



Dynamic Cables Limited

(Govt Recognised STAR Export House)
(An ISO 9001:2015, 14001:2015 & 45001:2018 Company)

www.dynamiccables.co.in

Date: September 06, 2021

To,

**BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street
Mumbai—400 001**

Ref: Dynamic Cables Limited – Scrip Code – 540795

Subject: Disclosures pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI (LODR)”)

Dear Sir/Madam,

With reference to the 14th Annual General Meeting (“AGM”) of the Company held on Monday, September 06, 2021 through Video Conferencing (“VC”) or Other Audio Visual Means (“OAVM”) please find enclosed the following;

1. Proceedings as required under the Regulation 30, Part A of Schedule - III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations as Annexure – I
2. Corporate presentation of the company displayed during the AGM as Annexure - II.

Recording of the AGM of the company is also made available on the company’s website at www.dynamiccables.co.in

Thanking you,
For Dynamic Cables Limited

Honey Chordia
(Company Secretary and Compliance Officer)
M. No. A41995



Encl.: as above



CIN: L31300RJ2007PLC024139

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HT Upto 66KV & LT Aerial Bunched, Power, Control & Railway Signalling Cables, ACSR/AAC / AAAC / MVCC Conductors.

**SUMMARY OF PROCEEDINGS OF THE 14th ANNUAL GENERAL MEETING OF
DYNAMIC CABLES LIMITED:**

The 14th Annual General Meeting (AGM) of the Members of Dynamic Cables Limited ('the Company') was held on Monday, September 06, 2021 at 4.00 P.M (IST) through Video Conferencing ("VC") or Other Audio Visual Means ("OAVM"). The meeting was held in compliance with the General Circulars issued by the Ministry of Corporate Affairs (MCA) and circulars issued by the Securities and Exchange Board of India (SEBI) and as per the applicable provisions of the Companies Act, 2013 and the Rules made thereunder.

DIRECTORS IN ATTENDANCE
Mr. Rahul Mangal (Chairman), joined over VC from Jaipur
<i>Non- Executive Director & Chairman of Corporate Social Responsibility Committee</i>
Mr. Ashish Mangal, joined over VC from Jaipur
<i>Managing Director</i>
Mrs. Shalu Mangal, joined over VC from Jaipur
Whole time Director
Mr. Sumer Singh Punia joined over VC from Jaipur
Additional Director (Non- Executive)
Mr. Ashok Kumar Bhargava, joined over VC from Jaipur
<i>Independent Director, Chairman of Audit, Nomination & Remuneration and Stakeholder Relationship Committee</i>
Mr. Saurav Gupta, joined over VC from Jaipur
<i>Independent Director</i>
Ms. Nehal Sharma, joined over VC from Jaipur
<i>Independent Director</i>
Mr. Murari Lal Poddar, joined over VC from Jaipur
<i>Chief Financial Officer</i>
Mr. Honey Chordia, joined over VC from Jaipur
<i>Company Secretary & Compliance Officer</i>
OTHER REPRESENTATIVES
Statutory Auditors, joined over VC from Jaipur
<i>Mr. Manish Suri (Partner) - Madhukar Garg & Co.</i>
Internal Auditors, joined over VC from Jaipur
<i>Mr. Ritul Patwa (Partner) – Ritual Patwa & Co.</i>
Secretarial Auditors/ Scrutinizer, joined over VC from Jaipur
<i>Mr. Manoj Maheshwari (Partner) – V.M. & Associates</i>
QUORUM OF THE MEETING
Being requisite quorum present, the Chairman called the meeting to order.

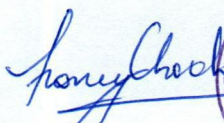

The meeting commenced at 4:00 PM (IST) and concluded at 5:05 PM (IST).

Mr. Rahul Mangal chaired the meeting. The Chairman informed that this annual general meeting is being held through video conference in accordance with the circulars issued by the Ministry of Corporate Affairs and SEBI. He requested his colleagues to introduce themselves. The requisite quorum being present, the Chairman called the meeting to order. All the directors of the Company attended the meeting. The Chairman welcomed all shareholders, auditors and other invitees joining over VC. Managing Director delivered his speech followed by a corporate presentation. Managing Director informed that the Company had provided members the facility to cast their vote electronically, on all resolutions set forth in the Notice. It was further informed that there would be no voting by show of hands. Honey Chordia, Company Secretary, provided the summary of the statutory auditors' report and secretarial audit report for the financial year 2020-21. The following items of business, as per the Notice of AGM dated August 08, 2021, were transacted at the meeting. Shareholders were provided a facility to ask questions or express their views through VC, audio and through chat. Managing Director informed that clarifications will be provided to the queries raised by the members.

