

Date: 22/02/2021

To,
Listing and Compliance
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra Kurla Complex,
Bandra (East),
Mumbai-400051

Dear Sir/ Madam,

Subject: Investor Presentation – February, 2021
NSE Symbol – PANACHE

With reference to above captioned subject, please find attached herewith Investor presentation – February, 2021.

This is for your kind perusal and members information.

Thanking you,
Yours Faithfully,

For Panache Digilife Limited



Amit Rambhia
Managing Director
DIN: 00165919

Place: Mumbai

Encl.: As above

Panache DigiLife Limited

Investor Presentation

February 2021



Company Overview

- Incorporated in the year **2007**, Panache Digilife Ltd. is one of the unique **“Technology - driven Engineering Company”** is into **Information, Communication Technology (ICT) & Internet Of Things (IoT)** solutions design, manufacturing, distribution and services company.
- Panache Digilife got listed on **NSE** main Board in **January 2020**



IoT Solution Design Based On ABCD of Technology

- A:** Artificial Intelligence
- B:** Big Data & Analytics
- C:** Cloud & Connectivity
- D:** Devices



Verticals

- 360° Education
- Smart Compute
- AV & Displays
- Retail IoT
- Healthy Living Solutions



Atmanirbhar since 2008

- State of Art Manufacturing @ Bhiwandi
- Annual Capacity of 5 Lacs Units
- Manufacturing Area: 50,000 sq. ft.
- ISO 9001 : 2015 Certified
- ISO 14000 : 2015 Certified
- Global Partnership – Intel, Microsoft, Western Digital, Seagate
- Taiwan ecosystem : Viewsonic, Shuttle, ECS, Adata, Apacer
- Online – Flipkart, Amazon

Journey So Far

2020-21

- Introduced of Embedded and secure Laptops for work for home solutions
- Developed an Innovative Health Safety Kiosk
- Introduced Lyf-Lyn Range of Products specially designed for Health & Sanitization
- A vital technology provider and OEM for Kiosk aimed at upliftment of farmers
- Introduced Ai4 Youth Product Range
- Solution Partner with Shuttle, Taiwan

2019-20

- Listed on NSE Mainboard
- Launched IFPD & OPS
- Solution Partner for Viewsonic, Taiwan for Pen Display Products
- Introduction to Solar Solutions for smart compute
- Successfully delivered 20,000 tablets to one of the leading IT giants of India for education assessment
- Successfully delivered 5,000 Tablets overseas, for a key education assessment project
- Developed a unique and portable and multiple charging solution which can charge upto 10 devices at once

2017-19

- NSE Listing on SME Emerge Platform
- Introduced AquaTatva Smart water solution
- Commenced manufacturing of Thermal Printer
- Re-Introduced new AIO PC Range
- Introduction to technology solution for Retail automation
- Commenced production at new factory in Bhiwandi

2016-17

- Introduced Squair, Squair Plus PC range
- Introduced Panache LED TV Range
- Panache Digilife got converted to Public Limited Company
- Introduction to specialized compute designed for Kiosk
- Designed special solution with Intel based Tablets for KYC for BFSI Sector.

2013-15

- Introduced Panache Air PC Worlds Smallest PC
- Launch of Nano Series Squair PC
- Introduced Smart Tracking Solution
- Microsoft L-OEM Partner
- Introduced Panache IPC range of products

2011-13

- Introduced Intel Atom based SFF PC with Windows XP Embedded
- Introduction of Desktop Virtualization Solution
- Rugged Tablet for Unified Communication for Defense
- Started exports to African Market
- Introduced 15.6 & 21.5 All In One PC
- Introduced of IP Infotainment Solution
- Introduced Point of Sale (PC POS)
- OEM for one of the largest IT Giants in India

2007-11

- Incorporation of Company
- Started OEM Manufacturing
- Introduced Thin Clients for BFSI & Education
- Introduced Micro Mini PC
- Introduced Digital Signage solutions
- In-house LINUX & other OS customization
- OEM Manufacturing of Digital Education Solutions

Strong Management Team



Mr. Amit Rambhia
Chairman & Managing Director



Mr. Nikit Rambhia
Joint Managing Director



Mr. Devchand Rambhia
Whole Time Director



Mr. Shailesh Gala
Independent Director



Mr. Bhavin Adani
Independent Director



Ms. Meeta Mehta
Independent Director

Key Strategic Advantages

Make in India Initiative

- Complete set-up of Semi Automated Manufacturing in Maharashtra, near Mumbai.
- Partnerships with global renowned brands to enable quality product & service delivery at competitive prices

Experienced Management team

- Qualified, experienced management team with customer-centric approach, ability to bring customer's original ideas into series production
- Over two decade's experience along with path breaking journey from Startup to Mainboard Listing and Global reach.

