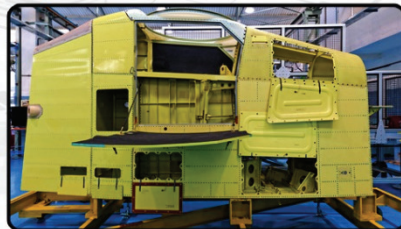


DYNAMATIC TECHNOLOGIES LIMITED

Q1 FY2017 EARNINGS PRESENTATION



HYDRAULICS



AEROSPACE & DEFENCE



AUTOMOTIVE



DYNAMATIC TECHNOLOGIES LIMITED



BORN TO FLY



DYNAMATIC TECHNOLOGIES LIMITED

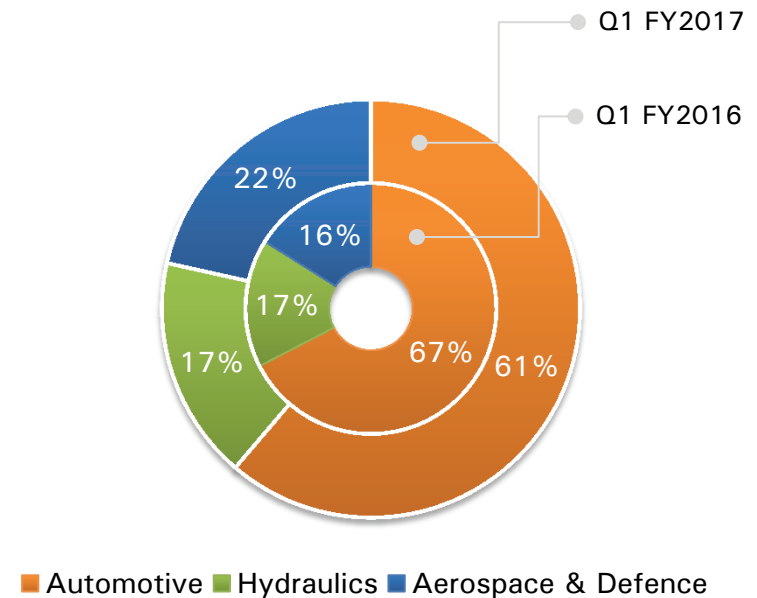
Q1 FY2017 PERFORMANCE HIGHLIGHTS

Significantly improved all round performance

Y-o-Y Highlights

- Net Revenue of Rs. 3,946 million; up 5.9%
 - Aerospace & Defence segment revenues up 41.9%
- EBITDA of Rs. 479 million; up 95.9%
 - EBITDA margin of 12.1%; up 558 bps
- Interest expense declined by 6.3% to Rs. 181 million
- PAT of Rs. 128 million; up from a loss of Rs. (97) million

Revenue Breakup





PERFORMANCE HIGHLIGHTS

Management Commentary

Commenting on the results, **Mr. Udayant Malhoutra, CEO and Managing Director** said:

“We are delighted to report a robust financial performance both in terms of topline as well as profitability. Dynamatic’s *Born to Fly* is clearly reflected in our results, in particular, the aerospace & defence segment. We continued to execute our strong order book to the key clients in the aerospace segment thereby resulting in improved utilisation levels.

Agriculture sector experienced better demand driven by a good start of the monsoon season. Furthermore, the Government’s thrust toward rural and agriculture sectors also supported this demand growth. This benefitted the Hydraulic segment business. We expect this trend to continue primarily due to Government’s focus on the sector coupled with higher budgetary allocation on various schemes which will drive the demand in the medium term.

Pickup in our Automotive sector remained subdued as the sector recovery remained volatile. We expect this segment to turn around and demand to improve in the quarters to come.

We believe that we have had an excellent start of the fiscal year and will continue to build on the momentum. Improvement in the industry and demand scenario coupled with various initiatives undertaken by the Company will pave way for the future growth.”