Item No.	Business Item	Resolution type
Ordinary Business		
1.	Adoption of Financial Statements and the reports of the Auditors and Board of Directors thereon.	Ordinary
2.	Appointment of director in place of Mrs. Shalu Mangal who retires by rotation and being eligible, offers herself for re-appointment.	Ordinary
3.	Declaration of Dividend	Ordinary
Special Business		
4.	Ratification of remuneration of Maharwal & Associates, Cost Auditors of the company for the financial year ending March 31, 2022	Ordinary
5.	Appointment of Mr. Sumer Singh Punia as Director	Ordinary

The Board of Directors has appointed Mr. Manoj Maheshwari, Practicing Company Secretary, as the scrutinizer to supervise the e-voting process. The Chairman authorized the Company Secretary to declare the voting results, intimate the stock exchanges and place the same on the website of the Company.

For Dynamic Cables Limited

Honey Chordia
(Company Secretary and Compliance Officer)
M. No. A41995



DYNAMIC CABLES LIMITED

Focused growth through
core strengths

14th Annual General Meeting
6th September 2021





Safe Harbour

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Agenda

01

About us

02

Financials

03

Vision and strategy

04

Opportunities, strengths, differentiators



Dynamics Cables Ltd is a 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.



Snapshot

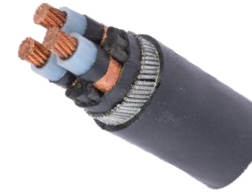


Revenue (FY21)	INR 342.6 crore
PAT (FY21)	INR 9.8 crore
Incorporated	April, 2007
Shares Issued	2,20,14,000
Shareholding (As on June 2021)	
Promoters	74.16%
Others (public as on June 2021)	25.84%
Stock codes	
Reuters	DYNB.BO
Bloomberg	DYCL:IN
BSE	(DYNAMIC 540795 INE600Y01019)

Our products

HT Cables

66kV power cables
MV aerial bunched conductors
MV power cables copper



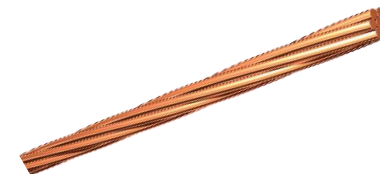
LT Cables

LV power cables copper
LV aerial bunched cables
LV power cables aluminum
LV control cables
LV concentric cables
Railway signaling cables
Galvanized stay wires



