

DOMS INDUSTRIES LIMITED

Strategic Initiatives Propelling Consistent Growth

Consolidated Revenue for Q3'FY25 up by 34.9% y-o-y at ₹ 501.1 Cr
Consolidated EBITDA for Q3'FY25 up by 26.7% y-o-y at ₹ 87.9 Cr
Consolidated PAT for Q3'FY25 up by 39.8% y-o-y at ₹ 54.3 Cr

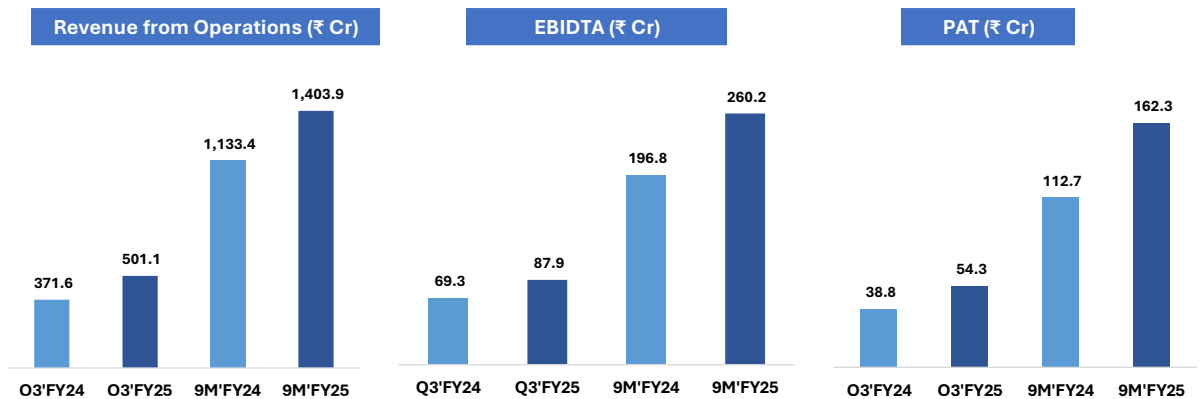
Umbergaon, Gujarat, February 03, 2025: DOMS Industries Limited ('DOMS'), a Company focused on manufacturing and marketing of a diversified product offering associated through the growing years of kids, children and young adults, announced its Financial Results for the Q3 & 9M FY2025.

Consolidated Key Financial Highlights are as follows:

Particulars (₹ Cr)	Q3'FY25	Q3'FY24	Y-o-Y % Change	Q2'FY25	9M'FY25	9M'FY24	Y-o-Y % Change	FY24
Revenue from Operations[#]	501.1	371.6	34.9%	457.8	1,403.9	1,133.4	23.9%	1,537.1
Gross Profit (GP)	218.2	163.9		198.7	608.6	466.8		644.4
GP Margin	43.5%	44.1%		43.4%	43.3%	41.2%		41.9%
EBITDA	87.9	69.3	26.7%	85.9	260.2	196.8	32.2%	272.7
EBITDA Margin (%)	17.5%	18.7%		18.8%	18.5%	17.4%		17.7%
PBT	73.0	52.4		72.1	218.2	151.5		214.5
PBT Margin (%)	14.6%	14.1%		15.7%	15.5%	13.4%		14.0%
PAT	54.3	38.8	39.8%	53.7	162.3	112.7	43.9%	159.7
PAT Margin (%)	10.8%	10.4%		11.7%	11.6%	9.9%		10.4%

[#] Comparable Consolidated Operating Revenue (excluding Uniclun Healthcare sales impact) grew by 21.4% for Q3'FY25 (Y-o-Y) and 18.2% for 9M'FY25 (Y-o-Y).

Consolidated Performance Highlights for Q3 & 9M'FY25



Consolidated Performance Highlights – Q3 (Y-o-Y)

- **Revenue from Operations** for Q3'FY25 grew by 34.9% to ₹ 501.1 cr as compared to ₹ 371.6 cr in Q3'FY24.
- **EBITDA** for Q3'FY25 grew by 26.7% to ₹ 87.9 cr as compared to ₹ 69.3 cr in Q3'FY24. **EBIDTA margin** for Q3'FY25 stood at 17.5% as compared to 18.7% in Q3'FY24.
- **PAT** for Q3'FY25 grew by 39.8% to ₹ 54.3 cr as compared to ₹ 38.8 cr in Q3'FY24. **PAT margin** for Q3'FY25 rose to 10.8% as compared to 10.4% in Q3'FY24.

Consolidated Performance Highlights – 9M (Y-o-Y)

- **Revenue from Operations** for 9M'FY25 grew by 23.9% to ₹ 1,403.9 cr as compared to ₹ 1,133.4 cr in 9M'FY24.
- **EBITDA** for 9M'FY25 grew by 32.2% to ₹ 260.2 cr as compared to ₹ 196.8 cr in 9M'FY24. **EBIDTA margin** for 9M'FY25 rose to 18.5% as compared to 17.4% in 9M'FY24.
- **PAT** for 9M'FY25 grew by 43.9% to ₹ 162.3 cr as compared to ₹ 112.7 cr in 9M'FY24. **PAT margin** for 9M'FY25 rose to 11.6% as compared to 9.9% in 9M'FY24.

