DYNAMATIC TECHNOLOGIES LIMITED

CORPORATE PRESENTATION



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Mr. Chalapathi P Chief Financial Officer F: +91 80 2839 5823 E: chalapathi.p@dynamatics.net

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GROUP OVERVIEW

MANUFACTURER OF HIGHLY ENGINEERED PRODUCTS





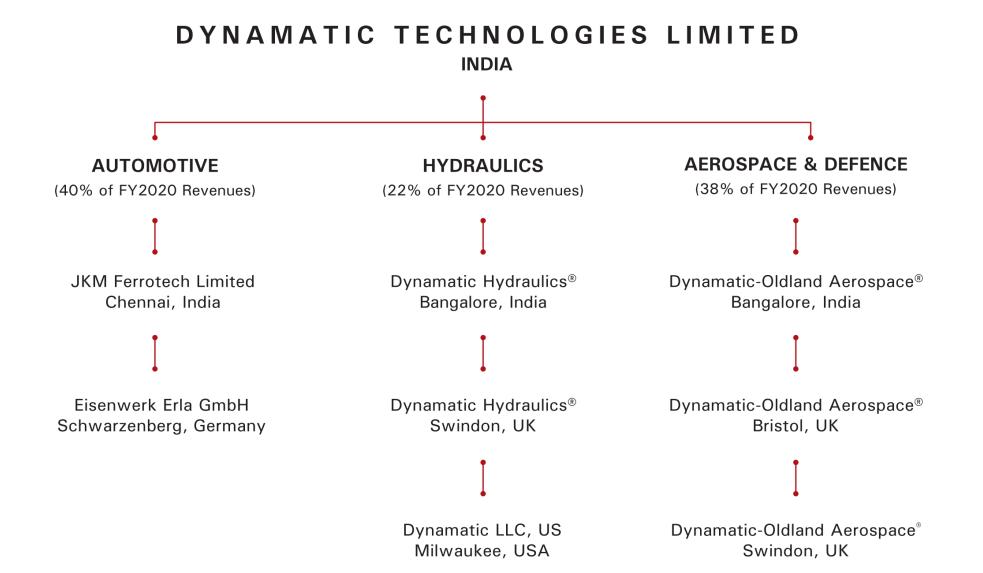
GROUP OVERVIEW

	®
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Founded	• 7 th March 1973
Registered & Corporate Office Address	 Dynamatic Park, Peenya, Bangalore – 560 058, India URL : www.dynamatics.com Tel : +91 80 2839 4933 / 34 / 35 Fax : +91 80 2839 5823 CIN : L72200KA1973PLC002308
Business Segments & Blue Chip Customers	 Automotive: Volkswagen Group (Germany), BMW (Austria), Borg Warner Turbo Emission Systems (Germany), MAN (Germany), Hyundai Motors (India), Daimler (India), Chassis Brakes International, Haldex (India), Turbo Energy, TVS Sundaram Fasterners, Isuzu Motors (India), Myunghwa (India) Hydraulics: Mahindra & Mahindra, TMTL, AGCO, Escorts, CNH, Wirtgen, Atlas, COCPCO, TAFE, Vst, HAL, Same Deutz Fahr, HVF, Cummins, ACE, MTPF, DLW, John Deere, JCB, Terex, Mexico Alexander Dennis (UK), MacDon Aerospace and Defence: Airbus, Bell, Boeing, HAL, Bharat Electronics Limited, Dassualt Aviation, GKN Aerospace, Leonardo Aerospace, Lockheed Martin, Spirit Aerosystems
Locations	 India: 6 Industrial Complexes & 2 Engineering Centers Europe: 3 Industrial Complexes & 1 Engineering Center
Listed on	• NSE & BSE
Group Revenue	• FY'20 - INR 13,212 Million
Group EBITDA	• FY'20 - INR 1,376 Million
Employees	• FY'20 - Over 2754
Patents Held	16 (3 awaiting registration)

