DYNACONS
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August 14, 2026

To,

BSE Limited	National Stock Exchange of India Limited
Phiroze Jeejeebhoy Tower,	Exchange Plaza, C— 1, Block G,
Dalal Street,	Bandra Kurla Complex, Bandra (East),
Mumbai – 400001	Mumbai — 400051
Scrip Code- 532365	**Symbol - DSSL**

Sub: Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Presentation on the Un-Audited Consolidated and Standalone Financial Results for Q1 FY 2026-2027

Pursuant to the provisions of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Investor Presentation on the Un-Audited Consolidated and Standalone Financial Results for Q1 FY 2026-2027. The same is also available on the website of the Company at www.dynacons.com

This is for information and record.

Thanking you,

For **Dynacons Systems & Solutions Limited**

Pooja Girish Patwa
Digitally signed by Pooja Girish Patwa
Date: 2026.08.14 12:53:08 +05'30'

Pooja Patwa
Company Secretary &
Compliance Officer
Mem No. – 60986
Encl: - As above

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Dynacons Systems and Solutions Ltd

Investor Presentation | August 2026

I. Quarter Deck

Message from the Board

Mr. Shirish Anjaria
Chairman & Managing Director

Mr. Parag J Dalal
Executive Director

Mr. Dharmesh S. Anjaria
Executive Director and CFO

"

Q1 FY27 was a defining quarter for Dynacons, marked by record order inflows, strong execution and the addition of high-value technology mandates. Revenue from Operations stood at ₹313.69 crore, EBITDA at ₹40.19 crore, and PAT at ₹19.80 crore, reflecting continued execution and a growing contribution from higher-value infrastructure and managed services engagements.

During the quarter, we secured marquee orders from the Reserve Bank of India, National Payments Corporation of India, Central Bank of India, and Jammu & Kashmir Bank, spanning private cloud, data centre, AI infrastructure and enterprise technology solutions. As of date, our order book stood at ₹3,104 crore, providing healthy revenue visibility and a robust foundation for sustained growth.

Demand remains strong across cloud infrastructure, data centres, cybersecurity, managed services and AI-ready technology environments. The Central Bank of India mandate strengthens our presence across Cloud, AI Infrastructure and Containerization, while the NPCI project further demonstrates our ability to execute long-duration, mission-critical enterprise infrastructure engagements. These wins reinforce our positioning as a trusted technology partner for India's leading financial institutions.

Our growth trajectory was further recognized through our ranking of 63rd in TIME Magazine's India's Fastest-Growing Companies 2026 and inclusion in the Financial Times High-Growth Companies Asia-Pacific 2026 for the fifth consecutive year. We were also recognized as Best Region SI — Government Business (West Region) at the Acer & Intel Pinnacle Club 2025 and HPE Best Partner for Driving HPE & Nutanix Solutions FY25. With a strong order book, ₹6,650 crore bidding pipeline and a pan-India delivery network spanning 250+ locations, we remain focused on sustaining profitable growth and creating long-term value for our stakeholders.

"

Earnings at a Glance : Q1 FY2027

	Revenue from Operations	EBITDA*	PBT	PAT
Q1 FY27	₹313.69 Cr ↓ 4.61% YoY	₹40.19 Cr ↑ 26.46% YoY	₹26.45 Cr ↑ 0.65% YoY	₹19.80 Cr ↑ 0.77% YoY

** Excludes Other Income*

01

Steady growth with margin expansion: Q1 FY27 EBITDA increased 26% YoY to ₹40.19 crore, while EBITDA margin expanded to 12.81% from 9.66% in Q1 FY26, reflecting continued execution across the Company's key technology solution segments.

02

Strong order book ensuring visibility: Order book stood at ₹ 3,104 crore as of date, providing strong revenue visibility and supporting future growth.

03

AI-led demand driving future growth: Rising adoption of AI-ready infrastructure, automation, and intelligent data centre solutions is accelerating enterprise IT investments, strengthening Dynacons' growth outlook.

Operating Highlights: Q1 FY2027

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Strategic Wins & Large Orders

01 Secured a **₹750.82 crore** order from the **Reserve Bank of India** for Private Cloud Infrastructure across its Data Centres, including the greenfield Bhubaneswar facility, under a 5-year end-to-end contract.

02 Secured a **₹267.58 crore** project from **NPCI** for Data Centre Augmentation, including enterprise server infrastructure with 24×7×365 support and a 7-year warranty.

03 Secured ₹125.88 crore project from **Central Bank of India** for Private Cloud expansion, establishment of a Containerization Platform and servers based on **NVIDIA H200 Blackwell GPUs**.

04 Secured ₹25 crore **Enterprise Resource Planning (ERP)** implementation mandate from **Jammu & Kashmir Bank** on a 5-year OPEX model, covering Finance & Accounts, Procurement, Fixed Assets, Compliance and Project Management.

Strengthening Enterprise & Digital Infrastructure Capabilities

01 Executing **Software-Defined Wide Area Network (SD-WAN)** and advanced digital infrastructure projects for leading financial institutions.

02 Expanding **Device-as-a-Service (DaaS) and Digital Workplace offerings**, strengthening annuity-based revenue streams.

Industry Recognition & Strategic Partnerships

01 Ranked **63rd in TIME Magazine's India's Fastest-Growing Companies 2026** — one of 100 companies selected based on revenue growth, business expansion and consistent financial performance.

02 Featured in the **Financial Times High-Growth Companies Asia-Pacific 2026** for the **Fifth Consecutive Year** — compiled by the Financial Times in collaboration with Statista based on multi-year revenue growth.

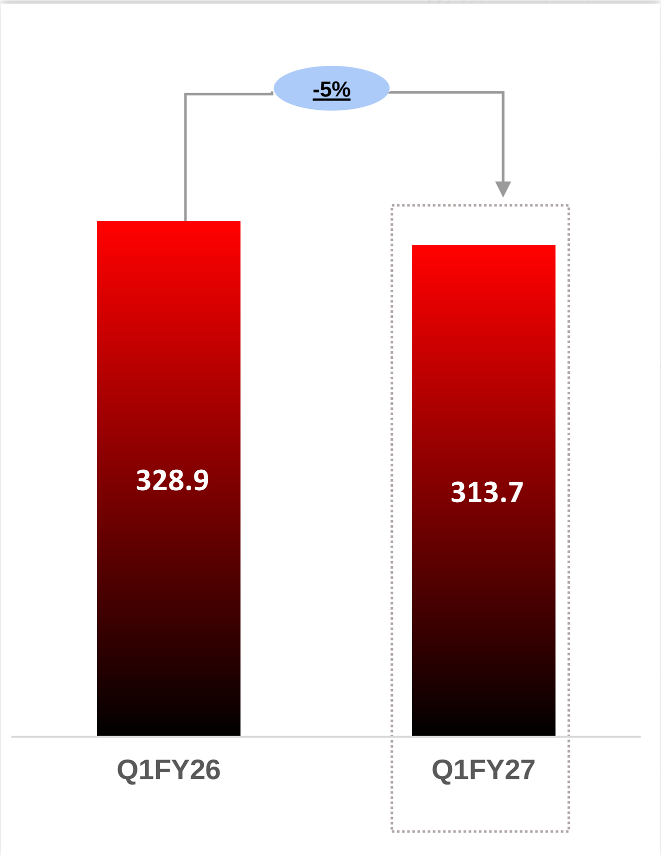
03 Won **"Best Region SI — Government Business (West Region)"** Award at the **Acer & Intel Pinnacle Club 2025**, recognising outstanding execution in government-sector IT deployments across western India.

04 Honoured as the **Best Partner for Driving HPE & Nutanix Solutions FY25** by Hewlett Packard Enterprise at an event held in **Udaipur** — reflecting technical excellence in hyperconverged infrastructure and private cloud solutions.

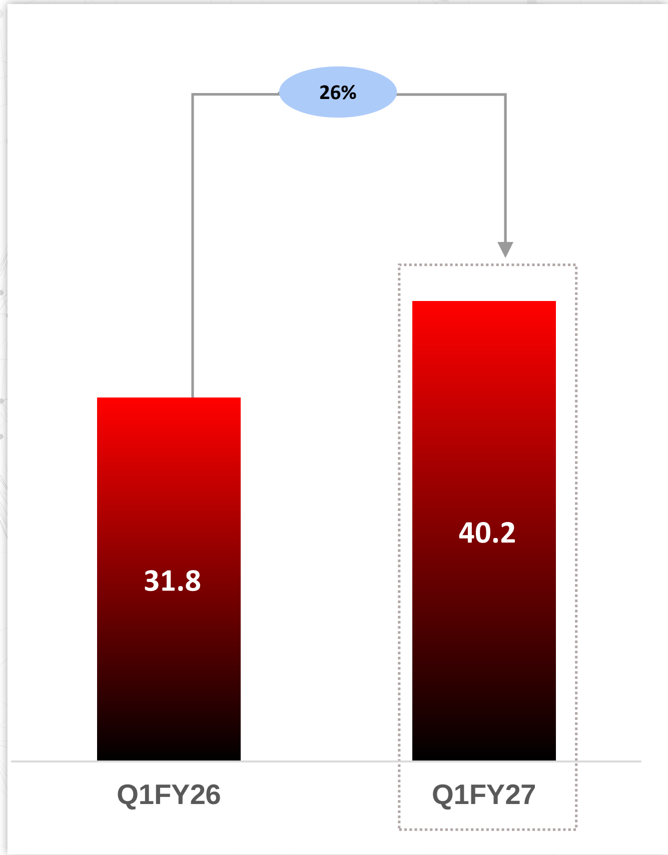
Key Financial Highlights – Q1 FY2027

Q1 FY27

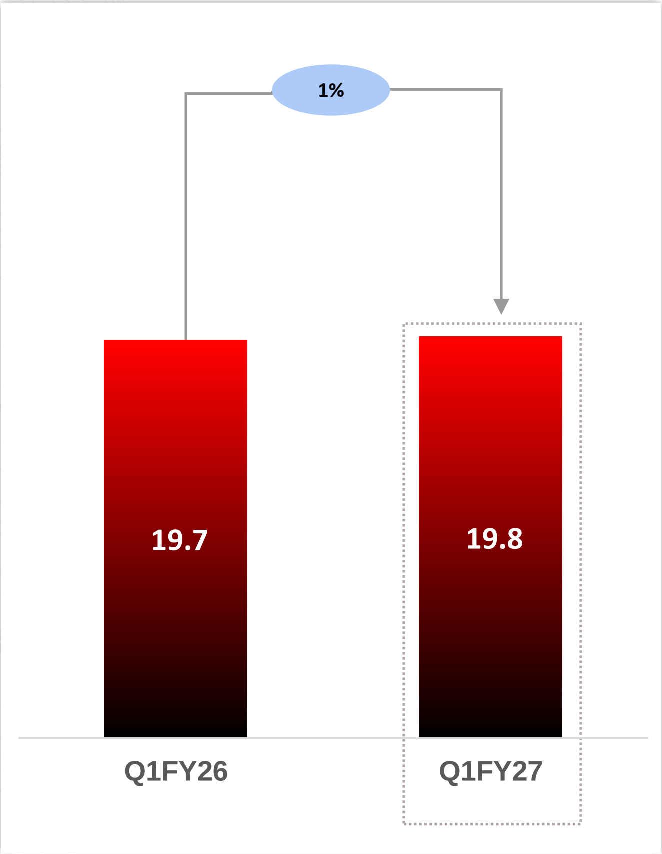
Total Income (In Cr.)



EBITDA* (In Cr.)



Profit After Tax (In Cr.)



