



Dynacons Systems and Solutions Ltd

Investor Presentation | August 2026



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I. Quarter Deck



Message from the Board



Mr. Shirish Anjaria
Chairman & Managing Director



Mr. Parag J Dalal
Executive Director



Mr. Dharmesh S. Anjaria
Executive Director and CFO

“

Q1 FY27 was a defining quarter for Dynacons, marked by record order inflows, strong execution and the addition of high-value technology mandates. Revenue from Operations stood at ₹313.69 crore, EBITDA at ₹40.19 crore, and PAT at ₹19.80 crore, reflecting continued execution and a growing contribution from higher-value infrastructure and managed services engagements.

During the quarter, we secured marquee orders from the Reserve Bank of India, National Payments Corporation of India, Central Bank of India, and Jammu & Kashmir Bank, spanning private cloud, data centre, AI infrastructure and enterprise technology solutions. As of date, our order book stood at ₹3,104 crore, providing healthy revenue visibility and a robust foundation for sustained growth.

Demand remains strong across cloud infrastructure, data centres, cybersecurity, managed services and AI-ready technology environments. The Central Bank of India mandate strengthens our presence across Cloud, AI Infrastructure and Containerization, while the NPCI project further demonstrates our ability to execute long-duration, mission-critical enterprise infrastructure engagements. These wins reinforce our positioning as a trusted technology partner for India's leading financial institutions.

Our growth trajectory was further recognized through our ranking of 63rd in TIME Magazine's India's Fastest-Growing Companies 2026 and inclusion in the Financial Times High-Growth Companies Asia-Pacific 2026 for the fifth consecutive year. We were also recognized as Best Region SI — Government Business (West Region) at the Acer & Intel Pinnacle Club 2025 and HPE Best Partner for Driving HPE & Nutanix Solutions FY25. With a strong order book, ₹6,650 crore bidding pipeline and a pan-India delivery network spanning 250+ locations, we remain focused on sustaining profitable growth and creating long-term value for our stakeholders.

”

Earnings at a Glance : Q1 FY2027

Q1 FY27	Revenue from Operations	EBITDA*	PBT	PAT
	₹313.69 Cr ↓ 4.61% YoY	₹40.19 Cr ↑ 26.46% YoY	₹26.45 Cr ↑ 0.65% YoY	₹19.80 Cr ↑ 0.77% YoY

* Excludes Other Income



Steady growth with margin expansion: Q1 FY27 EBITDA increased 26% YoY to ₹40.19 crore, while EBITDA margin expanded to 12.81% from 9.66% in Q1 FY26, reflecting continued execution across the Company's key technology solution segments.



Strong order book ensuring visibility: Order book stood at ₹ 3,104 crore as of date, providing strong revenue visibility and supporting future growth.



AI-led demand driving future growth: Rising adoption of AI-ready infrastructure, automation, and intelligent data centre solutions is accelerating enterprise IT investments, strengthening Dynacons' growth outlook.

Operating Highlights: Q1 FY2027

Strategic Wins & Large Orders

01

Secured a **₹750.82 crore** order from the **Reserve Bank of India** for Private Cloud Infrastructure across its Data Centres, including the greenfield Bhubaneswar facility, under a 5-year end-to-end contract.

02

Secured a **₹267.58 crore** project from **NPCI** for Data Centre Augmentation, including enterprise server infrastructure with 24x7x365 support and a 7-year warranty.

03

Secured ₹125.88 crore project from **Central Bank of India** for Private Cloud expansion, establishment of a Containerization Platform and servers based on **NVIDIA H200 Blackwell GPUs**.

04

Secured ₹25 crore **Enterprise Resource Planning (ERP)** implementation mandate from **Jammu & Kashmir Bank** on a 5-year OPEX model, covering Finance & Accounts, Procurement, Fixed Assets, Compliance and Project Management.

Strengthening Enterprise & Digital Infrastructure Capabilities

01

Executing **Software-Defined Wide Area Network (SD-WAN)** and advanced digital infrastructure projects for leading financial institutions.

02

Expanding **Device-as-a-Service (DaaS)** and **Digital Workplace offerings**, strengthening annuity-based revenue streams.

Industry Recognition & Strategic Partnerships

01

Ranked **63rd in TIME Magazine's India's Fastest-Growing Companies 2026** — one of 100 companies selected based on revenue growth, business expansion and consistent financial performance.

02

Featured in the **Financial Times High-Growth Companies Asia-Pacific 2026** for the **Fifth Consecutive Year** — compiled by the Financial Times in collaboration with Statista based on multi-year revenue growth.

03

Won "**Best Region SI — Government Business (West Region)**" Award at the **Acer & Intel Pinnacle Club 2025**, recognising outstanding execution in government-sector IT deployments across western India.

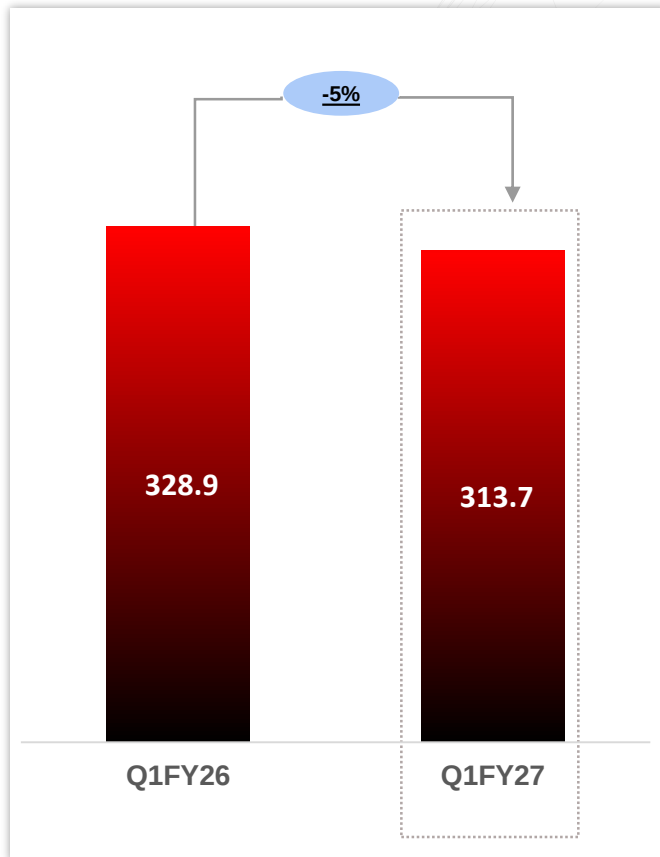
04

Honoured as the **Best Partner for Driving HPE & Nutanix Solutions FY25** by Hewlett Packard Enterprise at an event held in **Udaipur** — reflecting technical excellence in hyperconverged infrastructure and private cloud solutions.

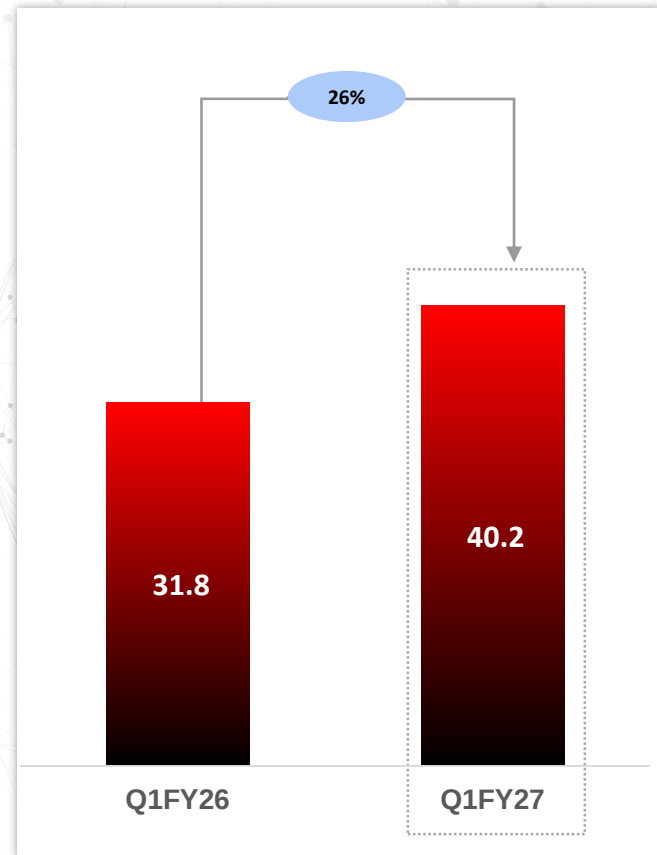
Key Financial Highlights – Q1 FY2027

Q1 FY27

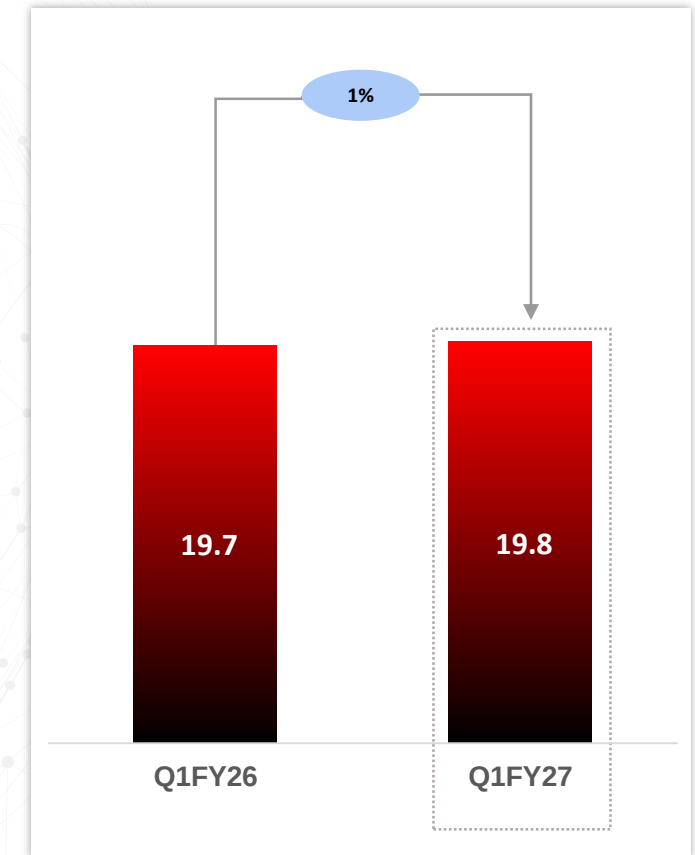
Total Income (In Cr.)



EBITDA* (In Cr.)



Profit After Tax (In Cr.)



* Excludes Other Income

Q1 FY2027 Financial Performance

Particulars (Rs. Cr)	Q1FY27	Q1FY26	YoY	Q4FY26	QoQ	FY2026
Revenue from Operations	314	329	-5%	402	-22%	1,424
Total Expenditure	273	297	-8%	366	-25%	1,278
EBITDA*	40	32	26%	36	11%	146
Depreciation & Amortization	8	1	448%	6	29%	15
Profit Before Interest & Tax	32	30	6%	30	7%	131
Finance Cost	7	5	46%	7	7%	23
Other Income	2	1	69%	2	-27%	6
Profit Before Tax	26	26	1%	25	4%	114
Tax	7	7	1%	6	3%	29
Net Profit	20	20	1%	19	4%	85
Earnings per share (Rs.)	15.54	15.44	1%	14.92	4%	66.64

* Excludes Other Income



II. Business Overview

Dy-verse Tech, Powering the Next

One of India's Fastest Growing Digital Infrastructure Platforms

01

By the Numbers

₹314 cr

Q1FY27 Revenue

₹40 cr

Q1FY27 EBITDA

27%

FY21-26
Revenue CAGR%

₹3,104 cr

Orders on hand as on
30th July 2026

1000+

Employees

1300+

Locations covered in
India

02

Snapshot

Technology-led digital infrastructure company enabling enterprises to **modernize, secure and manage** mission-critical IT environments with expertise in delivering comprehensive solutions and services for diverse clients across the country.

Providing integrated **Data Centre, Cloud, Cybersecurity, Digital Workplace and Managed Services solutions** across enterprise, BFSI and government sectors.

The company has attained **top partnership status with forefront technology brands like** Apple, Microsoft, Cisco, Oracle, HP Enterprise, Dell, Lenovo, VMWare, Nutanix etc.

