DYNACONS
SOLUTIONS THAT EMPOWER

November 23, 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**

Sub: Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Presentation on the Un-Audited Consolidated and Standalone Financial Results for Q2 H1 FY 2026-2027

Pursuant to the provisions of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Investor Presentation on the Un-Audited Consolidated and Standalone Financial Results for Q2 H1 FY 2026-2027. 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 Girish Patwa
Digitally signed by Pooja Girish Patwa
Date: 2026.11.23 13:39:14 +05'30'

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



DYNACONS
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Dynacons Systems and Solutions Ltd

Investor Presentation | November 2026



01 Quarterly Deck

02 Business Overview

03 Strategic Focus

04 Annexure



I. Quarterly 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

Q2 FY27 was a quarter of steady performance for Dynacons, supported by continued execution across our key business segments and sustained demand from BFSI, government and enterprise customers. Revenue from Operations grew 56% YoY to ₹551.36 crore, EBITDA rose 47% to ₹54.58 crore and PAT increased 31% to ₹29.81 crore. For H1 FY27, Revenue from Operations stood at ₹865.05 crore and PAT at ₹49.61 crore.

During the quarter, we continued execution on the ₹267.58 crore NPCI Data Centre Augmentation order, covering enterprise server infrastructure with 24x7x365 support and a 7-year warranty and support commitment. Subsequent to the quarter, we secured a ₹137.15 crore order from the Supreme Court of India for 728 servers hosting the Case Information System of the District Courts, our largest order from the judiciary ecosystem to date, which is currently under execution. Together, these ongoing Supreme Court and NPCI projects are strengthening our capabilities in large-scale server deployment, data centre infrastructure and long-term managed support for e-governance and BFSI clients.

We also entered international markets with a USD 6.83 million order from the Ministry of Public Works, Public Utilities and Digital Economy under the Caribbean Digital Transformation Project, Commonwealth of Dominica. This ongoing engagement extends our role as a strategic IT infrastructure partner to international government clients.

During the quarter, we achieved SOC 2 Type II Certification, reinforcing our commitment to security, reliability and trust. Subsequent to the quarter, we were recognized among the “Leading Mid-Corporates of India 2026” by Dun & Bradstreet and received the “Spirit of Partnership” Award at Motadata Amplify 2026. Going forward, we remain focused on disciplined execution, expanding our technology capabilities, strengthening customer relationships and delivering sustainable growth with continued emphasis on profitability.

Earnings at a Glance : Q2 & H1 FY27

	Revenue from Operations	EBITDA*	PBT	PAT
Q2 FY27	₹551.36 Cr ↑ 56% YoY	₹54.58 Cr ↑ 47% YoY	₹40.02 Cr ↑ 30% YoY	₹29.81 Cr ↑ 31% YoY
H1 FY27	₹865.05 Cr ↑ 27% YoY	₹94.77 Cr ↑ 37% YoY	₹66.47 Cr ↑ 17% YoY	₹49.61 Cr ↑ 17% YoY

** Excludes Other Income*

01

Steady growth with margin expansion: H1 FY27 Revenue from Operations grew 27% YoY, while EBITDA margin improved to 11.0% from 10.1% in H1 FY26.

02

Strong order book ensuring visibility: Current order book stands at ₹2,843 crore, providing strong revenue visibility and supporting future growth.

03

Landmark wins after the quarter: Secured a ₹137.15 crore order from the Supreme Court of India and a USD 6.83 million Caribbean Digital Transformation Project, marking entry into international markets.

Operating Highlights: H1 FY27

Strategic Wins & Large Orders

01 Secured a **₹750.82 crore order from the Reserve Bank of India** for Private Cloud Infrastructure for its Data Centres.

02 Secured a **₹267.58 crore project from NPCI** (excl. GST) for Data Centre Augmentation, including enterprise server infrastructure, 24x7x365 support and a 7-year warranty and support commitment.

03 ***Subsequent to the half-year:*** secured a **₹137.15 crore project from the Supreme Court of India** (incl. GST) for SITC of 728 servers to host the Case Information System (CIS) of the District Courts.

04 ***Subsequent to the half-year:*** secured a **USD 6.83 million order** from the Ministry of Public Works, Public Utilities and Digital Economy, **Commonwealth of Dominica**, marking entry into international markets.

Strengthening Enterprise & Digital Infrastructure Capabilities

01 The Supreme Court CIS and NPCI data centre augmentation projects reinforce capabilities in **large-scale server deployment, data centre infrastructure and long-term managed support** for e-governance and BFSI clients.

02 Strategic IT infrastructure partner for **banks, insurers, judiciary and central government bodies**, now extending to **international government clients** in the Commonwealth of Dominica.

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 Listed in the **Financial Times High-Growth Companies Asia-Pacific 2026** for the **Fifth Time** — 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.

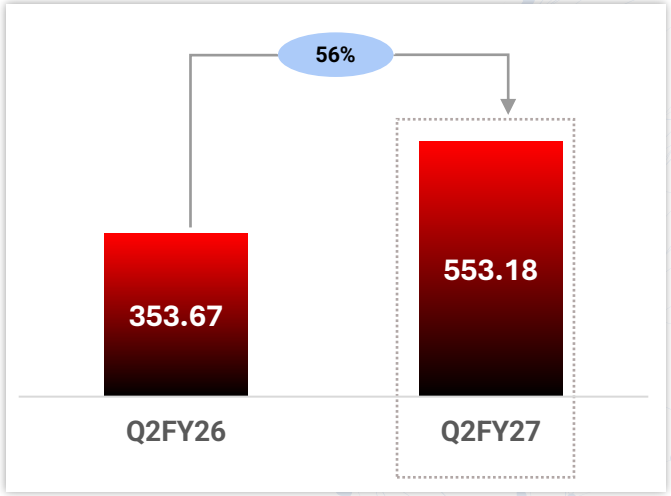
04 Honoured with the **Best Partner for Driving HPE & Nutanix Solution for the Year 2025** from Hewlett Packard Enterprise (HPE) in **Udaipur** — reflecting excellence in hyperconverged infrastructure and private cloud solutions.

05 Achieved **SOC 2 Type II Certification**, reinforcing Dynacons' commitment to security, reliability and trust in mission-critical IT deployments.

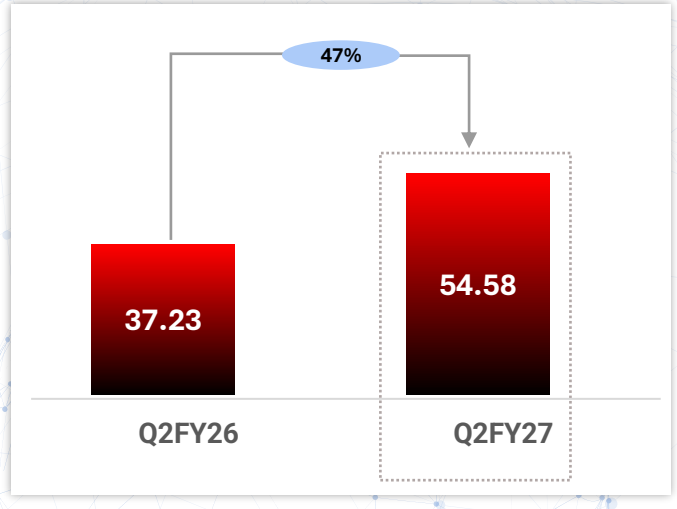
Key Financial Highlights – Q2 & H1 FY27

Q2 FY27

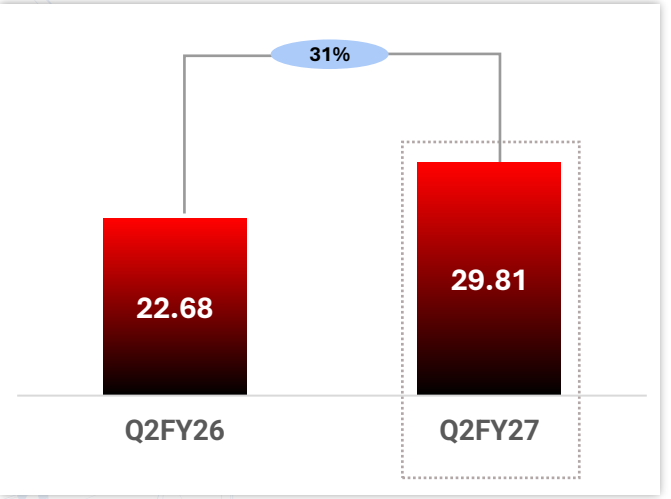
Total Income (In Cr.)



EBITDA* (In Cr.)