FINANCIAL PERFORMANCE SUMMARY

Consolidated Performance Highlights

Rs. million	Q1		y-o-y Growth (%)	Q4	q-o-q Growth (%)
	FY17	FY16		FY16	
Revenue	3,946	3,728	5.9%	3,878	1.8%
EBITDA	479	245	95.9%	528	(9.1)%
Margin (%)	12.1%	6.6%		13.6%	
Profit After Tax (PAT)	128	(97)	nm	192	(33.2)%
Margin (%)	3.3%	nm		5.0%	
Basic EPS (Rs.)	20.23	(15.31)	nm	30.30	

- Q1 FY2017 Revenue growth was driven by robust performance of the Aerospace & Defence segment as the Company continued to make deliveries to its clients
- EBITDA margin improved significantly as capacity utilization across segments improved, in particular, the Aerospace & Defence segment
- PAT improved from a loss of ₹(97) million in Q1 FY2016 to ₹128 million during the quarter due to increased profitability across all business segments. Interest cost declined from ₹193 million in Q1 FY2016 to Rs. 181 million in Q1 FY2017



PERFORMANCE HIGHLIGHTS

Foreign Exchange Fluctuation

Exchange Rate	Q1 FY2017	Q1 FY2016	Impact	Impact %	Q4 FY2016	Impact	Impact %
EURO vs. INR	75.57	70.31	5.26	7.5%	72.31	3.26	4.5%
GBP vs. INR	96.10	97.52	(1.42)	(1.5)%	98.76	(2.66)	(2.7)%
USD vs. INR	66.93	63.50	3.43	5.4%	65.46	1.47	2.2%

Impact due to change in average exchange rates (Y-o-Y)

Particulars	Q1 FY2017 vs. Q1 FY2016				Q1 FY2017 vs. Q4 FY2016			
	Erla	DL UK	JFTL	Total Impact	Erla	DL UK	JFTL	Total Impact
<i>Currency</i>	EURO	GBP	EURO		EURO	GBP	EURO	
Revenue (Rs. mn)	147	9	8	162	91	(17)	5	83
EBITDA (Rs. mn)	9	(1)	8	31	5	(3)	5	12

- Revenue for the quarter benefitted by around ₹162 mn on y-o-y basis on account of favorable foreign exchange variations
- Q1 FY2017 EBITDA included a benefit of ₹31 mn on account of favorable foreign exchange variations compared to Q1 FY2016
- The Company has exposure to EUR, GBP and USD. The impact from EUR and USD denominated transactions had a positive impact on performance. However, GBP denominated transactions had an unfavorable impact.

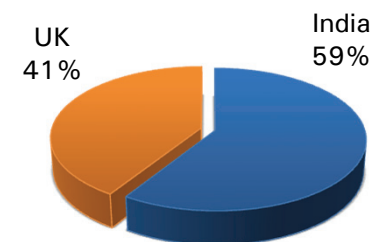


AEROSPACE AND DEFENCE SEGMENT

Financial Overview

Rs. million	Q1		y-o-y Growth (%)	Q4	q-o-q Growth (%)
	FY17	FY16		FY16	
Revenue	848	598	41.9%	783	8.4%
India	501	266	88.1%	521	(4.0)%
UK	348	332	4.8%	262	32.9%
EBITDA	277	138	101.7%	281	(1.2)%
<i>Margin (%)</i>	<i>32.7%</i>	<i>23.0%</i>		<i>35.9%</i>	
India	206	94	119.5%	257	(20.0)%
<i>Margin (%)</i>	<i>41.1%</i>	<i>35.2%</i>		<i>49.3%</i>	
UK	72	44	63.5%	24	203.0%
<i>Margin (%)</i>	<i>20.6%</i>	<i>13.2%</i>		<i>9.0%</i>	

Q1 FY17 Revenue Breakup



Performance Overview

- Revenue growth driven by continued order book execution and deliveries in India
- EBITDA margin improved due to higher capacity utilization; improved performance in both in India and the UK
- **Outlook:** Strong order book in excess of ₹60 billion. New enquiries and orders to further strengthen the order book
- **Strategy:** Ramp-up of the state-of-the-art Bangalore facility; developing capabilities in large aero-structural assemblies, composites, and high precision aero-structure design and engineering

