



Dhabriya Polywood Limited

Provide A Better World To Live By Saving Trees

Investor Presentation – Q4 FY25



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Company Overview

Company Overview & Business Highlights

5

Manufacturing Units

800+

Channel Partners

24,000

Metric Ton
PVC Profiles & Sheets

32+

Years of Excellences

50^{Lac +}

Delighted Customers

3

Million Sq. Ft
uPVC Doors & Windows

700+

Employees

4

Brands

9

Distribution Units

140^{Crs+}

Order Book*



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

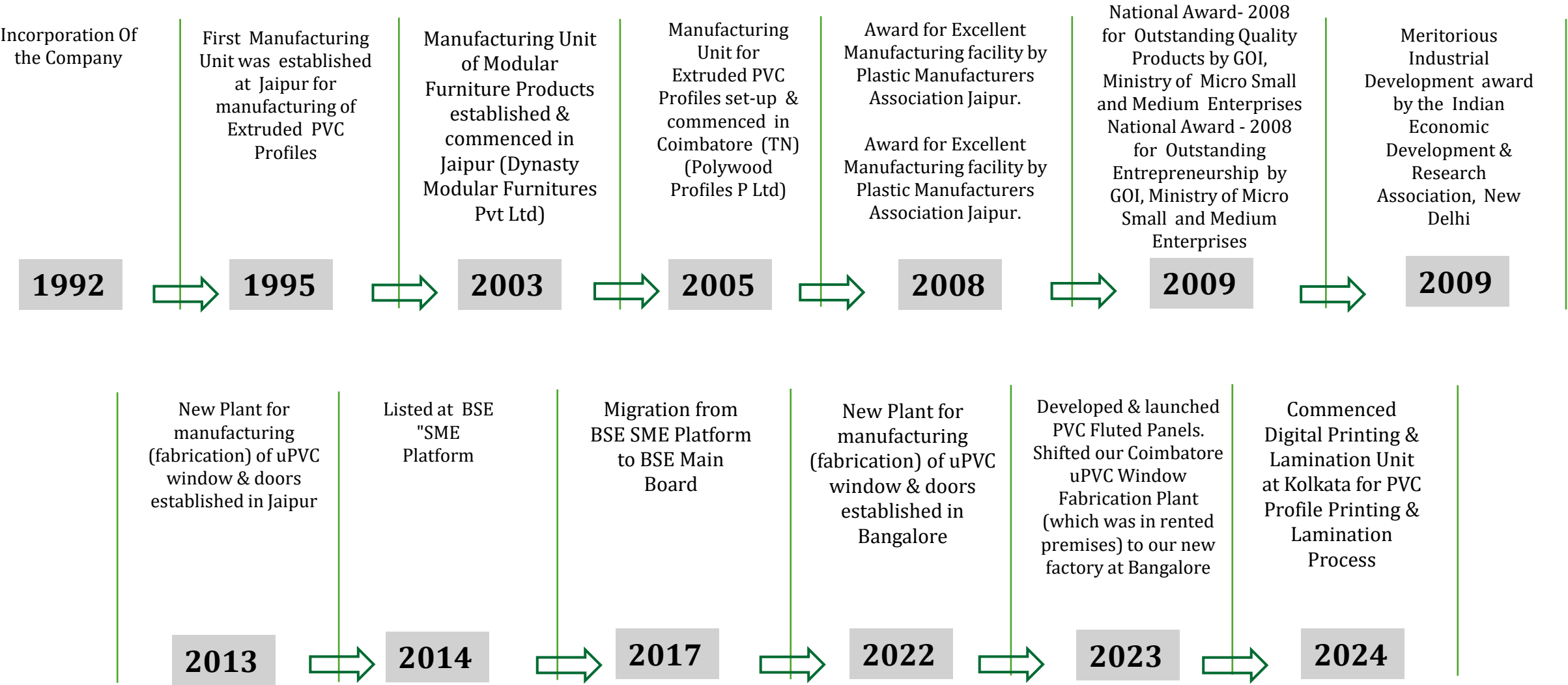
Continuous focus on Innovation & Technology.

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



- 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.
- 4 established brands
 1. **Polywood**
 2. **D-stona**
 3. **Dynasty**
 4. **Studio Arezzo**
- Head office in Jaipur with manufacturing facilities in **Jaipur (3), Coimbatore (1), Bangalore (1)** and multiple sales depot.
- Intellectual property: 7 registered trademarks in various product categories and 15 design patents.

Key Milestones





Mr. Digvijay Dhabriya is the Chairman & Managing Director of the company. He holds a Mechanical Engineering degree from MBM Engineering College, Jodhpur, and a PG diploma in Plastic Engineering from CIPET, Chennai. With over 25 years of experience in plastic product manufacturing and business leadership, he oversees all key decisions and expansion strategies. A dedicated leader, he is also known for his social contributions.

Mr. Shreyansh Dhabriya is a Whole Time Director and a Mechanical Engineering graduate from VIT University, Vellore. He focuses on building strong relationships with stakeholders to enhance profitability and efficiency, and was recognized nationally for organizing the “India Emerge Youth Summit 2012”



Mrs. Anita Dhabriya is a Whole Time Director with a Commerce degree from Ajmer University. She is actively involved in the administrative and operational areas of the business and has over 20 years of experience in the manufacturing sector, focusing on business development.

Mr. Hitesh Agrawal is the Chief Financial Officer and Head of Finance & Accounts. He holds a Commerce degree from the University of Rajasthan and is a Fellow Member of ICAI. With over 20 years of experience, he has been with the company since 2001, handling accounting, taxation, financial planning, and risk management. He provides leadership on financial strategy and works closely with management to implement systems aligned with the company’s growth goals.



Mr. Mahendra Karnawat is a Whole Time Director with a Master’s in Commerce from MDS University, Ajmer. He brings over 25 years of experience in sales, marketing, production, and logistics. He leads procurement and product strategy, and also heads marketing efforts for Extruded PVC profiles.

Mr. Sparsh Jain is the Company Secretary and Compliance Officer. He holds both Bachelor’s and Master’s degrees in Commerce from the University of Rajasthan and is an Associate Member of the ICSI. He manages compliance with the Companies Act, SEBI, and stock exchange regulations, and liaises with government departments.



20+

Solutions

Exclusive

Designs

500+

Shades & Textures

Superior

Shades & Textures



- PVC Profiles
 - Doors & Furniture
 - Wall Paneling & False Ceilings
 - PVC Fluted Panels
 - PVC Soffit Panels
 - PVC Folding Doors
- 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

