

**Ref. No.** DOMS/SE/25-26/83

**Date:** January 30, 2026

To,

**The Manager**  
**Corporate Relationship Department**  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001

**BSE Symbol - DOMS**  
**BSE Scrip Code - 544045**

**The Manager**  
**Listing Department**  
**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East),  
Mumbai - 400 051

**NSE Symbol - DOMS**

**Subject: Investor Presentation in relation to the Unaudited (Standalone and Consolidated) Financial Results for the quarter and nine months ended December 31, 2025**

Dear Sir/ Madam,

In continuation to our letter dated January 27, 2026 and pursuant to Regulation 30 read with Para A of Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, ('**SEBI LODR Regulations**'), please find enclosed herewith the Investor Presentation in relation to Unaudited (Standalone and Consolidated) Financial Results for the quarter and nine months ended December 31, 2025.

The Investor Presentation is available on the website of the Company at [www.domsindia.com](http://www.domsindia.com).

This is for your information and records.

Thanking you,  
Yours faithfully,  
**For DOMS Industries Limited**

---

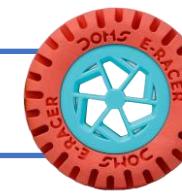
**Mitesh Padia**  
**Company Secretary and Compliance Officer**  
**Membership No.: A58693**

**Encl.: As above**

# DOMS INDUSTRIES LIMITED **INVESTOR PRESENTATION**

→ Q3 & 9M'FY26





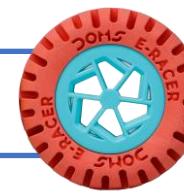
This presentation has been prepared by **DOMS Industries Limited** (the “Company”) solely for information purposes without regard to any specific objectives, financial situations or informational needs of any particular person. By attending the meeting where this presentation is being made or by reading the presentation materials, you agree to be bound by following limitations:

The information in this presentation has been prepared for use in presentations by the Company for information purposes only and does not constitute, or should not be regarded as, or form part of, any offer, invitation, inducement or advertisement to sell or issue, or any solicitation or initiation of any offer to purchase or subscribe for, any securities of the Company in any jurisdiction, including but not limited to India; nor shall it, or the fact of its distribution form the basis of, or be relied on, in connection with, any investment decision or any contract or commitment to purchase or subscribe for any securities of the Company in any jurisdiction, including but not limited to India. This presentation does not constitute a recommendation by the Company or any other party to sell or buy any securities of the Company. This presentation and its contents are not and should not be construed as a “prospectus” or “offer document” (as defined or referred to, as the case may be, under the Companies Act, 2013, as amended) or an “offer document” under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended. Nothing in this presentation is intended by the Company to be construed as legal, accounting, tax or other advice. This presentation may not be copied, distributed or disseminated, directly or indirectly, in any manner.

This presentation may include statements which may constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. Forward-looking statements are statements concerning future circumstances and results, and any other statements that are not historical facts, sometimes identified by the words including, without limitation "believes", "expects", "predicts", "intends", "projects", "plans", "estimates", "aims", "foresees", "anticipates", "targets", and similar expressions. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those specified in such forward-looking statements as a result of various factors and assumptions. The risks and uncertainties relating to these statements include, but are not limited to, (i) fluctuations in earnings, (ii) the Company's ability to manage growth, (iii) competition, (iv) government policies and regulations, and (v) political, economic, legal and social conditions in India and outside India.

The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any statements or projections made by third parties included in this Presentation are not verified by the Company and the Company is not responsible for such third party statements and projections.





Note: All the datapoints are as of December 31, 2025 unless mentioned otherwise

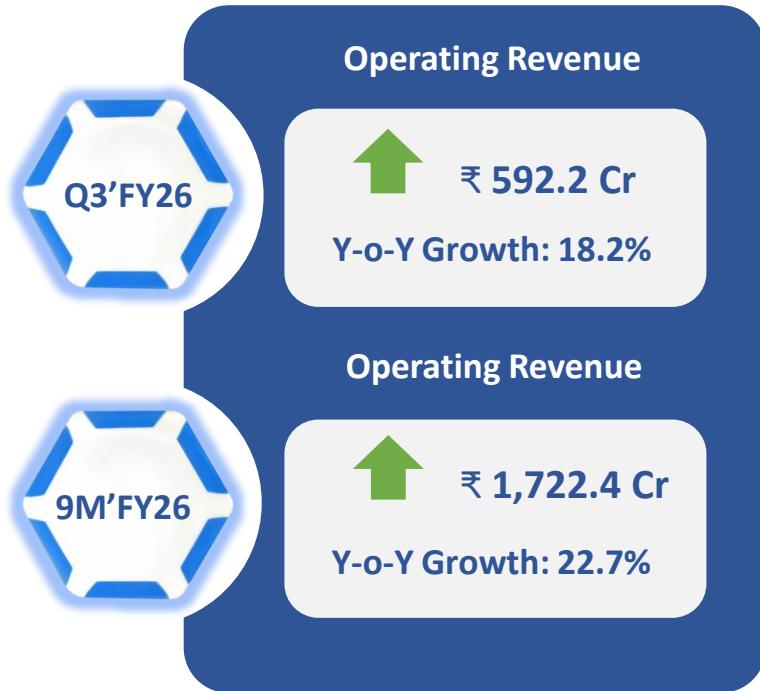
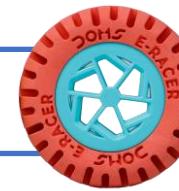


---

## Q3 & 9M'FY26 Performance Highlights

---



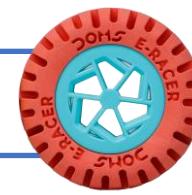


## Key Highlights

- Continued Focus on Capacity Expansion**
  - Acquired land & building in Jammu spread over 2.5+ acres to enhance wood processing capabilities supporting future pencil capacity expansion
  - Enhanced capacity addition in core categories like scholastic stationery, scholastic art and office supplies on account of continued demand growth
  - Continued focus to commercialize the flagship 44-acre expansion project – Commercial operations expected to commence in Q2FY27
- Sales Insights**
  - Domestic market continues to remain a key focus area with Y-o-Y Q3 growth of 19.4% and accounting for nearly 89% of our Gross Product Sales
  - Third Party Exports under DOMS brand surged 21.5% Y-o-Y, driven by sales uptake in key markets like Nepal, Sri Lanka, Middle East and few African countries and positive results from exports to countries like Chile, Mexico, Canada, Europe, Turkey, South Africa and Australia on the back of FILA distribution arrangement