05

Blue-Chip Clientele

03

Business Segments

Data Centre and
Cloud Infrastructure

Network and
Security

Digital Workplace
Solution

IT Managed
Services

04

Key Customer Segment Focus



BFSI



PSUs



Global &
Enterprises

Leading partner for transforming IT infrastructure of marquee customers in BFSI, public sector, global and other enterprises



Uber



Booking.com

Atos



Gartner

S&P Global



amazon

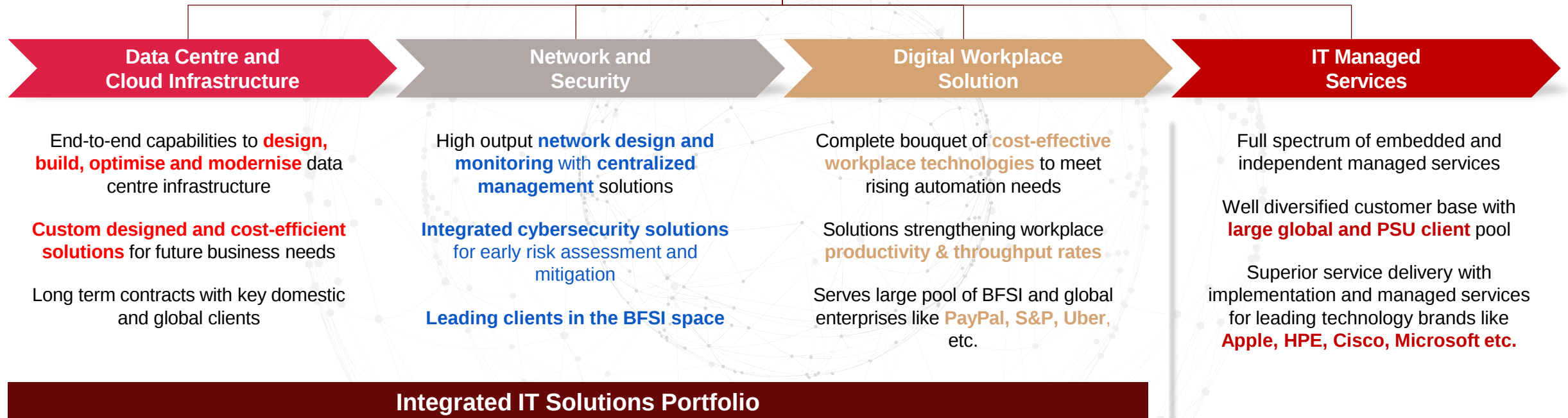
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Integrated IT Solutions Portfolio

Broad range of infrastructure technology solutions and services with integrated capabilities to build, manage and secure



Offerings



Integrated IT Solutions Portfolio

Revenue Contribution⁽¹⁾

34%

12%

31%

23%

Data Centre and Cloud Infrastructure

Dynacons provides a robust portfolio of data centre and cloud infrastructure solutions

Private Cloud Solutions

Hybrid Cloud Solutions

DR automation

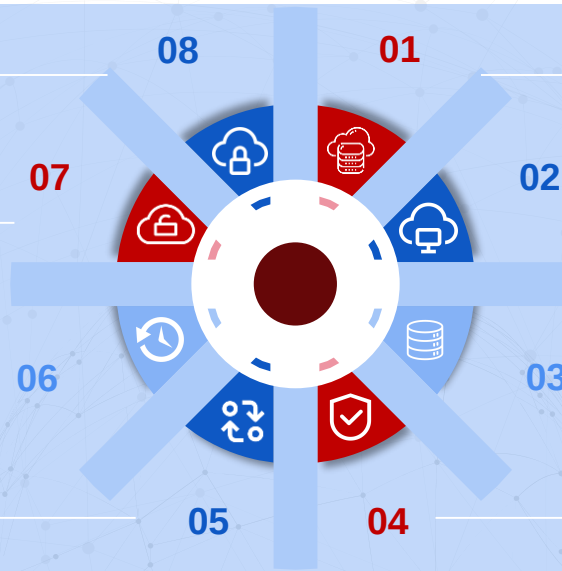
Data Replication – physical, virtual,
database

Hyper Converged Infrastructure

AI Infrastructure

Software Defined Storage

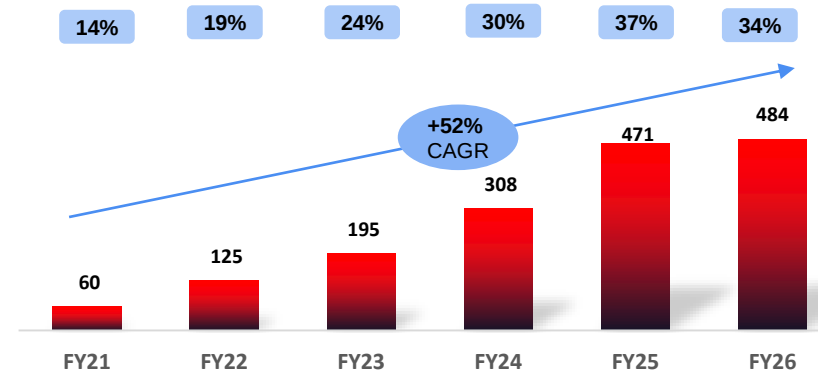
Enterprise Backup & Recovery
Solutions



01 Overview

- Advanced Data Centre and Cloud Solutions tailored to meet the evolving needs of modern businesses
- Secure, scalable, and cost-effective solutions, bridging the gap between on-premises infrastructure and cloud environments
- Enterprise-grade hardware configurations, allowing clients to optimize performance through diverse CPU types, RAM sizes, and storage options
- Flexibility to customize server operating systems and software installations
- Robust security through firewall management, intrusion detection, and DDoS protection mechanisms

02 Segment Revenue INR cr



03 Key clients



Data Centre Segment Driving Growth Momentum

Data centre is our main growth engine, with rising revenue mix driving margin improvement

India's Accelerated Trajectory

Market Value:

\$6.9B (2025)
→ \$17.6B (2030)

~20.5%
CAGR

Capacity:

4x Scale from **1.5 GW → 7.0 GW**

\$90B

Infrastructure Investment Pipeline

62GB / Mo

Projected data usage per smartphone by 2030

Source: Next Move Strategy Consulting

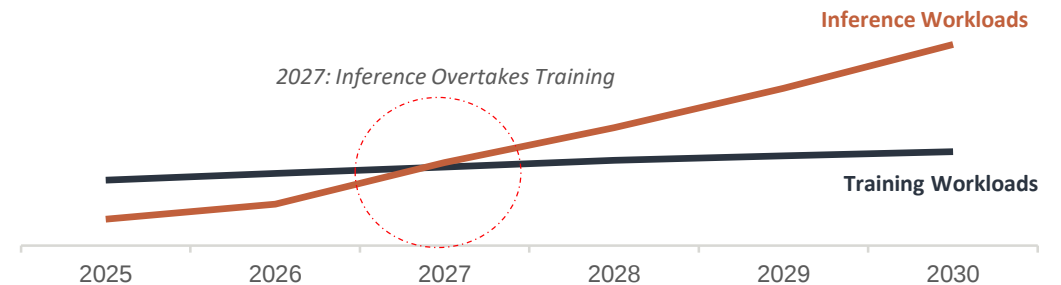
Global Scale & AI Transition

Global Revenue: \$386.7B (2025) →
\$1.1T (2035)

~11% CAGR

Global Capacity: Doubling to
200 GW by 2030

The 2027 Inflection Point



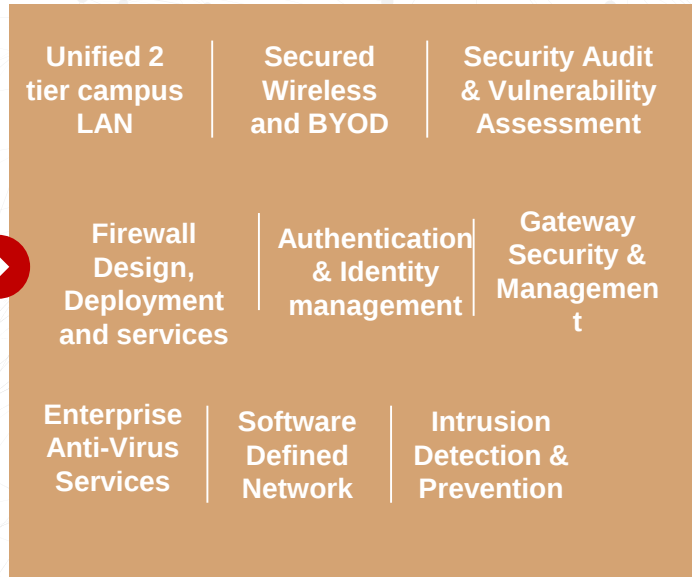
Source: Precedence Research

- 01** Data centre revenue grew 2.5x from FY23 to FY26, reflecting strong execution and rising customer demand.
- 02** Higher data centre revenue mix is driving overall margin improvement, supported by better project economics and value-added service contribution.
- 03** AI workloads and sovereign/data-residency needs are driving accelerated DC investments
- 04** This tailwind benefits integrators who can design, deploy, secure and manage at scale.

Metric	India	Global Position
Data Consumption	Among Highest	#1 per user usage
DC Capacity Share	~2.8%	Underpenetrated
Growth Outlook	Very High	Fastest growing markets
Construction Cost	20-30% Lower	vs. US, UK & Japan

Networking and Security

Dynacons provide comprehensive network and security offerings to enable a secure access to a high-speed, agile, and scalable network



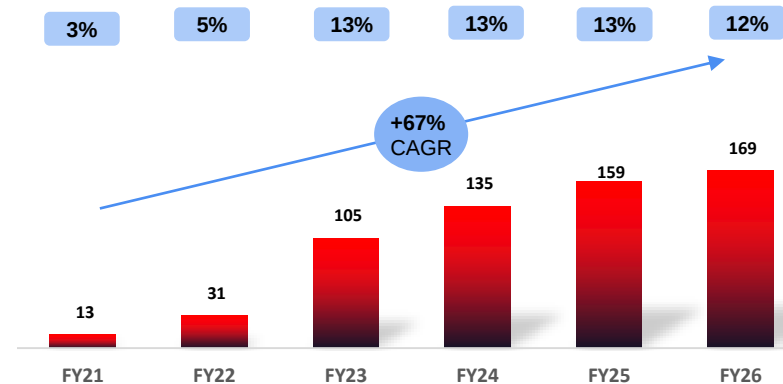
Cybersecurity & SOC: Proactive Risk Management to Resilience

- **24x7 Next-Gen SOC:** alert advisory, automation & orchestration, threat detection, threat hunting.
- **Risk & Compliance:** GRC framework, regulatory compliance audits, technology risk assessments.
- **Incident Response & Forensics:** IR framework, cyber drills, forensic response.
- **Core Controls:** NGFW/WAF, SIEM, PIM/PAM, DLP, Anti-APT, NAC, 2FA.