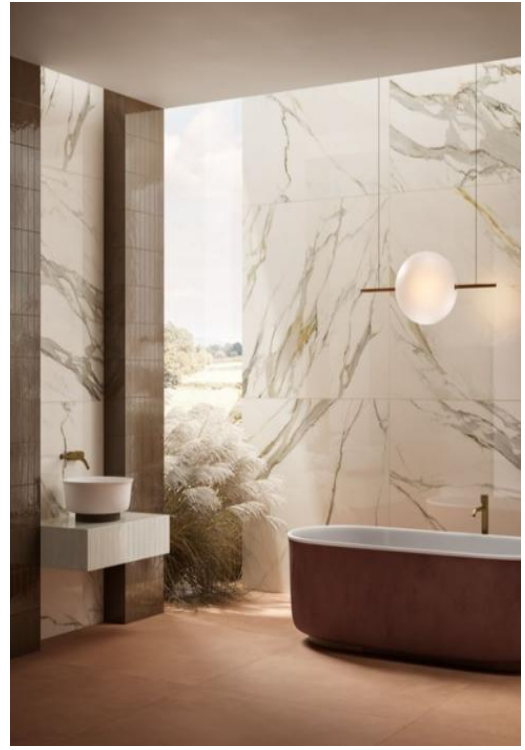
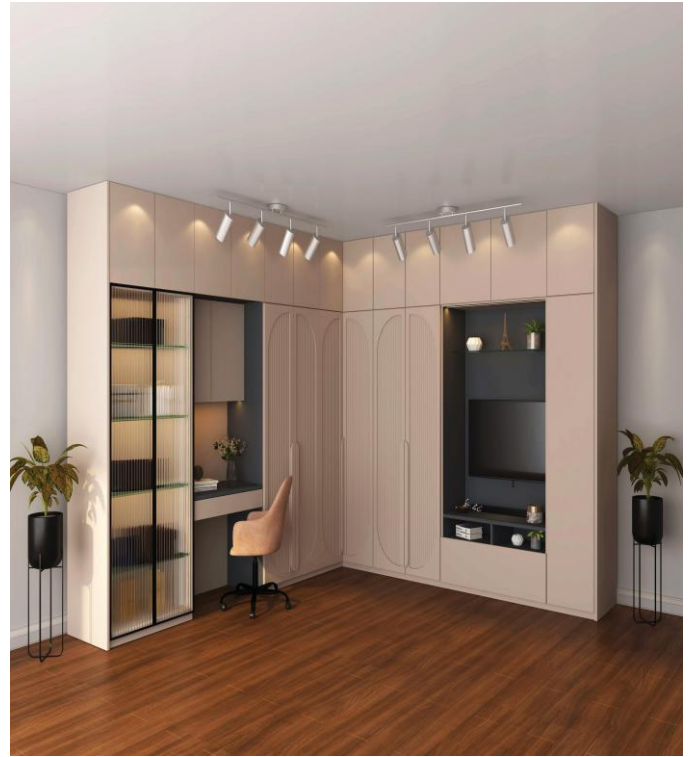
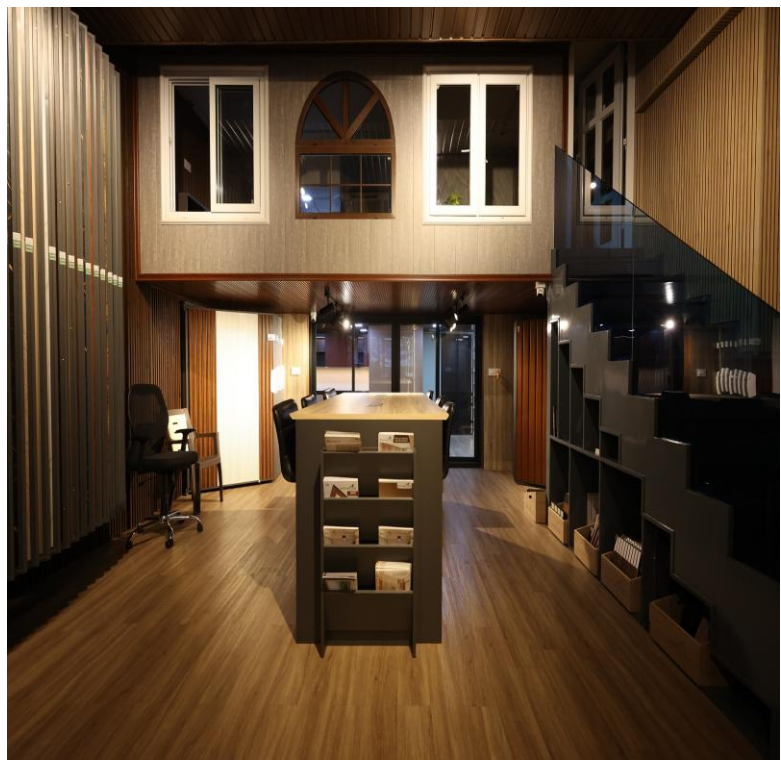


- Modular Kitchen & Wardrobes
- Institutional Furniture
 - Office Furniture



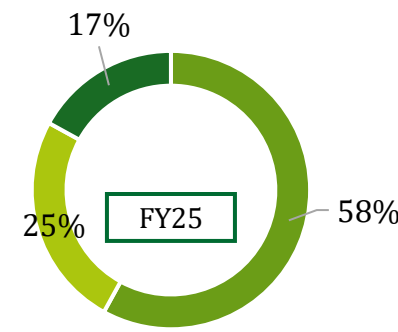
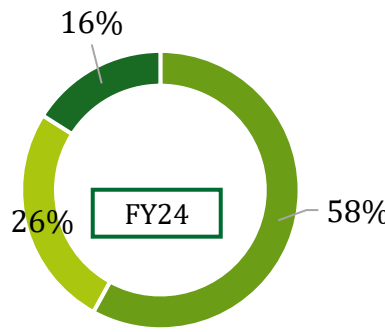
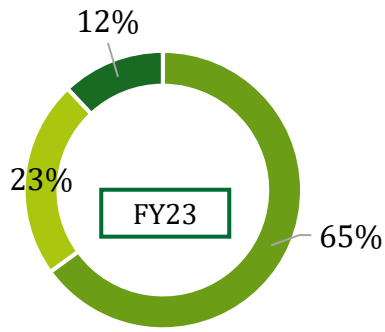
Widest Range of Products to transform your interior & exterior spaces	Unmatchable Designs in each Product category	Most Exquisite & Widest range of shades & textures	Polywood has always been a brand known for its Prouct quality
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Dhabriya's Diversified Product Portfolio



Revenue Bifurcation & Key Product Features

FY23 VS FY24 VS FY25(Revenue Mix)



■ PVC Profiles ■ UPVC Windows ■ Modular Furniture

■ PVC Profiles ■ UPVC Windows ■ Modular Furniture

■ PVC Profiles ■ UPVC Windows ■ Modular Furniture

Key Product Features



Sound
Insulation



Eco-friendly



Easy
Installation



Flame
Retardant



Customizable
Length



Energy saver



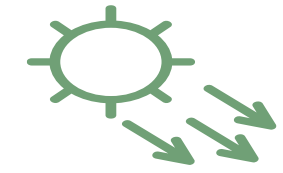
Maintenance
Free



Termite
Proof



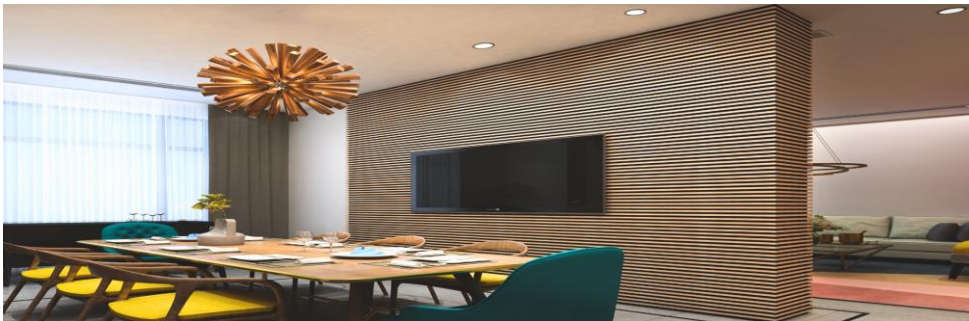
Waterproof



Thermal
Insulation



Lightweight



Product Type /Segment	Company	Brand	North	West	South	East	Total
PVC Profile / Dstona	DPL	Polywood / Dstona	222	96	7	165	490
PVC Profile - South	PPPL	Polywood	0	0	260	0	260
Modular Furniture	Dynasty	Dynasty	170	15	10	4	199
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.