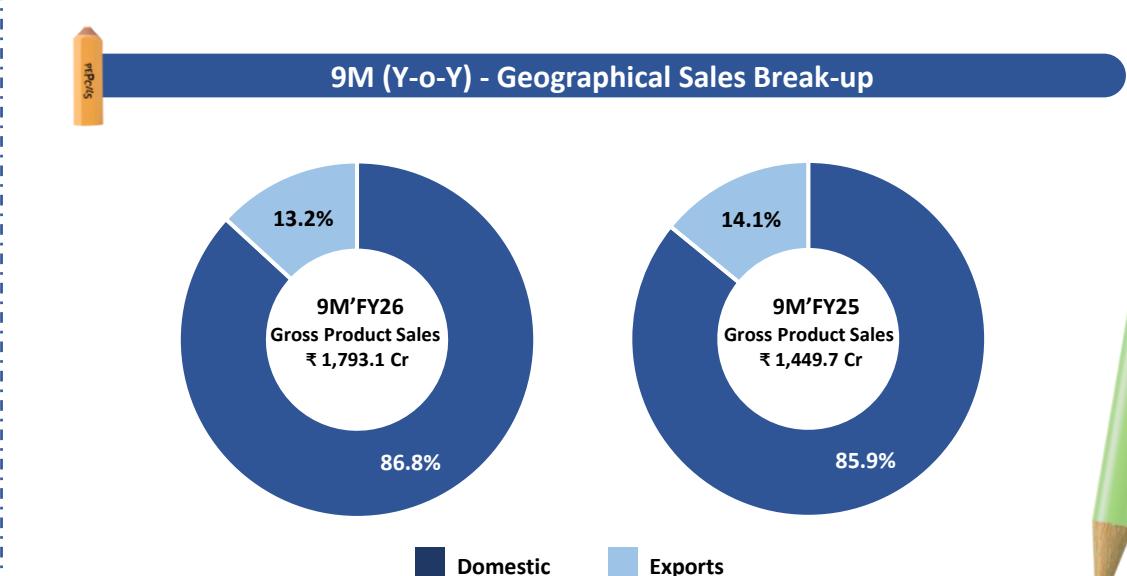
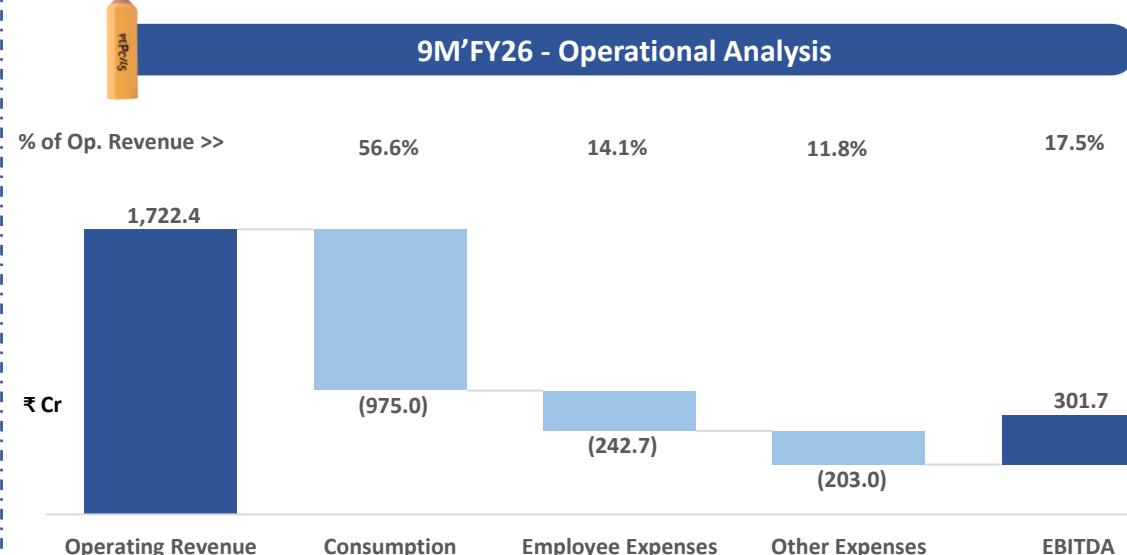
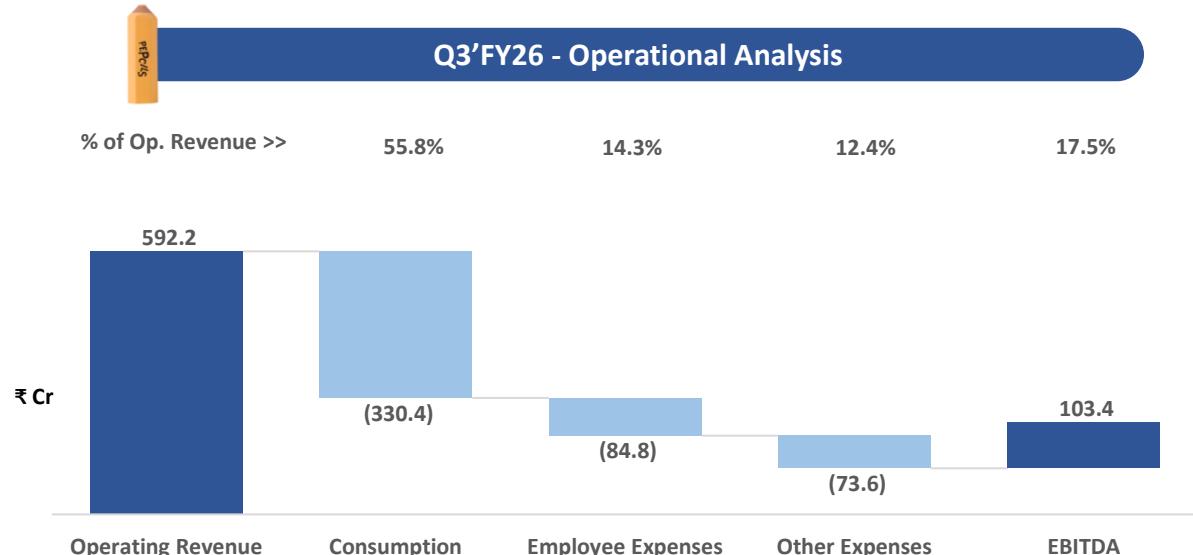
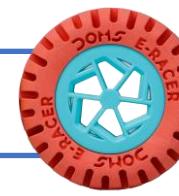
# Q3 & 9M'FY26 - Consolidated P&L Snapshot



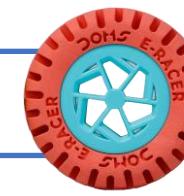
Particulars (₹ Cr)	Q3'FY26	Q3'FY25	Y-o-Y % Change	Q2'FY26	9M'FY26	9M'FY25	Y-o-Y % Change	FY25
<b>Revenue from operations</b>	<b>592.2</b>	<b>501.1</b>	<b>18.2%</b>	<b>567.9</b>	<b>1,722.4</b>	<b>1,403.9</b>	<b>22.7%</b>	<b>1,912.6</b>
Consumption Expenses	330.4	282.9		319.2	975.0	795.3		1,080.6
Gross Profit	261.8	218.2	20.0%	248.7	747.4	608.6	22.8%	832.0
<i>Gross Profit Margins (%)</i>	<i>44.2%</i>	<i>43.5%</i>		<i>43.8%</i>	<i>43.4%</i>	<i>43.3%</i>		<i>43.5%</i>
Employee Benefits Expense	84.8	70.2		81.6	242.7	192.8		265.2
Other Expenses	73.6	60.1		67.6	203.0	155.6		218.3
<b>EBITDA</b>	<b>103.4</b>	<b>87.9</b>	<b>17.7%</b>	<b>99.5</b>	<b>301.7</b>	<b>260.2</b>	<b>15.9%</b>	<b>348.4</b>
<i>EBITDA Margins (%)</i>	<i>17.5%</i>	<i>17.5%</i>		<i>17.5%</i>	<i>17.5%</i>	<i>18.5%</i>		<i>18.2%</i>
Other Income	3.5	6.2		6.4	14.4	17.8		22.6
Depreciation & Amortisation	22.5	17.5		22.0	64.9	48.4		69.2
<b>EBIT</b>	<b>84.4</b>	<b>76.5</b>	<b>10.3%</b>	<b>83.9</b>	<b>251.2</b>	<b>229.6</b>	<b>9.4%</b>	<b>301.9</b>
<i>EBIT Margins (%)</i>	<i>14.3%</i>	<i>15.3%</i>		<i>14.8%</i>	<i>14.6%</i>	<i>16.4%</i>		<i>15.8%</i>
Finance Costs	2.2	3.6		2.1	7.8	11.4		15.0
Share of Profit / (Loss) of Associates	0.0	0.0		-0.0	-0.0	-0.0		0.0
<b>Profit Before Tax</b>	<b>82.2</b>	<b>73.0</b>	<b>12.7%</b>	<b>81.8</b>	<b>243.4</b>	<b>218.2</b>	<b>11.5%</b>	<b>286.8</b>
<i>PBT Margins (%)</i>	<i>13.9%</i>	<i>14.6%</i>		<i>14.4%</i>	<i>14.1%</i>	<i>15.5%</i>		<i>15.0%</i>
Tax expenses	20.8	18.7		21.0	62.0	55.9		73.3
<b>PAT</b>	<b>61.4</b>	<b>54.3</b>	<b>13.1%</b>	<b>60.9</b>	<b>181.4</b>	<b>162.3</b>	<b>11.8%</b>	<b>213.5</b>
<i>PAT Margins (%)</i>	<i>10.4%</i>	<i>10.8%</i>		<i>10.7%</i>	<i>10.5%</i>	<i>11.6%</i>		<i>11.2%</i>