BUSINESS STRUCTURE

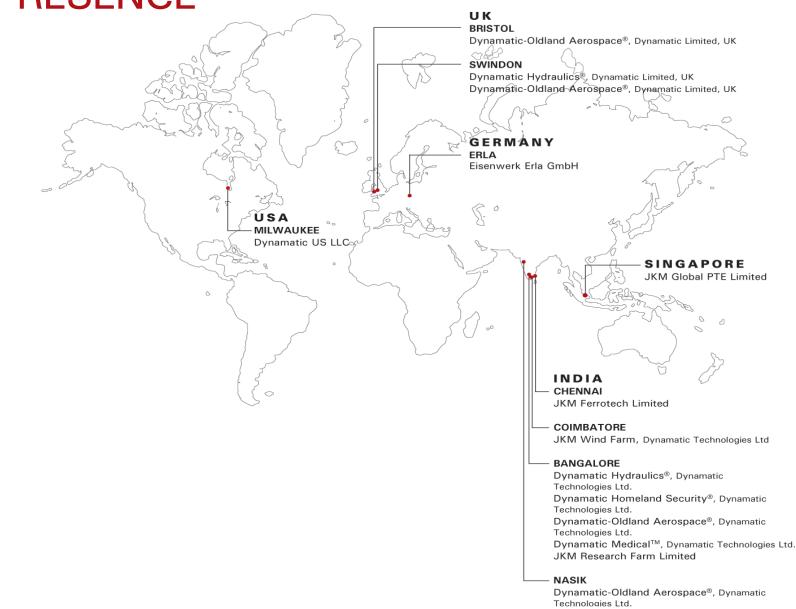




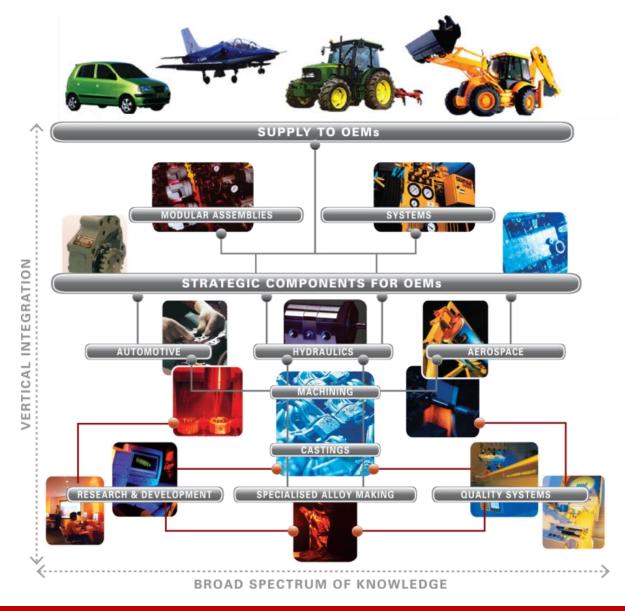
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GLOBAL PRESENCE

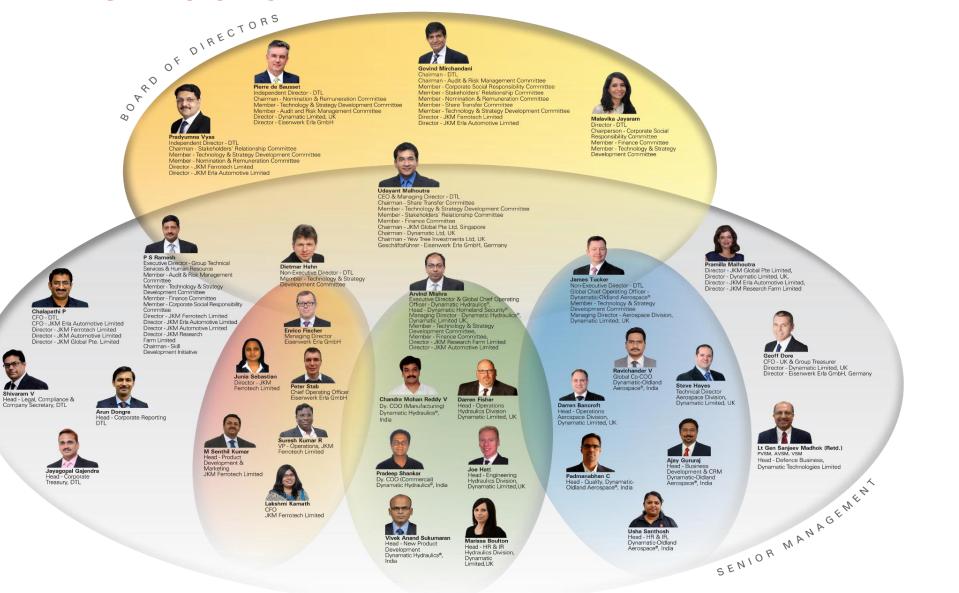




VERTICALLY INTEGRATED MANUFACTURING STRUCTURE



CORPORATE STRUCTURE



PARTNERS

Auditors

M/s. Deloitte Haskins & Sells LLP Chartered Accountants, Bangalore

Internal Auditors

M/s. KPMG Assurance and Consulting Bangalore

Credit Rating

India Ratings & Research Pvt Ltd

Business Scope Report

Dun & Bradstreet



Lead Bankers

- Axis Bank Limited
- Bank of India
- Commerz Bank
- Deutsche Leasing
- DMG Mori Finance
- Export-Import Bank of India
- ICICI Bank Limited
- IndusInd Bank Limited
- Kotak Mahindra Bank Limited
- LBBW
- Royal Bank of Scotland
- Siemens Financial Services
- TARGO Leasing



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BUSINESS DIVISIONS HYDRAULICS

BUSINESS SNAPSHOT



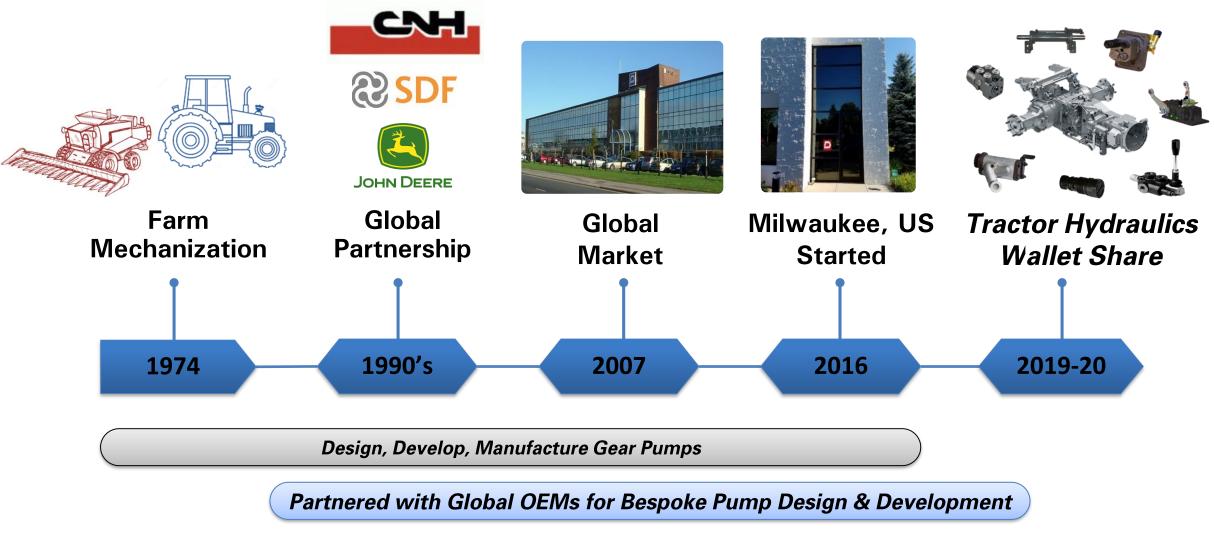
Brand Names	Dynamatic Hydraulics [®]
Locations	Bangalore, India and Swindon, UK
Key Customers	 Mahindra & Mahindra, TMTL, AGCO, Escorts, CNH, Wirtgen, Atlas, COCPCO, TAFE, Vst, HAL, Same Deutz Fahr, HVF, Cummins, ACE, MTPF, DLW, John Deere, JCB, Terex, Mexico Alexander Dennis (UK), MacDon
Revenue	• FY'20 - INR 2,950 Million
EBITDA	FY'20 - INR 149 Million
Competitive Market Position	 One of the world's top producers of hydraulic gear pumps Leadership in Hydraulic Gear Pumps market for 45 years Design & Development partnerships with major global Tractor OEMS
R&D	 Owns design IP of all products Largest number of product variants in the world

