

30th May, 2022

To,
BSE Limited
PJ Towers, Dalal Street,
Mumbai 400 001

National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block
Bandra-Kurla Complex, Bandra (East)
Mumbai – 400 051

Scrip code : 532707

Trading Symbol : DYNPRO

Dear Sir,

Sub : Presentation on the Audited Financial Results for the quarter and year ended March 31, 2022

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a presentation on the Audited Financial Results of the Company for the quarter and year ended March 31, 2022 to be made to Investors/Analysts.

The aforesaid presentation is also being hosted on the website of the Company, www.aiaengineering.com in accordance with the Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Please take the same on record.

Thanking you,

Yours faithfully,

For Dynemic Products Limited



Varsha Mehta
Company Secretary

Encl : As above

DYNEMIC PRODUCTS LTD.

Regd. Office: B-301, Satyamev Complex-1, Opp. Gujarat High Court, S.G. Road,
Sola, Ahmedabad - 380 060, Gujarat, INDIA. Tel : +91 79 27663071/76
Email : info@dynemic.com Website : www.dynemic.com

Unit-I: 6401,6402,6415,6416,6400,6400/1, GIDC Estate, Ankleshwar - 393002.

Unit-II : 3709/6,3710/1,3710/3, GIDC Estate, Ankleshwar - 393002.

CIN: L24100GJ1990PLC013886

AN ISO 22000, ISO 9001 & ISO 14001 CERTIFIED COMPANY

Dynemic Products Ltd.

Investor Presentation

May 2022

This presentation does not provide individually tailored advice but is an effort to express views that may be considered debatable, and may not conform to different views on the topic and does not contain any information of strategic nature emerging from Dynamic Products Limited.

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This presentation may contain forward looking statements including statements regarding our intent, belief or current expectations. While due care has been used in the preparation of forecast information, actual results may vary in a materially positive or negative manner.

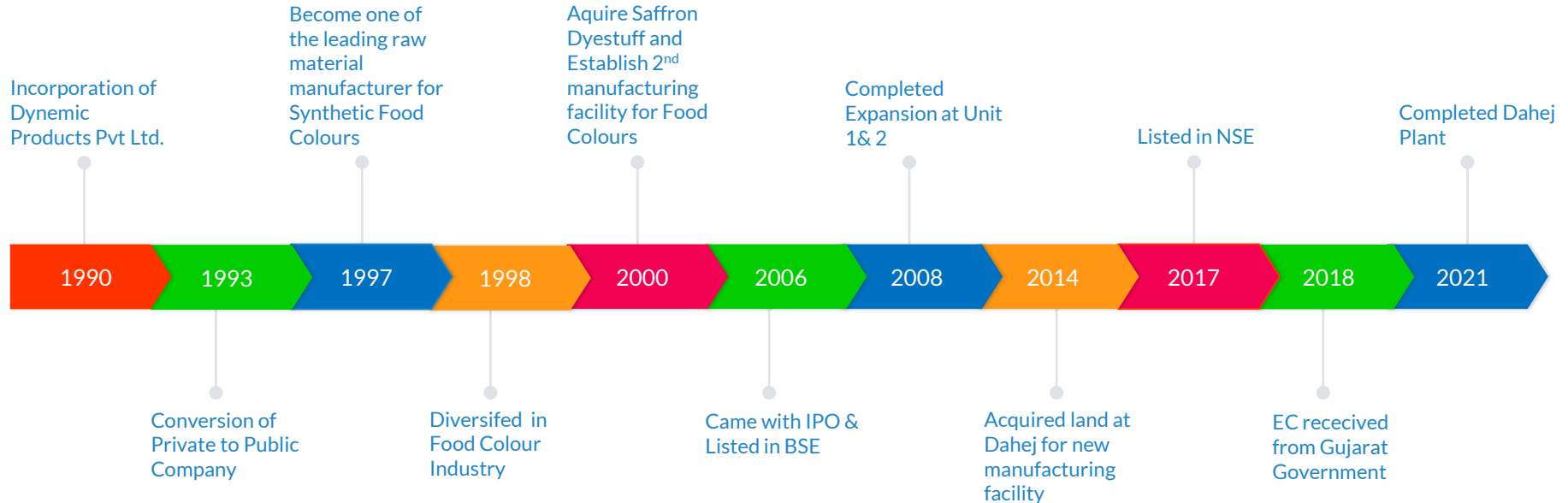


DYNEMIC[®]
PRODUCTS LTD.



COMPANY OVERVIEW

Journey so far...



Product Overview



Food Colours

Water Soluble Colour, use in Beverages, Animal Feeds, Dairy Products, Toothpaste etc.



Lake Colours

Water Insoluble Colour, use in Pharmaceuticals, Cosmetic & Personal Care Products, Bakery Products etc.