Conductors

Bare conductors
Insulated conductors
MV Covered Conductors





Global presence

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

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

31 Years

of **TRUST & RELIABILITY**

Government Clients



International Clients

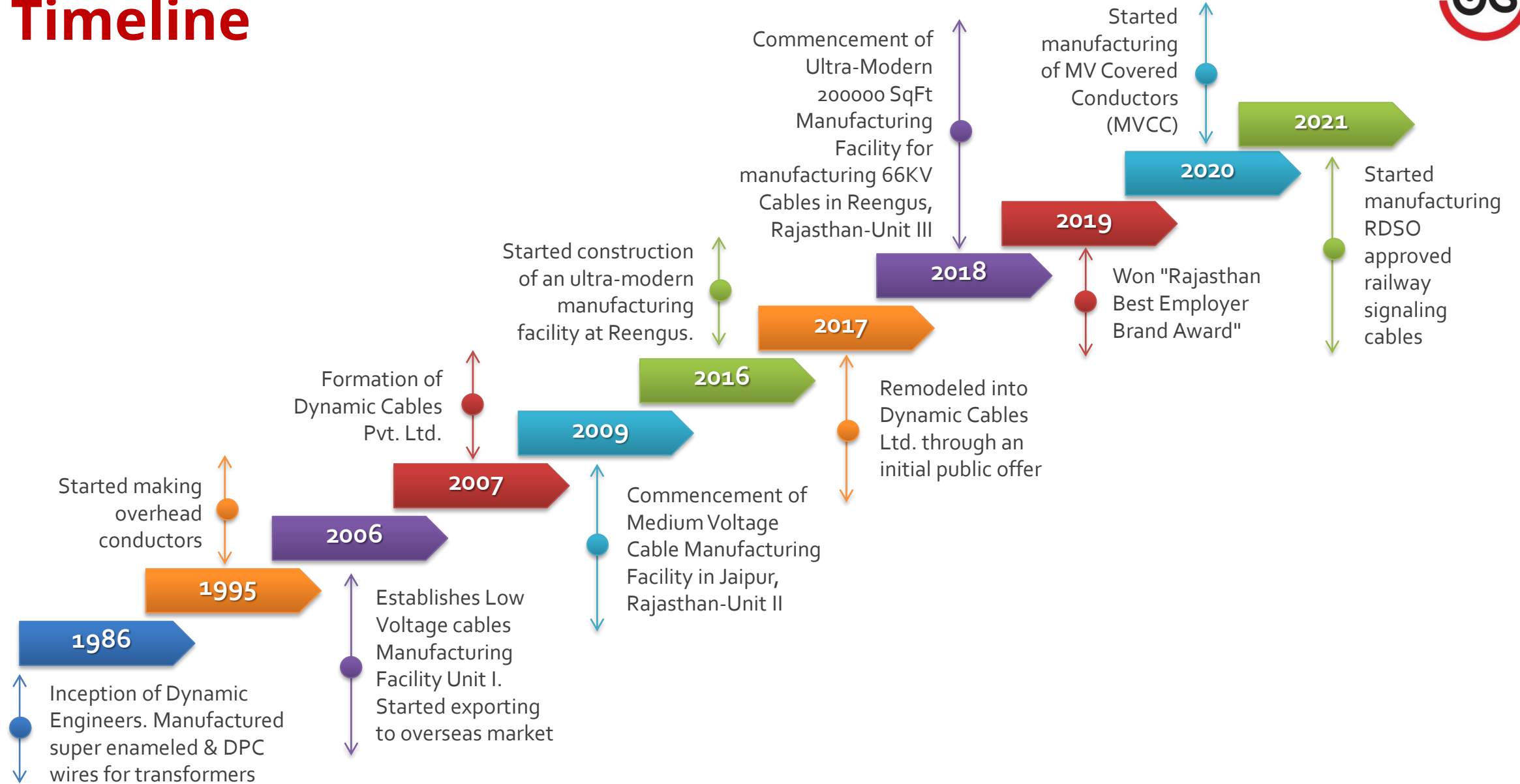


Private Clients



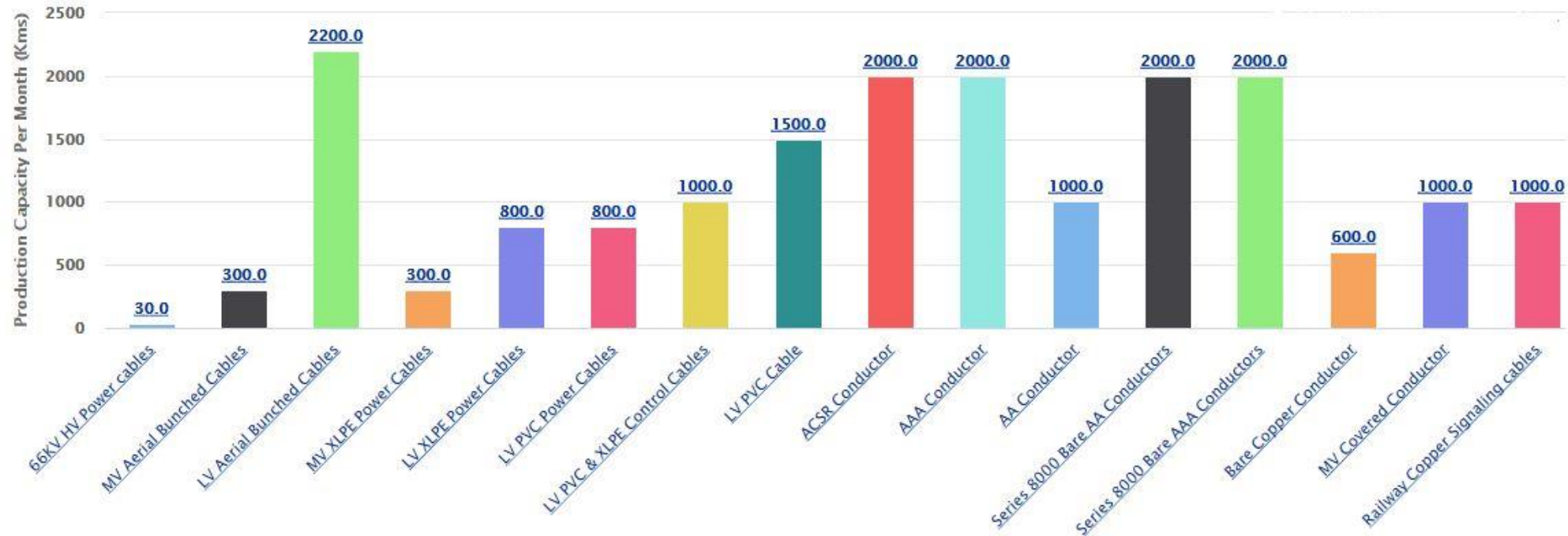


Timeline





Infrastructure & Manufacturing



Current capacity of the plants can generate Rs 800- 1000 Crs of revenue, with marginal capex
Telepresence robots for process inspection and clean room operations

Manufacturing plants at 3 sites—2 in Jaipur; 1 at Reengus

- Site 1 Jaipur Plant F-260, Road No. 13, VKI Area Jaipur 302013, Rajasthan, India
- Site 2 Jaipur Plant H-581-A to H-592-A & H1 -601 (B), Road No. 6, VKI Area, Jaipur 302013, Rajasthan, India
- Site 3 Reengus Plant A-129, A-129A, A-130, SKS Industrial Area, Reengus, Tehsil Shree Madhopur, Distt., Sikar-332404, Rajasthan, India



5-year financials

