

DOMS Industries (DOMS IN)

Q1FY27 Result Update

August 04, 2026

☒ Estimate Change | ☒ Target | ☐ Reco.

Change in Estimates

	Current		Previous	
	FY27E	FY28E	FY27E	FY28E
Rating	BUY		BUY	
Target Price	2,703		2,850	
Sales (INR mn)	28,004	34,094	28,004	34,094
% Chng.	-	-		
EBITDA (INR mn)	3,967	5,728	4,359	5,899
% Chng.	(9.0)	(2.9)		
EPS (INR)	34.8	54.0	40.0	56.9
% Chng.	(13.0)	(5.1)		

Key Data

DOMS.BO | DOMS IN

BSE Code	544045
NSE Code	DOMS
52-W High / Low	INR 2,770 / INR 2,006
Face Value	10
Sensex / Nifty	78,429 / 24,615
Market Cap	INR 137 bn / \$ 1,434 mn
Shares Outstanding	60.69 mn
3M Avg. Daily Value	INR 444.55 mn

Shareholding Pattern (%)

Promoters	63.39
FII's	7.50
Mutual Funds	21.94
Domestic Institutions	3.97
Public & Others	3.20
Promoter's Pledge (INR bn)	-

Stock Performance (%)

	1M	3M	6M	12M
Absolute	(2.5)	(3.7)	(8.7)	(4.7)
Relative	(3.3)	(5.2)	(2.5)	(1.6)

Key Financials - Consolidated

Y/e Mar	FY25	FY26	FY27E	FY28E
Sales (INR mn)	19,126	23,264	28,004	34,094
EBITDA (INR mn)	3,484	4,026	3,967	5,728
Margin (%)	18.2	17.3	14.2	16.8
PAT (INR mn)	2,023	2,302	2,114	3,281
EV (INR mn)	137,395	138,355	138,734	138,165
Total Debt (INR mn)	2,118	1,413	1,423	1,433
C&C Eq. (INR mn)	2,254	618	266	863
EPS (INR)	33.3	37.9	34.8	54.1
Gr. (%)	32.1	13.8	(8.2)	55.2
DPS (INR)	3.2	3.6	3.5	4.0
Yield (%)	0.1	0.2	0.2	0.2
RoE (%)	22.3	20.7	16.0	20.8
RoCE (%)	25.4	24.4	19.8	25.9
EV/Sales (x)	7.2	5.9	5.0	4.1
EV/EBITDA (x)	39.4	34.4	35.0	24.1
PE (x)	67.6	59.4	64.7	41.7
P/BV (x)	13.6	11.2	9.6	7.9

Prioritizing market share over margins in turbulent times

Quick Pointers

- GM's compress 400bps YoY to 38.2% due to sharp RM inflation.
- Aims for a top-line growth of ~18-20% in FY27E.

Given persistent volatility in RM prices, we cut our EPS estimates by 13%/5% for FY27E/FY28E. While top-line of DOMS IN was broadly in-line with our estimates, EBITDA margin declined 525bps YoY to 12.3% (PLe 13.3%) amid sharp RM inflation. Aided by capacity expansion in core stationery business (production at Umbergaon is expected to commence from 2QFY27E), widening product basket (SKU count is up by ~400 in last 1 year) and addition of a new brand (Reynolds) in the portfolio we expect sales/PAT CAGR of 21%/19% over FY26-FY28E. However, given increasing volatility in RM prices, we expect EBITDA margins to dip 310bps YoY to 14.2% in FY27E. Nonetheless, calibrated price revision and stabilization in RM prices should result in a recovery in EBITDA margin to 16.8% in FY28E. DOMS IN trades at 65x/42x our FY27E/FY28E EPS and we maintain BUY on the stock with a TP of Rs2,703 (50x FY28E EPS; no change in target multiple).

Revenue increased 19.2% YoY: Top-line increased 19.2% YoY to INR6,705mn (PLe INR6,665mn). In 1QFY27, hygiene revenue increased 23.7% YoY to INR446mn (PLe INR414mn) with an EBITDA margin of 6.7%. Stationery revenue was up 18.9% YoY to INR6,259mn (PLe INR6,252mn) with an EBITDA margin of 13.4%.