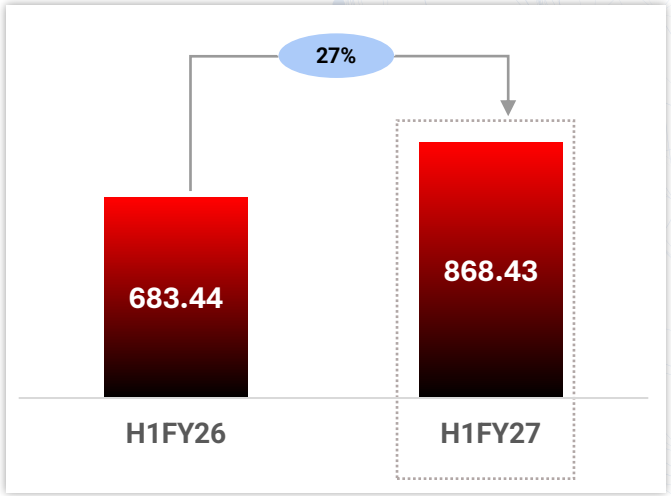


Profit After Tax (In Cr.)

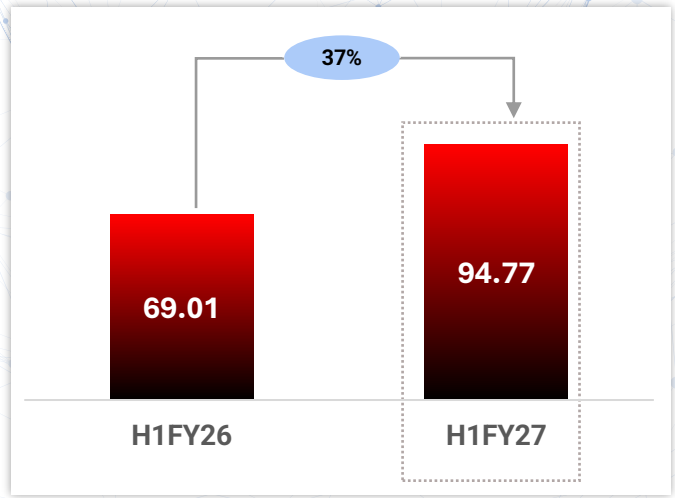


H1 FY27

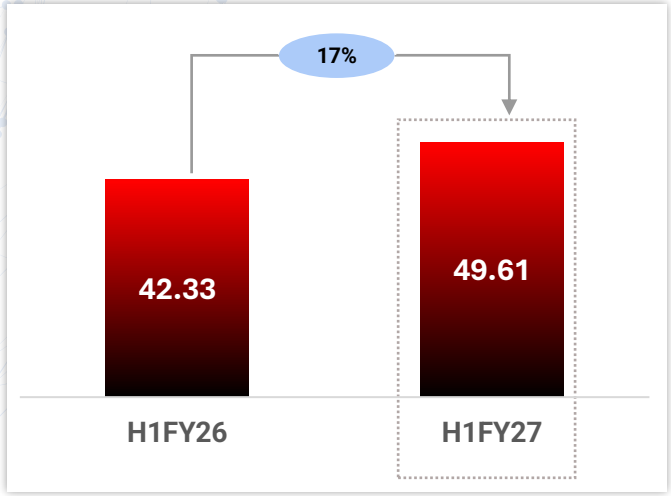
Total Income (In Cr.)



EBITDA* (In Cr.)



Profit After Tax (In Cr.)



** Excludes Other Income*

Q2 & H1 FY27 Financial Performance

Particulars (Rs. Cr)	Q2FY27	Q2FY26	YoY	Q1FY27	QoQ	H1FY27	H1FY26	YoY
Revenue from Operations	551	352	56%	314	76%	865	681	27%
Total Expenditure	497	315	58%	273	82%	770	612	26%
EBITDA*	**55**	**37**	**47%**	**40**	**36%**	**95**	**69**	**37%**
Depreciation & Amortization	8	3	202%	8	0%	16	4	289%
Profit Before Interest & Tax	**46**	**35**	**35%**	**32**	**45%**	**79**	**65**	**21%**
Finance Cost	8	5	64%	7	15%	16	10	55%
Other Income	2	1	43%	2	17%	3	2	54%
Profit Before Tax	**40**	**31**	**30%**	**26**	**51%**	**66**	**57**	**17%**
Tax	10	8	26%	7	53%	17	15	15%
Net Profit	**30**	**23**	**31%**	**20**	**51%**	**50**	**42**	**17%**
Earnings per share (Rs.)	**23.40**	**17.82**	**31%**	**15.54**	**51%**	**38.95**	**33.26**	**17%**

** Excludes Other Income*



II. Business Overview

Dy-verse Tech, Powering the Next

One of India's Fastest Growing Digital Infrastructure Platforms

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01 By the Numbers

₹865 cr
H1FY27 Revenue

₹95 cr
H1FY27 EBITDA

27%
FY21-26 Revenue CAGR%

₹2,843 cr
Current Order Book

1100+
Employees

1500+
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.

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

05 Blue-Chip Clientele

भारतीय स्टेट बैंक State Bank of India With you - all the way
LIC भारतीय जीवन बीमा निगम
pnb
certin
MCGM
BMW
Godrej GODREJ & BOYCE
Uber
Union Bank of India
बैंक ऑफ़ बड़ौदा Bank of Baroda
NPCI
Booking.com
Atos
PayPal
Gartner
S&P Global
Tech Mahindra
सेन्ट्रल बैंक ऑफ इंडिया Central Bank of India
ICICI Bank
CRIS
amazon
facebook

Integrated IT Solutions Portfolio

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

Offerings

Data Centre and Cloud Infrastructure

End-to-end capabilities to **design, build, optimise and modernise** data centre infrastructure

Custom designed and cost-efficient solutions for future business needs

Long term contracts with key domestic and global clients

Network and Security

High output **network design and monitoring** with **centralized management** solutions

Integrated cybersecurity solutions for early risk assessment and mitigation

Leading clients in the BFSI space

Digital Workplace Solution

Complete bouquet of **cost-effective workplace technologies** to meet rising automation needs

Solutions strengthening workplace **productivity & throughput rates**

Serves large pool of BFSI and global enterprises like **PayPal, S&P, Uber**, etc.

IT Managed Services

Full spectrum of embedded and independent managed services

Well diversified customer base with **large global and PSU client** pool

Superior service delivery with implementation and managed services for leading technology brands like **Apple, HPE, Cisco, Microsoft etc.**

Integrated IT Solutions Portfolio

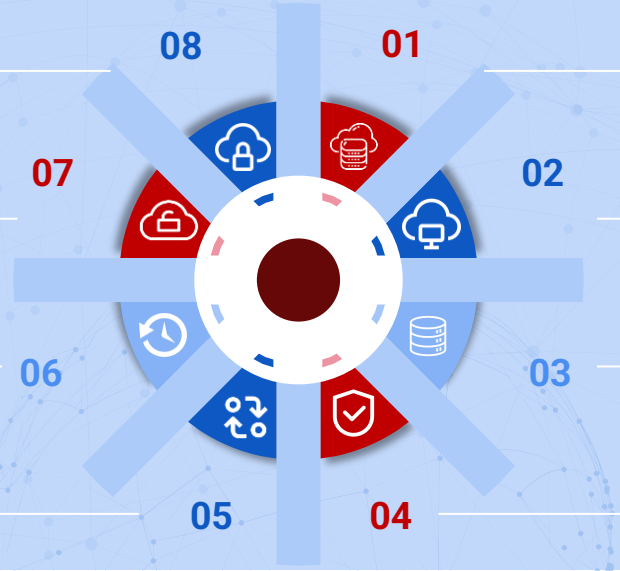
Revenue Contribution H1FY27

40%	12%	24%	24%

Data Centre and Cloud Infrastructure

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

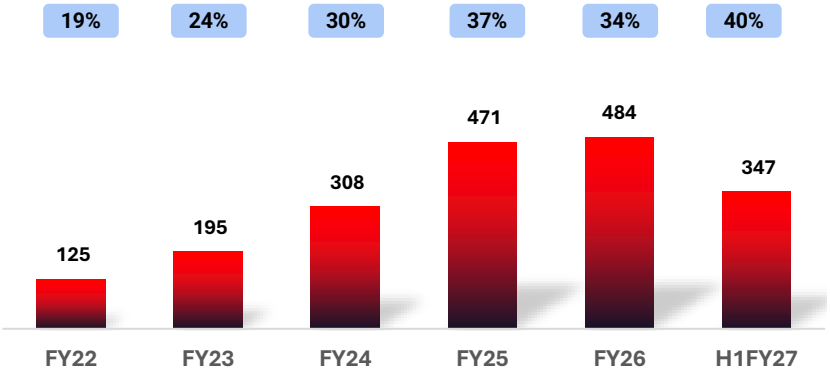
- 01 Hyper Converged Infrastructure
- 02 AI Infrastructure
- 03 Software Defined Storage
- 04 Enterprise Backup & Recovery Solutions
- 05 Data Replication – physical, virtual, database
- 06 DR automation
- 07 Hybrid Cloud Solutions
- 08 Private Cloud Solutions



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

CRIS, ICICI Bank, MPSEDC, Municipal Corporation of Greater Mumbai, SBI, NPCI, Bank of Maharashtra, Union Bank of India, Central Bank of India, Canara Bank

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:
$10B (2025) → $22B (2030)

