



June 02, 2026

To,

BSE Limited Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai – 400001 Scrip Code- 532365	National Stock Exchange of India Limited Exchange Plaza, C— 1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai — 400051 Symbol - DSSL
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Sub: Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Presentation on the Audited Consolidated and Standalone Financial Results for Q4 FY 2025-2026

Pursuant to the provisions of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Investor Presentation on the Audited Consolidated and Standalone Financial Results for Q4 FY 2025-2026. The same is also available on the website of the Company at www.dynacons.com

This is for information and record.

Thanking you,

For **Dynacons Systems & Solutions Limited**

Pooja Patwa
Company Secretary &
Compliance Officer
Mem No. – 60986
Encl: - As above

Dynacons Systems & Solutions Limited

CIN NO : L72200MH1995PLC093130

Certified ISO 9001:2015, ISO 20000 – 1:2018, ISO – 27001:2022 , CMMI Maturity Level 5

Registered Office : 78, Ratnajyot Industrial Estate, Irla Lane, Vile Parle West, Mumbai - 400 056.

Corporate Office : 3rd Floor, A Wing, Sunteck Centre, Subhash Road, Near Garware Chowk, Vile Parle East, Mumbai - 400 057.

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Dynacons Systems and Solutions Ltd

Investor Presentation | June 2026



01

Quarterly Deck

02

Strategic Focus

03

Business Overview

04

Annexures





I. Quarter Deck





Mr. Shirish Anjaria
Chairman & Managing Director



Mr. Parag J Dalal
Executive Director



Mr. Dharmesh S. Anjaria
Executive Director and CFO

“ FY2026 was another year of strong execution and profitable growth for Dynacons. Revenue from Operations grew 12.4% YoY to ₹1,424 crore, while EBITDA increased 41.4% YoY to ₹146 crore, resulting in EBITDA margin expansion to 10.2%. The year reflects the strength of our integrated solutions platform, disciplined execution, and increasing contribution from higher-value infrastructure and managed services engagements.

As of 31 March 2026, the Company's order book stood at ₹2,230 crore, providing strong revenue visibility. Supported by continued order inflows, the order book further increased to ₹2,964 crore as of 30 May 2026, reinforcing confidence in our growth outlook and reflecting the strength of our market positioning across key technology segments. During the year, we secured several marquee wins across the BFSI and public sector segments, including cloud infrastructure, SD-WAN, Digital Workplace Solutions, Core Banking as a Service, and Device-as-a-Service projects. These wins reinforce our strong positioning in mission-critical enterprise IT transformation programs.

Demand momentum remains robust across data centre modernization, cloud infrastructure, cybersecurity, managed services, and AI-ready technology environments. The increasing adoption of AI workloads, automation, and data-driven operations is accelerating investments in modern digital infrastructure, creating significant opportunities for Dynacons to support customers through their transformation journey.

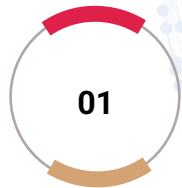
With strong execution capabilities, deep relationships with leading technology partners, a nationwide delivery footprint, and a growing portfolio of recurring services, Dynacons remains well positioned to capitalize on emerging opportunities while continuing to drive sustainable growth and profitability.

”

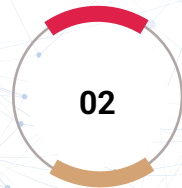
Earnings at a Glance : Q4 & FY2026

	Revenue from Operations	EBITDA*	PBT	PAT
Q4 FY26	₹402 Cr ↑ 22.4% YoY	₹36 Cr ↑ 25.7% YoY	₹25 Cr ↑ 2.6% YoY	₹19 Cr ↑ 4.3% YoY
	Revenue from Operations	EBITDA*	PBT	PAT
FY2026	₹1,424 Cr ↑ 12.4% YoY	₹146 Cr ↑ 41.4% YoY	₹114 Cr ↑ 17.3% YoY	₹85 Cr ↑ 17.0% YoY

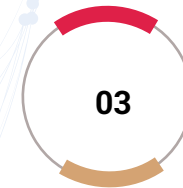
* Excludes Other Income



Steady growth with margin expansion: FY26 Revenue from Operations grew 12.4% YoY, while EBITDA margin improved to 10.2%, driven by operating leverage and an improving solutions mix.



Strong order book ensuring visibility: Order book stood at ₹2,230 crore as of 31 March 2026 and further increased to ₹2,964 crore as of 30 May 2026, 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.

Strategic Wins & Large Orders

01

Secured marquee cloud and enterprise application orders from **Punjab & Sind Bank (₹108.88 crore)** and the **Reserve Bank of India (₹249.15 crore)**.

02

Strengthened BFSI presence through a DaaS project from **Jammu & Kashmir Bank (₹74.99 crore)** and **Core Banking as a Service orders worth ₹51.28 crore**.

03

Won strategic technology contracts, including **SBI's SD-WAN project (₹62.98 crore)**, **Bank of Baroda CTS Scanner orders (₹18.84 crore)**, and **LIC's Digital Workplace Solutions contract (₹138.44 crore)**.

04

Delivered a **successful rollout** of Core Banking as a Service (CBaaS), enabling **38 banks to go live** under NABARD's initiative for the State Cooperative Banking ecosystem.

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

Partnered with **Cygeniq** to deliver AI-driven cybersecurity and **Trusted AI protection solutions** across India, the Middle East, and APAC regions.

02

Recognized by Lenovo as the **Lenovo 360 TruScale DaaS Growth Partner of the Year – Asia Pacific**.

03

Received industry recognition for technology leadership, including **Versa Networks' Systems Integration Partner of the Year** award for Secure SD-WAN transformation and HPE's Partner/Solution Provider of the Year 2025 awards.

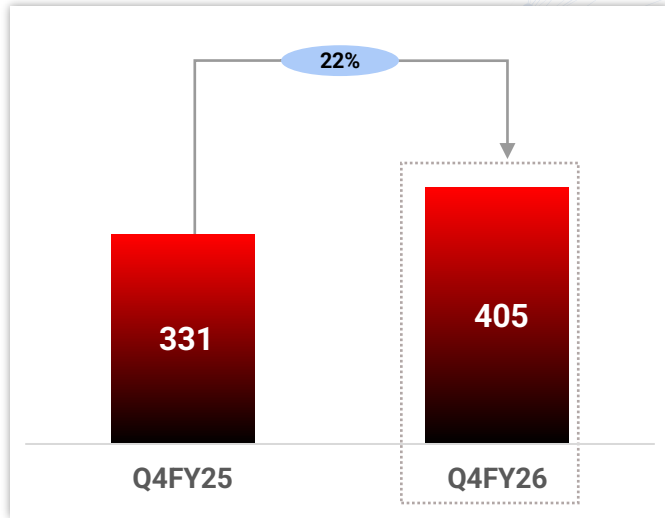
04

Honored among "**India's Leading ESG Entities 2025**" by Dun & Bradstreet for its commitment to sustainable and responsible business practices.

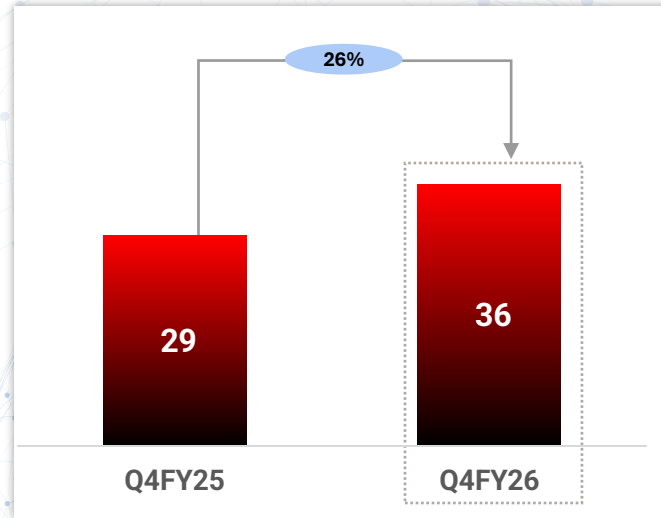
Key Financial Highlights – Q4 & FY2026

Q4 FY26

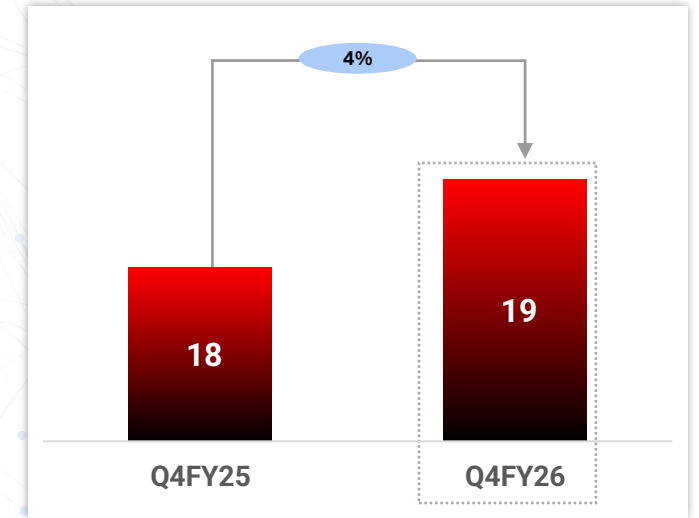
Total Income (In Cr.)



