Dynamic Cables Limited

(Govt Recognised STAR Export House)

www.dynamiccables.co.in

Date: August 25, 2022

To,

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai-400001
Scrip Code: BSE-540795

National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor, Plot No. C/1
G-Block, Bandra-Kurla Complex,
Bandra(East) Mumbai-4000501
Trading Symbol: DYCL

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 15th Annual General Meeting ("AGM") of the Company held on Wednesday, August 24, 2022 through Video Conferencing ("VC") or Other Audio Visual Means ("OAVM") please find enclosed **Corporate Presentation** of the company displayed during the AGM.

This presentation is also made available on the company's website at www.dynamiccables.co.in

Thanking you,
For Dynamic Cables Limited

DYNAMIC CABLES LIMITED JAIPUR

Naina Gupta
(Company Secretary and Compliance Officer)
M. No. A56881
Encl.: as above

HT Upto 66KV & LT Aerial Bunched, Power, Control & Railway Signalling Cables, ACSR/AAC / AAAC / AL-59 / MVCC Conductors.

Mangal Group
promoting value engineering

intertek
Total Quality. Assured.

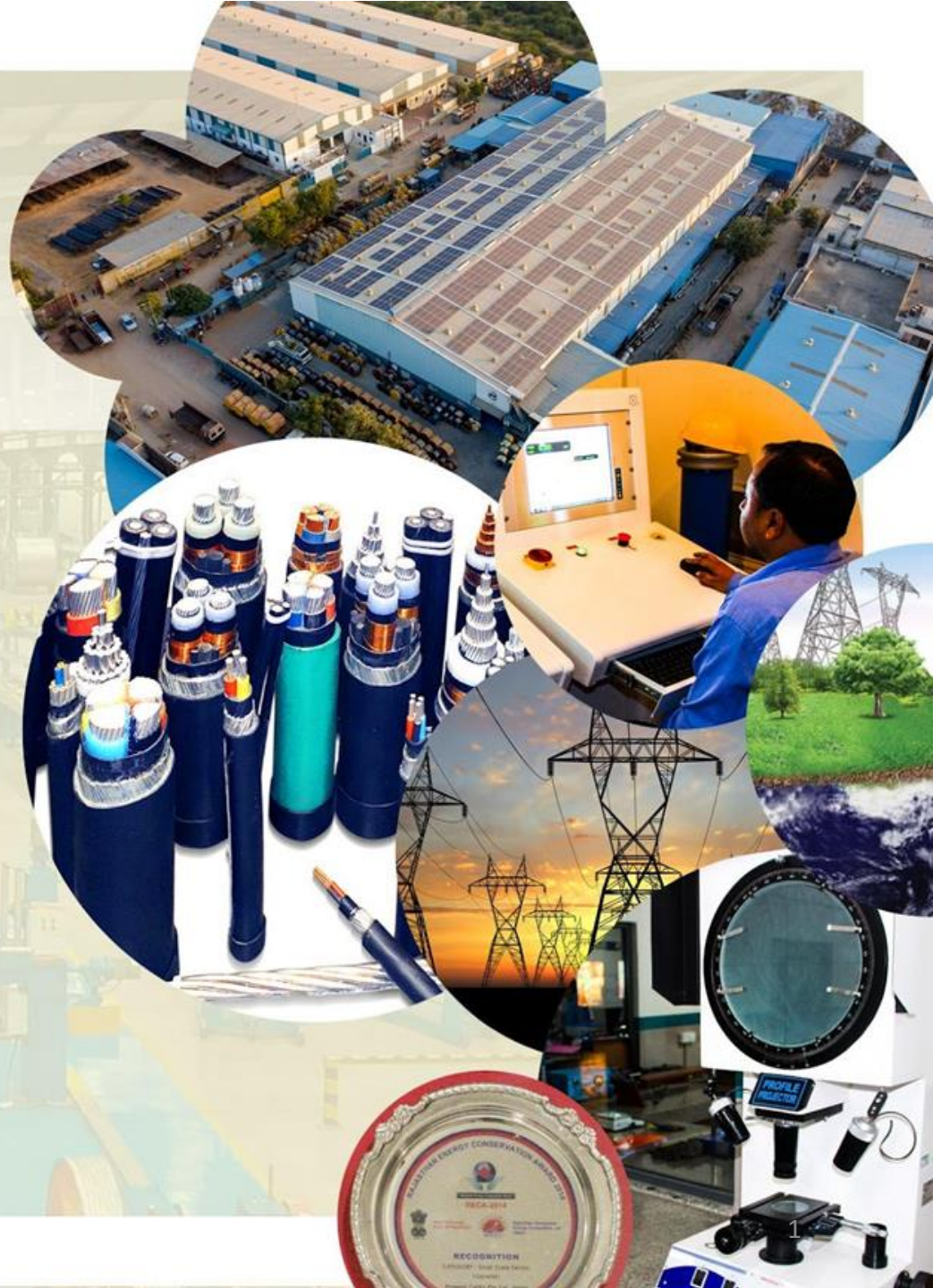
CIN: L31300RJ2007PLC024139
Regd. Office & Unit-1: F-260, Road No.13, VKI Area, Jaipur-302013 (INDIA)
Ph: +91 141 2262589, 4042005 | Fax: +91 141 2330182 | Email:info@dynamiccables.co.in