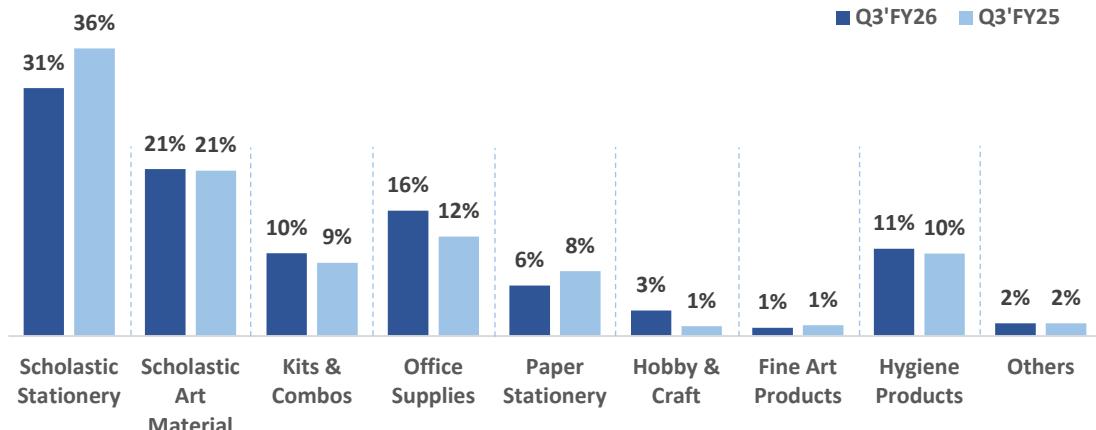
# Q3 & 9M'FY26 – Operational Profile



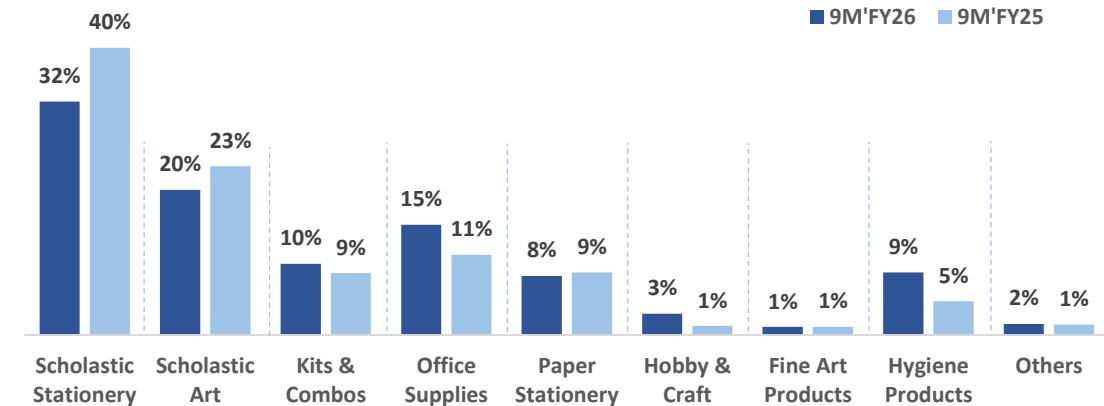
# Q3 & 9M'FY26 – Operational Profile



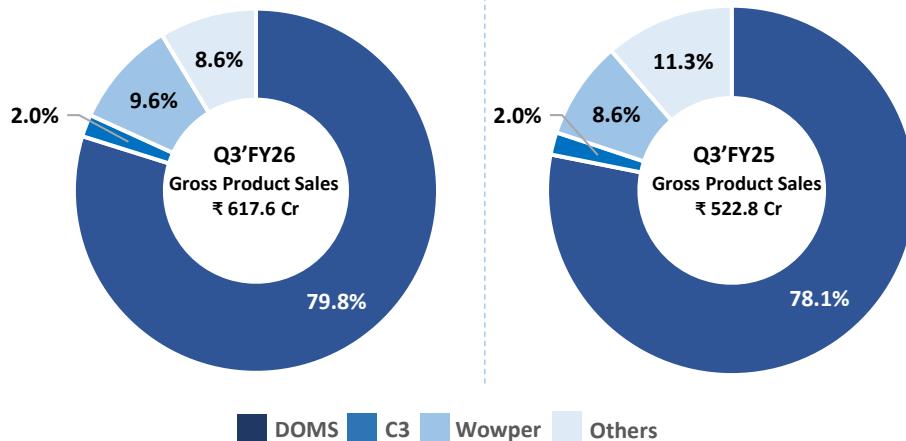
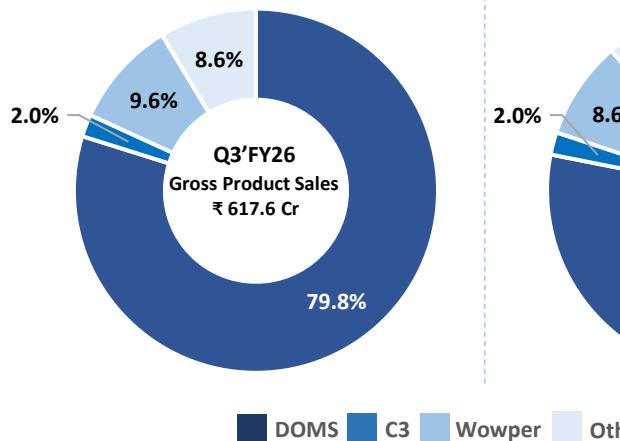
Q3 – Product Category wise Sales Break-up