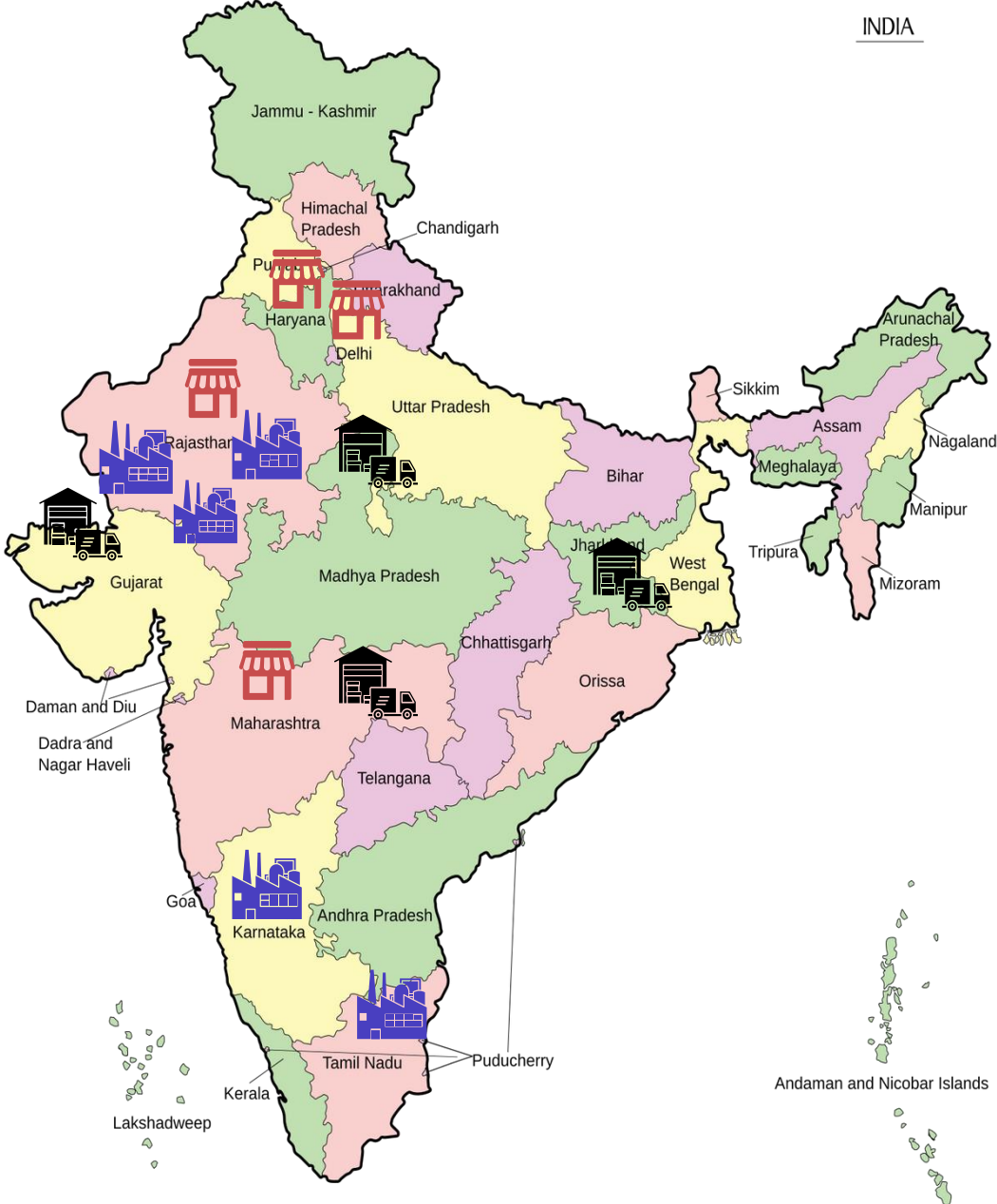
Our Manufacturing Capabilities



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 Winodws & 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

