



DHABRIYA POLYWOOD LIMITED

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E-mail : info@polywood.org | Website : www.polywood.org
CIN : L29305RJ1992PLC007003

Ref: BSE/2022-23/58

Date: 20.03.2024

To,
The General Manager
Department of Corporate Service
BSE Limited,
P.J. Towers, Dalal Street, Fort,
Mumbai – 400 001

Scrip Code – 538715

Dear Sir/ Madam,

Sub: - Submission of Investors Presentation Q3FY24

In compliance with Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith a copy of Investor Presentation for Q3FY24 for dissemination to general public and Investors.

Kindly take the aforesaid information on record and oblige.

Thanking you,

Yours faithfully,
FOR DHABRIYA POLYWOOD LIMITED

Sparsh Jain
Company Secretary & Compliance Officer
M. No. A36383



Provide A Better World To Live By Saving Trees



DHABRIYA POLYWOOD LIMITED



Dynasty

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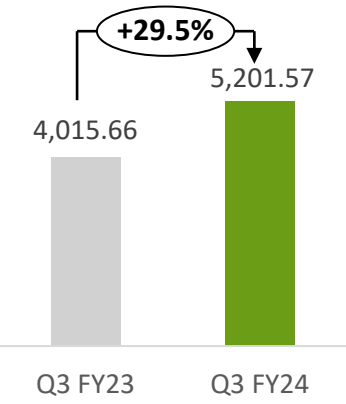
A modern interior space featuring a wall with vertical wooden slats. A large window in the background shows greenery outside. In the foreground, there is a decorative arrangement of dried grasses in a dark, rounded vase. The overall aesthetic is clean and contemporary.

Q3FY24 Operational Performance

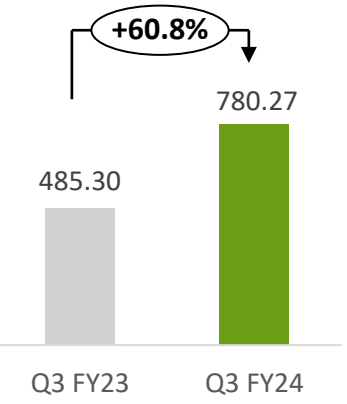
Strong Growth with Margin Improvements

Q3FY24

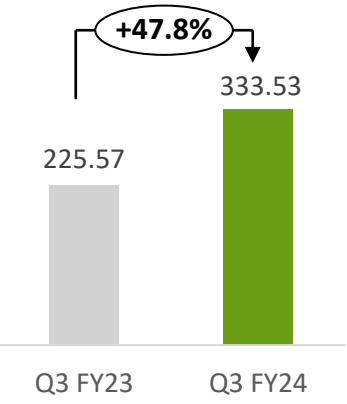
Revenue



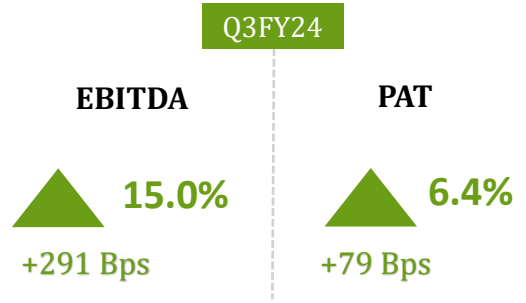
EBITDA



PAT

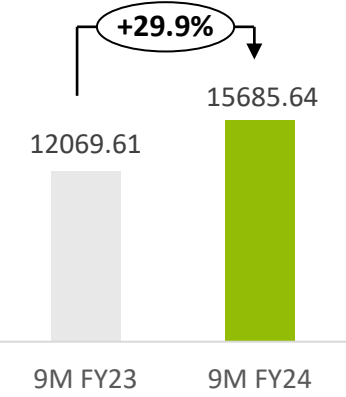


Margins Profile

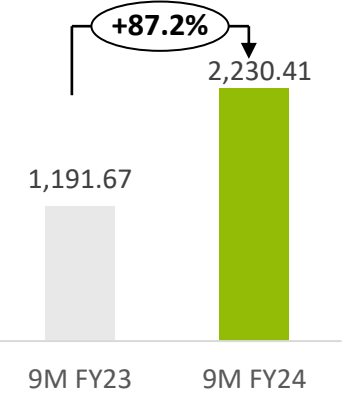


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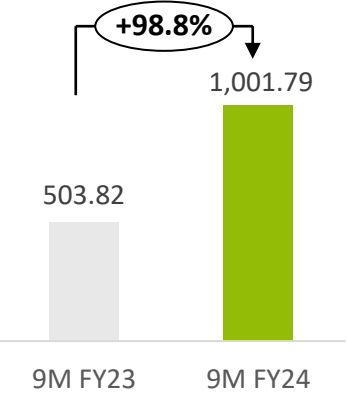
Revenue



EBITDA



PAT

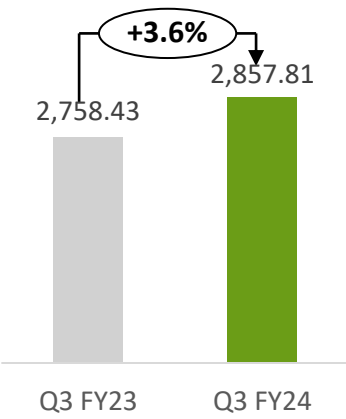


- Margins improved due to :**
- Higher Production
 - Better Realisation of New Product
 - Stable/downside trend of Input Prices