- Dominant Player in the Indian Market 65% share of the India organized tractor market
- Global Reach: Supplier of choice to leading Tractor OEMS including John Deere, CNH, Claas, Agco & Same Deutz-Fahr
- Comprehensive Range of Gear Pumps for all applications
- Growth Drivers: Agriculture, Infrastructure & Energy sectors
- Technology Leadership Among the World's finest Engineering Laboratories
- High Quality



HYDRAULICS JOURNEY





Global Footprint - Acquired Sauer Danfoss, UK

Facilities

Location : Bangalore, India





Dynamatic Hydraulics[®], Unit I



Dynamatic Hydraulics[®], Unit II



Dynamatic Hydraulics[®], Unit III

• 3 Manufacturing Units in Peenya Industrial Area, Bangalore

HYDRAULICS, INDIA R&D / Engineering

- Comprehensive R&D Capabilities
- Advanced Endurance & Performance
- Testing Facilities including SCADA
- Digital Design, Rapid Prototyping
- Engineering Laboratory certified as 'Recognized In-House R&D Unit' by Dept. of Scientific & Industrial Research (DSIR), Government of India







TRACTOR HYDRAULICS, COMPLETE SOLUTIONS Product Offerings





Power Steering Valves







Electronic LH Assy

Pumps



Product Offerings

Aluminum Body Pumps

For Agricultural Equipment & Industrial Applications



Cast Iron Gear Pumps

For Construction Equipment & Earth Moving Equipment





Product Offerings

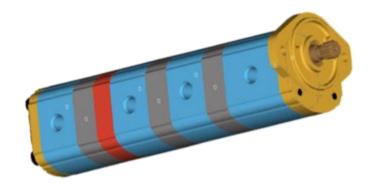
Cummins Lube Oil Pump



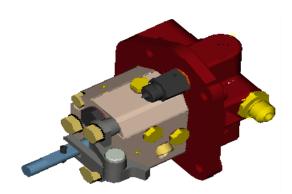




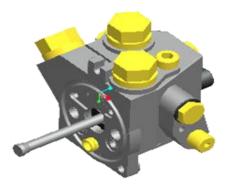
Quadruple Pump



Tractor Hitch Control Valves









Product Offerings

Rockshaft Assembly



Built To Print Tractor Control Valves



Various Applications



Lube Oil Pump Marine Applications



Gear Motor



Internal Gear Pump



Medium Pressure Pump

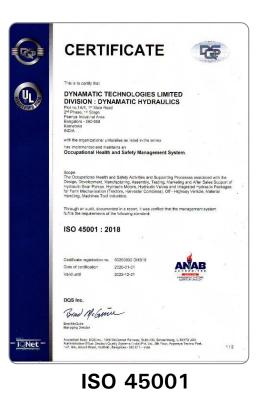
Quality Accreditations

- ISO9001:2015 QMS Certification by DQS
- ISO14001:2015 EMS Certification by DQS
- ISO45001:2018 OH&S Certification by DQS











HYDRAULICS, UK

- Six decades of engineering and manufacturing excellence.
- Acquired by Dynamatic Technologies in 2007
- Products include performance engineered hydraulics products such as aluminium and cast Iron gear pumps, fan drive system, engineered packages, etc
- Supplier of choice to leading Global Tractor OEMS including John Deere and Case New Holland
- Technology Leadership Among the World's finest Hydraulic Design Laboratories
- High Quality and Lean Focus





HYDRAULICS, UK

Facilities

Location : Swindon, UK







Dynamatic Hydraulics[®] Dynamatic Limited, UK





HYDRAULICS, UK R&D / Engineering

- Possesses Advanced design knowledge for Mobile Hydraulics Sector
- Comprehensive Product Testing and validation capabilities







HYDRAULICS, UK Product Offerings



Aluminum Body Hydraulic Gear Pumps and Integrated Gear/Piston Pump Packages







Cast Iron Gear Pumps



HYDRAULICS, UK

Product Offerings

Fan Drive Motor, Integrated Control Valve and Tandem Gear Pump





High Value-add Products combining Multiple Pump & Valve Elements in a compact unit





