ANNUAL REPORT

DYNAMATIC TECHNOLOGIES LIMITED



survive proliferate...



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"It is not the strongest of the species that survive, nor the most intelligent, but the one most responsive to change."

- attributed to Charles Darwin

Dear Fellow Shareholder,

On behalf of the Board of Directors of Dynamatic Technologies Limited and its Subsidiaries, I take pleasure in presenting you with audited financial statements for the year 2008-2009.

During the year under review, Your Company along with its Subsidiaries has recorded a growth rate of 9.69% in aggregated sales. Gross Sales of Rs. 4845.18 Million* (aggregated with Subsidiaries) was the highest ever recorded.

The graph on the right shows Your Company's growth over the past 17 years.

Most of our shareholders have owned and held their shares for a long time, and are aware of the Dynamatic[®] narrative. For the benefit of our newer shareholders, I will take a moment to relate this story.

Your Company was originally called Dynamatic[®] Hydraulics Limited, and was engaged in the manufacture of Hydraulic Gear Pumps for agricultural tractors. Despite its modest beginnings, Your Company was able to compete with much larger MNC competitors, and today, has grown into one of the world's leading manufacturers of Hydraulic Gear Pumps.

In addition, Your Company has built a unique vertically integrated business model with its own scientific knowledge, metallurgical capabilities, precision manufacturing, and systems design and build capabilities. Its precision engineering competencies have been broadened to include Automotive and Aerospace production, in addition to its original business of Hydraulics.



In the earlier years, JKM Daerim[®] has been identified separately on the bar chart above. With effect from 2007-08, the merged entity is shown as a single bar. The Aggregated Sales for 2008-09 also includes the turnover of Rs. 26.65 crores, recorded by Your Company's wholly owned Subsidiary, DM 38 Limited, UK, over a period of 6 months and also the turnover of Rs. 85.71 crores of Your Company's wholly owned Subsidiary, Dynamatic Limited, UK, for the entire year.

*Rs. 10 million = Rs.1 crore

Your Company benefits greatly from its organisational architecture as it can freely seek new opportunities and serve diverse markets. Indeed, it is this very adaptability that has enabled Dynamatic[®] to survive numerous challenges, and to flourish and proliferate through good times and bad. The year under review has been one of the most challenging ever, with global markets collapsing, material prices and currency values see-sawing wildly. Additionally, India's interest rates were raised sharply to contain inflation in an election-year.

As a result, Your Company's operations were affected during the second half of the fiscal period, as customers around the world started deferring purchases and slashing inventories. This is reflected in the year's financials.

"Chaos is inherent in all compounded things. Strive on diligently..."

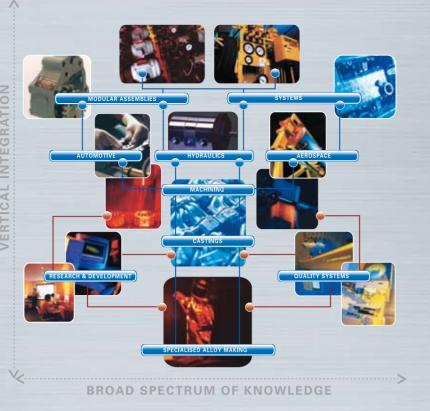
- The Buddha

However, hidden under the headline numbers are some interesting little gems...

Utilising spare capacity during lean months, Your Company was able to successfully develop and prototype a record number of new products.

The Airbus A320 Flap-Track Beam under production at 'Prana', Dynamatic®'s new Aerospace facility





Your Company has also established a new aerospace facility to build Flap-Track Beams for EADS and Spirit AeroSystems. In less than a year, Your Company will become the single-source supplier of these flightcritical assemblies for Airbus' A318, A319, A320 and A321 aircraft.

Your Company has also raised capital from outside its shareholder base for the first time since the IPO in 1974, through a Qualified Institutional Placement (QIP).

> This money has been utilised towards the acquisition of two strategic assets by Your Company...

