# Q4 and Full Year FY2021 EARNINGS

PRESENTATION



**Hydraulics** 



Aerospace



Automotive & Metallurgy







# REVIVAL POST COVID SHOCK

### Highlights Q4 FY2021 vs. Q3 FY2021

Continued recovery in overall performance on sequential basis

- Net Revenue of Rs.3,533 mn; up 14.0% from Rs. 3,100 mn in Q3 FY21
  - Aerospace segment revenue of Rs. 1,087 mn; up 19.6% from Rs. 909 mn, the increase was due opening up of the economy
  - Hydraulics segment revenue of Rs. 974 mn; up 16.7% from Rs. 834 mn. An improved harvest season, increased farm income and Government initiatives has aided the growth of the segment
  - Automotive & Metallurgy segment revenue of Rs. 1,471 mn; up by 69.5% from Rs. 868 mn
- EBITDA of Rs. 494 mn; up 30.9% from Rs. 377 mn in Q3 FY21.
   EBITDA margin of 14.0%, up 178 bps
- PBT from continuing operations of Rs. 129 mn, up 132.5% from Rs.55 mn in Q3 FY21

### Revenue (Rs. mn)



### EBITDA (Rs. mn)



#### Moto

- 1. Revenue and EBITDA refer to continuing operations
- 2. Previous quarters Automotive & Metallurgy segment results restated to make comparable



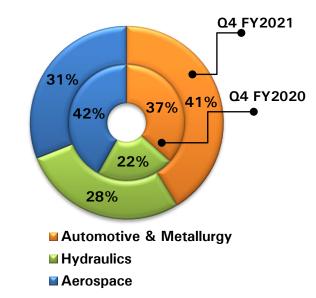


# Q4 FY2021 PERFORMANCE HIGHLIGHTS

### Highlights Q4 FY2021 vs. Q4 FY2020

- Revenue of Rs. 3,533 mn; up 16.8% from Rs. 3,024 mn in Q4 FY20
  - Aerospace segment revenue of Rs. 1,087 mn; down 14.0% from Rs. 1,264 mn
  - Hydraulics segment revenue of Rs. 974 mn; up 49.5% from Rs. 651 mn
  - Automotive & Metallurgy segment revenue of Rs.
     1,471 mn; up by 33.0% from Rs.
     1,106 mn
- EBITDA of Rs. 494 mn; up 19.8% from Rs. 412 mn in Q4 FY20
  - o EBITDA margin of 14.0%; up 35 bps
- PBT from continuing operations of Rs. 129 mn, up 44.7% from Rs. 89 mn in Q4 FY20

### Q4 FY2021 Revenue Breakup



#### Note

- 1. Revenue and EBITDA refer to continuing operations
- 2. Previous quarters Automotive & Metallurgy segment results restated to make comparable





# PERFORMANCE HIGHLIGHTS

**Management Commentary** 

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

"We continued our recovery and registered strong growth in revenues and profitability compared to last quarter. Our business model is diversified across sectors catering to global growth which has helped us continue our growth trajectory.

Our performance was augmented by a strong performance in the Hydraulics segment. The agriculture sector has withstood the effects of the pandemic, and this has translated to higher income for farmers and a good harvest season. The Aero sector continues to be muted due to the lockdown and restrictions imposed on travel. The civil aviation sector in particular has been impacted. Western markets have started to open up on the back of a strong global vaccination campaign, and we expect aircraft sales to bounce back strongly from the current slump. The defense segment has continued to grow and has helped to reduce the impact from slowdown in the aviation sector. With the divestment of Indian foundry, we will focus on transitioning the German foundry into aerospace applications over the next few years.

The start of FY2022 was impacted by the second wave of the pandemic in India, which has resulted in uncertainty of the recovery of overall economy in the near term. However, continued public investment, accelerated vaccine roll-out and surge in domestic demand is anticipated to support the growth for the current year. Recent approval of the 'Second Positive Indigenisation List' will provide a further boost to the Indian defence aerospace sector. As part of the Atmanirbhar scheme, this will fulfill the objective of achieving self reliance, and in promoting defence exports. This, coupled with the Company's focus on new product innovations and initiatives, will help strengthen the outlook of the Company going forward."





