



Dynamic Cables Limited



Igniting The Future

AGM Presentation

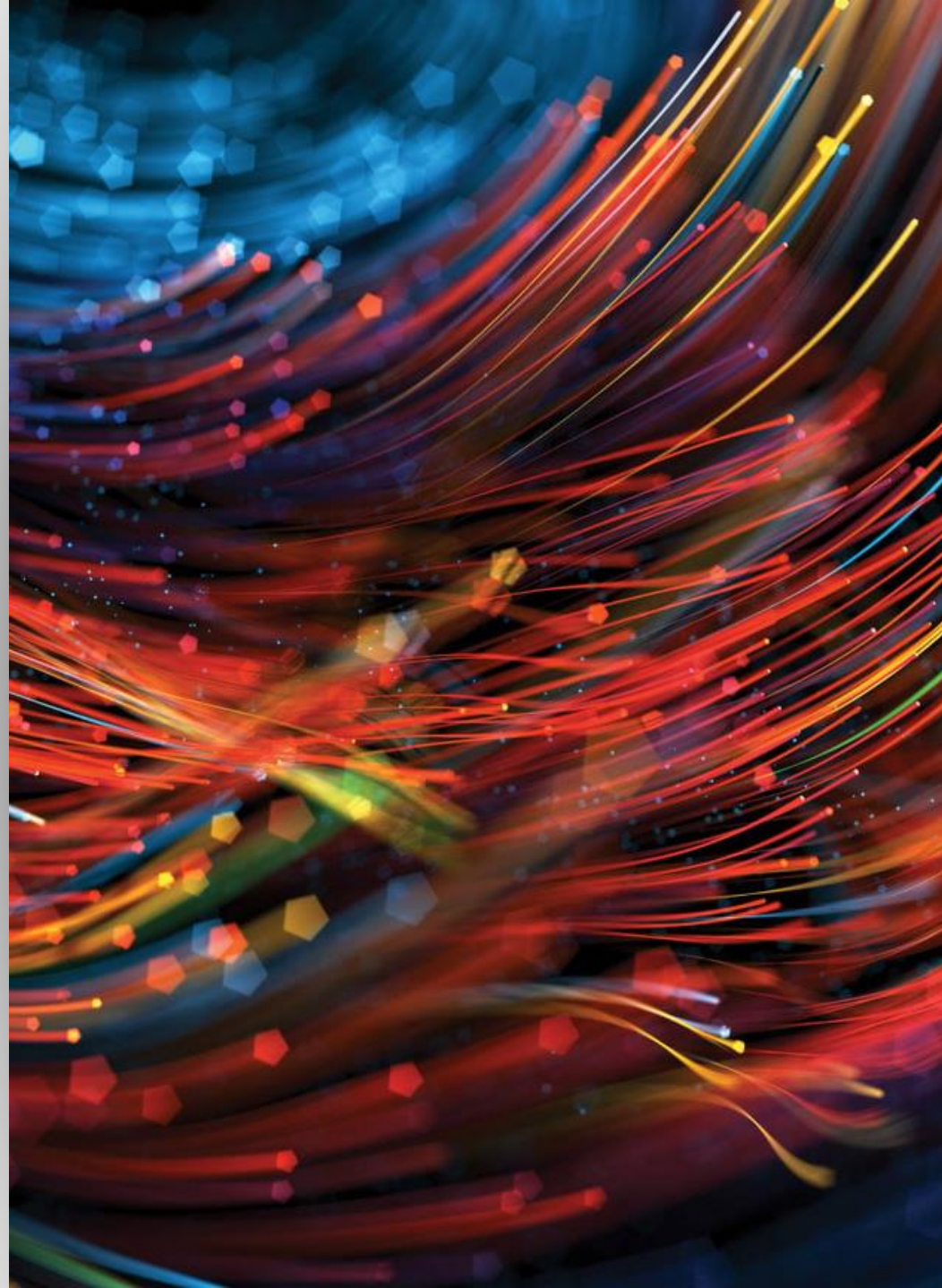


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ABOUT US



OVERVIEW



**Leading
Manufacturer and Supplier
of Power Cables in India**



**Track
Record
38+ Years**



**CAGR Since Listing
(Dec 2017)**

Sales	14%
EBITDA	26%
PAT	31%



**Product Approvals
With all the major
utilities & end user**



**Listed On
NSE and BSE**



**ROCE
21.5%**



**ROE
19.3%**



**Infrastructure
3 Manufacturing
facilities situated at
Jaipur & Reengus**



**Research & Development
Dedicated labs for quality
testing and new product
development**



**Export
40+ Countries
Served**

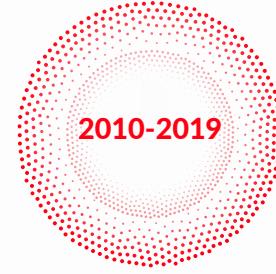
EVOLUTION



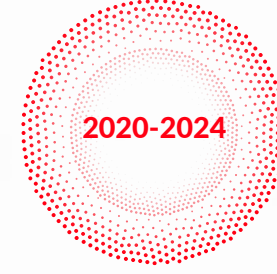
- Inception of Dynamic Engineers as a Partnership Firm
- Started manufacturing super enameled & DPC wires
- Diversified into Overhead conductors



- Started Manufacturing LV cables.
- Forayed in exports
- Greenfield expansion of 2nd manufacturing plant at Jaipur

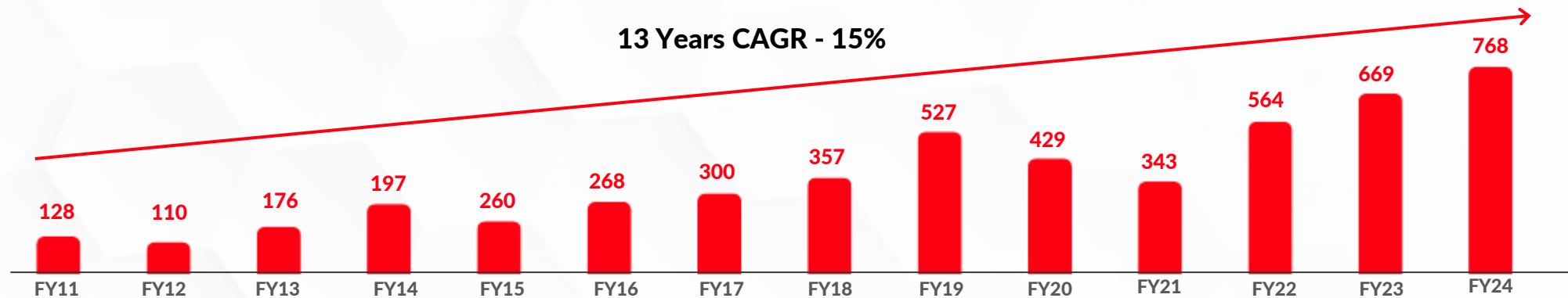


- BSE SME Listing
- Greenfield expansion of 3rd manufacturing plant at Reengus
- Started manufacturing HV cables



- Migration to BSE mainboard & Listed on NSE
- Brownfield Expansion in Reengus Plant
- Preferential allotment of ~Rs 96 Crs to select Institutions and HNIs

Revenue Journey



COMPETENCIES



Focused Team:

Young and focused promoter along with a sound and well aligned management team of qualified & experienced professionals under an articulated organizational structure driving the execution engine



Infrastructure:

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



Clientele:

Longstanding relationships with large and diversified customer base located in India and across 40+ international markets. We are a customer centric organization



De-Risking:

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



Marketing:

Market Intelligence and dedicated sales and customer service teams which helps to engage closely with customer's procurement teams for real time market updates.



Strong Domestic & Export Presence:

Widespread Presence in both Domestic and Export Markets
Supplying to Government and Private players



Research & Development:

Continuous focus on R&D for quality testing and product development as per market demand and trends