01 Overview

- Advanced security solutions, designed to bolster the client organization's defence
- Solutions ensure regulatory compliance, and safeguard against the dynamic spectrum of security threats
- Integrated Security Information and Event Management and Security Orchestration and Response Solution provides a synergy between advanced threat detection and automated incident response
- Enables dynamic network adjustments through centralized control and leveraging software-based device management

02 Segment Revenue INR cr



03 Key clients



Digital Workspace Solutions

Dynacons delivers a unified, secure and intelligent workspace, enabling employees to work efficiently, while maintaining high-quality user experience

IT Asset Management Services

Encompassing the entire lifecycle of IT assets

Mobile Workforce Enablement

Facilitating access to personalized workstations

MS Infra Management Tools

Efficient management of resources with automation

Virtual Desktop Infrastructure (VDI)

Secure, centralized, and fault-tolerant virtual environment

Monitoring Management and End-User Support

Proactive identification of potential issues

BYOD Implementation Integration & Migration

Use of personal devices within the workplace

01

What Dynacons solves

Employee Challenge

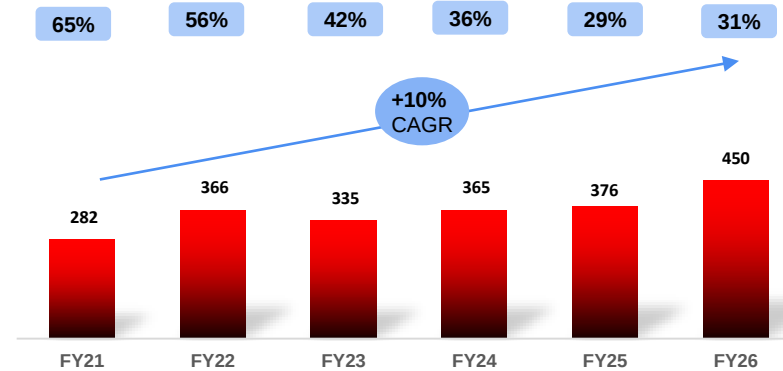
- Work from anywhere
- Fast, simple setup
- Same office-like experience

Enterprise Challenge

- Secure access to company apps/data
- Lower hardware & management effort
- Easy to scale up/down

02

Segment Revenue INR cr



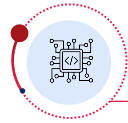
03

Key clients



Managed Services

Dynacons offer a complete range of managed services that cater to the intricate demands of modern IT ecosystems



Embedded Services

Data Centre Managed Services

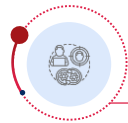
- Datacentre operations and maintenance
- Migration, consolidation and virtualisation management
- Database management services
- Server and application management

Workplace Managed Services

- Service desk management services
- End user services with incident and problem management
- IT asset lifecycle management services

Network and Security Managed Services

- SD-WAN management
- Network monitoring and performance management
- Managed firewall and intrusion detection services
- Managed endpoint security services
- Security compliance and audit services



Independent Services

Managed Services - Other Independent Managed Services Contracts

- IT Staff augmentation services
- Digital transformation services
- Assessment and consulting services
- Service desk and help desk



01 Overview



Dynacons' managed services empower organizations to focus on core competencies, taking responsibility of its IT management needs.



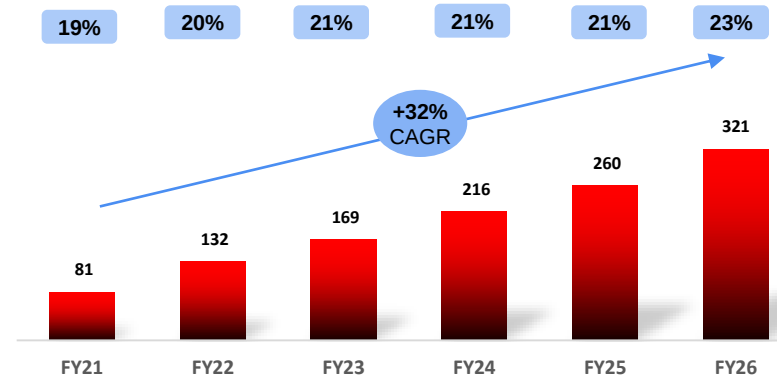
Provides continuous monitoring, maintenance, and optimization to ensure technological alignment with client's business objectives.



Services are either embedded in the procurement contract or independently contacted for Embedded services offer the advantage of complete lifecycle support and specialized knowledge about the asset.



02 Segment Revenue INR cr

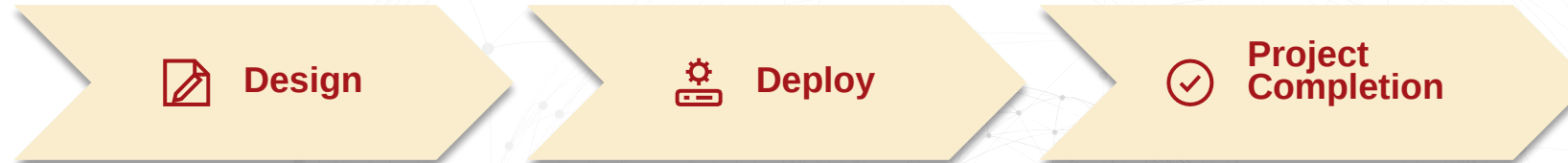


03 Key clients



Expanding Managed Services and Lifecycle Revenue

Traditional IT Engagement



Dynacons Engagement Model



Revenue Benefits

- ✓ Longer customer relationships
- ✓ Predictable revenue streams
- ✓ Higher customer retention
- ✓ Better operating margins
- ✓ Increasing wallet share

Strategic Objective



Increase share of recurring and annuity-linked revenues through Managed Services, Cybersecurity Services, Data Centre Operations and IT Lifecycle Management.

Building India's AI Infrastructure and Digital Transformation Platform

Strong Positioning in High-Growth Technology Segments

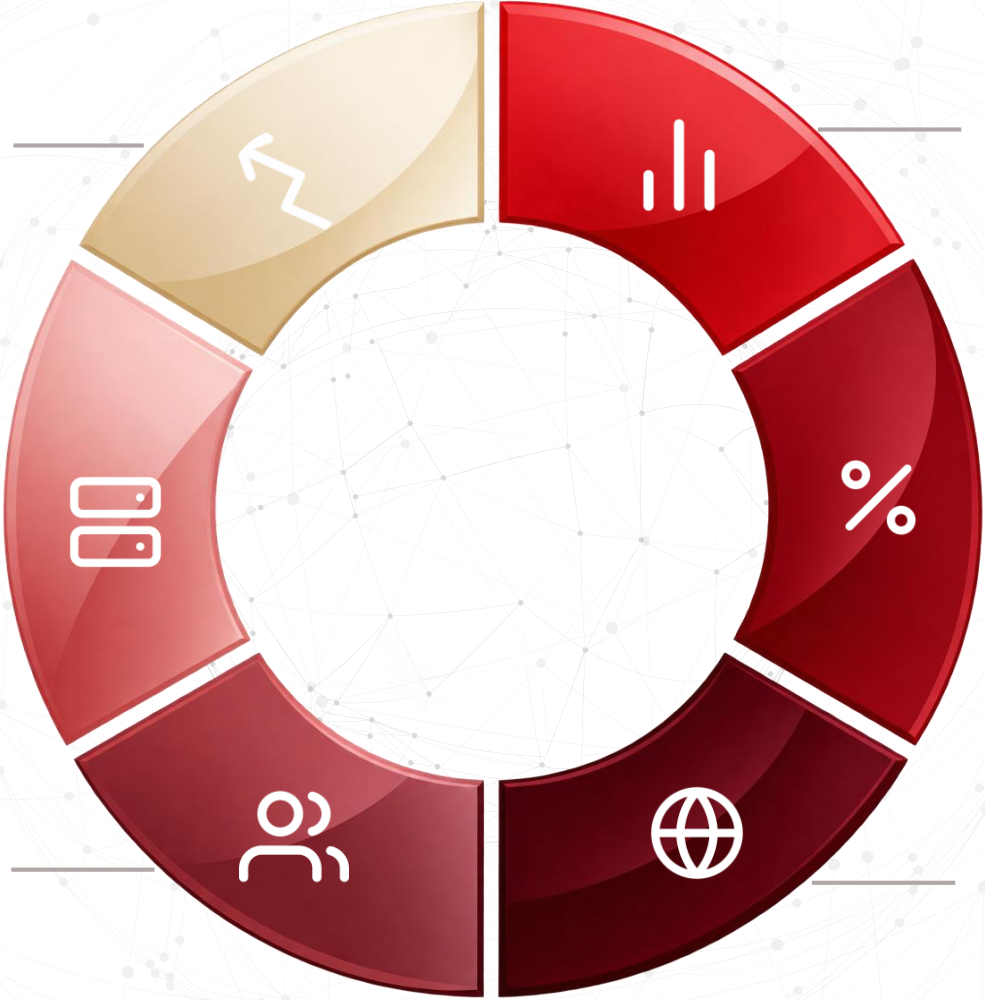
Leading provider of Data Centre Infrastructure, Private Cloud, Cybersecurity, Digital Workplace and Managed Services solutions serving BFSI, Government and Enterprise customers across India.

Strong Revenue Visibility

Robust order book supported by marquee project wins from RBI, NPCI, Central Bank of India and other leading institutions.

Margin Expansion Opportunity

Increasing contribution from Data Centre, Cybersecurity and Managed Services is supporting a structural improvement in profitability.



Beneficiary of India's AI and Data Centre Capex Cycle

Large enterprises, financial institutions and government organizations are accelerating investments in AI-ready infrastructure, private cloud platforms and cyber resilience.

Deep Customer Relationships with High Repeat Business

Long-standing relationships with leading banks, PSUs and enterprises provide recurring opportunities for cross-sell, technology refresh and managed services engagements.

Scalable Platform with Nationwide Reach

Pan India coverage with integrated capabilities spanning design, deployment, operations and lifecycle management.

AI Opportunity for Dynacons

Positioned Across the Full AI Infrastructure Stack



INFRASTRUCTURE LAYER

-  GPU Servers
-  AI Compute Platforms
-  High Performance Storage
-  AI-ready Private Cloud Infrastructure



PLATFORM LAYER

-  Container Platforms
-  Virtualization
-  Automation Frameworks
-  Data Management



OPERATIONS LAYER

-  AIOps
-  Intelligent Monitoring
-  Predictive Analytics
-  Automated Capacity Management



SECURITY LAYER

-  AI-powered Security Operations
-  AI Threat Detection
-  Compliance and Governance
-  Next Generation SOC



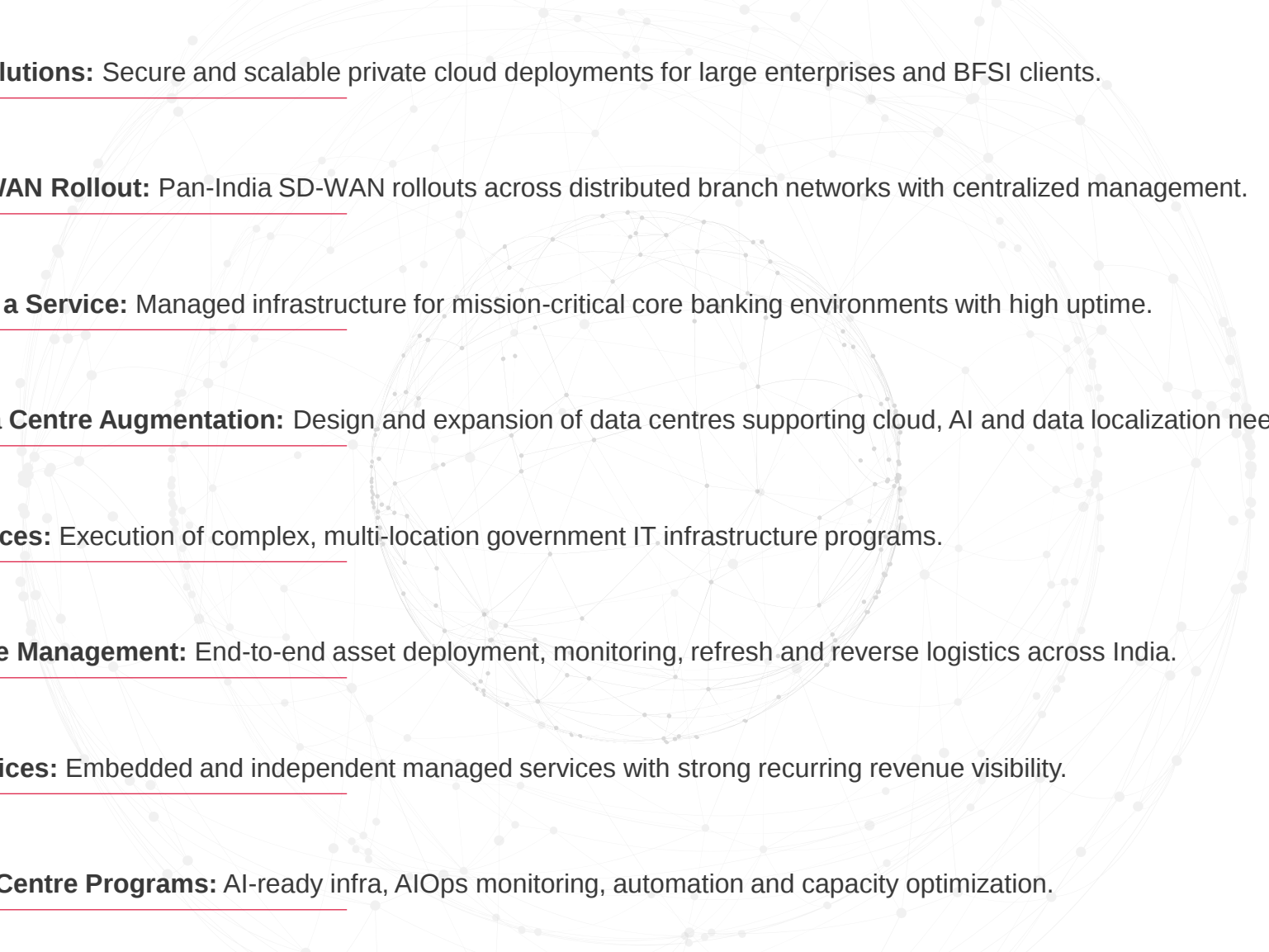
BUILDING INTELLIGENT, SCALABLE AND SECURE AI INFRASTRUCTURE FOR INDIA'S DIGITAL FUTURE