Our Manufacturing Capabilities

INDIA



5 Manufacturing facilities



4 Showrooms



4 Depots

32+
Years of Excellences

ISO
Certified

800+
Channel Partners

BSE
Listed

50 Lacs
Delighted Customers



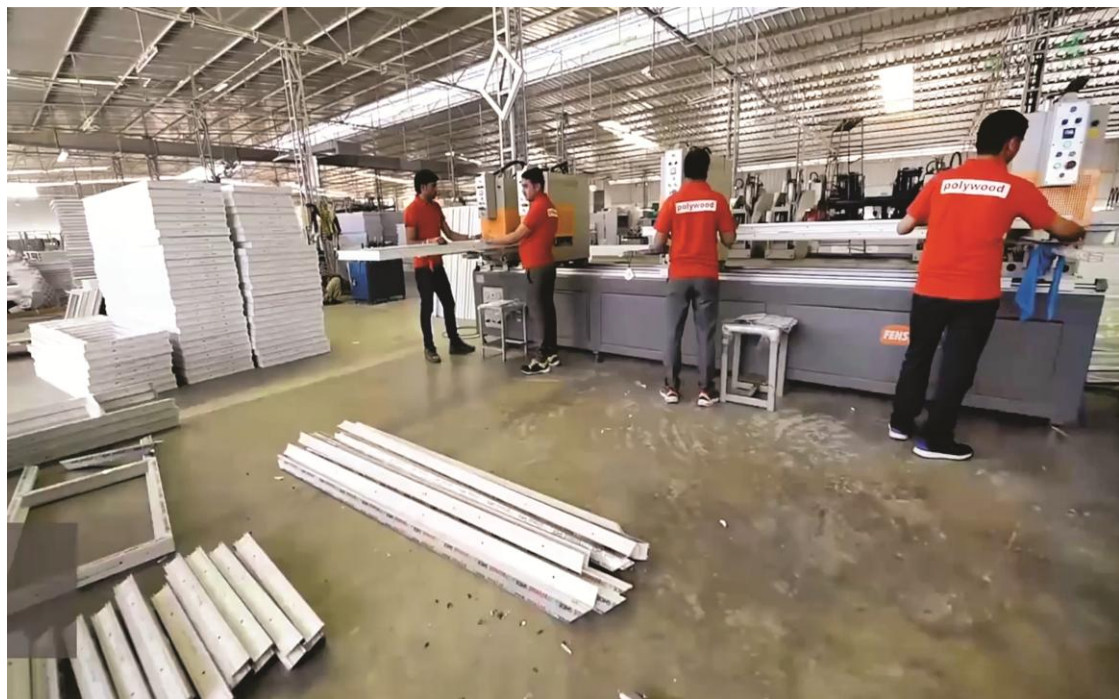
Window & Door Fabrication

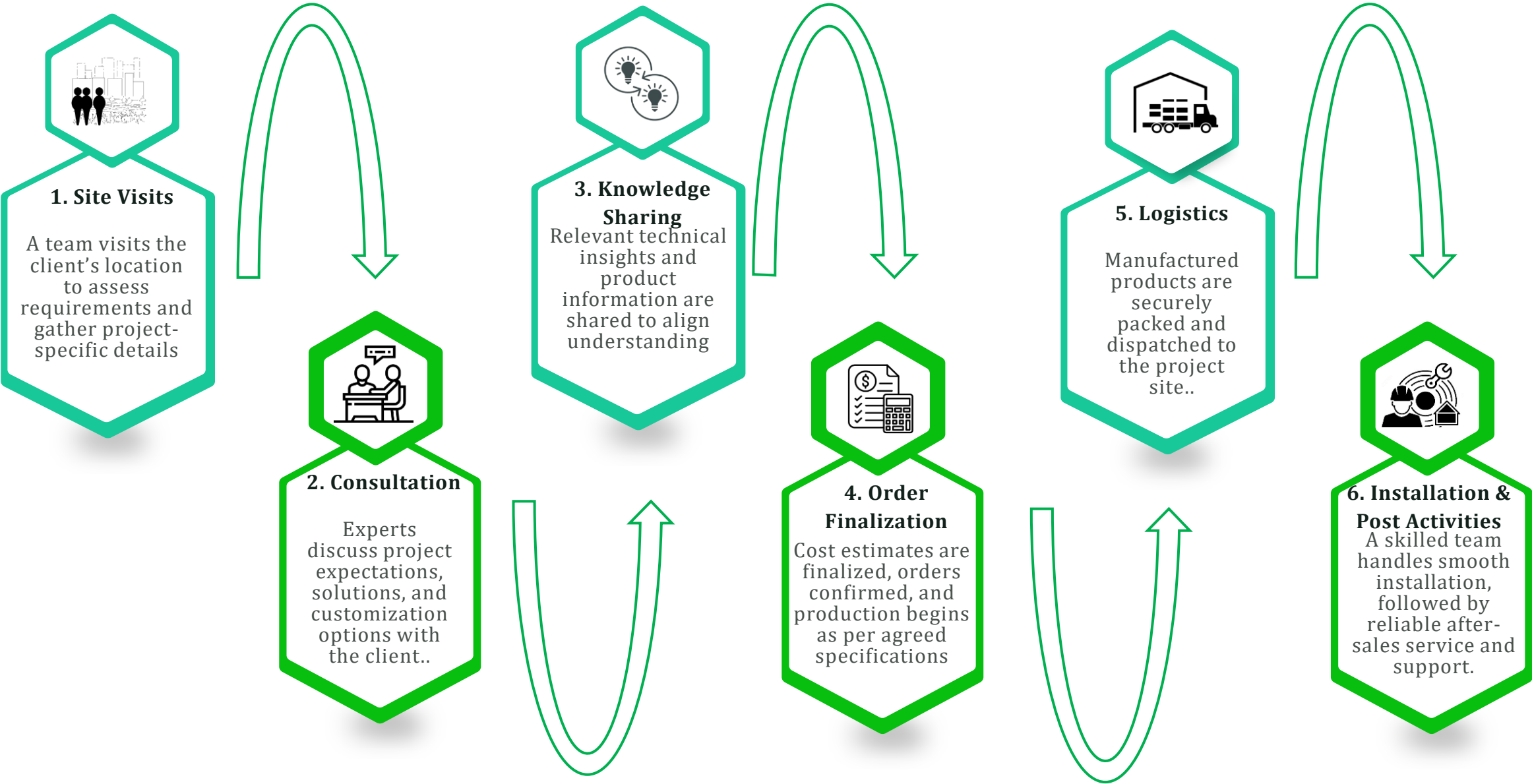


State of Art Manufacturing Facilities



State of Art Manufacturing Facilities





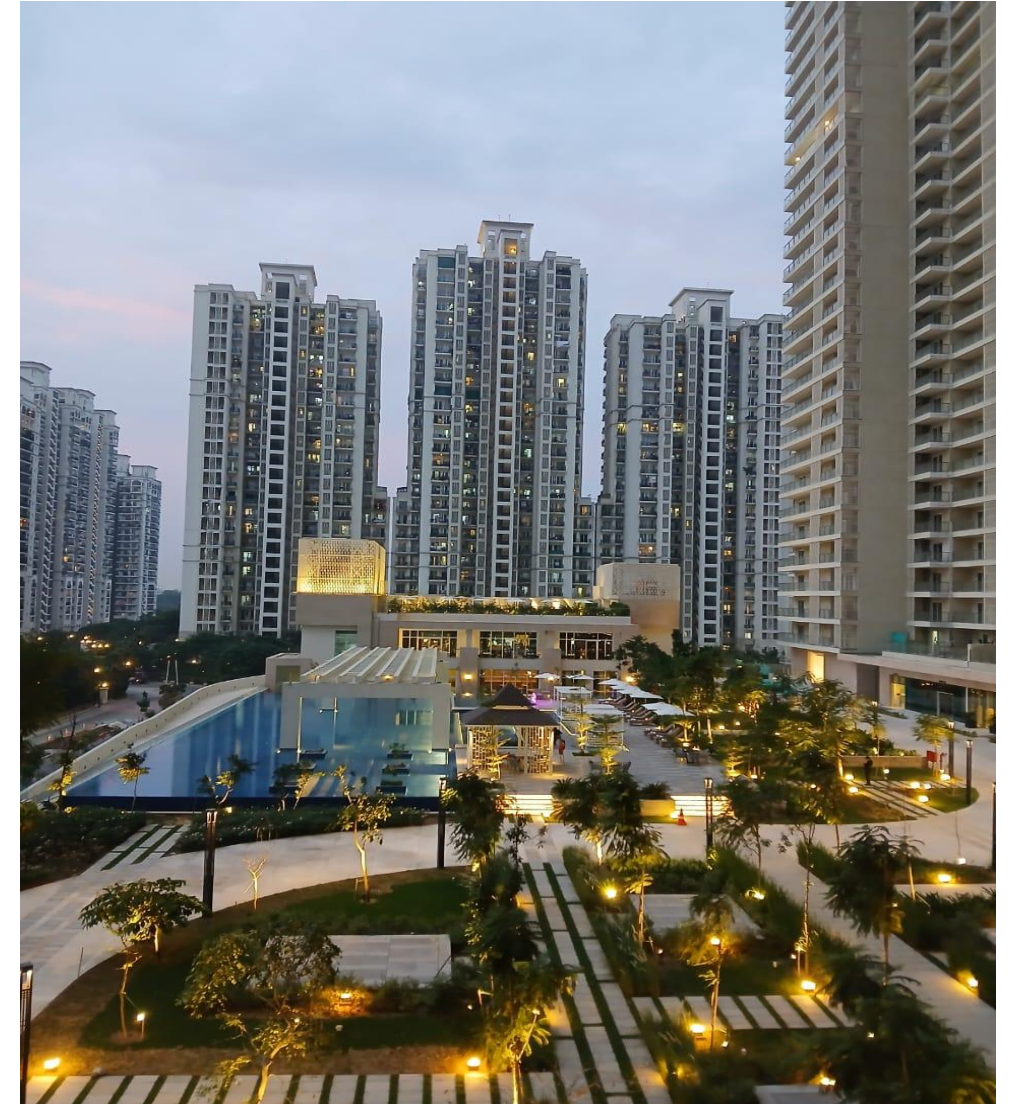
Widespread Customer Reach Across Varied Industries



EMAAR



Executed Projects





Executed Projects



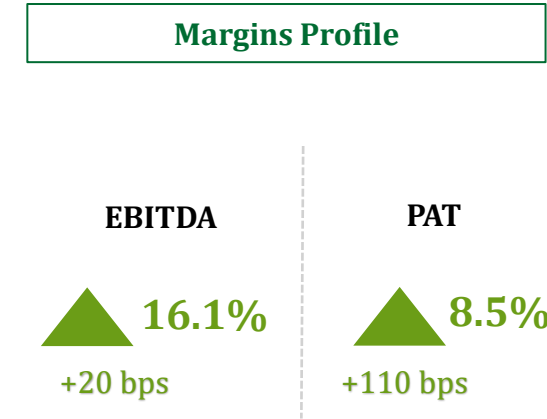
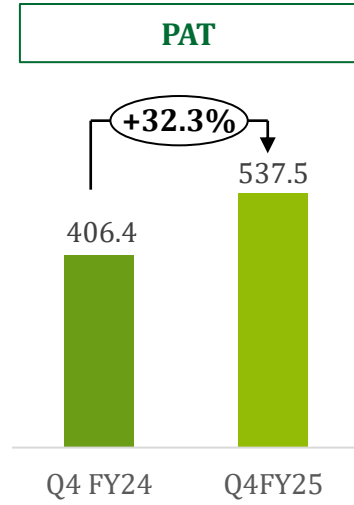
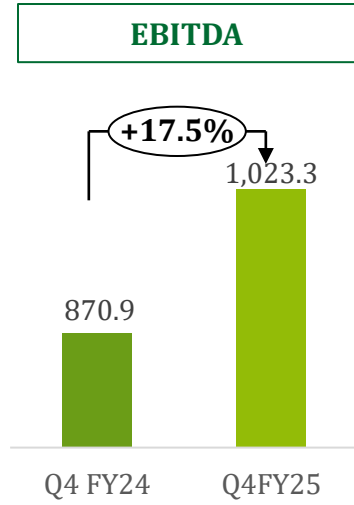
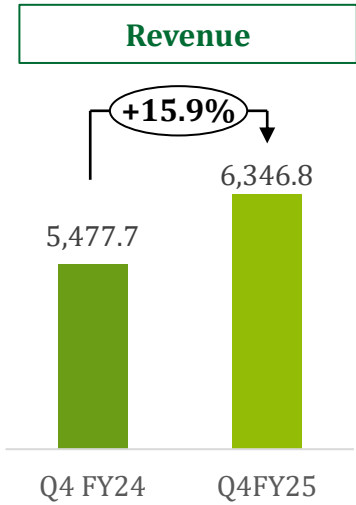




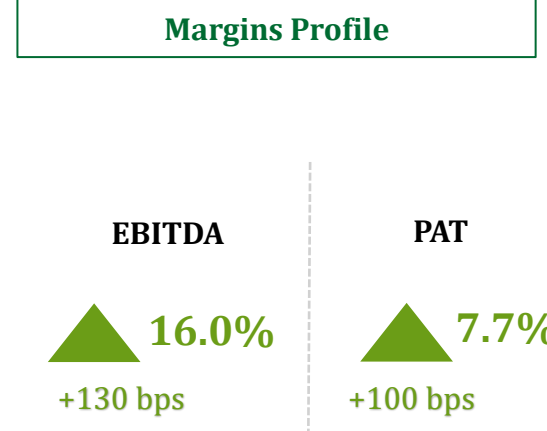
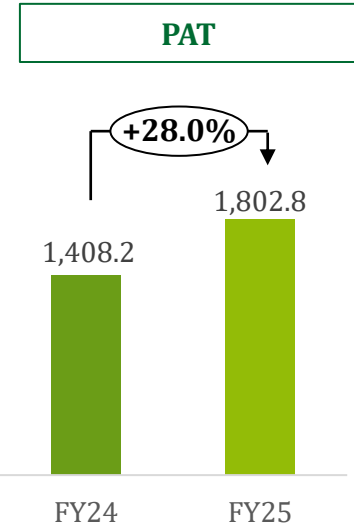
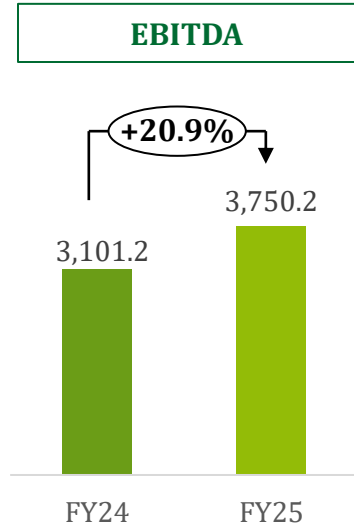
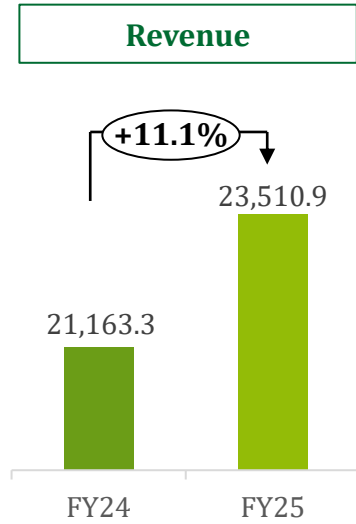
Q4FY25 Operational Performance