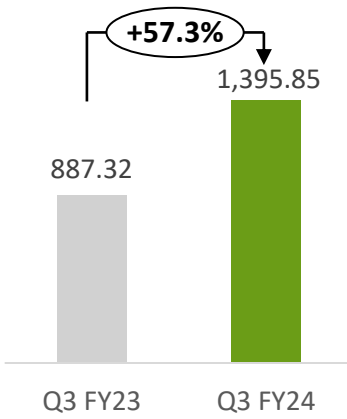
Consolidated Segmental Performance

Q3FY24

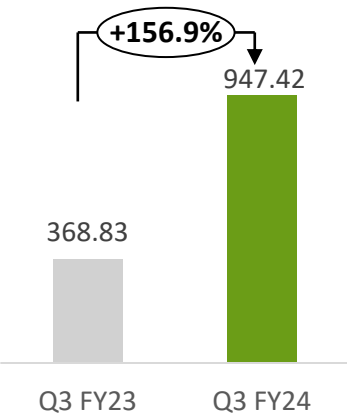
PVC Profiles



UPVC Windows

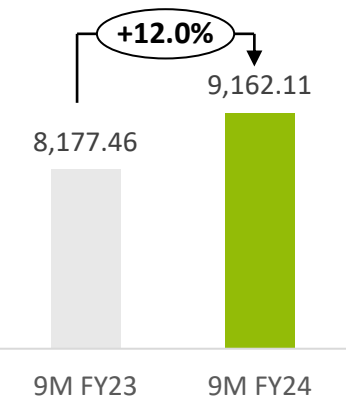


Modular Furniture

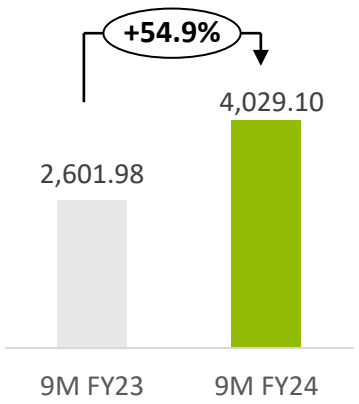


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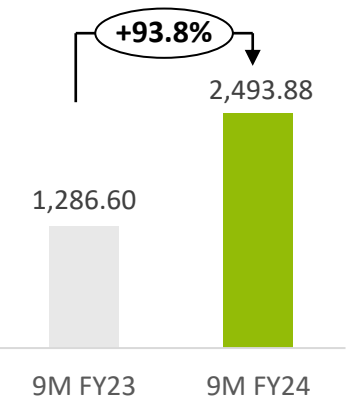
PVC Profiles



UPVC Windows



Modular Furniture



Consolidated Income Statement

Particulars (Rs. Lacs)	Q3 FY24	Q3 FY23	Y-o-Y	Q2 FY24	Q-o-Q	9M FY24	9M FY23	Y-o-Y
Revenue from Operations	5,201.57	4,015.66	29.53%	5,464.69	-4.81%	15,685.64	12,069.61	29.96%
Total Raw Material	2,656.34	2,366.74		3,221.29		8,900.72	7,684.04	
Gross Profit	2,545.23	1,648.92	54.36%	2,243.40	13.45%	6,784.92	4,385.57	54.71%
Gross Profit Margin (%)	48.93%	41.06%		41.05%		43.26%	36.34%	
Employee Expenses	935.18	648.14		775.78		2395.32	1824.35	
Other Expenses	829.78	515.48		708.21		2159.19	1369.55	
EBITDA	780.27	485.30	60.78%	759.41	2.75%	2,230.41	1,191.67	87.17%
EBITDA Margin (%)	15.00%	12.09%		13.90%		14.22%	9.87%	
Other Income	13.96	2.07		11.96		30.49	14.92	
Depreciation	185.57	89.89		165.87		498.30	262.99	
EBIT	608.66	397.48	53.13%	605.50	0.52%	1,762.60	943.60	86.80%
EBIT Margin (%)	11.70%	9.90%		11.08%		11.24%	7.82%	
Finance Cost	121.40	98.41		124.19		375.62	290.58	
Profit before Tax	487.26	299.07	62.93%	481.31	1.24%	1,386.98	653.02	112.39%
Tax	153.73	73.50		122.75		385.19	149.20	
Profit After Tax	333.53	225.57	47.86%	358.56	-6.98%	1,001.79	503.82	98.84%
PAT Margin (%)	6.41%	5.62%		6.56%		6.39%	4.17%	
EPS (As per Profit after Tax)	3.08	2.08		3.31		9.26	4.65	



Company Overview

Company Overview & Business Highlights



Dhabriya Polywood Limited, reputed name in manufacturing of products for a wide range of Building Interior & Exterior applications.

Continuous focus on Innovation & Technology.

Actively support "Save Trees" concern by providing high quality wood substitute and environment friendly products.

5
Manufacturing Units

500+
Channel Partners

3
Million Sq. Ft
uPVC Doors &
Windows

50Lac +
Delighted Customers

20,400
Metric Ton
PVC Profiles &
Sheets

28+
Years of Excellences

8
Distribution Units

100Crs+
Order Book*

500+
Employees

3
Brands

*for uPVC/Aluminum Windows & Doors, Modular furniture as on 31st March 2023

- Company incorporated in 1992 under the brand name '**Polywood**'.
- Strong reputation in building interior & exterior applications.
- 3 subsidiaries:
 1. Dynasty Modular Furnitures Pvt Ltd (Jaipur) for modular furniture manufacturing.
 2. Polywood profiles pvt ltd (Coimbatore) for PVC profile extrusion & catering clients in south India.
 3. Polywood green building systems pvt ltd for sales of extruded pvc profiles & executing works contracts.
- 3 established brands
 1. **Polywood**
 2. **D-stona**
 3. **Dynasty**
- Head office in Jaipur with manufacturing facilities in **Jaipur (3)**, **Coimbatore (1)**, **Bangalore (1)** and sales depot.
- Intellectual property: 7 registered trademarks in various product categories and 15 design patents.





Mr. Digvijay Dhabriya

Chairman & Managing Director

- Holds Bachelors degree in Engineering(Mechanical) from MBM Engineering College, Jodhpur.
- Post graduate diploma in Plastic Engineering from Central Institute of Plastic Engineering & Testing(CIPET) Chennai.
- 30 years rich Industry expertise in Manufacturing, fabrication, trading, distribution of PVC profiles and UPVC windows & aligned products.
- Associated with reputed organizations like Garware - Aurangabad, Varroc Engineering - Aurangabad, Polycon Group- Jaipur.
- Awarded UDYOG Patra for self made industrialist in 2010 by Institute of Trade and Industrial Development New Delhi.
- Samaj Ratna Award Rajasthan Jan Manch in 2004.
- Udyamita Guarav Samman for Utkrast Utpadkta Evam Rojgaar Srajan on Laghu Udyog Bharti National Convention 2004



Mr. Mahendra Karnawat

WholeTime Director.

- He holds Master degree in Commerce from MDS University.
- He have 25+ years of experience.
- He takes care of procurement, production & logistics.
- He heads Marketing Affairs for Extruded PVC profiles

Mr. Shreyansh Dhabriya

Whole Time Director.

- He holds B.Tech Mechanical Engineering VIT 9 years of Experience.
- Takes care sustainable relationship with teams, customers, dealers and distributors across the country.



Mr. Hitesh Agrawal

Chief Financial Officer

- He holds a bachelor's degree in Commerce from University of Rajasthan
- Fellow Member of Institute of Chartered Accountants of India (ICAI).
- He has over 30 years of experience and associated with the company since May 2001. He takes care of all accounts, banking, taxation and financial activities of our Company.

Mr. Sparsh Jain

Company Secretary

- He holds a bachelor's & Master's degree in Commerce from University of Rajasthan
- He oversees all the Secretarial matters including Companies Act, Stock Exchange & SEBI Compliances etc.



