Q4 and Full Year FY2022 EARNINGS PRESENTATION



Hydraulics





Aerospace

Metallurgy



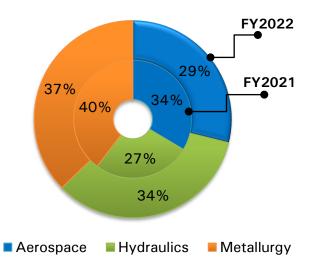


FY2022 PERFORMANCE HIGHLIGHTS

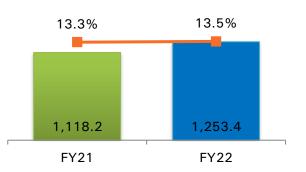
Highlights FY2022 vs. FY2021

- Revenue of Rs. 1,253.4 cr; up 12.1% from Rs. 1,118.2 cr in FY21
 - Aerospace segment revenue of Rs. 360.1 cr; down by 3.7% from Rs. 374.0 cr
 - Hydraulics segment revenue of Rs. 423.7 cr; up by 42.4% from Rs. 297.6 cr
 - Metallurgy segment revenue of Rs. 465.0 cr; up 5.2% from Rs. 441.9 cr
- EBITDA of Rs. 169.2 cr; up 13.6% from Rs. 149.0 cr in FY21
 - $\circ~$ EBITDA margin of 13.5%; up by 18 bps
- PAT from continuing operations of Rs. 32.1 cr as compared to Rs. 2.0 cr in FY21

FY2022 Revenue Breakup



Revenue (Rs. cr) and EBITDA Margin (%)



Note: 1. Revenue and EBITDA refer to continuing operations

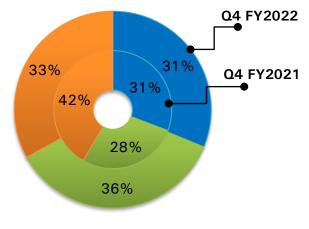


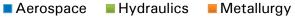
Q4 FY2022 PERFORMANCE HIGHLIGHTS

Highlights Q4 FY2022 vs. Q4 FY2021

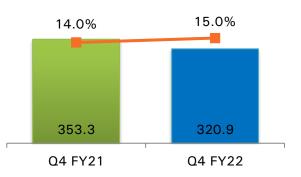
- Revenue of Rs. 320.9 cr; down 9.2% from Rs. 353.3 cr in Q4 FY21
 - Aerospace segment revenue of Rs. 99.4 cr; down by 8.6% from Rs. 108.7 cr
 - Hydraulics segment revenue of Rs. 114.0 cr; up by 17.1% from Rs. 97.4 cr
 - Metallurgy segment revenue of Rs. 105.3 cr; down by 28.4% from Rs. 147.1 cr
- EBITDA of Rs. 48.2 cr; down 2.2% from Rs. 49.3 cr in Q4 FY21
 - EBITDA margin of 15.0%; up by 108 bps
- PAT from continuing operations of Rs. 15.0 cr, surged from Rs. 4.2 cr in Q4 FY21

Q4 FY2022 Revenue Breakup





Revenue (Rs. cr) and EBITDA Margin (%)



Note:

1. Revenue and EBITDA refer to continuing operations

2. Previous quarters Metallurgy segment results restated to make comparable



PERFORMANCE HIGHLIGHTS

Management Commentary

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

"Despite global supply chain disruption and increasing inflationary pressure on commodity prices due to prevailing geopolitical conditions, Dynamatic Technologies has reported strong business performance in FY2022. The top line growth was driven by better product mix and, inventory management and effective debt dollarisation coupled with price increases for certain products contributed to margin enhancement.

During year FY2022 our hydraulics segment reported robust performance supported by increasing demand from agriculture as well as other industries including construction and infrastructure equipment. The outlook for the segment remains encouraging, supported by favorable demand dynamics for the agriculture and infrastructure sectors resulting in greater demand for tractors.