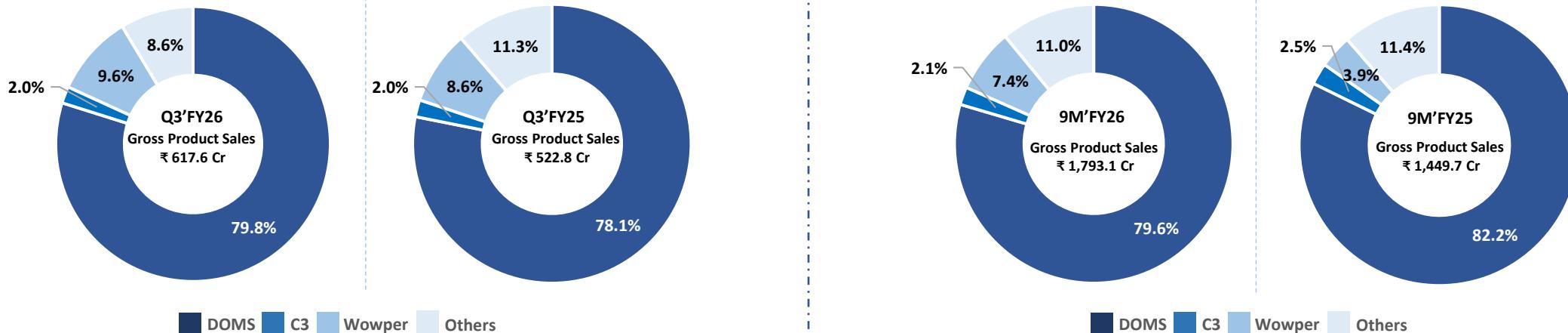
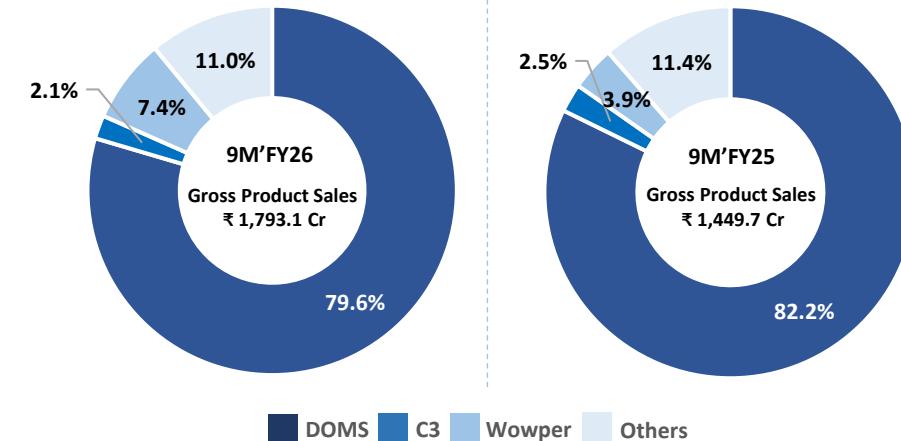
9M – Product Category wise Sales Break-up



Q3 (Y-o-Y) – Brand wise Sales Break-up



9M (Y-o-Y) – Brand wise Sales Break-up





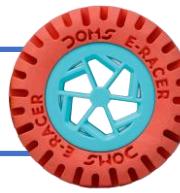
---

## Recent Key Events & Engagements

---



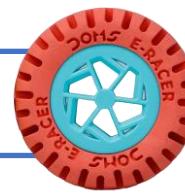
## Recent Product Introductions



**DOMS**  
EVERY AMBITION NEEDS PREPARATION



# Marketing Activities building Strong Consumer Connect



**DOMS**<sup>®</sup>  
EVERY AMBITION NEEDS PREPARATION

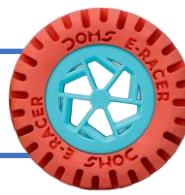
KIDZANIA – Christmas Celebrations



KIDZANIA – Diwali & Student Day Celebrations



# Marketing Activities building Strong Consumer Connect

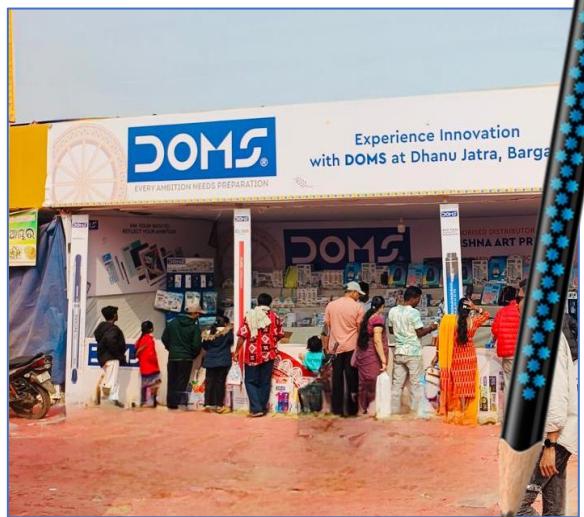


**DOMS**  
EVERY AMBITION NEEDS PREPARATION

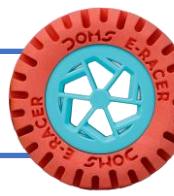
Dubai Paper World Exhibition



Delhi Stationery Fair & Dhanu Jatra - Orissa



# Online Engagement Initiatives



**DOMS**  
EVERY AMBITION NEEDS PREPARATION



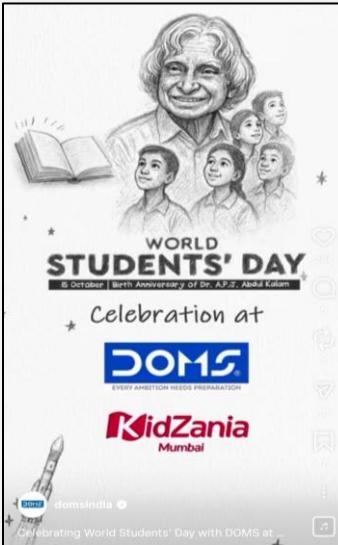
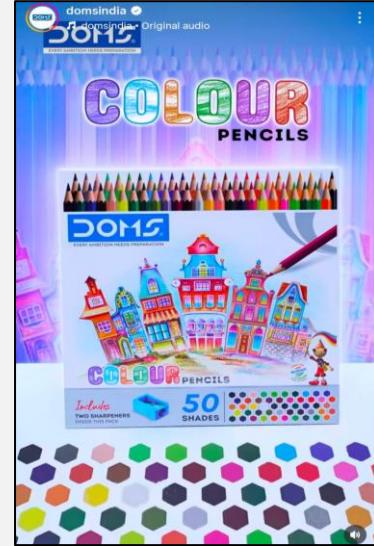
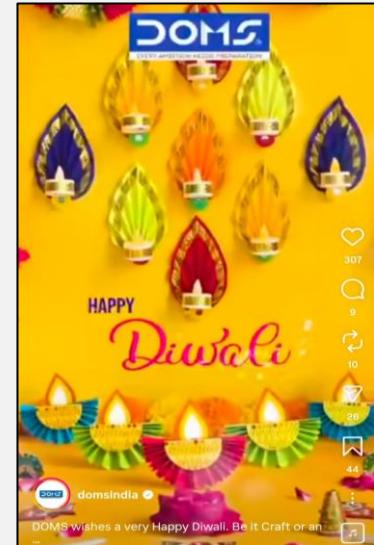
**3.80 Mn+**  
SUBSCRIBERS

YouTube Link : [Click Here](#)



**170K+**  
FOLLOWERS

Instagram Link : [Click Here](#)