Dhabriya Polywood Limited



Polywood Profiles Pvt Ltd

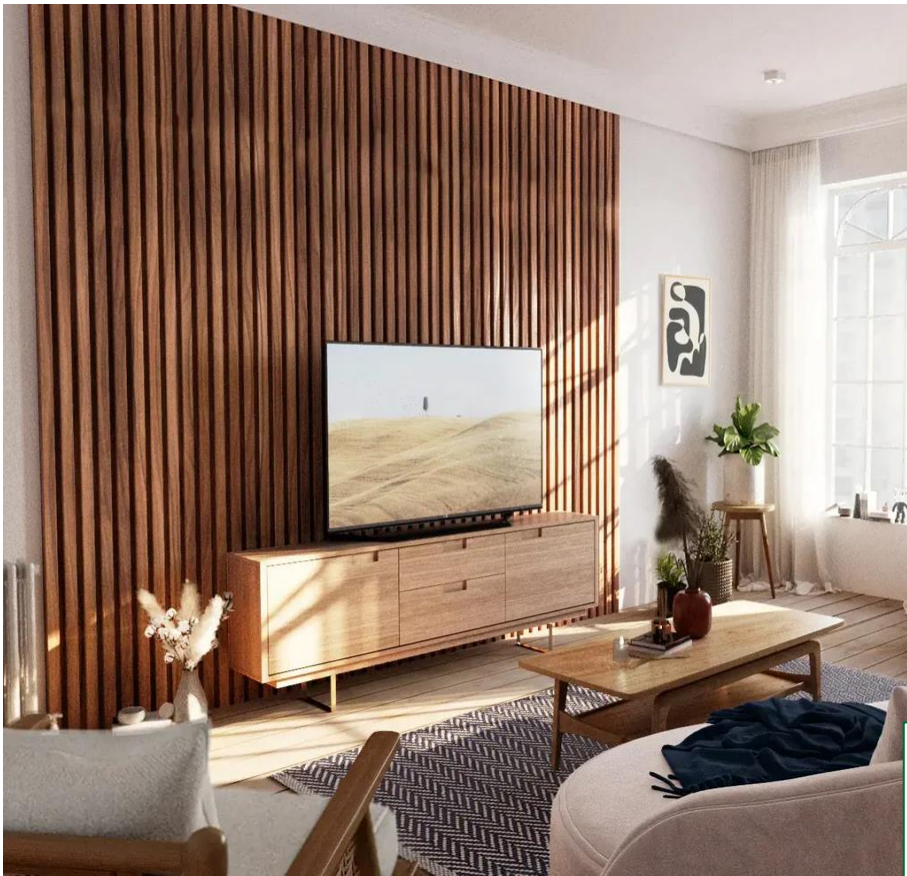


Polywood Green Building Systems Pvt Ltd



Dynasty Modular Furnitures Pvt Ltd





Dhabriya's Diversified Product Portfolio

POLYWOOD
SINCE 1988

D-STONA
SINGAPORE WALLS

Dynasty



Diversified Product Portfolio

20+

Solutions

Exclusive

Designs

500+

Shades & Textures

Superior

Shades & Textures



- PVC Profiles
 - Doors & Furniture
 - Wall Paneling & False Ceilings
- UPVC Doors & Windows
- Aluminum Windows & Doors
- SPC Floorings
- PVC Foam Boards



- Marble Sheets & Mouldings
- Wall Claddings & False ceilings
- Pillars
- Furniture
- PVC Laminates
- SPC Wall Panels



- Modular Kitchen & Wardrobes
- Institutional Furniture
- Office Furniture

<p>Widest Range of Products to transform your interior & exterior spaces</p>	<p>Unmatchable Designs in each Product category</p>	<p>Most Exquisite & Widest range of shades & textures</p>	<p>Polywood has always been a brand known for its Product quality</p>
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- Dhabriya Polywood is the among first Indian companies to introduce PVC fluted panels for manufacturing in India.
- Products applications in outdoor & indoor wall ceiling and paneling without paint or surface finish.
- Product features:
 - Long Life
 - Water proof & termite proof.
 - Harmless & hygienic.
 - Maintenance friendly.



Breaking The China Monopoly

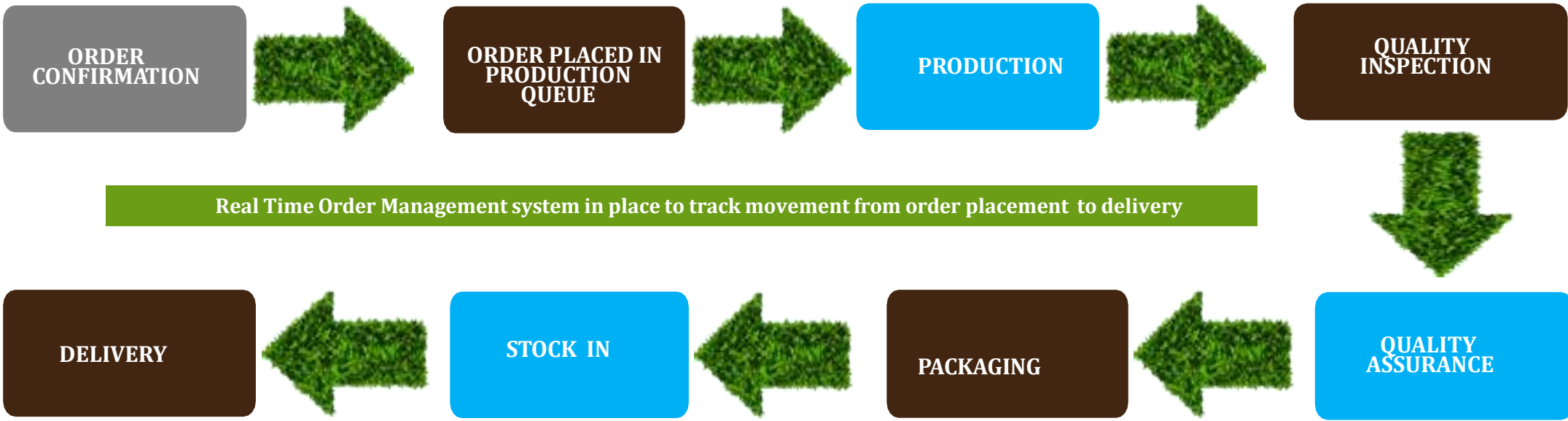
- China significant player in manufacturing due to cost competitiveness and extensive production capabilities.
- Company under Make In India Initiative started own manufacturing of fluted panels in 2022 from Jaipur & Coimbatore facility
- Has 15 Patents for Design registered with The Patent Office, Govt of India.
- Market leaders in Fluted Panels in India.
- 5 strategically located factories to Cater across Indian Market.