The aerospace segment during the year was impacted by global supply chain related challenges and manpower shortage in ancillary industries. However, the outlook for the sector remains promising. We were recently awarded an order from Boeing for manufacturing assemblies for their tactical fighter, the F-15EX Eagle II and the commercial delivery of the same is expected to happen from second half of FY2023.

Furthermore, our recent successful implementation of AS 9100 Aerospace Certification at Eisenwerk Erla will enable us to develop aerospace castings and forgings for our global aerospace customers. The certification will contribute to the top line in future and is expected to drive business growth across metallurgy and aerospace segments.

Going forward with our ongoing expansion of Dynamatic Aerotropolis adjacent to Bangalore Airport, reallocation of resources for strengthening business capabilities and continuous technological enhancement at the group level are expected to contribute to our business goals."



FINANCIAL PERFORMANCE SUMMARY

Consolidated Performance Highlights (Continuing Operations)

	C	24	у-о-у	Q3	q-o-q	Full	Year	у-о-у
Rs. crore	FY22	FY21	Growth (%)	FY22	Growth (%)	FY22	FY21	Growth (%)
Revenue	320.9	353.3	(9.2)%	307.7	4.3%	1,253.4	1,118.2	12.1%
EBITDA	48.2	49.3	(2.2)%	43.0	12.2%	169.2	149.0	13.6%
Margin (%)	15.0%	14.0%		14.0%		13.5%	13.3%	
Profit Before Tax (PBT)	16.8	12.9	30.3%	10.4	60.7%	41.6	7.6	451.3%
PAT	15.0	4.2	261.9%	8.0	87.3%	32.1	2.0	nm
Margin (%)	4.7%	1.2%		2.6%		2.6%	0.2%	
EPS for Continuing Operations (Rs.)	23.69	6.55	261.7%	12.65	87.3%	50.57	3.12	nm
PAT from Continuing and Discontinued Operations	15.0	(7.8)	nm	8.0	87.3%	15.5	(21.9)	nm
Margin (%)	4.7%	nm		2.6%		1.2%	nm	

- Despite the impact of global supply chain disruptions, shortage of semiconductors and prevailing geopolitical conditions, the Company has reported strong revenue growth of 12.1% y-o-y in FY2022.
- Hydraulics segment revenue increased by 42.4%, Metallurgy segment up by 5.2%, while Aerospace segment revenue down by 3.7% on a y-o-y basis.
- EBITDA increased by 13.6% y-o-y with margin of 13.5%.
- PAT from continuing operations increased to Rs. 32.1 Cr from Rs. 2.0 cr in FY2021. Improvement in operating profit coupled with interest cost reduction supported margin enhancement.



PERFORMANCE HIGHLIGHTS

Foreign Exchange Fluctuation

Exchange Rate	Q4 FY2022	Q4 FY2021	Impact	Impact %	Q3 FY2022		Impact %
EURO vs. INR	86.61	86.62	(0.01)	(0.0)%	87.34	(0.73)	(0.8)%
GBP vs. INR	101.81	97.04	4.77	4.9 %	102.11	(0.30)	(0.3)%
USD vs. INR	74.51	74.21	0.30	0.4%	74.27	0.24	0.3%

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

	Q4 FY2022 vs. Q4 FY2021			Q4 FY2022 vs. Q3 FY2022				
Particulars	Erla	DL UK	DTL	Total Impact	Erla	DL UK	DTL	Total Impact
Currency	EURO	GBP	USD		EURO	GBP	USD	
Revenue (Rs. cr)	(0.01)	3.50	0.98	4.47	(0.93)	(0.22)	0.12	(1.03)
EBITDA (Rs. cr)	(0.00)	0.14	0.59	0.72	(0.06)	(0.01)	0.07	0.01

- On a constant currency basis, Q4 FY2022 revenue, if adjusted for a foreign exchange impact of Rs. 4.47 cr would be Rs. 316.4 cr (representing a loss of 10.4% compared to a loss of 9.2% before adjustment)
- On a constant currency basis, Q4 FY2022 EBITDA, if adjusted for a foreign exchange impact of Rs. 0.72 cr would be Rs. 47.5 cr (compared to Rs. 48.2 cr before adjustment)
- The Company has exposure to EUR, GBP and USD. The impact from GBP and USD transactions were favorable on a Y-o-Y basis