DYNAMIC CABLES LIMITED

Excellence
Endurance
Growth

15th Annual General Meeting

24th August 2022



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Safe harbor

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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

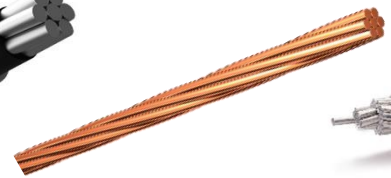
66kV Power Cables
MV Aerial Bunched Conductors
MV Power Cables Copper
MV Power Cables Aluminum

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

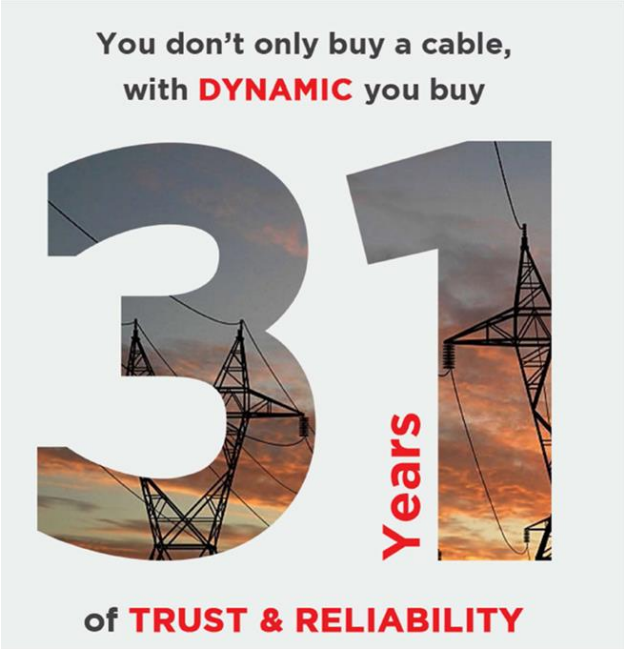
ACSR Conductors
AAA Conductors
AA Conductors
Series 8000 Bare AA Conductors
Series 8000 Bare AAA Conductors
Bare Copper Conductor
MV Covered Conductor



