

EARNING SYNOPSIS:

- ❖ On Standalone basis for the FY2019-20,
 - Revenues: INR 712.84 Mn
 - EBITDA: INR 67.30 Mn with 9.44% Margin
 - PAT: INR 20.43 Mn with 2.87% Margin
- ❖ Board Recommends Final Dividend at INR 0.25/- per Equity Share
- ❖ Q4 performance got impacted due to disruption in the global supply chain logistic on account of outbreak of COVID-19.
- ❖ The management is quite optimistic about the outlook of FY2021 taking into account the orderbook and new initiatives taken by the Company.

Mumbai, July 29th, 2020: Panache Digilife Limited (NSE Symbol: PANACHE), one of the unique “Technology-driven Company” into Information and Communication Technology and IoT devices designing, manufacturing, distribution and services, today announced its financial results for the fourth quarter and the full year ended on March 31, 2020.

Quarterly Performance:

The company has recorded standalone revenue of INR 328.57 Mn in Q4FY2020 as against INR 568.64 Mn for the same period last year. EBITDA stood at INR 19.57 Mn with margins of 5.96% versus 9.35% on y-on-y basis. Profit after tax (PAT) was INR 4.91 Mn in Q4FY20 as compared to INR 32.07 Mn. in Q4FY19.

Yearly Performance:

The company has recorded standalone revenue of INR 712.84 Mn in FY2020 as against INR 931.38 Mn for the same period last year. EBITDA stood at INR 931.38 Mn with margins of 9.44% versus 8.74% on y-on-y basis. Profit after tax (PAT) was INR 20.43 Mn in FY20 as compared to INR 41.12 Mn. in FY19.

The Board of Directors has recommended, subject to shareholders’ approval, a final dividend INR 0.25/- per equity share of INR 10/- each for the financial year ended 31st March, 2020.

For the full year Consolidated loss stood at INR 29.34 Mn on account of INR 29.34 Mn of one-time write-off taken by the subsidiary during Q1FY2020.

Traditionally, the Company has a trend where the large part of the revenues are recorded in Q4 on account of major execution of the orders in the last quarter. Due to disruption in the global supply chain logistics, the Company has faced challenges in imports of its key components. The Company had a decent orderbook but the execution got impacted. The Company is confident to execute these orders and the new business as the global businesses resumed along with the lifting over of the lockdown in India.

The Company has satisfactory performance till December 2019 and was on the growth trajectory, but because of this disruption, the performance got impacted.

Commenting on the FY2020 performance, Mr. Amit Rambhia, Chairman & Managing Director, “Despite these unexpected circumstances, we at Panache are **happy with our performance** for this fiscal year and also quite optimistic for upcoming future. We are on the right path of achieving **significant milestone** by launching new products as well as timely execution of projects in hand, thus to secure **customer trust and faith** for the brand “**Panache**”. Furthermore, we have also signed few distribution partnerships during the year to widen the product range thus to expand our customer-base.”

He further added, “We at Panache are continuously working towards creating a delightful experience for the existing customers as well as offer **new and advanced solution** to the proposed customers through **continuously innovating** our portfolio with exceptional quality and thoughtful features as **continuous commitment to deliver the best** with the sole aim of **Making Human Life Easy** as well as also to fulfill and utilize the ‘**Make in India**’ and ‘**Atmanirbhar**’ policy of the **Government of India** in the Electronics domain.”

Key Developments during the year:

FY 2020 has been a **quite applaudable year** for the Company as it has taken plenty of steps towards achieving their goal. One of the major accomplishments in this financial year was the migration of the Company to **NSE Main Board**. Other than this, Company has made **remarkable progress** throughout this financial year, such as:

- With the significant efforts of team panache in designing suitable **Quality Assessment, Quality Controls and Standard Operating Procedures**, the Company has managed to breakthrough with one of the **India’s biggest online retail chain**, for manufacturing of desktops and other computing products.
- Distribution partnership of Pen Display with **ViewSonic, Taiwan**.
- Signed Memorandum of Co-operation with **JWIPC** for of Open Pluggable Systems (OPS) products.
- Successful launch of **Interactive Flat Panel Displays & Open Pluggable Systems** with sole object of making Digital Education especially classroom **more interesting and interactive**, for both students and teachers.
- Successfully executed project for delivering **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.
- The Company has developed a **unique and portable and multiple charging solution which can charge upto 10 devices at once**. The product has been developed by the skillful and innovative research and development team at Panache and has added to one of the exceptional product developments in Panache’s name.
- The Company’s team has put constant efforts and played key role in the **deployment of solar based Wi-Fi villages in Maharashtra**.

- Company has gained niche clientele in the likes of Cinema & Retail Chain Giants and Fastest upcoming food chain outlet for their Retail IoT range of products.

Business Updates:

Panache has accepted every challenge in an opportunistic way and made progress accordingly. The Company is recently developing IoT based products towards **health and personal care of human life** to meet the requirement arisen from prevailing pandemic. Apart from this, Company has also received an **order for its education vertical's smart compute products** from India's leading education Company.