Multiple Drivers Supporting Sustainable Profitability Improvement



Proven Execution Across Mission-Critical & Nationwide IT Programs

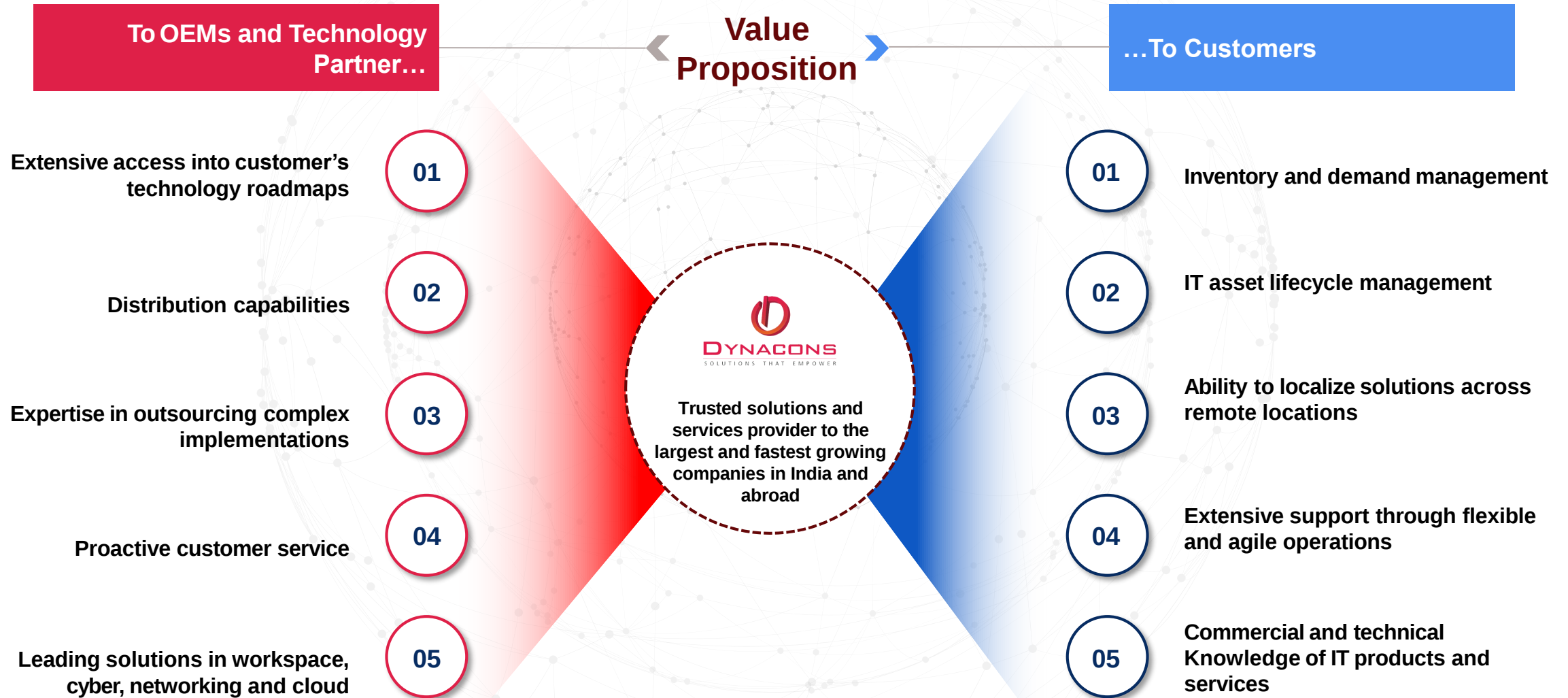
Deep domain expertise built through large-scale, multi-location and high-complexity deployments across India

- 
- 01 Private Cloud Solutions:** Secure and scalable private cloud deployments for large enterprises and BFSI clients.
 - 02 Nationwide SD-WAN Rollout:** Pan-India SD-WAN rollouts across distributed branch networks with centralized management.
 - 03 Core Banking as a Service:** Managed infrastructure for mission-critical core banking environments with high uptime.
 - 04 Large-Scale Data Centre Augmentation:** Design and expansion of data centres supporting cloud, AI and data localization needs.
 - 05 E-Passport Services:** Execution of complex, multi-location government IT infrastructure programs.
 - 06 IT Asset Lifecycle Management:** End-to-end asset deployment, monitoring, refresh and reverse logistics across India.
 - 07 IT Managed Services:** Embedded and independent managed services with strong recurring revenue visibility.
 - 08 AI & Smart Data Centre Programs:** AI-ready infra, AIOps monitoring, automation and capacity optimization.
 - 09 Cyber Resilience for BFSI/Enterprises:** SOC-led monitoring, incident response readiness, IAM/PAM and compliance audits.

Integrated Value Proposition for Customers & OEMs

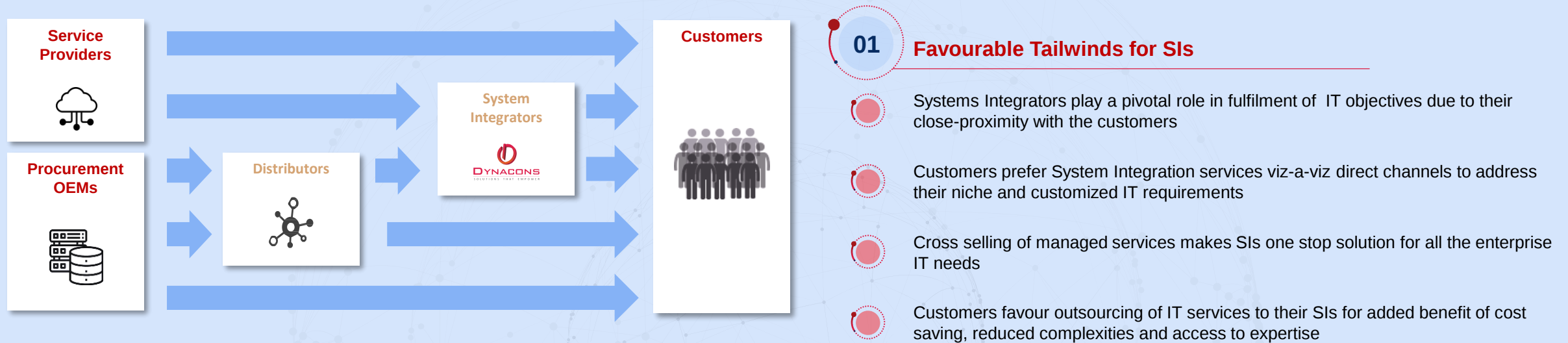
Dynacons sits at the center of the ecosystem for both end-users and vendors, minimizing supply chain inefficiencies

Comprehensive Solutions and Services Platform



Mission-Critical Role in the IT Ecosystem

Positioned between customers and vendors, Dynacons play a mission critical role in fulfilling the needs of both OEMs and customers



Critical role of System Integrators

For Vendors

For Customers

Access to customer network

Focus on core strengths of product building

Customized integrated offerings

Service advantage

SIs, with established local presence and customer relationships, provide strategic entry into diverse markets, allowing expansion without the need for a direct presence

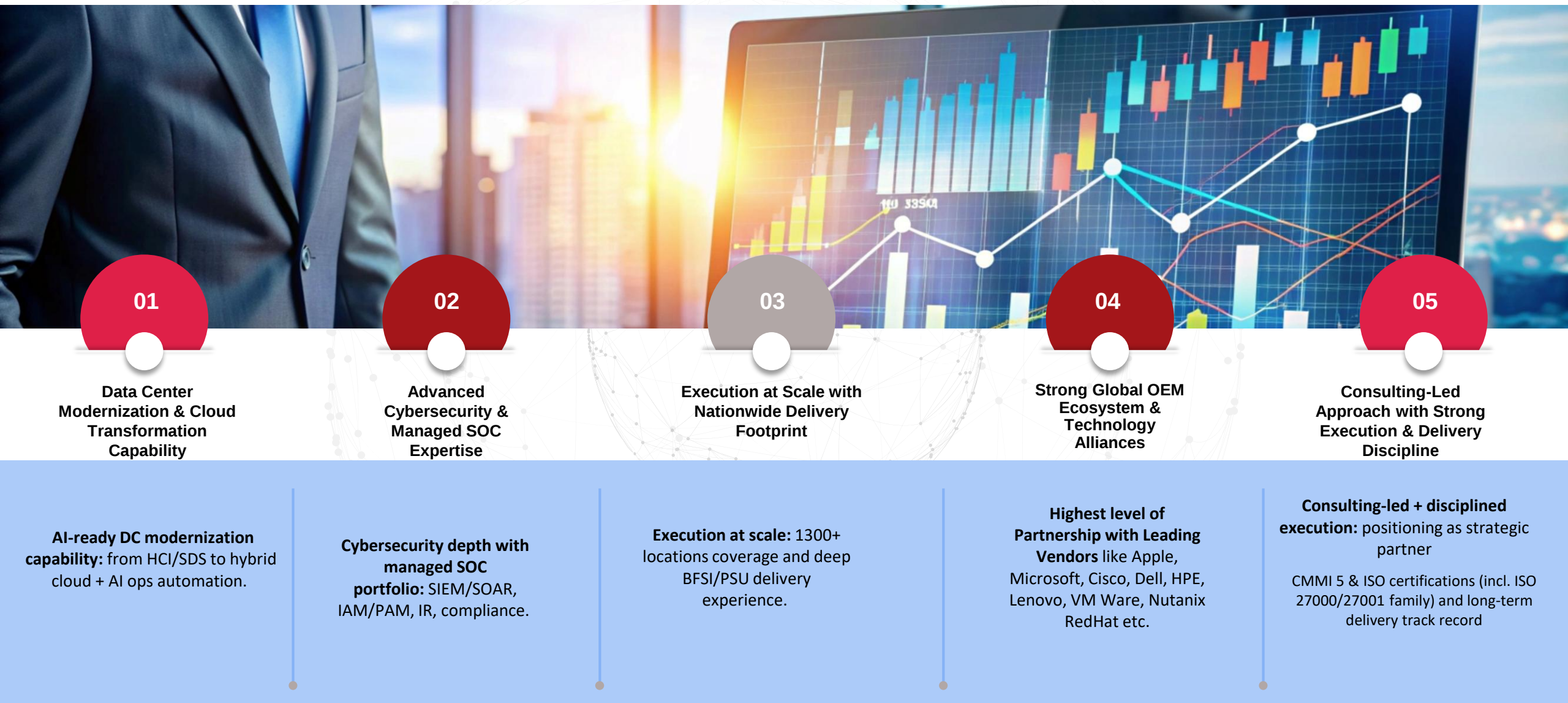
Through SIs, vendors can focus on product development and manufacturing, leaving the complexities of solution integration, deployment, and support to the SIs.

SIs tailor solutions to meet the specific needs of enterprises. This customization ensures alignment with the unique requirements of the business and meet scalability objectives

SIs provide end-to-end support, from the initial planning and design stages through deployment and ongoing maintenance ensuring smooth operation throughout the lifecycle of product

Why Dynacons is Positioned for the Next Phase of Growth

Integrated capabilities across Data Centre, AI Infrastructure, Cybersecurity and Managed Services create a differentiated platform for participating in India's digital transformation opportunity.



Indian IT Market: Strong Demand Tailwinds

Massive opportunity to scale up given attractive tailwinds in the Indian IT solutions and services space

01

Key factors driving IT spending in India

Rapid Data Centre Expansion

Rising cloud adoption, AI workloads, and data localization norms are driving strong investments in data centre infrastructure, accelerating IT spending in India.

Digitisation of Workplace

Growing demand for work flexibility in terms of work-life balance.

Adoption of bring your own device (BYOD) opportunities at workplace.