Capacity:
4x Scale from **1.5 GW → 7.0 GW**

~23 %
CAGR

$90B
Infrastructure Investment Pipeline

70GB / Mo
Projected data usage per smartphone by 2031

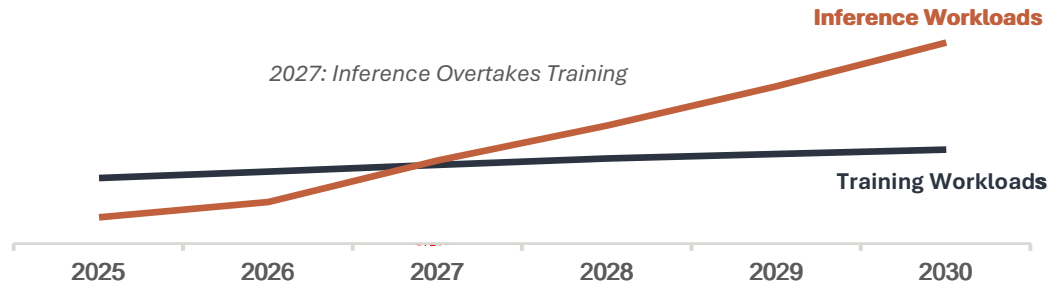
Source: Next Move Strategy Consulting

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	~2.3%(FY26) – 5%(FY30)	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



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

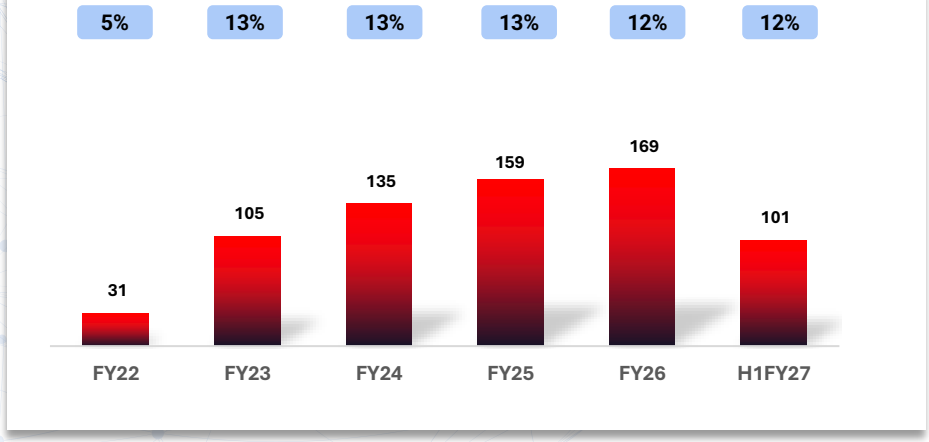
Cybersecurity & SOC: Proactive Risk Management to Resilience

- **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

Bank of Baroda, BSNL, CIDCO, CSPGCL, colt, SBI, ESIC, sidbi, Municipal Corporation of Greater Mumbai, LinkedIn, MSC Bank

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

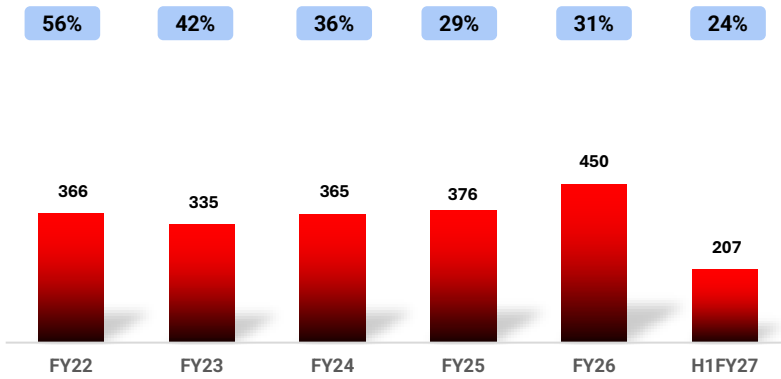
Employee Challenge

- 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

Bank of Baroda, Central Bank of India, LIC, Uber, GIL Gujarat Informatics Limited Recruitment, J&K Bank, Gartner, S&P Global, Reserve Bank of India, amazon

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

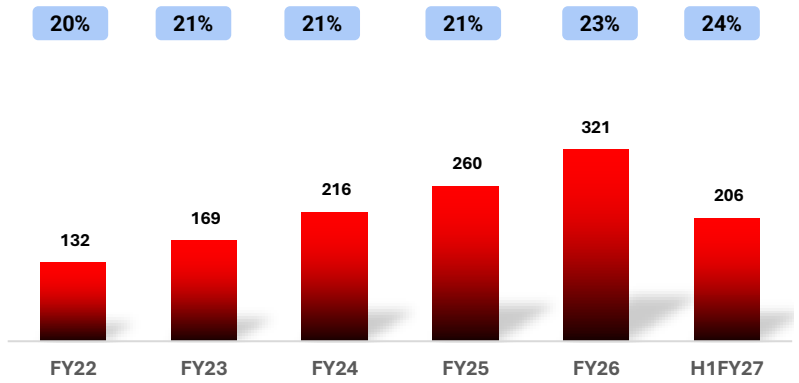
Managed Services - **Other Independent Managed Services Contracts**

- 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

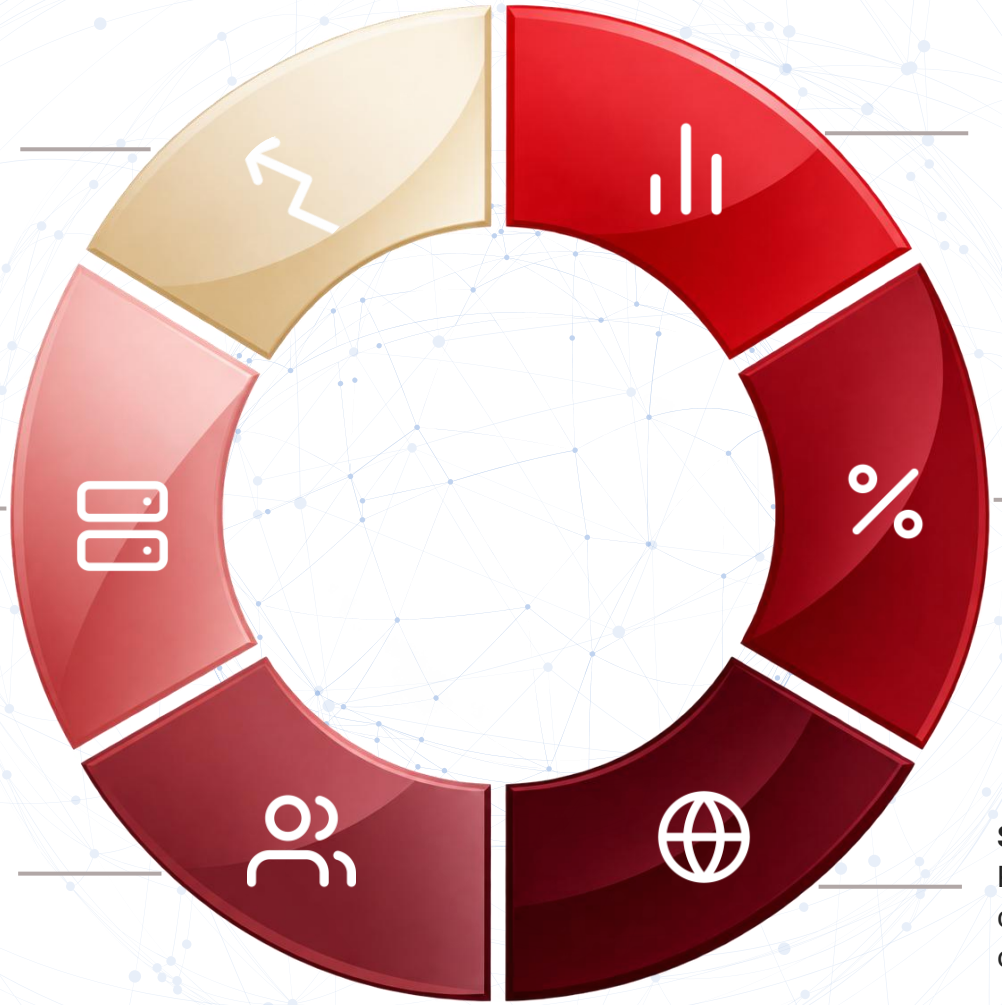
MSC Bank
Commercial Taxes Department Government of Rajasthan
EXIM INDIA
block
SBI
facebook
BHEL
Godrej & Boyce Mfg. Co. Ltd
JACOBS
LIC
MAHANAGAR GAS
Municipal Corporation of Greater Mumbai
pnb