Moreover, Panache being a vital technology provider had successfully executed the order of **prestigious Government project** aimed at '**Upliftment of Farmers**' amidst these challenging times of prevailing lockdown due to the pandemic Covid-19. This project involved implementation of 9500 kiosks as part of e-Governance project of the State Government for establishing 'Smart Gram Panchayat'.

Panache has also taken a substantial stride forward into its Educational Vertical by developing '**AI for Youth**' product range powered by **Intel's Movidius Technology and Open Vino Platform**, which can be a necessary tool to create 'Artificial Intelligence' based unique solutions.

Panache has bagged a prestigious order for smart and interactive education solution from India's leading Education Company. The order execution is expected in FY 20-21 and is step towards digital education reforms of India.

Launch of Panache 2.0:

Post COVID, the Company has devised a **new plan called "Panache 2.0"**, where it is looking for various opportunities going forward. The Company has already started working on below projects **aiming to get delivered** in FY21:

- 9500 **kiosks technologically** powered by Panache for e-Governance project of the State Government for establishing 'Smart Gram Panchayat' was executed successfully amidst the Pandemic
- 5000 plus **digital classrooms** powered with interactive projector
- **Intel AI for youth program** with target to reach more than 20,000 schools

Rs Million	Q4FY2020	Q4FY2019	% YoY	9MFY2020	9MFY2019	% YoY	FY2020	FY2019	% YoY
Total Revenue	328.57	568.64	(42.22)	384.27	362.74	5.93	712.84	931.38	(23.46)
EBITDA	19.57	53.18	(63.20)	50.58	28.19	79.43	67.30	81.37	(17.29)
EBITDA Margin (%)	5.96	9.35	(3.39)bps	13.16	7.77	5.39bps	9.44	8.74	0.70bps
PAT	4.91	32.06	(84.69)	15.52	9.06	71.34	20.43	41.12	(50.31)
PAT Margin (%)	1.49	5.64	(4.15)bps	4.04	2.50	1.54bps	2.87	4.41	(1.54)bps
EPS	0.41	2.67	(84.64)	1.29	0.76	69.74	1.70	3.43	(50.44)

Panache Overview

Panache Digilife Limited is an NSE-listed company (NSE Code: PANACHE). Panache is a leader in the new-age technology solutions with a vision to fulfill and utilize the 'Make in India' and 'Atmanirbhar' policy of the Government of India in the Electronics domain. Panache offers solutions around Smart Computing Devices, Smart & Digital Classrooms, Smart Tracking & Asset Management, Retail IoT, Healthy Living Solutions and Pen Display Solutions. Panache is an ICT & IoT devices design, manufacturing, distribution and services company with a vision of 'Making Human Life Easy' by way of constantly innovating in the technology space.

Panache Design philosophy for its smart devices is based on A, B, C, D of Technology:

'A' - Analytics & Artificial Intelligence

'B' - Big Data

'C' - Connected & Cloud

'D' - Devices

Panache is having its state-of-the-art manufacturing facility at Bhiwandi in Maharashtra, India from where both the domestic and the international markets are served. Accredited with ISO 9001:2015 & 14001:2015, the facility is equipped with enough capacities for Smart Compute Devices, Smart Tracking & Asset Management, Retail IoT, Healthy Living Solution, Pen Display Solution and custom design devices. The team specially focuses on TQM, JIT & DFM, which aids in overall fulfilling the ever-increasing demand from its customers.

With a robust manufacturing infrastructure in place, strong experienced Management Team, efficient technical team and constant focus on R&D & innovation, Panache has been a first recall to all our reputed clientele across verticals along with being one of the preferred OEM manufacturers for India's largest online retail portal and India's leading Education solution providers for their smart class room solutions. It is also a distribution partner for ViewSonic International Corporation, a Taiwan Corporation for Pen Display Products & Solutions. Panache has been Intel's Platinum Partner for more than a decade.

Awards & Recognitions

- CRN Excellence Award in Big Data & Analytics in 2018
- Intel IoT Group Partner Performance Award in 2017
- Edge Innovation award in 2014 by Information Week, UBM
- Best System Builder award in 2010, 2011, 2012 & 2013 by CRN
- Intel Embedded Hero award in 2012
- SME National Award for Excellence in IT

Panache Digilife is fully committed to serving the global solution integrators with its in-house developed tailor-made designs and manufacturing services effectively delivered by its OEM / ODM teams. Rich experience in manufacturing helps the company offer significant price advantage along with shorter lead time. Panache assists its ecosystem partners by developing an environment that supports rapid prototyping, harvesting ideas, taking calculated risks and eliminating friction in getting products developed



and thereby making the products available in the hands of the users with reduced time and cost, thereby delivering high value proposition to its customers and partners.

For more details, please visit: www.panachedigilife.com

If you have any questions or require further information, please feel free to contact:

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