PRODUCT RANGE

**66 KV
Power Cable**



**Armoured
Power Cable**



**MV Aerial
Bunched Cables**



**LV Copper
Armoured Cable**



**LV Copper
Power Cable**



**LV Aluminium Multicore
FRLS Cable**



**LV Unarmoured
Aluminium Power Cable**



**MV Single Core
Aluminium Armoured
Power Cable**



**LV Copper
Control Cable**



**LV Aluminium
Flat Cable**



**LV Copper
Power Cable**



**MV Covered
Conductors**



**ACSR C
onductors**



**AA/AAA-
Conductors**



**Bare Copper
Conductors**



GLOBAL SALES FOOTPRINT

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



Marquee Clients and Certifications

You don't only but a cable with **DYNAMIC** you but

38 Years of TRUST & RELIABILITY

Our Marquee Clientele

Government Clients



International Clients



Private Clients



Product Tested from globally reorganized NABL Accredited Laboratories

A GreenCo Bronze rated company from CII Godrej GBC



Standards Compliance



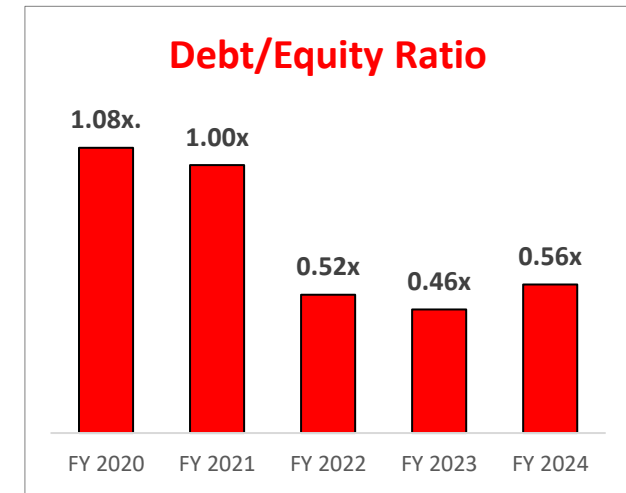
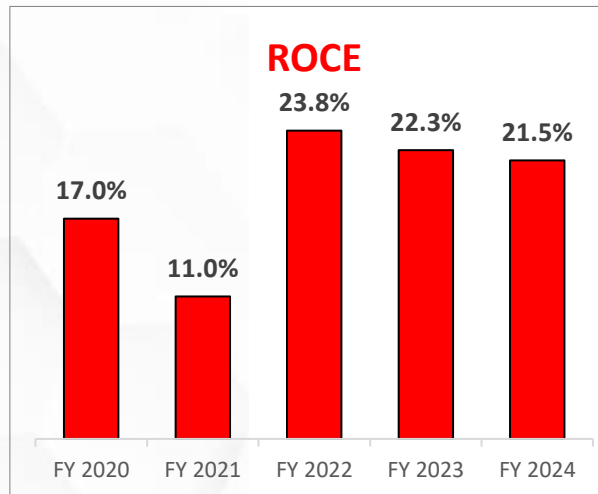
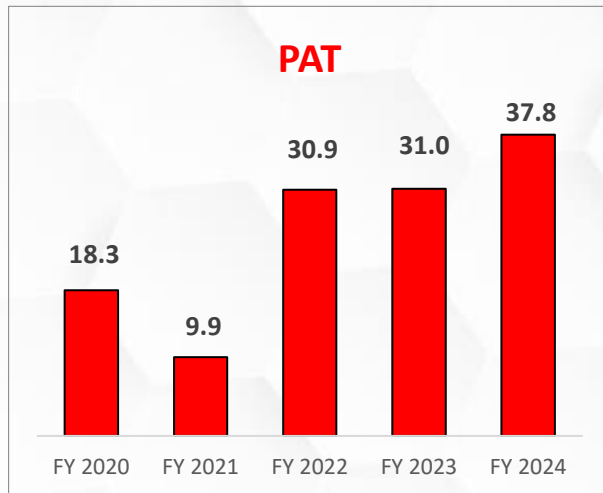
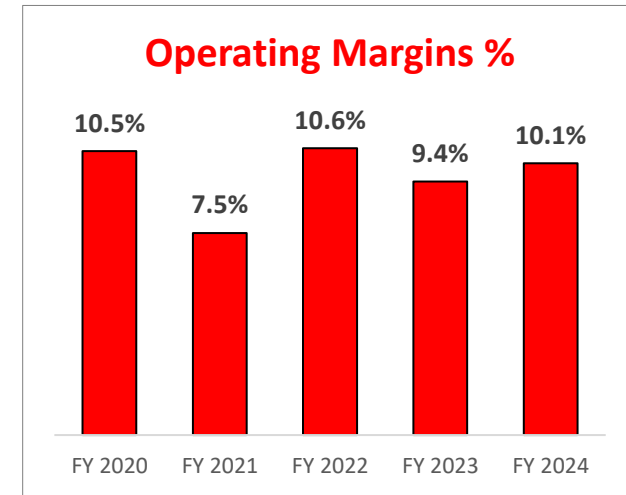
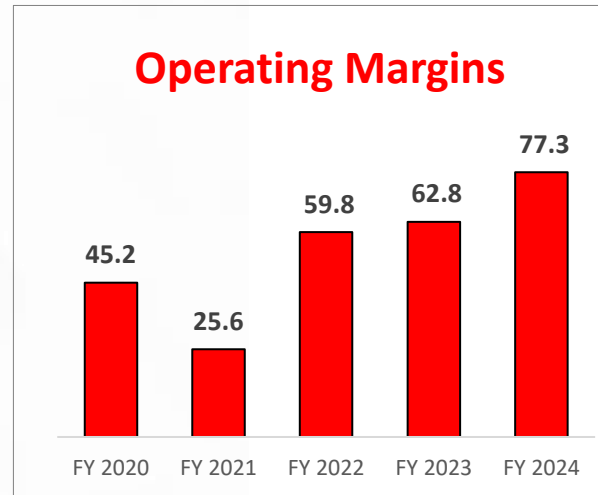
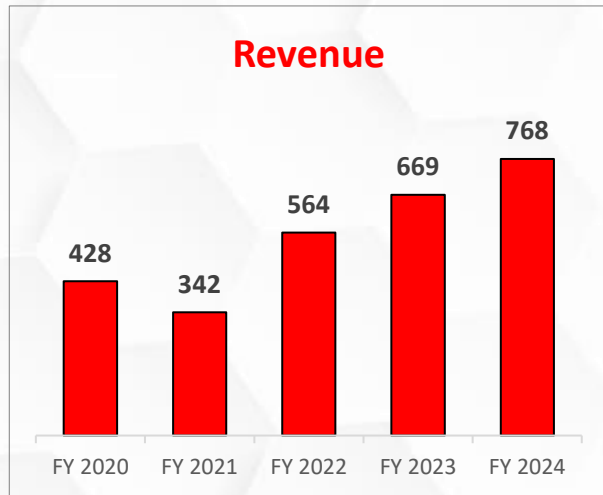
Quality Certifications