EBITDA/PAT declines 16.4%/22.3% YoY: EBITDA decreased 16.4% YoY to INR826mn (PLe INR886mn) with a margin of 12.3% (PLe 13.3%) as against 17.6% in 1QFY26. EBITDA was lower than our estimates on account of significant RM inflation driven by the Middle East conflict. Elevated employee benefit expenses due to grant of ESOPs and increased other expenses also led to dilution in EBITDA margins. PAT after MI decreased by 22.3% YoY to INR445mn (PLe INR460mn) with a margin of 6.6% (PLe 6.9%) as compared to a margin of 10.2% in 1QFY26.

Quarter Summary

Y/e Mar	Q1'27E	Q1'27A	% Var.	Q1'26A	YoY gr. (%)
Net Sales (INR mn)	6,665	6,705	1.0	5,623	19.0
EBITDA (INR mn)	886	826	-7.0	987	-16.0
Margin (%)	13.3	12.3	-100 bps	17.6	-530 bps
PAT (INR mn)	460	445	-3.0	573	-22.0

Source: Company, PL

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Con-call highlights: 1) Capex of INR1,000mn was incurred in 1QFY27. 2) The greenfield expansion at Umbergaon is on track and 300,000 sq. ft. of area is expected to be operationalized by end of 2QFY27E. 3) RM inflation stood at ~20% during the quarter while ASP increase was in the vicinity of ~4-5%. 4) No further price hike is planned in 2QFY27E, and focus remains on volume-led growth. 5) Reynolds is likely to account for ~10% of DOMS IN's topline by FY29E. 6) In 1QFY27, ESOP expenses and channel partner meet expenses impacted EBITDA margins by 20bps/40bps, respectively. 7) DOMS IN is in the process of installing one Swiss imported tip manufacturing machine in India. As more machines will be added over the next couple of years, 30-40% of tip requirements will be met captively. 8) 25-30% of wooden pencils are exported annually. Export of wooden pencils is anticipated to grow as new capacities will be added in near-term. 9) Exports are expected to account for ~13-15% of overall sales in FY27E. 10) ESOP expenses are expected to be at ~INR100mn in FY27E. 11) Historically, Reynolds operated at lower EBITDA margin compared to DOMS IN. Post acquisition, Reynolds' margins are expected to gradually align with DOMS IN.

Exhibit 1: Quarterly Estimates

Particulars (INR mn)	1QFY27	YoY gr.	2QFY27E	YoY gr.	3QFY27E	YoY gr.	4QFY27E	YoY gr.
Sales	6,705	19.2%	6,861	20.8%	7,141	20.6%	7,297	20.8%
EBITDA	826	-16.4%	892	-10.4%	1,035	0.1%	1,214	20.3%
EBITDA margin	12.3%		13.0%		14.5%		16.6%	
Adj PAT	445	-22.3%	515	-11.7%	536	-7.5%	619	9.1%
Adj PAT margin	6.6%		7.5%		7.5%		8.5%	

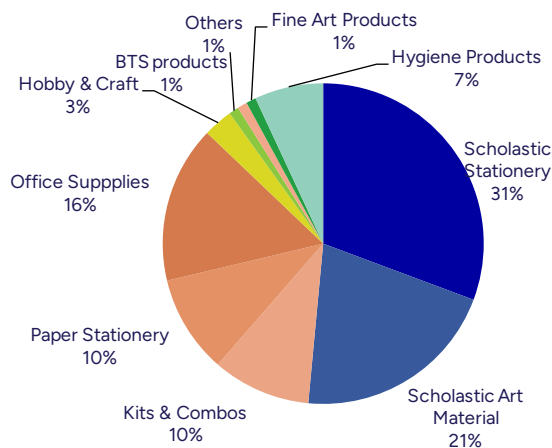
Source: Company, PL

Exhibit 2: Q1FY27 Result Overview - Consolidated (INR mn)