Blended Colours

Mixture of two or more Food Colour or Lake colours. Blend to create desire colour shade.



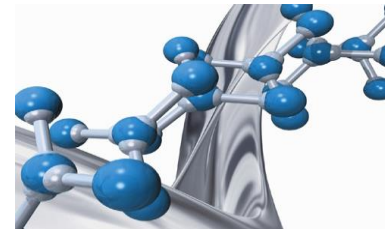
FD&C Colours

US FDA Certified Colours,
Use in Food, Pharmaceutical and Cosmetics products



Salt Free Dyes

Special dyes Inkjet Industry,
Use in Cartridge Ink, Roller Ball point Ink etc.



Dye Intermediates

Chemicals / raw material for Food Colours, Paper Dyes, Textile Dyes etc.

Product Application



Ice Cream



Soft Drinks



Cosmetic



Pet Food



Process Food

Colours for



Bakery



Cartridge Ink



Pharmaceutical



Confectionary



Tooth Paste

Backward & Forward Integration



Dye Intermediate

By backward integration, at Plant 3 we are going to produce major raw material of Food Colours by our own

Food Colours

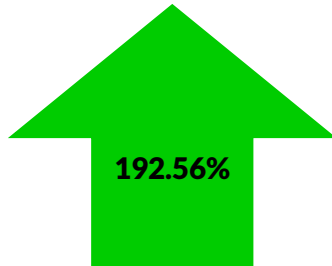
Producing Complete range of Synthetic Food Colours in Powder, Granular and in Liquid Form

Lake Colours

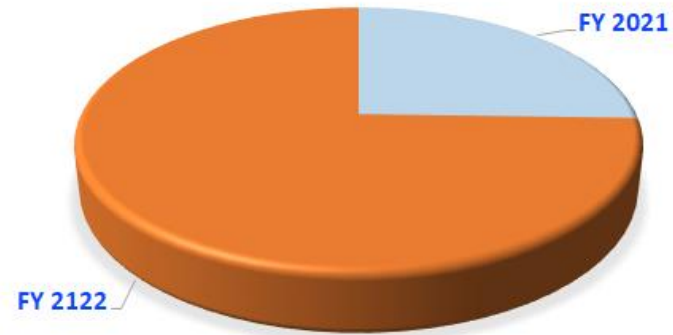
Forward Integration : By using Food Colours, we are making Lake Colours which is specialize product use in Pharma and Cosmetic Industry

Production capacity

Total production
capacity in FY 2021-22:
22,644 MT p.a.



Total production
capacity in FY 2020-21:
7,740 MT p.a.



Core Strengths



Long foresight and keep innovating existing production line



Maximum utilization of production capacity



Products manufactured at Dahej for backward integration will result into improvement of margins



Well equipped in house laboratory which conduct test of every parameter of products



Time to time company is undertaking expansion so as to produce Raw material itself so that company not has to depend on imports or compromise on quality

Core Strengths



One of the largest manufacturers of Synthetic Food Colours in the World



3 Manufacturing Facility



Over 780 manpowers



Presence Over 74 Countries



Making more
→ than **160 Colours**

Corporate office and Manufacturing Units



Corporate Office:

B-301, Satyamev Complex-1,
Opp. Gujarat High Court,
S G Road, Sola, Ahmedabad-380 060,
Gujarat, INDIA.
Tel: +91-79-27663071
E-mail: info@dynemic.com
Web : www.dynemic.com



Manufacturing Plant 1:

6401/2, 6415-16, 6400, 6400/1, 6402 GIDC
Near Hoechst India,
Ankleshwar, Dist: Bharuch, Gujarat
Tel: +91-2646-250517



Manufacturing Plant 2:

3709/6, 3710/1, 3713/1 GIDC
Near Telephone Exchange
Ankleshwar, Dist: Bharuch, Gujarat
Tel: + 91 - 2646 - 252767



Manufacturing Plant 3:

Plot No. D-3/3/1, DPL Road
GIDC, Dahej 392130,
Dist. Bharuch, Gujarat
+91 (2646) 252674

Key growth drivers

Revenue
increase by
22.32% YOY



Unit 3 project
expansion
completed,
impact on
revenue start
from FY
2022-23
onwards.



Cost control
along with
higher scale
of operations
to drive
operating
leverage



Improve
topline and
bottom-line
growth

Growth Pursuits



In 2019
\$714.4 Mn

CAGR 8.8 %

By 2027
\$ 893.5 Mn



*Global Synthetic Food Colour market was valued at
\$714.4 million in 2019,*

And is projected to reach \$893.5 million by 2027,

Registering a CAGR of 8.8% from 2020 to 2027.