(INR crore)

Particulars	FY17	FY18	FY19	FY20	FY21
Revenue	300.0	356.9	526.5	428.6	342.6
Operating EBITDA	21.2	19.6	48.2	45.2	25.6
EBITDA margin	7.1%	5.5%	9.1%	10.5%	7.5%
Interest	9.2	9.4	12.8	15.3	11.9
Depreciation	2.0	2.2	8.3	8.8	8.3
PBT	12.1	11.4	32.7	24.0	13.4
Tax	4.1	3.9	11.5	5.6	3.6
PAT	8.0	7.4	21.2	18.3	9.8
ROCE%	16.7%	10.3%	20.3%	17.0%	10.8%
ROE%	19.4%	10.5%	23.2%	16.8%	8.4%
Cash flow from operations	21.9	(22.5)	17.7	37.3	26.0
Capex	10.8	30.6	10.2	7.0	6.9
Gross Debt*	86.5	131.4	143.4	149.6	133.3
Cash & equivalents**	3.3	10.5	9.8	21.1	22.6

* Includes LC creditors ** Includes FD under BG margin

Consolidation of business towards value added products in last 2 years. Post General Elections in 2019 and Covid related disruption, now on a strong sustainable growth track.

Improvement in operating margins due to change in revenue mix, operating leverage and effective cost management.

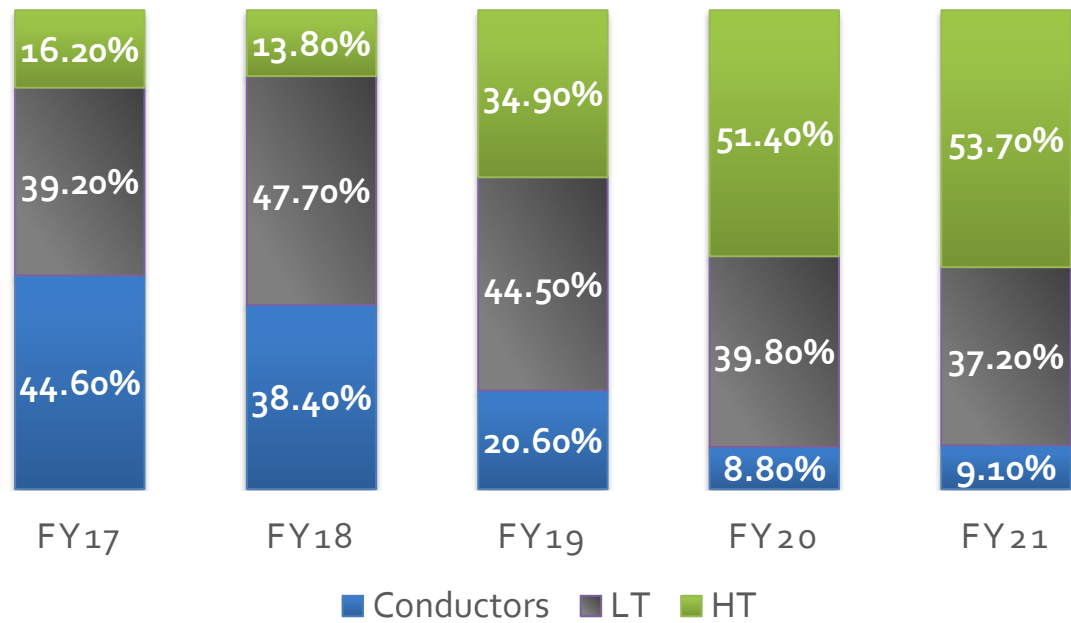
Positive cash flow from operations in four out of last five financial years.