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

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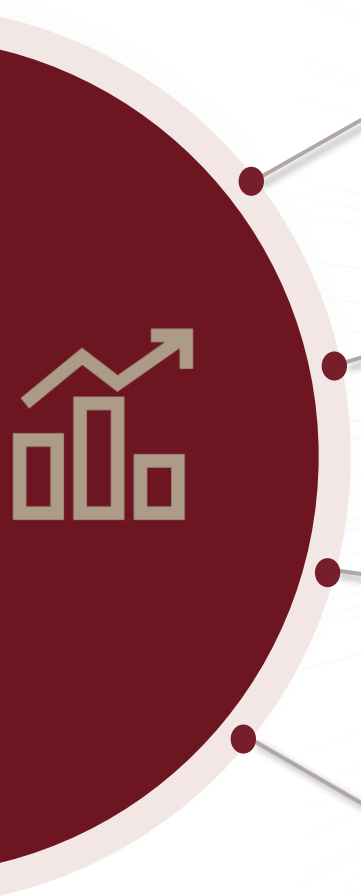

01 BUSINESS MIX SHIFT

Higher contribution from:

- Data Centre Infrastructure
- Private Cloud
- AI Infrastructure
- Cybersecurity

02 MANAGED SERVICES GROWTH

- Higher recurring revenue contribution
- Better margin profile than traditional product-led projects

03 OPERATING LEVERAGE

- Centralized delivery capabilities
- Existing nationwide infrastructure
- Increased productivity from scale

04 CROSS-SELLING

Ability to sell multiple services to the same customer:

Build → Deploy → Manage → Secure → Refresh

Proven Execution Across Mission-Critical & Nationwide IT Programs

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

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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

To OEMs and Technology Partner…

01 Extensive access into customer's technology roadmaps

02 Distribution capabilities

03 Expertise in outsourcing complex implementations

04 Proactive customer service

05 Leading solutions in workspace, cyber, networking and cloud

Value Proposition

DYNACONS
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Trusted solutions and services provider to the largest and fastest growing companies in India and abroad

…To Customers

01 Inventory and demand management

02 IT asset lifecycle management

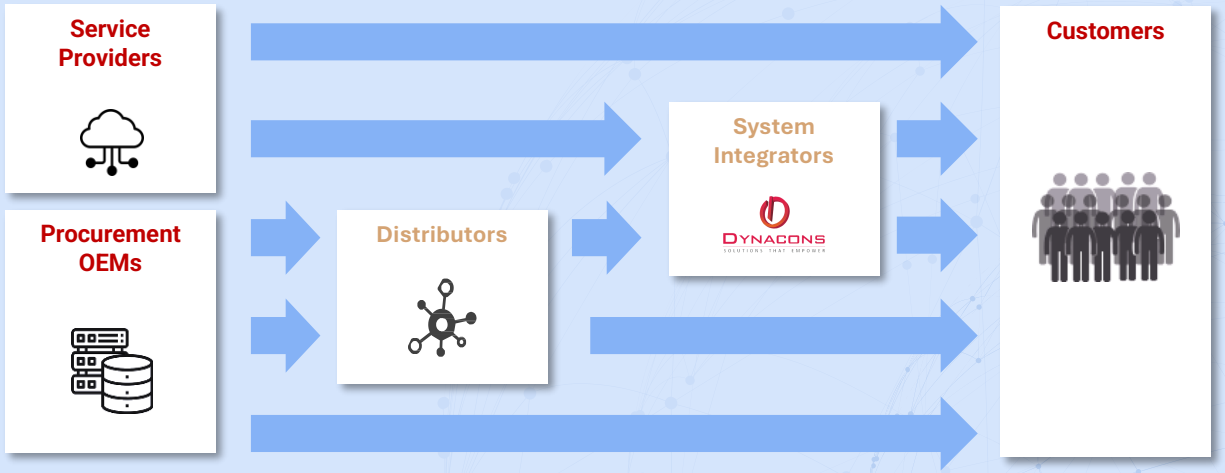
03 Ability to localize solutions across remote locations

04 Extensive support through flexible and agile operations

05 Commercial and technical Knowledge of IT products and services

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

Access to customer network

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

Focus on core strengths of product building

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

For Customers

Customized integrated offerings

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

Service advantage

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.



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: 1500+ 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.

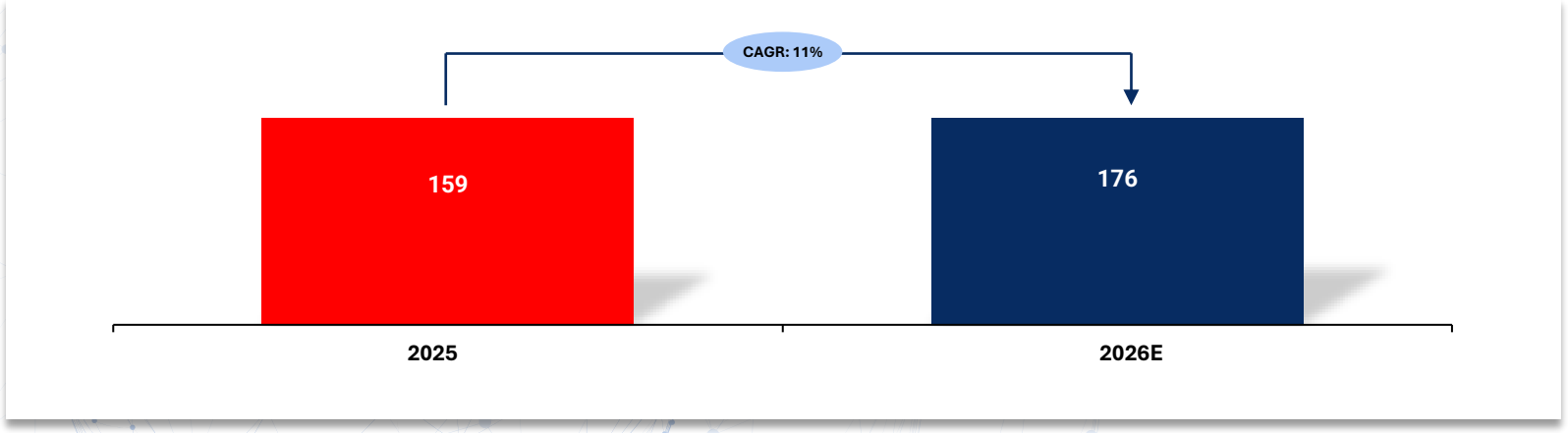
Lack of in-house expertise and resources

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

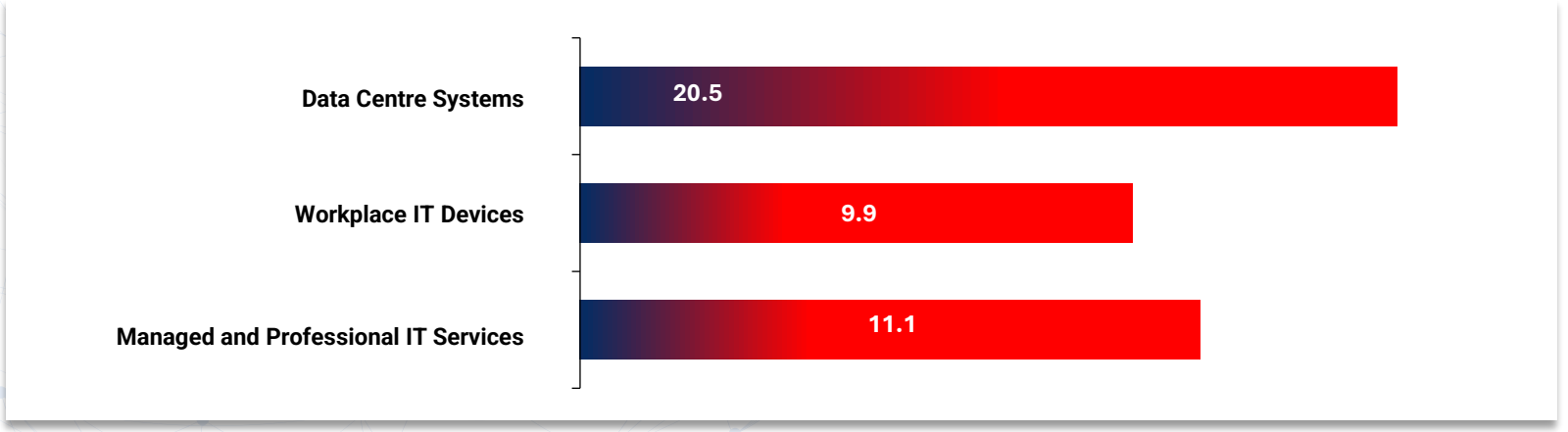
Cost effectiveness of outsourced services.