EBITDA* (In Cr.)

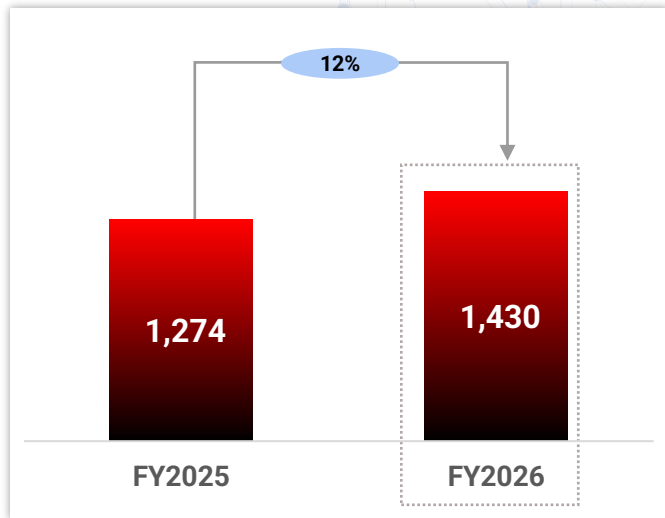


Profit After Tax (In Cr.)

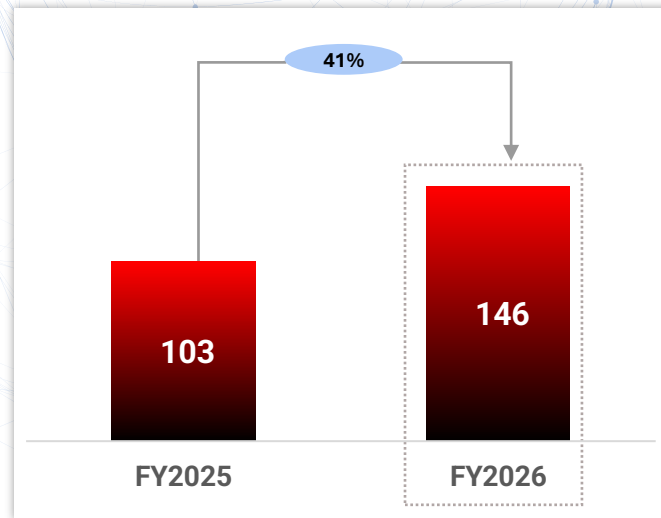


FY2026

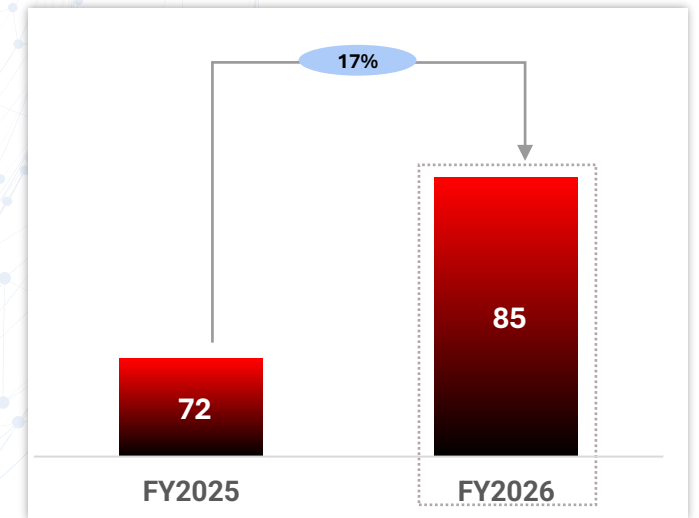
12%



41%



17%



* Excludes Other Income

Q4 and FY2026 Financial Performance

Particulars (Rs. Cr)	Q4FY26	Q4FY25	YoY	Q3FY26	FY2026	FY2025	YoY
Revenue from Operations	402	329	22%	341	1,424	1,267	12%
Total Expenditure	366	300	22%	300	1,278	1,164	10%
EBITDA*	36	29	26%	41	146	103	41%
<i>EBITDA Margin %</i>	9.0%	8.8%	24bps	11.9%	10.2%	8.1%	210bps
Depreciation & Amortization	6	1	1091%	4	15	2	783%
Profit Before Interest & Tax	30	28	6%	37	131	102	29%
Finance Cost	7	5	28%	6	23	11	111%
Other Income	2	2	26%	1	6	7	-15%
Profit Before Tax	25	25	3%	31	114	97	17%
Tax	6	7	-2%	8	29	25	18%
Net Profit	19	18	4%	23	85	72	17%
Earnings per share (Rs.)	14.92	14.3	4%	18.46	66.64	57.01	17%

* Excludes Other Income



II. Business Overview



Dy-verse Tech, Powering the Next

Dynacons is a leading Indian system integrator and managed service provider

01 By the Numbers

₹1,424 cr FY2026 Revenue	₹146 cr FY2026 EBITDA
27% FY21-26 Revenue CAGR%	₹2,964 cr Orders on hand as on 30 th May 2026
1000+ Employees	1300+ Locations covered in India

02 Snapshot

India focused IT system integrator company with expertise in delivering comprehensive solutions and services for diverse clients across the country.

Key offerings include **data centre and cloud infrastructure, network & security, and digital workplace solutions.**

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

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

05 Blue-Chip Clientele

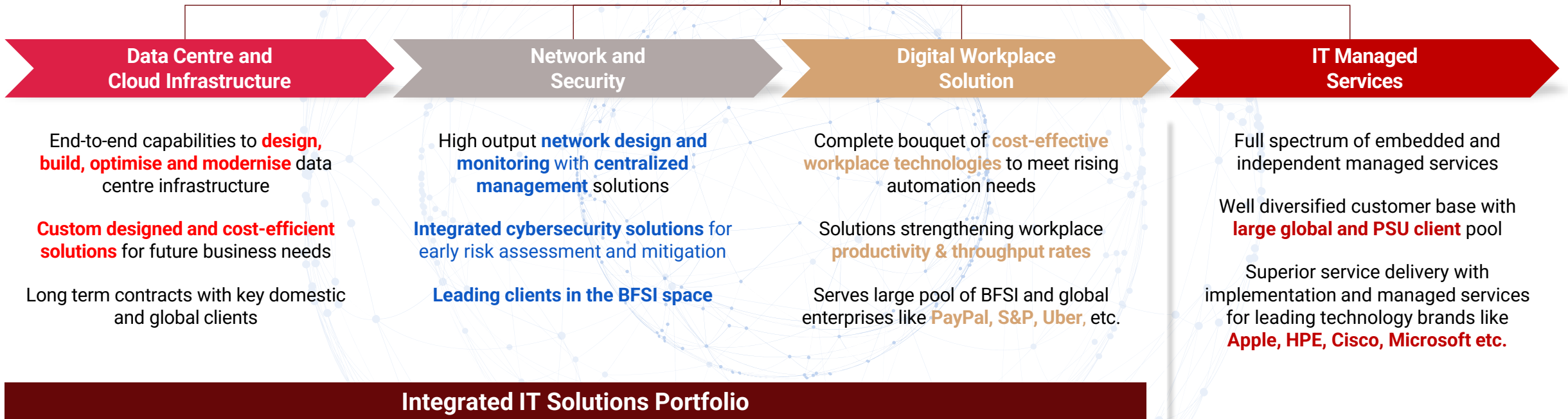


Integrated IT Solutions Portfolio

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



Offerings



Integrated IT Solutions Portfolio

Revenue Contribution⁽¹⁾



(1) For the year ending Mar'26

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

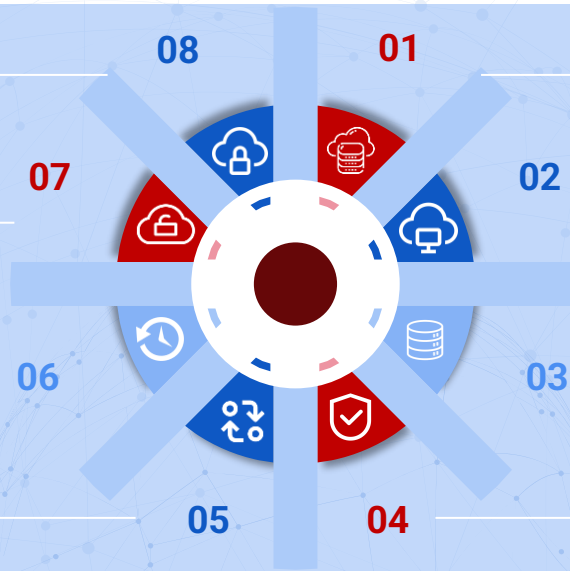
Data Replication – physical, virtual, database