AEROSPACE SEGMENT

Financial Overview

	٥	.4	у-о-у	Q3	q-o-q	Full	Year	у-о-у
Rs. crore	FY22	FY21	Growth (%)	FY22	Growth (%)	FY22	FY21	Growth (%)
Revenue	99.4	108.7	(8.6)%	95.6	3.9%	360.1	374.0	(3.7)%
EBITDA	26.1	31.5	(17.2)%	30.1	(13.4)%	99.0	111.3	(11.1)%
Margin (%)	26.2%	29.0%		31.5%		27.5%	29.8%	

Performance Overview

- The aerospace segment growth declined by 3.7% y-o-y impacted by global supply chain disruptions.
- **Outlook:** Started initial work on the contract for Boeing's tactical fighter, F-15EX Eagle II. It is expected to contribute to the top line form the coming quarters.
- Demand of both defense and commercial segment is expected gain momentum on the back of strong order books of major aircraft producers
- **Strategy**: Enhance capability in large aero-structure assemblies, high precision aero-structure manufacturing, design and engineering





HYDRAULICS SEGMENT

Financial Overview

	٥	4	у-о-у	Q 3	q-o-q	Full	Year	у-о-у
Rs. crore	FY22	FY21	Growth (%)	FY22	Growth (%)	FY22	FY21	Growth (%)
Revenue	114.0	97.4	17.1%	107.8	5.7%	423.7	297.6	42.4%
EBITDA	23.2	1.4	nm	18.5	24.9%	73.2	31.1	135.6%
Margin (%)	20.3%	1.4%		17.2%		17.3%	10.4%	

Performance Overview

- Hydraulics segment has continued its strong performance in FY2022 and improved margin levels supported by demand from both agriculture and infrastructure sector. The agriculture sector demand was driven by better crop price realization and government reforms in the agriculture sector.
- **Outlook:** The tractor industry expected to record strong demand from agriculture sector on the back of positive demand expectation supported by normal monsoon forecast.
- **Strategy:** Focus on increasing market share and also improve efficiencies. In addition, the company will be focusing on increasing its wallet share on Agri tractors and construction equipment through new developments.





METALLURGY SEGMENT

Financial Overview

5	Q	.4	V-0-V	Q3	<i>q-o-q</i>	Full	Year	у-о-у
Rs. crore	FY22	FY21	Growth (%)	FY22	Growth (%)	FY22	FY21	Growth (%)
Revenue	105.3	147.1	(28.4)%	102.2	3.0%	465.0	441.9	5.2%
EBITDA	5.0	0.8	489.3%	1.4	258.7%	20.3	18.2	11.6%
Margin (%)	4.7%	0.6%		1.4%		4.4%	4.1%	

Performance Overview

- Metallurgy segment growth impacted by adverse demand scenario, shortage of semiconductors and other supply chain challenges.
- **Outlook:** Going forward, the segment performance will be majorly driven by availability raw material, input commodity prices and cost of financing to end customers.
- **Strategy:** Focus on high margin product mix, exports, ramp-up of existing products, performance-critical components, customer diversification and capacity utilization. With the successful completion of AS 9100 Certification, we will be enable to develop aerospace castings and forgings in the years to come and drive the business growth further.