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



Our Marquee Clientele

Government Clients

International Clients

Private Clients

Compliance certifications

*under approval

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

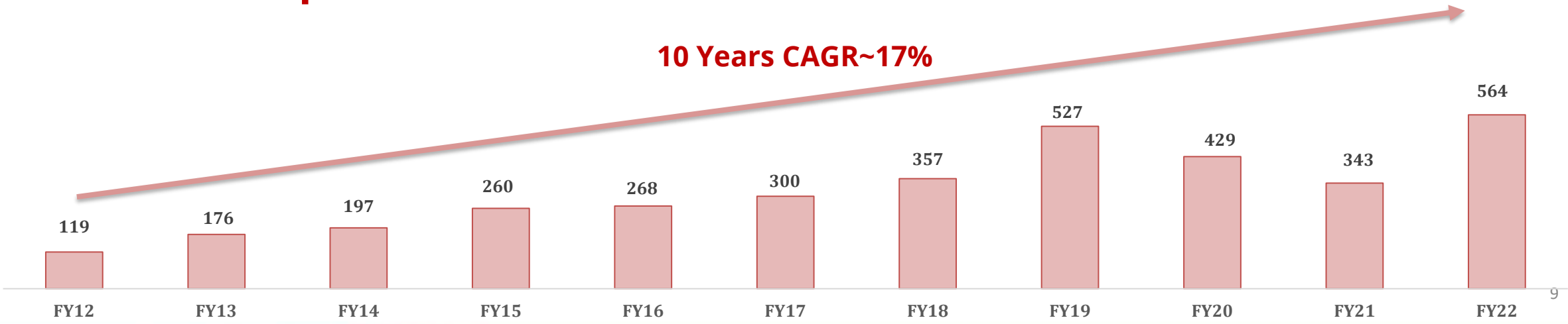
2010-2019

- 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



Key Highlights

For the year

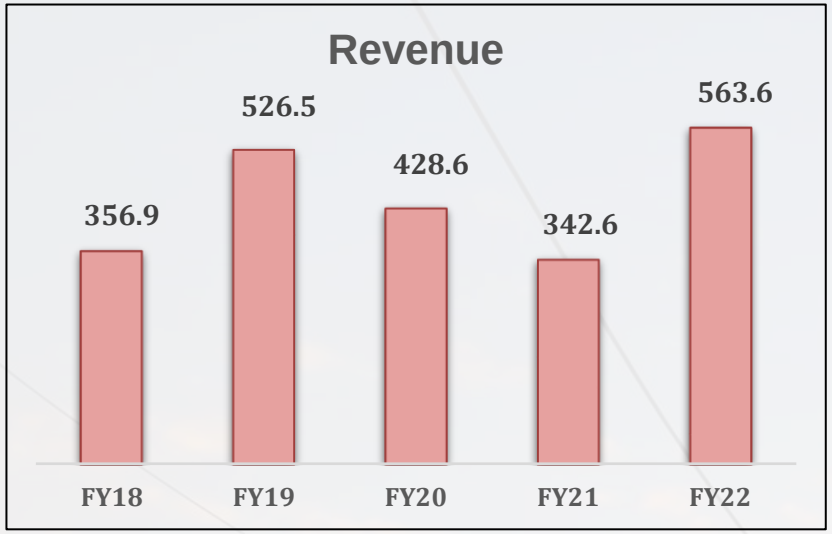
- Company started manufacturing of RDSO approved railway signaling cables , going forward signaling cables to have sizeable portion in overall sales
- External Credit Rating upgraded from BBB to Crisil BBB+ , the upgradation will help in access to cheaper credits.
- Company w.e.f 27th July 2022 have 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

