

#### **DHABRIYA POLYWOOD LIMITED**

Regd. Office : B-9D(1), Malviya Industrial Area, JAIPUR-302 017 (Raj.) INDIA Phone : +91-141-4057171, 4040101-105 | Fax: +91-141-2750814

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

CIN: L29305RJ1992PLC007003

Ref: BSE/2023-24/44 Date: 10.11.2023

To,
The General Manager
Department of Corporate Service
BSE Limited,
P.J. Towers, Dalal Street,

Scrip Code: 538715

Fort, Mumbai - 400 001

Sub: -: Earnings Presentation on the financial results of Q2 for FY 2023-24

Dear Sir/ Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of the Earnings Presentation of the financial results of the Company for the quarter ended September 30, 2023 that will be circulated to the Investors/ Analysts for the Earnings Call scheduled on November 16, 2023.

Kindly take the information on record.

Thanking You,

Yours faithfully,

FOR DHABRIYA POLYWOOD LIMITED

Sparsh Jain Company Secretary M. No. A36383







### DISCLAIMER

The information in this presentation has been prepared for use in presentations by Dhabriya Polywood Limited for information purposes only and does not constitute, or should 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, 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. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Neither the Company nor any of its affiliates, advisors or representatives shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. This presentation is based on the economic, regulatory, market and other conditions as in effect on the date hereof. It should be understood that subsequent developments may affect the information contained in this presentation, which neither the Company nor its affiliates, advisors or representatives are under an obligation to update, revise or affirm. This presentation contains forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Unless otherwise indicated, the information contained herein is preliminary and indicative and is based on management information, current plans and estimates. Industry and market-related information is obtained or derived from industry publications and other sources and has not been independently verified by us. Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

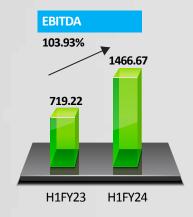


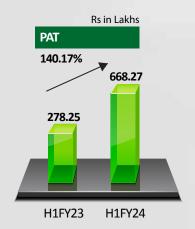


### HIGHEST EVER NUMBERS REPORTED FOR H1 & Q2 FY2024

#### H1FY24 GROWTH Y-0-Y



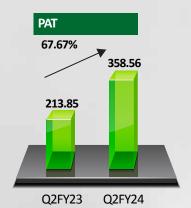




#### Q2FY24 GROWTH Y-O-Y









# 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.

- Capacity Expansion Jaipur Plant from 6000 to 9600 Metric Ton in FY23
- Capacity Expansion Coimbatore Plant 7200 to 10800 Metric Ton in FY23
- Order Book of 100+ Cr for uPVC/Aluminum Windows & Doors, Modular furniture as on 31<sup>st</sup> March 2023





5 Manufacturing Units



500+

Channel Partners



500+ Employees



20400

Metric Ton PVC Profiles & Sheets



3 Million S

Million Sq.Ft. uPVC Doors & Windows



Distribution Units



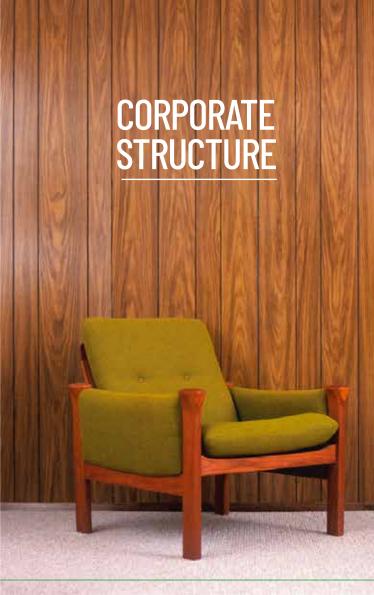
3 Brands



# **ABOUT THE COMPANY**

- Company incorporated in 1992 under the name 'Polywood'.
- Strong reputation in building interior & exterior applications.
- 3 Subsidiaries:
  - Dynasty Modular Furnitures Pvt Ltd (Jaipur) for modular furniture manufacturing.
  - Polywood Profiles Pvt Ltd (Coimbatore) for PVC profile extrusion & catering clients in South India.
  - Polywood Green Building Systems Pvt Ltd for sales of Extruded PVC Profiles & executing works contracts.
- 3 established Brands Polywood, D-Stona, Dynasty
- Head Office in Jaipur with manufacturing facilities in Jaipur (3), Coimbatore (1), Bangalore (1) and 6 Sales Depot.
- Intellectual Property: 7 Registered Trademarks in various product categories and 15 Design Patents.