FINANCIAL OVERVIEW



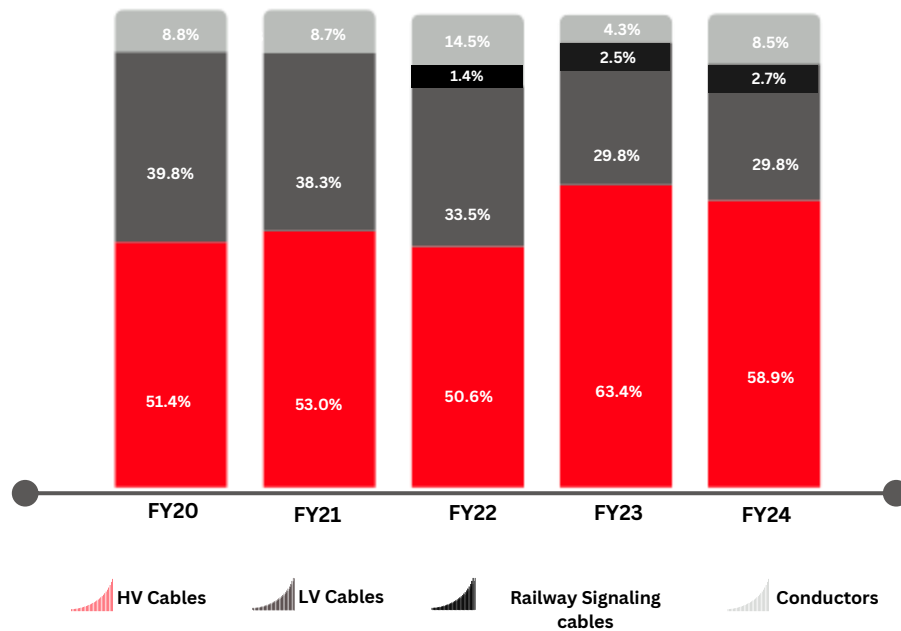
KEY FINANCIAL HIGHLIGHTS



Credit Rating: CRISIL A- (Long Term) IND A- (Long Term)
 CRISIL A2+ (Short Term) IND A1 (Short Term)

PRODUCT MIX

Revenue Mix : Moving towards value added products
Evolving with company's technical capabilities

