



Dynamic Cables Limited

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

Date: February 27, 2024

To,
BSE Limited,
Phirozejeebhoy 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

Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations") – Intimation of Institutional Investor/ Analyst Meet

Dear Sir/ Madam,

Pursuant to Regulation 30 of the Listing Regulations given below is the schedule of Investor Conference / Meeting with the Institutional Investor / Analyst:

Meeting Date	Particulars	Type of Meeting	Mode of Meeting	Location
March 08, 2024	KYC'24 (Know Your Company) organised by Tattvam निवेश	Group meeting	Physical	Ahmedabad

[Note: The schedule of the aforesaid meeting may undergo change due to exigencies on the part of investor / Company.]

Further the corporate presentation to be hosted at the Meeting is enclosed herewith and can also be accessed on the Company's website i.e. www.dynamiccables.co.in.

Please note that no Unpublished Price Sensitive Information (UPS) is intended to be shared/ discussed during the interactions. The Intimation is also available on the website of the Company i.e. www.dynamiccables.co.in.

This is for the information of the exchange and the members

Thanking you,

Yours faithfully,

For Dynamic Cables Limited

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



CIN: L31300RJ2007PLC024139

Regd. Office & Unit-1: F-260, Road No.13, VKI Area, Jaipur-302013 (INDIA)
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Dynamic Cables Limited