Polywood Profiles
Pvt Ltd.



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

Polywood Green Building Systems Pvt Ltd



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

Dynasty Modular Furnitures Pvt Ltd



- Modular Kitchen& Wardrobes
- Institutional Furniture
- Office Furniture



# THOUGHT LEADERSHIP

- 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 Rajastan Jan Manch in 2004.
- Udyamita Guarav Samman for Utkrast Utpadkta Evam Rojgaar Srajan on Laghu Udyog Bharti National Convention 2004

Mr. Digvijay Dhabriya Chairman & Managing Director.





# INDUSTRY OVERVIEW INDIAN REAL ESTATE SECTOR

#### **INDIA REAL ESTATE SECTOR**

- Real estate sector in India is expected to reach US\$ 1 trillion by 2030. –
- By 2025, realestate sector forecasted to contribute 13% to the country's GDP –
- The number of Indians living in urban areas is expected to reach 542.7 million by 2025 and 675.5 million by 2035.
- Government of India's 'Housing for All' initiative is expected to bring US\$ 1.3 trillion investment in the housing sector by 2025.
- The Government has allowed FDI of up to 100% for townships and settlements development projects

#### **KEY DRIVERS**

- Rapid urbanisation
- Growth in population.
- Rise in the number of nuclear families.
- Easy availability of finance.
- Repatriation of NRIs and HNIs.
- Rise in disposable income.

(Source: https://www.ibef.org/industry/real-estate-india)







## **INDUSTRY OVERVIEW**

#### **UPVC Windows and Doors**

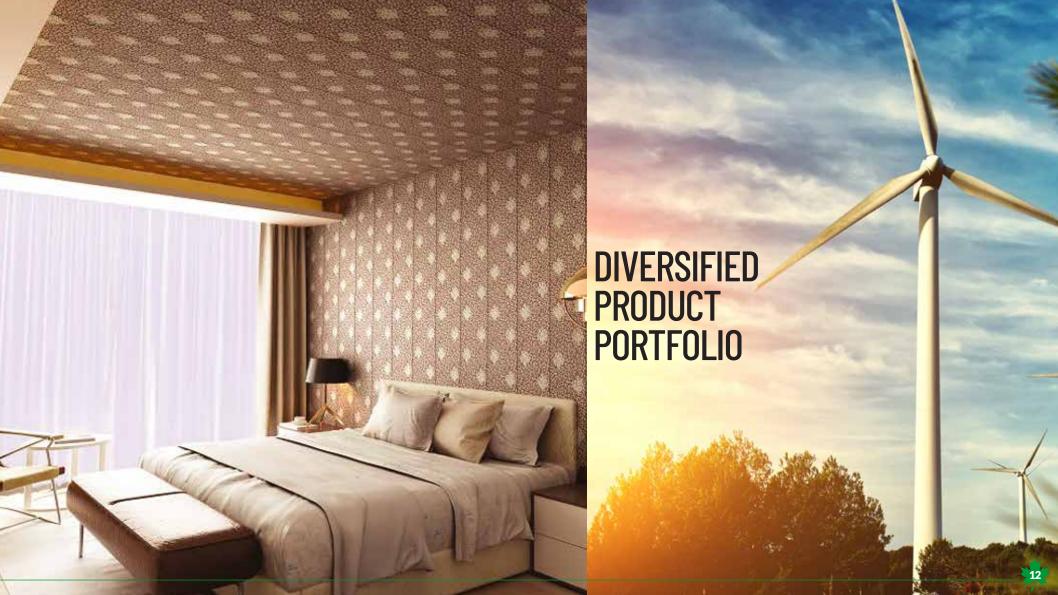
- Over the past 13 years, India witnessed exceptional growth in the industrial and real estate sector
- Factors driving growth:
   Urbanization, smart city
   construction, changing lifestyles,
   energy efficiency demand, and FDI
   in Indian companies.
- UPVC is favored as a replacement for traditional materials for making doors and windows in a significant way all over the globe due to its recyclability, low maintenance, and lightweight

- Globally, the segment was valued at USD 27.5 billion in 2015, and is expected to reach USD 47 billion by 2024.
- Indian market for uPVC doors and windows is estimated to grow significantly at a CAGR of more than 7% during the period of 2021-2026.
- Factors that will drive this growth are increased consumer spending on construction and renovation of residential and commercial buildings, and an increasing demand for energy-efficient and impact-resistant housing infrastructure,
- Market rebounded post-COVID, showing optimistic growth.