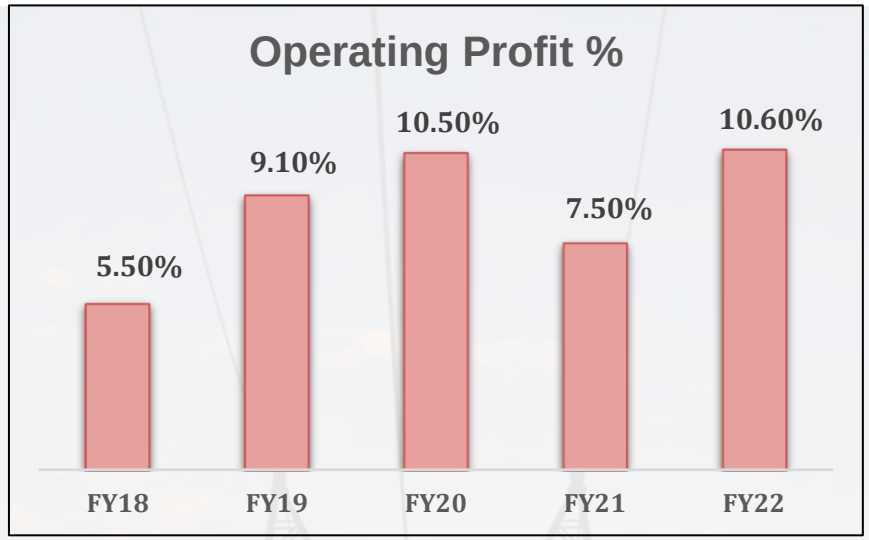
Environmental, Social and Governance Responsibility

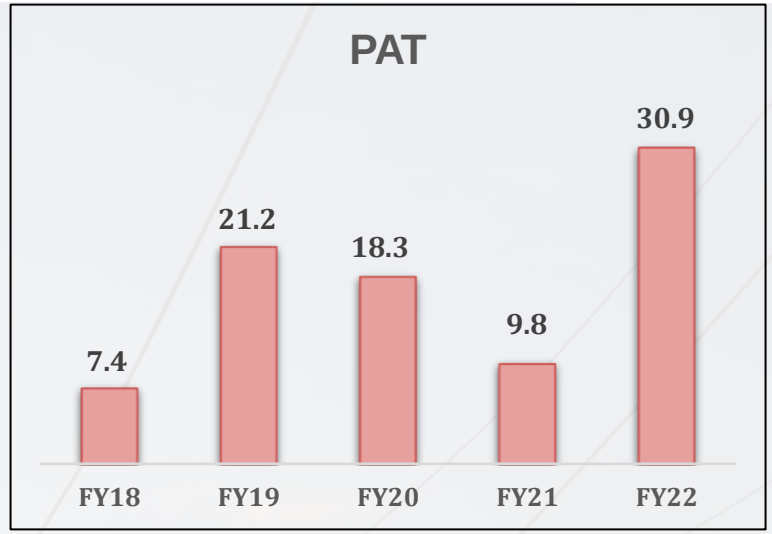
Growth with responsibility

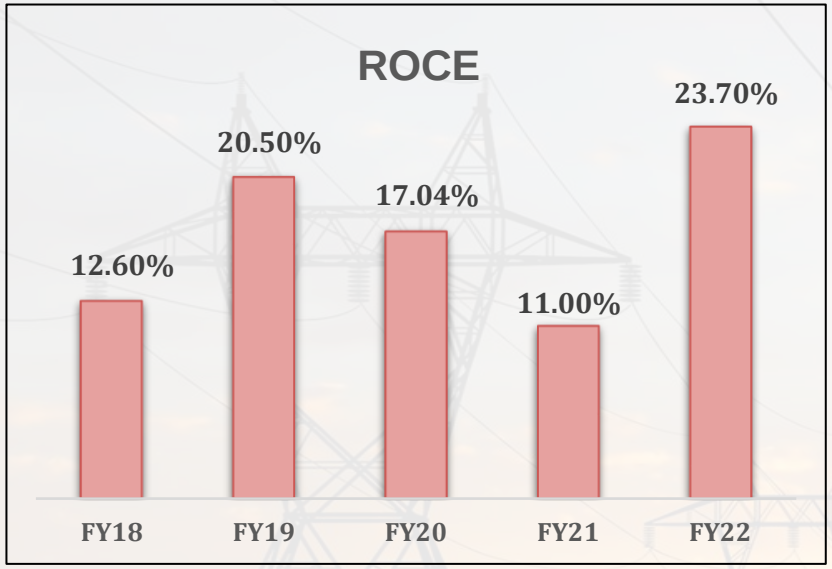
Construction of school blocks, toilets, classrooms	At Jaipur
Construction of School and Hostel Facility	At Jaipur
Providing Assets to School	At Ajmer
CSR Initiatives – at different locations for environment sustainability	At Jaipur
Distribution of COVID-19 Essentials (Oxygen Concentrator)	At Jaipur