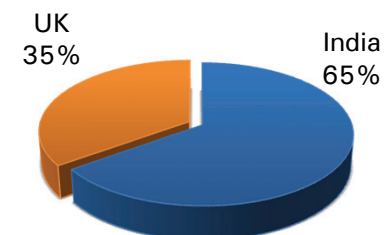


HYDRAULICS SEGMENT

Financial Overview

Rs. million	Q1		y-o-y Growth (%)	Q4	q-o-q Growth (%)
	FY17	FY16		FY16	
Revenue	681	616	10.5%	683	(0.4)%
India	442	391	13.2%	423	4.7%
UK	238	225	5.8%	261	(8.6)%
EBITDA	92	58	59.1%	110	(16.7)%
<i>Margin (%)</i>	<i>13.5%</i>	<i>9.4%</i>		<i>16.1%</i>	
India	75	57	31.6%	76	(1.6)%
<i>Margin (%)</i>	<i>17.0%</i>	<i>14.6%</i>		<i>18.0%</i>	
UK	17	1	<i>nm</i>	34	(50.7)%
<i>Margin (%)</i>	<i>7.0%</i>	<i>0.3%</i>		<i>13.1%</i>	

Q1 FY17 Revenue Breakup



Performance Overview

- Hydraulics segment performance continued the growth trend due to improved monsoon; New order execution started in the UK
- Higher sales and product mix change resulted in improved EBITDA margins
- **Outlook:** Improved farm sentiment on the back of a good monsoon to drive growth in the agriculture sector
- **Strategy:** Focus on OEM market and exports. Growth through replacement market and lean manufacturing systems

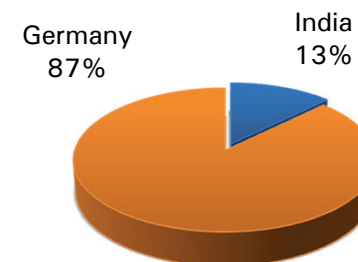


AUTOMOTIVE SEGMENT

Financial Overview

Rs. million	Q1		y-o-y Growth (%)	Q4	q-o-q Growth (%)
	FY17	FY16		FY16	
Revenue	2,415	2,510	(3.8)%	2,405	0.4%
India – M	200	280	(28.5)%	218	(8.2)%
India – F	105	79	32.7%	87	20.7%
Germany	2,109	2,151	(1.9)%	2,100	0.5%
EBITDA	117	72	62.6%	157	(25.3)%
<i>Margin (%)</i>	<i>4.9%</i>	<i>2.9%</i>		<i>6.5%</i>	
India – M	(21)	(39)	<i>nm</i>	(20)	<i>nm</i>
<i>Margin (%)</i>	<i>nm</i>	<i>nm</i>		<i>nm</i>	
India – F	15	6	139.1%	16	(2.9)%
<i>Margin (%)</i>	<i>14.6%</i>	<i>8.1%</i>		<i>18.1%</i>	
Germany	123	104	17.7%	161	(23.9)%
<i>Margin (%)</i>	<i>5.8%</i>	<i>4.8%</i>		<i>7.7%</i>	

Q1 FY17 Revenue Breakup



Note:
 India – M: India – Machining
 India – F: India – Iron Foundry

Performance Overview

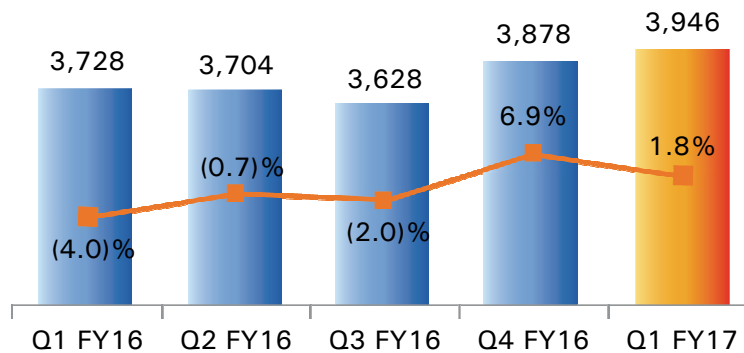
- Despite a subdued topline performance, margins improved significantly; new customer orders helped improve the India Foundry business
- India margins improved primarily due to higher foundry volumes; Germany margins expanded due to improved product mix and operational efficiencies
- **Outlook:** New order wins in Germany to drive both revenue and profitability in FY17
- **Strategy:** Focus on high margin product mix, exports, ramp-up of existing products, performance-critical components, customer diversification, steel castings and capacity utilization