Diversified Revenue Model

- Business-to-Business (B2B)
- Business-to-Customer (B2B2C)
- Original Equipment Manufacturer (OEM)
 - Original Design Manufacturer (ODM)
 - After Sales Services
 - Opax & Capex Models

Strong Supply Chain

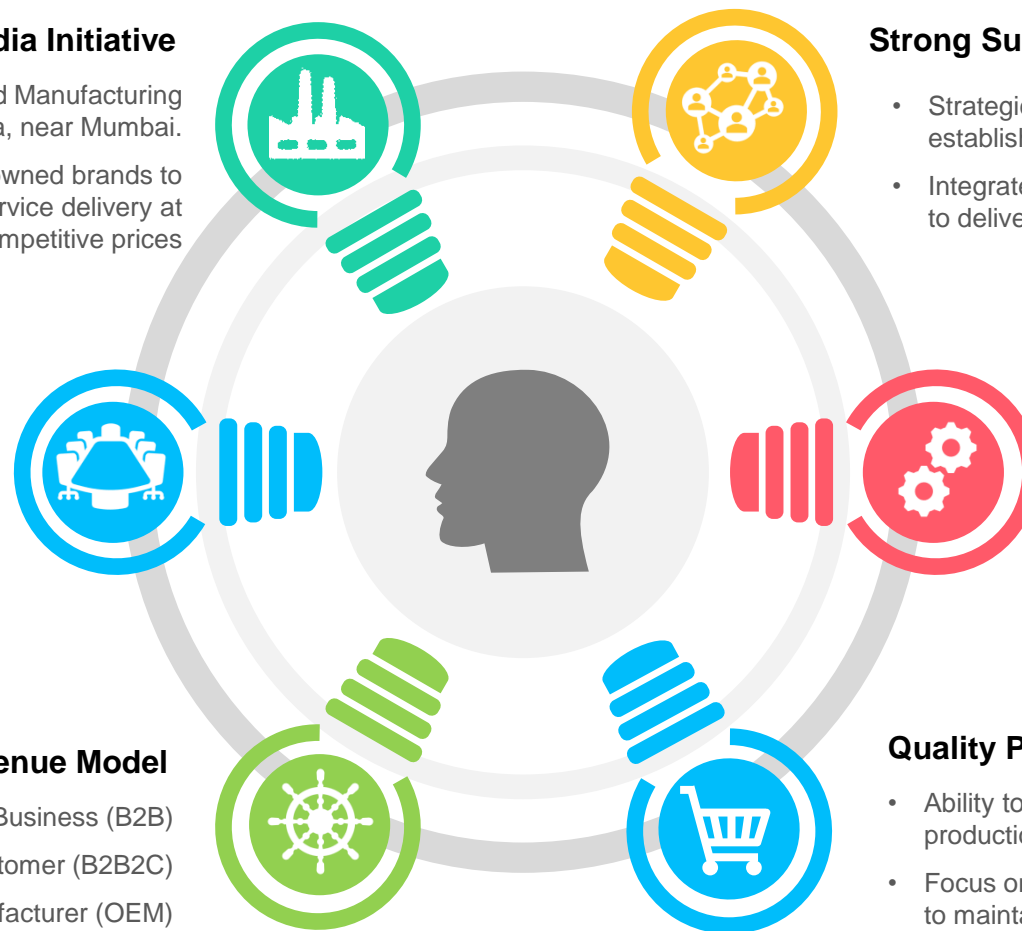
- Strategic sourcing of products through established suppliers
- Integrated supply chain and management to deliver best customer experience