Cash flow generation from operations were used in capex & debt service/repayment.

Finance cost reduced in FY21 as a result of debt reduction and better interest rate negotiation with bank.

Revenue mix: In line with evolving market requirements

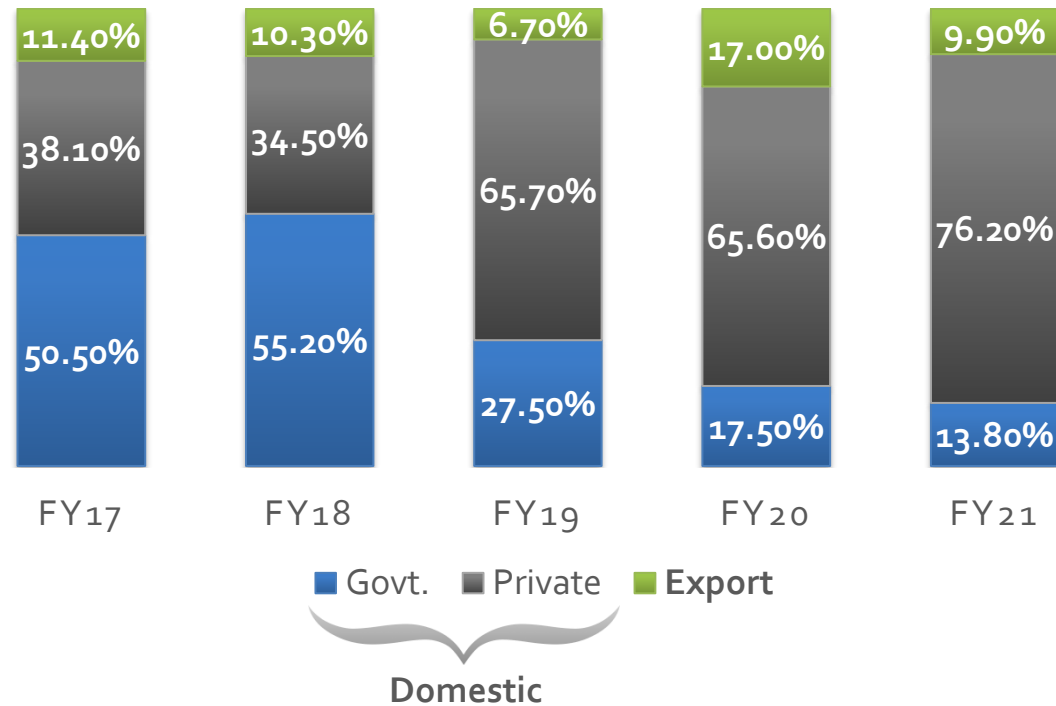
Products



Focused efforts towards high value add products

Revenue mix: Market segments

rising share of high-growth segments

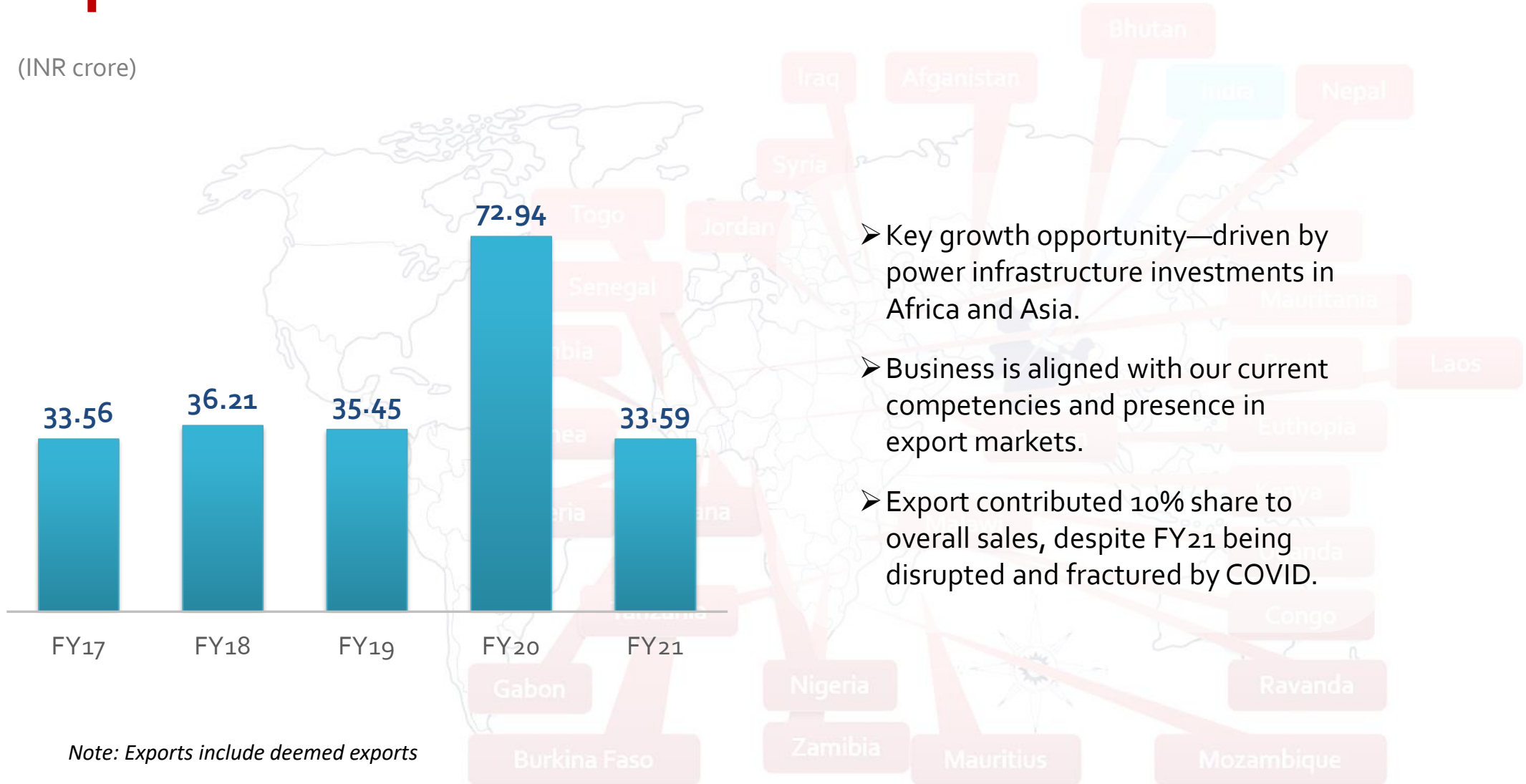


Outlook

- Export & railways expected to contribute significantly in future growth.
- Focus on good quality government, private and export customers.

Exports

(INR crore)



- Key growth opportunity—driven by power infrastructure investments in Africa and Asia.
- Business is aligned with our current competencies and presence in export markets.
- Export contributed 10% share to overall sales, despite FY21 being disrupted and fractured by COVID.

Note: Exports include deemed exports



Healthy recovery in Q4FY21 continued into Q1FY22

Indicates a sustainable medium-term revival of the business cycle

	Q1FY22	Q4FY21
Operating Revenue	114.5	139.2
Operating EBITDA	12.0	11.6
EBITDA%	10.5%	8.3%
PAT	5.5	5.4
Debtors outstanding	122.8	127.7

INR crore

Focus towards augmenting operating efficiencies have started to bear results.