Y/e March	Q1FY27	Q1FY26	YoY gr (%)	Q1FY27E	% Var	Q4FY26	QoQ gr (%)	FY27E	FY26	YoY gr (%)
Net Sales	6,705	5,623	19.2	6,665	0.6	6,040	11.0	28,004	23,264	20.4
Expenditure										
Raw Materials	4,147	3,254	27.5	4,000	3.7	3,363	23.3	16,746	13,113	27.7
% of Net sales	61.8	57.9		60.0		55.7		59.8	56.4	
Personnel	943	764	23.4	953	(1.1)	862	9.5	3,958	3,289	20.3
% of Net sales	14.1	13.6		14.3		14.3		14.1	14.1	
Other Expenses	789	618	27.8	827	(4.5)	806	(2.1)	3,332	2,836	17.5
% of Net sales	11.8	11.0		12.4		13.4		11.9	12.2	
Total Expenditure	5,879	4,635	26.8	5,779	1.7	5,030	16.9	24,037	19,238	24.9
EBITDA	826	987	(16.4)	886	(6.8)	1,009	(18.2)	3,967	4,026	(1.5)
Margin (%)	12.3	17.6		13.3		16.7		14.2	17.3	
Depreciation	234	204	14.6	260	(10.0)	232	0.8	1,075	881	22.0
EBIT	592	783	(24.5)	626	(5.5)	777	(23.9)	2,892	3,145	(8.0)
Interest	20	35	(42.1)	24	(16.0)	30	(32.5)	90	108	(17.1)
Other Income	40	45	(11.3)	63	(36.4)	41	(3.6)	196	186	5.6
PBT	611	793	(22.9)	665	(8.0)	789	(22.5)	2,999	3,223	(6.9)
Tax	159	202	(21.6)	170	(6.4)	207	(23.4)	765	827	(7.5)
Tax Rate (%)	25.9	25.5		25.5		26.2		25.5	25.7	
Share of profit/loss from associates	(0)	(0)	NM	-	NM	0	NM	-	0	NM
Reported PAT	453	591	(23.4)	495	(8.6)	582	(22.2)	2,234	2,396	(6.7)
Margin (%)	6.8	10.5		7.4		9.6		8.0	10.3	
OCI	(13)	(10)	NM	(4)	NM	8	NM	(15)	(14)	NM
PAT inclusive of OCI	440	581	(24.3)	492	(10.5)	590	(25.5)	2,219	2,381	(6.8)
EPS	7.3	9.4	(22.7)	8.2	(10.6)	9.4	(21.9)	34.8	37.9	(8.2)