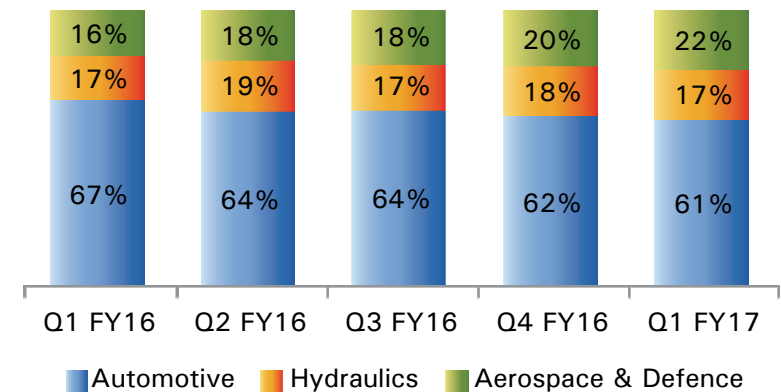
QUARTERLY FINANCIAL TRENDS

Q1 FY16 performance show an improving trend

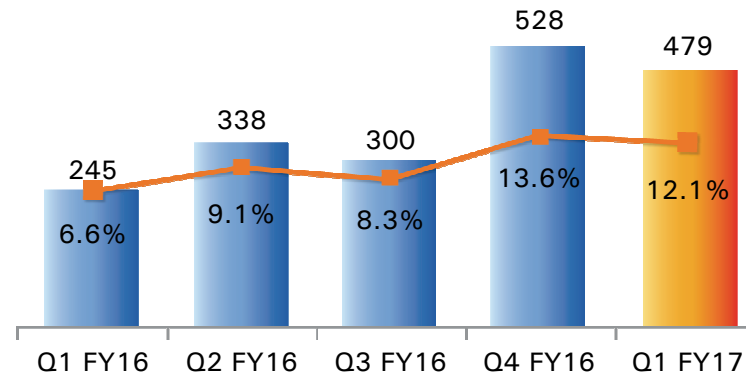
Revenue (Rs. mn) and Growth (Q-o-Q)



Segment Wise Revenue Contribution



EBITDA (Rs. mn) and Margin (%)





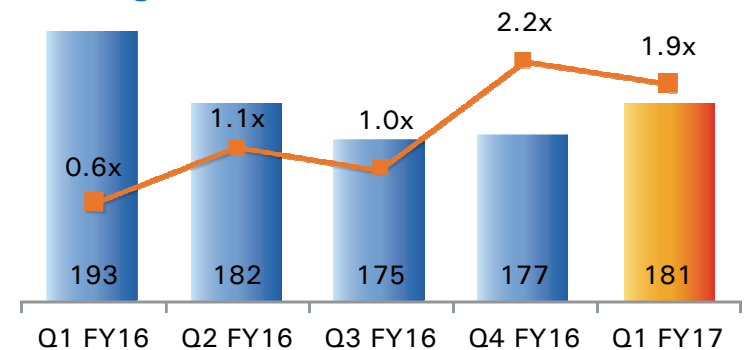
QUARTERLY FINANCIAL TRENDS

Focus on Strong Leverage Ratios

Capital Structure

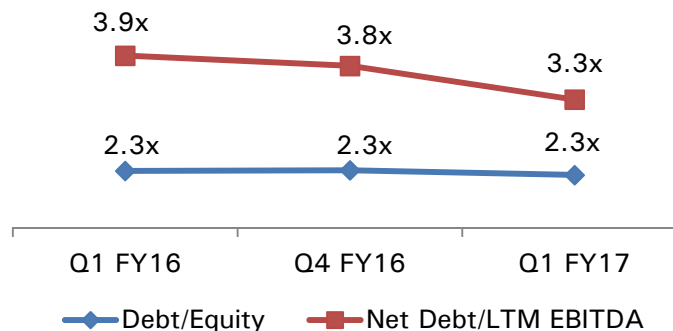
(Rs. million)	Jun 30, 2016	Mar 31, 2016
Long Term Borrowings	4,886	5,038
Short Term Borrowings	1,013	920
Total Debt	5,899	5,958
Less: Cash & Cash Equivalents	432	627
Net Debt	5,467	5,331
Net Worth	2,614	2,576