HYDRAULICS, UK

Quality Accreditations

- Accredited to the British Standards Institute Quality Management System, ISO 9001 2008
- Approved as Partner by John Deere
- Approved supplier to ADL, Terex Limited & ZF
- Member of the BFPA

bsi.	100 A
Certificate o	of Registration
QUALITY MANAGEMENT SYS	TEM - ISO 9001:2015
This is to certify that:	Dynamatic Limited UK Cheney Manor Industrial Estate Swindon Willshire SN2 2PZ United Kingdom
Holds Certificate Number:	FM 29880
and operates a Quality Management Sys following scope:	tem which complies with the requirements of ISO 9001:2015 for the
	ture of hydraulic pumps, motors and control valves for on purpose mobile equipment.
For and on behalf of BSI:	Andrew Laurn, EMEA Systems Cartification Director
Original Registration Date: 1994-11-24 Latest Revision Date: 2018-06-12	Effective Date: 2018-07-01 Expiry Date: 2021-06-30
	Page: 1 of 1 making excellence a habit."
An electronic certificate can be authenticated online. Printed copies can be validated at www.bsigroup.com/	he property of RSI and is bound by the conditions of contract. ClientDirectory manufacewith (Match Regnes MSI SH4) Tist - 44 345 080 9000 manuface 70053/1 at 389 Chiswick MgB Road, Landon VM 444, UK.

ISO 9001:2015

BUSINESS DIVISIONS AUTOMOTIVE & METALLURGY

BUSINESS SNAPSHOT



Brand Names	 Eisenwerk Erla GmbH JKM Ferrotech Limited
Locations	Chennai, India and Schwarzenberg, Germany
Key Customers	 Volkswagen Group (Germany), BMW (Austria), Borg Warner Turbo Emission Systems (Germany), MAN (Germany), Hyundai Motors (India), Daimler (India), Chassis Brakes International, Haldex (India), Turbo Energy, TVS Sundaram Fasterners, Isuzu Motors (India), Myunghwa (India)
Revenue	• FY'20 - INR 5,261 Million
EBITDA	FY'20 - INR 137 Million
Competitive Market Position	 Produces highly engineered automotive components for highway, off-highway and technology oriented applications One of the world's largest manufacturers of automotive turbochargers Single source supplier to global OEMS for selected products

AUTOMOTIVE & METALLURGY, INDIA

- Producer of high quality Ferrous components for Automotive applications
- Single Source to Global Auto OEMs for critical engine & transmission components catering to over 50% of Indian Passenger Car Market
- Strategically Located in Chennai, one of India's leading Automotive Hubs

AUTOMOTIVE & METALLURGY, INDIA Facilities

- Manufactures high precision, complex metallurgical ferrous castings for automobile engines and turbochargers
- Compliant with ISO 9001 and TS16949 standards and approved by BMW, Hyundai and Toyota
- Capacity: 26,000 MTPA



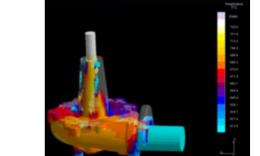
JKM Ferrotech Limited

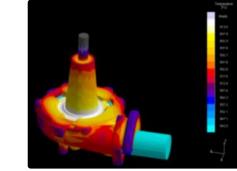


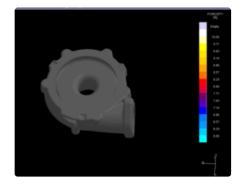
AUTOMOTIVE & METALLURGY, INDIA R&D/Engineering

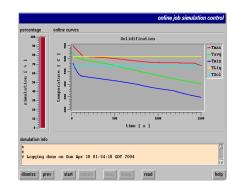
Magma Casting Simulation

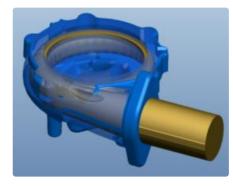
- Development of thin wall castings
- Capable of executing Aluminum Gravity Die Cast parts with intricate contours.
- Complex core assembly
- "Cast in" oil ways and galleries
- Competence in alloying metals and complex castings.













AUTOMOTIVE & METALLURGY, INDIA Product Offerings



Engine & Transmission Parts



Exhaust Manifold Assy.



Inlet Manifold



Air Tube assembly



Water Pump



Oil Pump







Fork Shift

Rocker Arm (A&B)







AUTOMOTIVE & METALLURGY, INDIA **Product Offerings**





Flywheel (VW)





Brake Caliper (Mando)

Lanchester Housing (Daimler)





Bracket



Turbocharger Center bearing housing



End Yoke



Compressor Mounting Bracket

AUTOMOTIVE & METALLURGY, INDIA Product Offerings





Compressor Housing (Honeywell)



Compressor Housing (Honeywell)



Fork shift (Getrag Ford)



Inlet Manifold (Hyundai)



Air tube inlet (Renault Nissan)



Fork shift (Getrag Ford)

