



DYNAMIC CABLES LIMITED
INVESTOR PRESENTATION
2019-20

SAFE HARBOUR

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WHO ARE WE

Dynamic Cables is manufacturer of power cables used in transmission, sub-station and distribution

Company is supplying cables in power distribution projects of DISCOMS & private distribution companies, industrial set-ups, renewable energy projects, railway signaling, etc.

Supplies are made either directly to the distribution company or through EPC contractor of the project

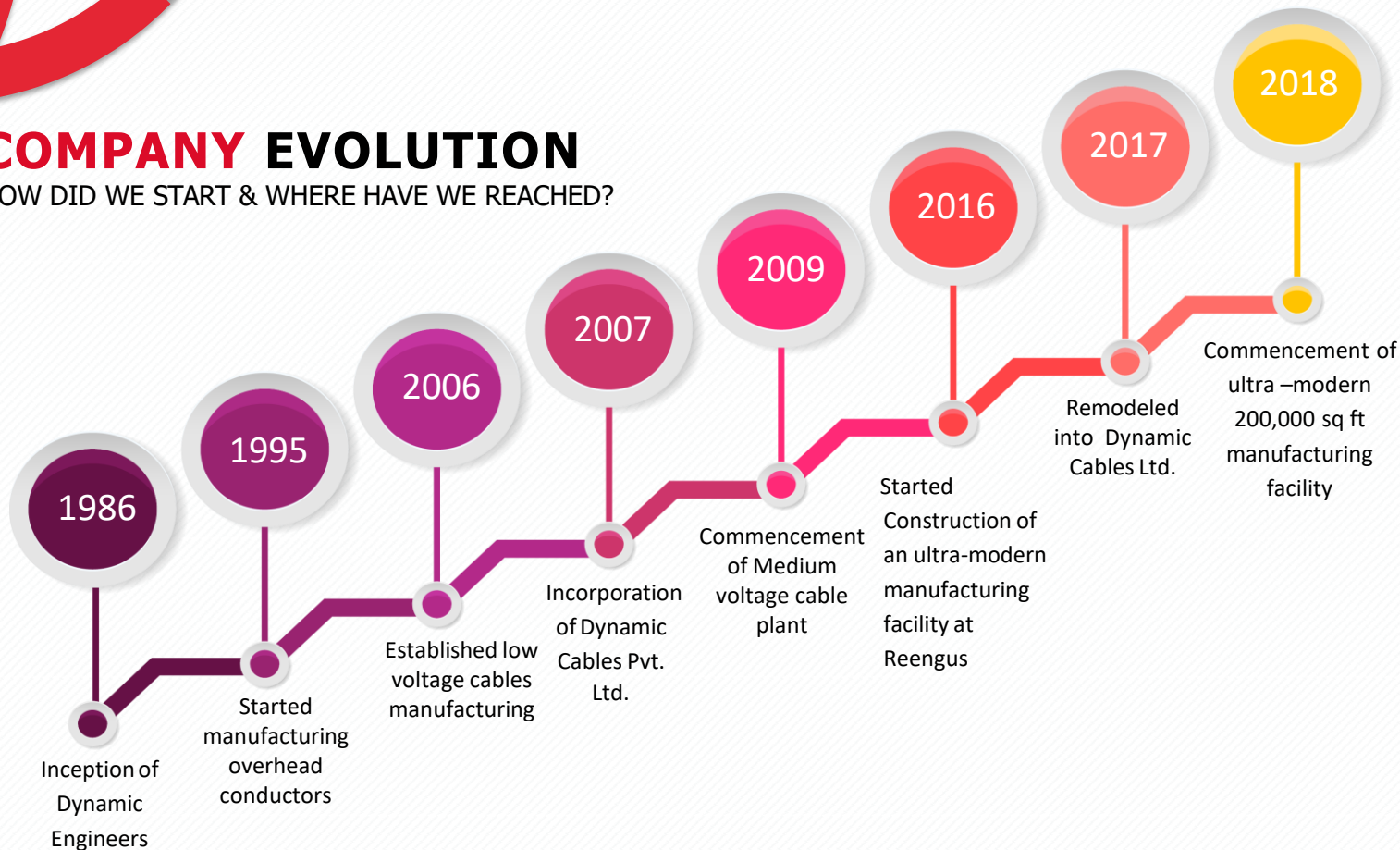
Manufacturing facilities, based at Jaipur, equipped with latest technology – one of the few companies having CCV extrusion line, procured from Scholz Autoclaves, Germany