Interest Expense (Rs. mn) & Interest Coverage (x)



Note: Interest Coverage ratio = Operating Profit/Interest Expense

Net Debt/LTM EBITDA & Debt/Equity (x)



Management Perspectives

- Concluded a 10-year long term financing agreement with ICICI Bank, Axis Bank and IndusInd Bank at competitive interest rates which will result in:
 - Reduced interest cost
 - Favorable repayment terms
 - Availability of internal accruals for growth capital



DYNAMATIC OVERVIEW

Diversified business

- A combination of stable and high growth businesses with highly engineered products for the automotive, hydraulic, aerospace and defense industries
- Successful track record of enhancing manufacturing capabilities through R&D and selective acquisitions

Competitive market position

- One of the world's largest manufacturers of hydraulic gear pumps and automotive turbochargers; leadership in hydraulic gear pumps market for over 35 years
- Has 65% share of the Indian organized tractor market, supplies to almost all OEMs in India
- Pioneer and leader in the Indian private sector for manufacture of high precision airframe structures and aerospace components. Tier I supplier to the global aerospace OEMs such as Airbus, Boeing, Bell Helicopters and HAL
- Manufactures high precision, complex metallurgical ferrous and aluminium castings for performance critical components such as turbochargers and exhaust manifolds and has capabilities to develop automotive components on single-source basis

Locational advantages

- Automotive facilities in Chennai, one of India's major automotive hubs and in Germany, a global auto OEM hub
- Aerospace and Defense facilities in Bangalore, headquarters of primary clients and in Bristol, UK's south west aerospace hub



DYNAMATIC TECHNOLOGIES LIMITED

DYNAMATIC OVERVIEW

Vertically Integrated Facilities

- Advanced iron foundry in India and Germany. Also has aluminium foundry in India for captive use
- Owns one of the most advanced ferrous foundries in Europe (Germany) capable of manufacturing highly intricate castings
- In-house division for design validation and optimization, analysis and prototypes
- Has 11 facilities across India (Bangalore, Chennai, Coimbatore, Nasik), UK (Swindon, Bristol) and Germany (Schwarzenberg)

R&D and Intellectual Property

- Owns 17 patents for various products in India and internationally
- Has the design IP for all the products manufactured in the Hydraulics segment
- R&D units recognized by Department of Scientific and Industrial Research, Government of India

Blue Chip Customers

- Automotive: Audi, BMW, Daimler, Ford, Hyundai, Nissan, Tata Motors, Volkswagen
- Hydraulics: Caterpillar, Cummins, Eicher, Escorts, John Deere, Mahindra & Mahindra, New Holland Fiat, Same Deutz-Fahr
- Aerospace and Defence: Airbus, Bell Helicopter, Boeing, GKN Aerospace, HAL, Spirit Aerosystems

Board and Management

- Highly qualified board and management team with significant industry experience
- 5 out of 11 Directors Independent



DYNAMATIC TECHNOLOGIES LIMITED

DYNAMATIC OVERVIEW

Combination of Stable and High Growth Businesses

AUTOMOTIVE

61% of Q1
FY17
Revenue

- Ferrous and non-ferrous automotive components including engine, transmission, turbocharger and chassis parts
- Metallurgical ferrous and aluminium castings

- Audi
- BMW
- Daimler
- Ford
- Hyundai
- Nissan
- Tata Motors
- Volkswagen

HYDRAULICS

17% of Q1
FY17 Revenue

- Hydraulic valves
- Hydraulic gear pumps
- Combined displacement pump packages
- Fan drive systems
- Fixed displacement pumps

- Caterpillar
- Eicher
- Escorts
- John Deere
- Mahindra & Mahindra
- New Holland Fiat
- Same Deutz-Fahr