AUTOMOTIVE & METALLURGY, INDIA



Quality Accreditations

ERTIFICA	TE TUNORD			
	1 L.		τυν	7
Management system as per				
SO 9001 : 2015		CERTIFICA	TE	-
n accordance with TÜV INDIA procedures, it is here	eby certified that	Management system as per		
		IATF 16949:2016 (1" edition, 2016-10-01)		
IKM FERROTECH LIMITED				
Plot No. K4, Sipcot Industrial Comp Phase II, Gummidipoondi – 601 201	ilex,	Evidence of conformity with the above standard has been fu	mished and is certified for	
amil Nadu, ndia		JKM Ferrotech Limited Plot No. K4, Sipcot Industrial Complex, Phase II, Gummudipoondi - 601 201,		
plies a quality management system in line with the abov	e standard for the following scope	Tamil Nadu, India		
lanufacture & Supply of SG Iron a	nd Grey Iron Castings	Scope		
ertificate Registration No. QM 07 00735	Valid until 08.12.2020			
udit Report No. Q 7195/2015	Initial Certification 07.03.2016	Manufacture of Grey Iron and S. G. Iro	n Castings	
SKKulta		without product design responsibility (according to sect	ion 8.3)	
ertification Body 1 TÜV INDIA PVT. LTD.	Issue 09.12.2017			
TOVINDIA PVI. LID.	Place : Mumbai	IATE Registration No. 0281179 Certificate Registration No. 44 111 090237	Issue date: 2017-12-09 Expiry date: 2020-12-08	
	TÜV INDIA auditing and certification procedures & shall be valid ance Audit 2 before 03.11.2019 and Re-Certification Audit bafore	Juiling and other and the at t	Essen, 2017-12-09	
Windia Did Ltd. 001 Dabais Diago. 1 D.D. Mars /	Shatkopar (W), Mumbai - 400 086, India www.buy-pord.com/in	This certification was conducted in accordance with the IATF	r 'Rules for achieving and maintaining IATF recog	nition
и ныя ти. сю., юл, пепеја наza - 1, с. о.о. маrg. ч	Shatoopal (Vr), mumuei * noo ooo, molei <u>waxaay taxix ootaat</u>	TÜV NORD CERT GmbH Langemarckstraße	e 20 45141 Essen	97879
		02-IAO-QMC-01021	page 1/1 /	A13F

ISO 9001:2015

IATF 16949:2016

NORD

www.tuev-nord-cert.de

A13E201e rev. 00/01.17

AUTOMOTIVE & METALLURGY, GERMANY Eisenwerk Erla GmbH

- 600 year old history of iron extraction and processing; One of the finest ferrous foundries in Europe
- Manufacturer of ferrous and special alloy castings. Products include Turbine housings, Exhaust Manifolds, Crankshaft Bearing Caps & other Automotive Castings
- Specialisation in high-grade alloys such as SiMo, Ni-Resist, Heat Resistant Steel and Core Making Technology of Turbocharger castings
- Over 12.5% share of Global Petrol Turbocharger market



AUTOMOTIVE & METALLURGY, GERMANY Facilities





Eisenwerk Erla GmbH

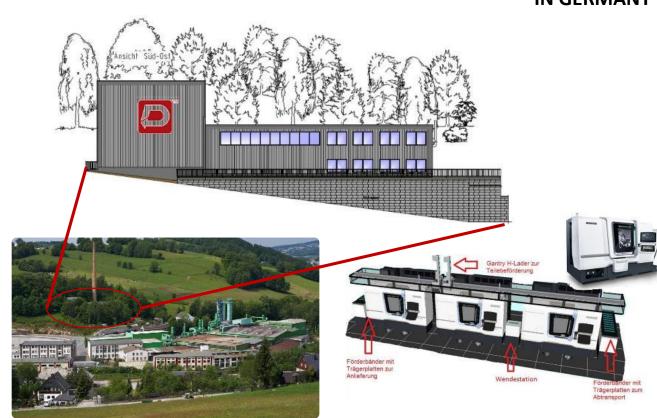




ADVANCED ROBOTIC MANUFACTURING









AUTOMOTIVE & METALLURGY, GERMANY Product Offerings

Turbine Housings



Crankshaft Bearing Cap







For Use In Turbo Charged Engines





AUTOMOTIVE & METALLURGY, GERMANY

Quality, Environmental & Energy Accreditations





ISO-TS 16949:2009



DIN EN ISO 14001:2004



ISO 50001-2011

AUTOMOTIVE & METALLURGY, GERMANY Research & Development



- Strong R&D capabilities and Patented Technologies specific to the Automotive Industry
- Collaboration with major German technical institutes Technical University of Freiberg, West Saxon University of Applied Sciences of Zwickau Germany and InnCoa







BUSINESS DIVISIONS AEROSPACE & DEFENCE

BUSINESS SNAPSHOT



Brand Names	Dynamatic-Oldland Aerospace [®]
Locations	Bangalore & Nasik - India, Bristol & Swindon - UK
Key Customers	 Airbus, Bell, Boeing, HAL, Bharat Electronics Limited, Dassualt Aviation, GKN Aerospace, Leonardo Aerospace, Lockheed Martin, Spirit Aerosystems
Revenue	• FY'20 - INR 4,976 Million
EBITDA	• FY'20 – INR 1232 Million
Competitive Market Position	 Demonstrated leader for the development of exacting Air Frame Structures and Precision Aerospace Components Tier I supplier to Airbus, Boeing and Bell Helicopter Delivers high value to customers by combining technical competence of the UK facilities with the cost and manufacturing advantages offered by the Indian facilities

- Pioneer and demonstrated leader in the Indian private sector for manufacture of high precision airframe structures and aerospace components
- Largest infrastructure in the Indian private sector, possesses stringent regulatory approvals and quality certifications that present significant barriers to entry
- Strong Partnerships with MoD and agencies of national importance like DRDO, HAL, NAL, Bharat Electronics Limited etc
- Only Indian Company to be a Tier One Supplier to Airbus, Boeing and Bell Helicopter
- Also provides security solutions to India's national defence forces, homeland security forces, police and civilian agencies.