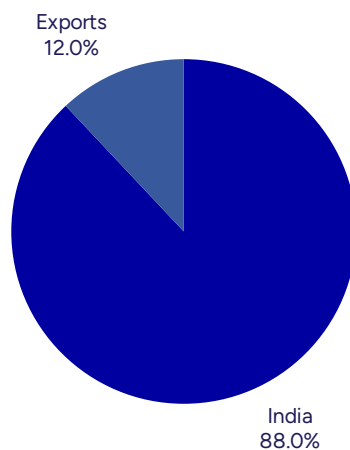
Source: Company, PL

Exhibit 3: Scholastic Stationery formed 31% of sales in 1QFY27



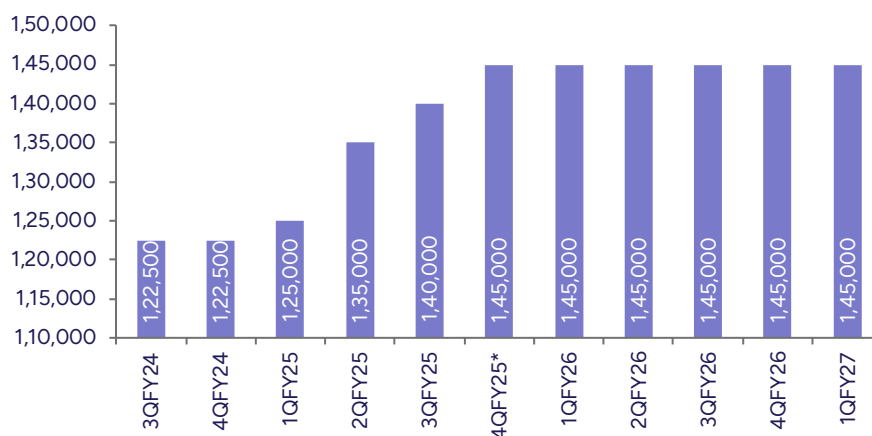
Source: Company, PL

Exhibit 4: Exports contributed ~12% to revenue in 1QFY27



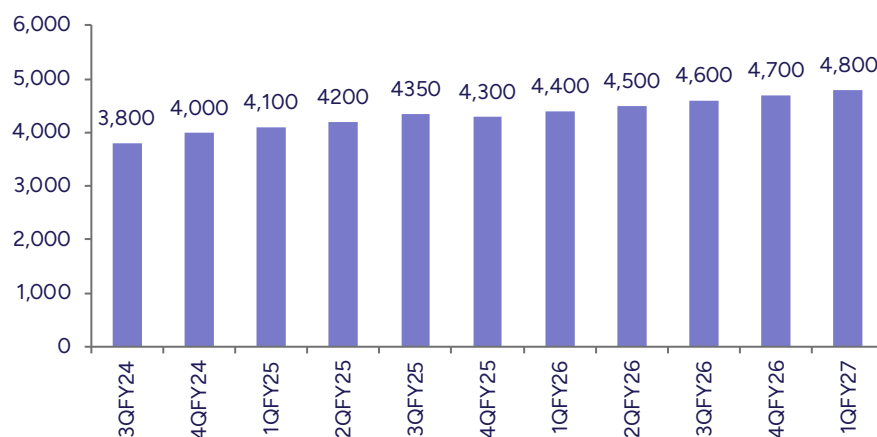
Source: Company, PL

Exhibit 5: Retail outlets stood at 145,000 in 1QFY27



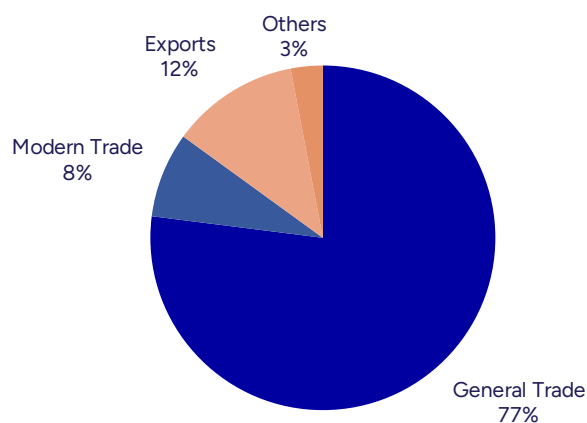
Source: Company, PL

Exhibit 6: SKU count stood at 4,800 in 1QFY27



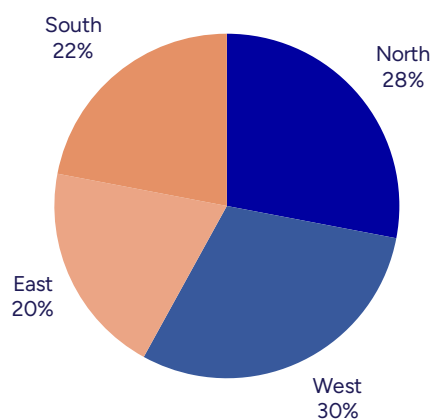
Source: Company, PL

Exhibit 7: General trade forms 77% of the channel mix



Source: Company, PL

Exhibit 8: North & West forms 58% of revenue



Source: Company, PL

Financials

Income Statement (INR mn)

Y/e Mar	FY25	FY26	FY27E	FY28E
Net Revenues	19,126	23,264	28,004	34,094
YoY gr. (%)	24.4	21.6	20.4	21.7
Cost of Goods Sold	10,806	13,113	16,746	19,672
Gross Profit	8,320	10,151	11,257	14,422
Margin (%)	43.5	43.6	41.0	43.0
Employee Cost	2,652	3,289	3,958	4,670
Other Expenses	2,183	2,836	3,332	4,023
EBITDA	3,484	4,026	3,967	5,728
YoY gr. (%)	27.8	15.5	(1.5)	44.4
Margin (%)	18.2	17.3	14.2	16.8
Depreciation and Amortization	692	881	1,075	1,276
EBIT	2,793	3,145	2,892	4,452
Margin (%)	14.6	13.5	10.3	13.1
Net Interest	150	108	90	85
Other Income	226	186	196	239
Profit Before Tax	2,868	3,223	2,999	4,605
Margin (%)	15.0	13.9	10.7	13.5
Total Tax	733	827	765	1,174
Effective Tax Rate (%)	25.6	25.7	26.0	26.0
Profit After Tax	2,135	2,396	2,234	3,431
Minority Interest	112	94	120	150
Share Profit from Associate	-	-	-	-
Adjusted PAT	2,023	2,302	2,114	3,281
YoY gr. (%)	32.1	13.8	(8.2)	55.2
Margin (%)	10.6	9.9	7.5	9.6
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	2,023	2,302	2,114	3,281
YoY gr. (%)	32.1	13.8	(8.2)	55.2
Margin (%)	10.6	9.9	7.5	9.6
Other Comprehensive Income	(15)	(14)	(15)	(15)
Total Comprehensive Income	2,008	2,288	2,099	3,266
Equity Shares O/s (mn)	61	61	61	61
EPS (INR)	33.3	37.9	34.8	54.1