Hyper Converged Infrastructure

AI Infrastructure

Software Defined Storage

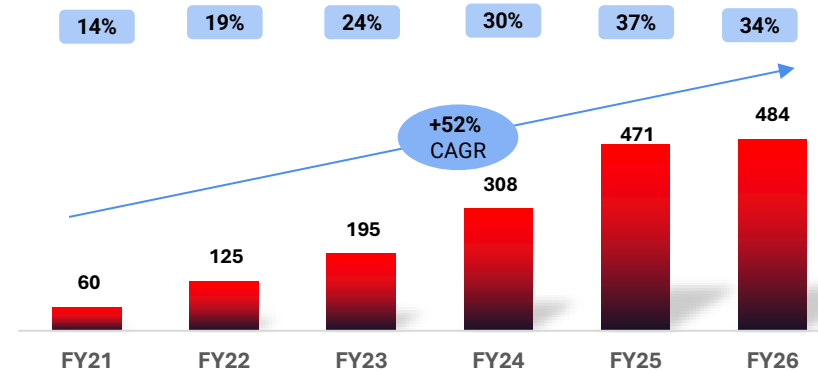
Enterprise Backup & Recovery Solutions



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



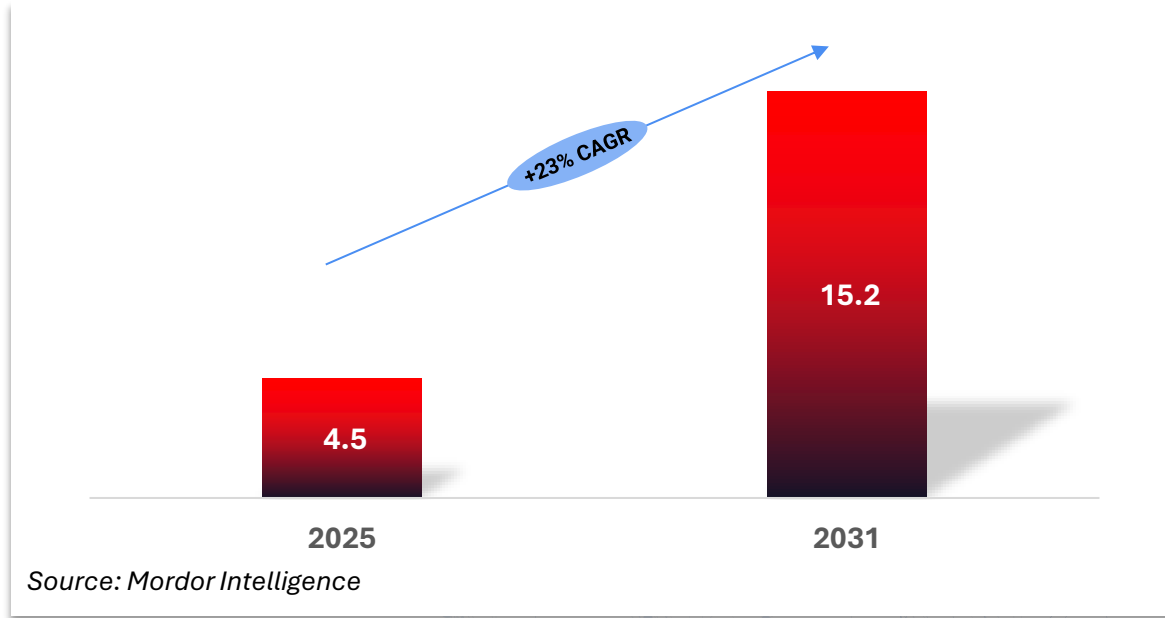
03 Key clients



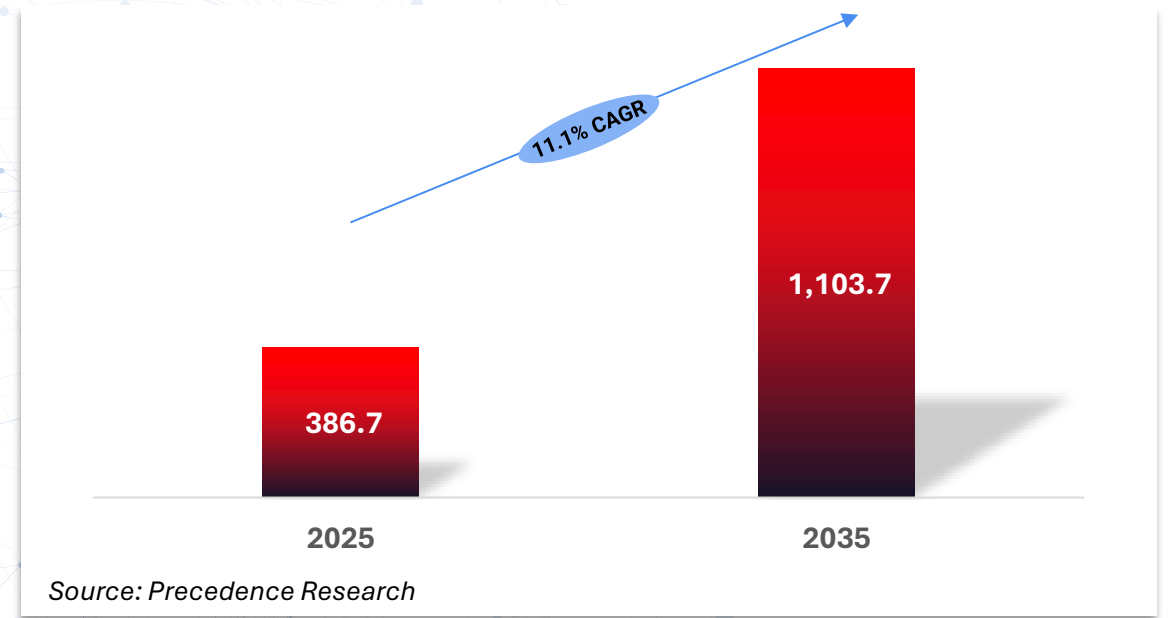
Data Centre Segment Driving Growth Momentum

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

India Data Centre Market / Installed Base in Thousand Megawatt



Global Data Centre Market / USD billion



- 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

Networking and Security

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



Unified 2 tier campus LAN	Secured Wireless and BYOD	Security Audit & Vulnerability Assessment
Firewall Design, Deployment and services	Authentication & Identity management	Gateway Security & Management
Enterprise Anti-Virus Services	Software Defined Network	Intrusion Detection & Prevention

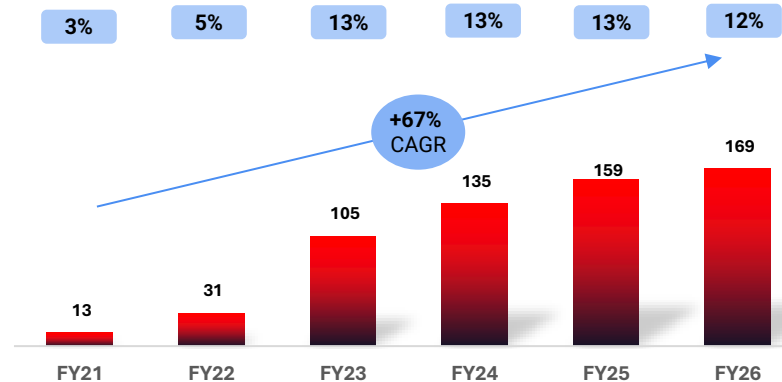
Cybersecurity & SOC: Proactive Risk Management to Resilience

- **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

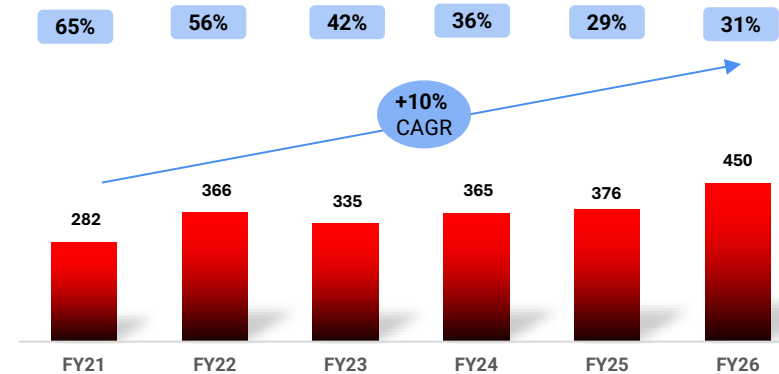
Employee Challenge

- 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

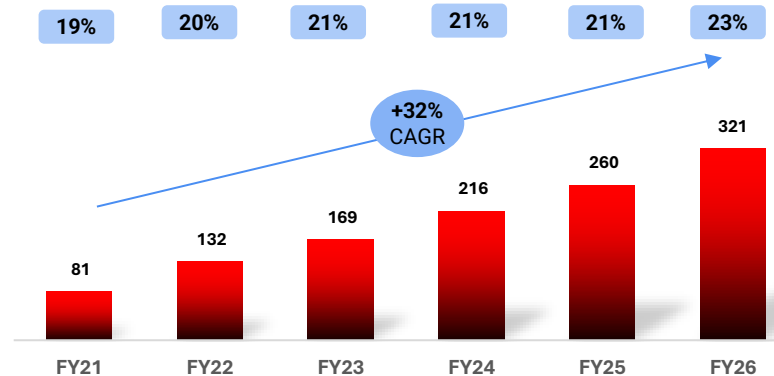
Managed Services - Other Independent Managed Services Contracts

- 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



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.