#### **Indian Plastic/PVC Industry**

- Indian plastic industry is a leading sector in the economy.
- PVC is the third largest plastic in production and consumption.
- Indian import duties on PVC are lower than those in the developed world and in the ASEAN Region.
- PVC imports, which were less than 5% of the country's demand in 2011, accounted for 50% of the country's demand by 2021, expected to reach \$3 billion soon
- PVC's advantages: Lower dependence on fossil fuels, recyclability, long lifespan, and competitive quality-to-price ratio.





# SOLUTIONS

# EXCLUSIVE







# SHADES & TEXTURES

# SHADES & TEXTURES

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

# PIONEERS IN REVOLUTIONARY FLUTED PANEL PRODUCTS

- Dhabriya polywood is the among the 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.



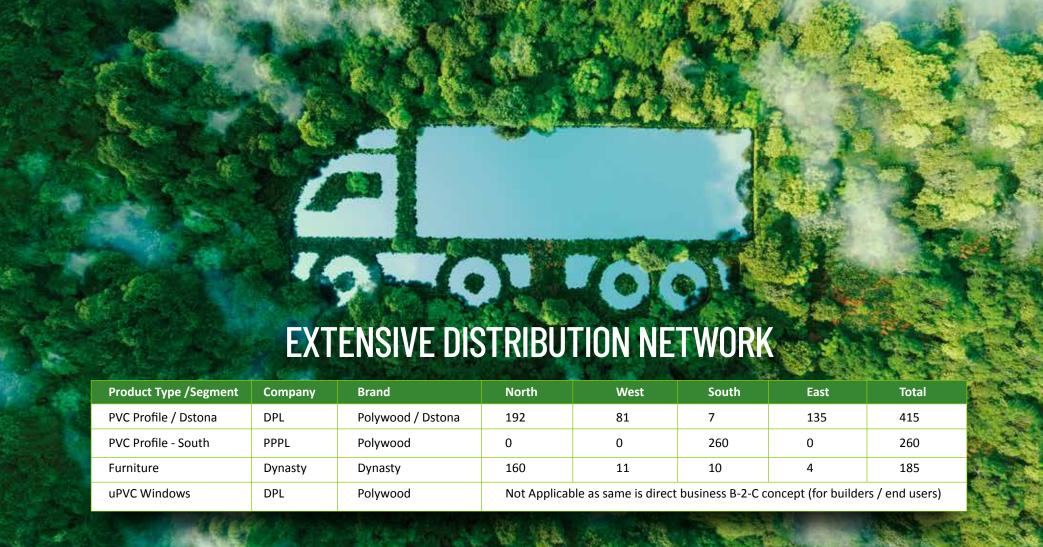












### STRONG PROCESSES TO ENSURE EFFICIENT PRODUCT DELIVERY



#### 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.







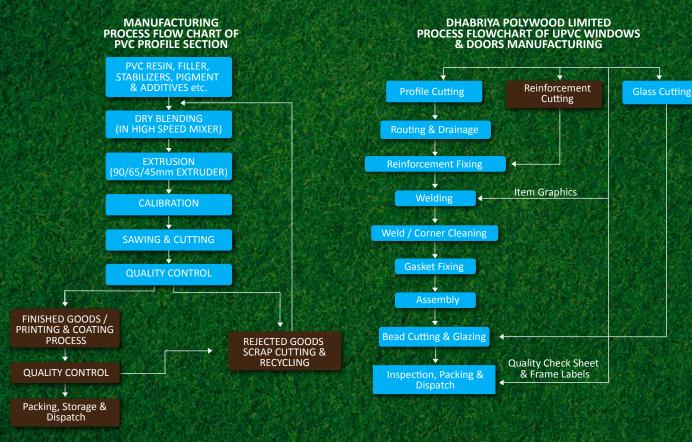
# STATE OF THE ART PRODUCTION FACILITY

- **5 Manufacturing**Facilities
  JAIPUR
  COIMBATORE
  BENGALURU
- 8 Distribution Units
  & branch offices

