

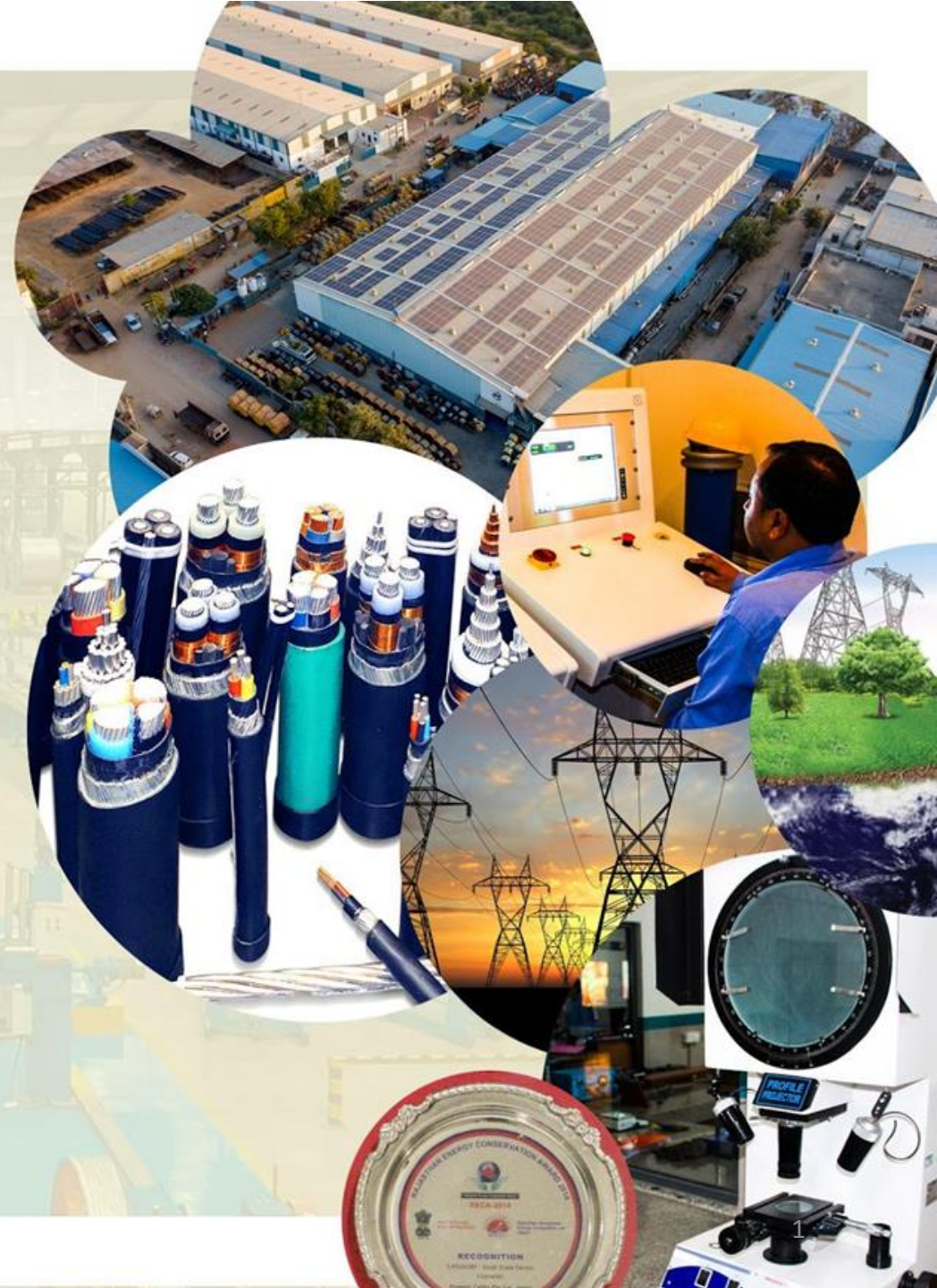


DYNAMIC CABLES LIMITED

Excellence
Endurance
Growth

15th Annual General Meeting

24th August 2022





Flow of Presentation

04-09 About us

10 Key Highlights

11 ESG

12-16 Financials

17-18 Leadership

19 Strengths

20-21 Our Focus & Strategy

22 Opportunity



Safe harbor

This presentation has been prepared by Dynamic Cables Limited (the "Company") for general information purposes only, without regard to any specific objectives, suitability, financial situations and needs of any particular person and does not constitute any recommendation or form part of any offer or invitation, directly or indirectly, in any manner, or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment therefore. This presentation does not solicit any action based on the material contained herein. Nothing in this presentation is intended by the Company to be construed as legal, accounting or tax advice.