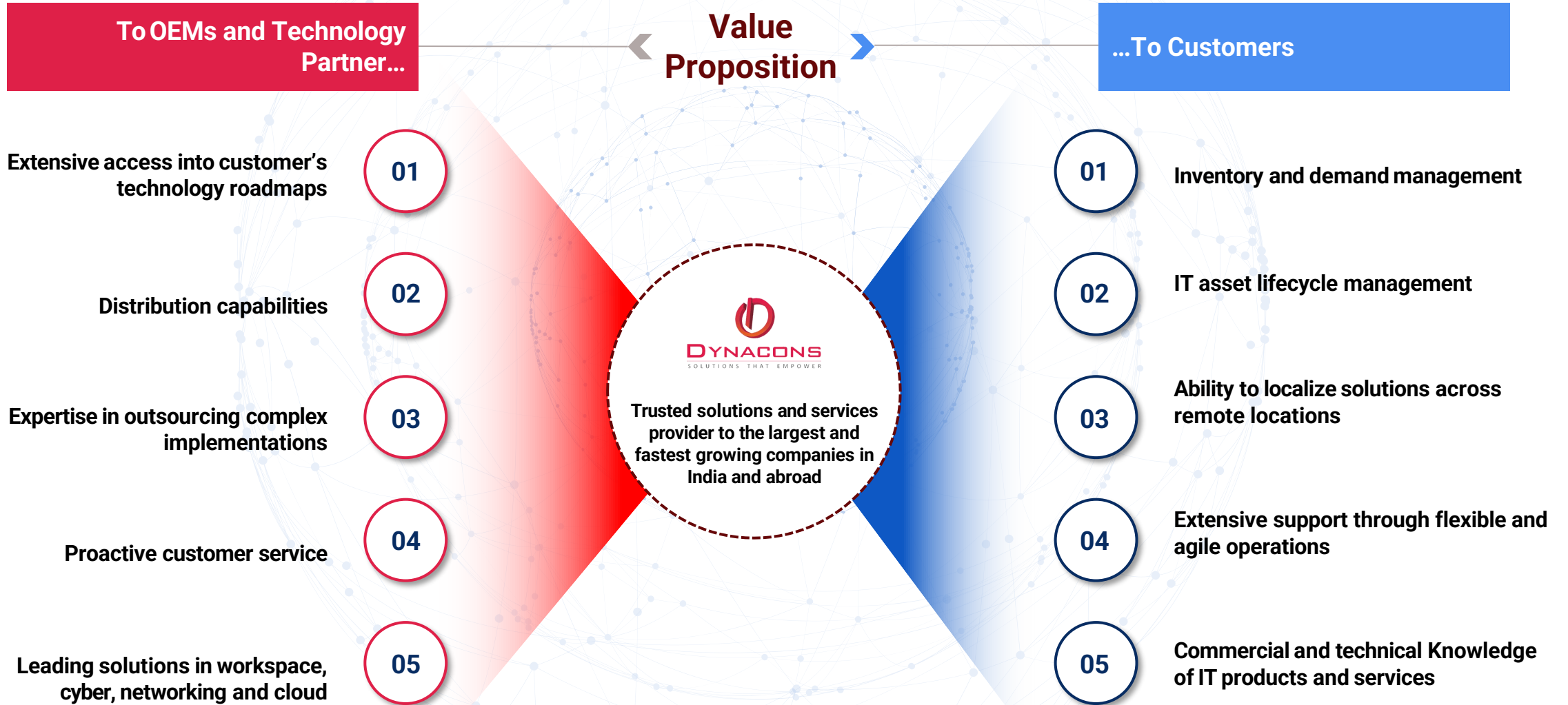
08 AI & Smart Data Centre Programs: AI-ready infra, AIOps monitoring, automation and capacity optimization.

09 Cyber Resilience for BFSI/Enterprises: SOC-led monitoring, incident response readiness, IAM/PAM and compliance audits.

Integrated Value Proposition for Customers & OEMs

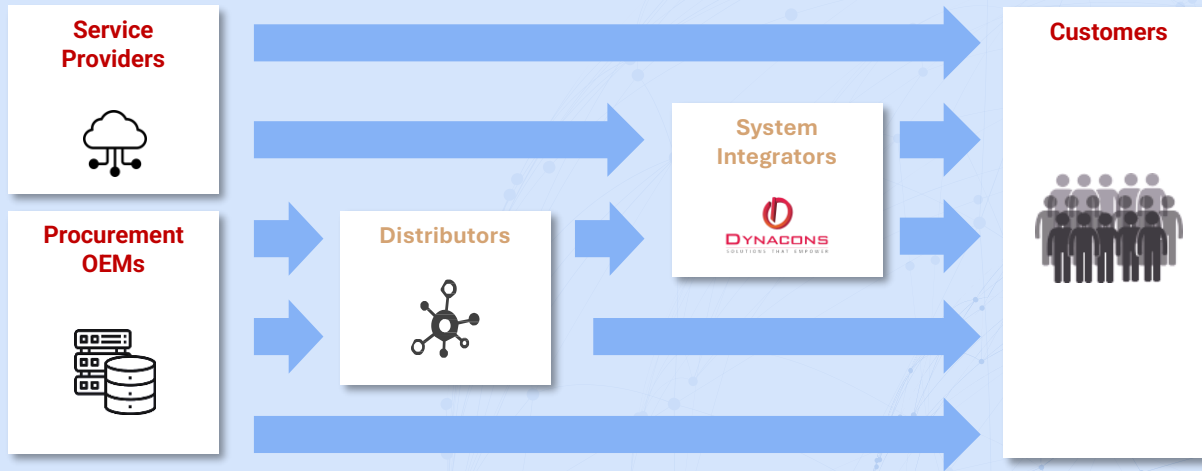
Dynacons sits at the center of the ecosystem for both end-users and vendors, minimizing supply chain inefficiencies

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



01

Favourable Tailwinds for SIs

- Systems Integrators play a pivotal role in fulfilment of IT objectives due to their close-proximity with the customers
- Customers prefer System Integration services viz-a-viz direct channels to address their niche and customized IT requirements
- Cross selling of managed services makes SIs one stop solution for all the enterprise IT needs
- Customers favour outsourcing of IT services to their SIs for added benefit of cost saving, reduced complexities and access to expertise

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?

One of the fastest growing independent platforms of scale in India

01

**Data Center
Modernization & Cloud
Transformation Capability**

**AI-ready DC modernization
capability:** from HCI/SDS to hybrid
cloud + AI ops automation.

02

**Advanced
Cybersecurity &
Managed SOC
Expertise**

**Cybersecurity depth
with managed SOC
portfolio:** SIEM/SOAR,
IAM/PAM, IR,
compliance.

03

**Execution at Scale with
Nationwide Delivery
Footprint**

Execution at scale: 1300+
locations coverage and
deep BFSI/PSU delivery
experience.

04

**Strong Global OEM
Ecosystem &
Technology Alliances**

**Highest level of
Partnership with Leading
Vendors** like Apple,
Microsoft, Cisco, Dell,
HPE, Lenovo, VM Ware,
Nutanix RedHat etc.