** Excludes Other Income*

Q1 FY2027 Financial Performance

Particulars (Rs. Cr)	Q1FY27	Q1FY26	YoY	Q4FY26	QoQ	FY2026
Revenue from Operations	314	329	*-5%*	402	-22%	1,424
Total Expenditure	273	297	*-8%*	366	-25%	1,278
EBITDA*	**40**	**32**	***26%***	**36**	**11%**	**146**
Depreciation & Amortization	8	1	*448%*	6	29%	15
Profit Before Interest & Tax	**32**	**30**	***6%***	**30**	**7%**	**131**
Finance Cost	7	5	*46%*	7	7%	23
Other Income	2	1	*69%*	2	-27%	6
Profit Before Tax	**26**	**26**	***1%***	**25**	**4%**	**114**
Tax	7	7	*1%*	6	3%	29
Net Profit	**20**	**20**	***1%***	**19**	**4%**	**85**
Earnings per share (Rs.)	**15.54**	**15.44**	***1%***	**14.92**	**4%**	**66.64**

** Excludes Other Income*

II. Business Overview

Dy-verse Tech, Powering the Next

One of India's Fastest Growing Digital Infrastructure Platforms

01 By the Numbers

₹314 cr
Q1FY27 Revenue

₹40 cr
Q1FY27 EBITDA

27%
FY21-26 Revenue CAGR%

₹3,104 cr
Orders on hand as on 30th July 2026

1000+
Employees

1300+
Locations covered in India

02 Snapshot

Technology-led digital infrastructure company enabling enterprises to **modernize, secure and manage** mission-critical IT environments with expertise in delivering comprehensive solutions and services for diverse clients across the country.

Providing integrated **Data Centre, Cloud, Cybersecurity, Digital Workplace and Managed Services solutions** across enterprise, BFSI and government sectors.

The company has attained **top partnership status with forefront technology brands like** Apple, Microsoft, Cisco, Oracle, HP Enterprise, Dell, Lenovo, VMWare, Nutanix etc.

03 Business Segments

- Data Centre and Cloud Infrastructure
- Network and Security
- Digital Workplace Solution
- IT Managed Services

04 Key Customer Segment Focus

BFSI

PSUs

Global & Enterprises

Leading partner for transforming IT infrastructure of marquee customers in BFSI, public sector, global and other enterprises

05 Blue-Chip Clientele

Integrated IT Solutions Portfolio

Broad range of infrastructure technology solutions and services with integrated capabilities to build, manage and secure

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Offerings

Data Centre and Cloud Infrastructure	Network and Security	Digital Workplace Solution	IT Managed Services
End-to-end capabilities to **design, build, optimise and modernise** data centre infrastructure	High output **network design and monitoring** with **centralized management** solutions	Complete bouquet of **cost-effective workplace technologies** to meet rising automation needs	Full spectrum of embedded and independent managed services
Custom designed and cost-efficient solutions for future business needs	**Integrated cybersecurity solutions** for early risk assessment and mitigation	Solutions strengthening workplace **productivity & throughput rates**	Well diversified customer base with **large global and PSU client** pool
Long term contracts with key domestic and global clients	**Leading clients in the BFSI space**	Serves large pool of BFSI and global enterprises like **PayPal, S&P, Uber,** etc.	Superior service delivery with implementation and managed services for leading technology brands like **Apple, HPE, Cisco, Microsoft etc.**

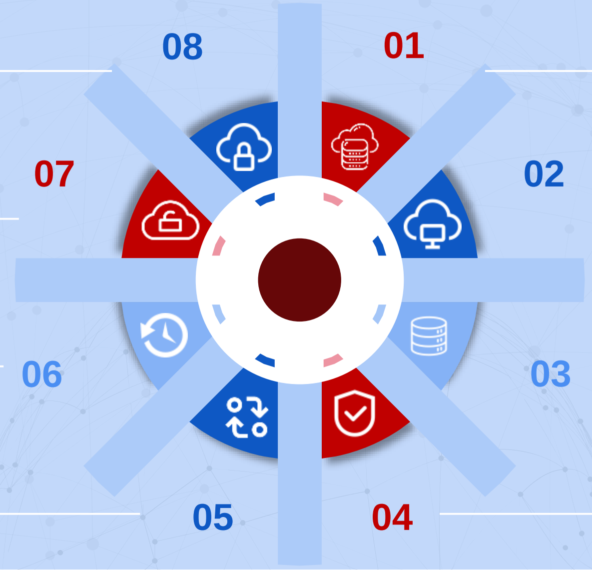
Integrated IT Solutions Portfolio

Revenue Contribution[1]

Data Centre and Cloud Infrastructure	Network and Security	Digital Workplace Solution	IT Managed Services
34%	12%	31%	23%

Data Centre and Cloud Infrastructure

Dynacons provides a robust portfolio of data centre and cloud infrastructure solutions



01 Hyper Converged Infrastructure

02 AI Infrastructure

03 Software Defined Storage

04 Enterprise Backup & Recovery Solutions

05 Data Replication – physical, virtual, database

06 DR automation

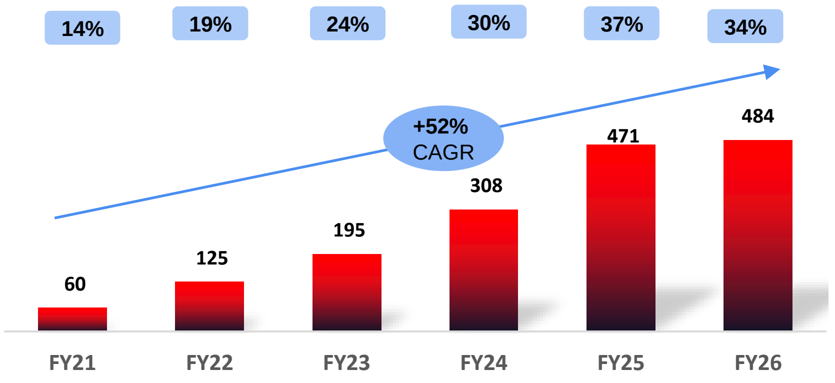
07 Hybrid Cloud Solutions

08 Private Cloud Solutions

01 Overview

- Advanced Data Centre and Cloud Solutions tailored to meet the evolving needs of modern businesses
- Secure, scalable, and cost-effective solutions, bridging the gap between on-premises infrastructure and cloud environments
- Enterprise-grade hardware configurations, allowing clients to optimize performance through diverse CPU types, RAM sizes, and storage options
- Flexibility to customize server operating systems and software installations
- Robust security through firewall management, intrusion detection, and DDoS protection mechanisms

02 Segment Revenue INR cr



03 Key clients

CRIS, ICICI Bank, MPSeDC, Municipal Corporation of Greater Mumbai, SBI, NPCI, Bank of Maharashtra, Union Bank of India, Central Bank of India, Canara Bank

Data Centre Segment Driving Growth Momentum

Data centre is our main growth engine, with rising revenue mix driving margin improvement

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India's Accelerated Trajectory

Market Value:
$6.9B (2025)
→ $17.6B (2030)

~20.5%
CAGR

Capacity:
4x Scale from **1.5 GW → 7.0 GW**

$90B
Infrastructure Investment Pipeline

62GB / Mo
Projected data usage per smartphone by 2030

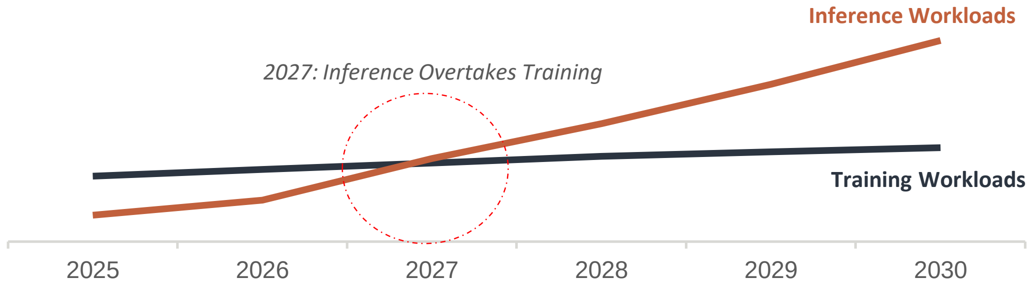
Source: Next Move Strategy Consulting

Global Scale & AI Transition

Global Revenue: $386.7B (2025) → $1.1T (2035) **~11% CAGR**

Global Capacity: Doubling to 200 GW by 2030

The 2027 Inflection Point



Source: Precedence Research

01 Data centre revenue grew 2.5x from FY23 to FY26, reflecting strong execution and rising customer demand.

02 Higher data centre revenue mix is driving overall margin improvement, supported by better project economics and value-added service contribution.

03 AI workloads and sovereign/data-residency needs are driving accelerated DC investments

04 This tailwind benefits integrators who can design, deploy, secure and manage at scale.

Metric	India	Global Position
Data Consumption	Among Highest	#1 per user usage
DC Capacity Share	~2.8%	Underpenetrated
Growth Outlook	Very High	Fastest growing markets
Construction Cost	20-30% Lower	vs. US, UK & Japan

Networking and Security

Dynacons provide comprehensive network and security offerings to enable a secure access to a high-speed, agile, and scalable network

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Unified 2 tier campus LAN | Secured Wireless and BYOD | Security Audit & Vulnerability Assessment

Firewall Design, Deployment and services | Authentication & Identity management | Gateway Security & Managemen t

Enterprise Anti-Virus Services | Software Defined Network | Intrusion Detection & Prevention

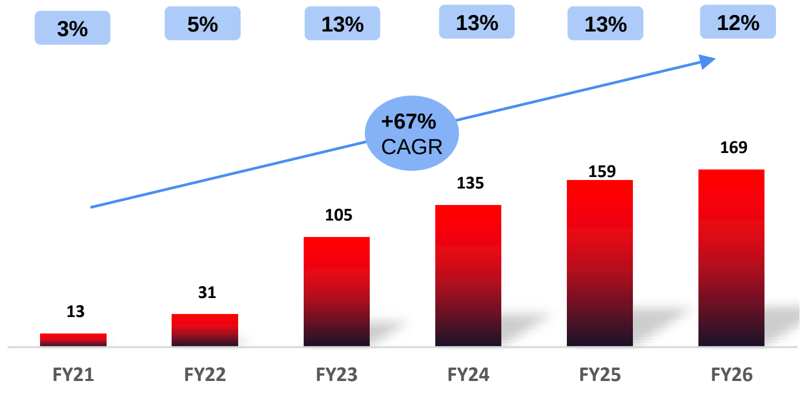
Cybersecurity & SOC: Proactive Risk Management to Resilience

- **24x7 Next-Gen SOC:** alert advisory, automation & orchestration, threat detection, threat hunting.
- **Risk & Compliance:** GRC framework, regulatory compliance audits, technology risk assessments.
- **Incident Response & Forensics:** IR framework, cyber drills, forensic response.
- **Core Controls:** NGFW/WAF, SIEM, PIM/PAM, DLP, Anti-APT, NAC, 2FA.