The first, Oldland Aerospace[™], located at Bristol, UK is one of the finest centers of excellence for complex aerospace machining in the western world. It is a crucial element in Your Company's 'Yellow Brick Road' strategy detailed later.

> Your Company has also acquired a 12MW wind-farm at Coimbatore which provides JKM Automotive[™] and Dynametal® with sustainable (and free) energy.



Oldland Aerospace Limited, UK Bristol, UK

Both these investments are profitable and already contribute to Your Company's earnings, even as they are part of longerterm organisational design.

The Yellow Brick Road Strategy envisages the creation of a global aerospace supply chain by Dynamatic Aerospace®, that creates new value for the Company, while providing secure cost-benefits to global majors like Airbus, Boeing and Spirit. This will enable Your Company to seize opportunities that flow from India's offset policies as they arise. The phenomenon of change is forever present,



The Dynamatic[®] leadership team comprising of Udayant Malhoutra, Raymond Lawton & James Tucker with Lord Mervyn Davies, the UK Government's Minister for Trade & Industry. During their meeting with the Minister, the Dynamatic[®] team presented the 'Yellow Brick Road' strategy and was greatly encouraged by the Minister who provided many ideas with respect to Your Company's globalisation efforts.

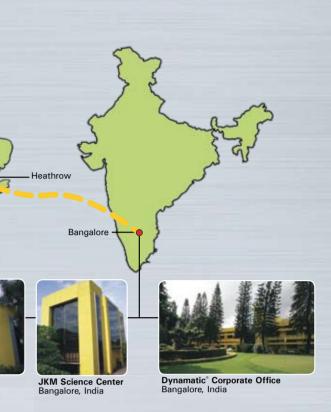
Dynamatic Aerospace

Bangalore India

Your Company has been designed to survive any environment and flourish, and the leadership team at Dynamatic[®] remains confident in its abilities to continue on its existing high growth curves.

On behalf of our Board of Directors and Senior Management, I thank you for your continued support.

YELLOW BRICK ROAD STRATEGY



whether in Nature or in the World of Man. And adaptive organisations, like natural creatures, evolve fastest in times of greatest stress.

"Intelligence is the ability to adapt to change"

- Stephen Hawking

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Udayant Malhoutra Chief Executive Officer and Managing Director

R P O R A T E STRUCTU С 0 R E



*N Rajagopal, Executive Director & Chief Operating Officer, Dynamatic[®] Hydraulics and Dynametal[®], was redesignated as Executive Director & Chief Technology Officer of Dynamatic Technologies with effect from 30th June, 2009

> Your Company's Organisational Structure is based on a network of highly talented people who have been empowered to deliver results. A concerted effort has been made to remove hierarchy in everything we do.

JKM RESEARCH FARM LIMITED

Chairman Director Director Mr. V. Sunder Auditors M/s Prasad & Kumar Chartered Accountants, Bangalore

JKM GLOBAL PTE LIMITED, SINGAPORE

Chairman Mr. Udayant Malhoutra Director Mr. V. Sunder Director Mr. Lim Tiong Beng Auditors RSM Chio Lim LLP. Public Accountants and Certified Public Accountants, Singapore

DYNAMATIC LIMITED, UK

Chairman Mr. Udayant Malhoutra Director Director Mr. V. Sunder Executive Director & Chief Operating Officer Mr. Raymond Keith Lawton Technical Director & Chief Technology Officer, Hydraulics Mr. Ian Patterson Auditors PricewaterhouseCoopers LLP, Bristol

OLDLAND AEROSPACE LIMITED, UK

Chairman Mr. Udayant Malhoutra Director Mr. V. Sunder Director Mr. Raymond Keith Lawton Director Ms. Claire Tucker Auditors PricewaterhouseCoopers LLP, Bristol

YEW TREE INVESTMENTS LIMITED, UK

Chairman Director Mr. V. Sunder Director Mr. Raymond Keith Lawton Auditors PricewaterhouseCoopers LLP, Bristol