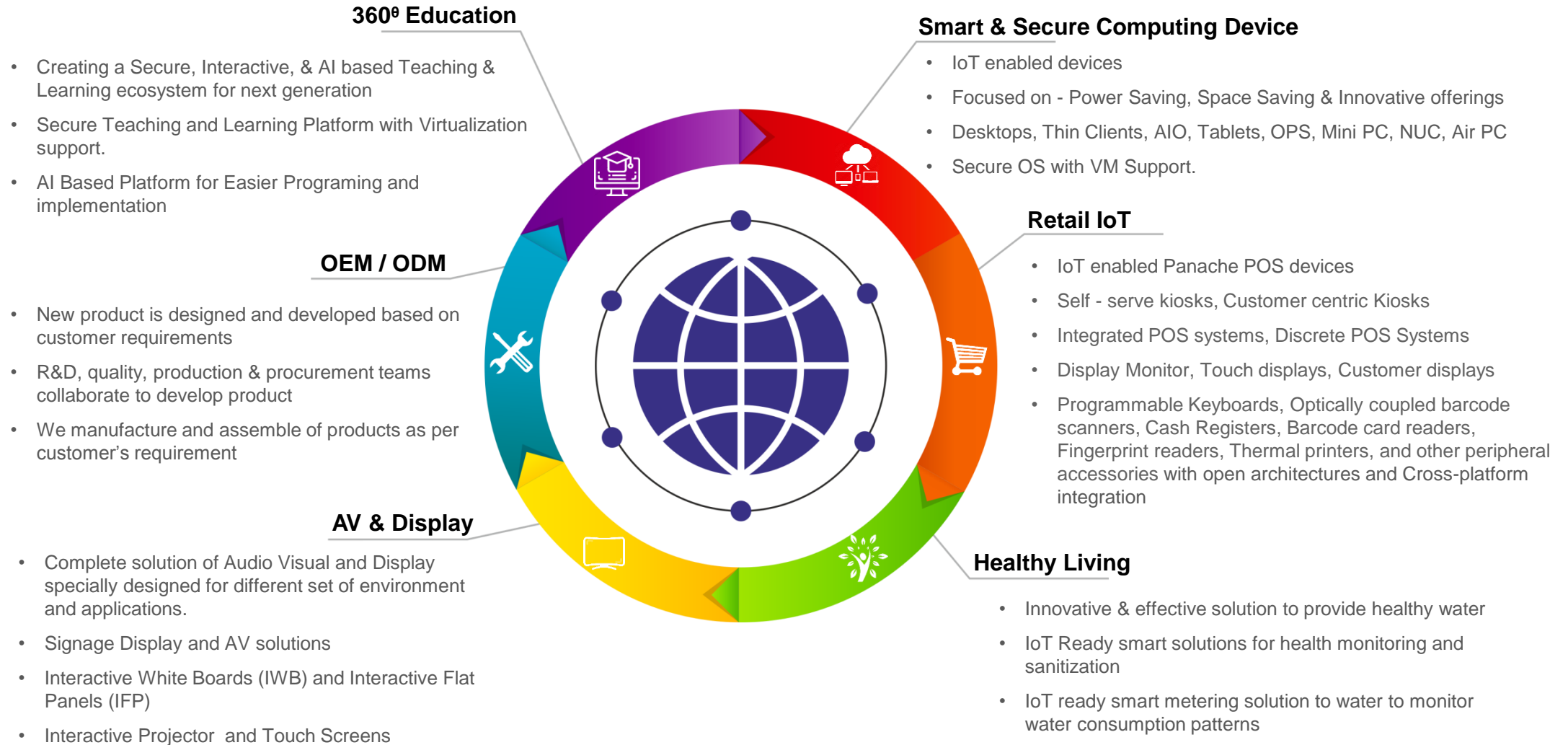
Cost-effective Operations

- Continuous training, efficient equipment utilization with focus on improving productivity
- Just In Time purchase to reduce the inventory holding cost.
- Flexible production environment helps us to offer all time competitive pricing