01 Overview

- Advanced security solutions, designed to bolster the client organization's defence
- Solutions ensure regulatory compliance, and safeguard against the dynamic spectrum of security threats
- Integrated Security Information and Event Management and Security Orchestration and Response Solution provides a synergy between advanced threat detection and automated incident response
- Enables dynamic network adjustments through centralized control and leveraging software-based device management

02 Segment Revenue INR cr



03 Key clients

Bank of Baroda, BSNL, CIDCO, CSPGCL, colt, SBI, ESIC, sidbi, Municipal Corporation of Greater Mumbai, LinkedIn, MSC Bank

Digital Workspace Solutions

Dynacons delivers a unified, secure and intelligent workspace, enabling employees to work efficiently, while maintaining high-quality user experience

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IT Asset Management Services
Encompassing the entire lifecycle of IT assets

Mobile Workforce Enablement
Facilitating access to personalized workstations

MS Infra Management Tools
Efficient management of resources with automation

Virtual Desktop Infrastructure (VDI)
Secure, centralized, and fault-tolerant virtual environment

Monitoring Management and End-User Support
Proactive identification of potential issues

BYOD Implementation Integration & Migration
Use of personal devices within the workplace

01 What Dynacons solves

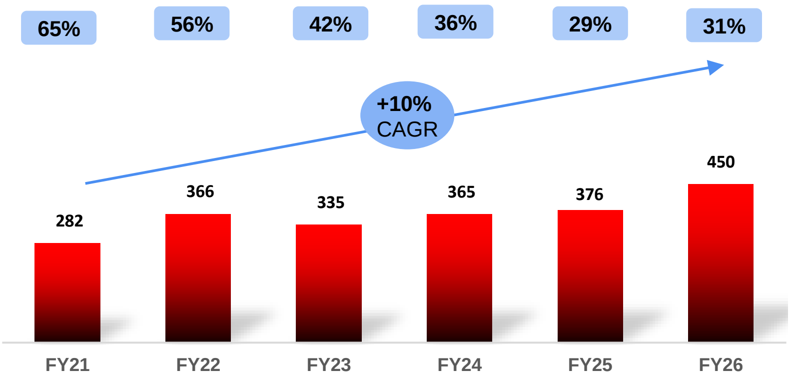
Employee Challenge

- Work from anywhere
- Fast, simple setup
- Same office-like experience

Enterprise Challenge

- Secure access to company apps/data
- Lower hardware & management effort
- Easy to scale up/down

02 Segment Revenue INR cr



03 Key clients

Bank of Baroda, Central Bank of India, LIC, Uber, Gujarat Informatics Limited Recruitment, J&K Bank, Gartner, S&P Global, Reserve Bank of India, Facebook, amazon

Managed Services

Dynacons offer a complete range of managed services that cater to the intricate demands of modern IT ecosystems

Embedded Services

Data Centre Managed Services
- Datacentre operations and maintenance
- Migration, consolidation and virtualisation management
- Database management services
- Server and application management

Workplace Managed Services
- Service desk management services
- End user services with incident and problem management
- IT asset lifecycle management services

Network and Security Managed Services
- SD-WAN management
- Network monitoring and performance management
- Managed firewall and intrusion detection services
- Managed endpoint security services
- Security compliance and audit services

Independent Services

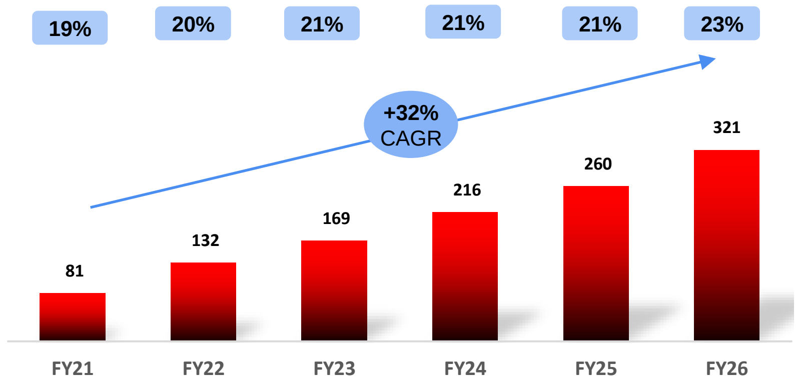
Managed Services - **Other Independent Managed Services Contracts**

- IT Staff augmentation services
- Digital transformation services
- Assessment and consulting services
- Service desk and help desk

01 Overview

- Dynacons' managed services empower organizations to focus on core competencies, taking responsibility of its IT management needs.
- Provides continuous monitoring, maintenance, and optimization to ensure technological alignment with client's business objectives.
- Services are either embedded in the procurement contract or independently contacted for Embedded services offer the advantage of complete lifecycle support and specialized knowledge about the asset.

02 Segment Revenue INR cr



03 Key clients

MSC Bank, Commercial Taxes Department Government of Rajasthan, EXIM INDIA, block, SBI, facebook, BHEL, Godrej & Boyce Mfg. Co. Ltd, JACOBS, LIC, MAHANAGAR GAS, Municipal Corporation of Greater Mumbai, pnb

Expanding Managed Services and Lifecycle Revenue

Traditional IT Engagement

Design → Deploy → Project Completion

Dynacons Engagement Model

Design → Deploy → Operate → Monitor → Refresh → Renew

Revenue Benefits

- Longer customer relationships
- Predictable revenue streams
- Higher customer retention
- Better operating margins
- Increasing wallet share

Strategic Objective

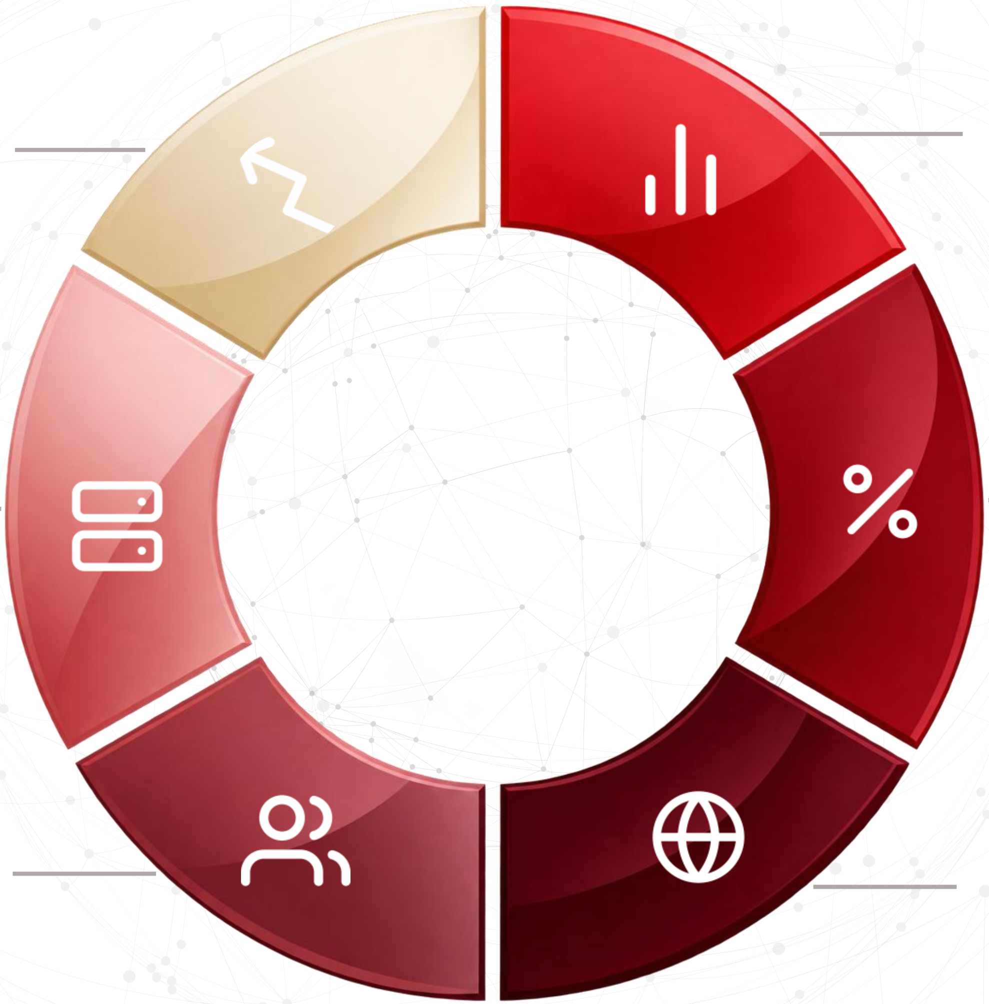
Increase share of recurring and annuity-linked revenues through Managed Services, Cybersecurity Services, Data Centre Operations and IT Lifecycle Management.

Building India's AI Infrastructure and Digital Transformation Platform

Strong Positioning in High-Growth Technology Segments
Leading provider of Data Centre Infrastructure, Private Cloud, Cybersecurity, Digital Workplace and Managed Services solutions serving BFSI, Government and Enterprise customers across India.

Strong Revenue Visibility
Robust order book supported by marquee project wins from RBI, NPCI, Central Bank of India and other leading institutions.

Margin Expansion Opportunity
Increasing contribution from Data Centre, Cybersecurity and Managed Services is supporting a structural improvement in profitability.



Beneficiary of India’s AI and Data Centre Capex Cycle
Large enterprises, financial institutions and government organizations are accelerating investments in AI-ready infrastructure, private cloud platforms and cyber resilience.

Deep Customer Relationships with High Repeat Business
Long-standing relationships with leading banks, PSUs and enterprises provide recurring opportunities for cross-sell, technology refresh and managed services engagements.

Scalable Platform with Nationwide Reach
Pan India coverage with integrated capabilities spanning design, deployment, operations and lifecycle management.

AI Opportunity for Dynacons

Positioned Across the Full AI Infrastructure Stack

INFRASTRUCTURE LAYER

- GPU Servers
- AI Compute Platforms
- High Performance Storage
- AI-ready Private Cloud Infrastructure

PLATFORM LAYER

- Container Platforms
- Virtualization
- Automation Frameworks
- Data Management

OPERATIONS LAYER

- AIOps
- Intelligent Monitoring
- Predictive Analytics
- Automated Capacity Management

SECURITY LAYER

- AI-powered Security Operations
- AI Threat Detection
- Compliance and Governance
- Next Generation SOC

BUILDING INTELLIGENT, SCALABLE AND SECURE AI INFRASTRUCTURE FOR INDIA'S DIGITAL FUTURE

Multiple Drivers Supporting Sustainable Profitability Improvement

01 **BUSINESS MIX SHIFT**

Higher contribution from:

- Data Centre Infrastructure
- Private Cloud
- AI Infrastructure
- Cybersecurity

02 **MANAGED SERVICES GROWTH**

- Higher recurring revenue contribution
- Better margin profile than traditional product-led projects

03 **OPERATING LEVERAGE**

- Centralized delivery capabilities
- Existing nationwide infrastructure
- Increased productivity from scale

04 **CROSS-SELLING**

Ability to sell multiple services to the same customer:

Build → Deploy → Manage → Secure → Refresh

Proven Execution Across Mission-Critical & Nationwide IT Programs

Deep domain expertise built through large-scale, multi-location and high-complexity deployments across India

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01 **Private Cloud Solutions:** Secure and scalable private cloud deployments for large enterprises and BFSI clients.

02 **Nationwide SD-WAN Rollout:** Pan-India SD-WAN rollouts across distributed branch networks with centralized management.

03 **Core Banking as a Service:** Managed infrastructure for mission-critical core banking environments with high uptime.

04 **Large-Scale Data Centre Augmentation:** Design and expansion of data centres supporting cloud, AI and data localization needs.

05 **E-Passport Services:** Execution of complex, multi-location government IT infrastructure programs.

06 **IT Asset Lifecycle Management:** End-to-end asset deployment, monitoring, refresh and reverse logistics across India.

07 **IT Managed Services:** Embedded and independent managed services with strong recurring revenue visibility.

08 **AI & Smart Data Centre Programs:** AI-ready infra, AIOps monitoring, automation and capacity optimization.

09 **Cyber Resilience for BFSI/Enterprises:** SOC-led monitoring, incident response readiness, IAM/PAM and compliance audits.