Powering The Growth

Investor Presentation

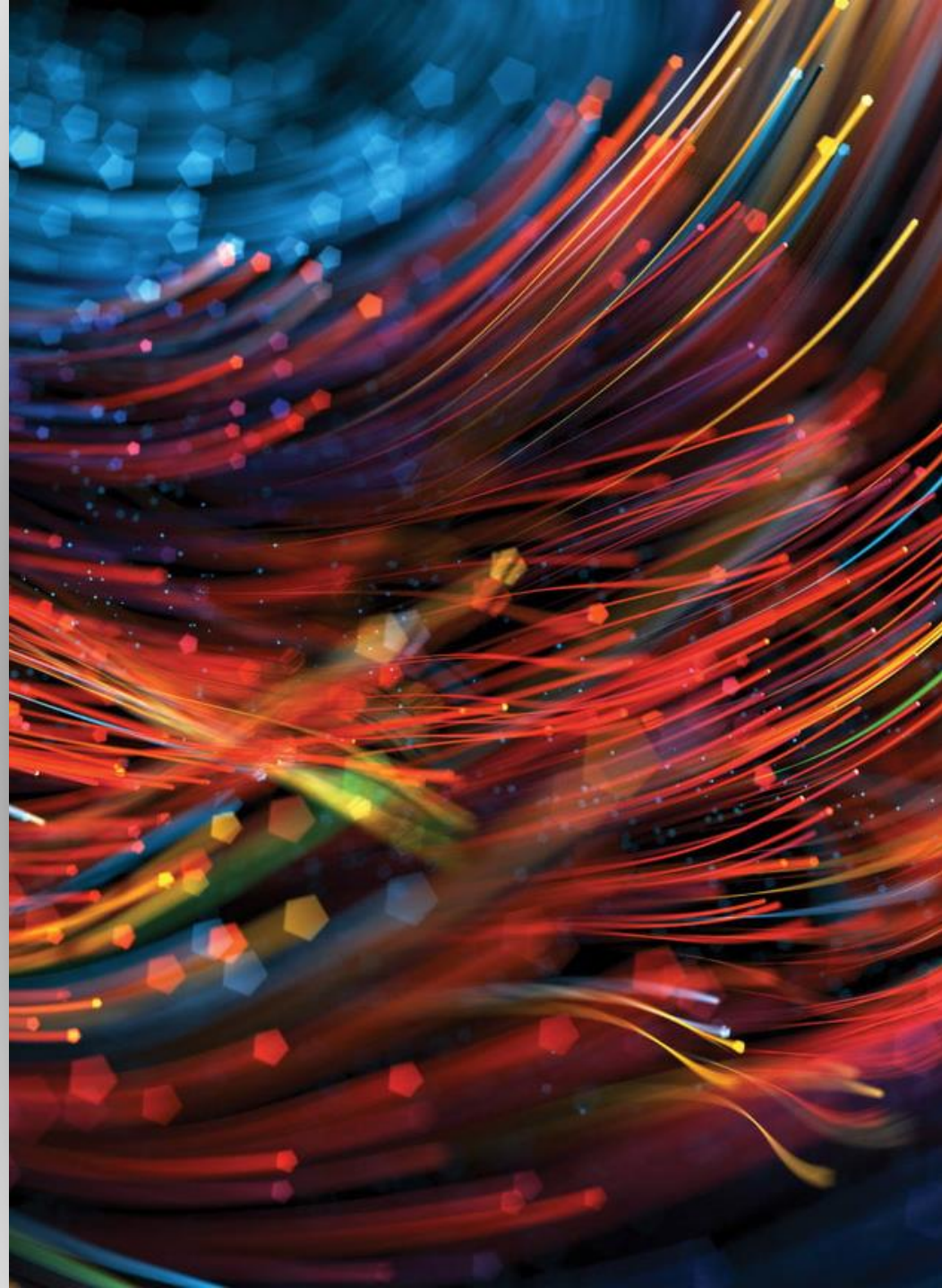


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ABOUT US



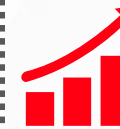
OVERVIEW



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



**Track
Record
37+ Years**



**CAGR Since Listing
(Dec 2017)**

Sales	13%
EBITDA	26%
PAT	33%



**Young & Focused Promoter
~75% shareholding**



**Listed On
NSE and BSE**



**ROCE
24.0%**



**ROE
19.1%**



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



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



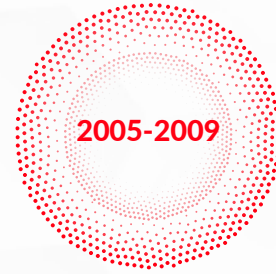
**Export
40+ Countries
Served**

EVOLUTION



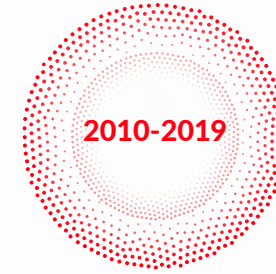
1986-2005

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



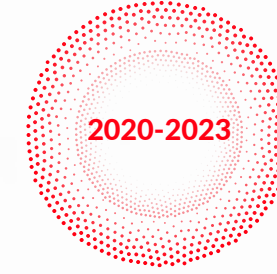
2005-2009

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



2010-2019

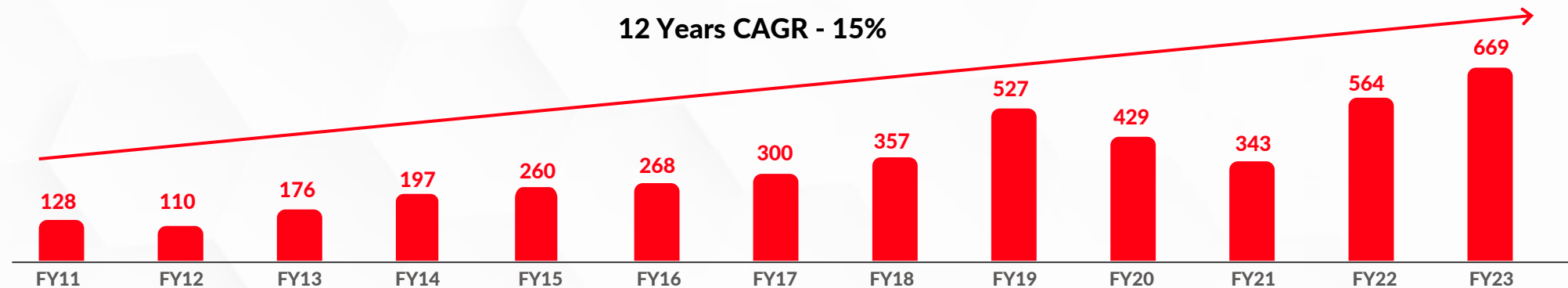
- BSE SME Listing
- Greenfield expansion of 3rd manufacturing plant at Reengus
- Started manufacturing HV cables



2020-2023

- Migration to BSE mainboard & Listed on NSE
- Set up captive solar plant
- R&D breakthrough and new products approvals like Railway cables, etc.