Strong Growth with Margin Improvements

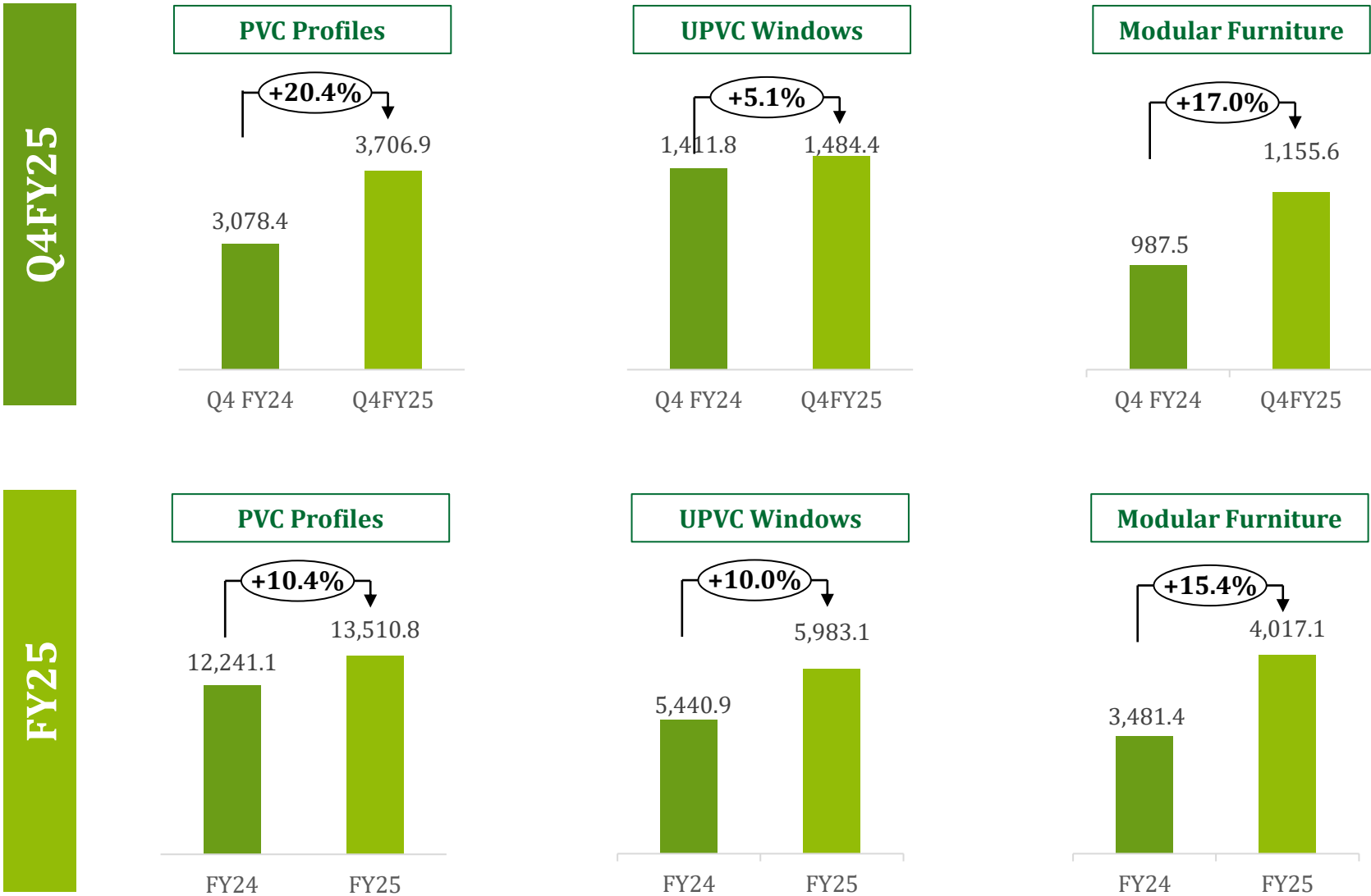
Q4FY25



FY25



Consolidated Segmental Performance



Consolidated Income Statement

Particulars (Rs. Lacs)	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25	Q-o-Q	FY25	FY24	Y-o-Y
Revenue from Operations	6,346.8	5,477.7	15.9%	5,489.7	15.6%	23,510.9	21,163.3	11.1%
Total Raw Material	3,332.1	2,781.2		2,789.5		12,332.8	11,681.9	
Gross Profit	3,014.7	2,696.5	11.8%	2,700.1	11.7%	11,178.2	9,481.4	17.9%
Gross Profit Margin (%)	47.5%	49.2%		49.2%		47.5%	44.8%	
Employee Expenses	900.4	885.0		1,016.8		3,711.4	3,280.3	
Other Expenses	1,091.1	940.7		798.1		3,716.5	3,099.9	
EBITDA	1,023.3	870.9	17.5%	885.2	15.6%	3,750.2	3,101.20	20.9%
EBITDA Margin (%)	16.1%	15.9%	20 bps	16.10%	0 bps	16.00%	14.70%	130 bps
Other Income	16.5	21.6		12.4		58.6	52.1	
Depreciation	209.8	191.5		241.6		862.7	689.8	
EBIT	830	701	18.4%	656.1	26.5%	2946.2	2463.5	19.6%
EBIT Margin (%)	13.1%	12.8%		12.00%		12.5%	11.6%	
Finance Cost	123.6	133.1		118.3		485.3	508.7	
Profit before Tax	706.4	567.9	24.4%	537.8	31.3%	2460.9	1954.8	25.9%
Tax	168.9	161.5		155.6		658.1	546.7	
Profit After Tax	537.5	406.4	32.3%	382.2	40.6%	1802.8	1408.2	28.0%
PAT Margin (%)	8.5%	7.4%	110 bps	7.00%	150 bps	7.7%	6.7%	100 bps
EPS (As per Profit after Tax)	4.97	3.75		3.53		16.65	13.01	