Integrated Value Proposition for Customers & OEMs

Dynacons sits at the center of the ecosystem for both end-users and vendors, minimizing supply chain inefficiencies

Comprehensive Solutions and Services Platform

To OEMs and Technology Partner…

Value Proposition

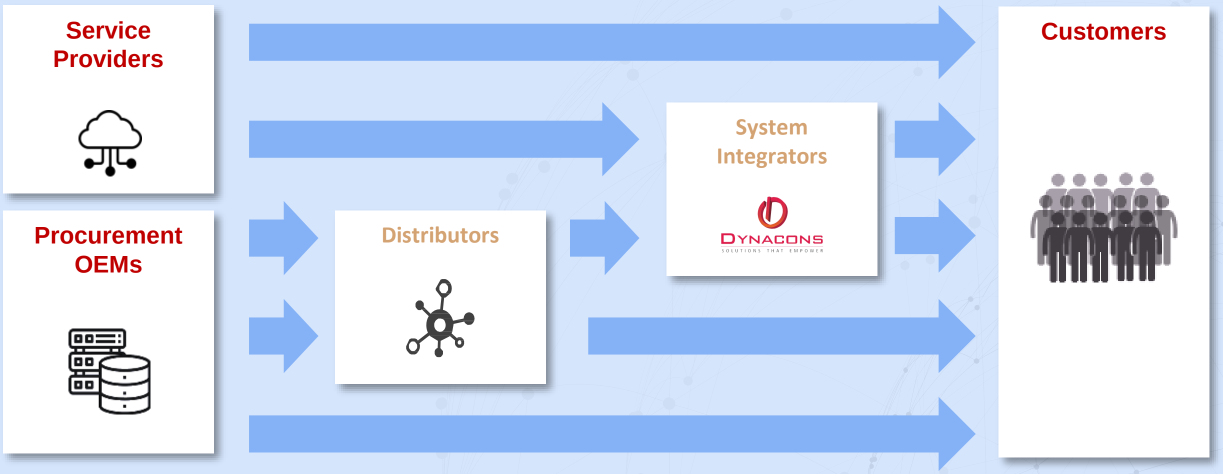
…To Customers

Trusted solutions and services provider to the largest and fastest growing companies in India and abroad

	To OEMs and Technology Partner…		…To Customers
01	Extensive access into customer's technology roadmaps	01	Inventory and demand management
02	Distribution capabilities	02	IT asset lifecycle management
03	Expertise in outsourcing complex implementations	03	Ability to localize solutions across remote locations
04	Proactive customer service	04	Extensive support through flexible and agile operations
05	Leading solutions in workspace, cyber, networking and cloud	05	Commercial and technical Knowledge of IT products and services

Mission-Critical Role in the IT Ecosystem

Positioned between customers and vendors, Dynacons play a mission critical role in fulfilling the needs of both OEMs and customers



01 Favourable Tailwinds for SIs

- Systems Integrators play a pivotal role in fulfilment of IT objectives due to their close-proximity with the customers
- Customers prefer System Integration services viz-a-viz direct channels to address their niche and customized IT requirements
- Cross selling of managed services makes SIs one stop solution for all the enterprise IT needs
- Customers favour outsourcing of IT services to their SIs for added benefit of cost saving, reduced complexities and access to expertise

Critical role of System Integrators

For Vendors

Access to customer network

SIs, with established local presence and customer relationships, provide strategic entry into diverse markets, allowing expansion without the need for a direct presence

Focus on core strengths of product building

Through SIs, vendors can focus on product development and manufacturing, leaving the complexities of solution integration, deployment, and support to the SIs.

For Customers

Customized integrated offerings

Sis tailor solutions to meet the specific needs of enterprises. This customization ensures alignment with the unique requirements of the business and meet scalability objectives

Service advantage

SIs provide end-to-end support, from the initial planning and design stages through deployment and ongoing maintenance ensuring smooth operation throughout the lifecycle of product

Why Dynacons is Positioned for the Next Phase of Growth

Integrated capabilities across Data Centre, AI Infrastructure, Cybersecurity and Managed Services create a differentiated platform for participating in India's digital transformation opportunity.

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01
Data Center Modernization & Cloud Transformation Capability

AI-ready DC modernization capability: from HCI/SDS to hybrid cloud + AI ops automation.

02
Advanced Cybersecurity & Managed SOC Expertise

Cybersecurity depth with managed SOC portfolio: SIEM/SOAR, IAM/PAM, IR, compliance.

03
Execution at Scale with Nationwide Delivery Footprint

Execution at scale: 1300+ locations coverage and deep BFSI/PSU delivery experience.

04
Strong Global OEM Ecosystem & Technology Alliances

Highest level of Partnership with Leading Vendors like Apple, Microsoft, Cisco, Dell, HPE, Lenovo, VM Ware, Nutanix RedHat etc.

05
Consulting-Led Approach with Strong Execution & Delivery Discipline

Consulting-led + disciplined execution: positioning as strategic partner

CMMI 5 & ISO certifications (incl. ISO 27000/27001 family) and long-term delivery track record

Indian IT Market: Strong Demand Tailwinds

Massive opportunity to scale up given attractive tailwinds in the Indian IT solutions and services space

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01 Key factors driving IT spending in India

Rapid Data Centre Expansion

Rising cloud adoption, AI workloads, and data localization norms are driving strong investments in data centre infrastructure, accelerating IT spending in India.

Digitisation of Workplace

Growing demand for work flexibility in terms of work-life balance.

Adoption of bring your own device (BYOD) opportunities at workplace.

Replacement of Legacy System

Increasing inclination toward cloud computing to boost operational efficiency.

Organizations ensuring seamless connectivity and real time responsiveness.

Cyber Risks and Security Concerns

Increasing government compliances and stringent data protection regulations.

Growing sophistication levels of cyber-attacks to drive investment by organizations.

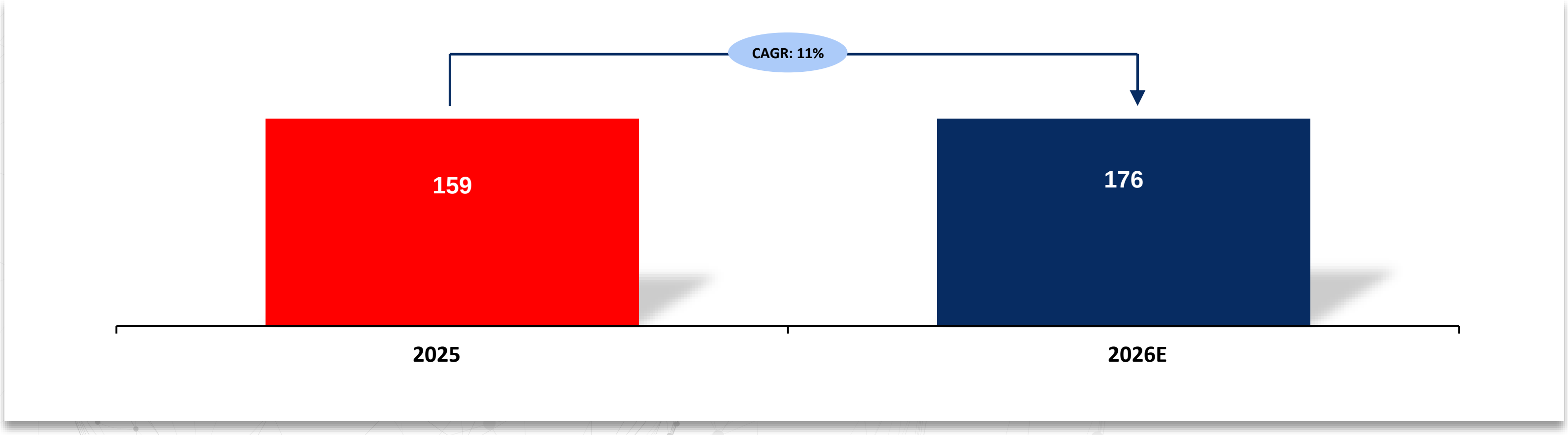
Lack of in-house expertise and resources

Growing reliance on IT infrastructure to enhance productivity is anticipated to spur demand for specialized service providers.

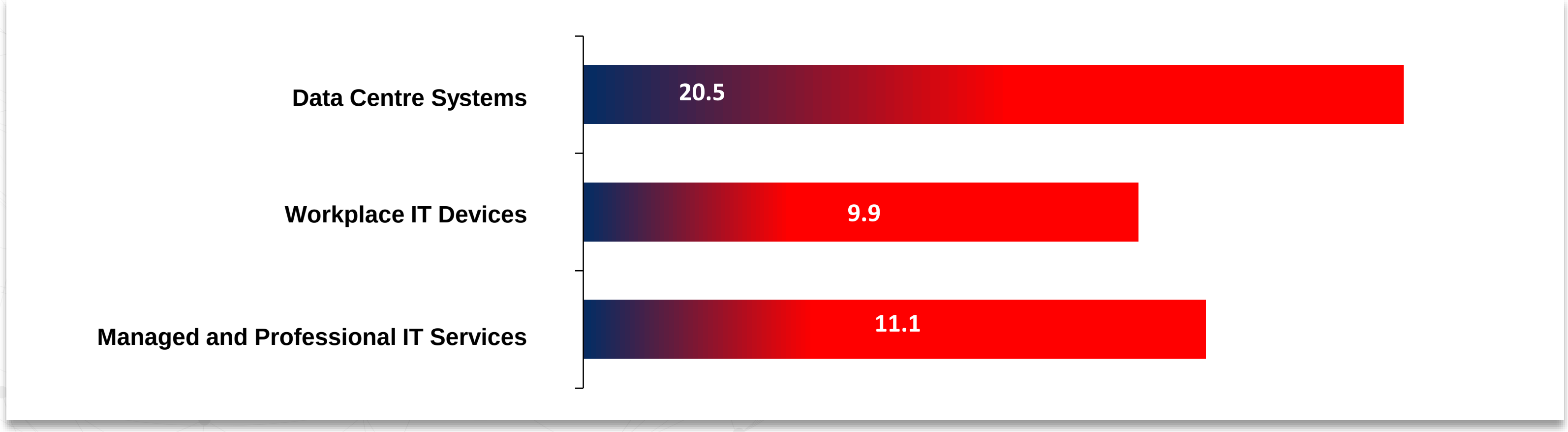
Cost effectiveness of outsourced services.

02 Summary Financials

Indian IT spending to reach US$176bn+ by 2026 / US$bn



Compelling Sub-Sector Growth Rates (%) 2025/2026



Strong Financial Performance with Margin Expansion

Strong top line growth combined with a robust margin expansion strategy

01 Key Highlights

Strong Consistent Revenue Growth

27%+ revenue CAGR (FY21-26) from expanded wallet share, cross-sell and new logos

Strong Revenue Visibility

Large order pipeline coupled with deep customer relationships supports sustained revenue growth

.