05

**Consulting-Led Approach
with Strong Execution &
Delivery Discipline**

**Consulting-led + disciplined
execution:** positioning as
strategic partner
CMMI 5 & ISO certifications (incl. ISO
27000/27001 family) and long-term
delivery track record

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

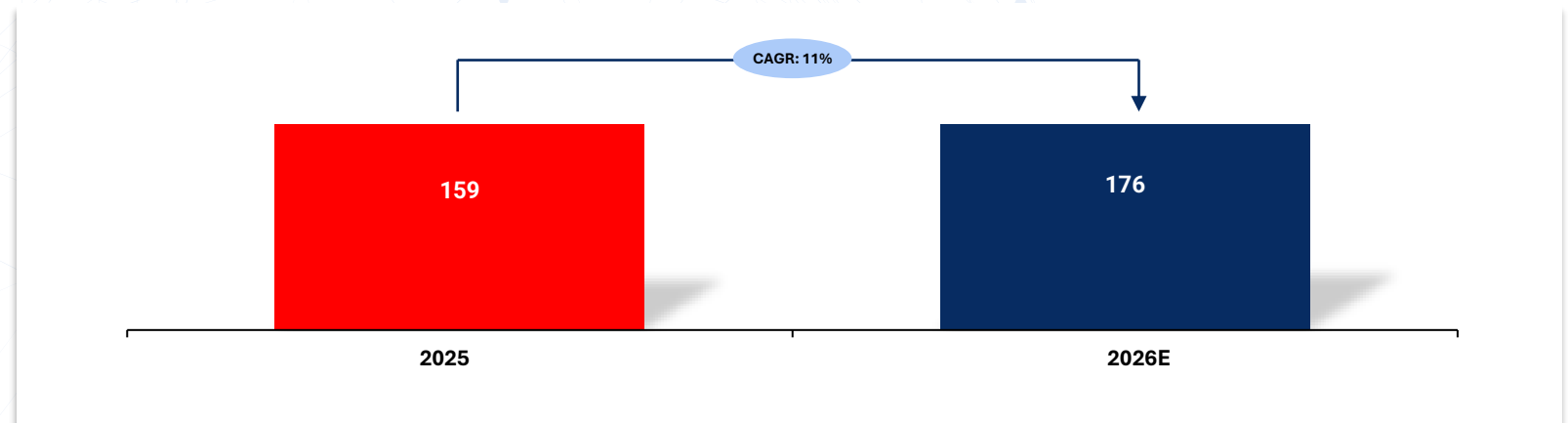
Growing reliance on IT infrastructure to enhance productivity is anticipated to spur demand for specialized service providers.

Cost effectiveness of outsourced services.

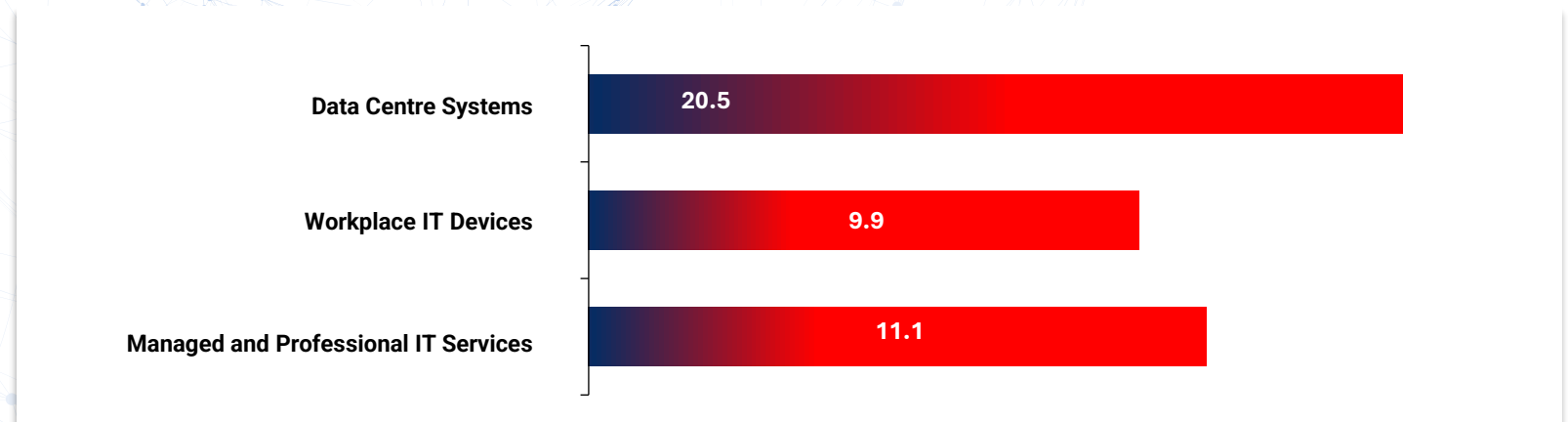
02

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

Robust pipeline of new and reoccurring clients

High Share of re-occurring and repeat business including new projects from existing clients

Improving EBITDA Margins

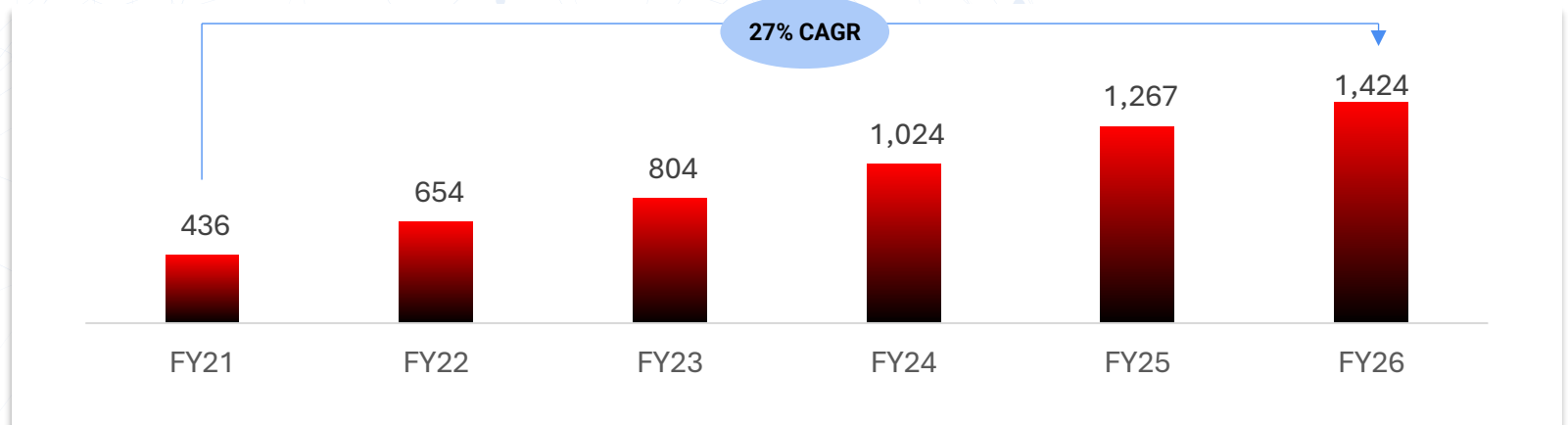
We have achieved a significant improvement in our EBITDA margins and expect to sustain these levels going forward.

Growing wallet share from existing clients

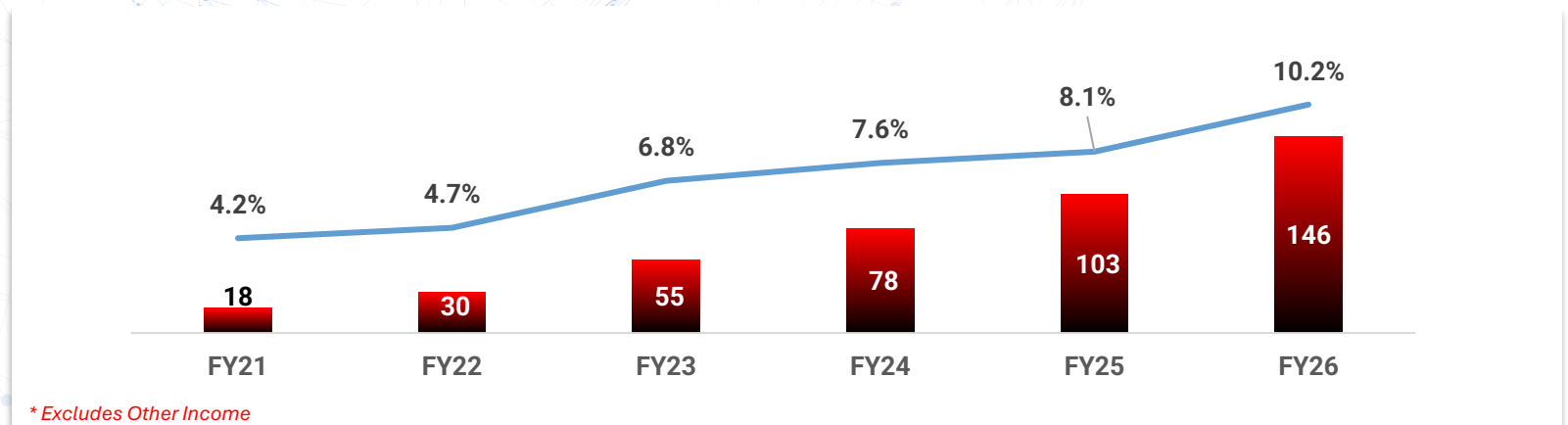
New projects from existing clients to boost top line growth with marginal increase in costs

02 Summary Financials

Revenue from Operations INR cr; FYE March



EBITDA* and Margins INR cr ;FYE March



* Excludes Other Income



III. Strategic Focus



Clear Pathway to Scalable Growth

Clear pathway to leverage the Dynacon's platform to capitalise on numerous market opportunities