02 Summary Financials

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



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

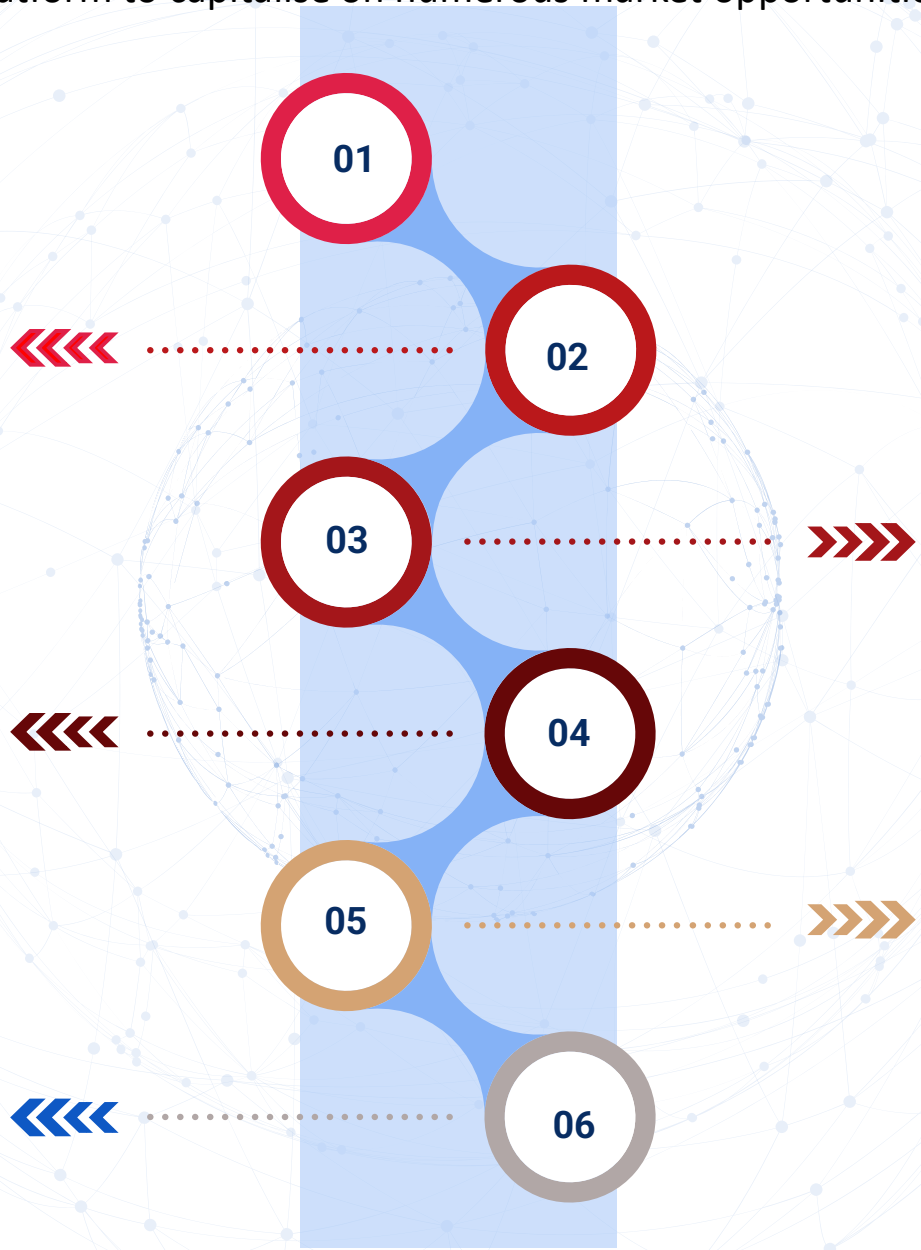




III. Strategic Focus

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.

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:** 24×7 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

Bank of Baroda, MCGM, LIC, MSC Bank, BSNL, SBI, pnb, amazon, facebook

Data Centre and Cloud Infrastructure / Networking and Security

Digital Workplace Solution / Managed 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 .

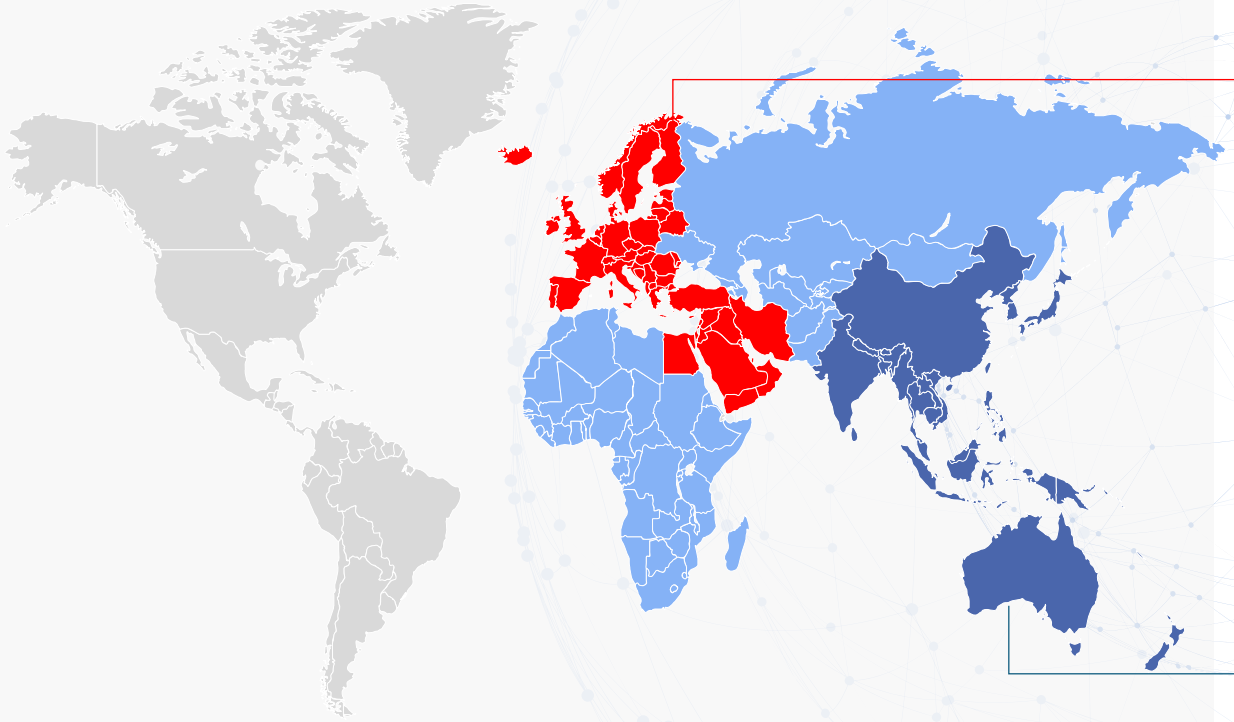
03 *Dynacons has successfully leveraged upselling opportunities in the past*

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 Dyancons.
- 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 Dyancons 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

Acquisition Targets	Target Capabilities	Strategy / Rationale
01 **AI infrastructure specialists:** GPU/AI platform integration, MLOps/observability, AIOps tooling	• Agentic AI engineering: Autonomous agents for IT & security ops with human oversight. • AI-enabled operations (AIOps): AI orchestration, predictive analytics & automated capacity planning. • AI advisory & governance: Risk monitoring, compliance mapping & responsible AI frameworks. • AI-ready infrastructure: HCI/SDS & cloud-native platforms optimized for AI workloads.	• Customers are moving from pilots to enterprise-scale AI adoption and want partners who can deliver both AI-ready infrastructure + AI-driven operations as outcomes. • Agentic AI improves speed/quality of operations (IT + security) and increases managed services attach + stickiness.
02 **Cybersecurity services:** SOC operator, IR/forensics team, GRC/compliance specialists	• Next-Gen SOC expansion: Automated detection, threat hunting & intelligence-led monitoring. • Incident response & forensics: Standardized IR, cyber drills & on-demand forensic services. • AI-driven cybersecurity: AI threat intelligence, assisted investigations & automated red teaming. • Integrated control stack: SIEM/SOAR, IAM/PIM, DLP, NAC, NGFW & cloud security integration.	• Cybersecurity is increasingly a managed/recurring spend category; scaling SOC-led offerings strengthens annuity revenues. • AI-native security is becoming mainstream; the AI led Cybersecurity direction helps accelerate AI-led differentiation (GRCortex AI / Hexashield AI / Cyber TiX AI).
03 **Data centre lifecycle capability:** DC design + build + managed operations augmentation	• DC design & assessment: Design, consulting & continuity audits as lifecycle programs. • Modernization initiatives: Consolidation, migration, virtualization & HCI/SDS upgrades. • Managed DC operations: Server, storage, backup, monitoring & security management. • AI-ready data centres: AIOps, predictive operations & capacity planning by default.	• Customers want a single partner to build → run → modernize → secure data centres over multi-year cycles, which increases lifetime value and cross-sell into managed services and security. • Strengthening lifecycle ownership improves quality of revenue (recurring/annuity mix) and margin profile through service attach.

Expanding Managed Services and Lifecycle Revenue

Traditional IT Engagement

Design → Deploy → Project Completion

Dynacons Engagement Model

Design → Deploy → Operate → Monitor → Refresh → Renew

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.