DM 38 LIMITED, UK

Chairman Mr. Udayant Malhoutra Director Director Auditors PricewaterhouseCoopers LLP, Bristol

REGISTERED OFFICE

Dynamatic Park Peenya Bangalore 560 058

KEY FACILITIES

Dynamatic Park Peenya Bangalore 560 058 India

JKM Park SIPCOT Irrungattukottai Sriperumbudur Tamil Nadu 602 105 India

Cheney Manor, Swindon, Wiltshire SN2 2PZ, England

Jarvis Street Barton Hill Bristol BS5 9TR, England

AUDITORS

Price Waterhouse & Co., Chartered Accountants, Bangalore

COMPANY SECRETARY

Ms. G. Haritha

REGISTRAR & TRANSFER AGENTS

Karvy Computershare Pvt. Ltd Vittal Rao Nagar, Madhapur, Hyderabad 500 081

BANKERS

State Bank of India State Bank of India, London Punjab National Bank (International) Limited Punjab National Bank **DBS Bank Limited** Standard Chartered Bank Citibank HDFC Bank **ICICI** Bank Axis Bank Limited Kotak Mahindra Bank Limited

FINANCIAL INSTITUTIONS

GE Capital Services India

DYNAMATIC TECHNOLOGIES LIMITED

Chairman

Mr. Vijai Kapur

Management Consultant

During an illustrious career, he was heading GKW Limited as Dy. Managing Director, and was also past President - AIEI (now called CII)

Director

Dr. K. Aprameyan

Distinguished Technocrat He is credited with the growth of Bharat Earth Movers Limited where he retired as Chairman and Managing Director. He was also a Member of the National Council, Confederation of Indian Industries (CII) and the Governing Council, Institute of Robotics and Intelligence Systems (IRIS)

Director

Air Chief Marshal S. Krishnaswamy (Retd.) Distinguished Former Head of Indian Defence Services

He is credited with bringing focus towards indigenous capabilities as an additional strategic dimension of National Security Policy. He retired as the Commander of India's Defence forces in the capacity of Chairman, Chiefs of Staff Committee, 2004, in addition to serving as Chief of Air Staff, Indian Air Force, 2002-04.

Director

Mr. S. Govindarajan

Senior Banking Professional

Formerly the Managing Director & Group Executive (National Banking Group) of the largest bank in India, his illustrious career with the State Bank of India which included tenures as the Chief Financial Officer and Chief Treasury Officer, has endowed him with rich experience in finance & banking. He has also served as the Banking Ombudsman of the Reserve Bank of India.

Director

Mr. Govind Mirchandani

Management Consultant He has vast experience in developing and building leading brands in India. He has had a distinguished career which includes the positions of Executive Director & CEO, Reid & Taylor, Director, Brandhouse Retails Ltd., CEO & Director, Arvind Brands Ltd., President, Denim Division, Arvind Mills Ltd., and President & CEO, Personality Ltd.

Director

Ms. Malavika Jayaram Lawyer

An expert on Intellectual Property Rights, International Business Transactions and EU Law, she is a partner of Jayaram & Jayaram, Advocates. She has spent almost a decade practising law in Europe with

Allen & Overy, London and Citigroup, London where she was Vice President & Technology Law Counsel, before returning to India.

Director

Mr. Raymond Keith Lawton

Company Executive

Formerly the Executive Chairman, Sauer Danfoss (Swindon Unit), he is credited with the transformation of the Swindon unit into a state-of-the-art facility. He is the Executive Director & Chief Operating Officer, Dynamatic Limited, UK.

Executive Director & Chief Technology Officer

Mr. N. Rajagopal

Company Executive

He has over three decades' experience in production, design and engineering operations, having held positions of seniority in Dynamatic[®]. He was formerly Director Operations, and ED &COO, Dynamatic[®] Hydraulics and Dynametal[®].