  JAIPUR | COIMBATORE
  GURGAON | BENGALURU
  CHENNAI | KOLKATA
  AHMEDABAD | ROHTAK



## MANUFACTURING PROCESSES



DYNASTY MODULAR FURNITURE PVT. LTD. F-13, Malviya Industrial Area, Jaipur

MANUFACTURING PROCESS FLOW CAHRT (Modular Furniture Manufacturing)

CUTTING OF BOARDS & SHEETS (as per design & size)

CNC Routing/Designing (As per approved design)

**对于分为公司公司的企业的工程的** 

PASTING OF SHEETS (on plain boards)

LAMINATION/COATING (Postforming/Membrane)

EDGE-BANDING ON SIDES

FINISHING/CHAMPHERING

ASSEMBLING

**QUALITY CHECK** 

PACKING & DISPATCH

## **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

















## **COMPETITIVE STRENGTHS**

#### **Quality Management System**

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

#### Infrastructure & Production Capacity

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

#### Brand Recognition & 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

#### **Wide Range of Products**

Engaged in the manufacturing of wide range of products to make a wood-free house.

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.

#### Sales & Marketing support for channel partners

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

#### **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

# WIDESPREAD CUSTOMER REACH ACROSS VARIED INDUSTRIES









































































## **MILESTONES**

Incorporation of our Company 1992

#### 1995

First
Manufacturin
g Unit was
established at
Jaipur for
manufacturin
g of Extruded
PVC Profiles

Manufacturing Unit of Modular Furniture Products established & commenced in Jaipur (Dynasty Modular Furnitures Pvt Ltd)

2003

Manufacturing (fabrication) of uPVC Windows & Doors established in Jaipur

2007

National Award- 2008 for Outstanding Quality Products by GOI, Ministry of Micro Small and Medium Enterprises

National Award - 2008 for Outstanding Entrepreneurship by GOI, Ministry of Micro Small and Medium Enterprises

2009

New Plant for Manufacturing (fabrication) of uPVC Windows & Doors established in Bangalore

2022

Listed at BSE "SME Platform"

2014

# it was

Manufacturing
Unit for
Extruded PVC
Profiles set-up
& commenced
in Coimbatore
(TN) (Polywood
Profiles P Ltd)

#### 2008

Award for Excellent Manufacturing facility by Plastic Manufacturers Association Jaipur.

Manufacturing (fabrication)
unit of uPVC Windows &
Doors established in
Coimbatore

#### 2009

Meritorious
Industrial
Development
award by the
Indian
Economic
Development &
Research
Association,
New Delhi

#### 2013

New Plant for Manufacturing (fabrication) of uPVC Windows & Doors established in Jaipur

#### 2017

Migration from BSE SME Platform" to BSE "Main Board"

### **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 TO THE TREES ANNUALLY.

**RECOGNITIONS** 

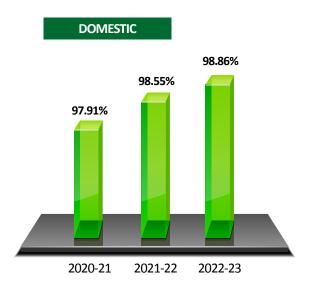
SKOCH ACHIEVERS AWARD (2016): RECEIVED THE ORDER OF MERIT AWARD IN 2016 FOR SAVING OF TREES. ET BUSINESS LEADERS AWARD (2017): RECOGNIZED FOR ENVIRONMENT PROTECTION AND CONSERVATION NATIONAL AWARD FOR INNOVATION (2016): POLYMER WASTE MANAGEMENT & RECYCLING TECHNOLOGY AND GREEN POLYMERIC MATERIALS & PRODUCTS