Replacement of Legacy System

Increasing inclination toward cloud computing to boost operational efficiency.

Organizations ensuring seamless connectivity and real time responsiveness.

Cyber Risks and Security Concerns

Increasing government compliances and stringent data protection regulations.

Growing sophistication levels of cyber-attacks to drive investment by organizations.

Lack of in-house expertise and resources

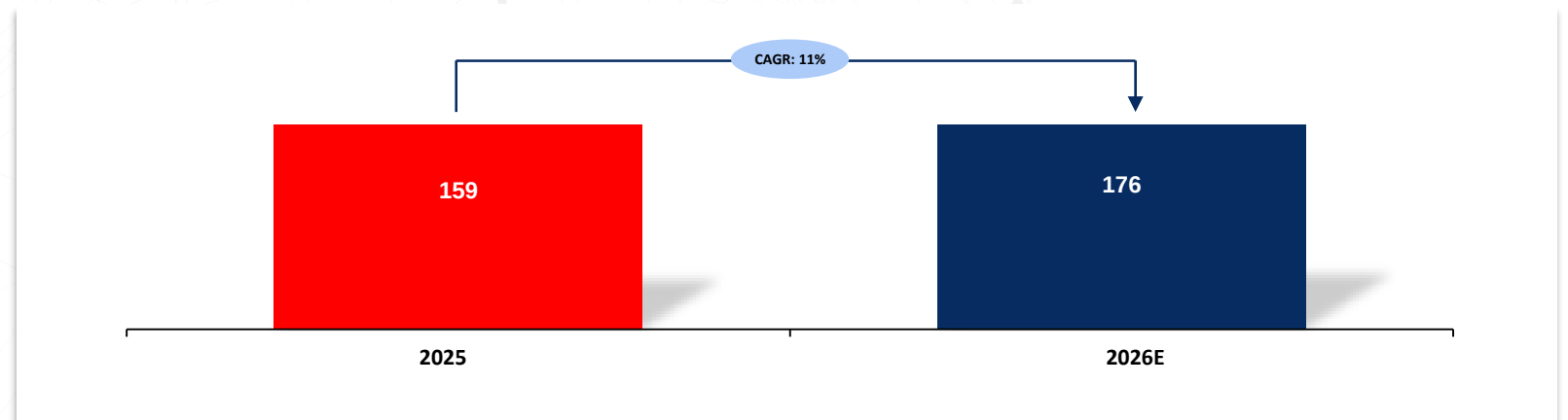
Growing reliance on IT infrastructure to enhance productivity is anticipated to spur demand for specialized service providers.

Cost effectiveness of outsourced services.

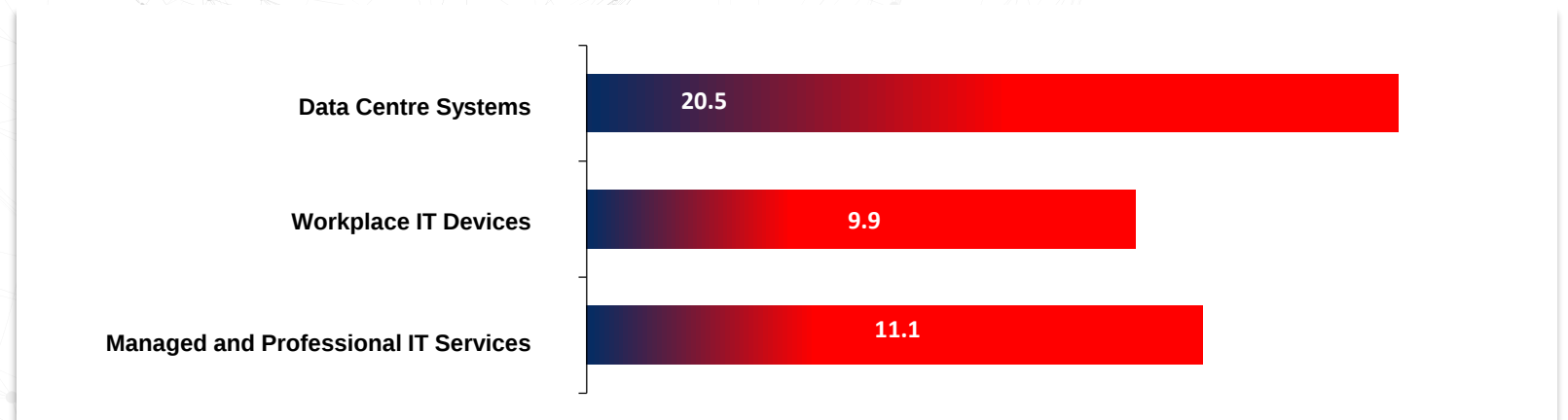
02

Summary Financials

Indian IT spending to reach US\$176bn+ by 2026 / US\$bn



Compelling Sub-Sector Growth Rates (%) 2025/2026



Strong Financial Performance with Margin Expansion

Strong top line growth combined with a robust margin expansion strategy

01

Key Highlights

Strong Consistent Revenue Growth

27%+ revenue CAGR (FY21-26) from expanded wallet share, cross-sell and new logos

Strong Revenue Visibility

Large order pipeline coupled with deep customer relationships supports sustained revenue growth

Improving EBITDA Margins

We have achieved a significant improvement in our EBITDA margins and expect to sustain these levels going forward.

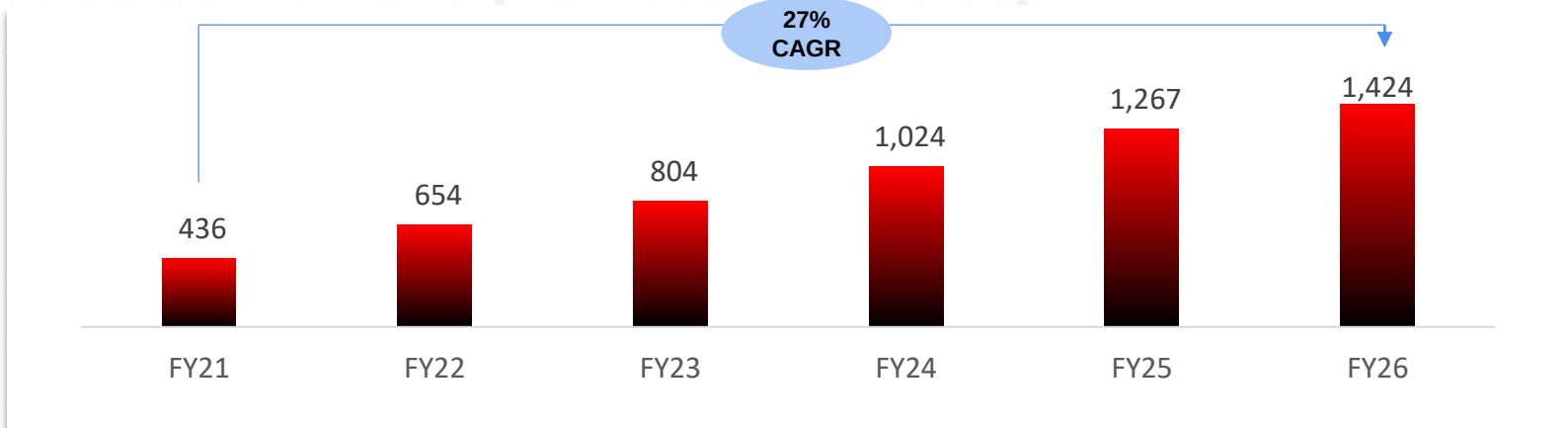
Customer-Led Expansion Opportunity

Increasing wallet share across existing BFSI, PSU and enterprise customers provides a scalable pathway to growth without proportionate customer acquisition costs.

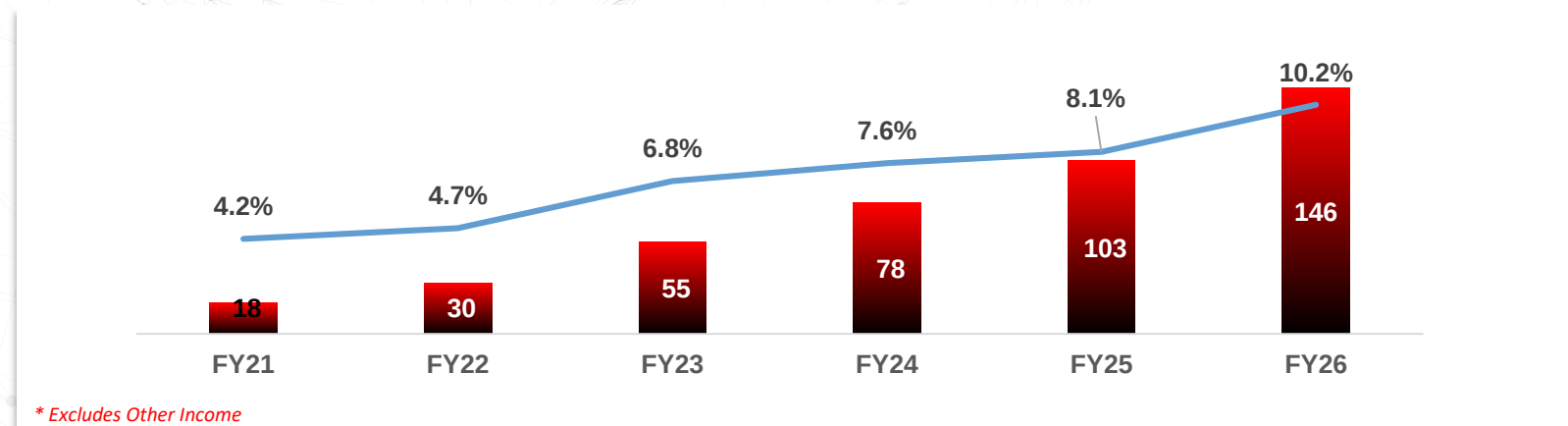
02

Summary Financials

Revenue from Operations INR cr; FYE March



EBITDA* and Margins INR cr ;FYE March





III. Strategic Focus

Clear Pathway to Scalable Growth

Clear pathway to leverage the Dynacons platform to capitalise on numerous market opportunities

Growth within existing customers

- Increase wallet share from existing clients.
- Provide nationwide coverage.

Expansion of Solution Offering

- Launch new solutions by leveraging premium association with key tech partners.
- Global technology service delivery from India.

Inorganic opportunities

- Actively monitoring potential target opportunities to consolidate market position and enhance service capabilities.

New Customer Acquisition

- Deepen our presence across existing segments of BFSI, PSU and Global enterprises.
- Target expansion into new verticals.

Geographic Expansion

- Synergistic expansion into new regions both in domestic and global markets.
 - Opportunity to further expand in geographies like APAC and Europe.
- Indian back-office for global expansion.

01

02

03

04

05

06

Strategic Priorities I: Data Centre and AI Focus

Dynacons is building a Scalable Digital Infrastructure Platform, focused on enabling customers to modernize, operate and secure mission-critical technology environments through integrated infrastructure, cloud, cybersecurity and managed services capabilities.

01

Data Centre & Cloud Infrastructure

- Modernize and expand data centres using next-gen architectures (e.g., HCI / software-defined / virtualization) and hybrid cloud deployments.
- Deliver **business continuity, DR, backup and secure workload placement** with scalable designs for mission-critical environments.
- Provide **managed operations** for improved efficiency, uptime, and long-term customer stickiness.

02

AI Solutions + AI-Ready Infrastructure

- Investing in **AI infrastructure and AI-driven solutions**, enabling customers to adopt **automation, predictive analytics and intelligent operations** at scale.
- Building **AI-optimized platforms** (cloud + infrastructure) to support AI workloads with faster deployment and operational efficiency.
- Applying AI to operations: **resource orchestration, predictive analytics, automated capacity planning** to reduce downtime and improve performance.

03

Cybersecurity

- A structured cybersecurity portfolio across **Risk & Compliance, Threat Management, and Protection/Integration**.
- Managed Security Services + Next-Gen SOC**: 24x7 monitoring, threat detection, threat hunting, incident response readiness
- Expanding **AI-driven cybersecurity** capabilities through strategic partnership-led solutions (GRC, automated red teaming, AI threat intelligence).