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

Bank of Baroda, Bank of India, Central Bank of India, EXIM INDIA, GP PARSIK BANK, ICICI Bank, IDBI BANK, LIC, NABARD, NPCI, pnb, Reserve Bank of India, Union Bank of India, State Bank of India, UCO BANK

PSUs

BSNL, BHEL, CRIS, certin, GOVERNMENT OF GOA, GNFC, HP, MAHANAGAR GAS, MCGM, MHADA, ocac Odisha Computer Application Center, ONGC, POWERGRID

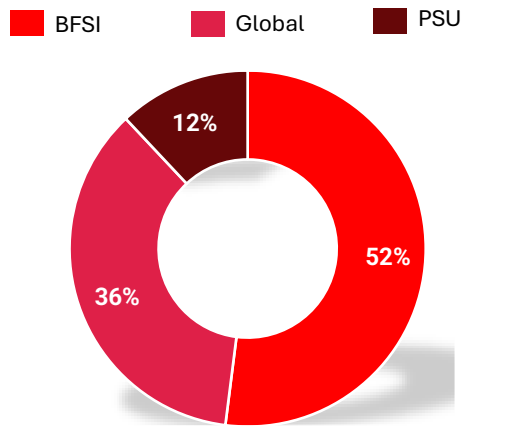
Global and Enterprise

Abbott, accenture, airbnb, amazon, Atos, BMW, BRITISH AIRWAYS, CIBIL, ebay, facebook, Gartner, Google, GODREJ & BOYCE, H&M, JACOBS, NISSAN, NOVARTIS, PayPal, S&P Global, Sterlite Tech, SUTHERLAND, Tech Mahindra, Uber, UiPath, Volkswagen, wework

02 Diversified Client Contributions

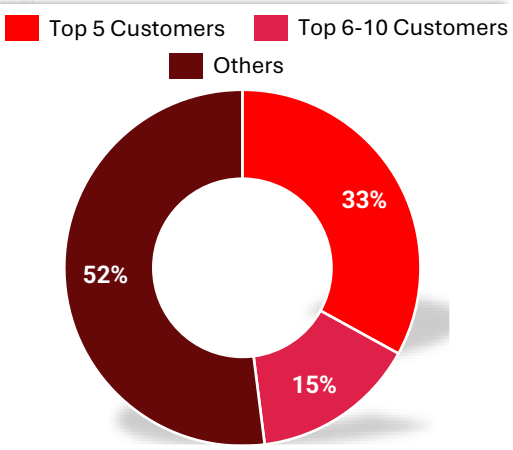
*High customer stickiness across sectors with **repeat & re-occurring business***

By Industry (FY26)



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

Top Clients (FY26)



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

- Cisco
- Dell
- Hewlett Packard Enterprise
- IBM
- Microsoft
- NetApp
- Nutanix
- Oracle
- Redhat
- Symantec
- Veeam
- VMware

Network and Security

- Arete
- Arista
- Aruba
- Audiocodes
- Blackkite
- Cisco
- Check Point
- Fortinet
- IBM Radar
- Infoblox
- Juniper Networks
- McAfee
- Paloalto Networks
- Qualys
- RSA
- Rubrik
- Silverpeak
- Tenable
- Versa
- VMware

Digital Workplace Solutions

- Acer
- Apple
- Canon
- Dell
- Epson
- HP / Hewlett Packard
- Intel Channel Partner
- Jabra
- Jamf
- Lenovo
- Logitech
- Microsoft
- Poly

02 Top Partnership Highlights

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

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

02 Sector focus

Focus on additional new verticals showing significant potential

- **Technology**
- **Healthcare**
- **Fintech**
- **Education / Ed-tech**
- **Smart Cities**

03 Strong order momentum

Bidding Pipeline

Segment	Opportunity (₹ cr)
DC & Cloud	3,450
Networking	1,550
Workplace Solutions	950
Managed Services	975
Total	**6,925**

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

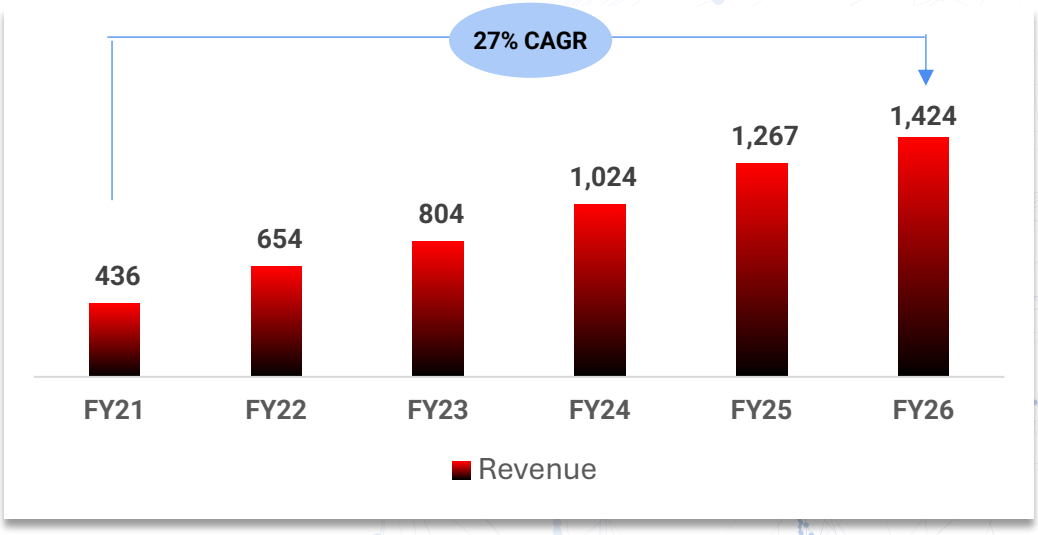
03 **Need for technology partners** in their digital journey

Dynacons is well positioned to exploit this opportunity

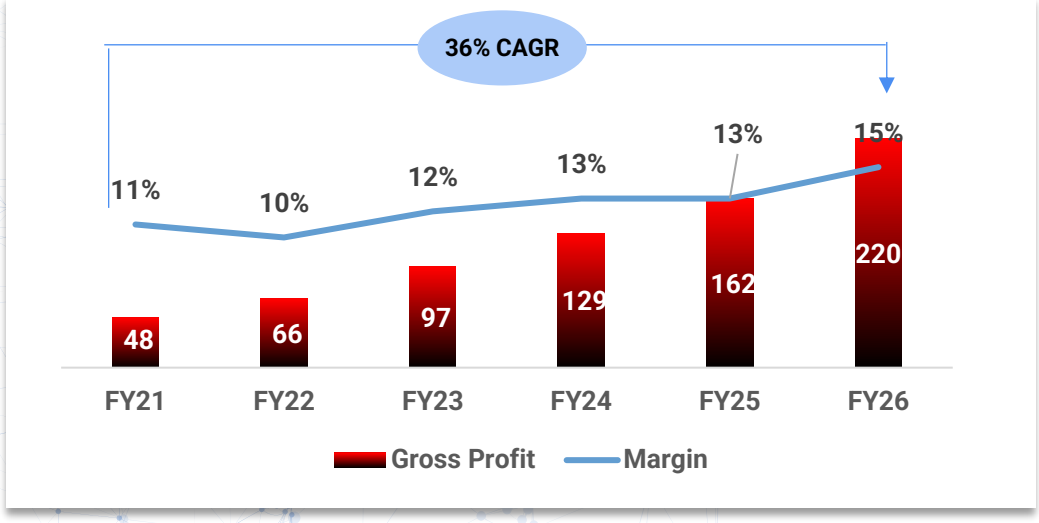
- **Direct presence and coverage at more than 1500 locations** in India ensures **access to remote branches** of PSU companies and banks.
- **Strong and growing relationship** with legacy clients shows Dynacons' **experience in cross selling its services.**
- Successful execution of **projects like e-passport** demonstrates its **ability to handle complex** digital transformation projects.