AEROSPACE & DEFENCE, INDIA Facilities









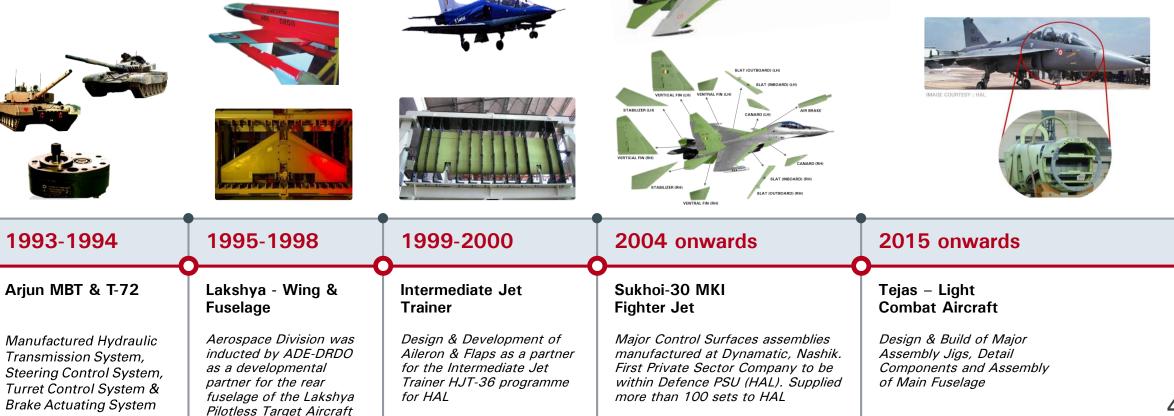


Location : Bangalore, India

AEROSPACE JOURNEY - INDIAN CUSTOMERS

In 1994, the Aerospace Division of Dynamatic commences operations as a garage start-up in Peenya, Bangalore.

(PTA) programme



			BAL CUSTOWI	ERS	
		ier 1 Supplier	09-02754		
to major OEN	As like Airbus	s, Boeing & Bel			
	Mission Cabinets Power Cabinets			A330	ÜŞ -
2007-2008	2009	2010	2014-2015 onwards		
Airbus A320 Family	Boeing P-8 Poseidon	Bell 407 Program	Boeing Chinook Ch-47F Program	Airbus A330 Program	
Dynamatic signs contract with Spirit AeroSystems (Europe) for manufacture of	<i>Tier 1 supplier to Boeing for manufacturing of Mission & Power Cabinets</i>	Major Structures for Cabin Assembly which includes Aft Fuselage, Lower Fuselage and	Tier 1 supplier to manufacture Aft Pylon & Cargo Ramp. The program was initiated at the launch of Make	<i>Tier 1 Supplier for Airbus for manufacturing of Flap-Track-Beams - Details Parts and Assembly.</i>	
Flap-Track-Beams for Airbus A320 Family		the roof assembly.	in India initiative from Govt. of India. Over 75 Ship sets have been delivered till date	Global Single Source delivering Flap-Track-Beams for over 750 aircraft across Airbus Family	49

AEROCOACE IOURNEV CLORAL CUSTOMERS



Key Customers/Projects

Hindustan Aeronautical Limited



Lakshya Pilotless Target Aircraft Products: Wings & Rear Fuselage.



HJT 36 Intermediate Jet Trainer Products: Ailerons & Flaps

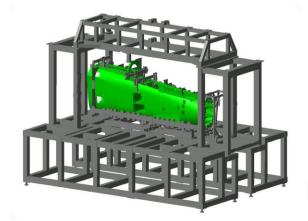


Sukhoi 30 MKI Fighter Bomber Products: Vertical Fins, Slats, Cannards, Stabilisers, Air Brakes, and Ventral Fins

TEJAS LIGHT COMBAT AIRCRAFT FUSELAGE

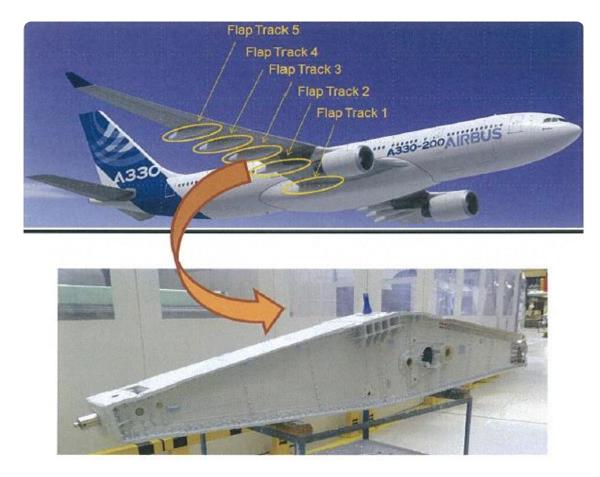


Dynamatic Technologies Limited has been chosen as the supplier for the Front Fuselage assembly from HAL - Light Combat Aircraft Division





Key Customers/Projects



Airbus A330





Airbus A320/A321

Centre of Excellence for Airbus Flap Track Beams Manufacturing 100% of Airbus Single Aisle Contracted for 100 % of all Airbus Long Range