Strategic Priorities II: Organic Growth Through Cross-Sell & Upsell

Dynacons is well positioned to benefit from its ever-growing customer base

01

Cross-selling opportunity between solutions and services



- Dynacons offers a full suite of integrated products and services
- There is a clear path to begin cross-selling managed services into the large BFSI, enterprise and PSU procurement customer base, and vice versa
- Presents an extremely attractive opportunity for the business going forward

02

Cross-selling opportunity between solutions and services



Integrated offerings provides significant value addition to clients.



Remote access and superior service delivery.



Efficient and cost-effective solutions compared to larger competitors .

03

Dynacons has successfully leveraged upselling opportunities in the past

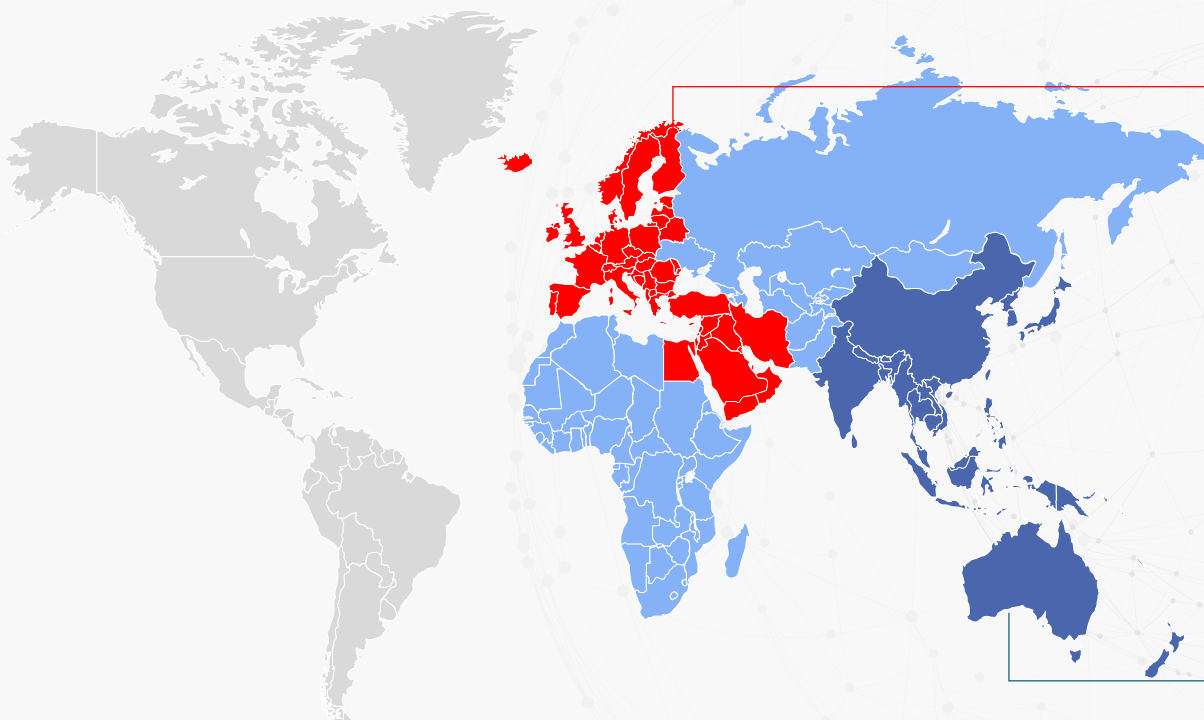
Customer	Opportunity
Leading PSU Banks	Multiple Deployment of Private cloud through deeper engagement
Leading PSU Banks	Higher coverage for SDWAN solutions to include new and remote branches

Strategic Priorities III: Geographic Expansion- Next Phase of Growth

Dynacons' expansion into geographies like APAC and Europe will drive the next phase of growth

01

Potential market for Dynacons



02

Geographic expansion plans for Dynacons

Phased expansion plan covering major strategic locations

Phase 1: High priority expansion region

With a large number of growing businesses and promising startups – APAC particularly Southeast Asia is likely to be a high growth market for Dynacons.

Dynacons can look to penetrate countries such as: Thailand, Hong Kong, Japan, South Korea, Philippines, Indonesia, Vietnam, Australia through established and new partnerships.

Dynacons global enterprise customer base continues to expand their global headcount into new regions. This trend represents a massive market opportunity for Dynacons to cover their global offices as well.

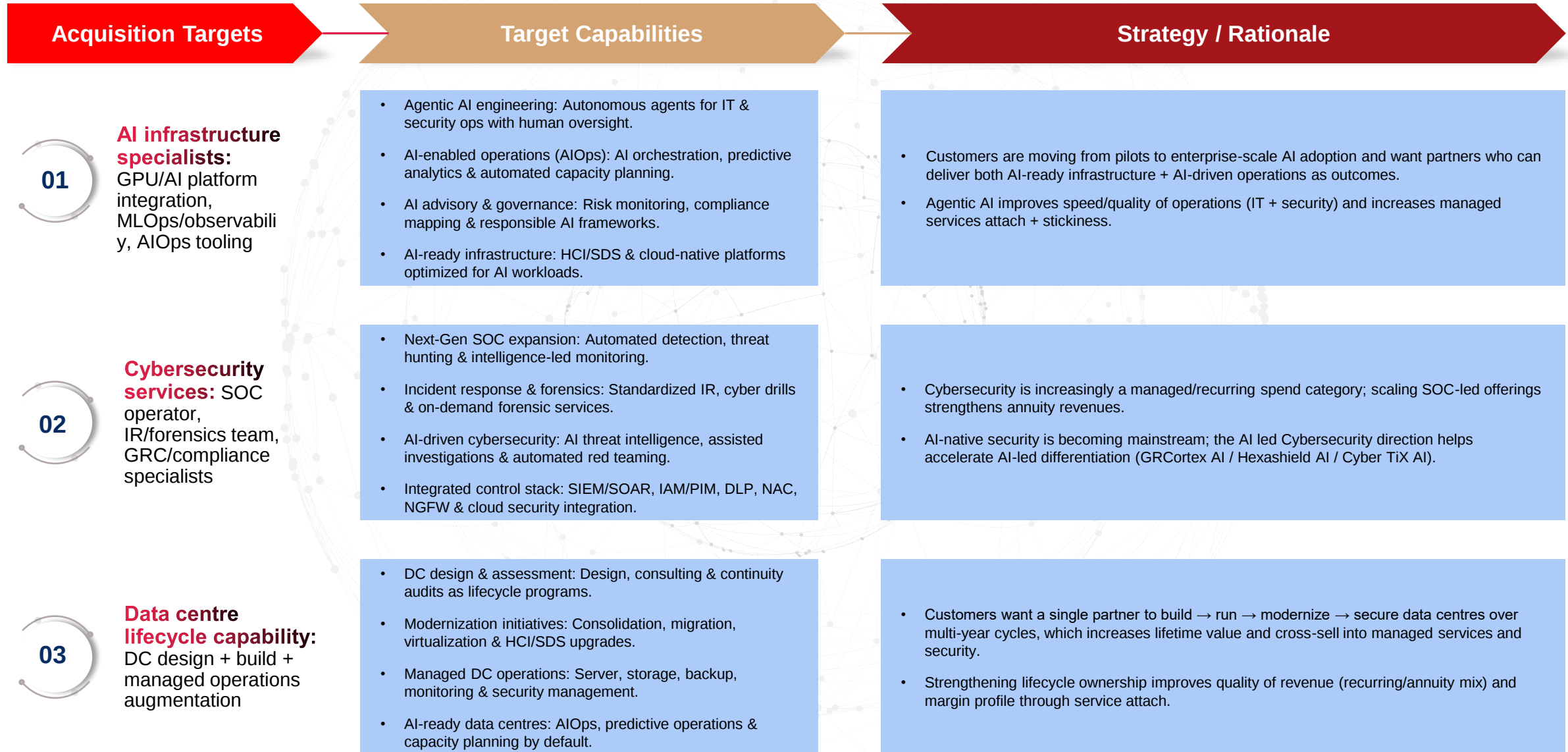
Phase 2: Longer term expansion region

Europe and Middle East are other key locations that Dynacons can explore for global expansion

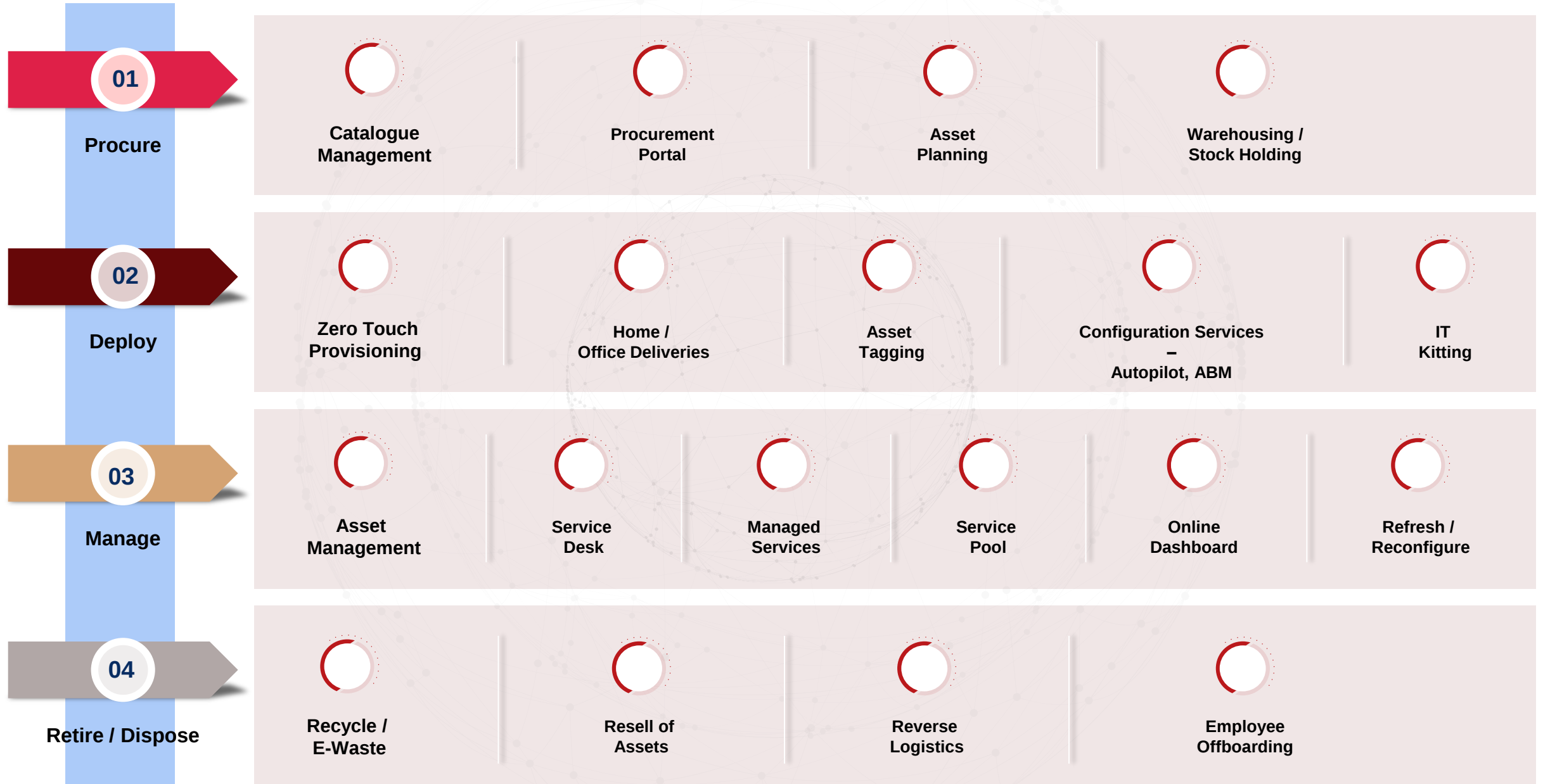
This presents a potential opportunity to cover the global business of Dynacons' enterprise customers in these geographies

Strategic Priorities IV: Inorganic Growth Opportunities

Perfectly positioned to be the leading acquirer of IT services and procurement assets with a strong future vision



End-to-End IT Lifecycle Management Capabilities



Highly Sticky and Diversified Customer Base

Re-occurring business model of Dynacons ensures consistent top-line contribution from key customers