This presentation has been prepared by the Company based upon information available in the public domain. This presentation has not been approved and will not or may not be reviewed or approved by any statutory or regulatory authority in India or by any Stock Exchange in India. This presentation may include statements which may constitute forward-looking statements. The actual results could differ materially from those projected in any such forward-looking statements because of various factors. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise.

This presentation contains certain forward-looking statements relating to the business, financial performance, strategy and results of the Company and/ or the industry in which it operates. Forward-looking statements are statements concerning future circumstances and results, and any other statements that are not historical facts, sometimes identified by the words including, without limitation "believes", "expects", "predicts", "intends", "projects", "plans", "estimates", "aims", "foresees", "anticipates", "targets", and similar expressions. The forward-looking statements, including those cited from third party sources, contained in this presentation are based on numerous assumptions and are uncertain and subject to risks. A multitude of factors including, but not limited to, changes in demand, competition and technology, can cause actual events, performance or results to differ significantly from any anticipated development. Neither the Company nor its affiliates or advisors or representatives nor any of its or their parent or subsidiary undertakings or any such person's officers or employees guarantees that the assumptions underlying such forward-looking statements are free from errors nor does either accept any responsibility for the future accuracy of the forward-looking statements contained in this presentation or the actual occurrence of the forecasted developments. Forward-looking statements speak only as of the date of this presentation and are not guarantees of future performance. As a result, the Company expressly disclaims any obligation or undertaking to release any update or revisions to any forward-looking statements in this presentation as a result of any change in expectations or any change in events, conditions, assumptions or circumstances on which these forward looking statements are based. Given these uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements.

The information contained in these materials has not been independently verified. None of the Company, its directors, promoters or affiliates, nor any of its or their respective employees, advisers or representatives or any other person accepts any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this presentation or its contents or otherwise in connection with this presentation, and makes no representation or warranty, express or implied, for the contents of this presentation including its accuracy, fairness, completeness or verification or for any other statement made or purported to be made by any of them, or on behalf of them, and nothing in this presentation or at this presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future. Past performance is not a guide for future performance. The information contained in this presentation is current, and if not stated otherwise, made as of the date of this presentation. The Company undertakes no obligation to update or revise any information in this presentation as a result of new information, future events or otherwise. Any person/ party intending to provide finance/ invest in the shares/ businesses of the Company shall do so after seeking their own professional advice and after carrying out their own due diligence procedure to ensure that they are making an informed decision.

This presentation is strictly confidential and may not be copied or disseminated, in whole or in part, and in any manner or for any purpose. No person is authorized to give any information or to make any representation not contained in or inconsistent with this presentation and if given or made, such information or representation must not be relied upon as having been authorized by any person. Failure to comply with this restriction may constitute a violation of the applicable securities laws.



Dynamic Cables Ltd is a leading mid tier manufacturer of HT cables; LT cables; and conductors for electrical power transmission, distribution, and railway signaling.

Our 3 state-of-the-art plants in Jaipur and Reengus deliver best-in-class products to government and private distribution companies, EPC contractors, and industrial customers in more than 40 countries who demand premium quality, reliability, safety, and agile service for their critical infrastructure.



Dynamic Cables Ltd: Snapshot



Revenue (FY22)	INR 563.6crore
PAT (FY22)	INR 30.9crore
Incorporated	April, 2007
Shares Issued	2,20,14,000
Current Mkt Price*	INR 147
Market cap*	INR 323crore
52 Week High/Low*	INR 174/59
Shareholding (As on June 2022)	
Promoters	74.36%
Public	25.64%
Stock codes	
BSE	(DYNAMIC 540795 INE600Y01019)
NSE	DYCL
Reuters	DYNB.BO
Bloomberg	DYCL:IN
Manufacturing Units	2 units at Jaipur; 1 unit at Reengus
Registered Address	F-260, Road 13 , VKI Area, Jaipur, Rajasthan 302013