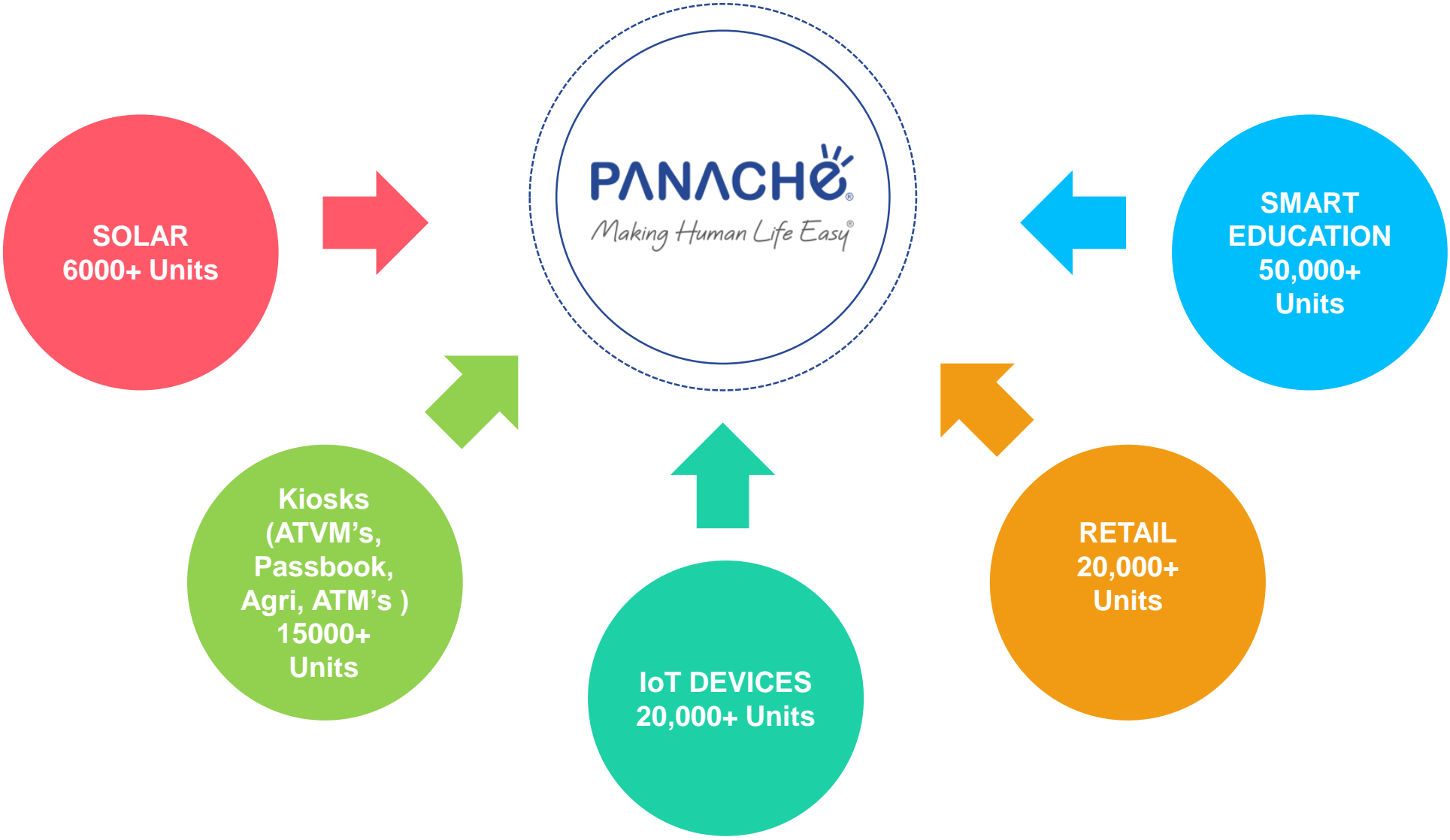
Quality Products & Superior Services

- Ability to bring customer 's original ideas into series production
- Focus on quality, updated designs and products so as to maintain superior customer service standards





Technology Contribution Across Various Sectors



OEM / ODM - From Design Through To Manufacturing

Project Specific approach-ODM

Panache strongly contribute in the entire ODM model right from Product Ideation, Designing, Prototype, Manufacturing to After Sales Services.