# FINANCIAL PERFORMANCE SUMMARY

**Consolidated Performance Highlights** 

2	Q4		у-о-у	Q3 q-o-q		-		у-о-у	
Rs. Million	FY21	FY20	Growth (%)	FY21	Growth (%)	FY21	FY20	Growth (%)	
Revenue	3,533	3,024	16.8%	3,100	14.0%	11,182	12,301	(9.1)%	
EBITDA	494	412	19.8%	377	30.9%	1,492	1,908	(21.8)%	
Margin (%)	14.0%	13.6%		12.2%		13.3%	15.5%		
Profit Before Tax (PBT)	129	89	44.7%	55	132.5%	76	483	(84.4)%	
PAT From Continuing Operations	42	294	(85.9)%	45	(7.4)%	20	736	(97.3)%	
Margin (%)	1.2%	9.7%		1.4%		0.2%	6.0%		
Basic EPS (Rs.)	(12.24)	24.96	nm	1.80	nm	(34.50)	61.62	nm	
Consolidated PAT	(78)	158	nm	11	nm	(219)	391	nm	
Margin (%)	nm	5.2%		0.4%		nm	3.2%		

- Q4 FY2021 revenues from the Aerospace segment decreased by 14.0%, Hydraulics segment increased by 49.5% and Automotive & Metallurgy segment increased by 33.0% on a y-o-y basis
- Q4 FY2021 EBITDA increased by 19.8% y-o-y with margin of 14.0%





# PERFORMANCE HIGHLIGHTS

Foreign Exchange Fluctuation

Exchange Rate	Q4 FY2021	Q4 FY2020	Impact	Impact %	Q3 FY2021	Impact	Impact %
EURO vs. INR	86.6	78.8	7.9	10.0%	86.3	0.4	0.4%
GBP vs. INR	97.0	90.1	6.9	7.7%	95.9	1.1	1.1%
USD vs. INR	74.2	70.9	3.3	4.7%	74.6	(0.4)	(0.6)%

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

	Q4 FY2021 vs. Q4 FY2020				Q4 FY2021 vs. Q3 FY2021			
Particulars	Erla	DL UK	DTL	Total Impact	Erla	DL UK	DTL	Total Impact
Currency	EURO	GBP	USD		EURO	GBP	USD	
Revenue (Rs. mn)	133.2	41.4	36.5	211.2	6.0	6.6	(2.4)	10.1
EBITDA (Rs. mn)	5.9	3.1	21.9	30.9	0.3	0.5	(1.4)	(0.7)

- On a constant currency basis, Q4 FY2021 revenue, if adjusted for a foreign exchange impact of Rs. 211.2 mn would be Rs. 3,321 mn (representing a gain of 9.6% compared to a gain of 16.8% before adjustment).
- On a constant currency basis, Q4 FY2021 EBITDA, if adjusted for a foreign exchange impact of Rs. 30.9 mn would be Rs. 463 mn (compared to Rs. 494 mn before adjustment).
- The Company has exposure to EUR, GBP and USD. The impact from transactions of all currencies were favorable on a Y-o-Y basis





### **AEROSPACE SEGMENT**

### **Financial Overview**

D 84:11:	Ω4		у-о-у ОЗ		q-o-q	Full Year		у-о-у
Rs. Million	FY21	FY20	Growth (%)	FY21	Growth (%)	FY21	FY20	Growth (%)
Revenue	1,087	1,264	(14.0)%	909	19.6%	3,740	4,976	(24.8)%
EBITDA	315	361	(12.7)%	244	29.1%	1,113	1,525	(27.0)%
Margin (%)	29.0%	28.6%		26.8%		29.8%	30.7%	