Executive Director & Chief Marketing Officer

Mr. B. Seshnath

Company Executive

He has extensive marketing experience in Automotive, Pneumatic and Hydraulic industries, having worked with the TVS Group, Mahindra & Mahindra, Festo and Dynamatic[®]. He was formerly the Executive Director & Chief Operating Officer, JKM Daerim Automotive Ltd.

President & Group Chief Financial Officer Mr. V. Sunder

Company Executive

He has rich experience in Corporate Management, Law & Finance, having been the Company Secretary & Head Corporate Planning, Dynamatic[®]. He is a fellow member of the Institute of Company Secretaries of India and formerly CEO and Executive Director, JKM Daerim Automotive Ltd.

Chief Executive Officer & Managing Director

Mr. Udayant Malhoutra

Industrialist

He is credited with successfully initiating, nurturing and scaling to Industrial size, various technologies associated with all three sciences. In addition to his role at Dynamatic[®], he has been a Member, Board of Governors, IIT Kanpur (1997-2001), Chairman, Cll National Technology Committee, Member, CII National Council (2001-2002) and President, Fluid Power Society of India, 2004-09.

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AUDITORS' REPORT TO THE BOARD OF DIRECTORS OF DYNAMATIC TECHNOLOGIES LIMITED

- We have audited the attached Consolidated Balance Sheet of **Dynamatic Technologies Limited** ('the Company') and its subsidiaries (herein after referred to as 'the Group') as at March 31, 2009 and the related Consolidated Profit and Loss Account for the year ended on that date, and Cash Flow Statement for the year ended on that date, annexed thereto, which we have signed under reference to this report. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audit.
- 2. We have conducted our audit in accordance with auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.
- 3. We did not audit the financial statements of certain subsidiaries, whose financial statements reflect total assets of Rs. 1,679,860 as at March 31, 2009, total revenues of Rs.1,185,922 and net cash outflow amounting to Rs.26,275 for the year ended on that date. The financial statements and other information of these subsidiaries have been audited by other auditors, whose reports have been furnished to us, and our opinion, in so far as it relates to the amounts included in respect of these subsidiaries, is based solely on the report of other auditors.
- 4. We report that the consolidated financial statements have been prepared by the Company's management in accordance with the requirements of Accounting Standard 21, Consolidated Financial Statements, as notified in the

Companies (Accounting Standards) Rules, 2006.

- 5. Without qualifying, we draw attention to Note 25 on Schedule 20 to the financial statements explaining that these accounts have been prepared on a going concern basis although there has been breach of some covenants against certain bank borrowings which are under negotiation for relaxation.
- 6. Based on our audit and on consideration of the reports of other auditors on separate financial statements and on the other financial information of the components, in our opinion and to the best of our information and according to the explanations given to us, the attached consolidated financial statements give a true and fair view in conformity with the accounting principles generally accepted in India:
 - in the case of the Consolidated Balance Sheet, of the state of affairs of the Group as at March 31, 2009;
 - ii) in the case of the Consolidated Profit and Loss Account, of the Consolidated results of operations of the Group for the year ended on that date; and
 - in the case of the Consolidated Cash Flow Statement, of the consolidated cash flows of the Group for the year ended on that date.

S. Dutta Partner Membership No. : F 50081 For and on behalf of *Price Waterhouse & Co.,* Chartered Accountants

PLACE : BANGALORE DATE : 10th JULY, 2009

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CONSOLIDATED BALANCE SHEET AS AT MARCH 31, 2009