Revenue Journey



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 buy a cable,
with **DYNAMIC** you buy

37 Years
of **TRUST & RELIABILITY**

Our Marquee Clientele

Government Clients



International Clients



Private Clients



Product Tested from globally reorganized NABL Accredited Laboratories



Standards Compliance



Quality Certifications

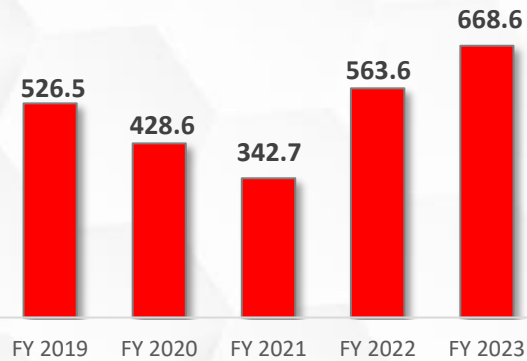


FINANCIAL OVERVIEW

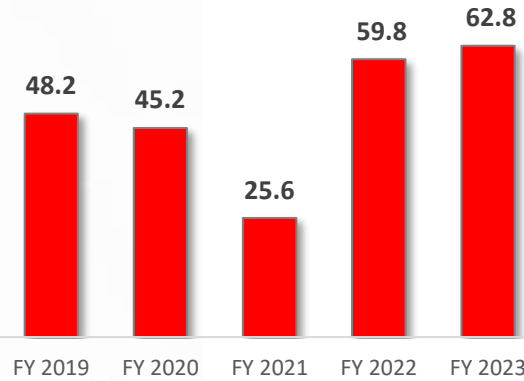


KEY FINANCIAL HIGHLIGHTS

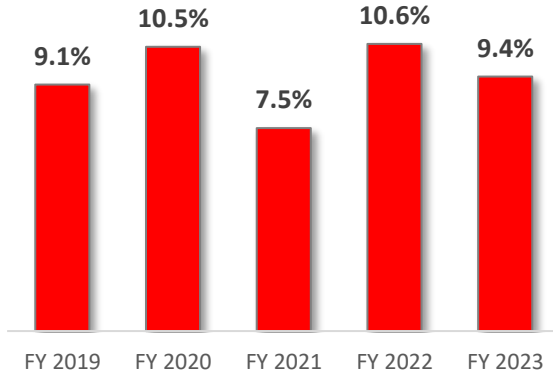
Revenue



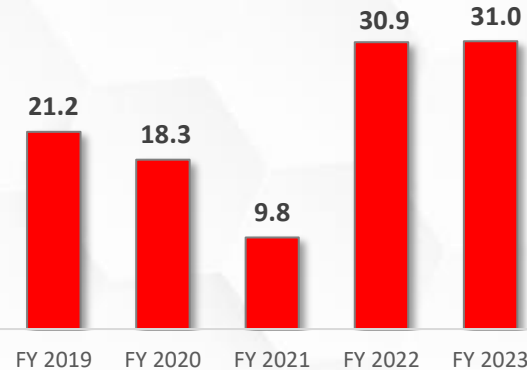
Operating Profits



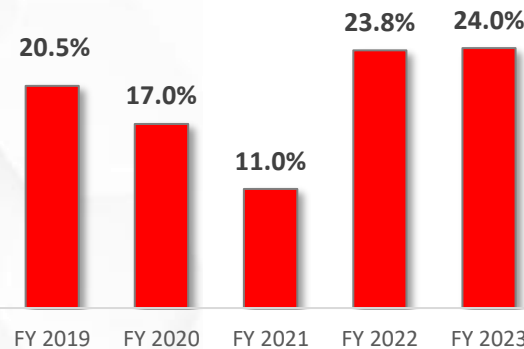
Operating Margins %



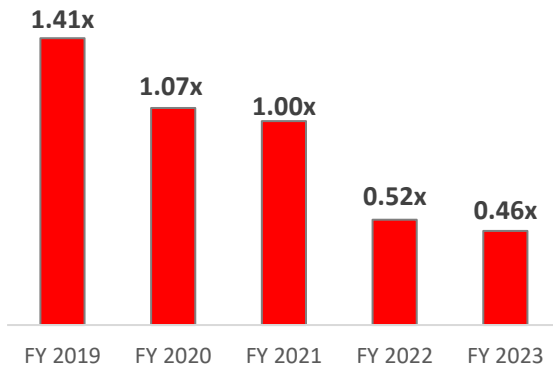
PAT



ROCE

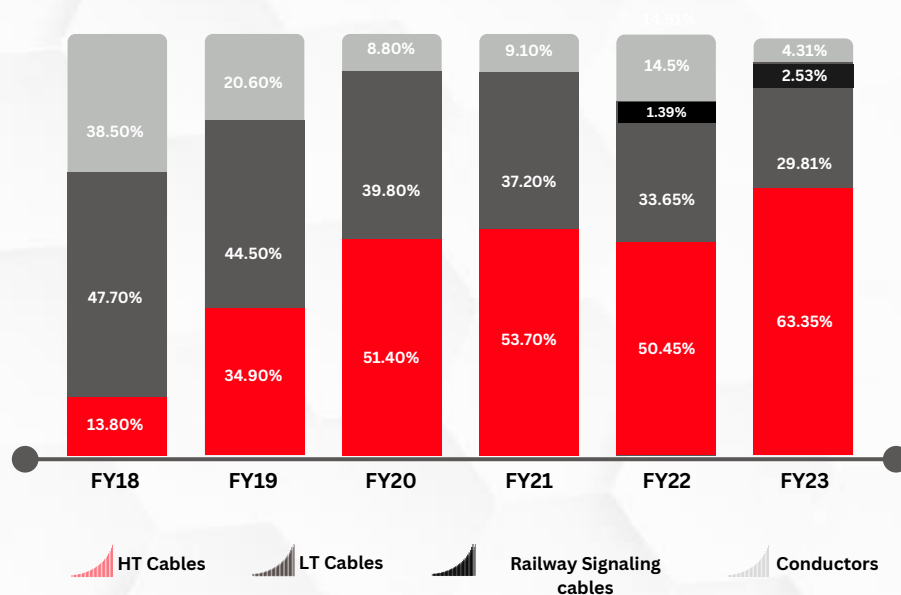


Debt/Equity Ratio



PRODUCT MIX

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

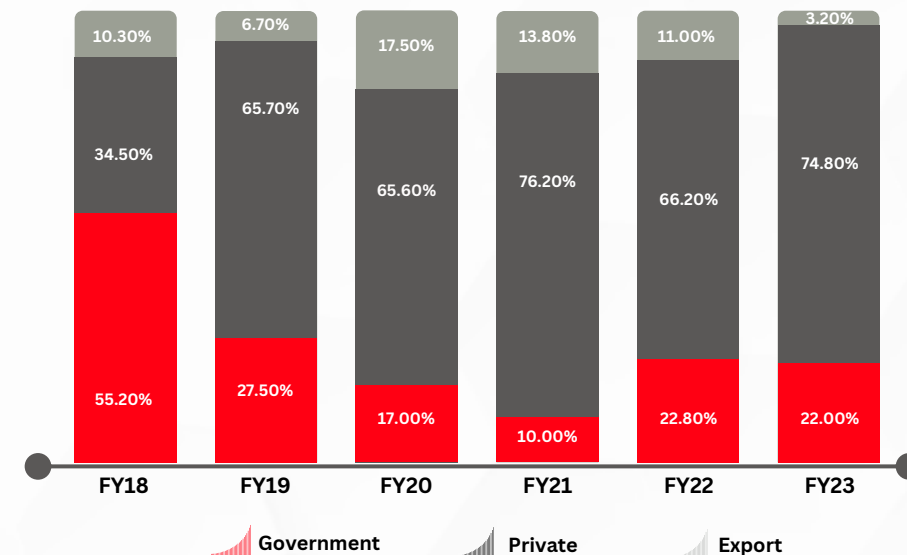


KEY HIGHLIGHT

- Shift of focus towards high value add HT Cables , 50%+ contribution
- Significant decline in commoditized conductors sales
- Started railway signaling cables in FY22 , it 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 significantly higher @ 30% in Q1
- Focus on high quality customers, in private, Government and Exports
- Believe in partnering with customers

9MFY24 HIGHLIGHTS

Key Highlights :

- Recorded highest ever 9 monthly revenue , with YoY growth of 7.5% on a high base
- EBITDA Margin @ 9.8%, growth in 9MFY24 margins on YoY basis were on the back on prudent input cost management and better revenue mix