Improving EBITDA Margins

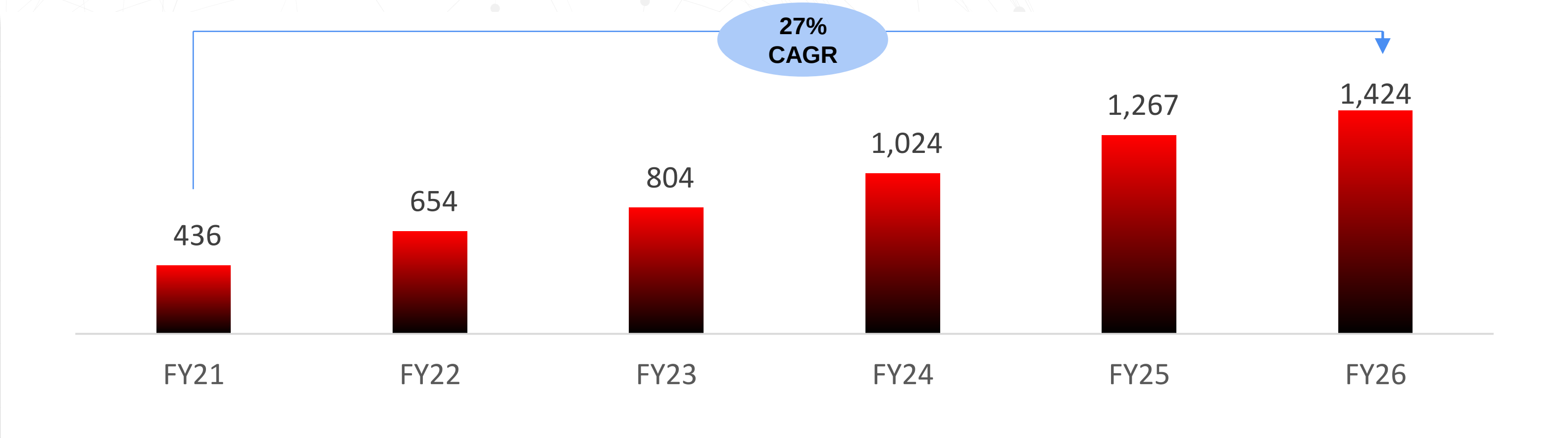
We have achieved a significant improvement in our EBITDA margins and expect to sustain these levels going forward.

Customer-Led Expansion Opportunity

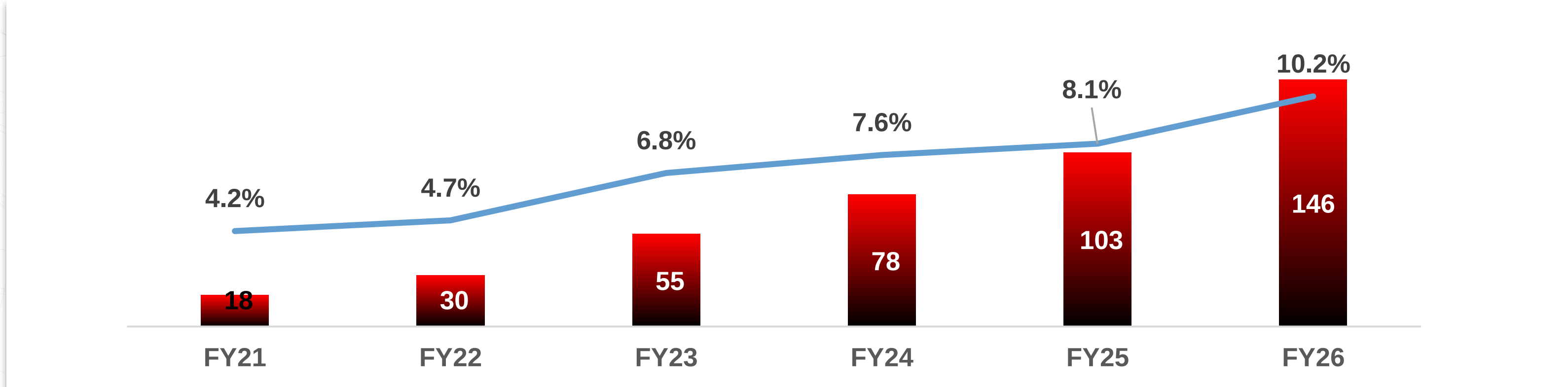
Increasing wallet share across existing BFSI, PSU and enterprise customers provides a scalable pathway to growth without proportionate customer acquisition costs.

02 Summary Financials

Revenue from Operations INR cr; FYE March



EBITDA* and Margins INR cr ;FYE March



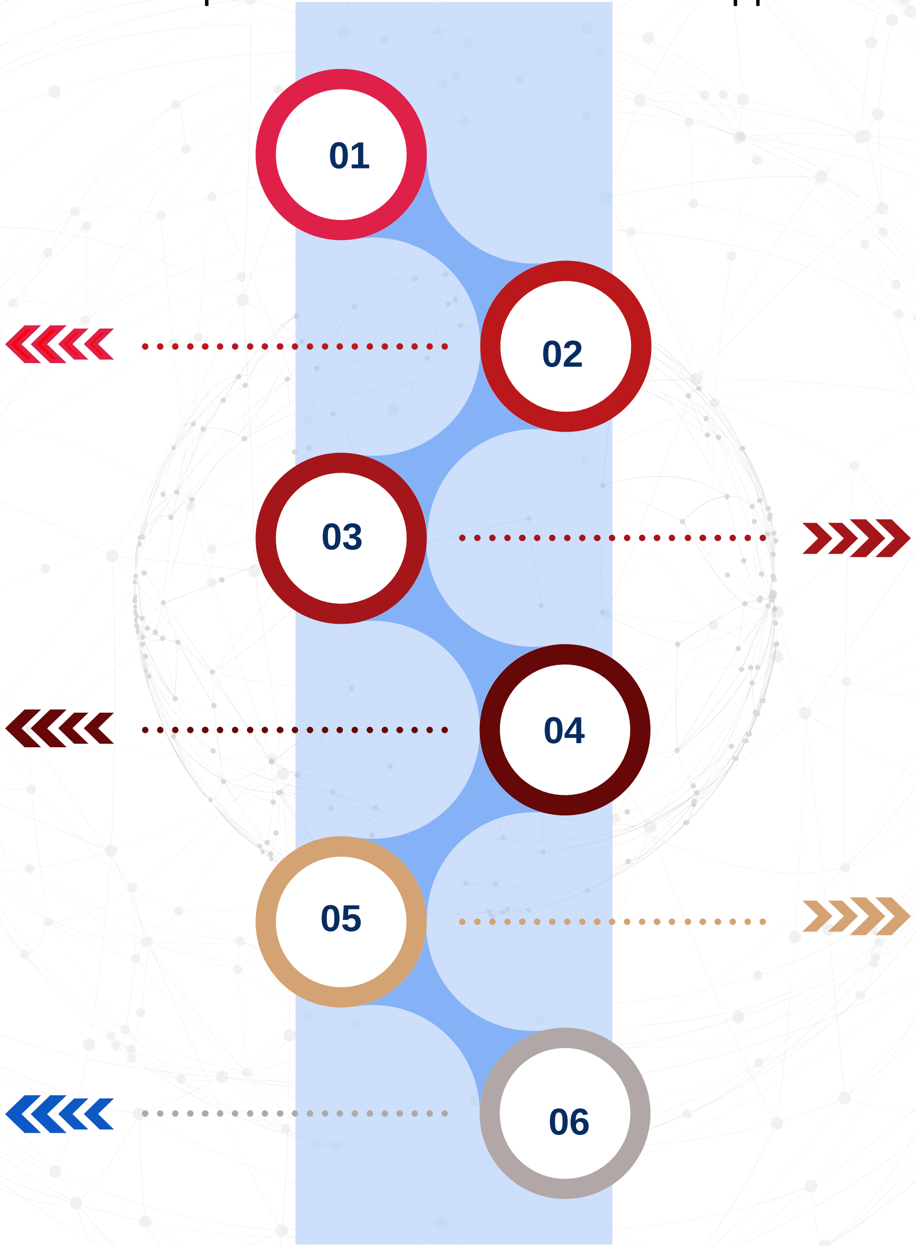
* Excludes Other Income

III. Strategic Focus

Clear Pathway to Scalable Growth

Clear pathway to leverage the Dynacons platform to capitalise on numerous market opportunities

DYNACONS
SOLUTIONS THAT EMPOWER



Growth within existing customers

- Increase wallet share from existing clients.
- Provide nationwide coverage.

New Customer Acquisition

- Deepen our presence across existing segments of BFSI, PSU and Global enterprises.
- Target expansion into new verticals.

Expansion of Solution Offering

- Launch new solutions by leveraging premium association with key tech partners.
- Global technology service delivery from India.

Geographic Expansion

- Synergistic expansion into new regions both in domestic and global markets.
- Opportunity to further expand in geographies like APAC and Europe.
- Indian back-office for global expansion.

Inorganic opportunities

- Actively monitoring potential target opportunities to consolidate market position and enhance service capabilities.

Strategic Priorities I: Data Centre and AI Focus

Dynacons is building a Scalable Digital Infrastructure Platform, focused on enabling customers to modernize, operate and secure mission-critical technology environments through integrated infrastructure, cloud, cybersecurity and managed services capabilities.

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01 Data Centre & Cloud Infrastructure

- **Modernize** and expand data centres using next-gen architectures (e.g., HCI / software-defined / virtualization) and hybrid cloud deployments.
- Deliver **business continuity, DR, backup and secure workload placement** with scalable designs for mission-critical environments.
- Provide **managed operations** for improved efficiency, uptime, and long-term customer stickiness.

02 AI Solutions + AI-Ready Infrastructure

- Investing in **AI infrastructure and AI-driven solutions**, enabling customers to adopt **automation, predictive analytics and intelligent operations** at scale.
- Building **AI-optimized platforms** (cloud + infrastructure) to support AI workloads with faster deployment and operational efficiency.
- Applying AI to operations: **resource orchestration, predictive analytics, automated capacity planning** to reduce downtime and improve performance.

03 Cybersecurity

- A structured cybersecurity portfolio across **Risk & Compliance, Threat Management, and Protection/Integration**.
- **Managed Security Services + Next-Gen SOC:** 24×7 monitoring, threat detection, threat hunting, incident response readiness
- Expanding **AI-driven cybersecurity** capabilities through strategic partnership-led solutions (GRC, automated red teaming, AI threat intelligence).

Strategic Priorities II: Organic Growth Through Cross-Sell & Upsell

Dynacons is well positioned to benefit from its ever-growing customer base

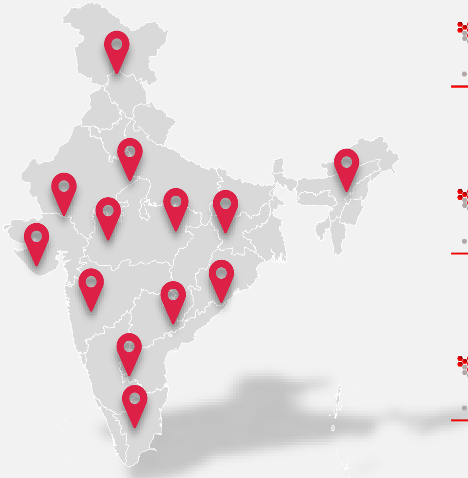
01 Cross-selling opportunity between solutions and services

Data Centre and Cloud Infrastructure / Networking and Security

Digital Workplace Solution / Managed Services

- Dynacons offers a full suite of integrated products and services
- There is a clear path to begin cross-selling managed services into the large BFSI, enterprise and PSU procurement customer base, and vice versa
- Presents an extremely attractive opportunity for the business going forward

02 Cross-selling opportunity between solutions and services



- Integrated offerings provides significant value addition to clients.
- Remote access and superior service delivery.
- Efficient and cost-effective solutions compared to larger competitors .