*As on 23 August 2022

Our product portfolio

HT Cables

- 66kV Power Cables
- MV Aerial Bunched Conductors
- MV Power Cables Copper
- MV Power Cables Aluminum



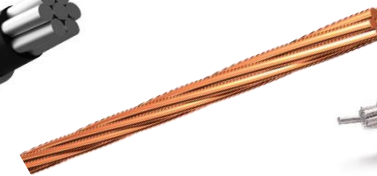
LT Cables

- LV Aerial Bunched Cables
- LV XLPE Power Cables
- LV PVC Power Cables
- LV PVC & XLPE Control Cables
- LV PVC Cables
- Railway Copper Signalling Cables**



Conductors

- ACSR Conductors
- AAA Conductors
- AA Conductors
- Series 8000 Bare AA Conductors
- Series 8000 Bare AAA Conductors
- Bare Copper Conductor
- MV Covered Conductor





Global sales footprint

1. Afghanistan
2. Australia
3. Bangladesh
4. Benin
5. Bhutan
6. Burkina
7. Democratic Republic of Congo
8. Egypt
9. Ethiopia
10. Gabon
11. Gambia
12. Ghana
13. Guinea Bissau
14. Iraq
15. Jordan
16. Kenya
17. Laos
18. Liberia
19. Libya
20. Malawi
21. Mali
22. Mauritania
23. Mauritius
24. Mozambique
25. Myanmar
26. Nepal
27. Nigeria
28. Philippines
29. Rwanda
30. Senegal
31. Sierra Leone
32. South Africa
33. Sri Lanka
34. Syria
35. Tanzania
36. Togo
37. Trinidad & Tobago
38. Uganda
39. USA
40. Yemen
41. Zambia
42. Zanzibar





Marquee clients and Certifications

You don't only buy a cable,
with **DYNAMIC** you buy

31 Years
of **TRUST & RELIABILITY**

Our Marquee Clientele

Government Clients	International Clients	Private Clients

Compliance certifications

Evolution



1986-
2005

- Inception of Dynamic Engineers
- Set up manufacturing unit for super enameled & DPC wires for transformers
- Entered Overhead conductors markets

2006-
2009

- Augmented with low voltage cables manufacturing facility in Unit I.
- Began exports
- Formation of Dynamic cables Pvt Ltd
- Set up and Commencement of Medium Voltage cable manufacturing facility in Jaipur, Rajasthan-Unit II

2010-
2019

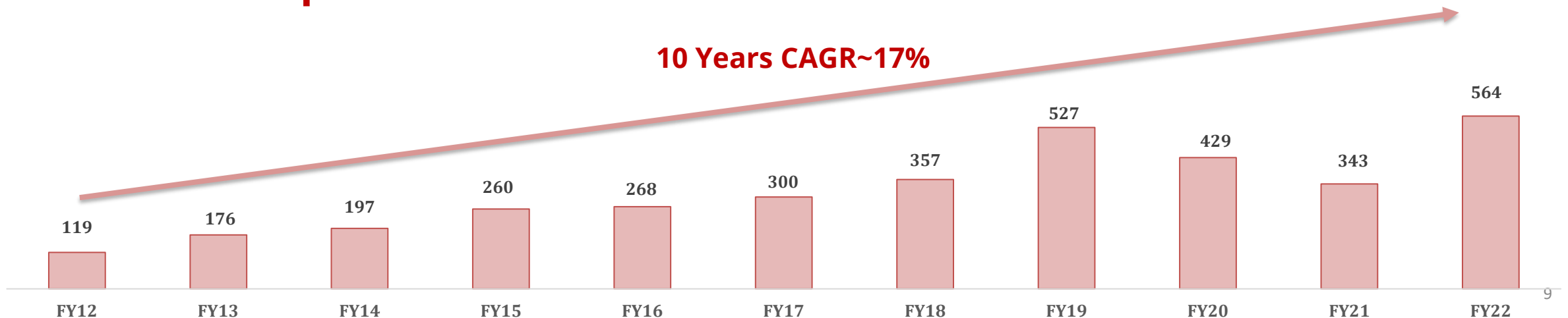
- Remodeled into Dynamic Cables Ltd. and brought initial public offer
- BSE SME Listing
- Set up and Commencement of ultra-modern 200,000 sq ft manufacturing facility for manufacturing 66kV cables at Reengus, Rajasthan-Unit III