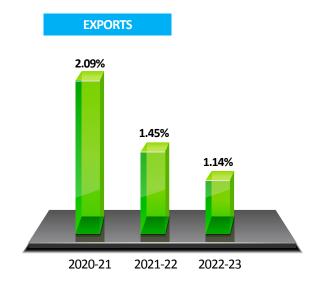


Product Line	Product Category	Strategy
Extrusion (Polywood)	Fluted Panels  Door Profiles	<ul> <li>Building wide range of PVC Fluted Panels &amp; patenting those designs.</li> <li>Aggressively expanding the sales team to increase market spread across PAN India</li> <li>Increasing Coimbatore plant capacity with 4 new extrusion lines which will be operational in Q2-FY24.</li> <li>Setting up 4 Extrusion Lines for Door Profiles &amp; UPVC Window Profiles in Bangalore unit</li> </ul>
uPVC Windows & Doors (Polywood)	Profile Extrusion	<ul> <li>Expanding uPVC profile range with 15 to 20 new molds for window fabrication by Q4-FY24</li> <li>Enhancing uPVC Profile sales to channel partners and window fabricators.</li> </ul>
Furniture (Dynasty)	Modular Furniture	<ul> <li>Arezzo Store</li> <li>Planning to set up another store in Delhi NCR by H1FY25</li> </ul>

# REVENUE BIFURCATION DOMESTIC VS EXPORTS



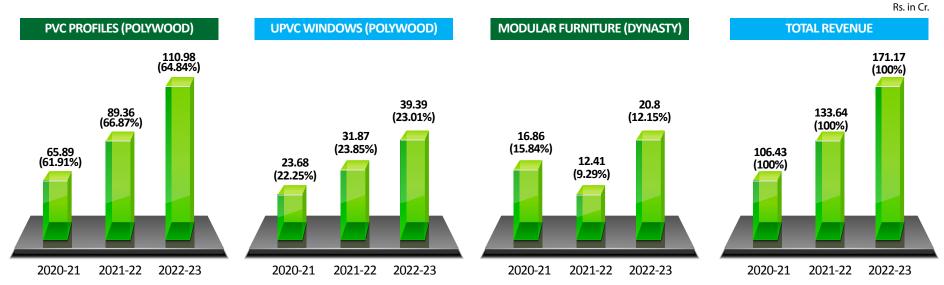






# REVENUE BIFURCATION SEGMENTWISE







## **EXPONENTIAL GROWTH IN REVENUE & PROFITABILITY**





# KEY RATIOS ON SUSTAINABLE FINANCIAL GROWTH











# STATEMENT OF PROFIT & LOSS

						Rs in Lakhs
	Quarter Ended			HALF YEAR ENDED		YEAR ENDED
Particulars	30.09.2023	30.06.2023	30.09.2022	30.09.2023	30.09.2022	31.03.2023
	UNAUDITED	UNAUDITED	UNAUDITED	UNAUDITED	UNAUDITED	AUDITED
Revenue						
Revenue from Operations	5464.69	5019.38	4374.78	10484.07	8053.95	17117.22
Other Income	11.96	4.57	6.33	16.53	12.85	29.75
Total Income (I + II)	5476.65	5023.95	4381.11	10500.60	8066.80	17146.97
Expenses						
a) Cost of materials consumed	2928.43	3084.01	2820.10	6012.44	5351.04	10774.75
b) Purchases of stock-in-trade	40.46	83.55	56.89	124.01	132.10	182.75
c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	252.40	(144.47)	(60.33)	107.93	(165.84)	(226.51)
d) Employee Benefits Expenses	775.78	684.36	642.02	1460.14	1176.21	2493.75
e) Finance Cost	124.19	130.03	101.23	254.22	192.17	401.18
f) Depreciation and amortization expenses	165.87	146.86	88.38	312.73	173.10	377.72
g) Other expenses	708.21	621.20	482.40	1329.41	854.07	2050.44
Total Expenses (IV)	4995.34	4605.54	4130.69	9600.87	7712.85	16054.08
Profit before Exceptional items and Taxes (III - IV)	481.31	418.41	250.42	899.73	353.95	1092.89
Exceptional Items	0.00	0.00	0.00	0.00	0.00	0.00
Profit before Taxes (V - VI)	481.31	418.41	250.42	899.73	353.95	1092.89
Tax expenses / (credit)						
- Current Tax	119.88	99.28	39.81	219.16	74.70	225.83
- Deferred Tax	2.69	9.38	(3.47)	12.07	0.77	8.01
- Short / (Excess) provision for Taxes of earlier years	0.18	0.05	0.23	0.23	0.23	10.24
- Total Tax	122.75	108.71	36.57	231.46	75.70	244.08
Profit for the period (VII - VIII)	358.56	309.70	213.85	668.27	278.25	848.81
Net Profit after tax for the year attributed to:						
- Owners of the Company	358.68	309.86	213.80	668.55	278.43	848.72
- Non-controlling interest	(0.12)	(0.16)	0.05	(0.28)	(0.18)	0.09
Other Comprehensive Income (OCI)	, ,	, ,		, ,	, ,	
- Item that will not be reclassified to profit or loss	0.00	0.00	0.00	0.00	0.00	13.73
- Income tax relating to items that will not be reclassified to profit or loss	0.00	0.00	0.00	0.00	0.00	(3.67)
Other Comprehensive income for the period after tax	0.00	0.00	0.00	0.00	0.00	10.06
Total Comprehensive Income for the period After Tax (IX + X)	358.56	309.70	213.85	668.27	278.25	858.87
Total Comprehensive Income for the year attributed to:						
- Owners of the Company	358.68	309.86	213.80	668.55	278.43	858.78
- Non-controlling interest	(0.12)	(0.16)	0.05	(0.28)	(0.18)	0.09
Paid -up Equity Share Capital (face value of `10/= each)	1082.42	1082.42	1082.42	1082.42	1082.42	1082.42
Earning Per Equity Share (of `10/= each) (Not Annualised)						
a) Basic & Diluted (Not Annualised) EPS	3.31	2.86	1.98	6.18	2.57	7.84