AEROSPACE & DEFENCE

22% of Q1
FY17 Revenue

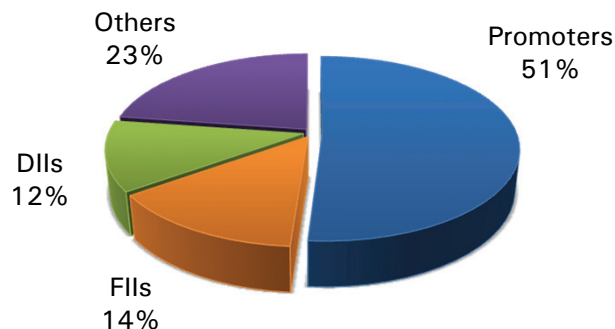
- Wings, rear fuselages, ailerons, wing flaps and major airframe structures
- Ramp structure assembly
- AFT Pylon assembly
- Defense products and solutions

- Airbus
- Boeing
- Bell
- Sprint
- HAL



BLUE CHIP INVESTOR BASE

Shareholding Structure



Key Institutional Investors

- HDFC Mutual Fund
- Samena Capital and Group
- Alchemy and Group
- Goldman Sachs Group
- SBI Mutual Fund
- Param Capital and Group
- L&T Mutual Fund

Shareholding Pattern Trend

Shareholders	Jun-15	Mar-16	Jun-16
Promoters	51.1%	51.1%	51.13%
FIIIs	14.3%	14.5%	14.34%
DIIs	7.3%	11.2%	12.34%
Others	27.3%	23.2%	22.19%
Total	100.0%	100.0%	100.0%

Equity History

Year	Event	Equity Capital (Rs. mn)
1974	Initial Public Offering	2.9
1987	Rights Issue	11.2
1992	Rights Issue	21.0
1994	Rights Issue	31.5
1995	Bonus Issue	41.9
2008	Amalgamation	48.1
2008	Qualified Institutional Placement	54.1
2014	Preferential convertible warrants	60.4
2014	Qualified Institutional Placement	63.4



DYNAMATIC TECHNOLOGIES LIMITED

FINANCIAL STATEMENTS

Income Statement (Quarterly Trend)

Profit & Loss Statement (Rs. million)	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	Q1 FY17
Revenues					
Net Sales / Income from Operations (Net of Excise Duty)	3,691	3,670	3,598	3,847	3,913
Other Operating Income	37	33	30	32	33
Total Revenues	3,728	3,704	3,628	3,878	3,946
Expenses					
Cost of Raw Materials Consumed	2,180	2,042	2,150	2,103	2,169
Changes in Inventories of Finished Goods, WIP and Stock in Trade	(29)	9	(77)	(14)	(26)
Employee Benefit Expenses	549	542	542	559	580
Other Expenditure	783	772	712	703	743
Total expenses	3,483	3,366	3,327	3,351	3,467
Operating Profit (EBITDA)	245	338	300	528	479
Depreciation and Amortization Expenses	129	130	127	138	128
EBIT	116	208	173	390	351
Other Income	11	6	4	28	26
Finance Costs	193	182	175	177	181
PBT – Pre Exceptional	(66)	32	2	241	197
Exceptional (Gain)/ Losses	0	0	0	0	0
PBT	(66)	32	2	241	197
Tax Expenses	31	29	(22)	49	68
PAT	(97)	3	25	192	128
Basic EPS (Rs)	(15.31)	0.50	3.88	30.30	20.23
Margins (%)					
Gross Margins	42.3%	44.6%	42.9%	46.1%	45.7%
EBITDA margins	6.6%	9.1%	8.3%	13.6%	12.1%
PAT margins	(2.6)%	0.1%	0.7%	5.0%	3.3%
Y-o-Y Growth (%)					
Total Revenues	(12.3)%	(14.2)%	(5.4)%	(0.2)%	5.9%
EBITDA	(47.1)%	(9.6)%	(12.3)%	59.4%	95.9%
PAT	nm	(99.1)%	328.5%	281.2%	nm
Q-o-Q Growth (%)					
Total Revenues	(4.0)%	(0.7)%	(2.0)%	6.9%	1.8%
EBITDA	(26.0)%	38.1%	(11.1)%	75.6%	(9.1)%
PAT	nm	nm	680.1%	681.5%	(33.2)%
Effective Tax Rate	nm	90.1%	nm	20.4%	34.7%