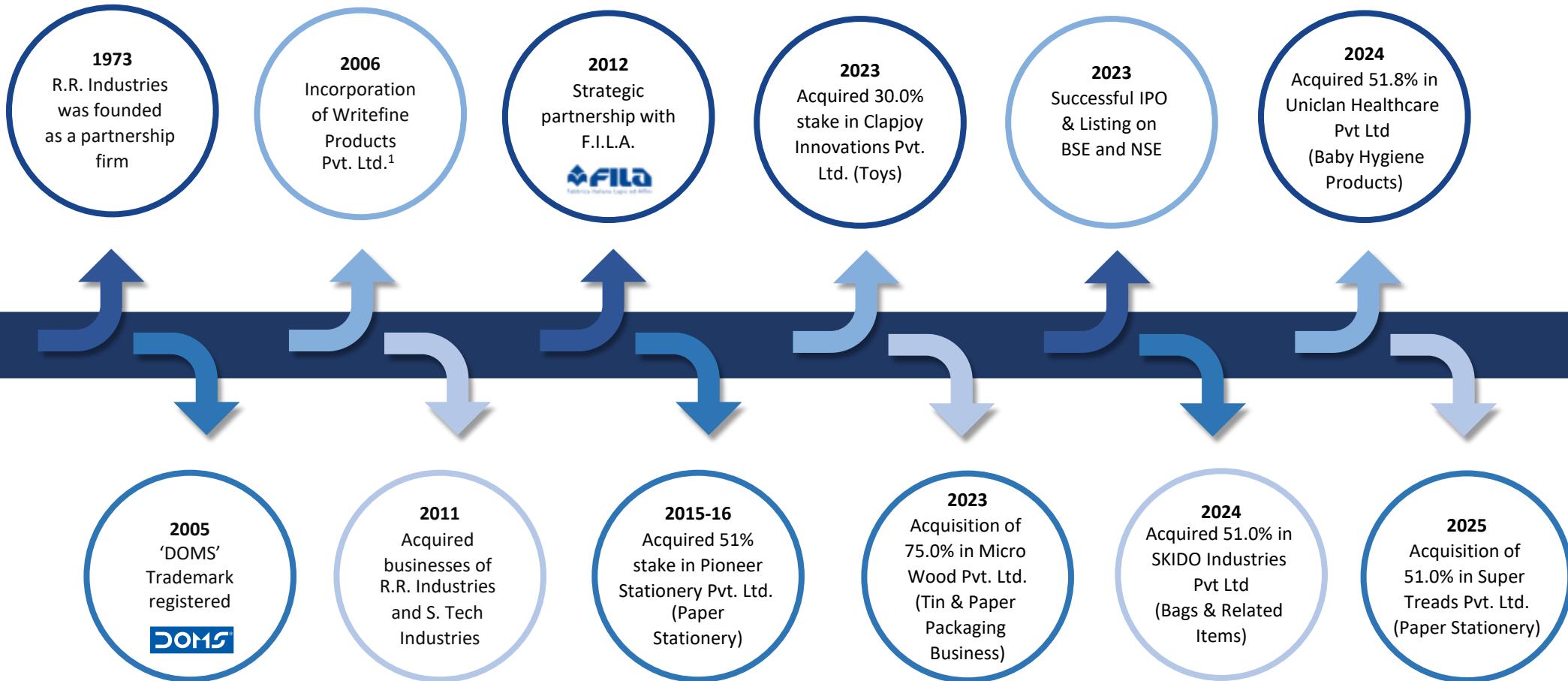
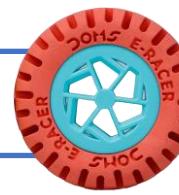


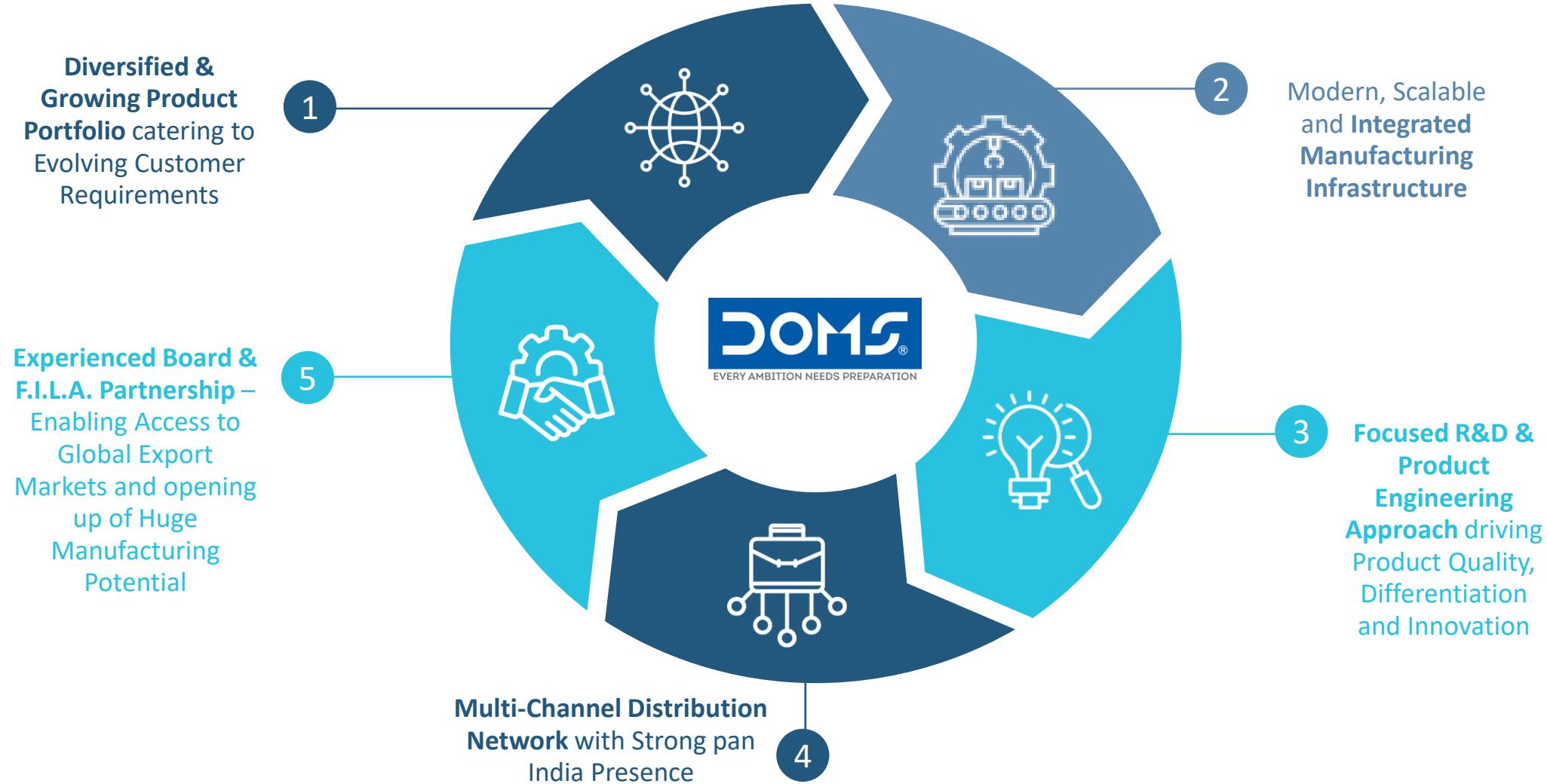
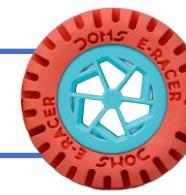