Rs in Lakhs

### STATEMENT OF ASSETS & LIABILITIES

		For the Ye	ear ended	
Par	ticulars	30.09.2023	31.03.2023	
Α.	ASSETS			
	I Non-current Assets			
	(a) Property, Plant and Equipment	6137.19	6091.57	
	(b) Capital work-in-progress	20.92	7.44	
	(c) Investment Property	173.76	173.76	
	(d) Financial Assets			
	(i) Investments	2.12	2.12	
	(ii) Loans	56.55	68.55	
	(iii) Others	71.21	57.99	
	(e) other non-current assets	0.00	0.00	
	Total-Non-current assets	6461.75	6401.42	
II	Current assets			
	(a) Inventories	4571.34	4946.17	
	(b) Financial Assets			
	(i) Trade receivables	2530.58	2170.14	
	(ii) Cash and cash equivalents	482.66	497.52	
	(iii) Bank balances other than (ii) above	0.00	0.00	
	(iv) Loans	0.00	0.00	
	(v) Others	219.06	289.25	
	(c) Other current assets	707.26	226.90	
	Total Current assets	8510.91	8129.98	
	Total Assets	14972.66	14531.40	
В.	EQUITY AND LIABILITIES			
1	Equity	1000.10	1000.10	
	(a) Equity Share capital	1082.42	1082.42	
	(b) Other Equity	6469.98	5801.70	
	Total Equity LIABILITIES	7552.40	6884.12	
Ш	Non-current Liabilities			
-"-	(a) Financial Liabilities			
	(i) Borrowings	2060.48	2484.97	
	(ii) Other financial liabilities	1.25	1.21	
	(b) Provisions	211.92	221.94	
	(c) Deferred tax liablities (net)	116.23	104.17	
	(d) Other non-current liabilities	0.00	0.00	
	Total Non current liabilities	2389.88	2812.29	
Ш	Current Liabilities	2389.88	2812.29	
1111	(a) Financial Liabilities			
	(i) Borrowings	3181.66	3218.90	
	(ii) Trade Payables	3181.00	3218.50	
	- Dues to Micro and Small Enterprises	207.81	92.95	
	- Dues to Wilcro and Small Enterprises  - Dues to Creditors other than Micro and Small Enterprises	531.70	766.21	
	(iii) Other financial liabilities	338.15	188.71	
	(b) Other current liabilities	290.49	292.34	
	(c) Provisions	350.68	265.51	
	(d) Current tax liabilities (Net)	129.89	10.37	
	Total Current liabilities	5030.38	4834.99	
	Total Equity and Liabilities	14972.66	14531.40	
	. Otal Equity and Elabinates	14372.00	14331.40	



WAY AHEAD

# COMPANY HAS TARGET 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.





# DHABRIYA POLYWOOD LIMITED