		2009	2008
		Rs.000	Rs.000
SOURCES OF FUNDS	Schedule		
Shareholders' Funds			
Capital	1	54,147	48,107
Reserves and Surplus	2	1,067,459	599,629
Minority Interest		1	1
Loan Funds			
Secured Loans	3	2,654,864	1,575,777
Unsecured Loans	4	182,066	176,165
Deferred tax liabilities (Schedule 20 Note 9)		218,612	154,068
		4,177,149	2,553,747
APPLICATION OF FUNDS			
a) Fixed Assets			
Gross Block	5	3,435,591	2,337,642
Less: Depreciation		1,098,005	722,416
Net Block		2,337,586	1,615,226
Capital Work-in-Progress		310,490	173,394
		2,648,076	1,788,620
b) Goodwill on Consolidation (Schedule 20 Note 16)		322,804	-
Investments	6	-	-
Foreign Currency Monetary Item Translation Difference Account [Schedule 20 Note 18(b)]		62,382	-
Current Assets, Loans and Advances			
Inventories	7	662,398	471,884
Sundry Debtors	8	965,522	791,683
Cash and Bank Balances	9	247,691	253,871
Other Current Assets	10	25,570	27,288
Loans and Advances	11	186,350	124,911
		2,087,531	1,669,637
Less: Current Liabilities and Provisions			
Liabilities	12	896,145	848,366
Provisions	13	47,499	56,144
		943,644	904,510
Net Current Assets		1,143,887	765,127
	20	4,177,149	2,553,747

The schedules referred to above and the notes thereon form an integral part of the accounts.

This is the Consolidated Balance Sheet referred to in our report of even date.

S. Dutta Partner For and on behalf of *Price Waterhouse & Co.,* Chartered Accountants

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Dr. K APRĂMEYAN

Director

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MALAVIKA JAYARAM Director

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V SUNDER President and Group CFO

PLACE : BANGALORE DATE : 10th JULY, 2009 N RAM MOHAN Financial Controller

S GOVINDARAJAN Director

:1. ъł **B SESHNATH** Executive Director and CMO

mo X **UDAYANT MALHOUTRA**

CEO and Managing Director

A.cost

G HARITHA Company Secretary

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GOVIND MIRCHANDANI Director

N RAJAGOPAL Executive Director and CTO

DYNAMATIC TECHNOLOGIES LIMITED - CONSOLIDATED - ANNUAL REPORT 2008-2009

CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED MARCH 31, 2009

		2009	2008
Sche	dule		
INCOME		Rs.000	Rs.000
Sales and Services	14	4,434,482	4,053,887
Less: Excise duty included therein		378,260	494,281
Sales (Net)		4,056,222	3,559,606
Other Income	15	112,837	103,527
		4,169,059	3,663,133
EXPENDITURE			
Cost of Materials	16	2,087,593	1,846,098
Employee Cost	17	794,483	603,775
Other Operating Expenses	18	859,750	643,588
		3,741,826	3,093,461
Operating Profit before Depreciation and Interest		427,233	569,672
(EBITDA)			
Depreciation (Schedule 5 Note 7)		200,852	131,611
Interest	19	187,547	107,821
Profit before Taxation and Extraordinary/ Exceptional items		38,834	330,240
'Extraordinary/ Exceptional items:			
Schedule 20 Note 12)			
Acquisition/ Merger Expenses		35,305	28,792
Profit Before Taxation		3,529	301,448
Provision for Taxation (Schedule 20 Note 9)			
Income Tax			
- Current		3,997	72,133
- MAT Credit Entitlement		(12,145)	-
- Deferred Tax [Debit/ (Credit)]		58,705	43,917
- Fringe Benefit Tax		4,957	4,700
- Wealth Tax		297	211
Profit/ (Loss) After Taxation		(52,282)	180,487
Profit brought forward from previous year		252,917	99,896
Profit After Taxation Available for Appropriation		200,635	280,383
Appropriations		chien cens	
Dividend:			
- Interim		13,537	10,484
- Proposed		8,122	24,054
- Tax thereon		3,681	5,189
Transferred to General Reserve		4,870	18,577
		170,425	222,079
Add: Transfer of minority share in Profit and Loss Account		<u> </u>	
Profit carried to Balance Sheet		170,425	252,917
Earning per Share - Basic and Diluted [Schedule 20 Note	e 8]		· · · ·
- Before Extraordinary/ Exceptional Items		(3.27)	49.78
- After Extraordinary/ Exceptional Items		(10.06)	42.94
Notas an Assounts	20		

Notes on Accounts

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The schedules referred to above and the notes thereon form an integral part of the accounts.