### **Performance Overview**

- The aerospace segment has witnessed encouraging growth from Q3 FY21 with the gradual opening up of the economy. The civil aviation sector has underperformed as compared to last year due to the pandemic
- Outlook: Demand is expected to be driven by the defense sector and equally supported by commercial sector. With the biggest vaccination campaign in history underway, we are seeing some positive signs and prospects for recovery. Both travelers and industry stakeholders are eager to resume traveling. Many industry experts forecast a surge in travel for the second half of 2021. Airbus, largest manufacturer of Aircrafts has indicated an increase in demand starting early 2022
- **Strategy**: To keep ourselves safe and healthy, continue to deliver our commitments to customers. Enhance capability in large aero-structure assemblies, high precision aero-structure manufacturing, design and engineering





# HYDRAULICS SEGMENT

### **Financial Overview**

D 84:11:	Ω4		у-о-у ОЗ		q-o-q	Full Year		y-o-y
Rs. Million	FY21	FY20	Growth (%)	FY21	Growth (%)	FY21	FY20	Growth (%)
Revenue	974	651	49.5%	834	16.7%	2,976	2,950	0.9%
EBITDA	137	15	810.8%	96	42.3%	311	229	35.6%
Margin (%)	14.0%	2.3%		11.5%		10.4%	7.8%	

### **Performance Overview**

- · Hydraulics segment has witnessed sequential growth over the past year and quarter
- Outlook: The tractor industry observed unprecedented growth during the second half of FY21. With the agriculture sector withstanding the effects of the pandemic, higher farm income and good harvest has aided the growth of the tractor industry
- Higher infrastructure allocation as per the recent budget for highway construction will provide a boost for construction equipment sales and the heavy vehicle industry
- **Strategy:** Focus on catering to the increased demand, particularly aided by an increased shift to power steering tractors and hence the need for double pumps, optimize cost of operations and develop new products to increase wallet share.





# **AUTOMOTIVE AND METALLURGY SEGMENT**

### **Financial Overview**

D 84:11:	Ω4		у-о-у	<b>Q</b> 3	q-o-q	Full Year		у-о-у
Rs. Million	FY21	FY20	Growth (%)	FY21	Growth (%)	FY21	FY20	Growth (%)
Revenue	1,471	1,106	33.0%	868	69.5%	4,419	4,350	1.6%
EBITDA	84	75	11.8%	48	75.0%	182	297	(38.7)%
Margin (%)	5.7%	6.8%		5.5%		4.1%	6.8%	

### **Performance Overview**

- The German auto industry showed resilience during the second half of the year and registered strong sales. Post-sale of the perennially loss-making Indian ferrous foundry (JKM Ferrotech Limited), this segment will no longer will be drag on consolidated earnings.
- Outlook: The second wave has created some uncertainty, although the segment will continue to grow once the economy opens up
- **Strategy:** Focus on high margin product mix, exports, ramp-up of existing products, performance-critical components, customer diversification and capacity utilization. With the divestment of Indian foundry, we will focus on transitioning the German foundry into aerospace applications over the next few years.

#### Note

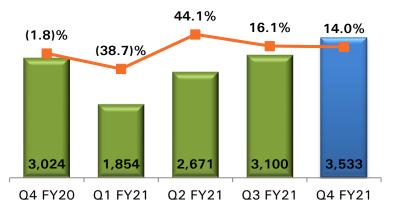
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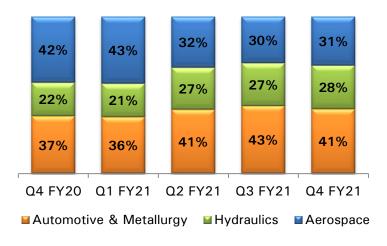


# **QUARTERLY FINANCIAL TRENDS**

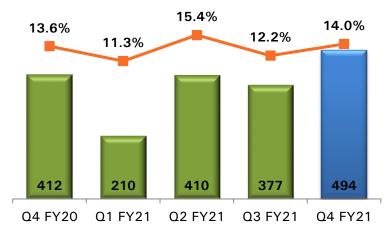
### Revenue (Rs. mn) and Growth % (Q-o-Q)



### **Segment Wise Revenue Contribution**



# EBITDA (Rs. mn) and Margin (%)



Note:

<sup>1.</sup> Revenue and EBITDA refer to continuing operations





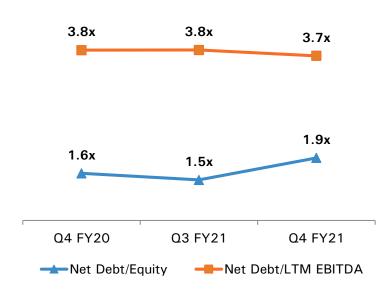


# **QUARTERLY FINANCIAL TRENDS**

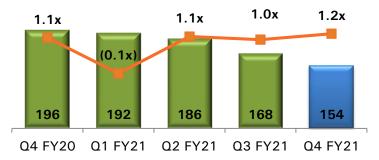
### **Capital Structure**

(Rs. million)	Mar-20	Jun-20	Sep-20	Dec-20	Mar-21
Long Term	3,876	3,922	3,909	3,839	4,268
Short Term	2,200	2,084	2,025	1,872	1,505
Total Debt	6,076	6,006	5,934	5,711	5,773
Less: Cash & Cash Equivalents	830	569	568	453	606
Net Debt	5,246	5,437	5,366	5,258	5,167
Add: Lease Liabilities	1,353	1,295	1,256	1,224	1,665
Overall Debt	6,599	6,732	6,622	6,482	6,832
Net Worth	3,731	3,598	3,679	3,775	3,688
LTM EBITDA	1,900	1,533	1,467	1,402	1,492

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



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



### Note:

- 1. Interest Coverage ratio = Operating Profit / Interest Expense
- 2. LTM EBITDA refers to EBITDA from continuing operations





### DYNAMATIC OVERVIEW

# Diversified business

- A combination of stable and high growth businesses with highly engineered products for the automotive, hydraulic and aerospace 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; leadership in hydraulic gear pumps market for over 45 years
- Has 75% share of the Indian organized tractor market, supplies to almost all OEMs in India
- Pioneer and leader in the Indian private sector and the UK 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 castings for performance critical components such as turbochargers and exhaust manifolds and has capabilities to develop complex metallurgical components on single-source basis

# Locational advantages

 World-class manufacturing facilities in India, UK and Germany will give the company business advantages in the post-COVID world, as customers look for local deliveries from suppliers.





## DYNAMATIC OVERVIEW

### Vertically Integrated Facilities

- 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
- 9 Facilities globally, spread across India (Bangalore and Coimbatore), UK (Swindon, Bristol) and Germany (Schwarzenberg)

# R&D and Intellectual Property

- Owns 21 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: BMW, MAN, Daimler, Volkswagen
- Hydraulics: Cummins, Escorts, John Deere, Mahindra & Mahindra, Same Deutz-Fahr
- Aerospace : Airbus, Bell Helicopter, Boeing, GKN Aerospace, HAL, Spirit Aerosystems

### Board and Management

- · Highly qualified board and management team with significant industry experience
- 4 out of 9 Directors are Independent





# DYNAMATIC OVERVIEW

## **Combination of Stable and High Growth Businesses**

### **AEROSPACE**

33% of FY21 Revenue

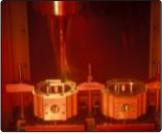


- Wings, rear fuselages, ailerons, wing flaps and major airframe structures
- Ramp structure assembly
- AFT Pylon assembly

- Airbus
  - Spirit Aerosystems Boeing
- Bell
- HAL

### **HYDRAULICS**

27% of FY21 Revenue



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

- Cummins
- Eicher
- **Escorts**
- John Deere
- JCB

- Mahindra & Mahindra
- New Holland
- Same Deutz-Fahr
- Terex

# **AUTOMOTIVE METALLURGY**

40% of FY21 Revenue



Ferrous automotive components including engine, transmission, turbocharger and chassis parts