Robust Financial Performance

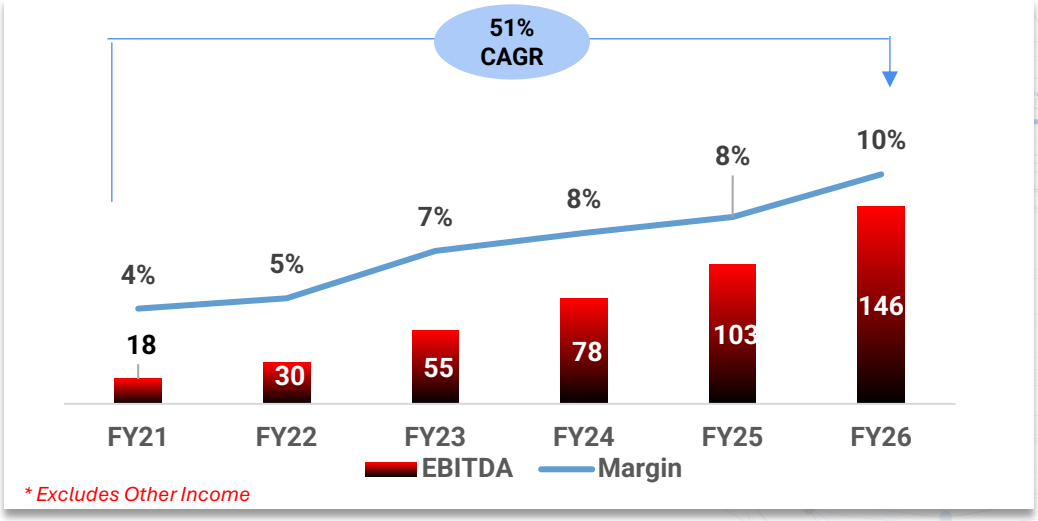
Revenue from Operations



Gross Profit & Gross Margin

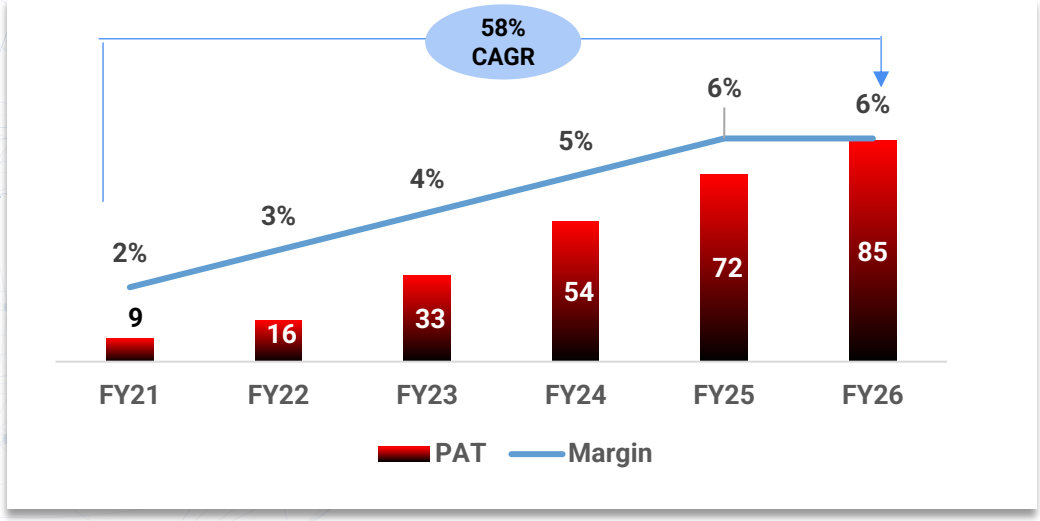


EBITDA* & EBITDA Margin



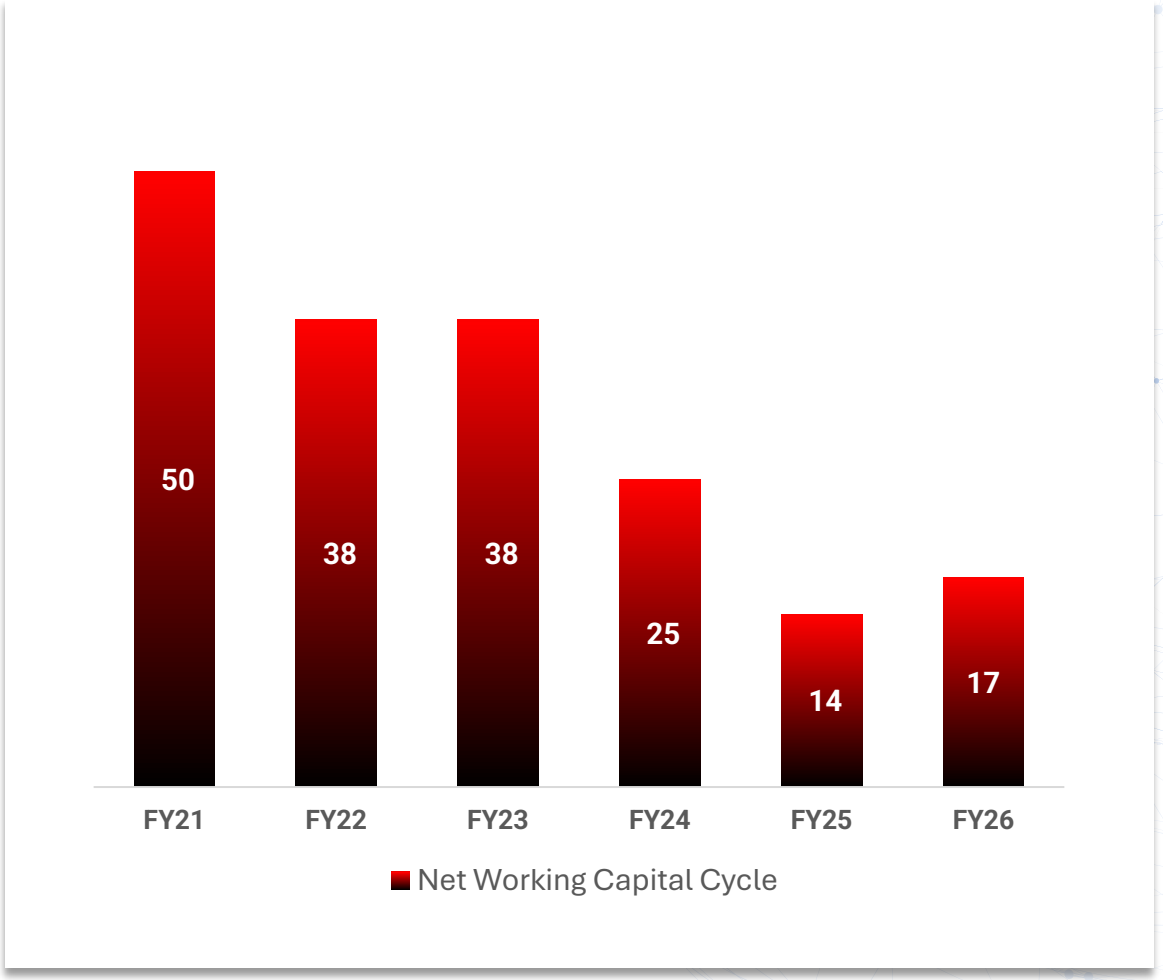
** Excludes Other Income*

PAT & PAT Margin

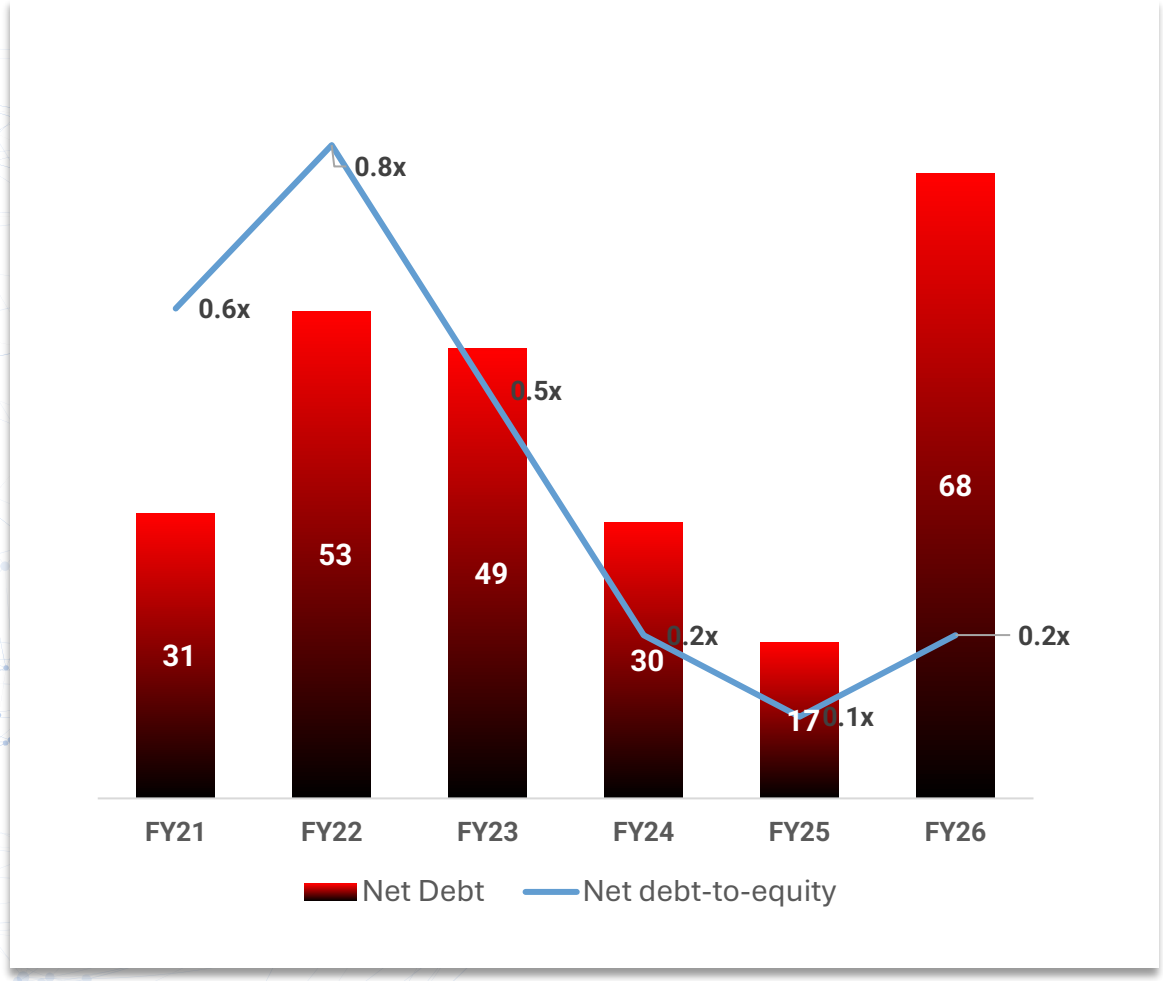


Healthy Balance Sheet & Working Capital Discipline

Net Working Capital Days



Net debt & Debt to Equity



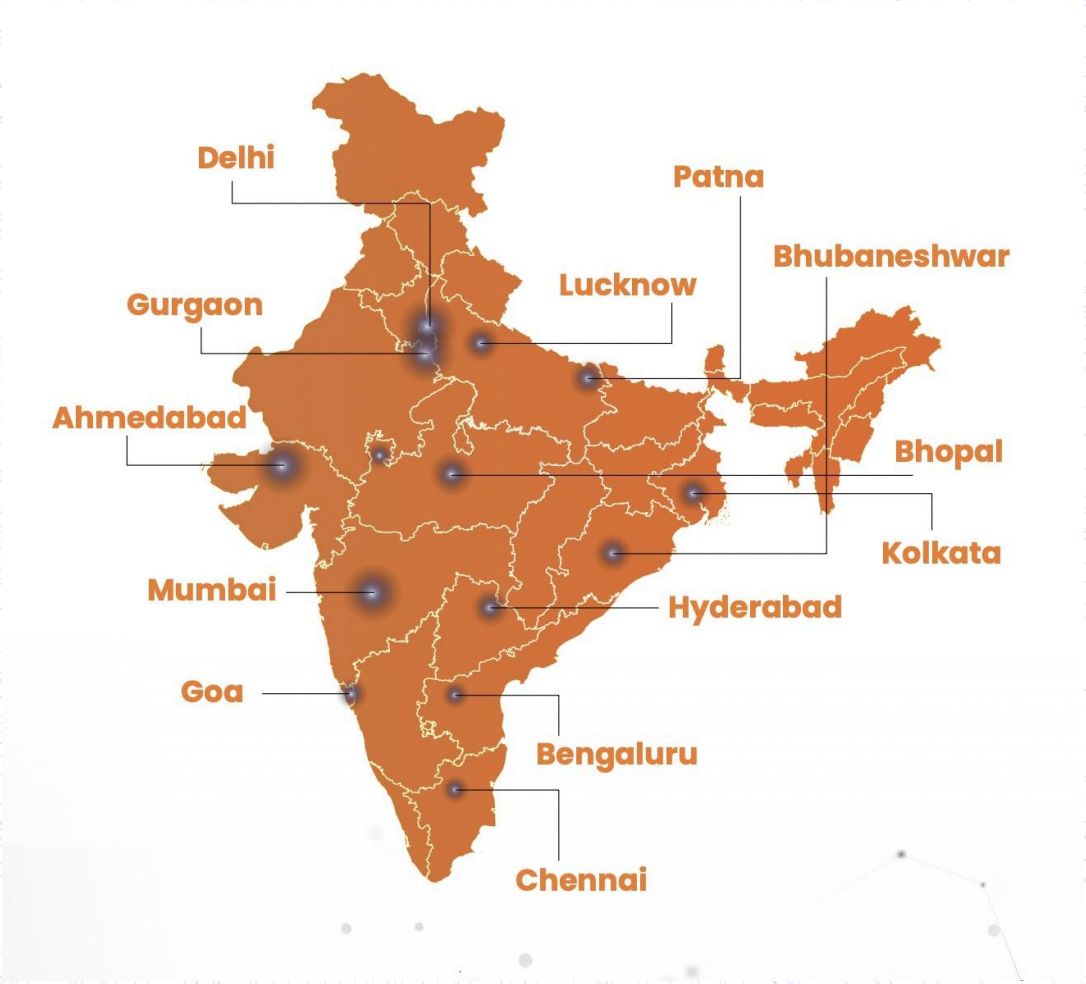


IV. Annexure

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

1995 – 2000
Foundation of the firm

2001 – 2019
Addition of key customer accounts and strategic partnerships

2019 – 2023 and beyond
Ambition to become a global IT solutions and services provider

1995
Incorporation and became '**Genuine Intel' dealer** by selling Intel Processor based servers and desktops

1998
Associated with Intel, Inc. as a '**Intel Premier Provider**'

2000
Dynacons **listed on the Indian stock exchange**

2002
Receipt of major SI orders from government and PSUs

2006-08
Receipt of orders from key BFSI clients for managing their IT infrastructure and networking for their offices and branches.

2011-12
Strategic partnership with key OEMs such as IBM Global Technology Services, Vmware, Apple, Godrej, Aruba

2020
Major contract wins in the category of Hyper-Converged Infrastructure, Private Cloud and SD-WAN

2021
Multiple **Recognitions and Awards** from Technology vendors and Industry bodies

2026 & Beyond
AI infrastructure, data centre modernization, and **cybersecurity (especially SOC-led managed security)**- built on Dynacons' integrated delivery platform and repeat/recurring revenue model

Recent Industry Awards and Recognitions

HPE Solution Provider of the Year & Partner of the Year Award 2025

System Integration Partner of the Year 2025

Best Lenovo DaaS Partner of the Year 2025

Leading Mid-Corporates of India 2026

Financial Times High-Growth Companies Asia-Pacific 2026

TIME India's Fastest-Growing Companies 2026

Best Region SI – Govt Business (West Region) Acer & Intel Pinnacle Club 2025

"Spirit of Partnership" Award Motadata Amplify: Partner Connect Mumbai 2026

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	H1FY27