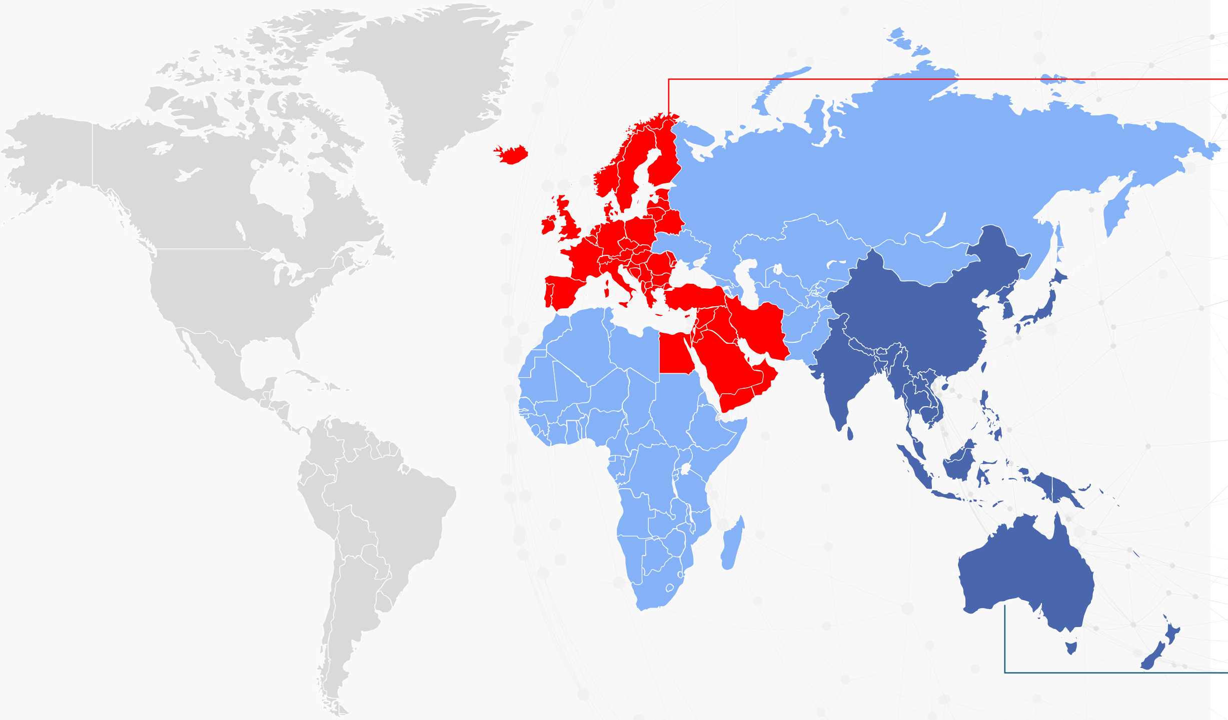
03 *Dynacons has successfully leveraged upselling opportunities in the past*

Customer	Opportunity
Leading PSU Banks	Multiple Deployment of Private cloud through deeper engagement
Leading PSU Banks	Higher coverage for SDWAN solutions to include new and remote branches

Strategic Priorities III: Geographic Expansion- Next Phase of Growth

Dynacons' expansion into geographies like APAC and Europe will drive the next phase of growth

01 Potential market for Dynacons



02 Geographic expansion plans for Dynacons

Phased expansion plan covering major strategic locations

Phase 1: High priority expansion region

- **With a large number of growing businesses and promising startups – APAC particularly Southeast Asia is likely to be a high growth market for Dyancons.**
- **Dynacons can look to penetrate countries such as: Thailand, Hong Kong, Japan, South Korea, Philippines, Indonesia, Vietnam, Australia through established and new partnerships.**
- **Dynacons global enterprise customer base continues to expand their global headcount into new regions. This trend represents a massive market opportunity for Dyancons to cover their global offices as well.**

Phase 2: Longer term expansion region

- ***Europe and Middle East are other key locations*** *that Dynacons can explore for global expansion*
- *This presents a potential opportunity to cover the* ***global business of Dynacons' enterprise customers*** *in these geographies*

Strategic Priorities IV: Inorganic Growth Opportunities

Perfectly positioned to be the leading acquirer of IT services and procurement assets with a strong future vision

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Acquisition Targets	Target Capabilities	Strategy / Rationale
01 **AI infrastructure specialists:** GPU/AI platform integration, MLOps/observability, AIOps tooling	• Agentic AI engineering: Autonomous agents for IT & security ops with human oversight. • AI-enabled operations (AIOps): AI orchestration, predictive analytics & automated capacity planning. • AI advisory & governance: Risk monitoring, compliance mapping & responsible AI frameworks. • AI-ready infrastructure: HCI/SDS & cloud-native platforms optimized for AI workloads.	• Customers are moving from pilots to enterprise-scale AI adoption and want partners who can deliver both AI-ready infrastructure + AI-driven operations as outcomes. • Agentic AI improves speed/quality of operations (IT + security) and increases managed services attach + stickiness.
02 **Cybersecurity services:** SOC operator, IR/forensics team, GRC/compliance specialists	• Next-Gen SOC expansion: Automated detection, threat hunting & intelligence-led monitoring. • Incident response & forensics: Standardized IR, cyber drills & on-demand forensic services. • AI-driven cybersecurity: AI threat intelligence, assisted investigations & automated red teaming. • Integrated control stack: SIEM/SOAR, IAM/PIM, DLP, NAC, NGFW & cloud security integration.	• Cybersecurity is increasingly a managed/recurring spend category; scaling SOC-led offerings strengthens annuity revenues. • AI-native security is becoming mainstream; the AI led Cybersecurity direction helps accelerate AI-led differentiation (GRCortex AI / Hexashield AI / Cyber TiX AI).
03 **Data centre lifecycle capability:** DC design + build + managed operations augmentation	• DC design & assessment: Design, consulting & continuity audits as lifecycle programs. • Modernization initiatives: Consolidation, migration, virtualization & HCI/SDS upgrades. • Managed DC operations: Server, storage, backup, monitoring & security management. • AI-ready data centres: AIOps, predictive operations & capacity planning by default.	• Customers want a single partner to build → run → modernize → secure data centres over multi-year cycles, which increases lifetime value and cross-sell into managed services and security. • Strengthening lifecycle ownership improves quality of revenue (recurring/annuity mix) and margin profile through service attach.

End-to-End IT Lifecycle Management Capabilities

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01 Procure

- Catalogue Management
- Procurement Portal
- Asset Planning
- Warehousing / Stock Holding

02 Deploy

- Zero Touch Provisioning
- Home / Office Deliveries
- Asset Tagging
- Configuration Services – Autopilot, ABM
- IT Kitting

03 Manage

- Asset Management
- Service Desk
- Managed Services
- Service Pool
- Online Dashboard
- Refresh / Reconfigure

04 Retire / Dispose

- Recycle / E-Waste
- Resell of Assets
- Reverse Logistics
- Employee Offboarding

Highly Sticky and Diversified Customer Base

Re-occurring business model of Dynacons ensures consistent top-line contribution from key customers

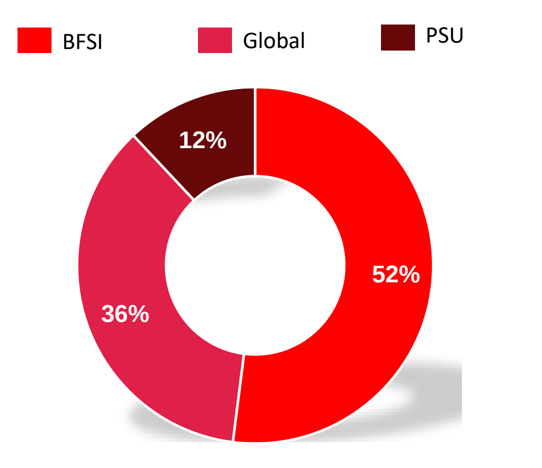
01 Blue-Chip Clients across Industry Vertical

BFSI	PSUs	Global and Enterprise

02 Diversified Client Contributions

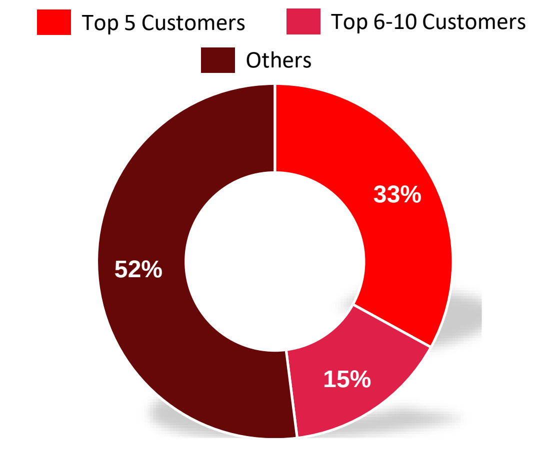
By Industry (March 2026)

High customer stickiness across sectors with ***repeat & re-occurring business***



Top Clients (March 2026)

Top ***10 clients*** *contribute* ***~48%*** *of revenue each year from FY21-26*



Deep Partnerships with Global Technology Leaders

Premium relationships with market-leading vendors to deliver best results for clients

01 Key Technology Partnerships

Data Centre and Cloud Infrastructure

Cisco, Dell, Hewlett Packard Enterprise, IBM, Microsoft, NetApp, Nutanix, Oracle, redhat, symantec, Veeam, vmware

Network and Security

Arete, Arista, aruba, audiocodes, Black Kite, Cisco, Check Point, Fortinet, IBM QRadar, Infoblox, Juniper Networks, McAfee, paloalto networks, Qualys, RSA, rubrik, silver peak, tenable, Versa, vmware

Digital Workplace Solutions

acer, Apple, Canon, Dell, Epson, Hewlett Packard, intel Channel Partner, Jabra, jamf, lenovo, logitech, Microsoft, poly

02 Top Partnership Highlights

Partner	Status
Apple	Apple Enterprise Partner
aruba	Aruba Gold Partner
Cisco	Cisco Premium Partner
Dell	Dell Titanium Partner
Hewlett Packard	HP Gold Partner
Hewlett Packard Enterprise	HP Enterprise Platinum Partner
lenovo	Lenovo Platinum Partner
Microsoft	Microsoft Gold Partner
Microsoft Surface	Microsoft Surface Silver Partner
Oracle	Oracle Gold Partner
vmware	VM Ware Professional Partner

New Customer Acquisition Strategy

Several significant investments made in the sales team, marketing channels and brand building will position. Dynacons to win new customers in existing and fast-growing new verticals

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01 Strategy to win new customers

Sales Team Expansion

- Addition of new team members across key verticals
- New hires focusing on specific offerings

Intensive Prospecting

- Identify upcoming players having significant potential
- Adoption of land & expand strategy

Reputation & Brand Building

- Invest heavily to build a stellar reputation in IT procurement and services

Relationship & Referrals

- Leverage key relationships to win new contracts
- Build extensive network of OEM and client relationships

Omni-Channel Marketing Strategies

- New inbound contracts through omni-channel marketing
- Expert marketing

02 Sector focus

Focus on additional new verticals showing significant potential

- Technology
- Healthcare
- Fintech
- Education / Ed-tech
- Smart Cities

03 Strong order momentum

Bidding Pipeline

Segment	Opportunity (₹ cr)
DC & Cloud	3,375
Networking	1,400
Workplace Solutions	1,025
Managed Services	850
Total	**6,650**

Note : *The Company has historically maintained a win rate of approximately 30% on its order pipeline, supporting strong conversion visibility.*

Large BFSI & PSU Digital Transformation Opportunity

The trend towards digital transformation within the BFSI and public sector undertakings represents a massive tailwind to the Dynacons growth story

Large Indian IT solutions and services market….

US$113Bn
Indian Market

~US$11Bn
PSU Market

~US$45Bn
BFSI Market

…with BFSI and PSU organisations facing multiple traditional systems constraints

01 Presence of outdated **'legacy' IT systems** that are an **inhibitor** to both **operational efficiency** and customer **service delivery**

02 **Lack of expertise and resources** in-house to deploy and maintain sophisticated IT systems

03 **Need for technology partners** in their digital journey

Dynacons is well positioned to exploit this opportunity

- **Direct presence and coverage at more than 1300 locations** in India ensures **access to remote branches** of PSU companies and banks.
- **Strong and growing relationship** with legacy clients shows Dynacons' **experience in cross selling its services.**
- Successful execution of **projects like e-passport** demonstrates its **ability to handle complex** digital transformation projects.