DYNAMATIC TECHNOLOGIES LIMITED

FINANCIAL STATEMENTS

Income Statement (Annual Trend)

Profit & Loss Statement (Rs. million)	FY15	FY16
Revenues		
Net Sales / Income from Operations (Net of Excise Duty)	16,115	14,806
	177	132
Other Operating Income	16,292	14,938
Total Revenues		
Expenses		
Cost of Raw Materials Consumed	9,552	8,502
Changes in Inventories of Finished Goods, WIP and Stock in Trade	(96)	(111)
Employee Benefit Expenses	2,360	2,192
Other Expenditure	2,962	2,945
Total expenses	14,778	13,527
Operating Profit (EBITDA)	1,514	1,410
Depreciation and Amortization Expenses	509	524
EBIT	1,005	886
Other Income	103	50
Finance Costs	799	727
PBT – Pre Exceptional	308	208
Exceptional (Gain)/ Losses	(191)	0
PBT	499	208
Tax Expenses	213	86
PAT	287	122
Basic EPS (Rs)	47.28	19.36
Margins (%)		
Gross Margins	42.0%	43.8%
EBITDA margins	9.3%	9.4%
PAT margins	1.8%	0.8%
Y-o-Y Growth (%)		
Total Revenues		(5.9)%
EBITDA		(13.4)%
PAT		(11.2)%
Effective Tax Rate	42.6%	41.3%



DYNAMATIC TECHNOLOGIES LIMITED

FINANCIAL STATEMENTS

Balance Sheet – Assets

Balance Sheet (Rs. million)	Sep-14	Mar-15	Sep-15	Mar-16
ASSETS				
Non-Current Assets				
Goodwill	679	879	950	936
Fixed Assets	5,822	5,600	5,685	5,617
Non-Current Investment	0	0	0	1
Deferred tax asset (net)	5	0	0	0
Long Term Loans and Advances	273	242	223	260
Other Non Current Assets	79	161	139	128
Total Non-Current Assets	6,858	6,882	6,998	6,942
Current Assets				
Inventories	2,257	2,272	2,504	2,561
Trade Receivables / Sundry Debtors	1,020	1,131	1,049	1,228
Cash and Cash Equivalents	557	761	432	627
Short-Term Loans and Advances	352	314	351	345
Other Current Assets	254	138	179	111
Total Current Assets	4,440	4,616	4,514	4,873
TOTAL ASSETS	11,298	11,498	11,512	11,814



DYNAMATIC TECHNOLOGIES LIMITED

FINANCIAL STATEMENTS

Balance Sheet – Liabilities

Balance Sheet (Rs. million)	Sep-14	Mar-15	Sep-15	Mar-16
EQUITY and LIABILITIES				
Shareholders Fund				
Share capital	60	63	63	63
Reserves and surplus	2,134	2,453	2,397	2,513
Money Received against Share Warrants	0	0	0	0
Non-controlling interest (Preference capital)	26	4	0	0
Total Shareholders Fund	2,220	2,520	2,460	2,576
Non-Current Liabilities				
Long-Term Borrowings	3,005	2,658	3,977	3,999
Deferred Tax Liabilities (net)	278	276	282	253
Other Long Term Liabilities	33	30	32	15
Long Term Provisions	37	68	67	78
Total Non-Current Liabilities	3,352	3,032	4,358	4,345
Current Liabilities				
Short-Term Borrowings	1,265	1,397	956	920
Trade Payables	2,617	2,743	1,907	2,396
Other Current Liabilities	1,578	1,580	1,581	1,452
Short-Term Provisions	265	226	251	125
Total Current Liabilities	5,726	5,946	4,694	4,893
TOTAL EQUITY AND LIABILITIES	11,298	11,498	11,512	11,814



DYNAMATIC TECHNOLOGIES LIMITED

IMPORTANT NOTICE

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Dynamatic Technologies’ (“Dynamatic” or the “Company”) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Dynamatic Technologies undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



DYNAMATIC TECHNOLOGIES LIMITED

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