DHABRIYA GROUP

Dhabriya Polywood Ltd

Provide A Better World

To Live By Saving Trees

Zero Wood. Modern Living.



Earnings Presentation – Q1 FY27

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Q1 FY27 Operational Performance

From MD's Desk



Mr Digvijay Dhabriya

Promoter & Managing Director

Q1 FY27 has set a strong foundation for the year, with the Company delivering its highest-ever quarterly EBITDA, PAT and EPS, despite Q1 being seasonally the lightest quarter. Revenue from operations grew 10.0% YoY to ₹68.3 crore, while EBITDA grew 27.6% to ₹15.8 crore, with EBITDA margin expanding by 317 bps to 23.1%. PAT increased 35.4% YoY to ₹8.9 crore, with PAT margin improving to 13.0%, and EPS rising to ₹8.18.

The quality of growth continues to improve, driven by premiumisation, a richer product mix and operating efficiencies. Our uPVC/PVC business grew 20% YoY and now contributes 89% of turnover, with segment margins crossing 20%. The increasing contribution of engineered, specification-led products is strengthening realisations and profitability and gives us confidence that the improved margin profile is sustainable.

Our growth visibility remains strong, with the order book at an all-time high of ₹200+ crore in our project business as on today. The Windows & Glazing business continues to gain traction in specification-led projects, while WPC doors and wall & ceiling panels are moving into commercialisation in Q2 FY27 and the Aluminium Windows & Façade business is progressing towards becoming a meaningful growth contributor.

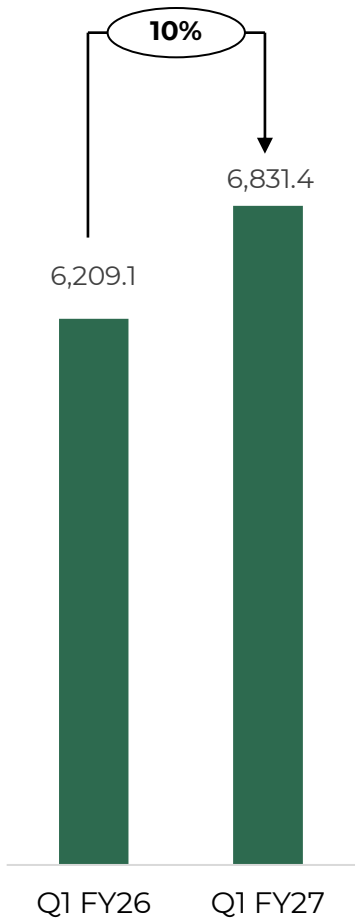
We are also planning to increase our capital expenditure for the second consecutive year, with the planned investments focused on expanding capacity and entering new product categories. Our ability to invest for growth while improving return ratios reflects the underlying strength, financial discipline and scalability of our business model.

Overall, Q1 reflects the continued strengthening of our business mix, profitability and growth visibility, positioning us well for sustained performance through FY27 and beyond.