Company started cable business in 2006 by manufacturing & exporting low voltage cables and has now become a reliable & reputed name in power cables market

Listed on BSE SME platform through IPO in December 2017 and will be migrated on the main board of BSE w.e.f October 01, 2020

COMPANY EVOLUTION

HOW DID WE START & WHERE HAVE WE REACHED?



CORPORATE OVERVIEW

Products:

Approved with all the major players in the power distribution/EPC market and Railways

- Power cables (XLPE) upto 66kv
- Power cables (Aerial bunched) upto 36kv
- Power control & instrumentation cables
- Flexible and Industrial cables
- Solar cables
- Railway signaling cables

Management:

Young, Focus, Discipline and Hunger to Grow

- Ashish Managal, along with his brother Rahul Mangal, is co-promoter and Managing Director
- Aged 45 years, he has 22 years of experience in wires & cables business
- Dynamic cables holds his sole operational interest
- Professional team managing affairs of the company

Clients:

Long standing relationship with the clients.

- DISCOMS
- EPC contractors
- Industrial
- Power generation companies
- Renewable Energy companies
- Export

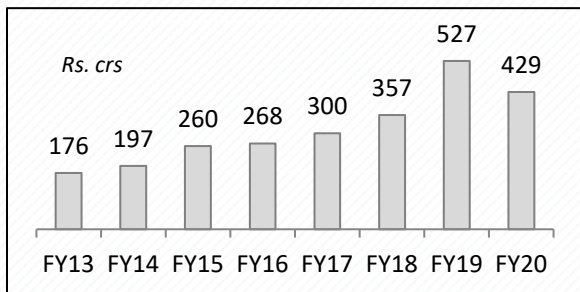
Plants:

Comparable with the top cable manufacturers - capacity of processing 40,000MTPA of aluminum/copper cables.

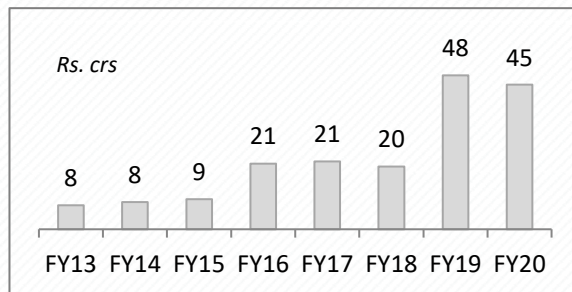
- Plant 1: Vishwakarma Industrial Area, Jaipur
- Plant 2: Vishwakarma Industrial Area, Jaipur
- Plant 3: Khatushyamji Industrial Area, Reengus
- Fully equipped NABL certified laboratory for testing and quality control
- Compliance with many international standards