- In favor of **local manufacturing** we have always promoted usage of locally made components in our products
- Our goal in line with our **PM's Vision** of a self-sustainable nation
- Contract Manufacturing is our strong focus where we manufacture a variety of products such as **Hybrid PCs, Wireless Landline Phones, CCTVs, Charging Solutions and many more.**
- We have an experienced team with expertise in **Supply Chain Management, Quality Management, Process Management and Product Support.**
- We also comply with the various compliances such as: **BIS, WPC, Environment, International Certifications / Compliances**
- All the manufacturing processes at various stages are taken care of as per **ISO 9001: 2015 & ISO 14001:2015 standards: Stores, IQC, IPQC, FQC, Quality Analysis.**
- Well defined SOPs are made available to the people working on the **Assembly Line, QA, Packaging, Stores and Record keeping** is done at every stage and reports are maintained for **Production Planning, IQC, IPQC, QC, Rejection, Inventory.**



Interactive Flat Panel Displays (IFPD's) & Open Pluggable Systems (OPS)



**Education
Solutions**



**Boardroom
Solutions**

- 3-touch system (Most of the operation can be done only by tapping 3 times)
- Fully Interactive & User-friendly
- Remote-assistance system for solving any and every issue if it may arise.
- Crash Proof & Virus immune, Anti-intrusion

The Next Gen Technology



AI 4 Youth

- The new age technology product is aimed at training the students to train themselves with the new age Artificial Intelligence features & technology leading to the new-age transformation.



Embedded Laptops

- The embedded laptops have been designed to cater the needs of the corporates for working from home, as well as education institutes and students due to rise in demand of e-learning.
- These laptops can be customized as per the requirement of the end users.

State Of Art Manufacturing Facility



Awards & Recognitions



Atmanirbhar India

01

- Focus on developing Manufacturing in India, for India and
- Increase Penetration in India through presence via Retail Online Portals

- 360 Education Ecosystem for the Digital Era of Education
- Internet of things (IoT) enabled solutions for various sectors including Education, Retail, Smart Cities

02

Product Roadmap

Innovation and R&D

03

- More focus on design and innovation for breakthrough products to be manufactured in India (Make In India Campaign)
- Continuous endeavour to design, innovate products with futuristic technologies

- Penetration through B2B2C in the endeavour to “Making Human Life Easy”
- Brand Focus on Smart IoT Compute, Education, Retail, AV & Displays and Smart & Healthy Living Solutions.

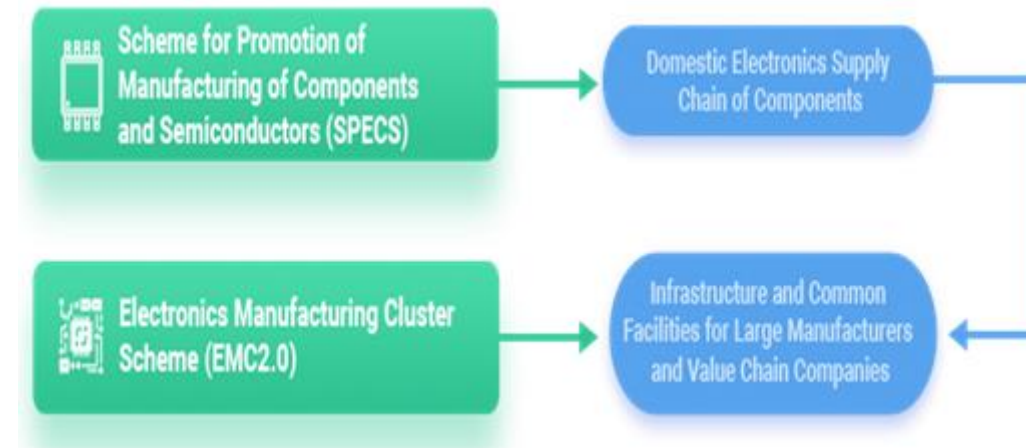
04

Panache as Brand

Government's thrust – 'AatmaNirbhar Bharat'

- Domestic Electronics Hardware manufacturing sector faces lack of a level playing field vis-à-vis competing nations. The sector suffers disability of around 8.5% to 11% on account of lack of adequate infrastructure, domestic supply chain and logistics; high cost of finance; inadequate availability of quality power; limited design capabilities and focus on R&D by the industry; and inadequacies in skill development.
- To realize the vision of the National Policy on Electronics (NPE) 2019, three schemes have been notified:
 - Production Linked Incentive Scheme (PLI)
 - Scheme for Promotion of Manufacturing of Electronic Components and Semiconductors (SPECS)
 - Modified Electronics Manufacturing Clusters Scheme (EMC 2.0)
- Government has allocated Rs 40,951 crores for Mobile Manufacturing and Specified Electronic Components, Rs 5,000 Crs for Electronic/Tech products (Semiconductor Fab, display Fab, Laptops, Servers, IoT devices) & Rs 12,195 Crs for Telecom Networking Products (Transmission equipment, 4G/5G, switches, router) under PLI scheme.
- GOI has launched one stop Government e-Marketplace (GeM) to facilitate on line procurement of common use Goods & Services required by various Government Departments / Organizations / PSUs.