Growth within existing customers

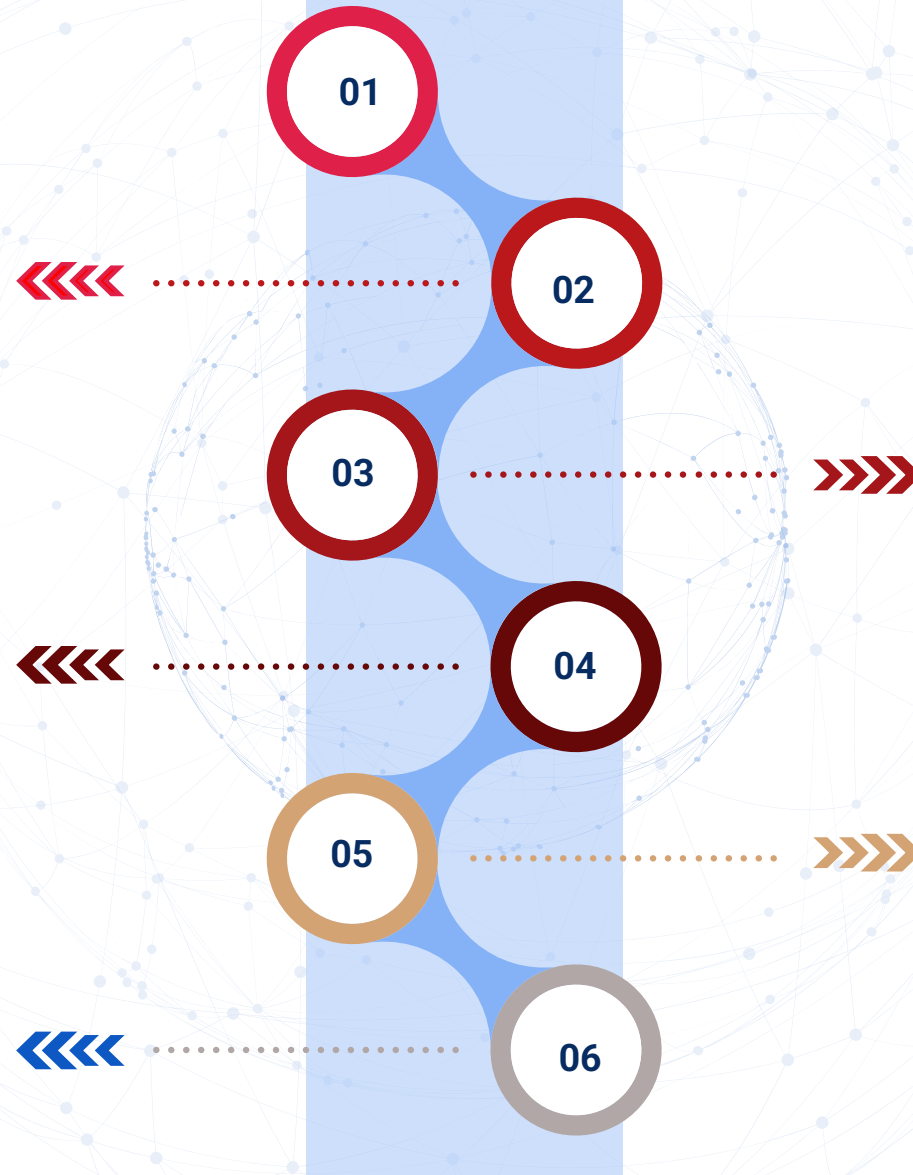
- Increase wallet share from existing clients.
- Provide nationwide coverage.

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

- Add new logos from existing customer 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.

Strategic Priorities I: Data Centre and AI Focus

Dynacons is scaling an integrated platform to build AI-ready infrastructure, run smart operations, and secure enterprises end-to-end across BFSI, PSU and global enterprises.

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.

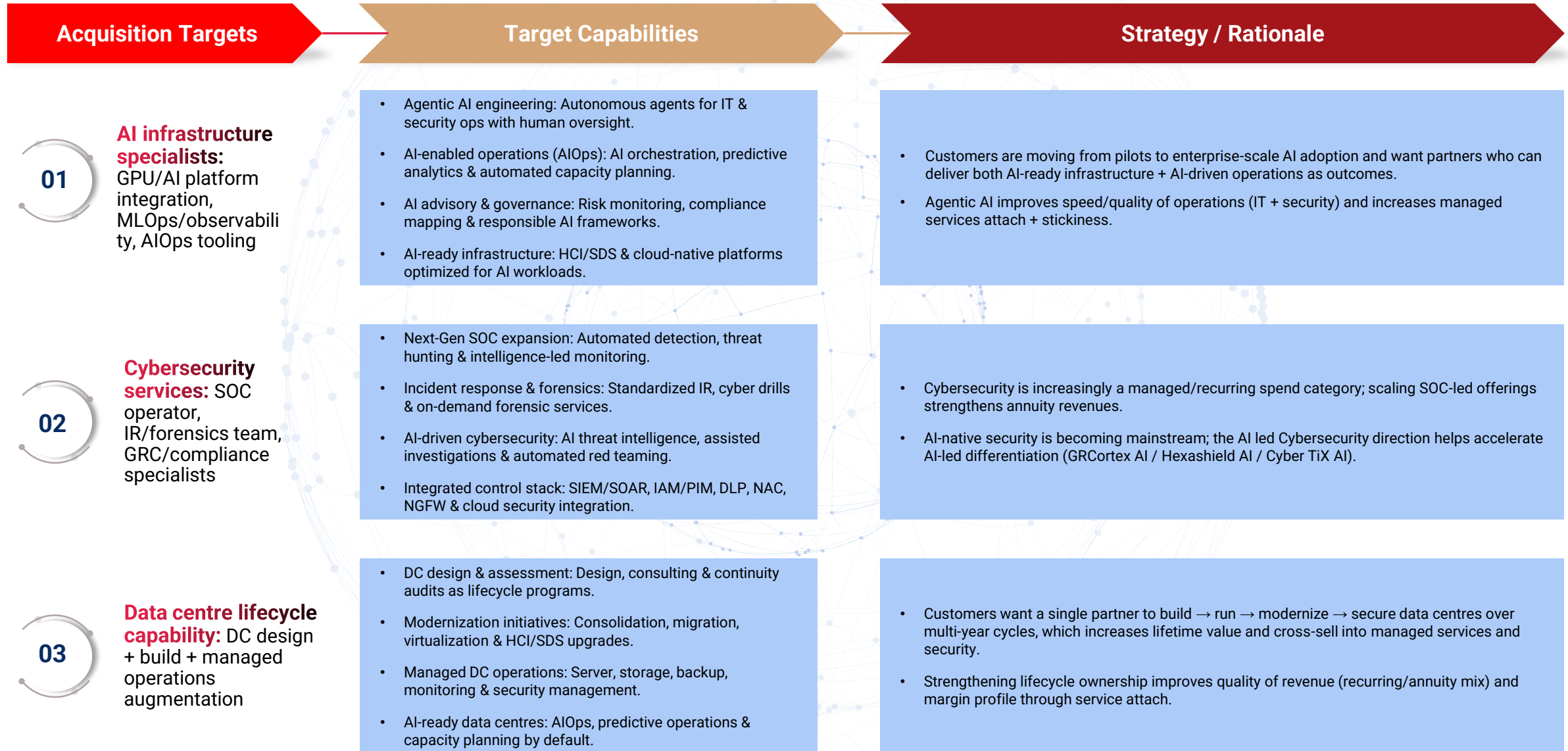
Phase 2: Longer term expansion region

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 Dynacon's ensures consistent top-line contribution from key customers

01 Blue-Chip Clients across Industry Vertical

02 Diversified Client Contributions / FYE March'26

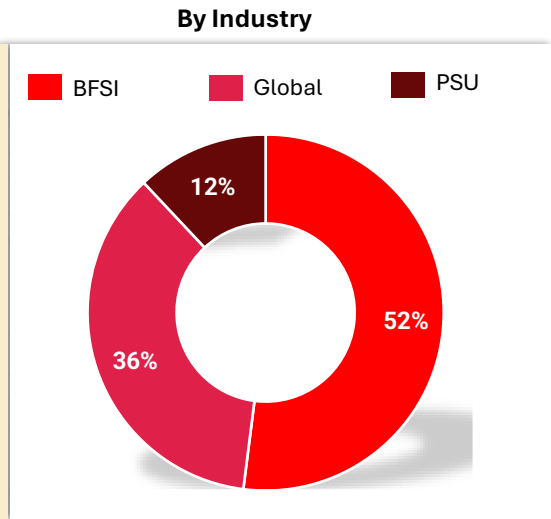
BFSI

PSUs

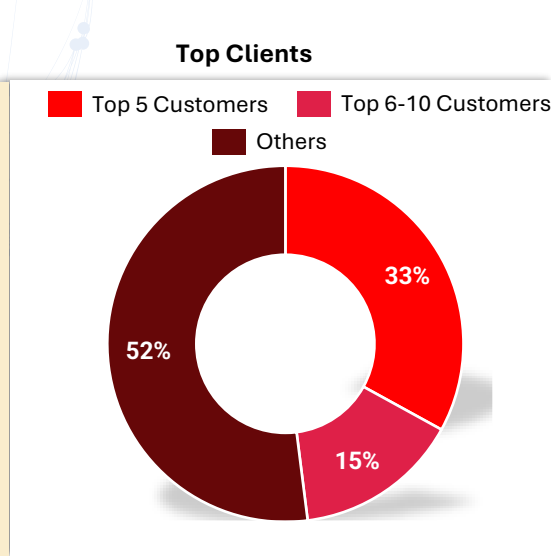
Global and Enterprise



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



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

02 Top Partnership Highlights

Data Centre and Cloud Infrastructure

Network and Security

Digital Workplace Solutions



Partner	Status
Apple	Apple Enterprise Partner
Aruba	Aruba Gold Partner
Cisco	Cisco Premium Partner
Dell	Dell Titanium Partner
HP 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