KEY FINANCIALS

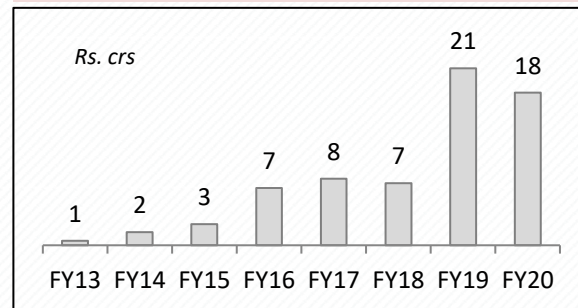
Sale: 7yrs CAGR of 13.5%



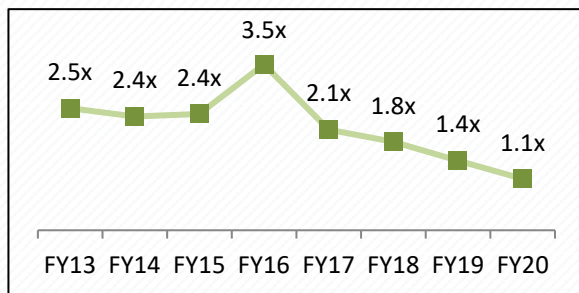
EBITDA: 7yrs CAGR of 29.5%



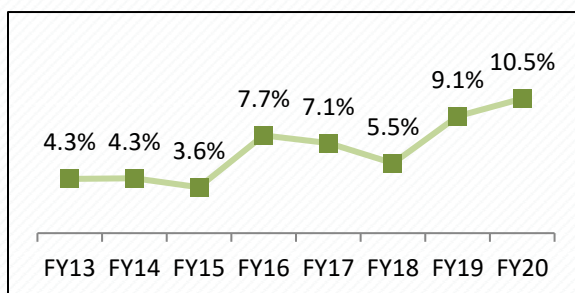
PAT: 7yrs CAGR of 66.5%



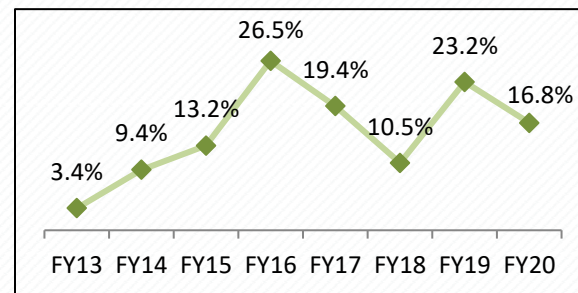
Debt/Equity Ratio



EBITDA Margin



ROE



BUSINESS OUTLOOK

Industry Landscape:

Power is as essential as food, water & air and so is power infrastructure

- Domestic wires & cables industry size is estimated to be Rs.50,000crs. In addition, the export is estimated to be \$1bn, which is about Rs.7500crs.
- Industry is divided into 2 main segments – power cables & communication cables.
- Power wires & cables industry size is estimated to be Rs.33,500crs and balance 24,000crs comprise of communication & other segments.
- Domestic power wires & cables industry is categorised in Institutional and retail segment – both categories having almost equal size.
- As such addressable market of Dynamic is approx. Rs.18,500crs

Long term growth prospects:

Large gap between the existing & desired power infra. Long term industry growth estd. to be 8-10%.

- Increase in per capita energy consumption
- Set-up of distribution infrastructure in rural areas & modernization of urban infrastructure
- Investment in manufacturing sector
- Step-up pace of impending power reforms

Current Slowdown:

Lack of a self-sufficient power ecosystem thereby dependency upon Government spending

- Lack of Govt. focus on post 2019 union elections, now aggravated by delays due to Covid-19.
- Financial distress of state owned power DISCOMS
- Slowdown in private sector capex

GROWTH STRATEGY

Enhance our product offerings – EV cables and auto cables are new products under development

Diversify into communication cables – Optical Fiber cables (OFC) under development

Increase contribution of export sale by increasing focus on overseas markets

Decrease contribution of Government business to develop higher resilience

Focus of increasing capacity utilisation and generating higher operating cash flows

Future capital allocation towards working capital for business growth, capex for new business and reduction of debt



ANNEXURES

OUR SPECIALIZATIONS

- MV & LV XLPE Power Cables (up to 66kV): Up to 1000 sq. mm
 - MV & LV Aerial Bunched Cables (up to 36kV): Up to 400 sq. mm
 - LV PVC Power/Control Cables: Up to 400 sq. mm
 - ACSR/ AAA / AA Conductors (up to 61 strands) Bare/ Insulated: Up to 1000 sq. mm
 - FRLS/ FR/ LSZH Cables
 - Solar Cables
 - Communication Cables, AIRDAC Cables & Bare/ Insulated Copper Conductors
 - Earth wires & stay wires
 - MV Covered Conductor Upto 630 Sqmm
 - Railway Signaling Copper cables
 - UL Products
- XHHW-2 ,XHHW, XHH Cable - Upto 1500 MCM
- SIS Wire Upto 4/0 AWG
- RW75 Upto 1500 MCM
- R90 ,RW90 - Upto 1500 MCM