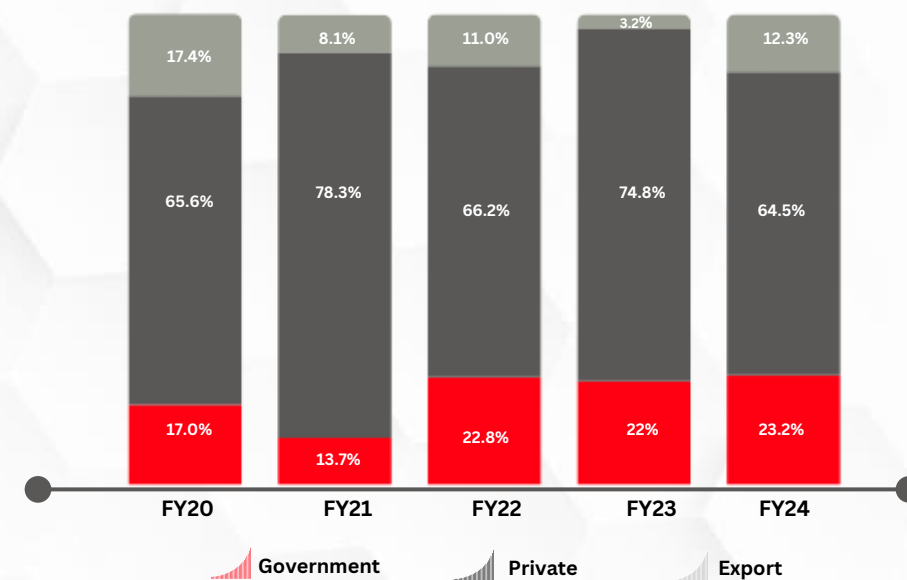


KEY HIGHLIGHT

Shift of focus towards high value add HV Cables , 50%+ contribution
Significant decline in commoditized product sales
Railway signaling cables and specialty product manufacturing, is expected to contribute significantly in future growth

CUSTOMER MIX

Revenue Mix : Moving towards quality conscious customers
Evolving with rise of private Discoms & turnkey EPC players



KEY HIGHLIGHT

Export picked up in FY24, contribution increased significantly to 12%
Focus on high quality customers, in Private, Government and Exports
Believe in partnering with customers

BROWNFIELD EXPANSION

**BROWNFIELD
EXPANSION
COMPLETED IN
FY24**



5,000 KMS

Capacity expansion of cables and specialty conductors depending upon their specifications.



Rs. 20 Crs.

Investment towards capacity expansion, excluding land



25,000 KMS

Total capacity for various HT, LT cables and specialty conductors that can be produced annually at its Reengus plant



FY 2023-24

Capacity expansion completed in fiscal year

Q1FY25 HIGHLIGHTS

Key operational highlights :

- Revenue growth was ~15.0% for Q1 as compared to same quarter previous year
- Operating margins were stable @ 10.5%. The margin as communicated before were exceptional in Q1 of last financial year on account of certain high margin supplies, now returning to normalcy.
- Receivable days (calculated on trailing 6 months gross sales) were ~ 80 days in Q1FY25 vs 91 days in Q4FY24.
- Order book stands at ~Rs 468 Crores.
- Robust business environment and long-term demand growth levers playing out

Key strategic developments:

- Conclusion of the preferential allotment of equity shares amounting to Rs 96 crores.
- Expansion of our plant capacity by ~20% with a capex outlay of up to Rs 35 crores at our Reengus plant
- Expansion of our product portfolio to include solar power cable in view of the growing demand for renewable energy solutions

Top-line (Revenue)

Q1 FY25 : 208.5 Crs

YoY ▶▶ 15%

Operating Profits

Q1 FY25 : 21.9 Crs

OPM ▶▶ 10.5%

Profitability (PAT)

Q1 FY25 :11.6 Crs

NPM ▶▶ 5.6%

CONCLUDED PREFERENTIAL ISSUE OF Rs 96 Crs

Strategic actions planned for growth

Working capital requirement:

- With the growth in business, there will be need for additional working capital requirement in the Company.
- We fund a majority of our working capital requirements in the ordinary course of business from banks and internal accruals



Expansion of business:

Our Company intends to deploy the fund for the expansion of the business which includes:

- Capital Expenditure
- Strategic initiatives
- Product development

Reduction of debt:

The repayment of the Debt will help reduce our liabilities and our finance cost and enable utilization of our internal accruals for further investment in the growth and expansion of our business in the future

Others:

- Organization build up
- Growth opportunities and meeting exigencies,
- Any other opportunity

WAY AHEAD



SUN RISE MOMENT



Multiyear under investment in Power sector capex

- Huge catch up demand
- Replacement Demand
- Rural Electrification
- Conversion of overhead caballing to underground caballing



Export Opportunities

- Global GDP to be 2x of current \$ 100 trillion by 2040
- China+1 , favoring Indian suppliers
- Opening up of western markets



Increase in Power demand growth

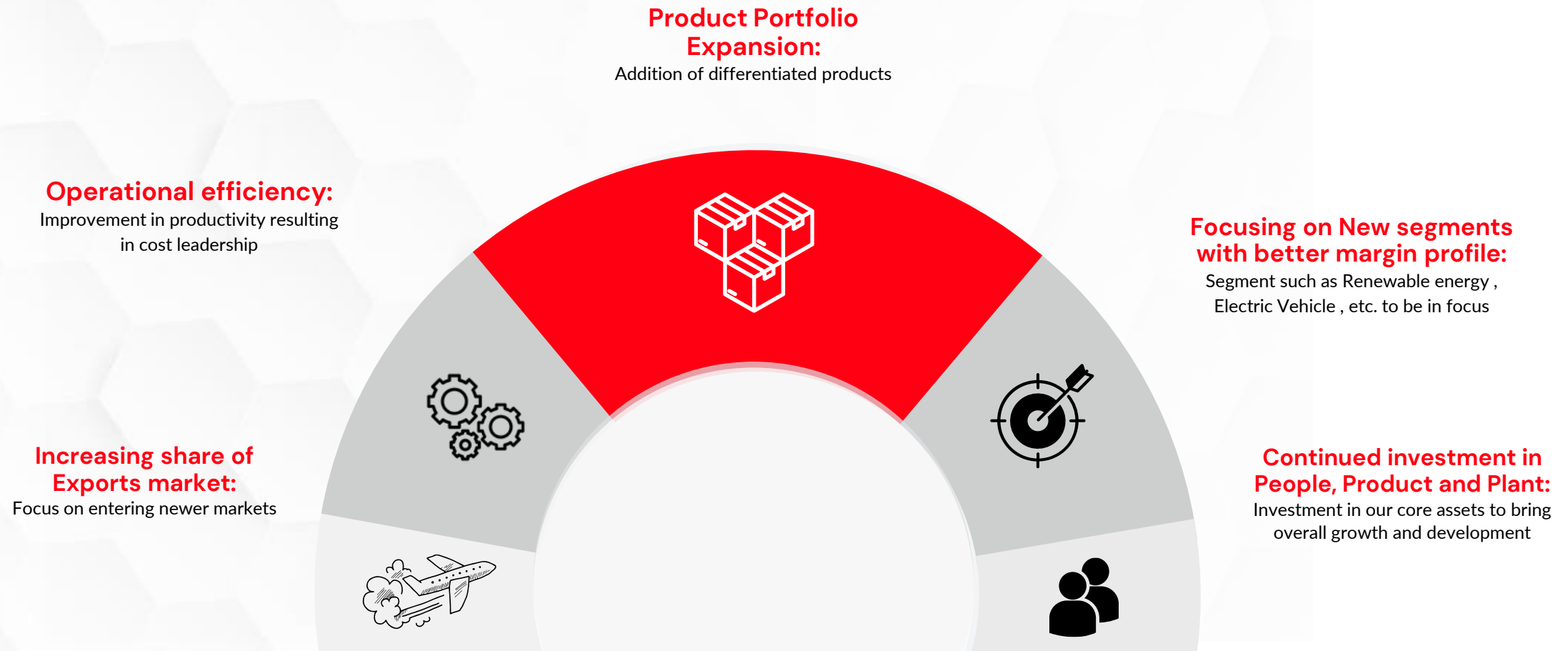
- Fastest growing large economy of the world
- Increase in per capita consumption which is still 1/3rd of global average
- Urbanization & Industrialization
- Private capex



Government Initiatives & Favoring Policies

- Improving Financial health of state discoms
- High budgetary allocation of ₹ 11 Tn towards infrastructure development
- Shift of policy from populist approach to capitalistic approach
- Thrust on Renewable energy