Operational Highlights

- **Rewarded for Export Excellence:** Awarded third time consecutively **Top Exporter Award for being No. 1 Exporter for the Year 2023-24** by the Pen & Stationery Association of India, underscoring Company's role as a frontrunner in the Indian Export market
- **Recognizing Employee Excellence and Growing Together:** To reward hard work and to retain & motivate talent, Company **approved grant of 117,045 stock options under Employee Stock Option Plan 2023** to eligible employees during Q3'FY25
- **Empowering Sustainable Future:** Successful **installation of 1 MW Solar Plant** at Umergaon Manufacturing Facility
- **Ongoing Capacity Expansion on Track:** 44+ acres greenfield expansion in full swing and **possession of first building for machinery installation in Q3'FY26**
- **Uniclan Healthcare accelerating Growth Initiatives**
 - **Launch of DOMS Co-branded Diapers :** Commercial launch of DOMS Wowper – co-branded range of diapers by Uniclan Healthcare
 - **Successful installation of third diaper production line** at the existing facility widening capacity to 65 crore diapers per annum
 - Most of requisite pre-approvals from authorities in place **enabling in-house manufacturing of wet wipes by end of Q4'FY25**
- **Cultivating and Nurturing Creative Excellence :** AMARIZ – Company's Fine Art Range, partners with Plaza Artist Association at the iconic Art Plaza Gallery, Kala Ghoda, Mumbai to empower emerging artist and provide them platform to showcase their work

Commenting on the results and performance, Mr. Santosh Raveshia, Managing Director, DOMS Industries Limited said:

“Despite the tepid market conditions and festive season in India as well as globally, we continued on our consistent growth trajectory during Q3'FY 2025. Our strategic initiatives have played a pivotal role in fuelling this growth. The successful acquisition of Uniclax Healthcare, which led our entry into Baby Hygiene products, coupled with our timely expansion of capacities across various product categories, have all contributed positively to our quarterly performance.

Company's manufacturing cost structure broadly remained stable in Q3 FY'25, with input prices holding steady, resulting in consistent gross margins on a sequential basis. Consolidated EBITDA for the quarter grew 26.7% Y-o-Y and 2.2% sequentially. However, there was a slight margin compression of approximately 120 bps Q-o-Q which was primarily driven by increased employee expenses, stemming from additional hiring to support production capacity expansion and impact of ESOP grants to reward employees. Furthermore, we witnessed an increase in selling and distribution expenses primarily on account of consolidation of Uniclax Healthcare. As a result of these factors, Company's consolidated EBITDA margin stood at 17.5%, as on expected lines, but higher than our targeted range of 16-17%.

Going forward, we remain cautiously optimistic in the near term, on improvement in demand conditions with tailwinds from the upcoming back to school season, growing emphasis on education and increased Governments' spending in this sector, contributing to the growth momentum. Our strategic priorities remain unchanged with focus on delivering consistent and profitable volume growth through expanding our production capacities, investing in our brands and strengthening our supply chain, positioning ourselves for sustainable long-term growth.

Lastly, I would like to appreciate the unwavering dedication and relentless efforts of our entire team and channel partners, who have worked tirelessly to drive this growth and excellence. Further, we extend our heartfelt gratitude to our valued consumers for embracing our products. Their unwavering support fuels our passion and inspires our team to innovate, design, and deliver high-quality products to meet the evolving needs of our consumers.”

About DOMS Industries Limited:

DOMS Industries Limited (“DOMS”/ “the Company”) is one of India’s largest Stationery and Art products company. The company designs, develops, manufactures and sells a wide range of well designed, quality Stationery and Art products, categorised into categories that include, Scholastic Stationery, Scholastic Art Material, Paper Stationery, Kits and Combos, Office Supplies, Hobby and Craft and Fine Art Products. With an endeavour to continue expanding presence in product lines which are associated through the growing year of kids, children and young adults, the Company, through its recent acquisition of Uniclax Healthcare Private Limited, has now forayed into the Baby Hygiene products.

The Company’s products are primarily sold under the flagship brand ‘DOMS’, as well as through other brands/ sub-brands, like C3, Amariz, FixyFix and Wowper. The Company’s multi-channel distribution network is spread domestically across India as well as in 50+ countries globally covering the US, Africa, Asia Pacific, Europe and Middle East.

The Company's keen focus on research and development (R&D), product engineering, backward integrated manufacturing operations, large and diverse product portfolio has enabled DOMS to become the fastest growing Stationery and Art material products company in India in terms of revenue over the past few years. With a focus on excellence and a commitment to consumer satisfaction, the Company has now become a trusted name in the global market. The Company's long legacy is based on its commitment to quality, dependability and redefining the industry's future.

Disclaimer : *Certain statements in this "Release" may not be based on historical information or facts and may be "forward looking statements" within the meaning of applicable securities laws and regulations, including, but not limited to, those relating to general business plans & strategy of the Company, its future outlook & growth prospects, future developments in its businesses, its competitive & regulatory environment and management's current views & assumptions which may not remain constant due to risks and uncertainties. Actual results could differ materially from those expressed or implied. The Company and its management assumes no responsibility to publicly amend, modify or revise any statement, based on any subsequent development, information, or events, or otherwise. This "Release" does not constitute a prospectus, offering circular or offering memorandum or an offer to acquire any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of the Company's shares. The financial figures in this "Release" have been rounded off to the nearest ₹ One Cr. The financial results are consolidated financials unless otherwise specified.*

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