WHAT WE OFFER

OUR ILLUSTRIOUS PRODUCT RANGE



AAA Conductors



ACSR Conductors



Bare-Copper Conductors



Covered Conductors



Control LV-AB Cables



LV-AB Cables



MV-Copper Cables



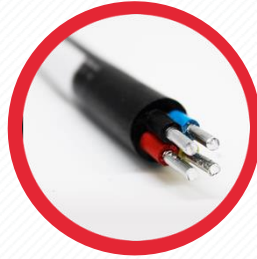
MV-Power Cables

WHAT WE OFFER

OUR ILLUSTRIOUS PRODUCT RANGE



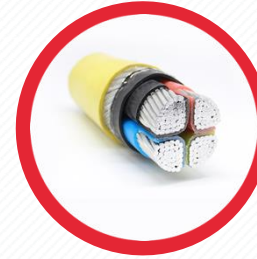
Control Cables



LV-Concentric Cables



LV-Copper Concentric Cables



LV-FRLS Cables



LV-PVC Cables



LV-XLPE Cables



MV-AB Cables

OUR GLOBAL REACH

The brand enjoys high customer retention and has built loyalty and trust among clients around the world.

- | | | |
|----------------|------------------|-----------------------|
| 1. India | 17. Tanzania | 33. Trinidad & Tobago |
| 2. Afghanistan | 18. Rwanda | 34. Myanmar |
| 3. Syria | 19. Mozambique | 35. South Africa |
| 4. Jordan | 20. Mauritius | 36. Sri Lanka |
| 5. Senegal | 21. Burkina Faso | 37. Zanzibar |
| 6. Gambia | 22. Gabon | 38. Mali |
| 7. Guinea | 23. Malawi | 39. Mauritania |
| 8. Liberia | 24. Iraq | 40. Sierra Leone |
| 9. Ghana | 25. Mauritania | 41. Benin |
| 10. Nigeria | 26. Libya | 42. Brazil |
| 11. Togo | 27. Yemen | 43. Peru |
| 12. Benin | 28. Zambia | 44. Chile |
| 13. Ethiopia | 29. Laos | 45. USA |
| 14. Kenya | 30. Nepal | |
| 15. Uganda | 31. Bhutan | |
| 16. Congo | 32. Australia | |