- Audi
- MAN
- BMW
- Volkswagen
- Daimler
- BorgWarner

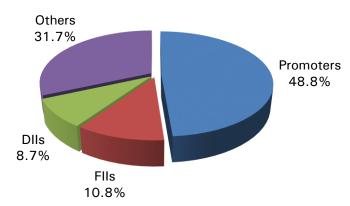






# **BLUE CHIP INVESTOR BASE**

### **Shareholding Structure**



# **Shareholding Pattern Trend**

Shareholders	Mar-20	Jun-20	Sep-20	Dec-20
Promoters	48.8%	48.8%	48.8%	48.8%
FIIs	14.8%	14.4%	10.8%	10.8%
DIIs	10.6%	10.6%	8.9%	8.7%
Others	25.8%	26.2%	31.5%	31.7%
Total	100.0%	100.0%	100.0%	100.0%

### **Key Investors**

- Samena Capital
- HDFC Mutual Fund
- Alchemy and Group
- Mukul Agarwal and Group
- Girish Gulati HUF
- Rohini Nilekani

## **Equity History**

Year	Event	Year End 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





# FINANCIAL STATEMENTS

**Income Statement (Y-o-Y)** 

Profit & Loss Statement (Rs. million)	FY20	FY21
Revenues		
Net Sales / Income from Operations	12,301	11,182
Other Operating Income		
Total Revenues	12,301	11,182
Expenses		
Cost of Raw Materials Consumed	5,894	5,416
Changes in Inventories of Finished Goods and WIP	63	85
Employee Benefit Expenses	2,429	2,215
Other Expenditure	2,007	1,976
Total expenses excluding D&A	10,393	9,692
Operating Profit (EBITDA)	1,908	1,490
Depreciation and Amortization Expenses	799	775
EBIT	1,109	715
Other Income	178	61
Finance Costs	805	700
PBT - Pre -Exceptional	483	76
Exceptional Item	0	0
PBT	483	76
Tax Expenses	(253)	56
PAT From Continuing Operations	736	20
PAT/(Loss) from Discontinued Operations	(345)	(239)
PAT	391	(219)
Basic EPS (Rs)	61.62	(34.50)
Margins (%)		
Gross Margins	51.6%	50.8%
EBITDA margins	15.5%	13.3%
PAT margins	3.18%	nm
Y-o-Y Growth (%)		
Total Revenues		(9.1)%
EBITDA		(21.9)%
PAT		nm





# FINANCIAL STATEMENTS

Consolidated Income Statement (Y-o-Y and Q-o-Q Comparison)

Profit & Loss Statement (Rs. million)	Q4 FY20	Q3 FY21	Q4 FY21
Revenues			
Net Sales / Income from Operations	3,024	3,100	3,533
Other Operating Income	-	-	-
Total Revenues	3,024	3,100	3,533
Expenses			
Cost of Raw Materials Consumed	1,539	1,582	1,806
Changes in Inventories of Finished Goods and WIP	(118)	44	11
Employee Benefit Expenses	616	571	606
Other Expenditure	575	526	618
Total expenses excluding D&A	2,612	2,723	3,040
Operating Profit (EBITDA)	412	377	493
Depreciation and Amortization Expenses	204	188	223
EBIT	208	190	270
Other Income	77	30	25
Finance Costs	196	165	166
PBT - Pre -Exceptional	89	55	129
Exceptional Item	0	0	0
PBT	89	55	129
Tax Expenses	(206)	11	87
PAT From Continuing Operations	294	45	42
PAT/(Loss) from Discontinued Operations	(136)	(33)	(119)
PAT	158	11	(78)
Basic EPS (Rs)	24.95	1.80	(12.24)
Margins (%)			
Gross Margins	53.0%	47.5%	48.6%
EBITDA margins	13.6%	12.2%	14.0%
PAT margins	5.2%	0.4%	nm
Y-o-Y Growth (%)			
Total Revenues			16.8%
EBITDA			19.6%
PAT			nm