## Company Overview

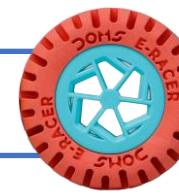


# Major Corporate Events & Timeline





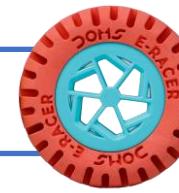
# Diversified Product Portfolio



**DOMS**  
EVERY AMBITION NEEDS PREPARATION



Diversified Product Portfolio – One stop shop for all Stationery and Art Materials; and Baby Hygiene Products



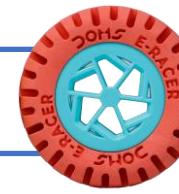
Scale and Size of Operations – 18 Manufacturing Facilities Spread Across 2.00+ mn sq.ft. Facility Area



Robust Manufacturing Infrastructure – Enabling End-to-End Operations



## Modern, Scalable and Integrated Manufacturing Infrastructure (2/3)



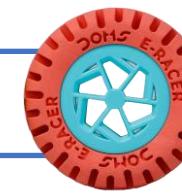
MP-2/65

~44 Acres Expansion - New Facility at Umbergaon, Gujarat



Construction going on in full swing: First Building Commercial Production expected by Q2'FY27

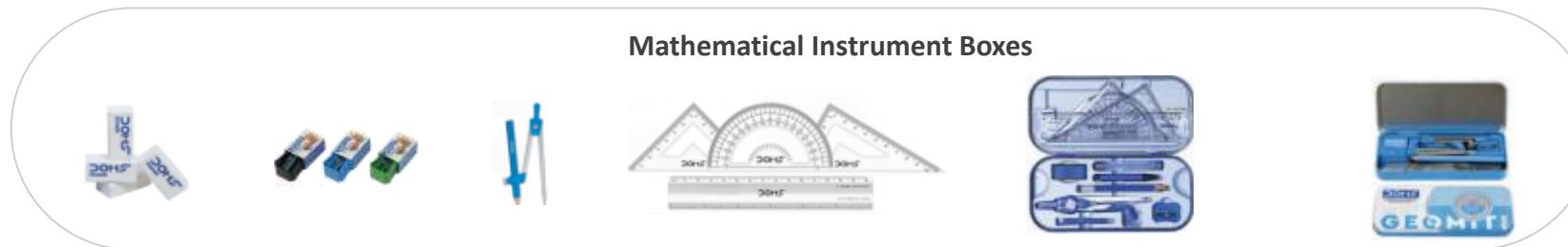




## Backward Integrated In-House Manufacturing Infrastructure – Driving Operational Efficiency



- All key components are manufactured in-house



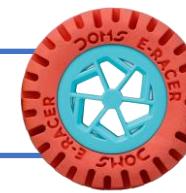
In-house manufacturing of:

- Tin boxes & Label Printing
- Mathematical Instruments
- Other Stationery Materials



- From sketch pen caps to ink & reservoir – All are manufactured in-house





## State-of-Art R&D Facility and In-House Designing Team



R&D and Design Team  
60+ employees<sup>1</sup>



Quality Check & Assurance Team  
165+ employees<sup>1</sup>

## F.I.L.A. Expertise as a Strategic Partner



- Knowledge sharing arrangement with F.I.L.A.
- F.I.L.A. partnership augmenting DOMS R&D capabilities
- Exchanging technical know-how from F.I.L.A.

## Key Innovation Initiatives



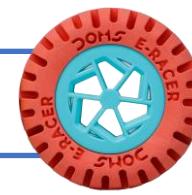
Innovative Design

Improved Usability

Patented Technology



# Strong Distribution Network



## Domestic Distribution Strength



**130+**  
Super Stockists



**90+**  
Super Stockists

**5,800+**  
Distributors

**1,250+**  
Distributors

**145,000+**  
Retail Outlets

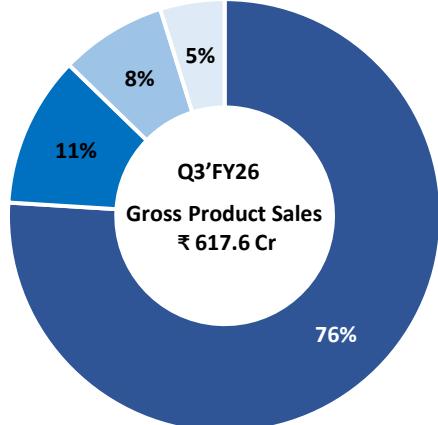
**40,000+**  
Retail Outlets

**950+**  
Sales Personnel

**260+**  
Sales Personnel

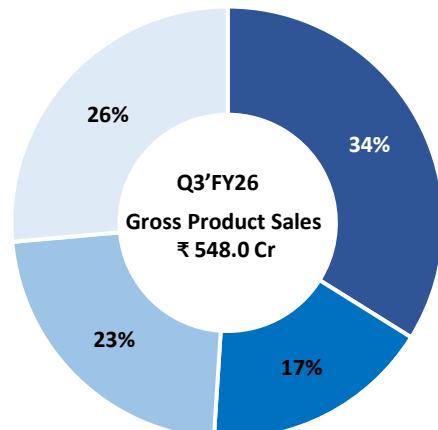
## Multi Channel Presence

General Trade   Exports   Modern Trade   Others



## Balanced Regional Mix

North   South   East   West



## Expanding International Presence

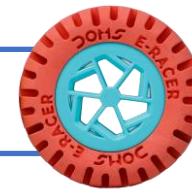
**55+**  
Countries

**6.0%**  
F.I.L.A. Group Exports

**5.3%**  
Third Party Exports

**6**  
Continents

Note: Data for Q3'FY26 / as of December 31, 2025, unless otherwise mentioned



## Board of Directors

### Promoter Group Directors



**Massimo Candela**

*Chairman*



**Luca Pelosin**

*Non-Executive Director*



**Annalisa Barbera**

*Non-Executive Director*



**Ketan Rajani**

*Whole Time Director*



**Santosh Raveschia**

*Managing Director*



**Sanjay Rajani**

*Whole Time Director*



**Chandni Somaiya**

*Whole Time Director*



**Om Raveschia**

*Whole Time Director*

### Independent Directors



**Gianmatteo Terruzzi**

*Independent Director*



**Rajiv Mistry**

*Independent Director*



**Mehul Shah**

*Independent Director*



**Darshika Thacker**

*Independent Director*



**Harsh Thakkar**

*Independent Director*



**Rohan Ghalla**

*Independent Director*



**Nitesh Shah**

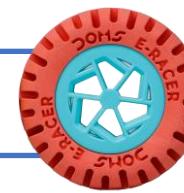
*Independent Director*



**Piyush Mehta**

*Independent Director*





## Management Team



**Harshad Raveschia**

*Chief Consultant  
Wood Working Division*



**Suresh Rajani**

*Chief Consultant  
Color Pencil Division*



**Vijay Sawaiya**

*Head – Polymer Division*



**Purav Raveschia**

*Vice President  
Product Development*



**Sumit Rajani**

*Vice President  
Color Pencil & Graphite Lead*



**Suraj Raveschia**

*Vice President  
International Business*



**Santosh Swain**

*Vice President  
Purchase & General Affairs*



**Rahul Shah**

*Chief Financial Officer*



**Saumitra Prasad**

*Chief Marketing Officer*

**Management Team includes Promoter Group Directors as well as Professional Members**

**Permanent Employees<sup>1</sup>**

**12,700+**

**Contracted Employees<sup>1</sup>**

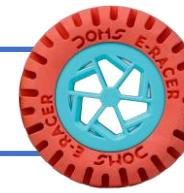
**800+**

**Better cost controls and margin expansion**

**Greater control on product quality**

*Note: (1) As of December 31, 2025*





## About F.I.L.A. Group



**Industry Experience**  
**100 years**

**Market Presence**  
**150 countries**

**No. of Brands**  
**25**

**Production Sites**  
**22**

**Revenues**  
**EURO 612 mn**  
As of FY24 (ending December 31 2024)



## Symbiotic Relationship with F.I.L.A. Group

### Global Export Distribution

- Exclusive rights for export of DOMS products in FILA's existing areas of presence
- FILA's infrastructure and market expertise combined with DOMS' diverse product range creates a powerful synergy, driving mutual growth and success