Global presence over 74 Countries



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PRODUCTS LTD.





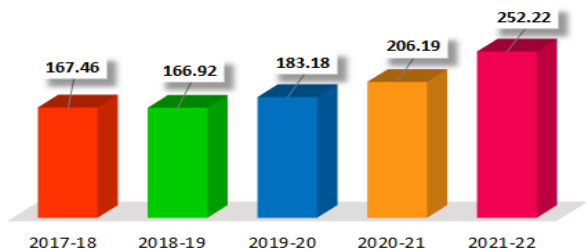
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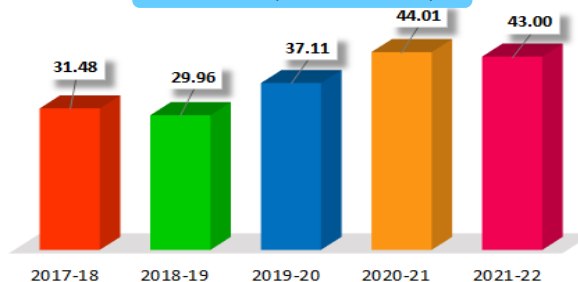
FINANCIAL OVERVIEW

Year by year performance (Consolidated)

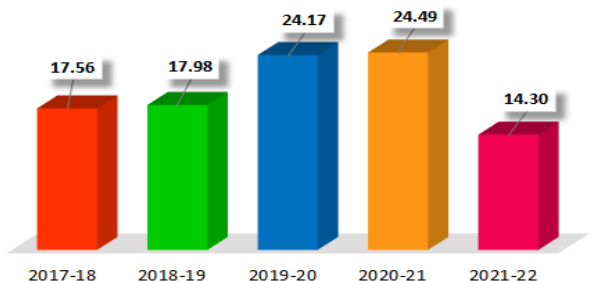
Revenue (in crore)



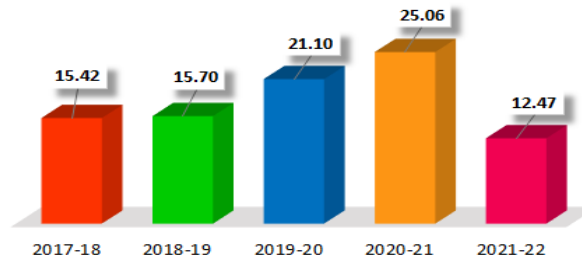
EBITDA (in Rs. crores)



PAT (in crore)

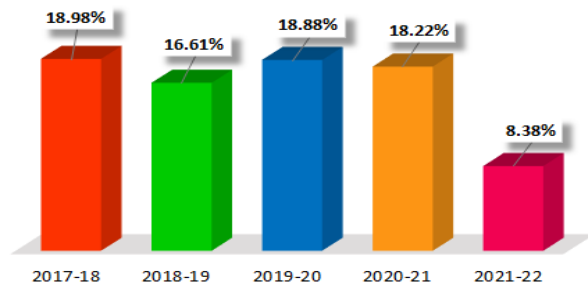


EPS

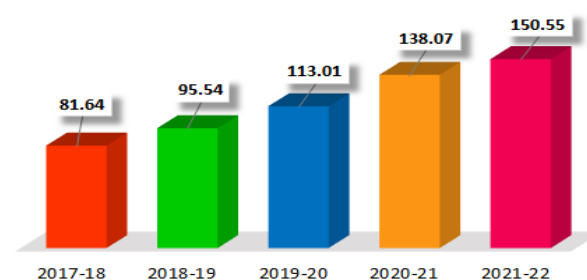


Accounting Ratios (Consolidated)

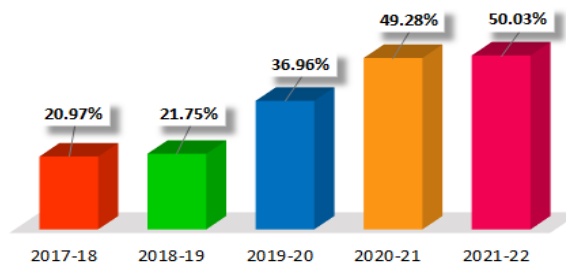
Return on Net Worth (%)



Net Asset Value per Equity Share (Rs.)