# FINANCIAL STATEMENTS

**Balance Sheet – Assets** 

Balance Sheet (Rs. million)	Mar-20	Mar-21
Assets		
Non-current assets		
Property, plant and equipment	5,886	4,453
Capital work in progress	30	33
Goodwill	972	1,026
Intangible assets	234	232
Right of use assets	1,172	1,370
Financial assets		
Investments	3	3
Loans	101	93
Other financial assets	-	-
Income tax assets	100	157
Other non-current assets	13	18
	8,511	7,385
Current assets		
Inventories	2,650	2,248
Financial assets		
Trade receivables / sundry debtors	2,359	1,982
Cash and cash equivalents	560	380
Bank balance other than cash	270	226
Loan	99	96
Income tax assets (net)	-	-
Other current assets	459	567
Total current assets	6,397	5,499
Asset classified as held for Sale	-	1,404
Total assets	14,908	14,288

Note: Audited Financials Statements





# FINANCIAL STATEMENTS

**Balance Sheet** – **Liabilities** 

Dalario Orioct Elabilities		
Balance Sheet (Rs. million)	Mar-20	Mar-21
EQUITY and LIABILITIES		
Shareholders Fund		
Share capital	63	63
Reserves and surplus	3,668	3,624
Total Shareholders Fund	3,731	3,688
Non-Current Liabilities		
Financial liabilities		
Borrowings	3,578	3,634
Lease liabilities	892	1,178
Other Financial Liabilities	-	15
Deferred Tax Liabilities (net)	98	84
Other Long Term Liabilities	10	10
Long Term Provisions	239	254
Total Non-Current Liabilities	4,816	5,175
Current Liabilities		
Financial liabilities		
Borrowings	2,200	1,505
Trade Payables	2,746	2,046
Other Financial Liabilities	762	1,098
Other Current Liabilities	63	61
Lease Liabilities	461	487
Income Tax Liabilities (net)	32	111
Short-Term Provisions	97	102
Total Current Liabilities	6,360	5,410
Liabilities directly associated with asset classifies as held for sale	-	15
TOTAL EQUITY AND LIABILITIES	14,908	14,288





# FINANCIAL STATEMENTS

**Cash Flow Statement** 

Cash Flow Statement (Rs. million)	FY2020	FY2021
Cash flow from operating activities		
Profit before tax		
- Continuing operations	483	76
- Discontinued operations	(345)	(239)
	138	(163)
Adjustments:		
Interest income	(25)	(32)
Loss on sale of property, plant and equipment (net)	1	(O)
Depreciation and amortisation expense	999	878
Finance costs	825	722
Unwinding of discount on dismantling liability	5	6
Bad debts written off	9	73
Loss allowance on financial assets (net)	16	(46)
Unrealised foreign exchange differences	(394)	(132)
Operating cash flow before working capital changes	1,929	1,306
Changes in operating assets and liabilities		
Changes in inventories	179	248
Changes in trade receivables	47	360
Changes in loans	(42)	(31)
Changes in other assets	132	(115)
Changes in trade payables	(53)	(699)
Changes in other financial liabilities	(191)	208
Changes in provisions	21	35
Changes in other current liabilities	(104)	(2)
Cash generated from operations	2,299	1,309
Income taxes paid, net of refund	(42)	(48)
Net cash generated from operating activities (A)	2,258	1,262





# FINANCIAL STATEMENTS

**Cash Flow Statement** 

Cash Flow Statement (Rs. million)	FY2020	FY2021
Cash flows from investing activities		
Acquisition of property, plant and equipment, right to use assets and intangibles	(581)	(784)
Bank deposits (having original maturity of more than three months) (net)	38	44
Interest received from bank deposits	25	32
Net cash used in investing activities (B)	(518)	(708)
Cash flows from financing activities		
Proceed/(Repayment) of long term borrowings and lease liabilities (net)	(555)	393
Proceeds from short term borrowings (net)	33	(696)
Movement in Lease liabilities	(410)	211
Interest paid	(620)	(642)
Dividend paid	-	(0)
Net cash (used in) by financing activities (C)	(1,551)	(734)
Net decrease in cash and cash equivalents (A + B + C)	189	(180)
Cash and cash equivalents at the beginning of the year	371	560
Cash and cash equivalents at the end of the year	560	380





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





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