Increased productivity is getting reflected in the margins.

Post-COVID, while many peers operated below pre-COVID levels, Dynamic is one of the few cable manufacturers that has delivered growth over pre-COVID levels.





Our focus

- › 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 & lean management.
- › Go increasingly eco-friendly through green energy adoption.
- › 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

Growth Strategy

Cost rationalization through efficiency, improvement, innovation



Focus on raising capacity utilization and increasing operating cash flows.

Future capital allocation towards:

Working capital for business growth.

Optimized maintenance and growth capex

Debt reduction

Targeted investments in growth markets



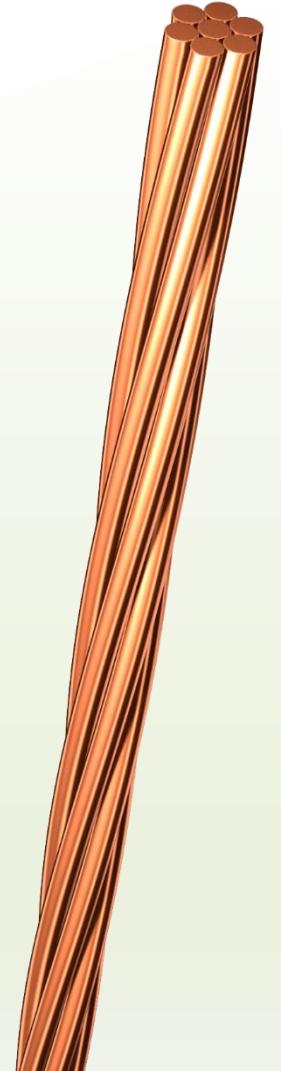
Increasing focus on overseas markets

Develop higher resilience through reduced contribution of government business

Enriching product portfolio and increasing brand visibility



Diversified and enhanced product offerings aligned with evolving market needs.



Achieving the strategy

Leverage core strengths

CORE COMPETENCE

Infrastructure cables

Railway signaling cables; RDSO approved.
Communication cables under R&D.



Institutional supplies

Developing new markets with emphasis on exports.
Improving quality of business and customers.

OPPORTUNITY

Swift turnaround post extended Covid disruption
Growth opportunity: INR 1000-1500 crores p.a.
Consolidation of small & marginal players





Leadership: Board



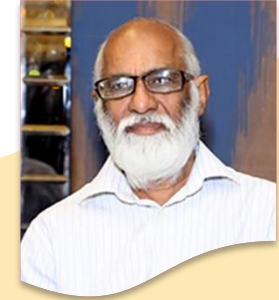
Rahul Mangal
Chairman and Non-Executive Director



Shalu Mangal
Whole Time Director



Sumer Sing Punia
Additional Director (Non-Executive)



Ashok Kumar Bhargava
Independent Director



Ashish Mangal
Managing Director

Experience: 25 years

Leads production, marketing and quality control.
Responsible for overall management & leading the growth.

Expertise: Marketing, Finance and field study



Saurav Gupta
Independent Director



Nehal Sharma
Independent Director



Leadership: Key management

Name	Designation	Expertise	Experience	Education
Murari Lal Poddar	CFO	Finance, Accounts, Banking	25 Years	CA
Honey Chordia	CS	Legal, Secretarial & Compliance	6 Years	CS, LLB
Umesh Bhai Mistry	Plant head 1	Overall plant operations in which the expertise area are Cable & Conductor manufacturing, Quality Control & New Product Development	15 Years	MSc in Applied Physics
Surendra Kumar Saini	Plant head 2		15 Years	BE Electronics
M. I. Singhla	Plant head 3		35 Years	BSc Engineering
V.K. Jain	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	B.E (Electrical) & MBA

Opportunity

➤ Multiple Drivers of growth in core business

India

3X to 7X increase in daily electricity demand in 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.

Under Union Budget 2021-22, Govt allocated INR 3tn for power distribution schemes over 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 may have sizeable share in the overall business; may bring higher than expected growth in next 3-4 years.

Exports receive better than expected traction.

Optical Fiber Cables (OFC) could be ROCE accretive.

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.





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 latest equipment and state-of-the-art technology.

Customer relationships

Client relationship

Longstanding 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

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 and energy sector.



DYNAMIC CABELS LIMITED

Thank you

Dynamic Cables Limited

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