Net Debt to Equity Ratio



Financial performance over the years

Consolidated Profit and Loss Statement

(Rs in Lakhs)

Particulars	FY 22	FY 21	FY 20	FY 19	FY 18
Revenue from Operations	25193	20558	18227	16667	16716
Other income	29	61	91	25	30
Total income	25222	20619	18318	16692	16746
EBITDA	4300	4401	3711	2996	3148
Finance cost	845	228	157	117	119
Depreciation and amortization	1127	344	341	335	332
JV Share	0	0	2	0	1
Profit Before Tax	2328	3830	3211	2543	2695
Total tax	898	981	799	745	941
Profit After Tax	1430	2849	2417	1798	1756
Other comprehensive income	-17	(11)	(27)	(19)	(8)
Total Comprehensive Income	1413	2839	2390	1779	1748
EPS	12.47	25.06	21.10	15.70	15.42

Financial performance over the years

Consolidated Balance Sheet

LIABILITIES	FY 22	FY 21	FY 20	FY 19	FY 18
Equity share capital	1133	1133	1133	1133	1133
Other Equity	15915	14502	11663	9683	8109
Non controlling Interest	7	7	7	7	7
TOTAL EQUITY	17055	15642	12803	10823	9249
Financial Liabilities					
Borrowings	9672	9662	8196	12	11
Trade payables	230	0	0	3	0
Other Financial Liabilities	0	0	0	0	1
Deferred Tax Liability	1188	385	406	485	519
TOTAL NON CURRENT LIABILITIES	11090	10047	8602	500	531
Financial Liabilities					
Borrowings	7701	5620	1910	3114	2485
Trade payables	4876	2392	760	500	563
Other Financial Liabilities	510	249	20	98	99
Provisions	43	26	22	18	17
Current Tax Liabilities	98	1001	838	758	937
Other Current Liabilities	86	136	123	28	109
TOTAL CURRENT LIABILITIES	13314	9424	3673	4515	4211
TOTAL LIABILITIES	24404	19471	12275	5015	4742
TOTAL - EQUITIES AND LIABILITIES	41459	35113	25078	15838	13991

(Rs in Lakhs)

ASSETS	FY 22	FY 21	FY 20	FY 19	FY 18
Property, Plant and Equipments	27162	3418	3578	3810	3476
Capital WIP	0	19430	7111	2488	1425
Goodwill	29	29	29	29	29
Intangible Assets	0	0	0	1	1
Investments accounted for using equity method	89	89	89	87	87
Financial Assets					
Investments	11	12	14	14	14
Trade Receivables		16	0	0	0
Loans	2	4	222	190	183
Other Financial Assets	669	463	231	58	216
Other Non current Assets	331	398	304	304	248
TOTAL NON CURRENT ASSETS	28293	23860	11579	6980	5680
Inventories	5205	3616	3641	2716	2697
Financial Assets					
Investments	0	0	0	0	0
Trade Receivables	4702	4135	3190	4164	3248
Cash and Cash equivalents	37	82	102	26	47
Other bank balances	246	8	2512	189	9
Loans	1	3	18	36	17
Other Financial Assets	902	352	5	4	5
Other Current Assets	2073	3056	4033	1722	2289
TOTAL CURRENT ASSETS	13166	11253	13500	8858	8311
TOTAL ASSETS	41459	35113	25078	15838	13991

The figure of the Previous year has been regrouped or rearranged to make comparable with current period.

Financial performance over the years

Consolidated Cash Flow Statement

(Rs in Lakhs)

Particulars	FY 22	FY 21	FY 20	FY 19	FY 18
Cash flows from Operating activities					
Profit Before Tax	2328	3829	3216	2543	2697
Adjustments for Non-Operating activities	1721	413	239	380	316
Operating Profit before changes in Operating assets and liabilities	4049	4243	3455	2922	3013
Cash generated from Operations	339	1599	-1798	-726	-1176
Direct tax paid	-419	-1028	-993	-874	-818
Cash Flow from Operating Activities	3969	4814	664	1323	1019
Cash Flow from Investing Activities	-5493	-9882	-7183	-1762	-794
Cash Flow from Financing Activities	1224	4937	6408	311	-360
Exchange difference in Transaction of Foreign Currency	255	110	188	107	125
Cash and Cash Equivalents at the beginning of the period	82	102	26	47	57
Cash and Cash equivalents at the end of the period	37	82	102	26	47

Management Comments:

- Revenue for FY 2021-22 is Rs. 252.22 crores, which is increased by 22.33% YOY.
- PAT for FY 2021-22 is Rs. 14.30 crores, which is 28.49 crores in FY 2020-21.
- EBITDA for FY 2021-22 is Rs. 43.00 crores, which is in line with FY 2020-21 i.e. 44.01 crores.
- Due to increase in Depreciation and Finance cost of new completed Dahej Plant unit, Net profit is lower in comparison with previous year.
- With new added production capacity of Dahej plant, Management is hopeful that revenue will gradually increase now onwards.
- Due to delay in production outcome from Dahej plant, for time being we could not achieved expected outcome. But we are eliminating bottlenecks causing delay in production and as a result production will achieve as expected.



Thank You !



Dynemic Products Limited

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www.dynemic.com