Source: Company, PL

Balance Sheet (INR mn)

Y/e Mar	FY25	FY26	FY27E	FY28E
Non-Current Assets				
Gross Block	8,586	10,479	13,209	15,806
Tangibles	8,144	10,072	12,793	15,379
Intangibles	442	406	416	426
Acc: Dep / Amortization	2,428	3,309	4,383	5,660
Tangibles	2,395	3,268	4,331	5,595
Intangibles	32	41	52	65
Net Fixed Assets	6,158	7,170	8,826	10,146
Tangibles	5,749	6,805	8,461	9,784
Intangibles	409	365	365	362
Capital Work In Progress	603	1,621	1,680	1,773
Goodwill	746	758	758	758
Non-Current Investments	223	288	295	356
Net Deferred Tax Assets	(30)	(6)	(16)	2
Other Non-Current Assets	496	795	728	886
Current Assets				
Investments	-	-	-	-
Inventories	2,940	3,770	4,527	5,511
Trade Receivables	1,343	1,637	1,995	2,429
Cash & Bank Balance	2,254	618	266	863
Other Current Assets	286	332	392	477
Total Assets	15,196	17,119	19,586	23,341
Equity				
Equity Share Capital	607	607	607	607
Other Equity	9,421	11,590	13,597	16,770
Total Network	10,028	12,197	14,204	17,377
Non-Current Liabilities				
Long Term Borrowings	1,487	743	750	757
Provisions	188	263	280	307
Other Non Current Liabilities	14	53	28	34
Current Liabilities				
ST Debt / Current of LT Debt	630	670	673	676
Trade Payables	1,091	1,252	1,534	1,868
Other Current Liabilities	848	1,018	1,176	1,364
Total Equity & Liabilities	15,196	17,119	19,586	23,341

Source: Company, PL

Cash Flow (INR mn)

Y/e Mar	FY25	FY26	FY27E	FY28E
PBT	2,868	3,223	2,999	4,605
Add. Depreciation	692	881	1,075	1,276
Add. Interest	150	108	90	85
Less Financial Other Income	226	186	196	239
Add. Other	(143)	3	(196)	(239)
Op. Profit before WC Changes	3,568	4,214	3,967	5,728
Net Changes-WC	(977)	(824)	(727)	(999)
Direct Tax	(757)	(847)	(765)	(1,174)
Net Cash from Op. Activities	1,833	2,543	2,475	3,555
Capital Expenditures	(2,098)	(2,804)	(2,580)	(2,479)
Interest / Dividend Income	152	138	196	239
Others	551	1,181	(143)	(423)
Net Cash from Inv. Activities	(1,396)	(1,486)	(2,527)	(2,664)
Issue of Share Cap. / Premium	-	-	-	-
Debt Changes	(255)	(747)	-	-
Dividend Paid	(152)	(191)	(212)	(243)
Interest Paid	(115)	(120)	(90)	(85)
Others	125	(69)	2	33
Net Cash from Fin. Activities	(398)	(1,127)	(300)	(294)
Net Change in Cash	40	(70)	(352)	597
Free Cash Flow	(267)	(265)	(104)	1,076

Source: Company, PL

Quarterly Financials (INR mn)

Y/e Mar	Q2FY26	Q3FY26	Q4FY26	Q1FY27
Net Revenues	5,679	5,922	6,040	6,705
YoY gr. (%)	24.1	18.2	18.7	19.2
Raw Material Expenses	3,192	3,304	3,363	4,147
Gross Profit	2,487	2,618	2,677	2,558
Margin (%)	43.8	44.2	44.3	38.2
EBITDA	995	1,034	1,009	826
YoY gr. (%)	15.8	17.7	14.4	(16.4)
Margin (%)	17.5	17.5	16.7	12.3
Depreciation / Depletion	220	225	232	234
EBIT	775	809	777	592
Margin (%)	13.6	13.7	12.9	8.8
Net Interest	21	22	30	20
Other Income	64	35	41	40
Profit before Tax	818	822	789	611
Margin (%)	14.4	13.9	13.1	9.1
Total Tax	210	208	207	159
Effective Tax Rate (%)	25.6	25.3	26.2	25.9
Profit After Tax	609	614	582	453
Minority Interest	26	35	15	8
Share Profit from Associate	-	-	-	-
Adjusted PAT	583	579	567	445
YoY gr. (%)	13.5	14.1	17.1	(22.3)
Margin (%)	10.3	9.8	9.4	6.6
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	583	579	567	445
YoY gr. (%)	13.5	14.1	17.1	(22.3)
Margin (%)	10.3	9.8	9.4	6.6
Other Comprehensive Income	(11)	(2)	8	(13)
Total Comprehensive Income	572	577	576	432
Avg. Shares O/s (mn)	61	61	61	61
EPS (INR)	10.0	9.5	9.4	8.0