GROWTH STRATEGY:



MANAGEMENT



LEADERSHIP TEAM

“



ASHISH MANGAL

Managing Director

Experience : 28 Years

- Aged 49 years, he is a second-generation entrepreneur having joined the business in 1996 after completing his graduation.
- Since then, he has been hands on in managing the affairs of the company leading the operations to a multi fold increase in scale of business and organization building.
- Has gained over 28 years rich experience in the power cable & conductor industry
- Throughout his tenure, he has navigated all crucial aspects of the business, including Production, Finance, Marketing and Customer Relationships
- Solely focused on managing business of Dynamic Cables
- A proactive member of reputed organisations like CII, Entrepreneurs Organisation (EO), Young Indians (YI) Jaipur Chapter, TIE, RAIN (Rajasthan Angel Investors Network), PHD Chamber of Commerce & Industry, IEEMA (Corporate Member), CACMAI (Corporate Member)

BOARD OF DIRECTORS



RAHUL MANGAL
Chairman and Non-Executive Director
MD at Mangal Electrical Industries Pvt Ltd,
manufacturer of CRGO Laminates



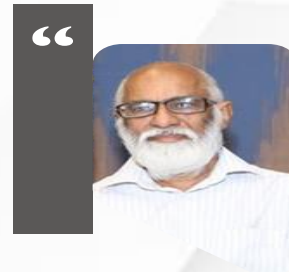
BHARAT MOOSSADDEE
Independent Director
Worked with premier organizations
at various senior positions



SAURAV GUPTA
Independent Director
Promoter and Director of Bella
Casa Fashion & Retail Ltd



SUMER SINGH PUNIA
Non-Executive Director
Has 28+ experience in the field of taxation



ASHOK KUMAR BHARGAVA
Independent Director
Ex GM SIDBI



SHWETA JAIN
Independent Director
Startup Entrepreneur

ADVISORY BOARD



Neeraj Bali

An Indian Army veteran, a corporate professional, an experienced leadership trainer and a professional speaker. He advises the company on team building & organizational building. He is M.Sc. and M Phil in Defense Studies.



Govind Saboo

A Chartered Accountant and founder of Srujan Alpha Capital Advisors (SEBI registered Category-I Merchant Banker). He advises the company on capital planning and allocation, corporate governance & investor communication. He has 17+ years of experience in corporate and capital market advisory.



Ravindra Jain

In his corporate experience of over 40 years across industries, has set up and spearheaded large green-field businesses from start-to-sustainable. He is advising the company on business development, exports & other aspects of business. He is an Electrical Engineer and PGDM (MBA) from IIM, Ahmedabad.

KEY MANAGEMENT TEAM

Murari Lal Poddar

Experience: 24 years

Chief Financial Officer
(CFO)

Naina Gupta

Experience: 6 years

Company Secretary &
Compliance Officer

Manavsalan Srinivasan

Experience: 35 years

Vice President

Ashok K. Sharma

Experience: 20 years

Vice President

Suresh Kadam

Experience: 25 years

Vice President

Deepak

Experience: 19 years

General Manager
(Human Resource)

Shailendra Kumar Pandey

Experience: 27 years

Plant Head 1

Shah Sulabhkumar

Experience: 15 years

Plant head 3

Mahesh Inderjit

Experience: 29 years

Plant head 4

Harnath Singh Bhati

Experience: 21 years

General Manager
(Engineering)

A.K. Ojha

Experience: 25 years

Quality Head

GROWTH WITH RESPONSIBILITIES



OUR ESG COMMITMENTS

At Dynamic Cables Ltd., we are pro actively committed to grow responsibly and sustainably, integrate ESG program with our business strategy to thrive and succeed inclusively.

Our largest manufacturing plant at Reengus is rated as GreenCo Broze by CII Godrej GBC

ENVIRONMENTAL

The 4 pillars of our environmental policies are



SOCIAL

The 4 pillars of our social and CSR strategy are



GOVERNANCE

The 4 pillars of our corporate governance policies are



CSR INITIATIVES



SAFE HARBOR

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Dynamic Cables Limited

(Govt. Recognized Two Star Export House)

(An ISO 9001:2015 , ISO 14001:2015 & ISO 45001:2018 Certified Company)

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