Robust Financial Performance

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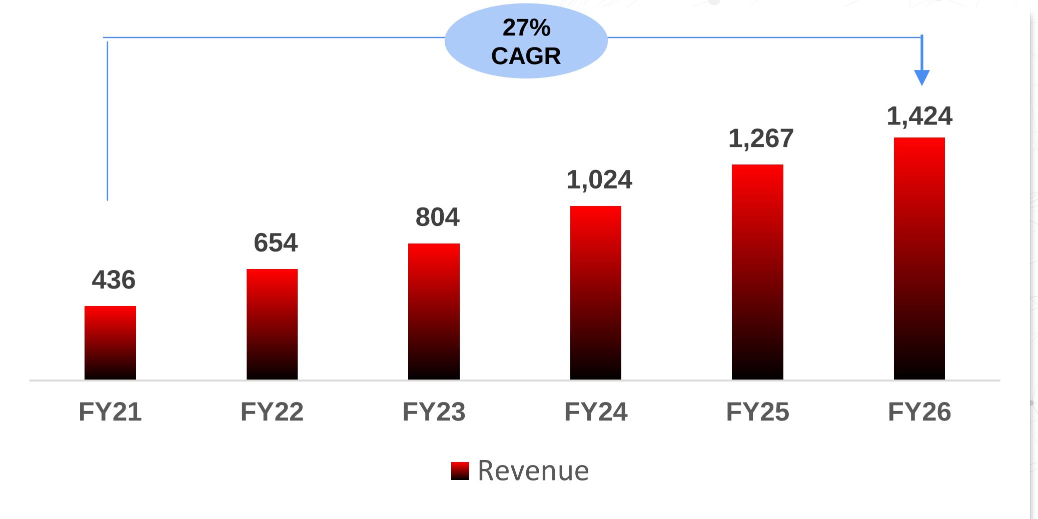
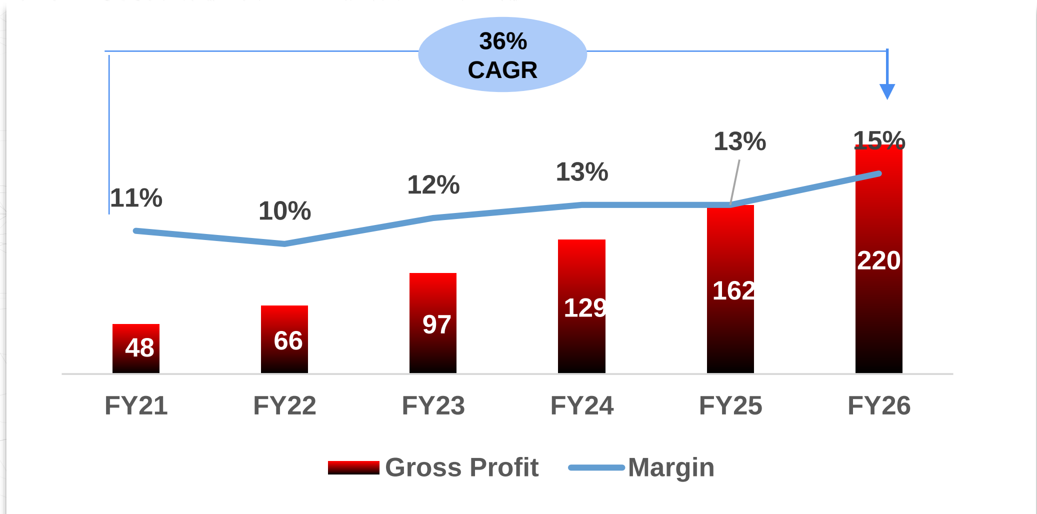
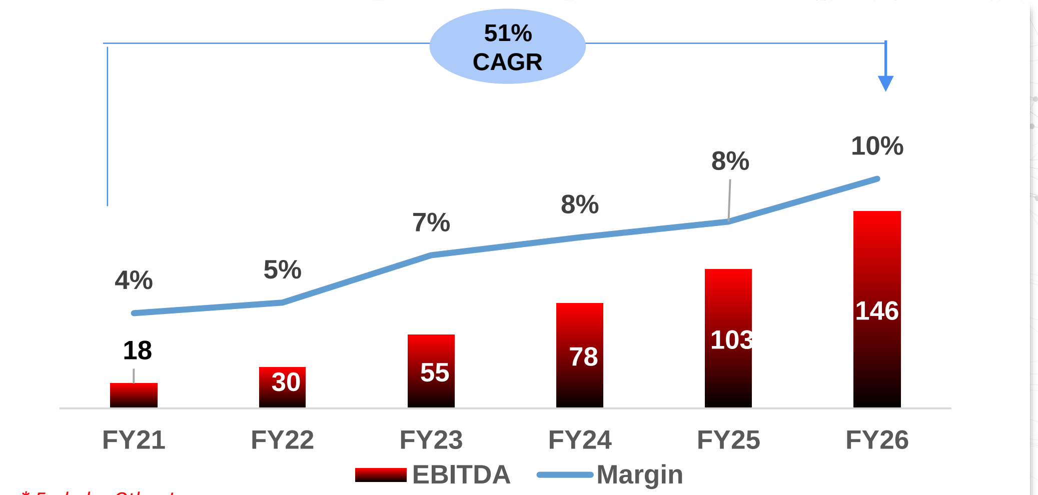
Revenue from Operations



Gross Profit & Gross Margin

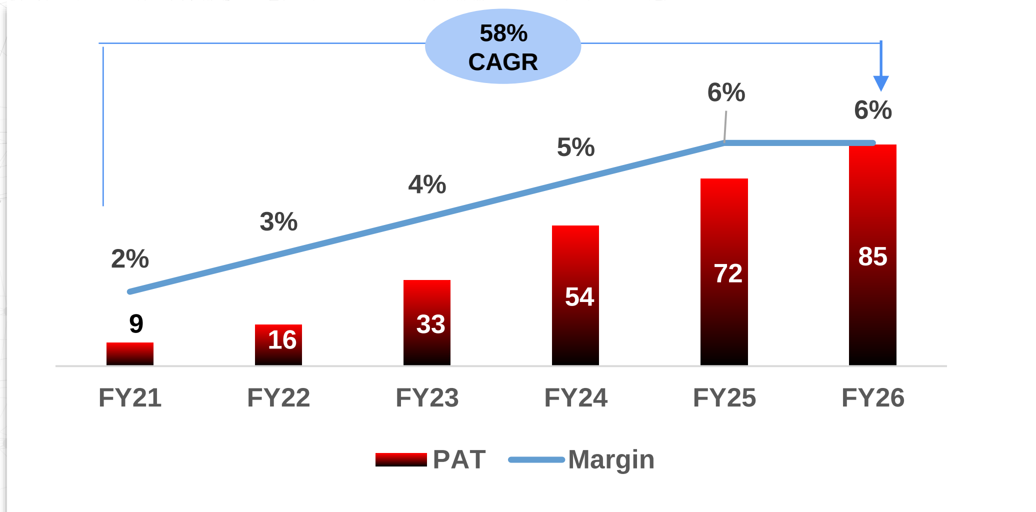


EBITDA* & EBITDA Margin



** Excludes Other Income*

PAT & PAT Margin



Healthy Balance Sheet & Working Capital Discipline

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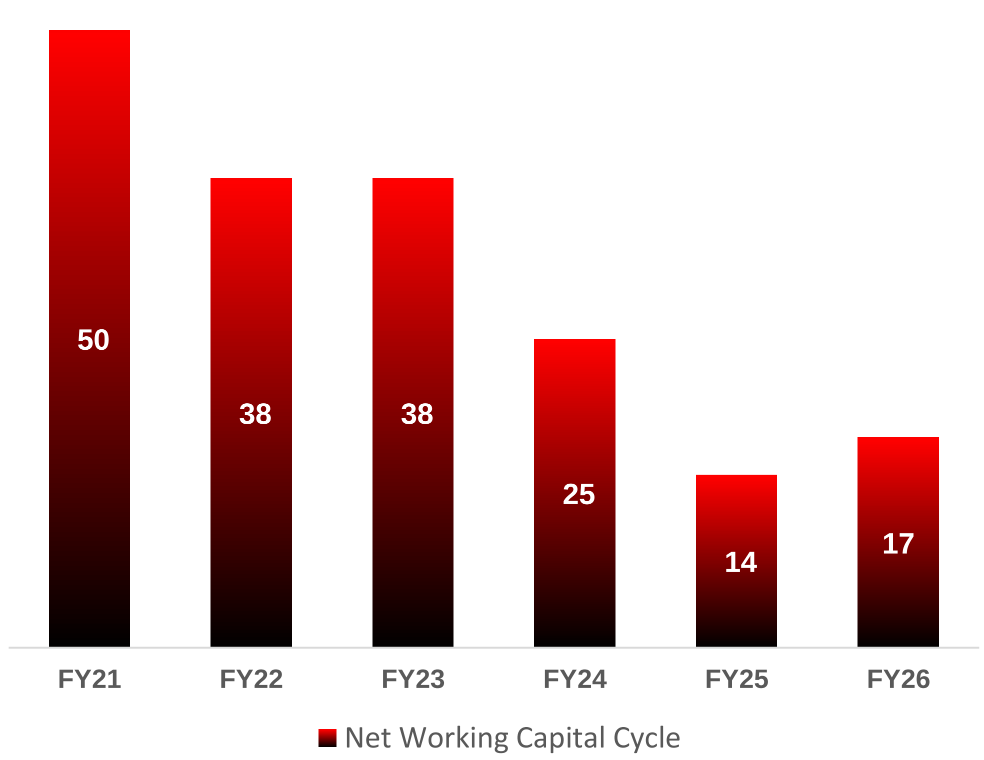
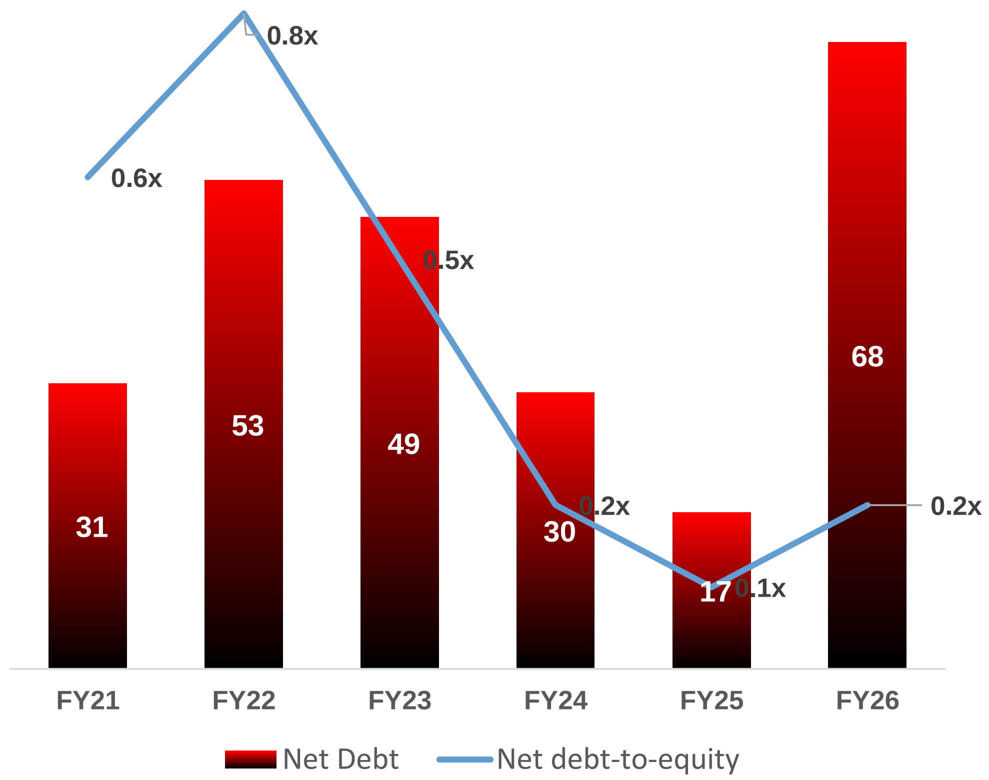
Net Working Capital Days