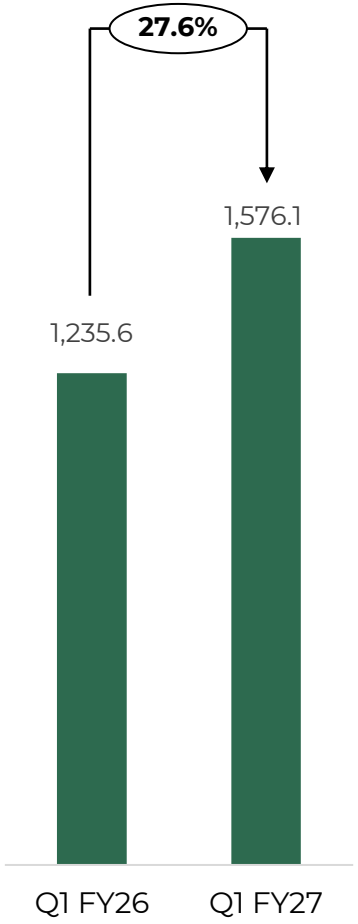
Financial Snapshot

Q1 FY27

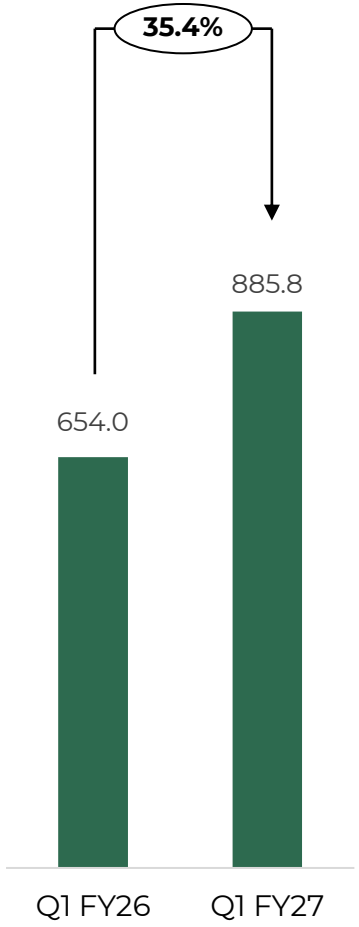
Revenue



EBITDA



PAT



Gross Profit (Margin Profile)

52.3% +270bps

Q1 FY27

EBITDA (Margin Profile)

23.1% +320bps

Q1 FY27

PAT (Margin Profile)

13% +250bps

Q1 FY27

Consolidated Income Statement

Particulars (Rs. Lacs)	Q1 FY27	Q1 FY26	Y-o-Y	Q4 FY26	Q-o-Q
Revenue from Operations	**6,831.4**	**6,209.1**	***10.0%***	**6,973.6**	***-2.0%***
Total Raw Material	3,258.9	3,129.1		3,410.1	
Gross Profit	**3,572.5**	**3,080.0**	***16.0%***	**3,563.5**	***0.3%***
Gross Profit Margin (%)	***52.3%***	***49.6%***	***270 bps***	***51.1%***	***120 bps***
Employee Expenses	1,095.7	949.7		1,042.5	
Other Expenses	900.7	894.7		1,048.7	
EBITDA	**1,576.1**	**1,235.6**	***27.6%***	**1,472.3**	***7.1%***
EBITDA Margin (%)	***23.1%***	***19.9%***	***320 bps***	***21.1%***	***200 bps***
Other Income	12.9	13.6		86.6	
Depreciation	256.5	227.2		270.3	
EBIT	**1,332.5**	**1,022.0**	***30.4%***	**1,288.6**	***3.4%***
EBIT Margin (%)	***19.5%***	***16.5%***	***300 bps***	***18.5%***	***100 bps***
Finance Cost	142.8	137.5		122.1	
Profit before Tax	**1,189.6**	**884.5**	***34.5%***	**1,166.5**	***2.0%***
Tax	303.8	230.5		333.8	
Profit After Tax	**885.8**	**654.0**	***35.4%***	**832.7**	***6.4%***
PAT Margin (%)	***13.0%***	***10.5%***	***250 bps***	***11.9%***	***110 bps***
EPS (As per Profit after Tax)	8.18	6.04		7.69	



Historical Financial Performance

Historical Consolidated Income Statement

Particulars (Rs. Lacs)	FY24	FY25	FY26	Q1 FY27
Revenue from Operations	**21,163.3**	**23,510.9**	**26,447.9**	**6,831.4**
Total Raw Material	11,681.9	12,332.8	12,831.2	3,258.9
Gross Profit	**9,481.4**	**11,178.2**	**13,616.7**	**3,572.5**
Gross Profit Margin (%)	**44.8%**	**47.5%**	**51.49%**	**52.30%**
Employee Expenses	3,280.3	3,711.4	4,197.2	1,095.7
Other Expenses	3,099.9	3,716.5	3,960.0	900.7
EBITDA	**3,101.2**	**3,750.2**	**5,459.5**	**1,576.1**
EBITDA Margin (%)	**14.7%**	**16.0%**	**20.6%**	**23.1%**
Other Income	52.1	58.6	148.9	12.9
Depreciation	689.8	862.7	999.7	256.5
EBIT	**2,463.5**	**2,946.2**	**4,608.6**	**1,332.5**
EBIT Margin (%)	**11.6%**	**12.5%**	**17.4%**	**19.5%**
Finance Cost	508.7	485.3	541.5	142.8
Profit before Tax	**1,954.8**	**2,460.9**	**4,067.2**	**1,189.6**
Tax	546.7	658.1	1,053.1	303.8
Profit After Tax	**1,408.2**	**1,802.8**	**3,014.0**	**885.8**
PAT Margin (%)	**6.7%**	**7.7%**	**11.4%**	**13.0%**
EPS (As per Profit after Tax)	13.01	16.65	27.85	8.18