A GLIMPSE AT OUR CLIENTELE

SOME OF THE INTERNATIONAL BRANDS THAT BESTOW THEIR TRUST ON US



A GLIMPSE AT OUR CLIENTELE

SOME OF THE DOMESTIC BRANDS THAT BESTOW THEIR TRUST ON US



SIEMENS



A Maharatna Company



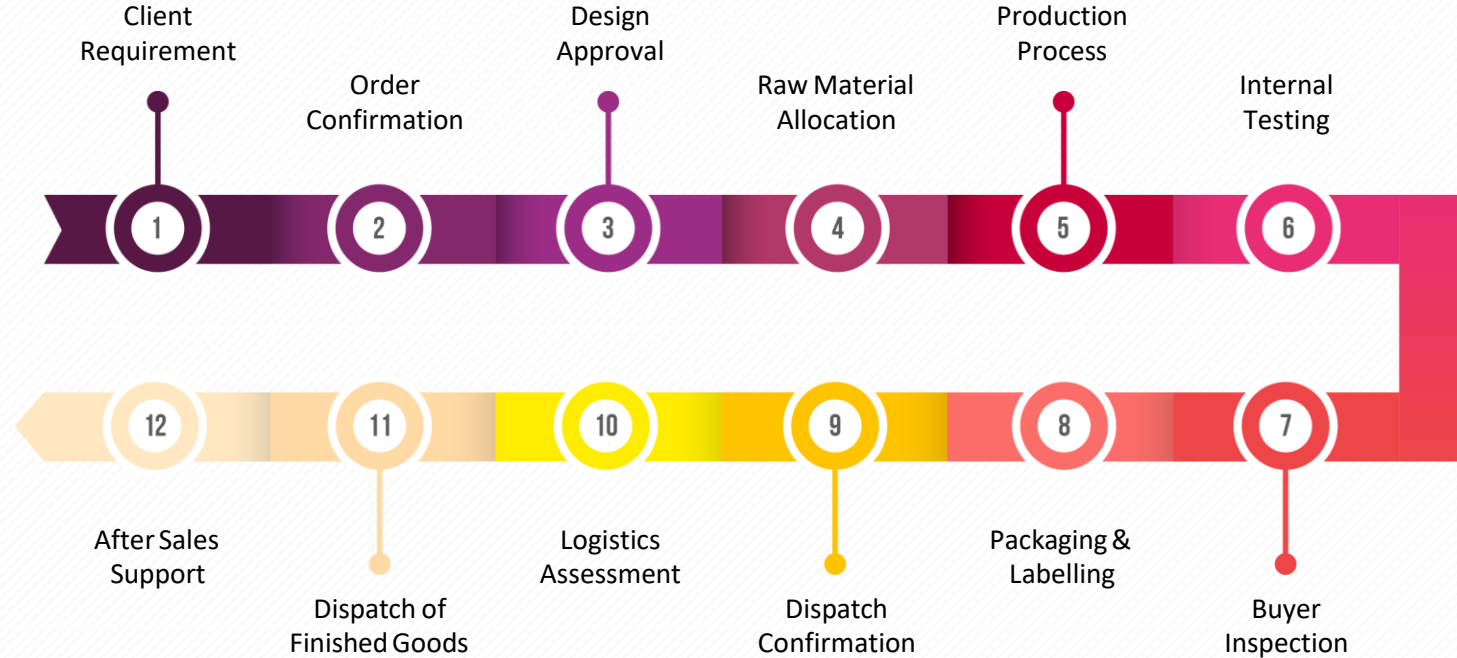
VOLTAS

STERLING & WILSON



HOW WE FUNCTION?

A STEP BY STEP PROCESS TO ENSURE AN ERROR-FREE EXPERIENCE





WHY US?

QUALITIES THAT SET US APART

INFRASTRUCTURE

Large capacity & World Class technology

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

CLIENTELE

Client Relationship

Longstanding relationships with large and diversified customer base located in India and across 31 international market

DE-RISKING

Strong Product Design

Focus on adding a range of value added products through innovative manufacturing processes.

MARKETING

Market Intelligence

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

Widespread Presence in Indian Markets in Govt. as well as private power & energy sector.



BUSINESS PERFORMANCE

REVENUE STATEMENTS*

INR CR

PARTICULARS	INR CR		
	31 st MARCH2020	31 st MARCH2019	31 st MARCH 2018
Revenue	428.59	526.54	356.91
Expenditure	383.43	478.39	337.39
Operating Profit	45.16	48.15	19.52
Operating Profit Margin %	10.54	9.14	5.47
Other Income	2.87	5.67	3.45
Depreciation	8.75	8.33	2.18
EBIT	39.27	45.49	20.79
Interest	15.32	12.78	9.42
PBEIT	23.95	32.71	11.37
Exceptional/ Prior Period Item	-	-	-
PBT	23.95	32.71	11.37
Tax	5.63	11.48	3.94
PAT	18.32	21.23	7.43
NPM %	4.27	4.03	2.08

*All financial data in this presentation is obtained from the audited/ unaudited financial statements and the various ratios are calculated based on these data.