2020-
2022

- Migration to BSE mainboard
- Set up 1.4 MW Rooftop solar captive plant
- Set up plant & started manufacturing of RDSO approved Railway Signaling Cables
- Listing on National Stock Exchange

Revenue Graph

10 Years CAGR~17%



Key Highlights

For the year

- Company started manufacturing of RDSO approved railway signaling cables , going forward signaling cables to have sizeable portion in overall sales
- External Credit Rating upgraded from BBB to Crisil BBB+ , the upgradation will help in access to cheaper credits.
- Company w.e.f 27th July 2022 have successfully listed its equity shares on NSE under symbol “DYCL”
- The equity shares of the company are now listed on both the exchanges i.e., Bombay Stock Exchange and National Stock Exchange
- Consistent dividend payment to Investors , FY 2021-22 dividend payout doubled to 5% from 2.5% in FY21





Environmental, Social and Governance Responsibility

Growth with responsibility

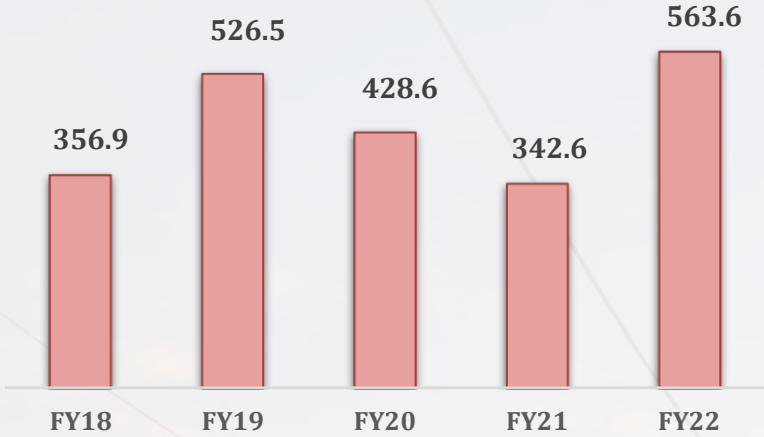
Construction of school blocks, toilets, classrooms	At Jaipur
Construction of School and Hostel Facility	At Jaipur
Providing Assets to School	At Ajmer
CSR Initiatives – at different locations for environment sustainability	At Jaipur
Distribution of COVID-19 Essentials (Oxygen Concentrator)	At Jaipur