Note:

1. Revenue and EBITDA refer to continuing operations

^{2.} Previous years segment results restated to make comparable

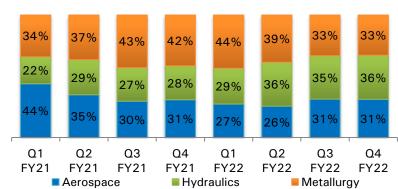


QUARTERLY FINANCIAL TRENDS

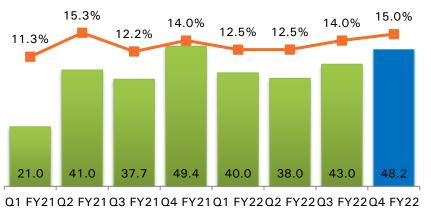
Revenue (Rs. cr) and Growth % (Q-o-Q)



Segment Wise Revenue Contribution



EBITDA (Rs. cr) and Margin (%)



Note:

1. Revenue and EBITDA refer to continuing operations



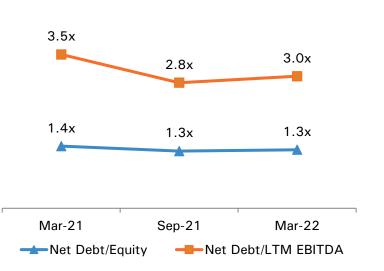


QUARTERLY FINANCIAL TRENDS

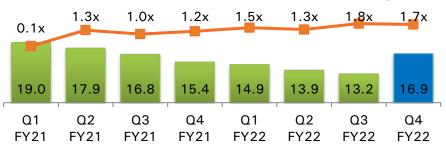
Capital Structure

(Rs. crore)	Mar-21	Sep-21	Mar-22
Long Term	426.8	371.3	378.1
Short Term	150.5	155.3	165.4
Total Debt	577.3	526.6	543.5
Less: Cash & Cash Equivalents	60.6	59.2	39.7
Net Debt	516.7	467.4	503.8
Add: Lease Liabilities	166.5	163.1	143.0
Overall Debt	683.2	630.5	646.8
Net Worth	368.8	362.5	381.4
LTM EBITDA	149.0	165.0	169.2

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



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



Note:

1. Interest Coverage ratio = Operating Profit / Interest Expense 11

2. LTM EBITDA refers to EBITDA from continuing operations

Proprietary Information of Dynamatic Technologies Limited



DYNAMATIC OVERVIEW

- 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
 - 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

Diversified business

Competitive

market

position

 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
	Automative: RMW/ MAN Deimler Velkewagen
Blue Chip Customers	 Automotive: BMW, MAN, Daimler, Volkswagen Hydraulics: Cummins, Escorts, John Deere, Mahindra & Mahindra, Same Deutz-Fahr
cuctomore	 Aerospace : Airbus, Bell Helicopter, Boeing, GKN Aerospace, HAL, Spirit Aerosystems
Board and	Highly qualified board and management team with significant industry experience
Management	4 out of 9 Directors are Independent





DYNAMATIC OVERVIEW

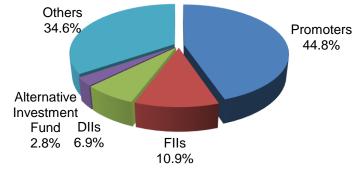
Combination of Stable and High Growth Businesses

AEROSPACE 29% of FY22 Revenue	 Wings, rear fuselages, ailerons, wing flaps and major airframe structures Ramp structure assembly AFT Pylon assembly 	AirbusBoeingBell	Spirit AerosystemsHAL
HYDRAULICS 34% of FY22 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
METALLURGY 37% of FY22 Revenue	 Ferrous automotive components including engine, transmission and turbocharger 	AudiBMWDaimlerIHI	MANVolkswagenBorgWarnerAGCO



BLUE CHIP INVESTOR BASE

Shareholding Structure



Shareholding Pattern Trend

Shareholders	Sep-21	Dec-21	Mar-22
Promoters	44.8%	44.8%	44.8%
FIIs	11.1%	10.8%	10.9%
DIIs	6.9%	6.9%	6.9%
Alternative Investment Fund	2.2%	2.3%	2.8%
Others	35.0%	35.2%	34.6%
Total	100.0%	100.0%	100.0%

Key Investors

- Samena Capital
- HDFC Mutual Fund
- Alchemy and Group
- Mukul Agarwal and Group
- Girish Gulati HUF
- Abakkus Emerging Opportunities Fund
- Madhusudan Kela and Group
- Rohini Nilekani
- Chandravardhan Shah