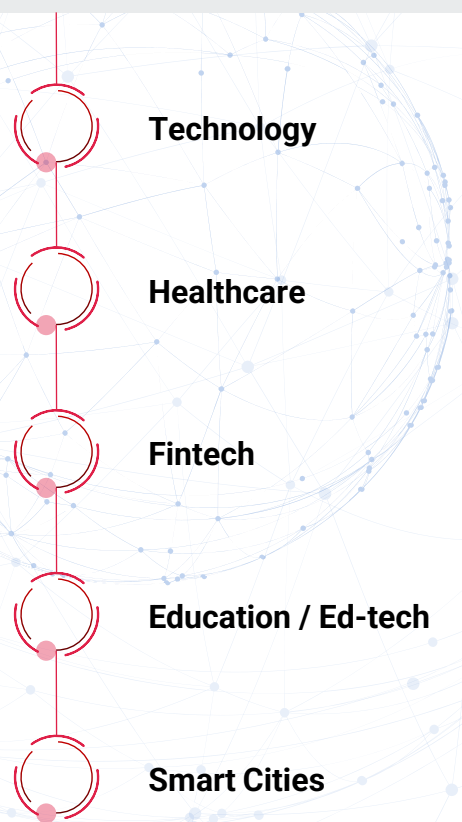
- Invest heavily to build a stellar reputation in IT procurement and services

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



Segment	Opportunity (₹ cr)
DC & Cloud	2,525
Networking	1,100
Workplace Solutions	925
Managed Services	550
Total	5,100

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 Dynacon's 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

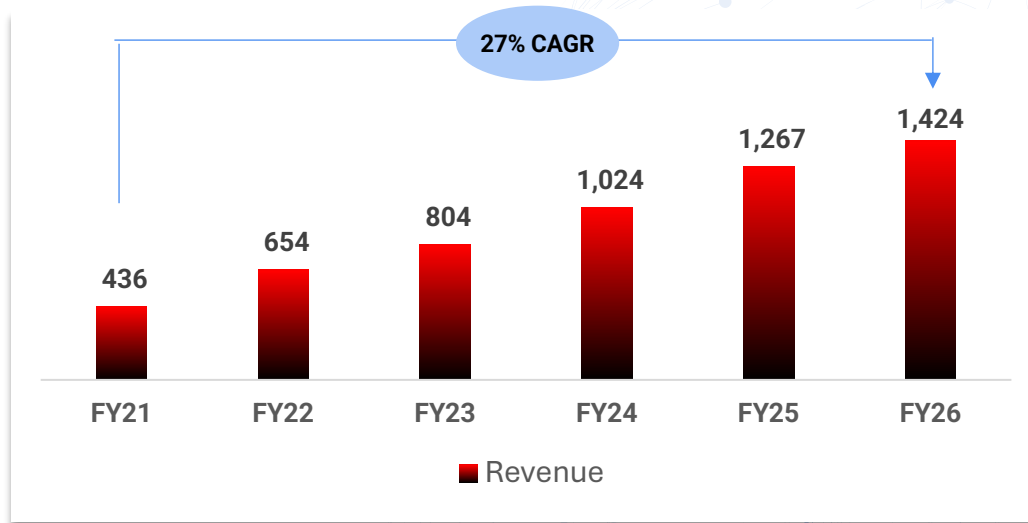
Need for technology partners in their digital journey

Dynacons is well positioned to exploit this opportunity

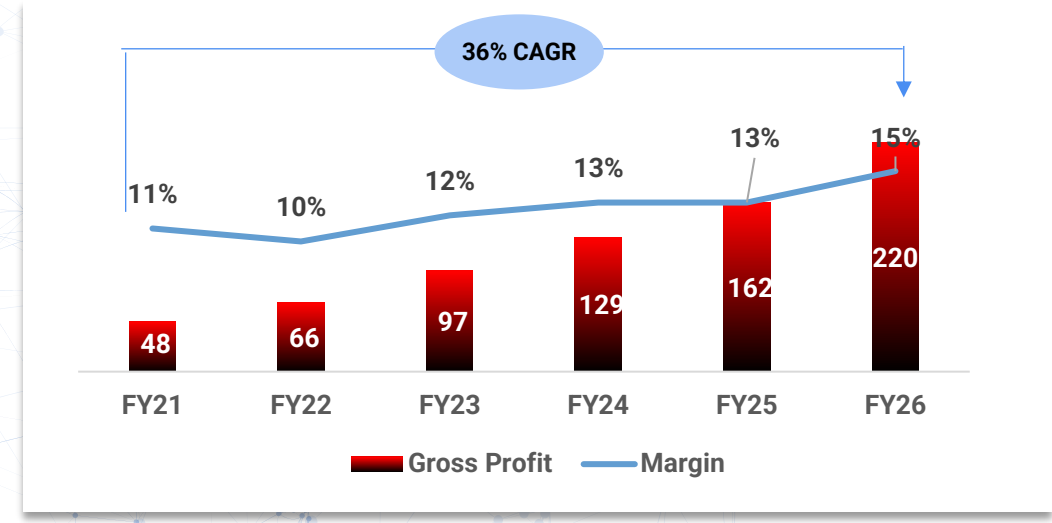
- **Direct presence and coverage at more than 1300 locations** in India ensures **access to remote branches** of PSU companies and banks.
- **Strong and growing relationship** with legacy clients shows Dynacon's **experience in cross selling its services**.
- Successful execution of **projects like e-passport**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