Extensive Distribution Network



Product Type /Segment	Company	Brand	North	West	South	East	Total	
PVC Profile / Dstona	DPL	Polywood / Dstona	192	81	7	135	415	
PVC Profile - South	PPPL	Polywood	0	0	260	0	260	
Furniture	Dynasty	Dynasty	160	11	10	4	185	
uPVC Windows	DPL	Polywood	Not Applicable as same is direct business B-2-C concept (for builders / end users)					

Strong Processes To Ensure Efficient Product Delivery



IN-HOUSE DESIGN & PRINTING TEAM

- Team responsible for all range of window, kitchen, and wardrobe designs
- Use imported printing and lamination machines from global leaders for exceptional color, finish, and aesthetics.



State of Art Production Facility

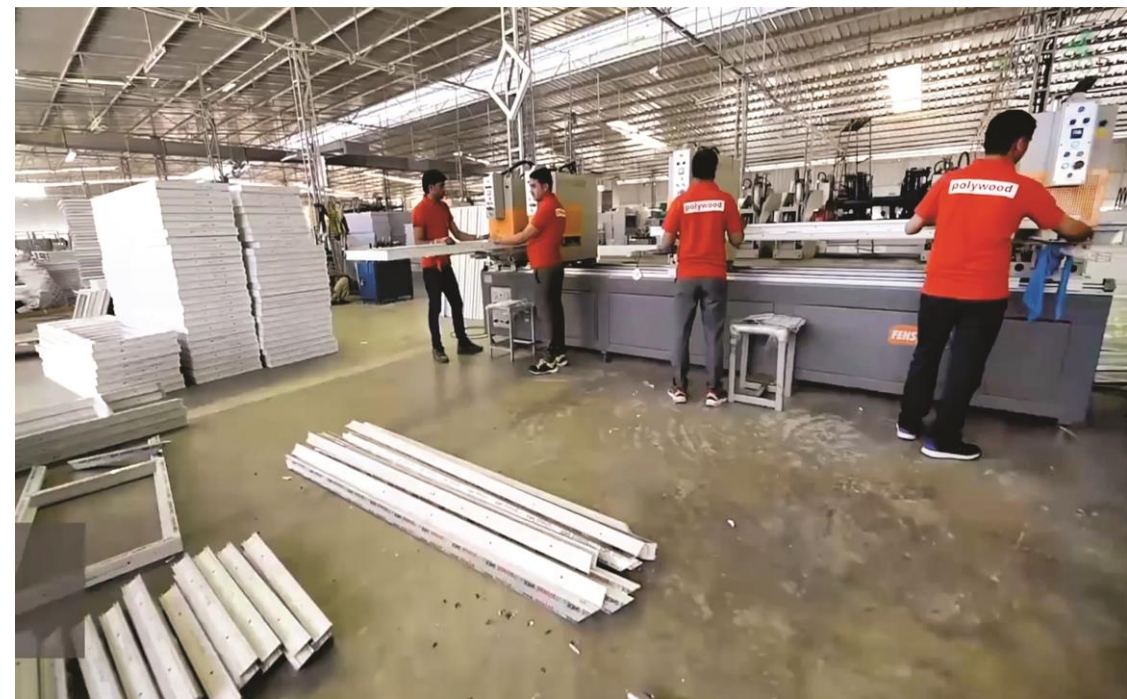


Location	Owned By	Activity	Area (Sq.Ft)
Malviya Industrial Area, Jaipur	DHABRIYA POLYWOOD LIMITED	PVC/uPVC Profile, Sheets & Molding Extrusion Plant	75,015
Sitapura Industrial Area, Jaipur	DHABRIYA POLYWOOD LIMITED	uPVC / Aluminium Windows & Doors Manufacturing	1,97,536
Doddaballapura Industrial Area, Bangalore (KNTK)	DHABRIYA POLYWOOD LIMITED	PVC/uPVC Profile Extrusion Plant	1,14,797
Malviya Industrial Area, Jaipur	DYNASTY MODULAR FURNITURES	Modular Furniture Manufacturing	34,883
Theetheepalayam, Coimbatore (TN)	POLYWOOD PROFILES PVT LTD	PVC Profiles Extrusion Plant	87,120
Golf Course Road Extension, Guragon (HR)	DHABRIYA POLYWOOD LIMITED	Showroom, Office cum sales depott	3,760