01

Blue-Chip Clients across Industry Vertical

BFSI

PSUs

Global and Enterprise



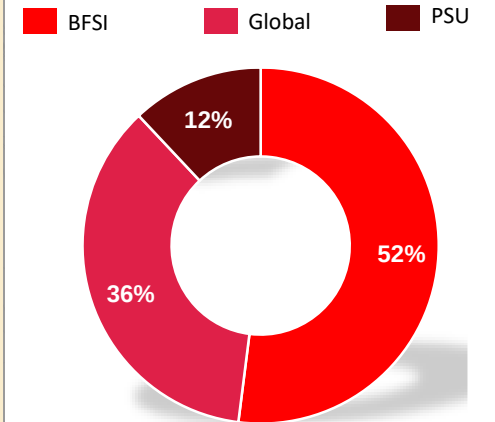
accenture



02

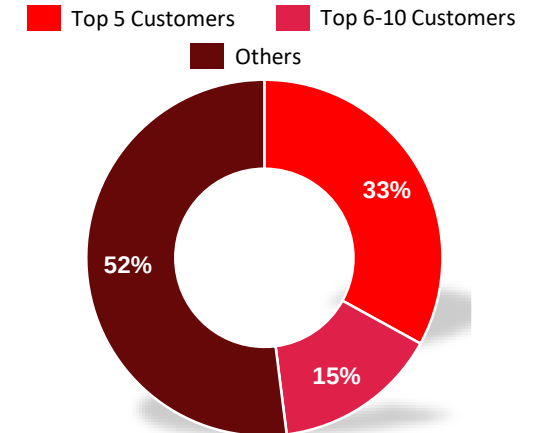
Diversified Client Contributions

By Industry (March 2026)



High customer stickiness across sectors with repeat & re-occurring business

Top Clients (March 2026)



Top 10 clients contribute ~48% of revenue each year from FY21-26

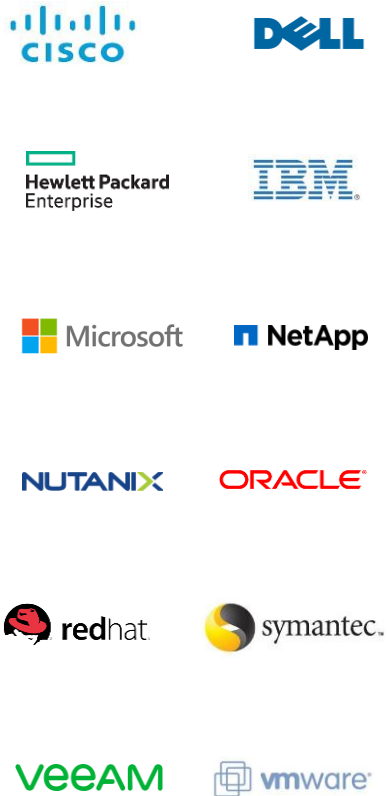
Deep Partnerships with Global Technology Leaders

Premium relationships with market-leading vendors to deliver best results for clients

01

Key Technology Partnerships

Data Centre and Cloud Infrastructure



Network and Security



Digital Workplace Solutions



02

Top Partnership Highlights

Partner	Status
Apple	Apple Enterprise Partner
aruba	Aruba Gold Partner
CISCO	Cisco Premium Partner
DELL	Dell Titanium Partner
HEWLETT PACKARD	HP Gold Partner
Hewlett Packard Enterprise	HP Enterprise Platinum Partner
lenovo	Lenovo Platinum Partner
Microsoft	Microsoft Gold Partner
Microsoft Surface	Microsoft Surface Silver Partner
ORACLE	Oracle Gold Partner
vmware	VM Ware Professional Partner

New Customer Acquisition Strategy

Several significant investments made in the sales team, marketing channels and brand building will position Dynacons to win new customers in existing and fast-growing new verticals

01

Strategy to win new customers

02

Sector focus

03

Strong order momentum

Focus on additional new verticals showing significant potential

Bidding Pipeline

Sales Team Expansion

- Addition of new team members across key verticals
- New hires focusing on specific offerings

Intensive Prospecting

- Identify upcoming players having significant potential
- Adoption of land & expand strategy

Reputation & Brand Building

- Invest heavily to build a stellar reputation in IT procurement and services

Relationship & Referrals

- Leverage key relationships to win new contracts
- Build extensive network of OEM and client relationships

Omni-Channel Marketing Strategies

- New inbound contracts through omni-channel marketing
- Expert marketing

Technology

Healthcare

Fintech

Education / Ed-tech

Smart Cities

Segment

Opportunity (₹ cr)

DC & Cloud

3,375

Networking

1,400

Workplace Solutions

1,025

Managed Services

850

Total

6,650

Note : The Company has historically maintained a win rate of approximately 30% on its order pipeline, supporting strong conversion visibility.

Large BFSI & PSU Digital Transformation Opportunity

The trend towards digital transformation within the BFSI and public sector undertakings represents a massive tailwind to the Dynacons growth story

Large Indian
IT solutions
and services
market....



US\$113Bn

Indian Market



~US\$11Bn

PSU Market

~US\$45Bn

BFSI Market

...with BFSI and PSU organisations facing multiple traditional systems constraints

01

Presence of outdated '**legacy**' IT **systems** that are an **inhibitor** to both **operational efficiency** and customer **service delivery**

02

Lack of expertise and resources
in-house to deploy and maintain
sophisticated IT systems

03

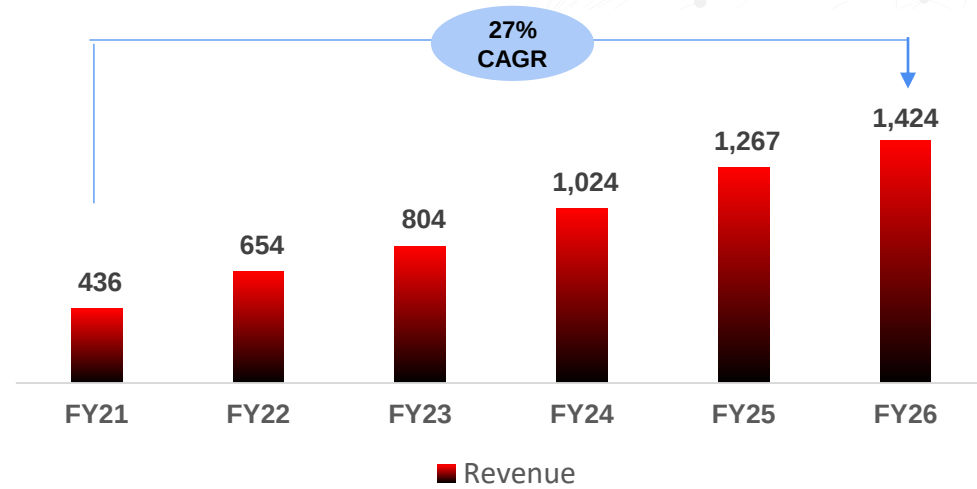
Need for technology partners
in their digital journey

Dynacons is
well positioned
to exploit this
opportunity

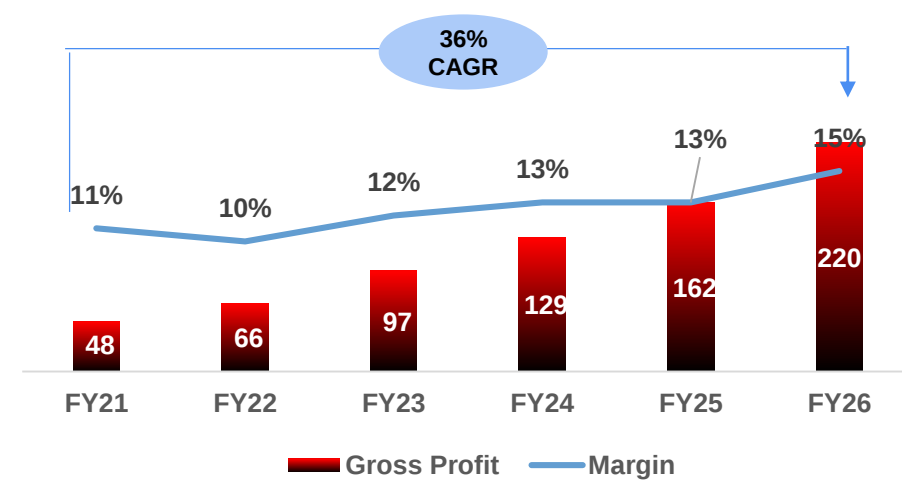
- **Direct presence and coverage at more than 1300 locations** in India ensures **access to remote branches** of PSU companies and banks.
- **Strong and growing relationship** with legacy clients shows Dynacons' **experience in cross selling its services**.
- Successful execution of **projects like e-passport** demonstrates its **ability to handle complex** digital transformation projects.