Robust Financial Performance

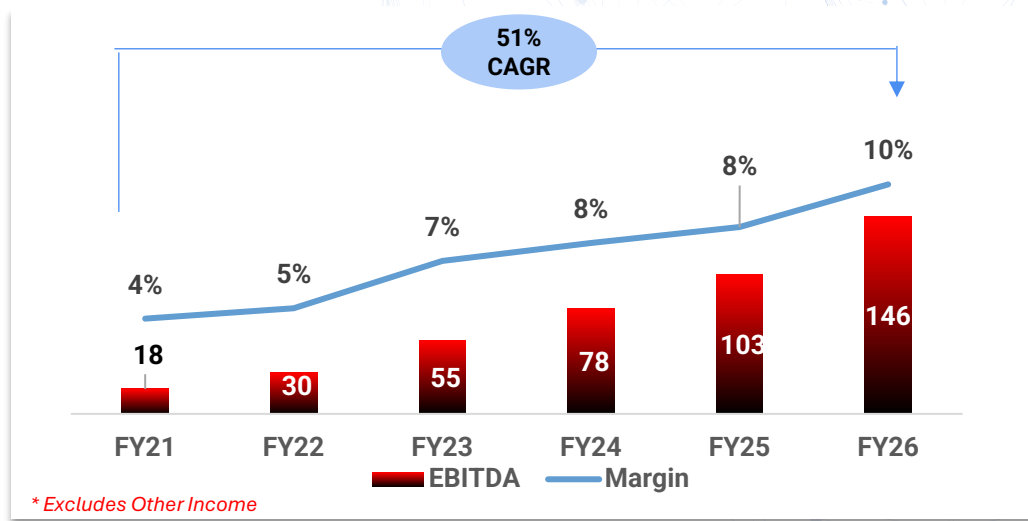
Revenue from Operations



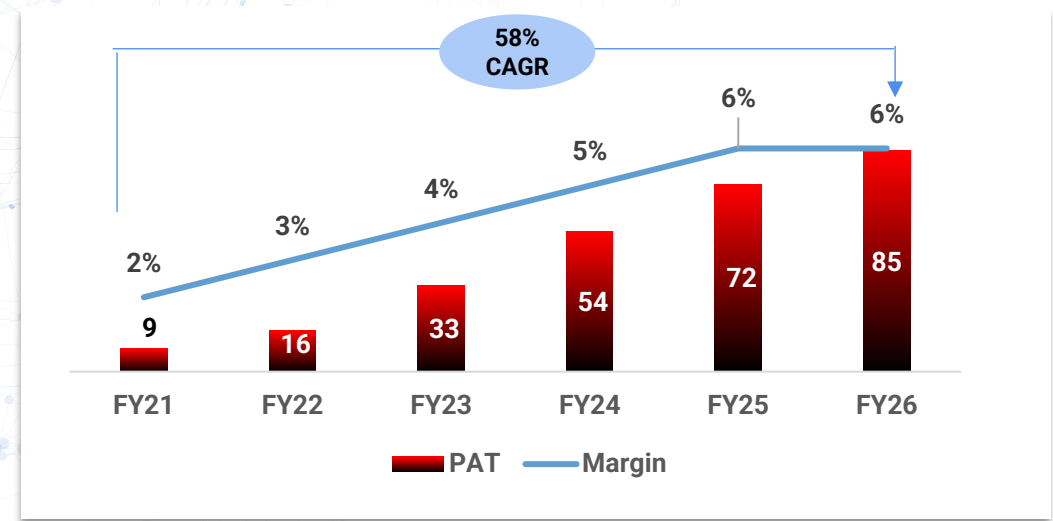
Gross Profit & Gross Margin



EBITDA* & EBITDA Margin



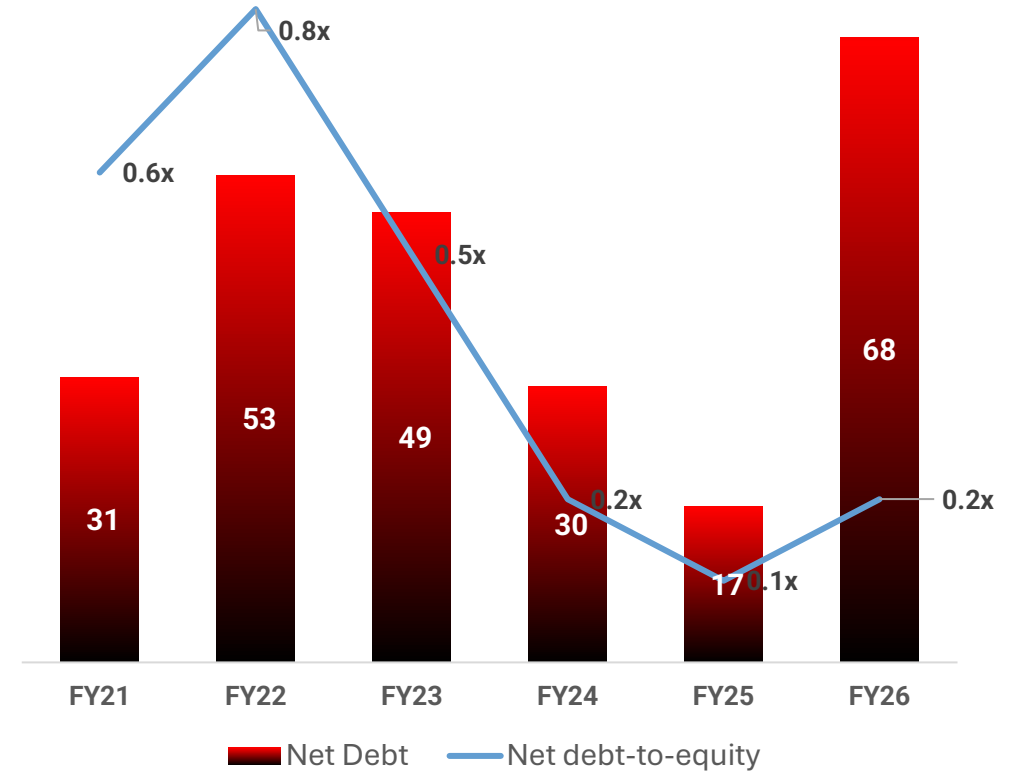
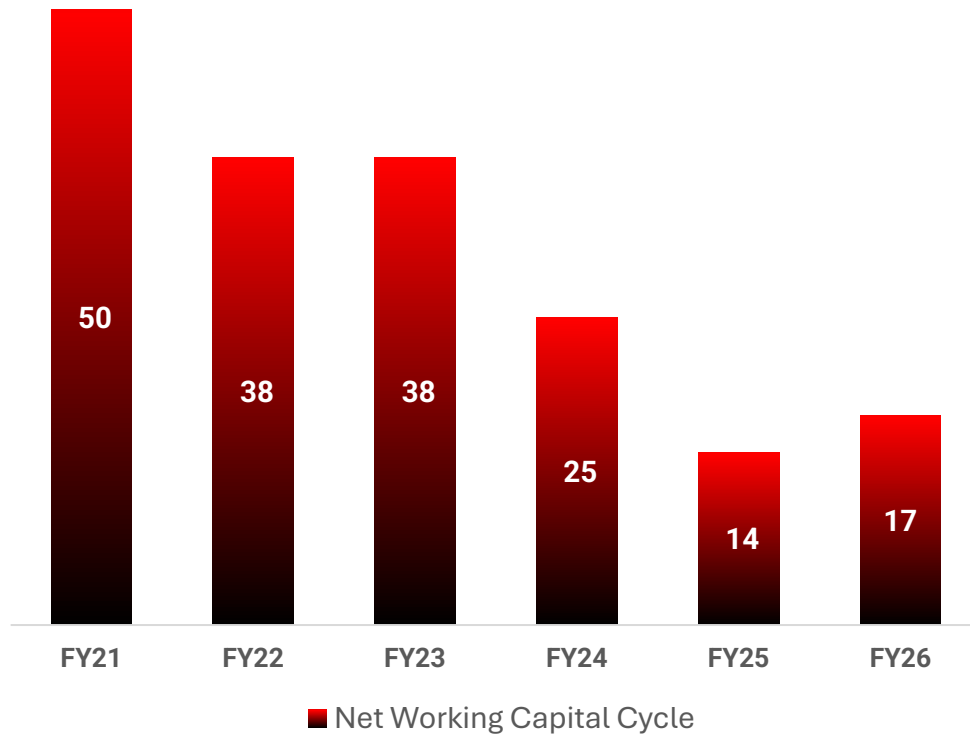
PAT & PAT Margin



Healthy Balance Sheet & Working Capital Discipline

Net Working Capital Days

Net debt & Debt to Equity





IV. Annexure



Pan-India Presence Backed by Strong Talent Pool

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

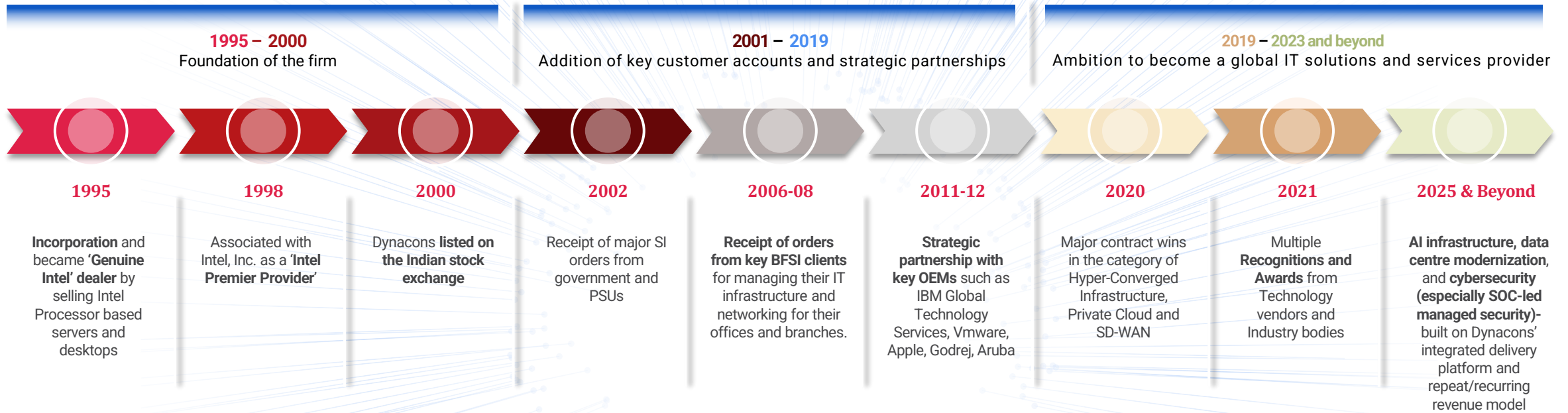


Dynacons efficiently caters to remote branches of its BFSI and PSU customers through its vast network of regional offices and warehouses

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

HPE Solution Provider of the Year 2025.

System Integration Partner of the Year 2025

Best Lenovo DaaS Partner of the Year 2025

India's Leading ESG Entities 2025

Financial Times High-Growth Companies Asia-Pacific 2025

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

* 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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