State of Art Manufacturing Facilities



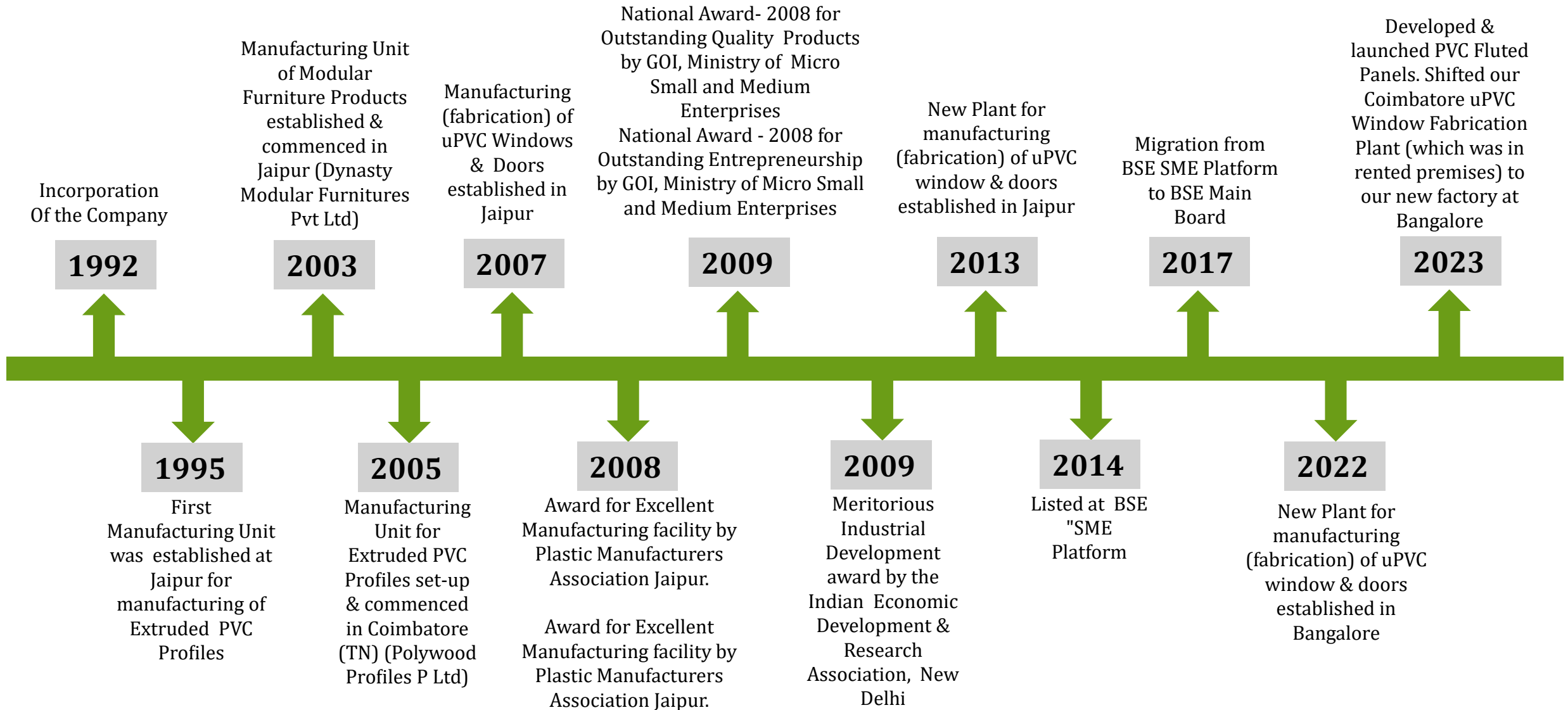
State of Art Manufacturing Facilities



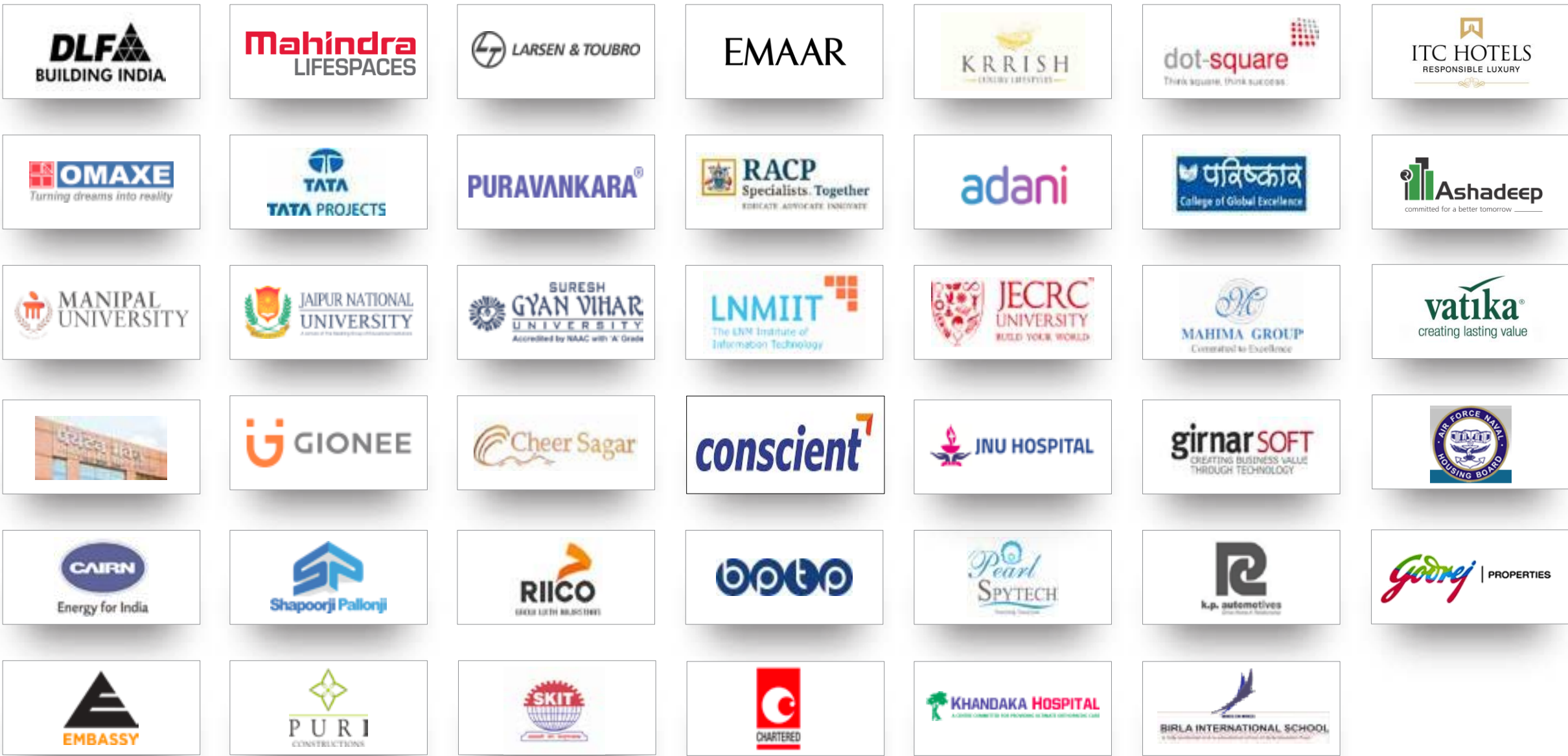
Committed To Deliver The Excellence



Key Milestones



Widespread Customer Reach Across Varied Industries



Industry Overview

Indian Real Estate Sector:

- **Projected Growth:** Expected to reach US\$1 trillion by 2030, contributing 13% to India's GDP by 2025.
- **Urbanization:** With 542.7 million Indians projected to live in urban areas by 2025, demand for housing and infrastructure is on the rise.
- **Government Initiatives:** "Housing for All" initiative to bring US\$1.3 trillion investment by 2025, alongside 100% FDI allowance for townships and settlement projects.

UPVC Windows and Doors:

- **Market Growth:** Witnessed exceptional growth driven by urbanization, smart city construction, changing lifestyles, and FDI influx.
- **Global Trend:** UPVC favored globally for its recyclability, low maintenance, and lightweight properties.
- **Market Projection:** Global segment valued at USD 27.5 billion in 2015, expected to reach USD 47 billion by 2024. Indian market estimated to grow at over 7% CAGR (2021-2026).

Indian Plastic/PVC Industry:

- **Leading Sector:** Indian plastic industry prominent in the economy, with PVC being the third largest plastic in production and consumption.
- **Import Dynamics:** PVC imports surged, accounting for 50% of the country's demand by 2021, expected to reach \$3 billion soon. Indian import duties lower compared to developed nations and ASEAN Region.
- **Advantages:** PVC offers lower dependence on fossil fuels, recyclability, long lifespan, and competitive quality-to-price ratio, driving its adoption in various industries including real estate.