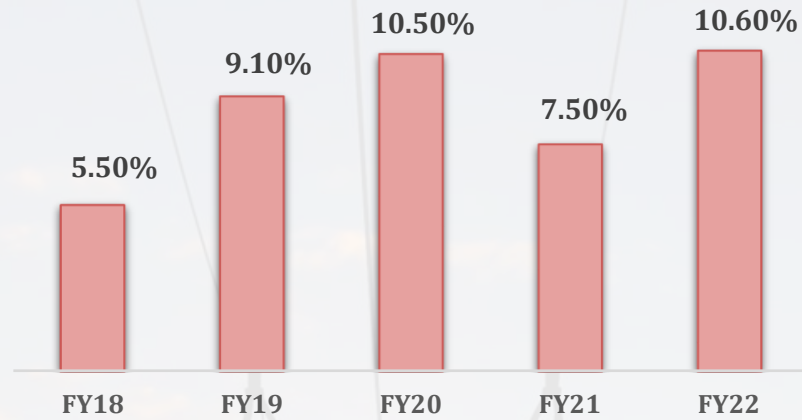
Key financial highlights



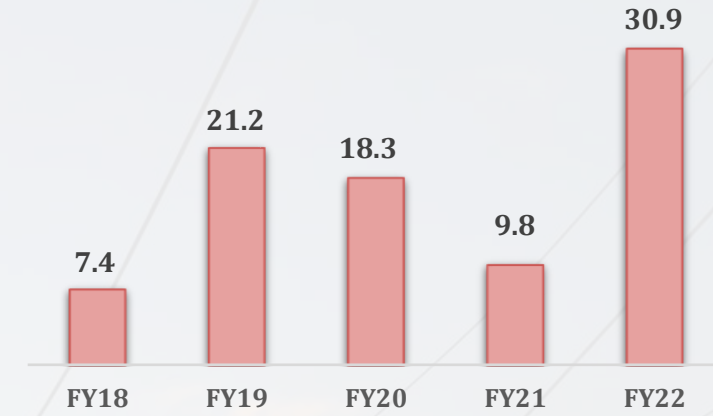
Revenue



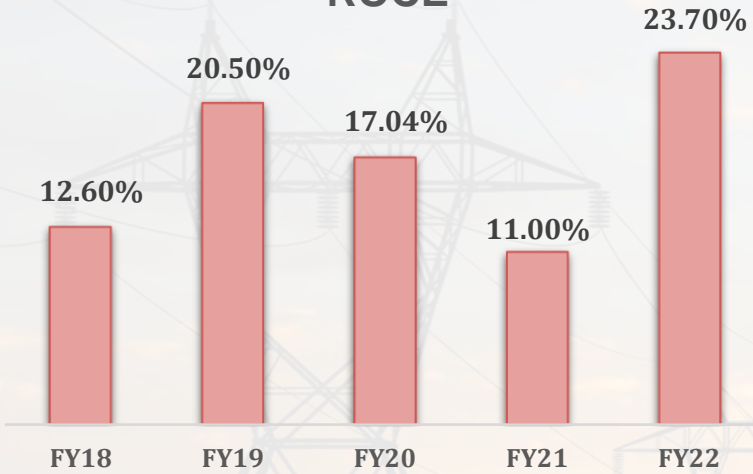
Operating Profit %



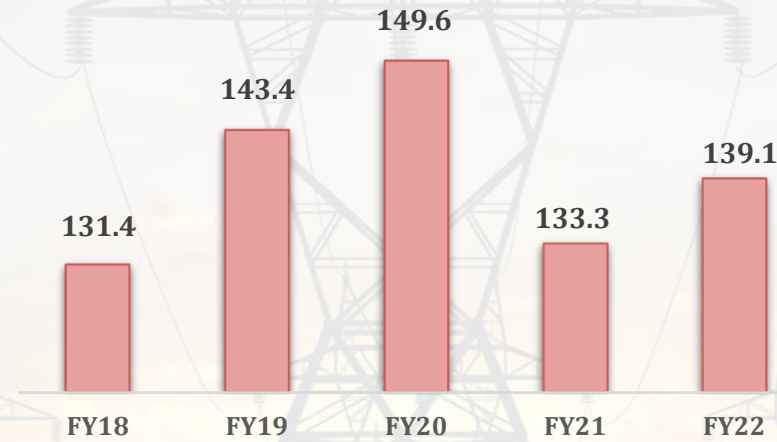
PAT



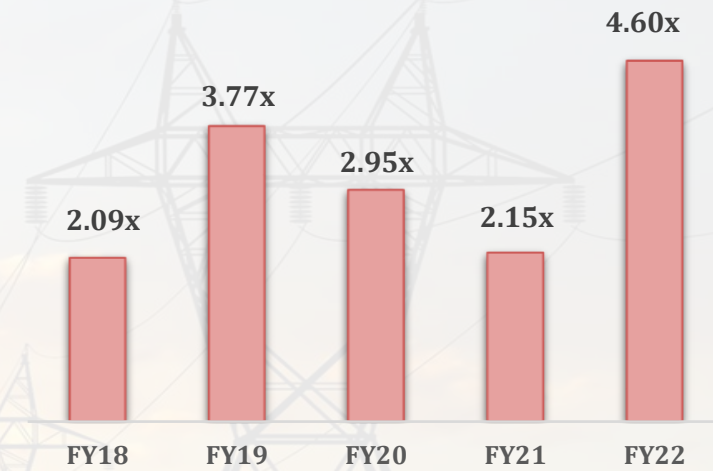
ROCE



Gross Debt



EBITDA/INTEREST

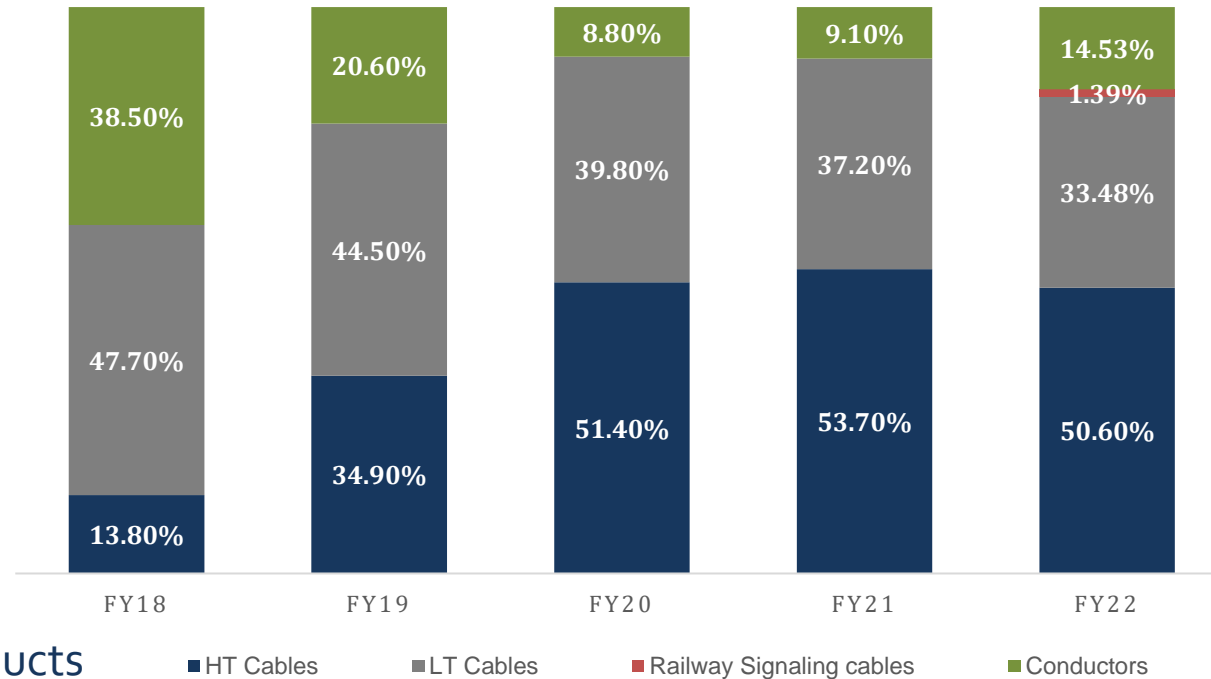