- Highest-ever order book, of ~ **Rs. 519 Crs**, laying a foundation for sustained business momentum
- Export sales for 9MFY24 ~ Rs 94 Crs vs Rs 22 Crs for FY23, almost 4x of previous full year
- Completed brownfield expansion of Reengus plant, thereby increasing manufacturing capacity by 5,000 KMS i.e. ~25% of our existing capacity
- Received credit rating upgrades from Crisil and India Ratings, now standing at A-, up from BBB+.
- Robust business environment and long-term demand growth levers playing out

Top-line (Revenue)

9M FY24 : 527.1 Crs

YoY ▶▶ 7.5%

Operating Profits

9M FY24 : 51.8 Crs

YoY ▶▶ 18%

Profitability (PAT)

9M FY24 : 24.0 Crs

YoY ▶▶ 14%

9MFY24 HIGHLIGHTS (Continued...)

**BROWNFIELD
EXPANSION
COMPLETED IN Q3**



5,000 KMS

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



Rs. 25 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 current fiscal year

WAY AHEAD



SUN RISE MOMENT



Multiyear under investment in Power sector

- 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

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 Presence:

Widespread Presence in Indian Markets in both Government and private power & energy sector.

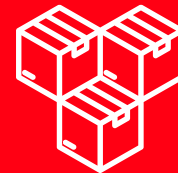


Research & Development:

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

GROWTH STRATEGY:

Product Portfolio Expansion:
Addition of differentiated products



Operational efficiency:
Improvement in productivity resulting in cost leadership



Increasing share of Exports market:
Focus on entering newer markets



Focusing on New segments with better margin profile:
Segment such as Renewable energy ,
Electric Vehicle , etc. to be in focus



Continued investment in People, Product and Plant:
Investment in our core assets to bring overall growth and development



MANAGEMENT



LEADERSHIP TEAM

“



ASHISH MANGAL

Managing Director

Experience : 27 Years

- Aged 48 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 27 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

Experience : 31 Years

MD at Mangal Electrical Industries Pvt Ltd,
manufacturer of CRGO Laminates

“



BHARAT MOOSSADDEE

Worked with Mahindra group , CK Birla group, General Motors, Hindustan Zinc, Shell India and Sun Gumberg at various senior positions

“



SAURAV GUPTA

Promoter and Director of Bella Casa Fashion & Retail Ltd

“



ASHOK KUMAR BHARGAVA

Ex GM SIDBI

“



SHWETA JAIN

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 Defence Studies.



Govind Saboo

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



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: 5 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

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.

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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THANK YOU



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Contact - investor.relations@dynamiccables.co.in

Website - www.dynamiccables.co.in