Key Customers/Projects

Boeing Chinook Cargo Ramp Assembly Aft Pylon

Boeing P8 Mission & Power Cabinets



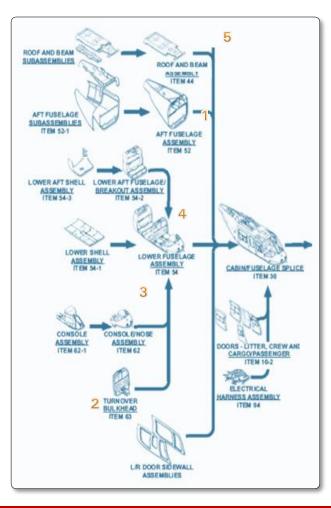


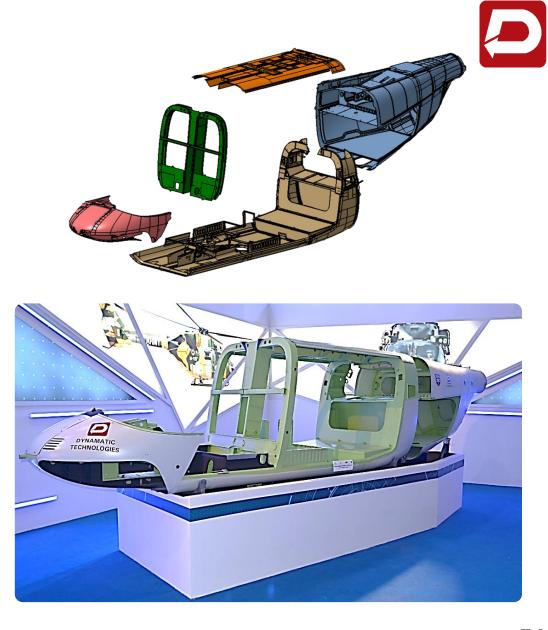
Key Customers/Projects

Major Assemblies to build Bell Helicopters 407 Item – 30 Cabin assembly





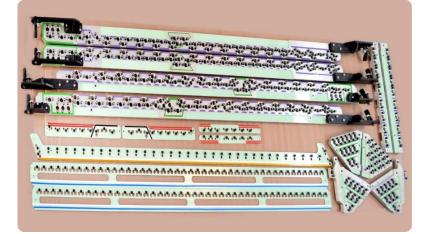






Key Customers/Projects

Assembly Tools – Dassault







Key Customers/Projects Assembly Tools – Dassault







Key Customers/Projects First Tool exported from India for Boeing Space – Aug 2019





Awards & Accolades



Dr. APJ Abdul Kalam, Dr. K.G. Narayanan, Udayant Malhoutra *(LtoR)*

1999



Creative Partner Award for the year 1998-99 awarded by DRDO, ADE and ASIEO



National Award for excellence in indigenisation of defence equipment by Ministry of Defence

CONSISTENTLY HAL'S BEST SUPPLIER



Delivery of 100th Shipset





Awards & Accolades

2002-03 by HAL's aircraft

2003

division



HAL Best Vendor Award for **Outstanding Vendor Award** for 2008 by HAL

Best Supplier Award for 2013 by HAL

2013



Quality Accreditations

- AS9100, DGAQA and NADCAP approved
- Quality approval from Airbus, Boeing, Bell Helicopters, HAL
- AS 9100 Rev D certified
- Entire Campus ISO 14001 and OSHAS approved
- NADCAP approval for NDT, Heat Treatment, Welding Facilities, Metrology
- ISO 27001: 2013 approval Information Security Management System
- NADCAP for Alodine process







Homeland Security

Strategic Teaming Agreements





IIT - KANPUR



AEROSPACE & DEFENCE, UK



- High End Precision Engineering company manufacturing components and tooling for Aerospace industry
- Complex 5 axis machining capabilities for the manufacture of a vast range of machining, finishing, assembly and inspection operations to world-class standards
- Acquired by Dynamatic in 2008
- Long term contracts with OEM's & Tier1 suppliers
- Certified supplier to Airbus UK, Boeing, GKN Aerospace, Magellan Aerospace, GE Aviation Systems, Lockheed Martin, Agusta Westland, Spirit AeroSystems, UK