Credit Rating

- Crisil BBB+/ (LT bank facilities)
- Crisil A2 (ST bank facilities)

Revenue mix: In line with evolving market requirements

Product category wise



Key Highlight

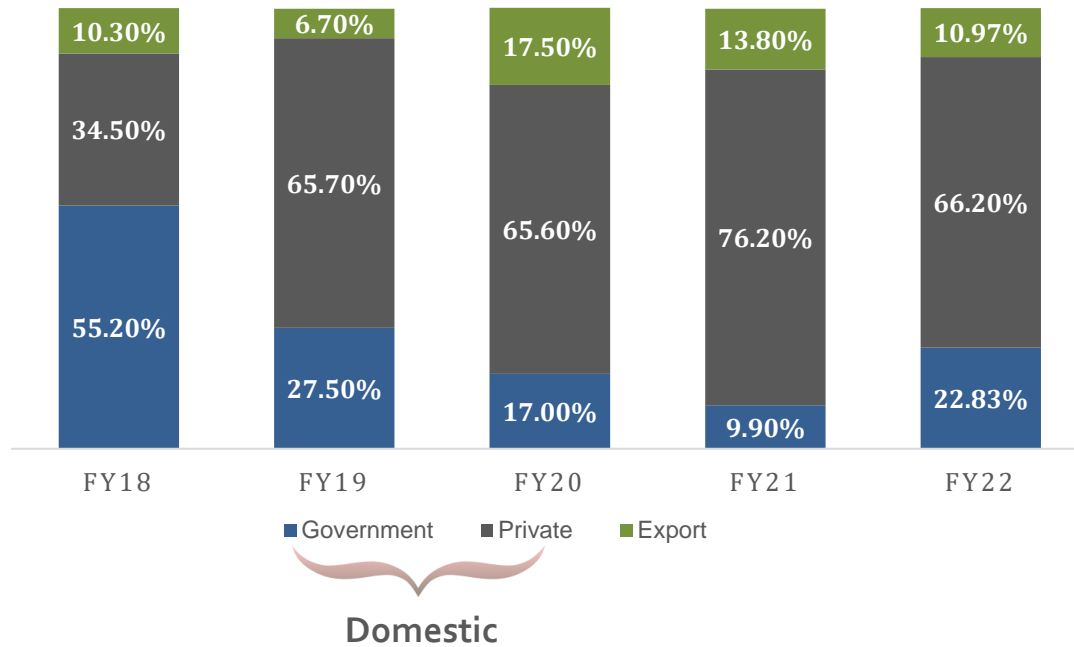
More focussed on high value add HT Cables , post consolidation 50%+ contribution in sales