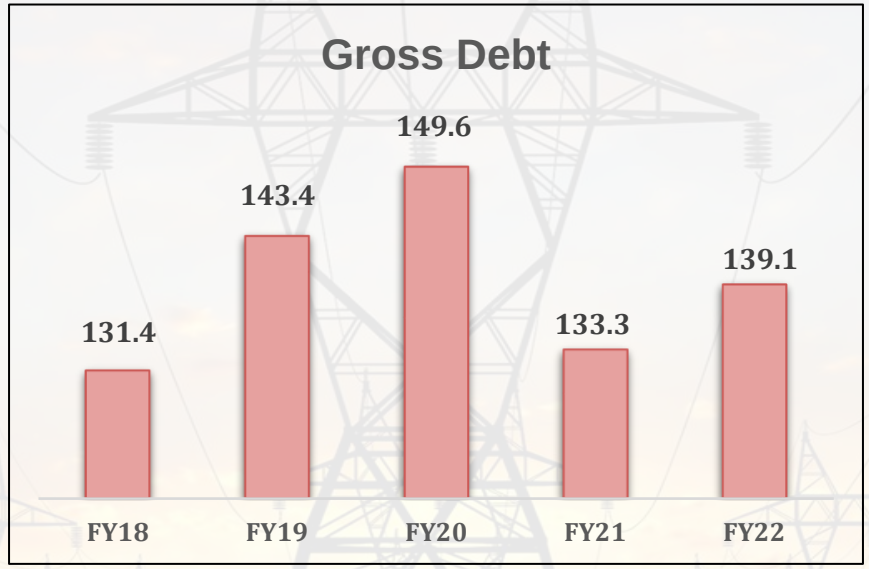
Key financial highlights

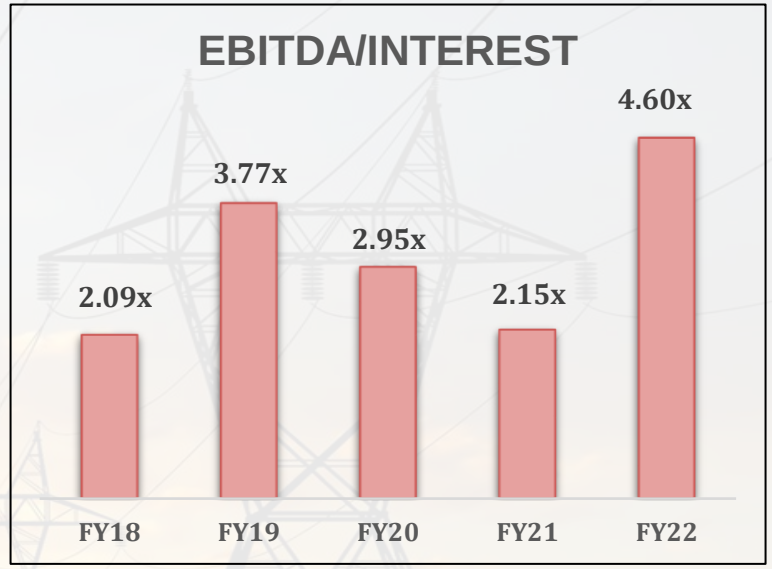










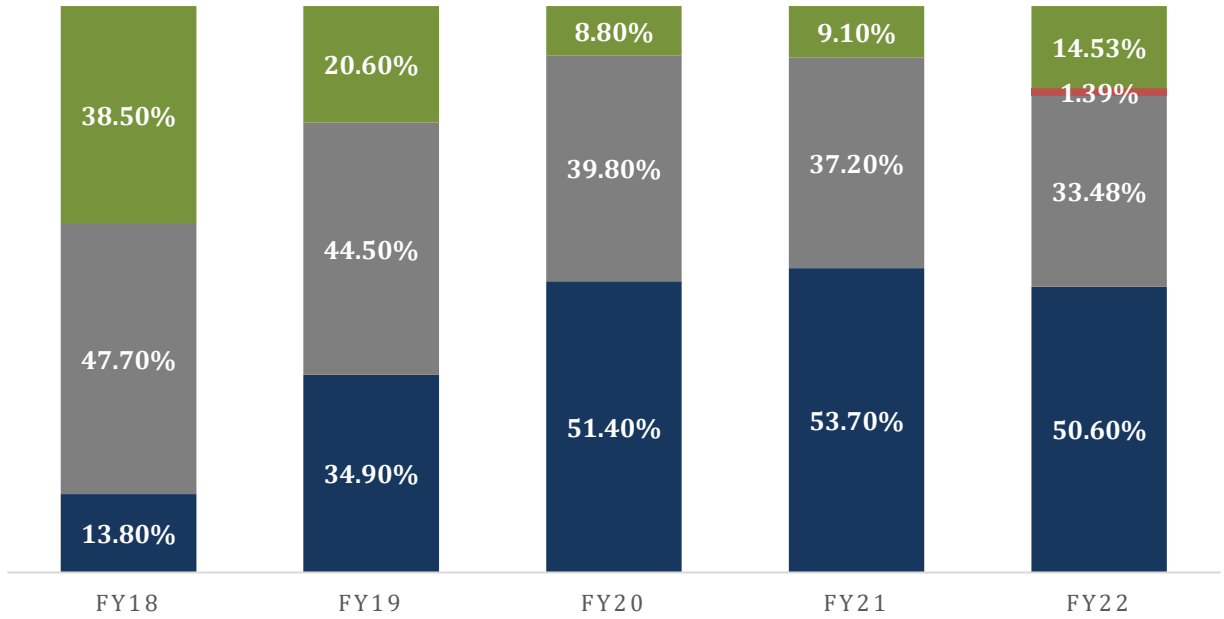


Credit Rating

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

Revenue mix: In line with evolving market requirements

Product category wise



Products