Location : Bristol & Swindon UK

AEROSPACE & DEFENCE, UK Facilities



Bristol

Swindon

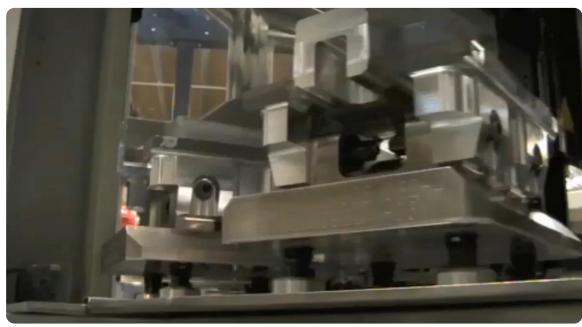


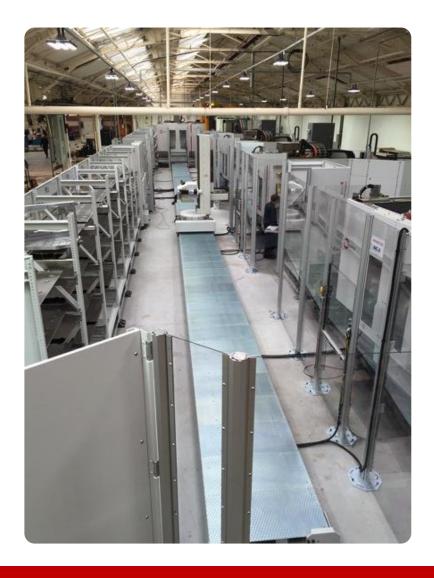


FULLY AUTONOMOUS ROBOTIC MANUFACTURING Facilities









AEROSPACE & DEFENCE, UK Key Customers/Projects - Military Contracts



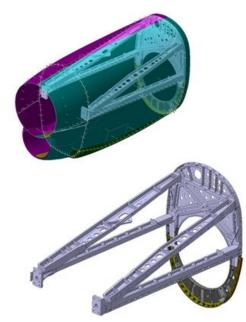
Wild Cat

C130-J









A400



AEROSPACE & DEFENCE, UK Key Customers/Projects - Commercial Contracts



A320/321 FTB Single Aisle







A330 Variants

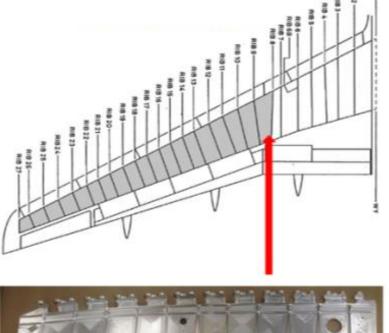


MLG



Leading & Trailing Edge







A330 Rib 8

AEROSPACE & DEFENCE, UK



Quality Accreditations



AS 9100:2016 - Page 1



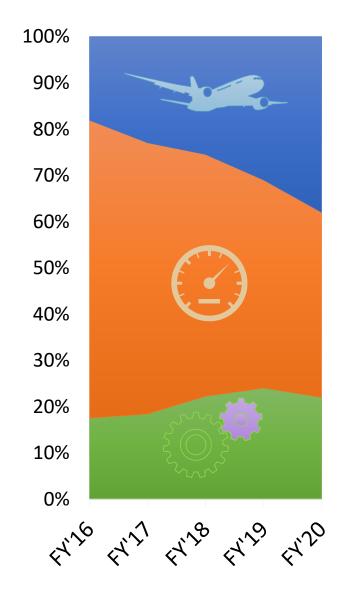
AS 9100:2016 - Page 2



FINANCIAL OVERVIEW

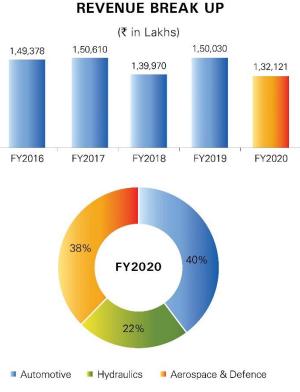
SEGMENT WISE SALES MIX





CONSOLIDATED FINANCIAL HIGHLIGHTS





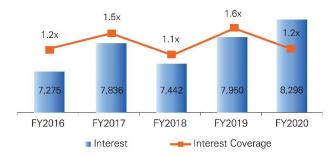
31% FY2019 24%

Automotive Hydraulics Aerospace & Defence

DEBT & LEVERAGE RATIOS









YEARLY FINANCIAL TRENDS

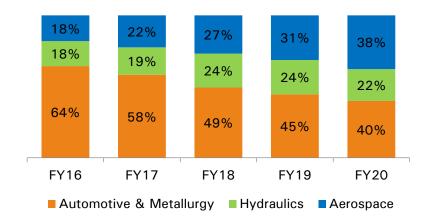


Revenue (Rs. mn) and Growth (Y-o-Y)

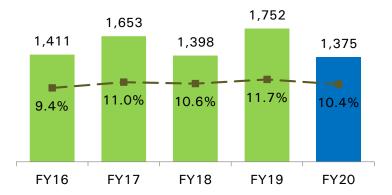
EBITDA (Rs. mn) and Margin (%)



Segment Wise Revenue Contribution



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



Note:

- 1. The result / numbers are presented excluding Discontinued operations
- 2. EBITDA adjusted for the impact of IND AS 116 to make it comparable with corresponding period previous year

QUARTERLY FINANCIAL TRENDS



Capital Structure

(Rs. million)	Jun-19	Sep-19	Dec-19	Mar-20
Long Term	4,300	3,975	3,905	3,876
Short Term	2,276	2,324	2,347	2,200
Operating Lease	1,353	1,416	1,430	1,353
Total Debt	7,929	7,715	7,682	7,429
Less: Cash & Cash Equivalents	509	407	510	830
Net Debt	7,420	7,308	7,172	6,599
Net Worth	3,323	3,357	3,594	3,731

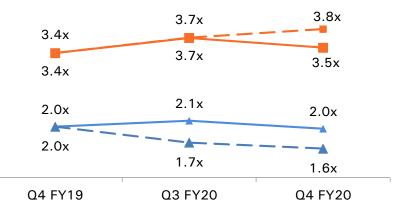
Interest Expense (Rs. mn) & Interest Coverage (x)



Q3 FY19 Q4 FY19 Q1 FY20 Q2 FY20 Q3 FY20 Q4 FY20

Note: The result / numbers are presented excluding Discontinued operational Interest Coverage ratio = Operating Profit / Interest Expense Adjusted values reflect impact of IND AS 116

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



Debt/Equity
 Net Debt/LTM EBITDA

Dotted lines represent the ratios if adjusted for the impact of IND AS 116

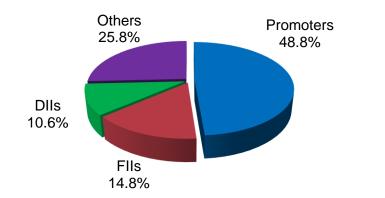
Adjusted Interest Expense (Rs. mn) & Interest Coverage (x)



BLUE CHIP INVESTOR BASE



Shareholding Structure



Shareholding Pattern Trend

Shareholders	Jun-19	Sep-19	Dec-19	Mar-20
Promoters	48.8%	48.8%	48.8%	48.8%
FIIs	14.8%	14.9%	14.9%	14.8%
DIIs	10.8%	10.8%	10.6%	10.6%
Others	25.6%	25.5%	25.7%	25.8%
Total	100.0%	100.0%	100.0%	100.0%

Key Institutional Investors

- HDFC Mutual Fund
- Samena Capital
- Taiyo Greater India Fund
- Alchemy and Group
- Mukul Agarwal and Group
- Girish Gulati HUF
- SBI Mutual Fund
- Premier Investment Fund

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

CONTACT DETAILS



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