### Exclusive Marketing Rights for FILA Products

- Access to F.I.L.A. Group's Popular and Premium Brands in the Stationery & Art material Industry
- Exclusive Marketing Rights in 7 countries for such FILA Group Products

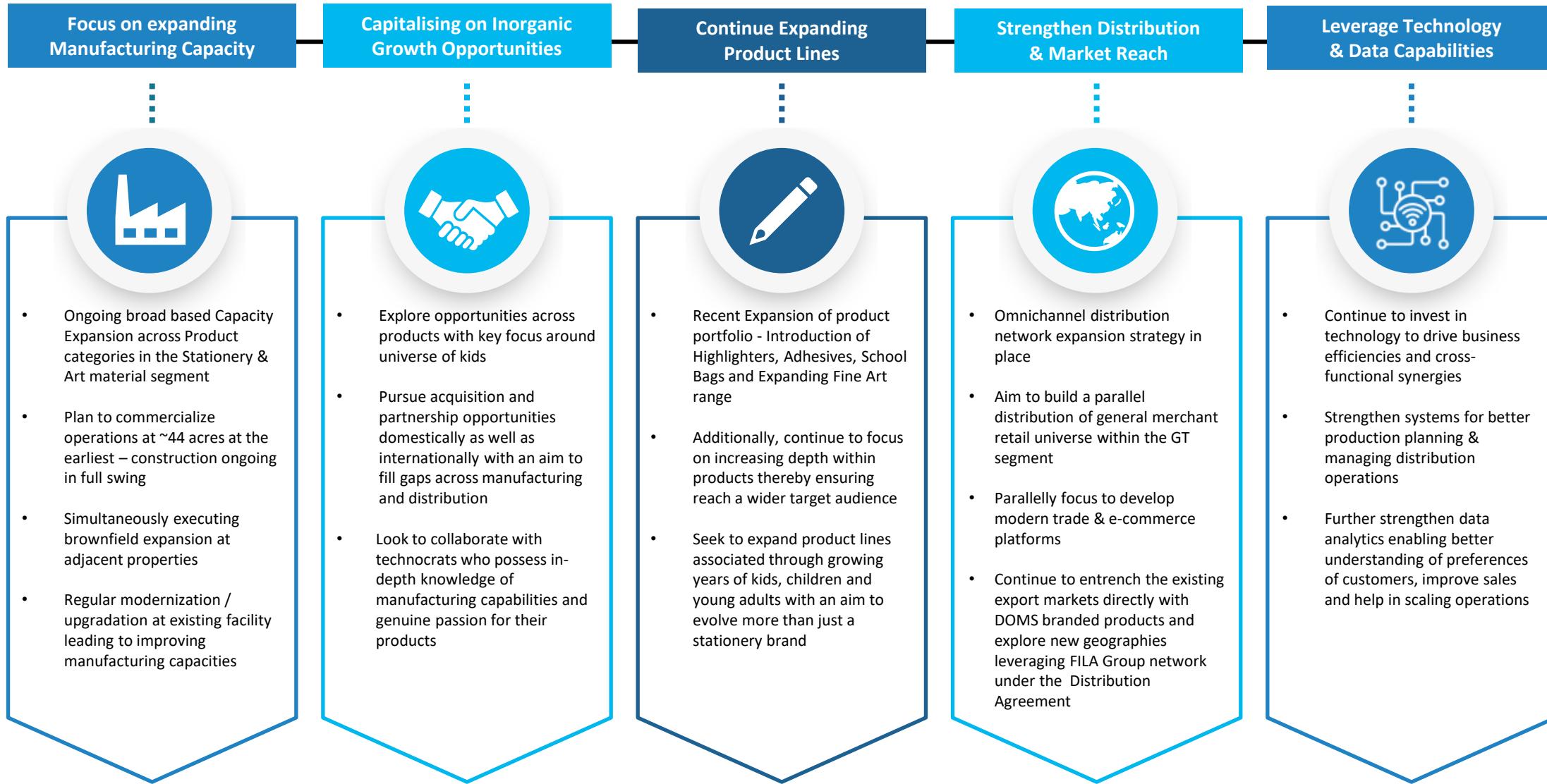
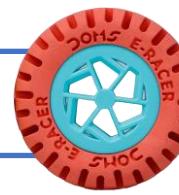
### Access to Product Know How & Global Trends

- Access to FILA Group's established product formulation and use case
- Knowledge sharing of emerging global trends on account of its presence across 150 countries
- Inputs from FILA Board Members with strong Industry domain experience

### DOMS Manufacturing Experience

- With inhouse manufacturing capabilities manufacture (OEM basis) for FILA Group
- Assist in improving ability to source quality products at competitive prices from India for global sales
- Aim to consolidate certain procurement activities across the FILA Group providing an opportunity for us to utilize our manufacturing infrastructure efficiently



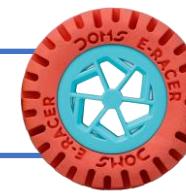




## Financial Performance



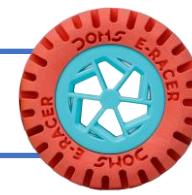
# Consolidated Profit & Loss Statement Overview



Particulars (₹ Cr)	FY21	FY22	FY23	FY24	FY25
Revenue from Operations	402.8	683.6	1,211.9	1,537.1	1,912.6
Other Income	6.0	2.6	4.6	10.1	22.6
<b>Total Income</b>	<b>408.8</b>	<b>686.2</b>	<b>1,216.5</b>	<b>1,547.3</b>	<b>1,935.2</b>
Cost of Materials Consumed	232.1	425.1	742.7	878.4	1,048.9
Purchase of Stock-in-Trade	11.6	13.7	26.1	59.1	60.6
Changes in Inventories of Finished Goods, Stock-in-Trade and WIP	1.6	-6.8	-5.5	-44.8	-28.9
Employee Benefits Expense	71.1	101.4	141.8	213.1	265.2
Finance Costs	8.8	10.3	11.9	17.1	15.0
Depreciation and Amortization	34.8	38.0	40.7	51.2	69.2
Other Expenses	56.4	80.4	120.1	158.6	218.3
<b>Total Expenses</b>	<b>416.4</b>	<b>662.2</b>	<b>1,077.8</b>	<b>1,332.8</b>	<b>1,648.4</b>
<b>Profit / (Loss) Before Tax</b>	<b>-7.6</b>	<b>24.0</b>	<b>138.8</b>	<b>214.5</b>	<b>286.8</b>
Tax Expenses	-1.6	6.9	35.9	54.8	73.3
<b>Profit / (Loss) After Tax</b>	<b>-6.0</b>	<b>17.1</b>	<b>102.9</b>	<b>159.7</b>	<b>213.5</b>