BUSINESS PERFORMANCE

BALANCE SHEET*

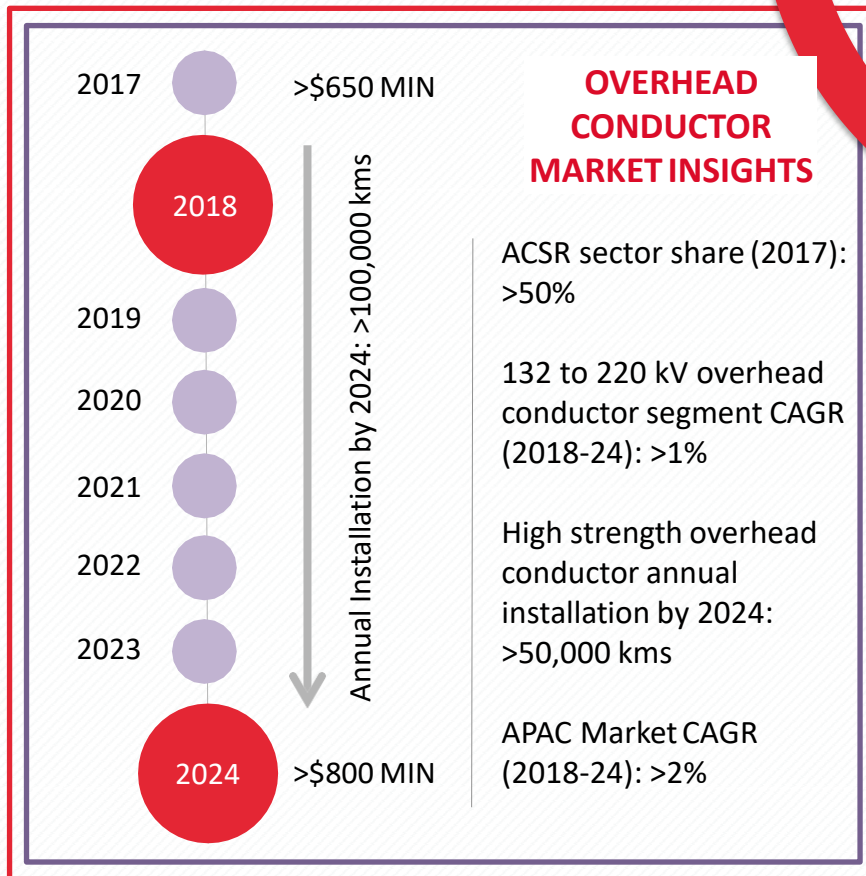
PARTICULARS	INR CR		
	31 st MARCH 2020	31 st MARCH 2019	31 st MARCH 2018
LIABILITIES			
Share Capital	22.01	22.01	22.01
Reserves & Surplus	87.36	69.71	49.14
Net Worth	109.38	91.71	71.15
Share Application Money Pending Allotment	-	-	-
Non Current Liabilities			
- Long Term Borrowings	47.27	49.26	53.24
- Deferred Tax Liabilities (Net)	0.87	2.08	1.27
- Other Long Term Liabilities	0.13	0.13	0.25
- Long Term Provision	1.01	0.67	0.53
Current Liabilities	142.37	148.06	111.87
Total Liabilities	301.02	291.92	238.31
ASSETS			
Non Current Assets			
- Fixed Assets	55.81	57.71	55.99
- Non Current Investments	-	-	-
- Deferred Tax Assets (Net)	-	-	-
- Long Term Loans & Advances	1.82	1.37	1.11
- Other Non Current Assets	0.23	9.01	7.22
Current Assets	243.15	223.83	173.98
Total Assets	301.02	291.92	238.31

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GLOBAL OVERVIEW

CABLES & OVERHEAD CONDUCTORS INDUSTRY*

- The global wires and cables market size was estimated at USD 186.09 billion in 2017 and is estimated to witness a CAGR of 6.4% over the period of 7 years.
- Increased energy demands in Asia Pacific, Middle East, and South America have resulted in heavy investments in smart grids in these regions. This will fuel the demand for low voltage cables.
- Growth in the power distribution sector and applications in automotive and non-automotive industries will also drive their demand.
- Asia Pacific's cable market is expected to register the fastest CAGR by 2025.



* Data from gminsights (conductors) & Grand View Research.

CONNECT WITH US

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THANK YOU

We look forward to providing you with quality products and excellent customer service.