Key Drivers



**Rapid
Urbanization**



**Population
Growth**



**Rise In Nuclear
Families**



**Easy Finance
Availability**



**Increasing
Disposable Income**



**Repatriation Of
NRIs/HNIs**

Executed Projects





Competitive Strengths

Quality Management System

Adheres to stringent quality standards, ensuring that all its products are defect free and of superior quality.



Wide Range of Products

Product range includes uPVC Doors-Windows, Polymer Doors, PVC Profiles and D-Stona Sheets & mouldings for various indoor applications, Modular Kitchen, wardrobes, workstations, tables and all other office/home furniture products.



Infrastructure & Production Capacity

Boasts a wide geographical presence and ample capacity to meet increasing demands promptly



Sales & Marketing support for channel partners

Strong online and digital presence, actively participating in exhibitions, shows, seminars, and events relevant to Architects and Fabricators



Brand Recall & Clientele

Well established Brands & recognized in its range of products.

Notable clientele includes DLF, Adani, SPCL,

Puravankara, Mahindra, Omaxe, Tata, & extensive network of 800+ dealers/distributors PAN India



Realtime Order Management

In-house system efficiently manages the entire

'order-to-supply' transaction cycle, providing real-time updates on all orders to respective Departments and sales personnel



Certifications & Associations

Associated with



window profile systems from Germany



Polywood is an authorized window fabricator of Kommerling profile systems.

UPVC Window and Door Manufacturers associations



Polywood is a authorized member of UWDMA



Associated with Aluminum window profile systems from German



Polywood is an authorized window fabricator Alupure profile systems



Awards & Recognitions



Received “top hr leader” in Rajasthan, 2018 in the “13th employer branding awards”
– **27th June 2018.**



Received “certificate of excellence” awards in the “best employer 2017 awards” competition – **Jan 2019.**

The best GenNext leader at business rankers award.

Certificate of excellence” as business rankers by department of industries government of Rajasthan

Best employer award 2015 by the employers association of Rajasthan, Jaipur in **November 2016.**

First prize for the most innovative product by the centre for development of stones and ficci.

The company is being awarded as sme elite 50 (all India) by icici bank (business banking)-2022

Order of merit award 2018 for qualifying amongst the top 100 sme’s by the skoch achievers award committee in march 2018

Received “best employer brands awards” in Rajasthan, 2018 in the “13th employer branding awards” – **27th June 2018.**

Sustainability Initiatives

Company was founded with the mission of "save trees" and is committed to promoting sustainability.

All products serve as alternatives to wood, reducing the demand for traditional timber resources.

Prioritizes innovation and technology to provide high-quality, environmentally friendly wood substitute products, furthering the commitment to the "save trees" cause.



BY SELLING WOOD-SUBSTITUTE PRODUCTS AT THEIR CURRENT VOLUME, THE COMPANY SAVE OVER

7,00,000 TREES ANNUALLY.

Recognitions

Skoch Achievers Award (2016): received the order of merit award in 2016 for saving of trees.

Et business leaders award (2017): recognized for environment protection and conservation

National award for innovation (2016): polymer waste management & recycling technology and green polymeric materials & products

Strategies For Marketing & Business Expansion

Product Line	Product Category	Strategy
Extrusion (Polywood)	Fluted Panels Door Profiles	<ul style="list-style-type: none"> • Building wide range of PVC Fluted Panels & patenting those designs. • Aggressively expanding the sales team to increase market spread across PAN India • Increasing Coimbatore plant capacity with 4 new extrusion lines which will be operational in Q2-FY24. • Setting up 4 Extrusion Lines for Door Profiles & UPVC Window Profiles in Bangalore unit
uPVC Windows & Doors (Polywood)	Profile Extrusion	<ul style="list-style-type: none"> • Expanding uPVC profile range with 15 to 20 new molds for window fabrication by Q4-FY24 • Enhancing uPVC Profile sales to channel partners and window fabricators.
Furniture (Dynasty)	Modular Furniture	<ul style="list-style-type: none"> • Arezzo Store • Planning to set up another store in Delhi NCR by H1FY25





Company Has targeted to grow 25% Y-o-Y in future for next 4 Years

With increased margins every year through operational efficiencies, New product launches & increasing geographical presence with substantial increase in ROCE.



**Historical
Financial
Performance**

Historical Consolidated Income Statement

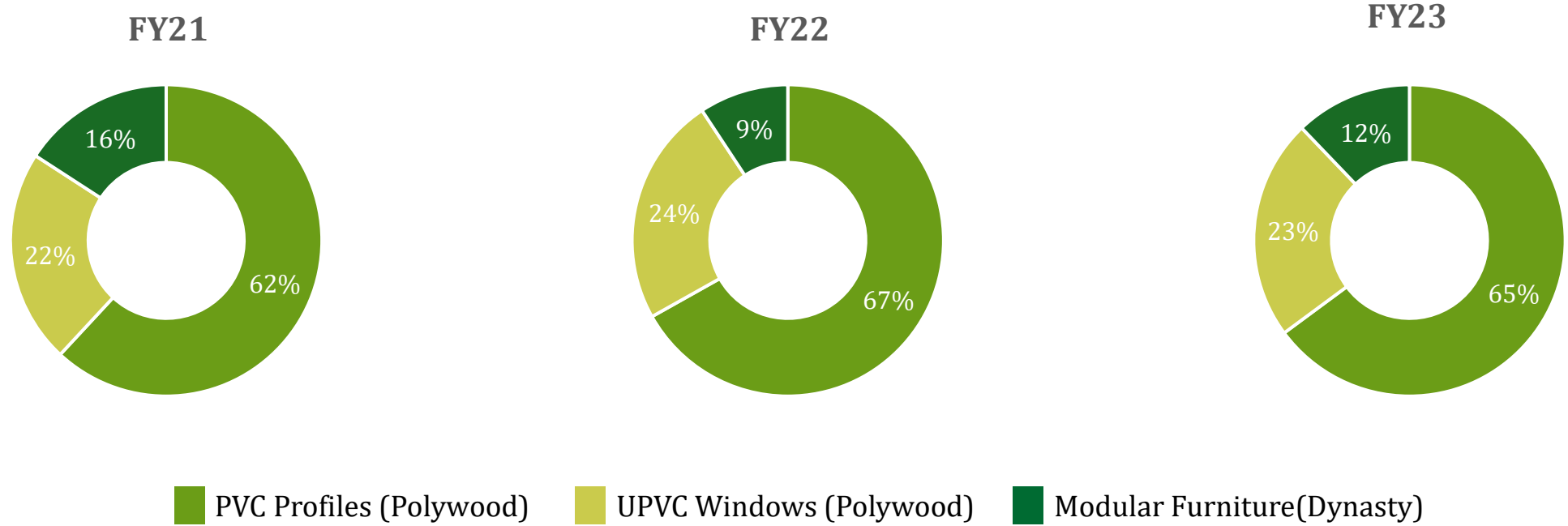
Particulars (Rs. Lacs)	FY21	FY22	FY23
Revenue from Operations	10,643.45	13,363.95	17,117.22
Total Raw Material	6,054.15	8,456.69	10,730.99
Gross Profit	4,589.30	4,907.26	6,386.23
Gross Profit Margin (%)	43.12%	36.72%	37.31%
Employee Expenses	1,755.97	1,982.40	2,493.75
Other Expenses	1,486.44	1,553.75	2,050.44
EBITDA	1,346.89	1,371.11	1,842.04
EBITDA Margin (%)	12.65%	10.26%	10.76%
Other Income	52.79	31.06	29.75
Depreciation	342.36	339.24	377.72
EBIT	1,057.32	1,062.93	1,494.07
EBIT Margin (%)	9.93%	7.95%	8.73%
Finance Cost	437.69	387.02	401.18
Profit before Tax	619.63	675.91	1,092.89
Tax	172.36	167.18	244.08
Profit After Tax	447.27	508.73	848.81
PAT Margin (%)	4.20%	3.81%	4.96%
EPS (As per Profit after Tax)	4.13	4.70	7.84