HT Cables | LT Cables | Railway Signaling cables | Conductors

Key Highlight

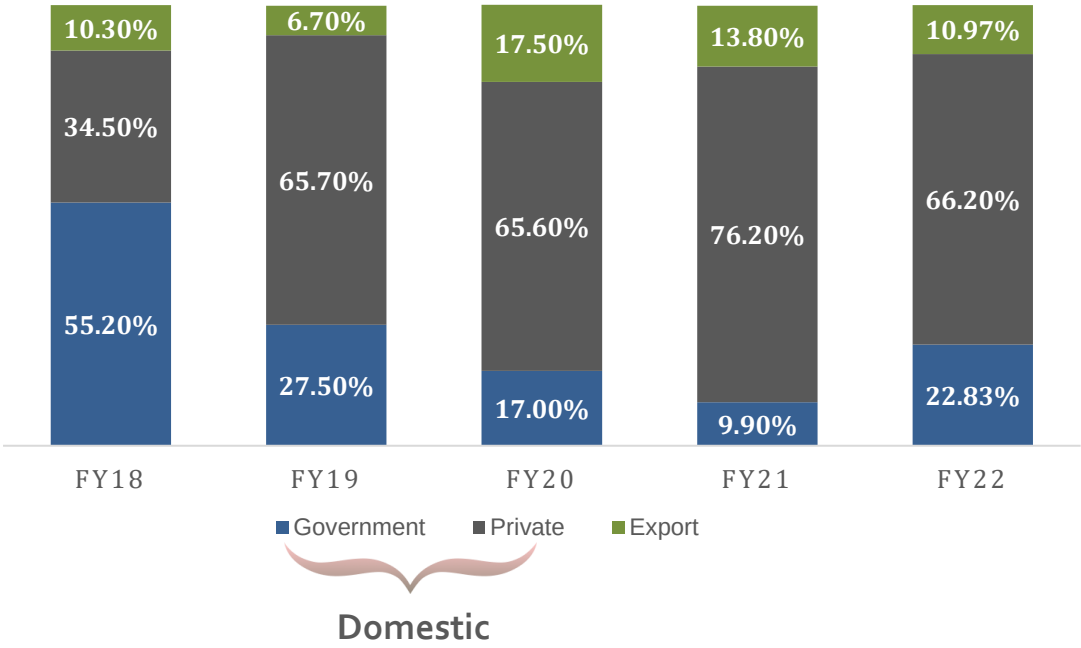
More focussed on high value add HT Cables , post consolidation 50%+ contribution in sales

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

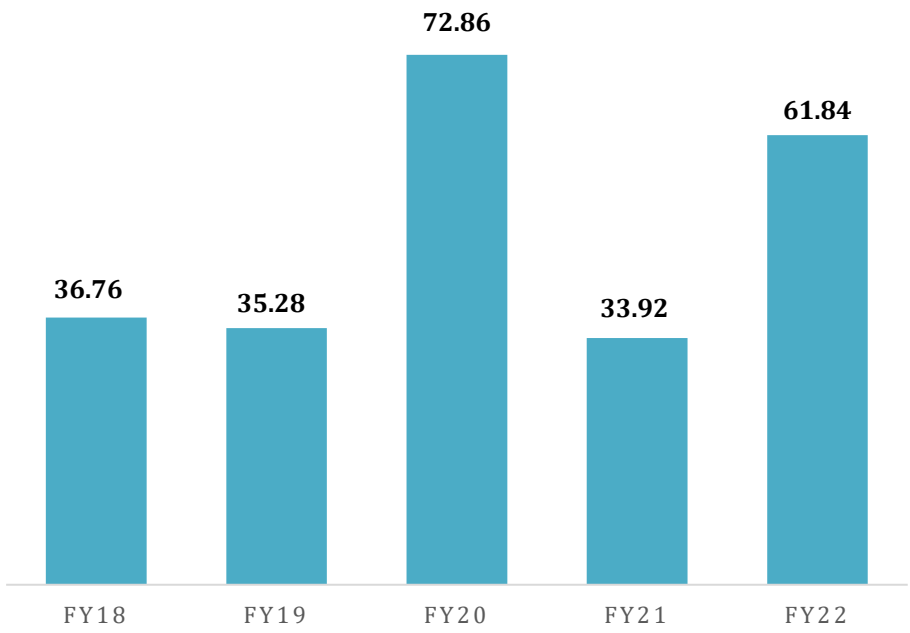
Export disrupted in FY21 and FY 22

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 capabilitie 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

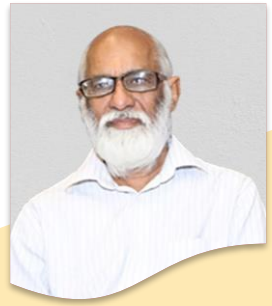
Chairman and Non-Executive Director

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, GoI 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.

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.