Net debt & Debt to Equity

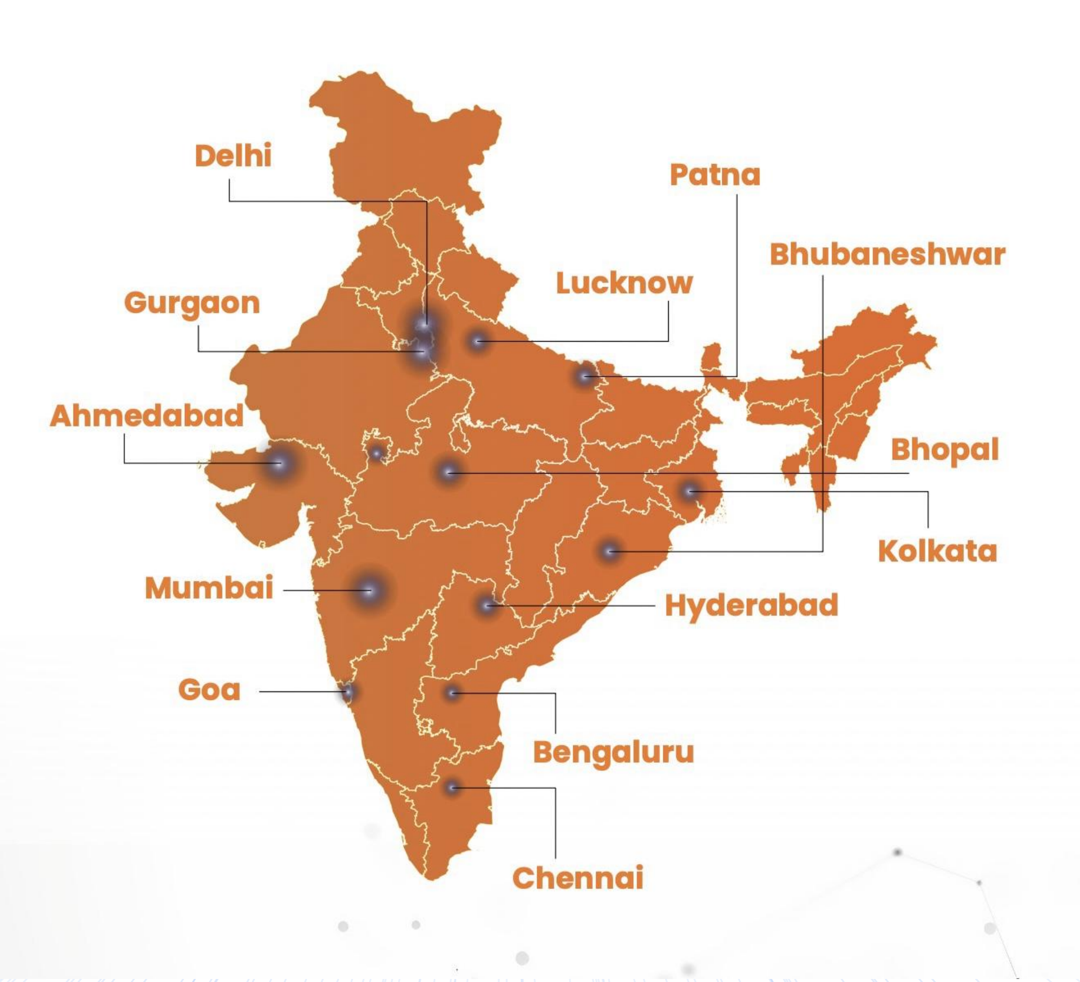


IV. Annexure

Nationwide Delivery Platform with Scalable Execution Capability

Skilled employee pool with deep domain expertise backed by a highly experienced management team

PAN India Coverage with Direct Presence at Multiple Locations



1100+

Full Time Employees

1000+

Technical and Engineering Team

40+

Years of Management Experience

Dynacons efficiently caters to remote branches of its BFSI and PSU customers through its vast network of regional offices and warehouses

Highly experienced management team ensures long term business continuity with legacy customers

Dynacons' Growth Journey & Milestones

Company has built strong foundation to become a complete system integrator and IT service provider for its clients

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1995 – 2000
Foundation of the firm

2001 – 2019
Addition of key customer accounts and strategic partnerships

2019 – 2023 and beyond
Ambition to become a global IT solutions and services provider

1995
Incorporation and became **'Genuine Intel' dealer** by selling Intel Processor based servers and desktops

1998
Associated with Intel, Inc. as a '**Intel Premier Provider**'

2000
Dynacons **listed on the Indian stock exchange**

2002
Receipt of major SI orders from government and PSUs

2006-08
Receipt of orders from key BFSI clients for managing their IT infrastructure and networking for their offices and branches.

2011-12
Strategic partnership with key OEMs such as IBM Global Technology Services, Vmware, Apple, Godrej, Aruba

2020
Major contract wins in the category of Hyper-Converged Infrastructure, Private Cloud and SD-WAN

2021
Multiple **Recognitions and Awards** from Technology vendors and Industry bodies

2025 & Beyond
AI infrastructure, data centre modernization, and **cybersecurity (especially SOC-led managed security)-** built on Dynacons' integrated delivery platform and repeat/recurring revenue model

Recent Industry Awards and Recognitions

Hewlett Packard Enterprise	VERSA	Lenovo	dun & bradstreet	FT	Hewlett Packard Enterprise
HPE Solution Provider of the Year 2025.	System Integration Partner of the Year 2025	Best Lenovo DaaS Partner of the Year 2025	India's Leading ESG Entities 2025	Financial Times High-Growth Companies Asia-Pacific 2025	Partner of the year Award 2025

Experienced Leadership & Board

Mr. Shirish Anjaria
Chairman & Managing Director

Business leader with **50+ years** of experience across industries, with strong expertise in business management, corporate affairs, stakeholder relations, and CSR. Under his leadership, Dynacons forged strategic alliances with global IT majors such as IBM, Intel, HP, Microsoft, Lenovo, Sony, and Cisco, and he also founded the Millennium PC initiative, recognized by Intel (USA).

Mr. Parag J Dalal
Executive Director

Technology and business professional with **35+ years** of experience in IT, software services, and business strategy. He drives Dynacons' PAN-India growth across key sectors including BFSI, Government, Education, and Shipping, while leading initiatives in cloud, business continuity, and ICT-led transformation to improve operational efficiency..

Mr. Dharmesh S. Anjaria
Executive Director and CFO

Brings **28+ years** of experience and leads the company's Managed Services business, providing strategic direction on technology initiatives aligned with organizational goals. He also oversees finance, taxation, and corporate affairs, and plays a critical role in global customer management and alliance partnerships, ensuring scalable delivery with cost and risk control.

Mr. Vijay Doshi
Independent Director

IT professional with **28+ years of experience** in enterprise knowledge management consulting, training, and engineering design solutions. He has extensive exposure in AutoCAD/engineering consulting, 2D/3D CAD modelling, and large enterprise implementations. He holds a B.E. (Mechanical), is a Member of the Institute of Engineers (MIE), and has completed an Executive Development Program in Finance Management (Jamnalal Bajaj Institute, Mumbai).

Mr. Ashok Bhumaiah Rajagiri
Independent Director

Seasoned Chartered Accountant with **33+ years** of experience across statutory audits, forensic accounting, taxation, ERP implementation, and fraud detection. He has advised nationalized banks, PSUs, insurance companies, and multiple industries, contributing deep strength in corporate governance, risk management, and financial advisory.

Ms. Falguni Shah
Independent Director

Chartered Accountant with strong expertise in accounting, auditing, corporate advisory, and tax planning. She has hands-on experience in conducting statutory audits of nationalized bank branches and listed companies, bringing strong capability in regulatory compliance, governance, and financial reporting.

Ms. Pooja Patwa
Company Secretary & Compliance Officer

Member of the Institute of Company Secretaries of India. She is also a law graduate and holds a Bachelor's degree in Commerce. She has experience in Corporate Secretarial functions and meeting compliance requirements of the companies.

Historical Income Statement

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Particulars (INR in Cr)	FY 2022	FY2023	FY2024	FY2025	FY2026	Q1FY27
Revenue from Operations	**654**	**804**	**1,024**	**1,267**	**1,424**	**314**
Gross Profit	66	97	129	162	220	61
EBITDA*	**30**	**55**	**78**	**103**	**146**	**40**
EBITDA Margin %	*4.7%*	*6.8%*	*7.6%*	*8.1%*	*10.2%*	*12.8%*
Depreciation and amortisation	1	1	2	2	15	8
Earnings Before Interest & Tax	29	53	76	102	131	32
Finance Cost	9	11	9	11	23	7
Other income	2	2	4	7	6	2
PBT	22	45	72	97	114	26
Tax	6	11	18	25	29	7
Net Profit	**16**	**33**	**54**	**72**	**85**	**20**
Earnings Per Share (EPS) In Rs.	**15.36**	**27.78**	**42.41**	**57.01**	**66.64**	**15.54**

** Excludes Other Income*

Historical Balance Sheet

Particulars (INR in Cr)	FY 2022	FY2023	FY2024	FY2025	FY2026
Shareholder's Equity					
Share Capital	11	13	13	13	13
Other Equity	57	92	145	218	302
Non-Controlling Interest	-	-	0	0.1	0.2
Total Equity	**68**	**105**	**158**	**231**	**315**
Non-Current Liabilities					
Long term Borrowings	12	16	9	3	2
Lease Liabilities	2	3	2	64	114
Long Term Provisions	2	3	3	4	5
Other Long Term Liabilities	0.1	0.1	0.2	0.2	0.2
Total Non-Current Liabilities	**16**	**21**	**15**	**71**	**120**
Current Liabilities					
Short Term Borrowings	50	49	24	49	80
Lease Liabilities	1	1	1	23	42
Trade Payables	161	219	382	396	446
Other Current Liabilities	4	7	8	7	10
Total Current Liabilities	**215**	**277**	**415**	**475**	**578**
Total Equity and Liabilities	**299**	**403**	**587**	**777**	**1,013**

Particulars (INR in Cr)	FY 2022	FY2023	FY2024	FY2025	FY2026
Non-Current Assets					
Property, Plant and Equipment	4	4	3	8	68
Right-of-use assets	2	3	2	2	90
Capital work-in-progress	-	-	0.3	24	3
Investments	1	1	1	1	1
Other Financial Assets	1	2	3	60	35
Deferred Tax Assets (Net)	0.4	0.4	1	1	6
Other Non Current assets	-	-	-	38	32
Total Non Current Assets	**8**	**9**	**10**	**133**	**235**
Current Assets					
Inventories	71	37	73	58	16
Trade receivables	176	301	402	437	602
Cash and cash equivalents	9	16	3	35	13
Other balances with banks	27	30	85	70	99
Short-term loans and advances	0.1	0	1	4	4
Other financial assets	8	6	7	27	35
Other current assets	0.3	3	7	14	9
Total Current Assets	**291**	**393**	**578**	**644**	**778**
Total Assets	**299**	**403**	**587**	**777**	**1,013**

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