Decreasing volume of low value added conductors

Started railway signaling cables in FY22 , it is expected to contribute significantly in future growth

Revenue mix: Market segments

rising share of high-growth segments



Outlook

Export disrupted in FY21 and FY 22

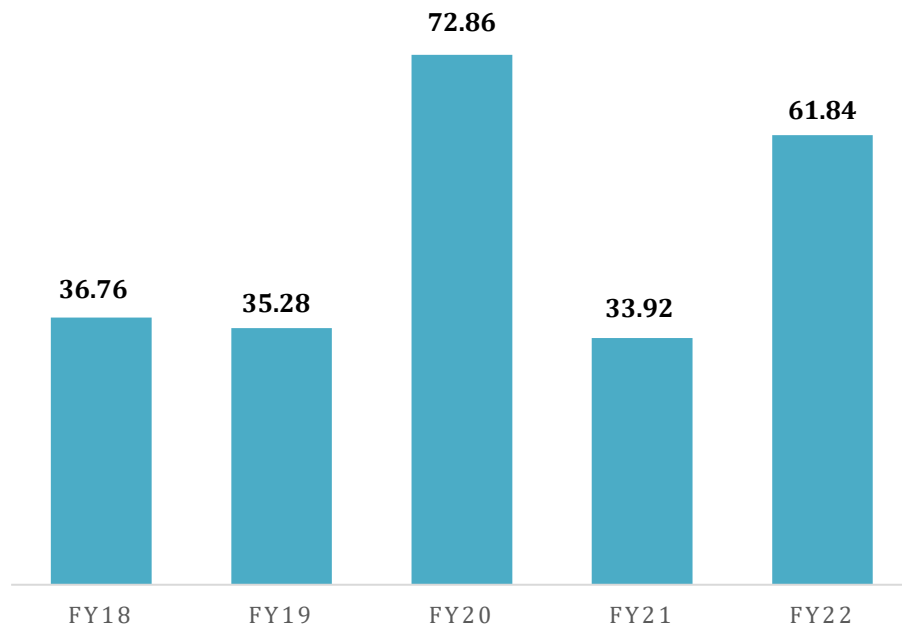
Focus on high quality private, and export customers

Selective in doing business with government discoms



Exports

(INR crore)



Note: Exports include deemed exports

Key growth opportunity—driven by power infrastructure investments in Africa and Asia.

Business is aligned with our current competencies and presence in export markets.

Exports contributed 11% share to overall sales, despite global supply chain disruptions .

Management Comment

Commenting on the performance , Mr. Ashish Mangal , Managing Director at Dynamic Cables said :

I am pleased to report that on back of our robust capabilities we were able to deliver a strong performance in FY 2021-22 with regard to improving market sentiments and focus on profitability alongside business growth and debt reduction. Our performance was driven by operational improvement as a result of lean manufacturing practices, selecting the right set of business, cost optimization, and increase in productivity.

Cognizant of the external challenges and rising inflationary pressures, we remain agile and nimble with our business portfolio and growth plans. Our strategic initiatives with regard to railway supplies, new product development, and exports will fuel our growth engine going ahead. We are focused on deploying consistent efforts towards introduction of newer products as well as extension of our core products.



Leadership Board



Rahul Mangal

Chairman and Non-Executive Director

Experience: 30 years

Engaged in manufacturing of transformer and CRGO Laminates at Mangal Electrical Industries Pvt Ltd , Jaipur



Sumer Sing Punia
Director (Non-Executive)



Ashok Kumar Bhargava
Independent Director



Ashish Mangal

Managing Director

Experience: 26 years

Leads production, marketing and quality control.

Responsible for overall management & leading the growth.