Historical Consolidated Balance Sheet

Assets (Rs. Lacs.)	Mar-24	Mar-25	Mar-26
Non - Current Assets			
Property, plant and equipment	6,934.0	7,740.8	8,842.0
Capital work-in-progress	507.2	32.2	632.6
Investment Property	170.7	169.0	166.3
Financial Assets			
(i) Investments	2.1	2.1	1.3
(ii) Trade receivables			
(iii) Loans	54.0	175.0	825.0
(iv) Other Financial Assets	82.5	86.4	88.3
Total Non - Current Assets	**7,750.6**	**8,205.5**	**10,555.5**
Current Assets			
Inventories	4,973.6	5,574.8	6,941.7
Financial Assets			
(i) Investments			
(ii) Trade receivables	2,403.0	2,824.4	3,178.6
(iii) Cash and cash equivalents	686.5	748.4	642.9
(iv) Bank balances other than (iii) above			
(vi) Other current financial assets	187.6	245.2	381.3
Other current assets	456.6	514.6	854.5
Assets classified for Sale			
Total Current Assets	**8,707.2**	**9,907.3**	**11,999.1**
Total Assets	**16,457.8**	**18,112.8**	**22,554.6**

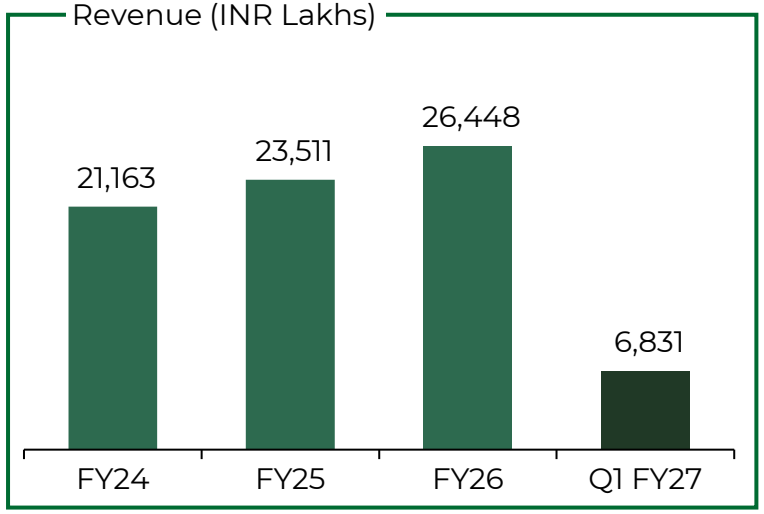
Equity & Liabilities (Rs. Lacs)	Mar-24	Mar-25	Mar-26
Shareholder's Fund			
(a) Equity share capital	1,082.4	1,082.4	1,082.4
(b) Other equity	7,153.0	8,912.1	11,877.5
Total Equity	**8,235.4**	**9,994.5**	**12,959.9**
Non - Current Liabilities			
Financial liabilities			
(i) Borrowings	2,074.2	2,178.5	2,479.6
(ii) Other Financial Liabilities	0.0	1.5	1.5
Deferred Tax Liabilities	138.1	209.1	203.4
Provisions	248.8	289.0	312.9
Other Non Current Liabilities			0.0
Total Non - Current Liabilities	**2,461.2**	**2,678.1**	**2,997.4**
Current Liabilities			
Financial liabilities			
(i) Borrowings	3,211.6	3,159.5	5,168.3
(ii) Trade payables			
(a) Dues of micro enterprises and small enterprises	34.5	13.2	0.0
(b) Dues of creditors other than micro enterprises and small enterprises	1,222.6	975.2	37.6
(iii) Other financial liabilities	122.5	127.5	150.7
Other current liabilities	682.5	671.9	489.6
Provisions	349.3	360.3	355.9
Current tax liabilities (net)	138.3	132.6	395.3
Total Current Liabilities	**5,761.3**	**5,440.2**	**6,597.3**
Total Equity and Liabilities	**16,457.8**	**18,112.8**	**22,554.6**