This is the Consolidated Profit and Loss Account referred to in our report of even date. manne

Director

S. Dutta Partner For and on behalf of Price Waterhouse & Co., **Chartered Accountants**

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Dr. K APRĂMEYAN

MALAVIKA JAYARAM Director

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V SUNDER President and Group CFO M

PLACE : BANGALORE DATE : 10th JULY, 2009 N RAM MOHAN **Financial Controller** **S GOVINDARAJAN** Director

B SESHNATH

Executive Director and CMO

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UDAYANT MALHOUTRA CEO and Managing Director

G HARITHA

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Company Secretary

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GOVIND MIRCHANDANI Director

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N RAJAGOPAL Executive Director and CTO

DYNAMATIC TECHNOLOGIES LIMITED - CONSOLIDATED - ANNUAL REPORT 2008-2009

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CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED MARCH 31, 2009

		2009 Rs.000	2008 Rs.000
Α.	Cash flow from operating activities:		
	Profit before Taxation and before Extraordinary/ Exceptional items	38,834	330,240
	Adjustments for:		
	Depreciation	200,852	131,611
	Interest Expense	187,547	107,821
	Interest Income	(8,883)	(10,443)
	(Profit)/Loss on Fixed Assets sold	(38,352)	1,460
	Miscellaneous Expenditure written off	-	42
	Bad Debts / Advances Written off	979	1,612
	Provision for bad and doubtful Debts/ advances	7,905	5,034
	Impairment of Goodwill arising on Consolidation	32,385	-
	Liability no longer required written back	(627)	(631)
	Provision for Gratuity and Leave Encashment	8,278	1,251
	Unrealised foreign exchange (gain) /loss	22,521	(4,870)
	Amortisation of Foreign Currency Monetary Item Translation Difference Account	53,173	-
	Provision for warranty	2,028	5,915
	Operating profit before working capital changes	506,640	569,042
	Adjustments for changes in working capital :		
	- (Increase)/Decrease in Sundry Debtors	(181,938)	(113,379)
	- (Increase)/Decrease in Other Receivables	(74,966)	(28,985)
	- (Increase)/Decrease in Inventories	(190,512)	(31,602)
	- Increase/(Decrease) in Trade and Other Payables	(31,809)	6,045
	Adjustment for Unrealised Foreign Exchange Gain/(Loss)	(22,521)	(3,168)
	Exchange difference on translation of subsidiaries [excluding relating to		(2) - 2 - 7
	Fixed Assets Rs.14,099 (2008: Nil)]	(88,004)	(2,637)
	Cash generated from operations	(83,110)	397,953
	- Direct Tax paid	(9,186)	(70,545)
	- Fringe Benefit Tax paid	(7,369)	(4,145)
	Net cash from operating activities before Extraordinary/ Exceptional items	(99,665)	323,263
	- Extraordinary/ Exceptional items	(35,305)	(28,792)
	Net cash from operating activities after Extraordinary/ Exceptional items	(134,970)	294,471
В.	Cash flow from Investing activities:		
	Purchase of fixed assets [net of adjustment on account of AS 11		
	amendment (Schedule 20 Note 18)]	(730,195)	(452,102)
	Proceeds from Sale of fixed assets	87,641	5,442
	Proceeds from Sale of Investments	-	15
	Proceeds from repayment of Loans/ICDs	23,284	216
	Interest Received (Revenue)	14,330	6,091
	Amount Paid on Acquisition of Windfarm/ Business Purchase of Dynamatic Limited, UK	(320,813)	(363,673)
	Premium paid on acquisition of shares in Subsidiaries [after adjustment relating to deferred tax liability on the date of acquisition Rs.9,067 (2008: Rs.Nil)]	(346,122)	-
	Adjustment for Unrealised Foreign Exchange Gain / (Loss)	-	355
	Net cash used in investing activities	(1,271,875)	(803,656)
	-		

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