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

DYNAMIC CABLES LIMITED

Thank you

Dynamic Cables Limited

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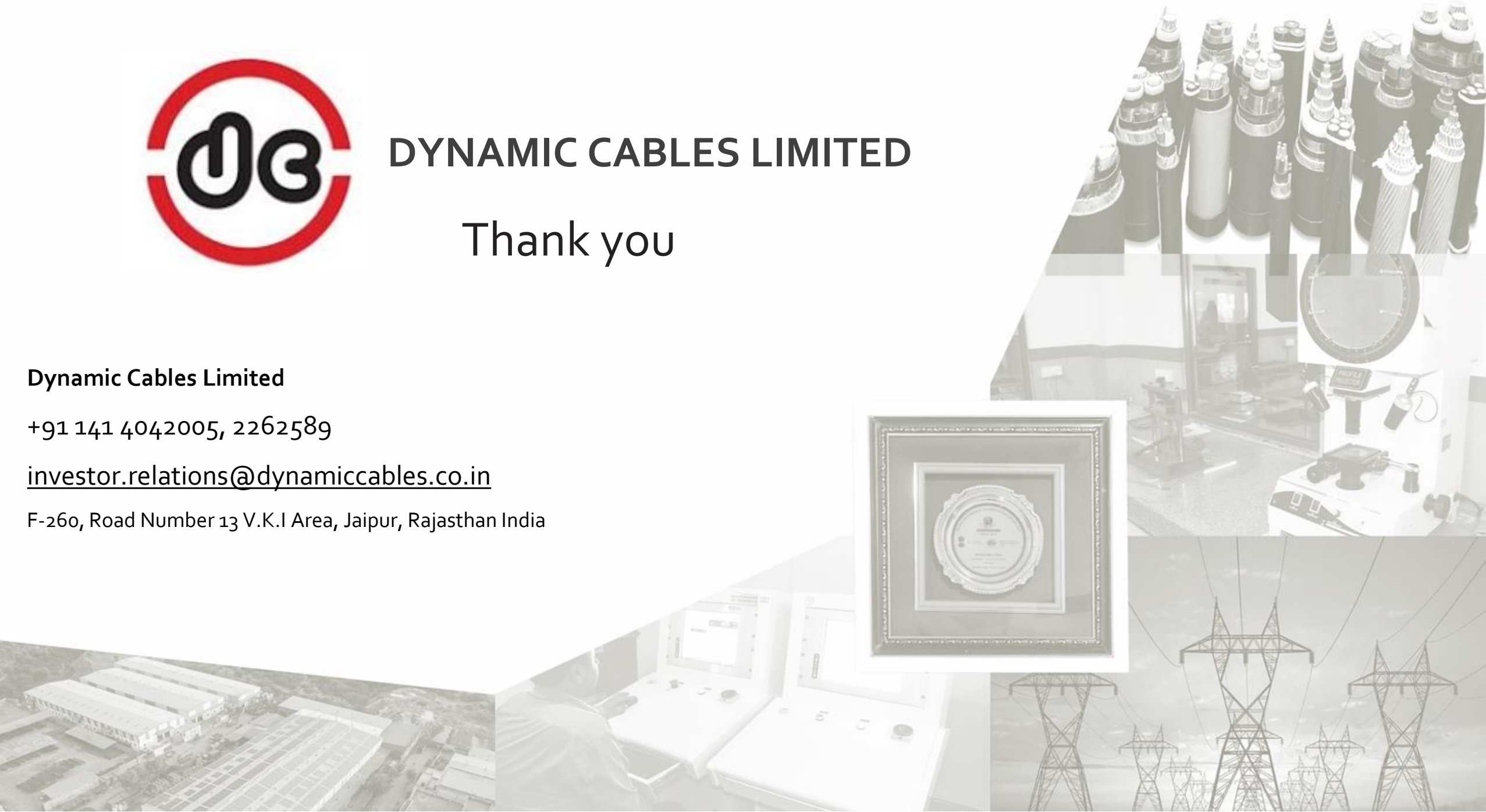
investor.relations@dynamiccables.co.in

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