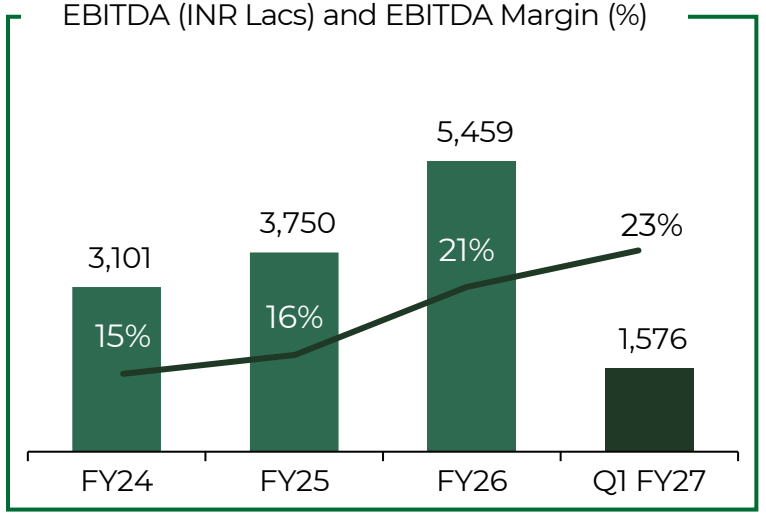
Historical Cash Flow Statement

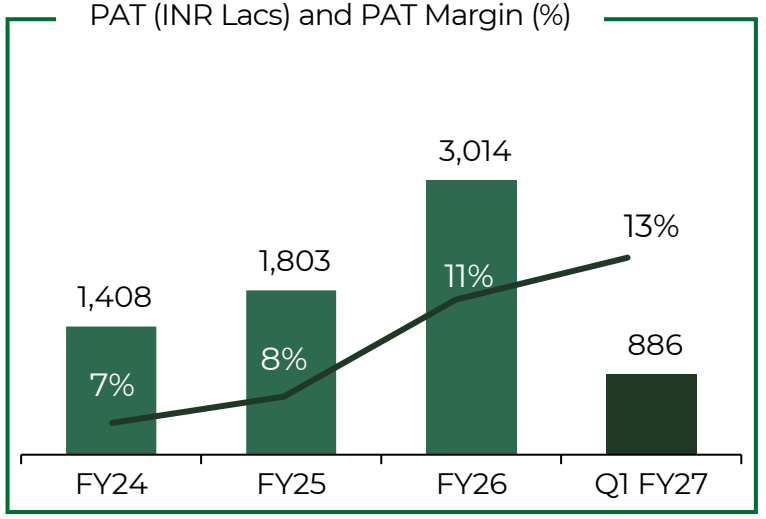
Particulars (Rs. Lacs)	Mar-24	Mar-25	Mar-26
Cash Flow from Operating Activities			
Profit before Tax	1,954.8	2,460.9	4,067.2
Adjustment for Non-Operating Items	1,175.3	1,314.0	1,458.9
Operating Profit before Working Capital Changes	**3,130.2**	**3,774.9**	**5,526.1**
Changes in Working Capital	418.8	-1,608.6	-4,033.9
Cash Generated/Used from Operations	**3,549.0**	**2,166.3**	**1,492.1**
Less: Direct Taxes paid	-373.3	-458.4	-674.0
Net Cash from Operating Activities	**3,175.7**	**1,707.9**	**818.2**
Cash Flow from Investing Activities	**-2,005.8**	**-1,158.8**	**-2,616.2**
Cash Flow from Financing Activities	**-980.8**	**-487.2**	**1,692.6**
Net Increase/(Decrease) in Cash and Cash equivalents	**189.0**	**61.9**	**-105.4**