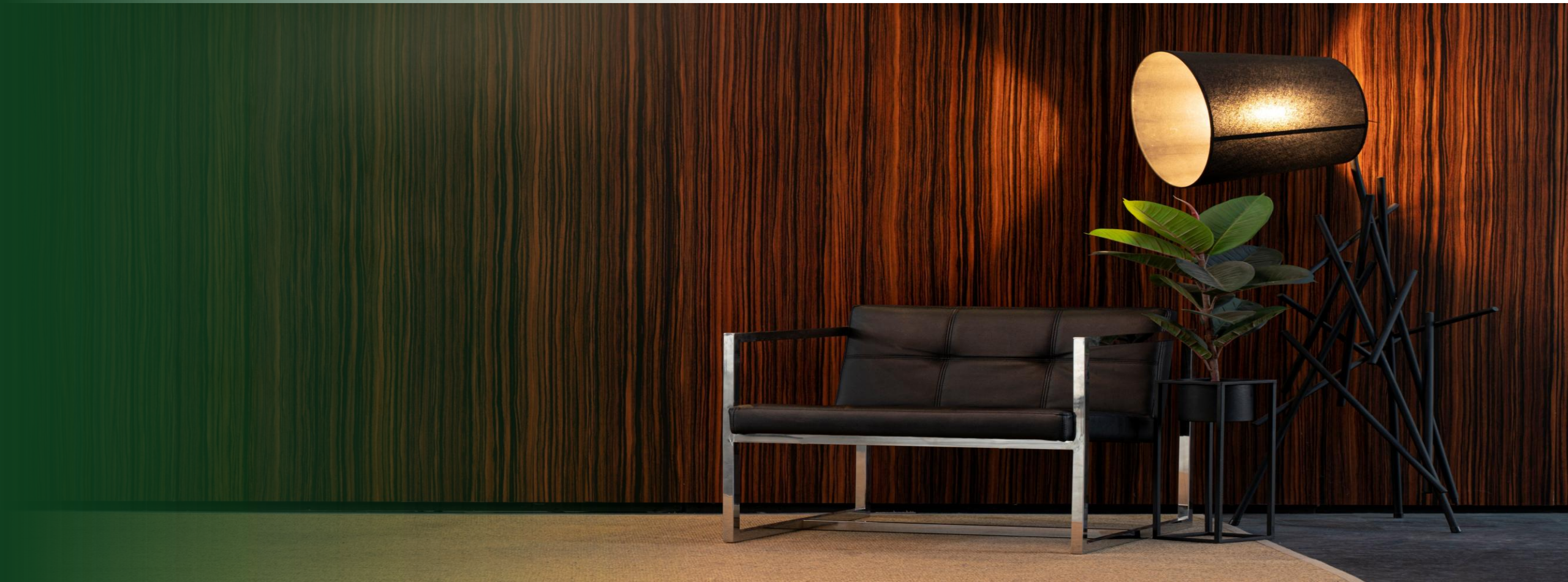
Consolidated Balance Sheet

Assets (Rs. Lacs.)	Mar-24	Mar-25
Non - Current Assets		
Property, plant and equipment	6,934.0	7,740.8
Capital work-in-progress	507.2	32.2
Investment Property	170.7	169.0
Financial Assets		
(i) Investments	2.1	2.1
(ii) Trade receivables		
(iii) Loans	54.0	175.0
(iv) Other Financial Assets	82.5	86.4
Total Non - Current Assets	7,750.6	8,205.5
Current Assets		
Inventories	4,973.6	5,574.8
Financial Assets		
(i) Investments		
(ii) Trade receivables	2,403.0	2,824.4
(iii) Cash and cash equivalents	686.5	748.4
(iv) Bank balances other than (iii) above		
(vi) Other current financial assets	187.6	245.2
Other current assets	456.6	514.6
Assets classified for Sale		
Total Current Assets	8,707.2	9,907.3
Total Assets	16,457.8	18,112.8

Equity And Liabilities ((Rs. Lacs)	Mar-24	Mar-25
Shareholder's Fund		
(a) Equity share capital	1,082.4	1,082.4
(b) Other equity	7,153.0	8,912.1
Total Equity	8,235.4	9,994.5
Non - Current Liabilities		
Financial liabilities		
(i) Borrowings	2,074.2	2,178.5
(ii) Other Financial Liabilities	0.0	1.5
Deferred Tax Liabilities	138.1	209.1
Provisions	248.8	289.0
Other Non Current Liabilities		
Total Non - Current Liabilities	2,461.2	2,678.1
Current Liabilities		
Financial liabilities		
(i) Borrowings	3,211.6	3,159.5
(ii) Trade payables		
(a) Dues of micro enterprises and small enterprises	34.5	13.2
(b) Dues of creditors other than micro enterprises and small enterprises	1,222.6	975.2
(iii) Other financial liabilities	122.5	127.5
Other current liabilities	682.5	671.9
Provisions	349.3	360.3
Current tax liabilities (net)	138.3	132.6
Total Current Liabilities	5,761.3	5,440.2
Total Equity and Liabilities	16,457.8	18,112.8

Cash Flow Statement

Particulars (Rs. Lacs)	Mar-24	Mar-25
Cash Flow from Operating Activities		
Profit before Tax	1,954.8	2,460.9
Adjustment for Non-Operating Items	1,175.3	1,314.0
Operating Profit before Working Capital Changes	3,130.2	3,774.9
Changes in Working Capital	418.8	-1,608.6
Cash Generated/Used from Operations	3,549.0	2,166.3
Less: Direct Taxes paid	-373.3	-458.4
Net Cash from Operating Activities	3,175.7	1,707.9
Cash Flow from Investing Activities	-2,005.8	-1,158.8
Cash Flow from Financing Activities	-980.8	-487.2
Net Increase/(Decrease) in Cash and Cash equivalents	189.0	61.9



Historical Financial Performance

Historical Consolidated Income Statement

Particulars (Rs. Lacs)	FY22	FY23	FY24	FY25
Revenue from Operations	13,364.0	17,117.2	21,163.3	23,510.9
Total Raw Material	8,456.7	10,731.0	11,681.9	12,332.8
Gross Profit	4,907.3	6,386.2	9,481.4	11,178.2
Gross Profit Margin (%)	36.72%	37.31%	44.80%	47.54%
Employee Expenses	1,982.4	2,493.8	3,280.3	3,711.4
Other Expenses	1,553.8	2,050.4	3,099.9	3,716.5
EBITDA	1,371.1	1,842.0	3,101.2	3,750.2
EBITDA Margin (%)	10.26%	10.76%	14.65%	15.95%
Other Income	31.1	29.8	52.1	58.6
Depreciation	339.2	377.7	689.8	862.7
EBIT	1062.9	1494.1	2463.5	2946.2
EBIT Margin (%)	7.95%	8.73%	11.64%	12.53%
Finance Cost	387.0	401.2	508.7	485.3
Profit before Tax	675.9	1092.9	1954.8	2460.9
Tax	167.2	244.1	546.7	658.1
Profit After Tax	508.8	848.8	1408.2	1802.8
PAT Margin (%)	3.81%	4.96%	6.65%	7.67%
EPS (As per Profit after Tax)	4.7	7.84	13.01	16.7

Historical Consolidated Balance Sheet

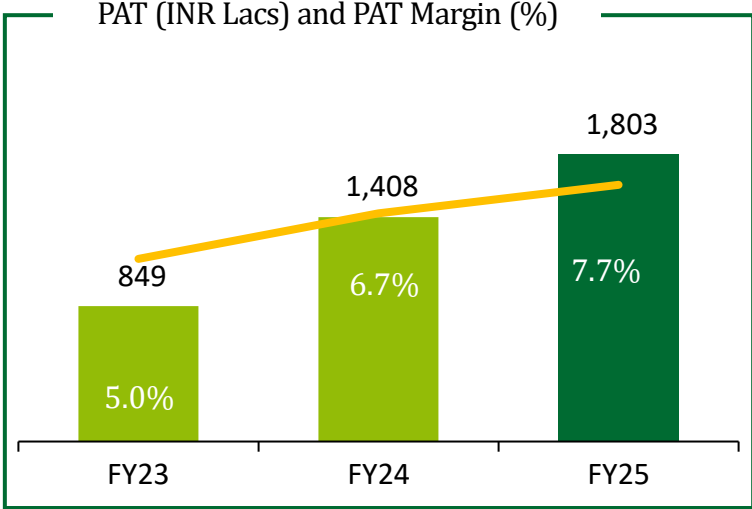
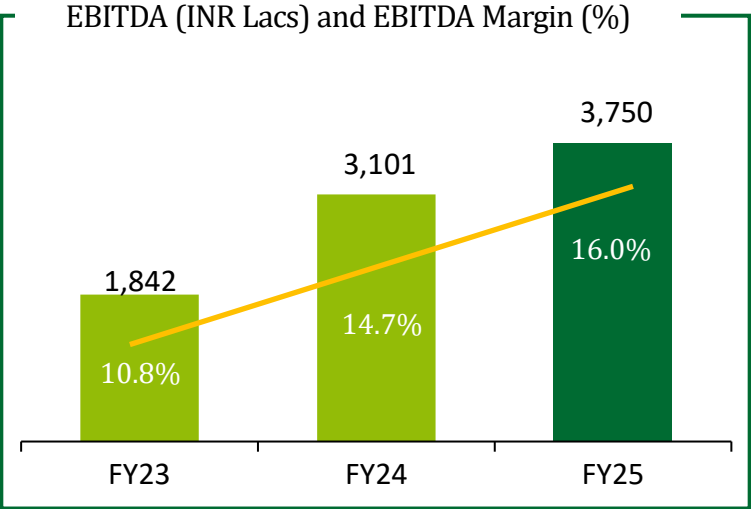
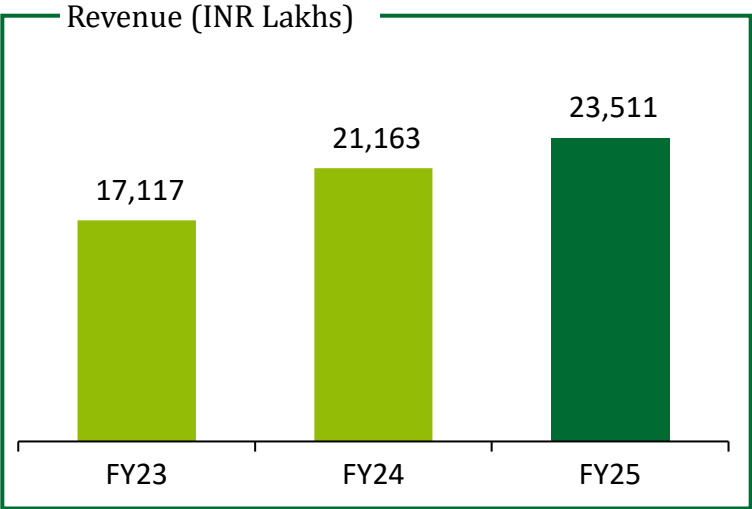
Assets (Rs. Lacs.)	Mar-22	Mar-23	Mar-24	Mar-25
Non - Current Assets				
Property, plant and equipment	4,367.1	6,091.6	6,934.0	7,740.8
Capital work-in-progress	819.3	7.4	507.2	32.2
Investment Property	176.9	173.8	170.7	169.0
Financial Assets				
(i) Investments	1.3	2.1	2.1	2.1
(ii) Trade receivables				
(iii) Loans	0.0	68.6	54.0	175.0
(iv) Other Financial Assets	55.1	58.0	82.5	86.4
Total Non - Current Assets	5,419.7	6,401.4	7,750.6	8,205.5
Current Assets				
Inventories	4,451.9	4,946.2	4,973.6	5,574.8
Financial Assets				
(i) Investments				
(ii) Trade receivables	2,244.5	2,170.1	2,403.0	2,824.4
(iii) Cash and cash equivalents	428.0	497.5	686.5	748.4
(iv) Bank balances other than (iii) above				
(vi) Other current financial assets	218.7	289.3	187.6	245.2
Other current assets	240.9	226.9	456.6	514.6
Assets classified for Sale				
Total Current Assets	7,584.1	8,130.0	8,707.2	9,907.3
Total Assets	13,003.7	14,531.4	16,457.8	18,112.8