Historical Consolidated Balance Sheet

ASSETS (Rs. Lacs.)	Mar-21	Mar-22	Mar-23
Non - Current Assets			
Property, plant and equipment	4,127.75	4,367.08	6,091.57
Capital work-in-progress	676.79	819.28	7.44
Investment Property	176.13	176.92	173.76
Financial Assets			
(i) Investments	0.19	1.32	2.12
(ii) Trade receivables			
(iii) Loans	57.68	56.12	68.55
(iv) Other Financial Assets			57.99
Total Non - Current Assets	5,038.54	5,420.72	6,401.43
Current Assets			
Inventories	3,601.35	4,451.91	4,946.17
Financial Assets			
(i) Investments			
(ii) Trade receivables	2,392.36	2,244.51	2,170.14
(iii) Cash and cash equivalents	227.63	428.03	497.52
(iv) Bank balances other than (iii) above			
(v) Loans	54.83	47	
(vi) Other current financial assets	105.48	170.62	289.25
Other current assets	323.23	240.94	226.9
Assets classified for Sale			
Total Current Assets	6,704.88	7,583.01	8,129.98
TOTAL ASSETS	11,743.42	13,003.73	14,531.41

EQUITY AND LIABILITIES ((Rs. Lacs)	Mar-21	Mar-22	Mar-23
(a) Equity share capital	1,082.42	1,082.42	1,082.42
(b) Other equity	4,423.34	4,942.84	5,801.70
Total Equity	5,505.76	6,025.26	6,884.12
Non - Current Liabilities			
Financial liabilities			
(i) Borrowings	1,963.91	2,133.52	2,484.97
(ii) Other Financial Liabilities	15.04	3.34	1.21
Deferred Tax Liabilities	92.26	92.48	104.17
Provisions	192.68	204.16	221.94
Other Non Current Liabilities	-	-	-
Total Non - Current Liabilities	2,263.89	2,433.50	2,812.29
Current Liabilities			
Financial liabilities			
(i) Borrowings	2,339.92	2,486.72	3,218.90
(ii) Trade payables			
(a) Dues of micro enterprises and small enterprises	70.38	162.01	92.95
(b) Dues of creditors other than micro enterprises and small enterprises	414.89	590.46	766.21
(iii) Other financial liabilities	715.12	957.18	188.71
Other current liabilities	235.82	123.01	292.34
Provisions	203.86	235.56	265.51
Current tax liabilities (net)	(6.22)	(9.98)	10.37
Total Current Liabilities	3,973.77	4,544.96	4,834.99
Total Equity and Liabilities	11,743.42	13,003.72	14,531.40

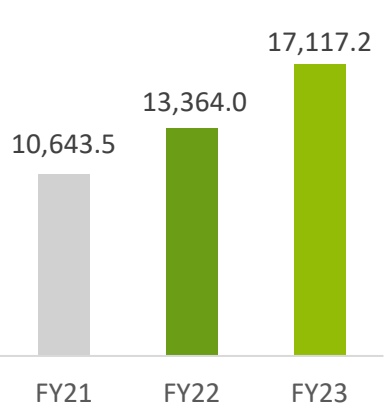
Revenue Bifurcation Segment wise



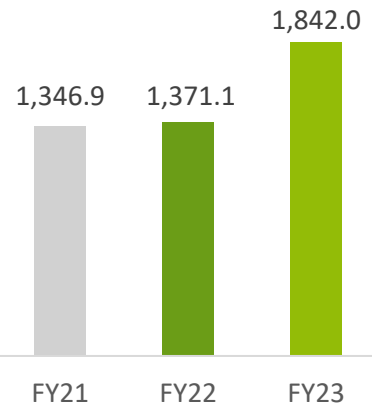
Exponential Growth In Revenue & Profitability