Robust Financial Performance

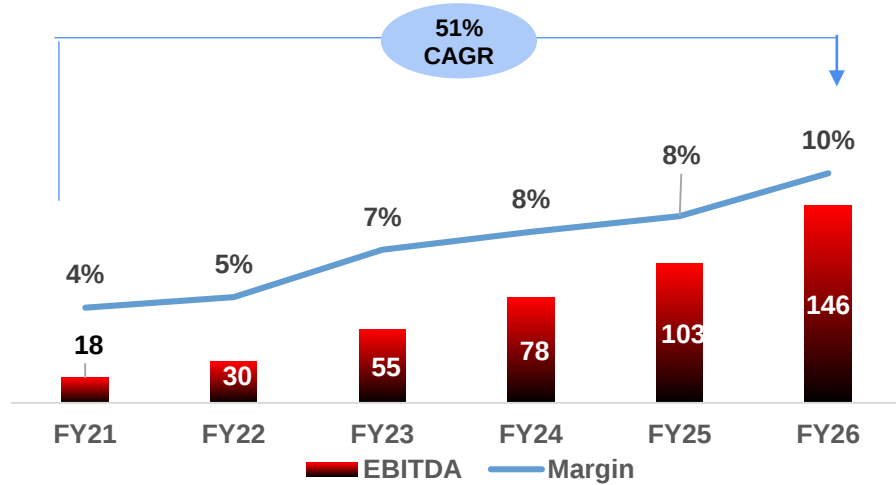
Revenue from Operations



Gross Profit & Gross Margin

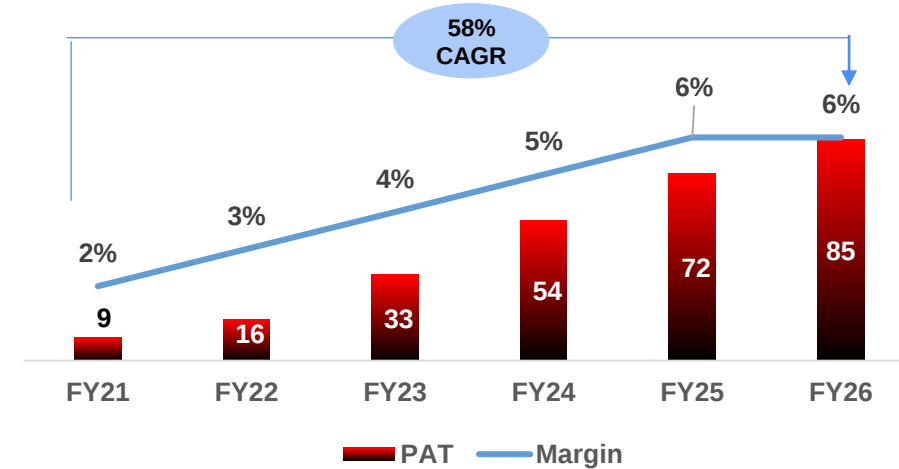


EBITDA* & EBITDA Margin



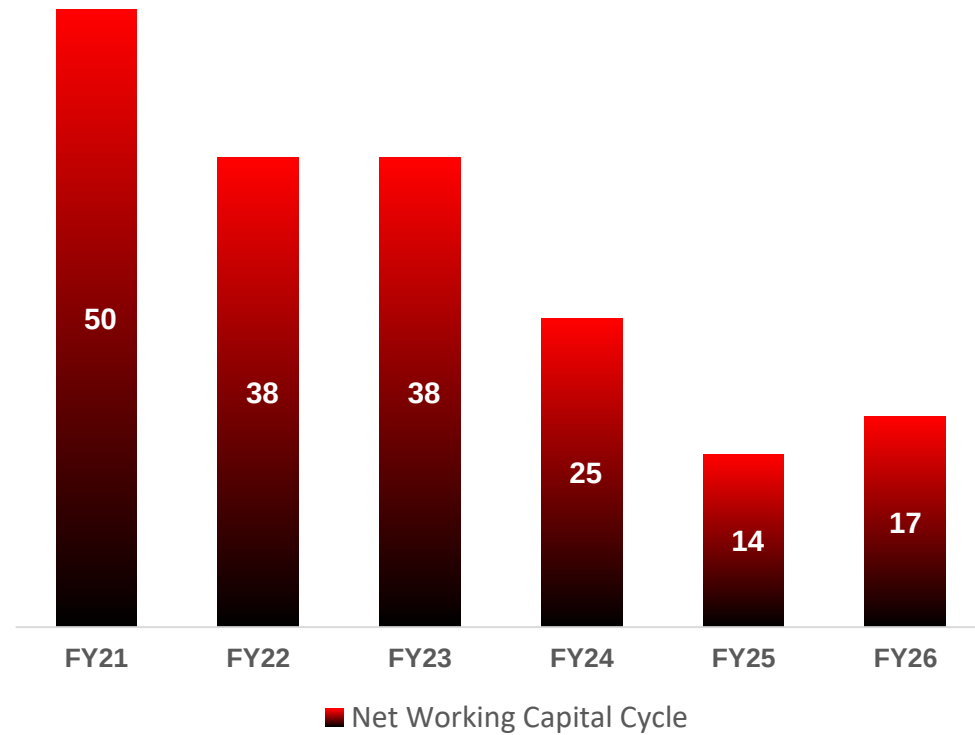
* Excludes Other Income

PAT & PAT Margin

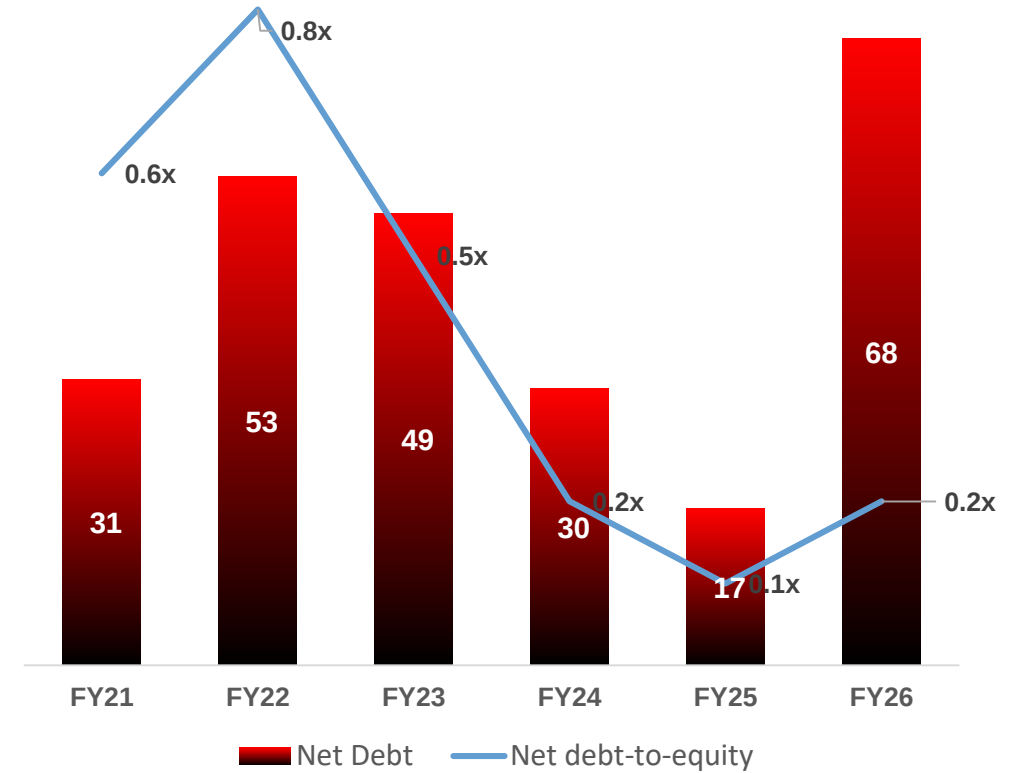


Healthy Balance Sheet & Working Capital Discipline

Net Working Capital Days



Net debt & Debt to Equity





IV. Annexure

Nationwide Delivery Platform with Scalable Execution Capability

Skilled employee pool with deep domain expertise backed by a highly experienced management team

**PAN India
Coverage
with Direct
Presence at
Multiple
Locations**



1100+

Full Time Employees

1000+

Technical and
Engineering Team

40+

Years of
Management Experience

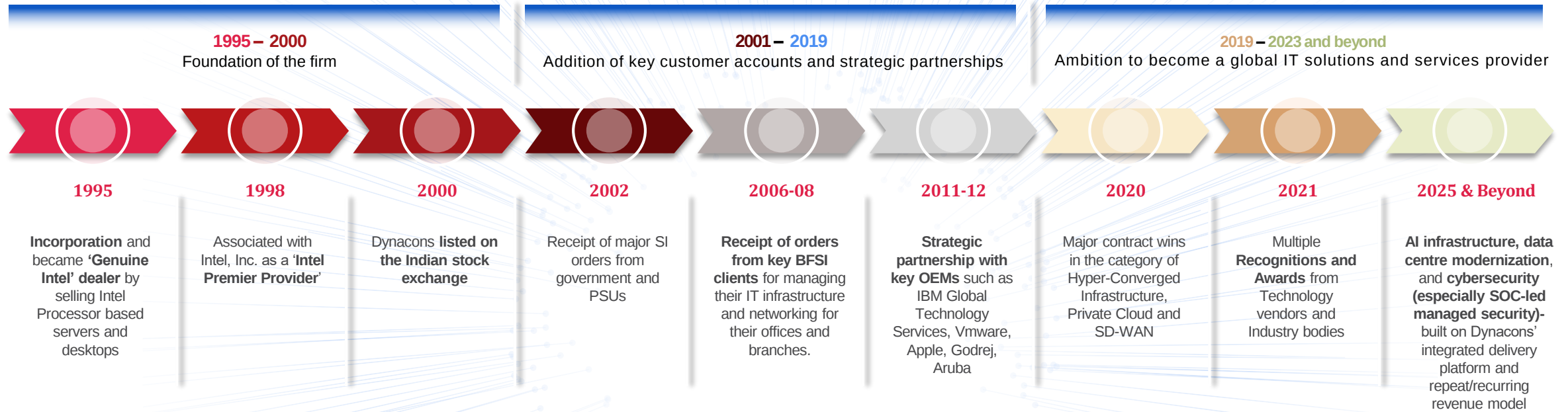


Dynacons efficiently caters to remote branches of its BFSI and PSU customers through its vast network of regional offices and warehouses

Highly experienced management team ensures long term business continuity with legacy customers

Dynacons' Growth Journey & Milestones

Company has built strong foundation to become a complete system integrator and IT service provider for its clients



Recent Industry Awards and Recognitions



Hewlett Packard Enterprise

HPE Solution Provider of the Year 2025.



VERSA

System Integration Partner of the Year 2025



Lenovo

Best Lenovo DaaS Partner of the Year 2025



dun & bradstreet

India's Leading ESG Entities 2025



FT

Financial Times High-Growth Companies Asia-Pacific 2025



Hewlett Packard Enterprise

Partner of the year Award 2025

Experienced Leadership & Board



Mr. Shirish Anjaria
Chairman & Managing Director

Business leader with **50+ years** of experience across industries, with strong expertise in business management, corporate affairs, stakeholder relations, and CSR. Under his leadership, Dynacons forged strategic alliances with global IT majors such as IBM, Intel, HP, Microsoft, Lenovo, Sony, and Cisco, and he also founded the Millennium PC initiative, recognized by Intel (USA).



Mr. Parag J Dalal
Executive Director

Technology and business professional with **35+ years** of experience in IT, software services, and business strategy. He drives Dynacons' PAN-India growth across key sectors including BFSI, Government, Education, and Shipping, while leading initiatives in cloud, business continuity, and ICT-led transformation to improve operational efficiency..



Mr. Dharmesh S. Anjaria
Executive Director and CFO

Brings **28+ years** of experience and leads the company's Managed Services business, providing strategic direction on technology initiatives aligned with organizational goals. He also oversees finance, taxation, and corporate affairs, and plays a critical role in global customer management and alliance partnerships, ensuring scalable delivery with cost and risk control.



Mr. Vijay Doshi
Independent Director

IT professional with **28+ years of experience** in enterprise knowledge management consulting, training, and engineering design solutions. He has extensive exposure in AutoCAD/engineering consulting, 2D/3D CAD modelling, and large enterprise implementations. He holds a B.E. (Mechanical), is a Member of the Institute of Engineers (MIE), and has completed an Executive Development Program in Finance Management (Jamnalal Bajaj Institute, Mumbai).



Mr. Ashok Bhumaiah Rajagiri
Independent Director

Seasoned Chartered Accountant with **33+ years** of experience across statutory audits, forensic accounting, taxation, ERP implementation, and fraud detection. He has advised nationalized banks, PSUs, insurance companies, and multiple industries, contributing deep strength in corporate governance, risk management, and financial advisory.



Ms. Falguni Shah
Independent Director

Chartered Accountant with strong expertise in accounting, auditing, corporate advisory, and tax planning. She has hands-on experience in conducting statutory audits of nationalized bank branches and listed companies, bringing strong capability in regulatory compliance, governance, and financial reporting.



Ms. Pooja Patwa
Company Secretary & Compliance Officer

Member of the Institute of Company Secretaries of India. She is also a law graduate and holds a Bachelor's degree in Commerce. She has experience in Corporate Secretarial functions and meeting compliance requirements of the companies.

Historical Income Statement

Particulars (INR in Cr)	FY 2022	FY2023	FY2024	FY2025	FY2026	Q1FY27
Revenue from Operations	654	804	1,024	1,267	1,424	314
Gross Profit	66	97	129	162	220	61
EBITDA*	30	55	78	103	146	40
<i>EBITDA Margin %</i>	<i>4.7%</i>	<i>6.8%</i>	<i>7.6%</i>	<i>8.1%</i>	<i>10.2%</i>	<i>12.8%</i>
Depreciation and amortisation	1	1	2	2	15	8
Earnings Before Interest & Tax	29	53	76	102	131	32
Finance Cost	9	11	9	11	23	7
Other income	2	2	4	7	6	2
PBT	22	45	72	97	114	26
Tax	6	11	18	25	29	7
Net Profit	16	33	54	72	85	20
Earnings Per Share (EPS) In Rs.	15.36	27.78	42.41	57.01	66.64	15.54

* Excludes Other Income

Historical Balance Sheet

Particulars (INR in Cr)	FY 2022	FY2023	FY2024	FY2025	FY2026
Shareholder's Equity					
Share Capital	11	13	13	13	13
Other Equity	57	92	145	218	302
Non-Controlling Interest	-	-	0	0.1	0.2
Total Equity	68	105	158	231	315
Non-Current Liabilities					
Long term Borrowings	12	16	9	3	2
Lease Liabilities	2	3	2	64	114
Long Term Provisions	2	3	3	4	5
Other Long Term Liabilities	0.1	0.1	0.2	0.2	0.2
Total Non-Current Liabilities	16	21	15	71	120
Current Liabilities					
Short Term Borrowings	50	49	24	49	80
Lease Liabilities	1	1	1	23	42
Trade Payables	161	219	382	396	446
Other Current Liabilities	4	7	8	7	10
Total Current Liabilities	215	277	415	475	578
Total Equity and Liabilities	299	403	587	777	1,013

Particulars (INR in Cr)	FY 2022	FY2023	FY2024	FY2025	FY2026
Non-Current Assets					
Property, Plant and Equipment	4	4	3	8	68
Right-of-use assets	2	3	2	2	90
Capital work-in-progress	-	-	0.3	24	3
Investments	1	1	1	1	1
Other Financial Assets	1	2	3	60	35
Deferred Tax Assets (Net)	0.4	0.4	1	1	6
Other Non Current assets	-	-	-	38	32
Total Non Current Assets	8	9	10	133	235
Current Assets					
Inventories	71	37	73	58	16
Trade receivables	176	301	402	437	602
Cash and cash equivalents	9	16	3	35	13
Other balances with banks	27	30	85	70	99
Short-term loans and advances	0.1	0	1	4	4
Other financial assets	8	6	7	27	35
Other current assets	0.3	3	7	14	9
Total Current Assets	291	393	578	644	778
Total Assets	299	403	587	777	1,013

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**Thank
You**

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