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

Proprietary Information of Dynamatic Technologies Limited



FINANCIAL STATEMENTS

Consolidated P&L Statement (Y-o-Y)

Profit & Loss Statement (Rs. crore)	FY21	FY22
Continuing operations:		
Revenues		
Revenue from operations	1,118.2	1,253.4
Expenses		
Cost of materials and components consumed	541.6	614.9
Change in inventory of finished goods and work-in-progress	8.5	0.1
Employee Benefit Expenses	221.5	256.0
Other Expenditure	197.6	213.1
Total expenses excluding D&A	969.2	1,084.2
Operating Profit (EBITDA)	149.0	169.2
Depreciation and Amortization Expenses	77.5	76.8
EBIT	71.5	92.4
Other Income	6.1	8.2
Finance Costs	70.0	59.0
PBT - Pre –Exceptional	7.6	41.6
Exceptional Item	-	-
PBT	7.6	41.6
Tax Expenses	5.6	9.6
PAT From Continuing Operations	1.98	32.1
EPS for Continuing Operations (Rs.)	3.12	50.57
Discontinued operations:		
Profit / (Loss) from Discontinued Operations	(23.9)	(16.6)
ΡΑΤ	(21.9)	15.5
EPS for Continuing and Discontinued Operations (Rs.)	(34.50)	24.40
Margins (%)		
Gross Margins		50.9%
EBITDA margins		13.5%
PAT margins		1.23%
Y-o-Y Growth (%)		
Total Revenues		12.1%
EBITDA		13.6%
PAT		nm



FINANCIAL STATEMENTS

Consolidated P&L Statement (Q-o-Q Comparison)

Profit & Loss Statement (Rs. crore)	Q4 FY21	Q3 FY22	Q4 FY22
Continuing Operations:			
Revenues			
Revenue from operations	353.3	307.7	320.9
Expenses			
Cost of materials and components consumed	180.6	145.5	158.2
Change in inventory of finished goods and work-in-progress	1.1	7.0	(9.3)
Employee Benefit Expenses	60.6	64.9	66.9
Other Expenditure	61.8	47.3	56.9
Total expenses excluding D&A	304.0	264.7	272.7
Operating profit (EBITDA)	49.3	43.0	48.2
Depreciation and amortization expenses	22.3	19.7	19.5
EBIT	27.0	23.3	28.7
Other income	2.5	0.3	5.0
Finance costs	16.6	13.2	16.9
PBT	12.9	10.4	16.8
Tax expenses	8.7	2.4	1.7
PAT from continuing operations	4.2	8.0	15.0
EPS for Continuing Operations (Rs.)	6.55	12.65	23.69
Discontinued operations:			
Profit /(Loss) from discontinued operations	(11.9)	-	-
PAT	(7.8)	8.0	15.0
EPS from Continuing and Discontinued Operations (Rs)	(12.24)	12.65	23.69
Margins (%)			
Gross margins		50.4%	53.6%
EBITDA margins		14.0%	15.0%
PAT margins		2.6%	4.7%
Y-o-Y growth (%)			
Total revenues		(0.7)%	(9.2)%
EBITDA		13.9%	(2.2)%
PAT		603.5%	nm

Proprietary Information of Dynamatic Technologies Limited



FINANCIAL STATEMENTS

Consolidated Balance Sheet - Assets

Balance Sheet (Rs. crore)	Mar-21	Mar-22
Assets		
Non-current assets		
Property, plant and equipment	445.3	444.0
Capital work in progress	3.3	14.5
Goodwill	102.2	101.0
Intangible assets	23.2	24.9
Right of use assets	137.0	115.4
Financial assets		
Investments	0.3	0.3
Other financial assets	9.3	11.1
Income tax assets	15.7	13.7
Other non-current assets	1.8	9.1
otal non-current assets	738.5	734.0
Current assets		
Inventories	224.8	255.4
Financial assets		
Trade receivables / sundry debtors	198.2	210.6
Cash and cash equivalents	38.0	17.2
Bank balance other than cash	22.6	22.5
Loan	0.9	1.7
Other financial assets	8.7	7.8
Other current assets	56.7	88.2
Total current assets	549.9	603.4
Asset classified as held for sale	140.4	55.6
Total assets	1,428.8	1,393.0