Rs.in Lacs

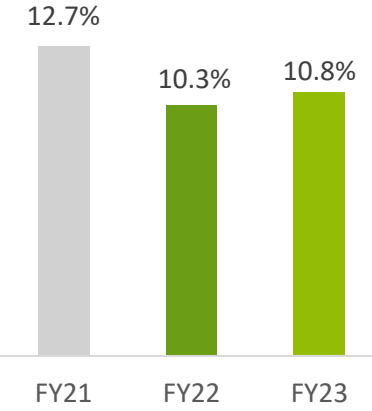
Revenue from Operation



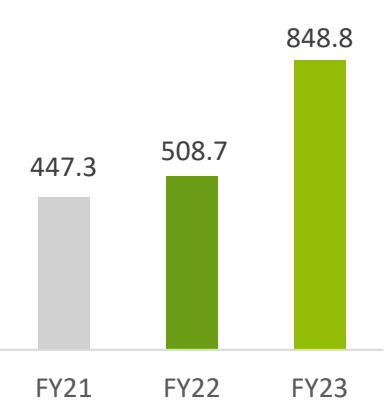
EBITDA



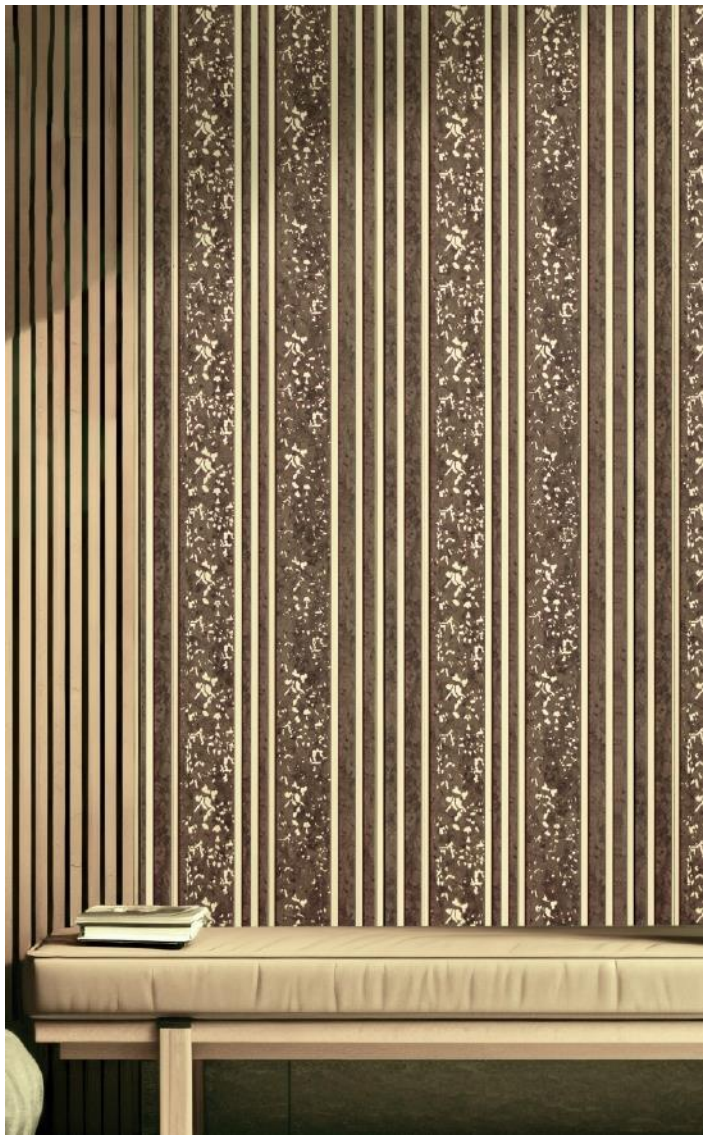
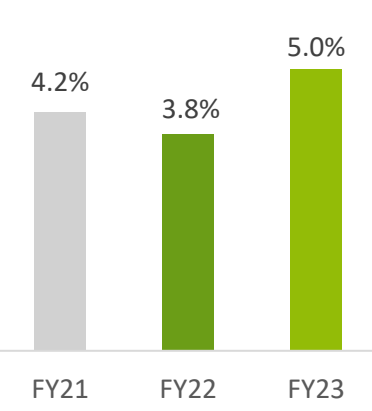
EBITDA MARGIN



PAT

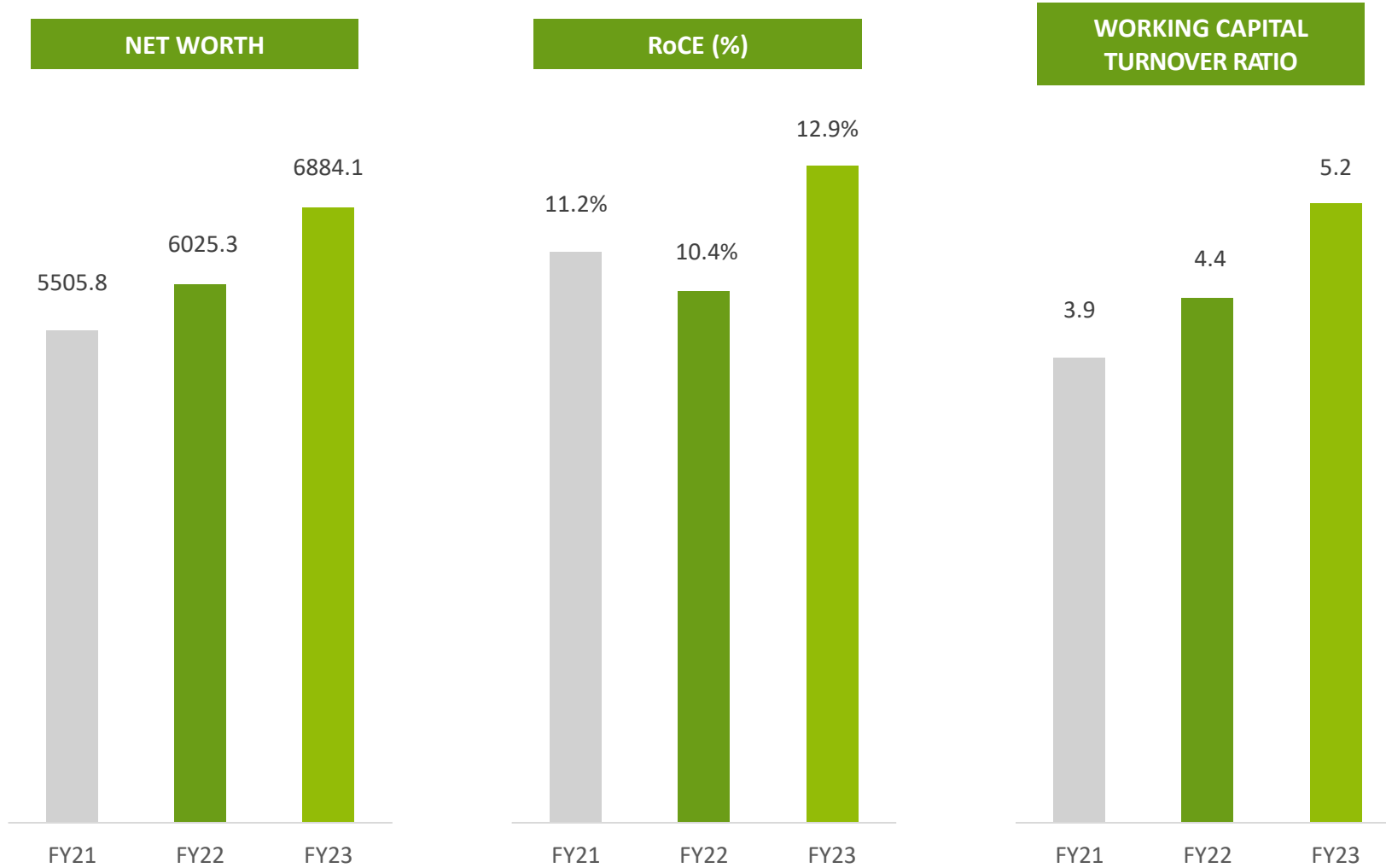


PAT MARGIN



Key Ratios On Sustainable Financial Growth

Rs.in Lacs



Thank You



DHABRIYA POLYWOOD LIMITED



Dynasty



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