Strong Financial Fundamentals & Return Ratios

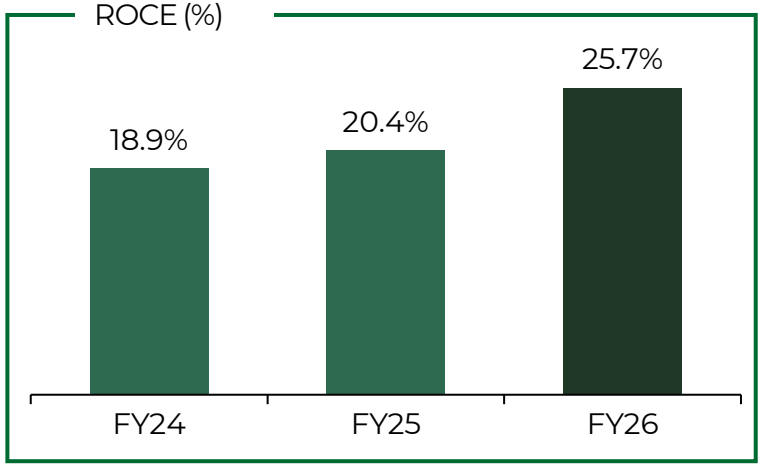
Consistent growth in revenues with operational efficiencies leading to increase in EBITDA and PAT

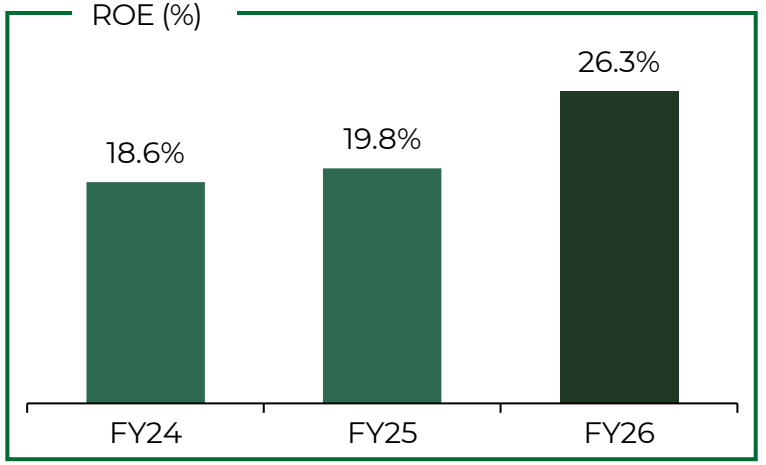


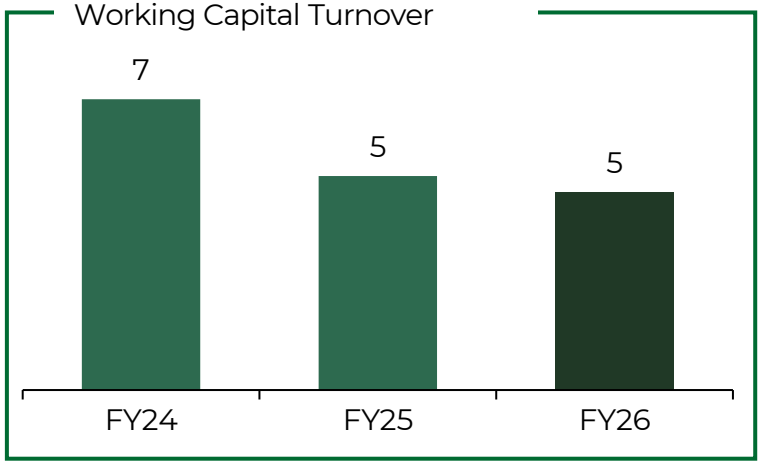




Effectiveness of capital and strong working capital management









Thank You

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