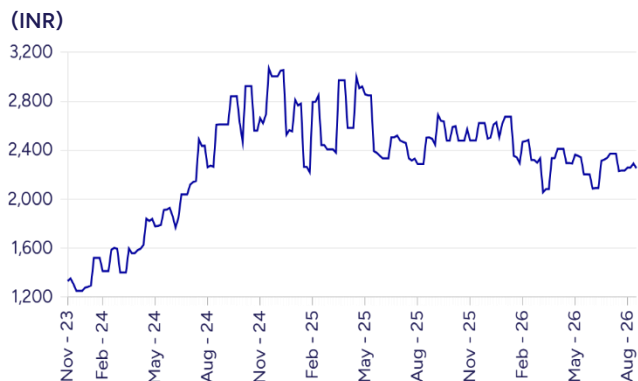
Source: Company, PL

Key Financial Metrics

Y/e Mar	FY25	FY26	FY27E	FY28E
Per Share (INR)				
EPS	33.3	37.9	34.8	54.1
CEPS	44.7	52.4	52.5	75.1
BVPS	165.2	201.0	234.1	286.3
FCF	(4.4)	(4.4)	(1.7)	17.7
DPS	3.2	3.6	3.5	4.0
Return Ratio (%)				
RoCE	25.4	24.4	19.8	25.9
ROIC	23.8	19.1	15.0	20.3
RoE	22.3	20.7	16.0	20.8
Balance Sheet				
Net Debt : Equity (x)	-	0.1	0.1	-
Net Working Capital (Days)	61	65	65	65
Valuation (x)				
PER	67.5	59.4	64.6	41.6
P/B	13.6	11.2	9.6	7.8
P/CEPS	50.3	42.9	42.8	30.0
EV/EBITDA	39.4	34.3	34.9	24.1
EV/Sales	7.1	5.9	4.9	4.0
Dividend Yield (%)	0.1	0.1	0.1	0.1
FCFF Yield (%)	-	-	-	0.7
PEG Ratio	2.1	4.3	(8.0)	0.7

Source: Company, PL

Price Chart



Recommendation History

No.	Date	Rating	TP (INR)	Share Price (INR)
1	08-Jul-26	BUY	2850	2307
2	19-May-26	Buy	2883	2330
3	08-Apr-26	BUY	2889	2346
4	03-Feb-26	BUY	3084	2356
5	08-Jan-26	BUY	3085	2606
6	11-Nov-25	BUY	3085	2566
7	08-Oct-25	BUY	3085	2590
8	11-Aug-25	BUY	3087	2503
9	07-Jul-25	BUY	3087	2456
10	21-May-25	BUY	3087	2549

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (INR)	Share Price (INR)
1	Apeejay Surrendra Park Hotels	BUY	165	124
2	Chalet Hotels	BUY	991	805
3	Delhivery	Hold	534	518
4	DOMS Industries	BUY	2850	2307
5	Flair Writing Industries	BUY	406	261
6	Imagicaaworld Entertainment	BUY	64	48
7	Indian Railway Catering and Tourism Corporation	BUY	712	499
8	InterGlobe Aviation	Hold	4520	5024
9	Lemon Tree Hotels	BUY	138	117
10	Mahindra Logistics	Buy	507	391
11	Nazara Technologies	BUY	343	299
12	PVR Inox	BUY	1307	1064
13	Safari Industries (India)	BUY	1953	1601
14	Samhi Hotels	BUY	220	168
15	TCI Express	BUY	575	503
16	V.I.P. Industries	SELL	245	300
17	Zee Entertainment Enterprises	Accumulate	117	102

PL's Recommendation Nomenclature (Absolute Performance)

BUY	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

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