Panache foresees a lot of opportunities with expected growth in the sector by directly or indirectly contributing in the value chain with its strategic positioning in upstream & downstream verticals



P&L(Standalone) Highlights – Q3 FY21

Rs. In Mn.	Q3FY2021	Q3FY2020	YOY%	9MFY2021	9MFY2020	YOY%	FY2020
Revenue from operations	189.99	132.33	43.6%	548.08	384.27	42.63%	712.84
Raw Material Cost	148.99	88.92	67.6%	429.67	277.16	55.02%	561.85
Employee Benefits Expense	10.43	15.73	-33.7%	28.17	43.13	-34.68%	58.15
Other Expense	12.68	5.38	135.6%	21.91	17.64	24.21%	28.45
EBITDA	17.90	22.29		68.33	46.34	47.44%	64.39
EBITDA Margin (%)	9.42%	16.85%		12.47%	12.06%		9.03%
Depreciation And Amortization	3.24	2.82	14.9%	8.97	8.30	8.03%	15.53
Finance Cost	7.23	6.72	7.6%	24.27	17.92	35.46%	25.19
Other Income	3.18	1.62	96.3%	11.27	4.24	165.96%	7.00
Profit Before Tax	10.62	14.38		46.36	24.36		30.67
Exceptional Items	-	-2.85		-	-2.85		-
Tax	2.94	3.73		11.88	5.99		10.23
Adjusted Profit After Tax*	7.68	10.65		34.48	18.37	87.68%	20.44
PAT Margin (%)	4.04%	8.05%		6.29%	4.78%		2.87%
Adjusted Basic EPS (Rs)	0.64	0.89		2.87	1.53		1.70
Adjusted Diluted EPS (Rs)	0.64	0.89		2.87	1.53		1.70

*Adjusted PAT and EPS are calculated excluding exceptional items for better comparison

*Numbers as per Indian Accounting Standards (Ind AS18)

Balance Sheet (Standalone)

Rs. In Mn.	2017-2018	2018-2019	2019-2020
Share Capital	60.00	60.00	120.00
Reserves & Surplus	173.30	213.69	169.84
Net worth	233.30	273.69	289.84
Long Term Borrowings	5.80	1.36	32.63
Deferred Tax Liabilities	1.99	2.11	-0.12
Long Term Provisions	3.38	4.70	6.31
Other Non-Current Liabilities	1.70	1.75	12.36
Non Current Liabilities	12.86	9.92	51.17
Short Term Borrowings	126.82	236.51	237.07
Trade Payables	450.04	458.05	320.10
Other Current Liabilities	9.14	17.95	41.15
Short Term Provisions	2.39	3.82	4.58
Current Tax Liabilities	12.76	9.58	7.08
Current Liabilities	601.15	725.92	609.99
Total Liabilities	847.31	1009.53	951.00

Rs. In Mn.	2017-2018	2018-2019	2019-2020
Net Block	33.00	41.29	53.88
Capital Work-In-Progress	0.13	1.83	62.98
Non-Current Investment	3.27	3.42	7.33
Deferred Tax Assets	-	-	-
Long-Term Loans And Advances	1.00	2.84	3.11
Other Non-Current Assets	9.58	29.71	1.90
Non Current Assets	46.99	79.09	129.19
Inventories	302.19	254.97	274.25
Trade Receivables	426.67	578.16	392.97
Cash and Cash Equivalents	19.46	47.03	17.31
Short Term Loans And Advances	-	3.39	61.81
Other Current Assets	52.01	46.88	75.47
Current Assets	800.32	930.43	821.81
Total Assets	847.31	1009.53	951.00

*Numbers as per Indian Accounting Standards (Ind AS18)

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Thank You



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