Expertise: Marketing, Finance and field study



Saurav Gupta
Independent Director



Shweta Jain
Independent Director



Leadership: Key management

Name	Designation	Expertise	Experience	Education
Murari Lal Poddar	CFO	Finance; accounts, banking	25 years	CA
Naina Gupta	CS	Legal; secretarial; compliance	3 years	CS & LLB
Umesh Bhai Mistry	Plant head 1	Overall plant operations with expertise in cable & conductor manufacturing; quality control; new product development	15 years	MSc in Applied Physics
Surendra Kumar Saini	Plant head 2		15 years	BE Electronics
MI Singhla	Plant head 3		35 years	BSc Engineering
Vijay Kumar Kushnappa	VP	Overall plant operations in which the expertise area are Cable & Conductor manufacturing, Quality Control, Design, New Product Development & Planning	35 years	BE (Electrical)
Suresh Kadam	Sales Head	Strategy Planning, Business development, Sales & Marketing Management specially in wires & Cable division, production promotion & Liaison	21 years	BE (Electrical) & MBA



Strengths

Infrastructure

Large capacities and best-in-class technology

Integrated business model with large manufacturing capacities resulting in operating and cost efficiencies. Each facility is fitted with the latest equipment and state-of-the-art technology.

Customer relationships

Long Standing relationships with large and diversified customer base located in India and 40+ countries

Design competencies

Strong product design
Focus on adding a range of value-added products through innovative manufacturing processes.

Market intelligence

Long-standing relationship with local agents in overseas countries helps engage closely with customer procurement teams for real time market updates.

Widespread presence in Indian markets in government as well as private and energy sectors.



Our focus

The bottomline



Enriching our product portfolio.

Increasing our presence in target geographies to capture evolving global market opportunities.

- To be a technology-driven organization
- To embrace innovation, explore technical collaboration, acquisitions, and invest in research & development.
- To grow exports to a significant share of annual revenue.
- To work towards improving operating margins through implementation of Industry 4.0, IoT, cost optimization, and lean management.
- Go eco-friendly with green energy adoption; preserve/use 'natural capital' sustainably; proactively include public interest in corporate priorities.
- To reduce debt.

Near Term

Attain cost leadership from Improvements in operating efficiency and productivity.
Align our products with market requirements.
Create IP for our R&D outcomes.

Medium Term

Development of new products/markets
Invest in new technologies

Long term

Evolve as a multi-location, multi-product entity.
Align with global supply chains of power transmission & distribution

Strategy

leverage core strengths

CORE COMPETENCE

Infrastructure cables

- Power & Transmission Cables
- Railway signaling cables; RDSO approved
- Other niche cables under R&D.



Institutional supplies

- Developing new markets with emphasis on exports.
- Focus on working with premier private power infra & EPC companies
- Improving quality of business and customers.

OPPORTUNITY

- Swift turnaround post COVID-19
- Exciting growth opportunity in Indian Power Transmission & Distribution Sector
- Continuous Push towards Renewable energy
- Growth opportunity: INR 1000-1500 crores p.a.
- Consolidation of small & marginal players



Opportunity

➤ Multiple Drivers of growth in core business

India

3X to 7X increase in daily electricity demand over the next 20 years.

By 2040, IEA anticipates India's installed power capacity to grow to up to 1500 GW (World Energy Outlook 2019 Stated Policies Scenario). This will push the scale of India's power market beyond the size of the EU's synchronized grid, which connects around 1000 GW of installed generation across 27 countries, and bring it much closer to the size of China's grid, which handled 2000 GW in 2019.

In the Union Budget 2021-22, Govt allocated INR 3tn for power distribution schemes over the next 5 yrs.

Schemes such as Deen Dayal Upadhyay Gram Jyoti Yojna (DDUGJY) and Integrated Power Development (IPD) expected to augment electrification across country.

Power sector has attracted FDI inflow of ~USD15bn in last 20 years.

➤ Growth options around current competencies

Railway signaling business will have sizeable share in the overall business; may bring higher-than- expected growth in the next 2-3 years.

Exports to receive better than expected traction once global supply chain issue normalizes

Global

Increased energy demands in Asia Pacific, Middle East, and South America leading to heavy investments in smart grids; will fuel demand for low-voltage cables.

Growth in power distribution and automotive/non-automotive applications to drive demand.





DYNAMIC CABLES LIMITED

Thank you

Dynamic Cables Limited

+91 141 4042005, 2262589

investor.relations@dynamiccables.co.in

F-260, Road Number 13 V.K.I Area, Jaipur, Rajasthan India