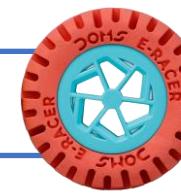
# Consolidated Balance Sheet Overview



Particulars (₹ Cr)	FY21	FY22	FY23	FY24	FY25	Particulars (₹ Cr)	FY21	FY22	FY23	FY24	FY25
<b>Non- Current Assets</b>						<b>Equity</b>	0.4	0.4	0.4	60.7	60.7
Property, Plant and Equipment	186.9	186.1	279.9	374.6	498.4	Equity Share Capital	233.2	246.9	337.1	753.7	942.1
Capital Work-in-Progress	3.1	4.0	6.9	25.4	60.3	Other Equity	8.1	10.8	17.9	27.8	79.7
Right of use Assets	37.9	38.2	38.2	61.1	76.5	Non-Controlling Interest	<b>241.7</b>	<b>258.1</b>	<b>355.3</b>	<b>842.2</b>	<b>1,082.5</b>
Goodwill	3.3	2.0	2.0	62.4	74.6	<b>Total Equity</b>					
Other Intangible Assets	0.5	0.2	0.1	0.1	40.9	<b>Non-Current Liabilities</b>	2.9	2.9	15.2	83.7	105.5
Investments	-	-	1.5	1.5	1.5	Borrowings	28.3	29.4	30.3	43.0	43.2
Other Financial Assets	11.4	10.6	10.9	17.4	20.8	Lease Liabilities	-	-	-	-	1.4
Deferred Tax Assets	0.3	1.2	3.2	5.4	8.2	Non-Current Provisions	6.0	7.8	9.1	13.2	18.8
Other Tax Assets (Net)	1.0	1.1	0.3	0.2	1.5	Deferred Tax Liabilities (Net)	-	-	-	-	11.3
Other Non-Current Assets	5.8	9.3	17.4	25.3	48.1	<b>Total Non-Current Liabilities</b>	<b>37.2</b>	<b>40.0</b>	<b>54.5</b>	<b>140.0</b>	<b>180.2</b>
<b>Total Non-Current Assets</b>	<b>250.2</b>	<b>252.8</b>	<b>360.4</b>	<b>573.5</b>	<b>830.8</b>	<b>Current Liabilities</b>					
<b>Current Assets</b>						Borrowings	94.4	82.1	84.9	32.2	47.6
Inventories	120.8	159.2	184.6	225.1	294.0	Lease Liabilities	8.1	8.7	9.5	13.0	15.4
Trade Receivables	41.9	49.2	35.6	64.6	134.3	Trade Payables	56.8	81.1	87.0	89.2	109.1
Cash and Cash Equivalents	22.7	9.3	34.3	56.4	60.5	Other Financial Liabilities	13.1	13.1	17.5	41.1	40.6
Bank Balance other than above	6.3	6.5	7.4	249.4	164.9	Other Current Liabilities	4.8	7.7	20.0	23.8	32.5
Other Financial Assets (inc. Loans)	0.5	0.6	0.8	3.7	6.5	Current Provisions	1.1	1.9	3.6	6.9	8.9
Other Current Assets	15.2	19.9	16.6	17.1	28.6	Current Tax Liabilities (Net)	0.4	4.8	7.4	1.6	2.8
<b>Total Current Assets</b>	<b>207.4</b>	<b>244.6</b>	<b>279.4</b>	<b>616.5</b>	<b>688.8</b>	<b>Total Current Liabilities</b>	<b>178.7</b>	<b>199.3</b>	<b>229.9</b>	<b>207.8</b>	<b>256.9</b>
<b>Total Assets</b>	<b>457.5</b>	<b>497.5</b>	<b>639.8</b>	<b>1,190.0</b>	<b>1,519.6</b>	<b>Total Equity &amp; Liabilities</b>	<b>457.5</b>	<b>497.5</b>	<b>639.8</b>	<b>1,190.0</b>	<b>1,519.6</b>



# Consolidated Cash Flow Overview



Particulars (₹ Cr)	FY21	FY22	FY23	FY24	FY25
<b>Cash flow from Operating Activities</b>					
Profit / (Loss) before tax	-7.6	24.0	138.8	214.5	286.8
Adjustments for non-cash items	3.5	7.4	43.0	50.9	72.8
Adjustment for non-operating items	36.4	43.4	10.5	10.5	-2.8
<b>Operating cash inflow before working capital changes</b>	<b>32.3</b>	<b>74.8</b>	<b>192.4</b>	<b>275.8</b>	<b>356.8</b>
Net decrease / (increase) in working capital	-14.9	-20.7	15.4	-29.0	-97.7
<b>Cash generated from Operations</b>	<b>17.4</b>	<b>54.1</b>	<b>207.7</b>	<b>246.8</b>	<b>259.1</b>
Income tax paid (net of refunds)	-2.2	-3.2	-34.5	-64.3	-75.7
<b>Net cash flows generated from Operating activities (A)</b>	<b>15.2</b>	<b>50.9</b>	<b>173.3</b>	<b>182.5</b>	<b>183.3</b>
<b>Cash flow from Investing Activities</b>					
Purchase of property, plant and equipment (including CWIP and capital advances)(net)	-23.0	-34.9	-136.3	-153.5	-213.3
Acquisition of subsidiary, net of cash	0.0	0.0	0.0	-70.5	-24.9
Proceeds from sale of property plant & equipment	6.6	0.2	0.8	0.3	0.2
Other Inflow / (Outflow) from Investing Activities	-2.3	0.9	-0.5	-233.8	98.4
<b>Net cash flows used in Investing activities (B)</b>	<b>-18.7</b>	<b>-33.7</b>	<b>-135.9</b>	<b>-457.5</b>	<b>-139.6</b>
<b>Cash flow from Financing Activities</b>					
Proceeds from Fresh Issue of Shares (Net)	0.0	-	0.0	334.7	0.0
Dividends paid	-	-	-5.6	-9.3	-15.2
Finance cost paid	-8.4	-11.0	-14.0	-12.0	-11.5
Payment of lease liabilities	-5.1	-7.9	-7.4	-14.8	-16.6
Proceeds / (Repayments) of borrowings	38.4	-11.6	14.6	-1.3	3.5
<b>Net cash flows (used in) / generated from Financing activities (C)</b>	<b>24.9</b>	<b>-30.6</b>	<b>-12.4</b>	<b>297.2</b>	<b>-39.8</b>
<b>Net increase/(decrease) in cash and cash equivalents (A+B+C)</b>	<b>21.4</b>	<b>-13.4</b>	<b>25.0</b>	<b>22.2</b>	<b>4.0</b>





**Thank You**



**DOMS Industries Limited**

17th Floor, C – Wing, Kailas Business Park, Hiranandani Link Rd,  
Vikhroli West, Mumbai, Maharashtra 400079

E.: [ir@domsindia.com](mailto:ir@domsindia.com)



**Investor Relations Advisor**

**Marathon Capital Advisory Private Limited**

Bhavin Ranawat (9819345619 / [bhavin@marathoncapital.in](mailto:bhavin@marathoncapital.in))

Amit Porwal (9819773905 / [amit@marathoncapital.in](mailto:amit@marathoncapital.in))