Equity & Liabilities (Rs. Lacs)	Mar-22	Mar-23	Mar-24	Mar-25
Shareholder's Fund				
(a) Equity share capital	1,082.4	1,082.4	1,082.4	1,082.4
(b) Other equity	4,942.8	5,801.7	7,153.0	8,912.1
Total Equity	6,025.3	6,884.1	8,235.4	9,994.5
Non - Current Liabilities				
Financial liabilities				
(i) Borrowings	2,133.5	2,485.0	2,074.2	2,178.5
(ii) Other Financial Liabilities	3.3	1.2	0.0	1.5
Deferred Tax Liabilities	92.5	104.2	138.1	209.1
Provisions	204.2	221.9	248.8	289.0
Other Non Current Liabilities	-	-		
Total Non - Current Liabilities	2,433.5	2,812.3	2,461.2	2,678.1
Current Liabilities				
Financial liabilities				
(i) Borrowings	3,225.5	3,218.9	3,211.6	3,159.5
(ii) Trade payables				
(a) Dues of micro enterprises and small enterprises	162.0	93.0	34.5	13.2
(b) Dues of creditors other than micro enterprises and small enterprises	590.5	766.2	1,222.6	975.2
(iii) Other financial liabilities	218.4	188.7	122.5	127.5
Other current liabilities	123.0	292.3	682.5	671.9
Provisions	235.6	265.5	349.3	360.3
Current tax liabilities (net)	-10.0	10.4	138.3	132.6
Total Current Liabilities	4,545.0	4,835.0	5,761.3	5,440.2
Total Equity and Liabilities	13,003.7	14,531.4	16,457.8	18,112.8

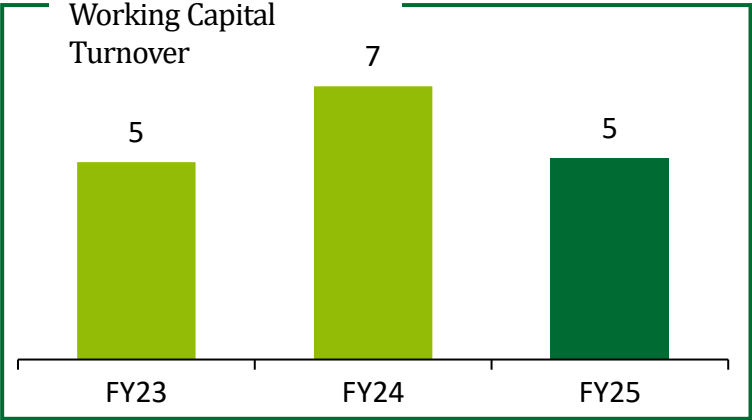
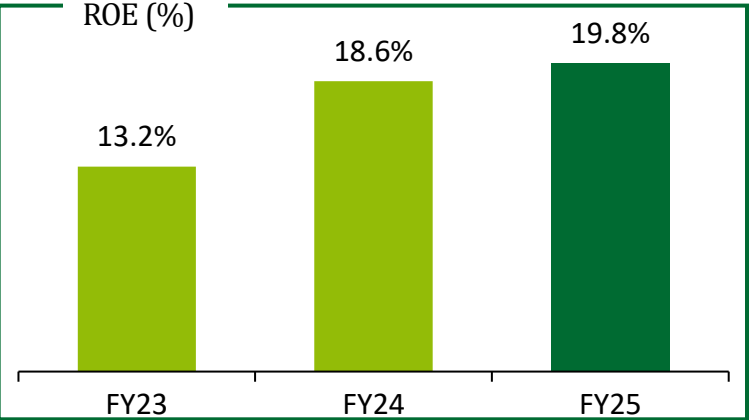
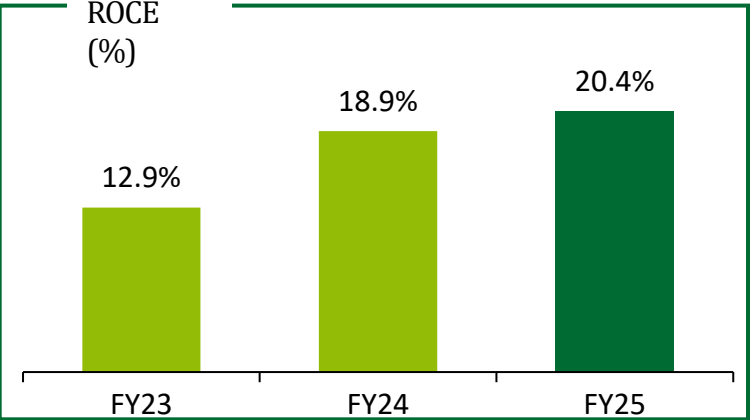
Historical Cash Flow Statement

Particulars (Rs. Lacs)	Mar-22	Mar-23	Mar-24	Mar-25
Cash Flow from Operating Activities				
Profit before Tax	675.9	1,092.9	1,954.8	2,460.9
Adjustment for Non-Operating Items	714.7	762.8	1,175.3	1,314.0
Operating Profit before Working Capital Changes	1,390.6	1,855.7	3,130.2	3,774.9
Changes in Working Capital	-233.3	-233.1	418.8	-1,608.6
Cash Generated/Used from Operations	1,157.3	1,622.6	3,549.0	2,166.3
Less: Direct Taxes paid	-176.0	-225.7	-373.3	-458.4
Net Cash from Operating Activities	981.3	1,396.9	3,175.7	1,707.9
Cash Flow from Investing Activities	-710.3	-1,271.1	-2,005.8	-1,158.8
Cash Flow from Financing Activities	-70.6	-56.3	-980.8	-487.2
Net Increase/(Decrease) in Cash and Cash equivalents	200.4	69.5	189.0	61.9

Consistent growth in revenues with operational efficiencies leading to increase in EBITDA and PAT