Revenue from Operations	**654**	**804**	**1,024**	**1,267**	**1,424**	**865**
Gross Profit	66	97	129	162	220	136
EBITDA*	**30**	**55**	**78**	**103**	**146**	**95**
EBITDA Margin %	*4.7%*	*6.8%*	*7.6%*	*8.1%*	*10.2%*	*11.0%*
Depreciation and amortisation	1	1	2	2	15	16
Earnings Before Interest & Tax	29	53	76	102	131	79
Finance Cost	9	11	9	11	23	16
Other income	2	2	4	7	6	3
PBT	22	45	72	97	114	66
Tax	6	11	18	25	29	17
Net Profit	**16**	**33**	**54**	**72**	**85**	**50**
Earnings Per Share (EPS) In Rs.	**15.36**	**27.78**	**42.41**	**57.01**	**66.64**	**38.95**

** Excludes Other Income*

Historical Balance Sheet

Particulars (INR in Cr)	FY2023	FY2024	FY2025	FY2026	H1FY27
Shareholder's Equity					
Share Capital	13	13	13	13	13
Other Equity	92	145	218	302	351
Non-Controlling Interest	-	0	0.1	0.2	0.1
Total Equity	**105**	**158**	**231**	**315**	**364**
Non-Current Liabilities					
Long term Borrowings	16	9	3	2	1
Lease Liabilities	3	2	64	114	91
Long Term Provisions	3	3	4	5	5
Other Long Term Liabilities	0.1	0.2	0.2	0.2	0.2
Total Non-Current Liabilities	**21**	**15**	**71**	**120**	**98**
Current Liabilities					
Short Term Borrowings	49	24	49	80	72
Lease Liabilities	1	1	23	42	44
Trade Payables	219	382	396	446	589
Other Current Liabilities	7	8	7	10	18
Total Current Liabilities	**277**	**415**	**475**	**578**	**722**
Total Equity and Liabilities	**403**	**587**	**777**	**1,013**	**1,185**

Particulars (INR in Cr)	FY2023	FY2024	FY2025	FY2026	H1FY27
Non-Current Assets					
Property, Plant and Equipment	4	3	8	68	62
Right-of-use assets	3	2	2	90	80
Capital work-in-progress	-	0.3	24	3	3
Investments	1	1	1	1	1
Other Financial Assets	2	3	60	35	23
Deferred Tax Assets (Net)	0.4	1	1	6	10
Other Non Current assets	-	-	38	32	30
Total Non Current Assets	**9**	**10**	**133**	**235**	**208**
Current Assets					
Inventories	37	73	58	16	39
Trade receivables	301	402	437	602	748
Cash and cash equivalents	16	3	35	13	14
Other balances with banks	30	85	70	99	124
Short-term loans and advances	0	1	4	4	6
Other financial assets	6	7	27	35	30
Other current assets	3	7	14	9	15
Total Current Assets	**393**	**578**	**644**	**778**	**976**
Total Assets	**403**	**587**	**777**	**1,013**	**1,185**

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