FINANCIAL STATEMENTS

Consolidated Balance Sheet - Liabilities

Balance Sheet (Rs. crore)	Mar-21	Mar-22
Equity and liabilities		
Equity		
Equity share capital	6.3	6.3
Other equity	362.4	375.1
Total shareholders fund	368.8	381.4
Non-current liabilities		
Financial liabilities		
Borrowings	363.4	298.5
Lease liabilities	117.8	104.7
Other financial liabilities	1.5	1.8
Deferred tax liabilities (net)	8.4	6.5
Other non-current liabilities	1.0	1.0
Non-current provisions	25.4	29.2
Total non-current liabilities	517.5	441.6
Current liabilities		
Financial liabilities		
Borrowings	214.0	245.0
Trade payables	204.6	218.7
Other financial liabilities	46.4	45.8
Lease liabilities	48.7	38.6
Other current liabilities	6.1	3.6
Income tax liabilities (net)	11.1	7.2
Short-term provisions	10.2	11.0
Total current liabilities	541.0	569.9
Liabilities directly associated with assets classified as held for sale	1.5	-
Total equity and liabilities	1,428.8	1,393.0

Proprietary Information of Dynamatic Technologies Limited



FINANCIAL STATEMENTS

Cash Flow Statement

Cash Flow Statement (Rs. crore)	FY2021	FY2022
Cash flow from operating activities		
Profit before tax		
Continuing operations	7.6	41.6
Discontinued operations	(23.9)	(16.6)
	(16.3)	25.0
Adjustments:		
Interest income	(3.2)	(2.6)
Gain on sale of property, plant and equipment (net)	(0.0)	(0.2)
Depreciation and amortisation expense	87.8	76.8
Finance costs	72.2	57.5
Unwinding of discount on dismantling liability	0.6	0.7
Loss allowance on financial assets (net)	2.7	3.0
Unrealised foreign exchange differences	(18.1)	6.8
Operating cash flow before working capital changes	125.7	167.1
Changes in operating assets and liabilities		
Changes in inventories	24.8	(15.3)
Changes in trade receivables	36.4	(14.0)
Changes in loans	(3.1)	(0.7)
Changes in other assets	(11.5)	(28.3)
Changes in trade payables	(70.3)	13.7
Changes in other financial liabilities	20.8	(2.2)
Changes in provisions	3.5	3.2
Changes in other current liabilities	(0.2)	(2.6)
Cash generated from operations	126.1	121.0
Income taxes paid, net of refund	(4.8)	(13.9)
Net cash generated from operating activities (A)	121.3	107.1



FINANCIAL STATEMENTS

Cash Flow Statement

Cash Flow Statement (Rs. crore)	FY2021	FY2022
Cash flows from investing activities		
Acquisition of property, plant and equipment, right to use assets and intangibles	(19.7)	(58.1)
Proceeds from sale of property, plant and equipment pertaining to discontinued operations	0.0	65.0
Bank deposits (having original maturity of more than three months) (net)	4.4	0.1
Interest received from bank deposits	3.2	2.6
Net cash used in investing activities (B)	(12.1)	9.6
Cash flows from financing activities		
Proceed/(Repayment) of long term borrowings and lease liabilities (net)	39.3	(52.1)
Proceeds from short term borrowings (net)	(69.6)	14.6
Payment in lease liabilities	(37.6)	(51.6)
Interest paid	(64.2)	(47.9)
Dividend paid	(0.0)	0.0
Net cash (used in) by financing activities (C)	(132.1)	(137.0)
Net decrease in cash and cash equivalents $(A + B + C)$	(22.8)	(20.3)
Cash and cash equivalents at the beginning of the year	56.0	38.0
Effect of exchange rate changes on cash and cash equivalent	4.9	(0.5)
Cash and cash equivalents at the end of the year	38.0	17.2



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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