Effectiveness of capital and strong working capital management



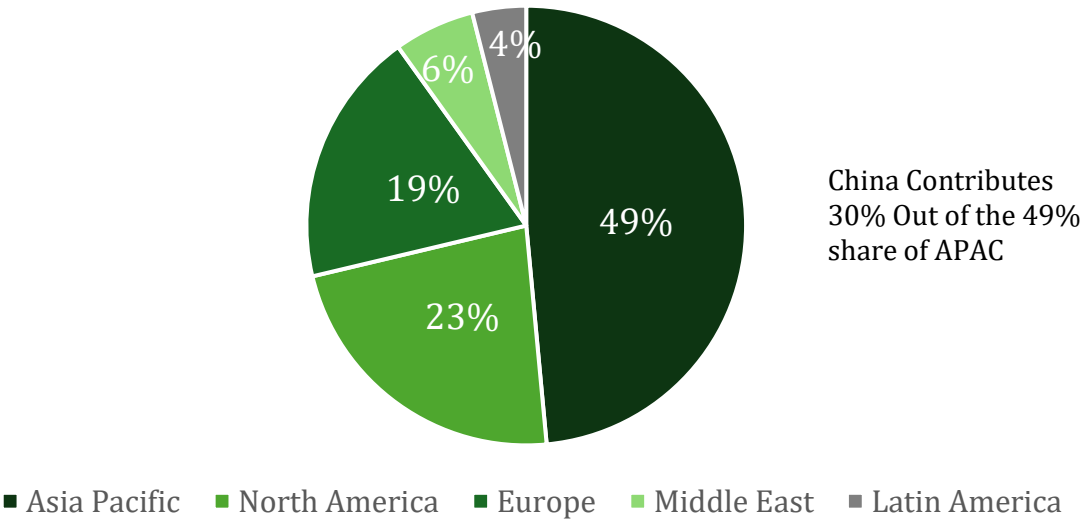


Industry Overview

Breaking The China Monopoly

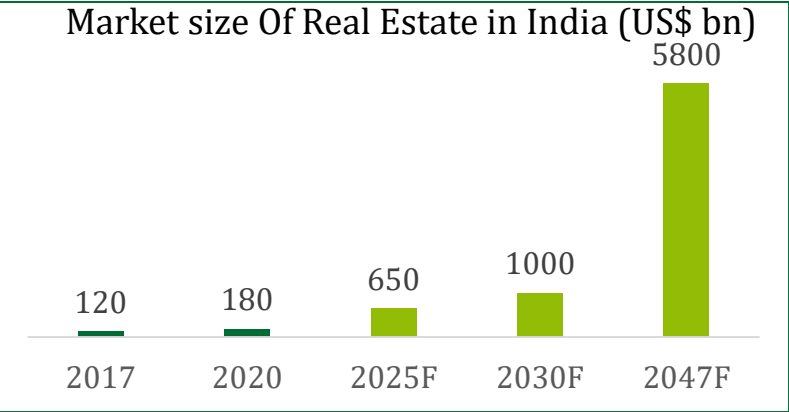
China remains a major global manufacturer of fluted panels due to its cost efficiency and large-scale production infrastructure. To counter this and support indigenous manufacturing, our company commenced in-house production of **PVC fluted panels in 2022** under the Make in India initiative, with dedicated facilities in **Jaipur and Bangalore**.

Modular Furniture Global Market Share



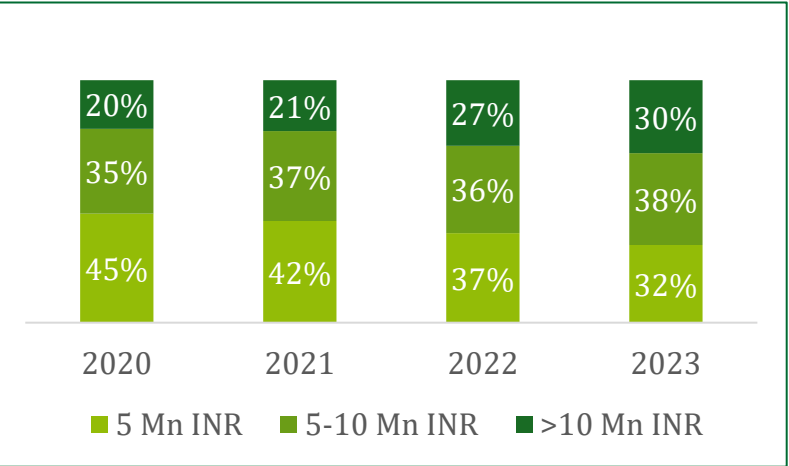
We are recognized as a market leader in fluted panels in India and currently hold **15 design patents** registered with the Indian Patent Office. With **five strategically located manufacturing plants**, we ensure efficient distribution and service coverage across the Indian market.

Real Estate



Source - IBEF

78 Mn
Housing requirement between 2023-34



Source: Knight Frank Research. Note: Residential sales across top 8 cities in India, 2023. Data is till June 2023

- India’s urban population is expected to reach 42.5% of the total 1.55 billion by 2034, necessitating approximately **78 million new housing units** over the next decade. This urban surge, coupled with improving income levels, is driving sustained demand across affordable, mid-segment, and luxury housing.
- By 2034, **lower-middle and upper-middle income groups** will form a large share of the population, fueling the affordable and mid-segment housing market. Simultaneously, the share of **HNIs and UHNIs is projected to triple** from 3% to 9%, boosting demand for **luxury homes**, which already increased from 16% of sales in 2018 to 34% in 2023 across India’s top cities.
- Post-pandemic, homebuyers are prioritizing **larger spaces, better amenities,** and wellness-centric features such as natural ventilation, work-from-home setups, and township-style living. This is further accelerating demand in both **premium and mid-tier segments.**
- India’s residential real estate is not only a consumption driver but a major economic contributor. The housing market is expected to generate **USD 906 billion in additional economic output** by 2034, underlining its critical role in India’s GDP and employment ecosystem.

Indian Furniture Market

- In 2025, the Furniture market in India is projected to generate a revenue of INR US\$6.19bn.
- This market is expected to grow at a compound annual growth rate (CAGR) of 6.04% from 2025 to 2029.
- The largest segment within this market is the Home Décor segment, which is estimated to have a market volume of INR US\$2.13bn in 2025.
- When compared globally, United States leads in revenue generation, with a projected revenue of INR US\$274bn in 2025.
- Considering the total population, the per person revenue in India's Furniture market is estimated to be INR US\$4.26 in 2025.
- "India's furniture market is experiencing a surge in demand due to the growing middle class and increasing urbanization.

Source - <https://www.statista.com/outlook/cmo/furniture/india>

uPVC/PVC Market

- The Indian plastic furniture market reached USD 17.1 billion in 2025.
- The market is projected to reach USD 40.7 billion by 2033.
- This growth is attributed to factors like urbanization, increasing disposable incomes, and a shift towards affordable and durable furniture.
- The uPVC doors and windows market in India was valued at USD 17.36 billion in 2025 and is expected to reach USD 27.17 billion by 2030.

Source - <https://www.imarcgroup.com/india-plastic-furniture-market>

Plastic 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.



How Polywood Is Sustainable?

Zero Waste



Our manufacturing processes are optimized to ensure minimal waste, with by-products reprocessed wherever possible.

Curbing Deforestation



By using recycled polymers and wood substitutes, we significantly reduce dependence on natural timber, helping preserve forest ecosystems.

Low Energy Manufacturing



Our production facilities are designed for efficiency, consuming less energy and lowering our carbon footprint.

Low Energy Consumption



Polywood products are thermally efficient, contributing to reduced energy use in homes and commercial spaces.

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 Soffit Panel Furniture Profile	<ul style="list-style-type: none"> Aggressively expanding the sales team to increase market spread across PAN India Continuous Participation in large as well as regional business exhibition. Addition of several new designs of fluted & soffit panels.
uPVC Windows & Doors (Polywood)	Profile Extrusion	<ul style="list-style-type: none"> uPVC Profile extrusion mould are under development and manufacturing will be started in Q2 FY 26 Enhancing uPVC Profile sales to channel partners and window fabricators.
Furniture (Dynasty)	Modular Furniture	<ul style="list-style-type: none"> Arezzo Store – Delhi store became operational in FY 25 Planning to set up 2 more stores in Q2 FY26



Expanding Product Reach Through Trade Exhibitions



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.**

Awards & Recognitions



ISO Certifications & Associations





**DHABRIYA
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Dynasty



Thank You



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