

April 30, 2026

To,
Manager – Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C-1,
G Block, Bandra Kurla Complex,
Bandra East, Mumbai – 400 051

Subject: Investor Presentation

NSE Symbol: PANACHE

Dear Sir / Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed a copy of the Investor Presentation on the Audited Financial Results of the Company for the quarter and year ended March 31, 2026.

The above information is also being hosted on the Company's website at www.panachedigilife.com.

Kindly take the same on your records.

Thanking you,
Yours faithfully,

For Panache Digilife Limited

Harshil Chheda
Company Secretary & Compliance Officer

Encl.: As above



Making India the Global Hub for Future-Tech

PANACHE DIGILIFE LIMITED
ISIN : INE895W01019 | NSE : PANACHE

Investor Presentation FY26



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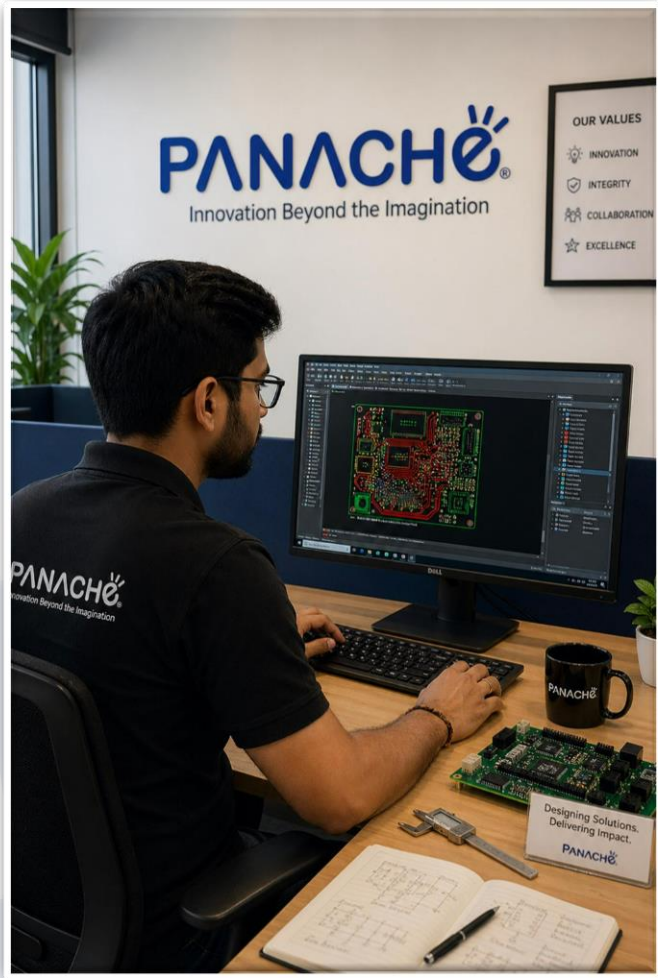
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Panache @ Glance



India's Premier Design-to-Manufacturing Company

Indian **Design-to-Manufacturing** company with more than **2 decades of experience** of IT Hardware & Telecom with Testing & Lifecycle Management services



DLM

(Design Led Manufacturing)

CLM

(Contract Led Manufacturing)



10+
Industries Served



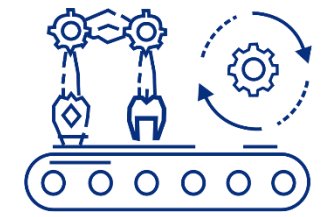
50,000+
Sqft.
Production Capacity



6
Business Verticals



High
Customer Retention Rate



Rapid
Changeover Flexible Line Design



15+
Countries Exported



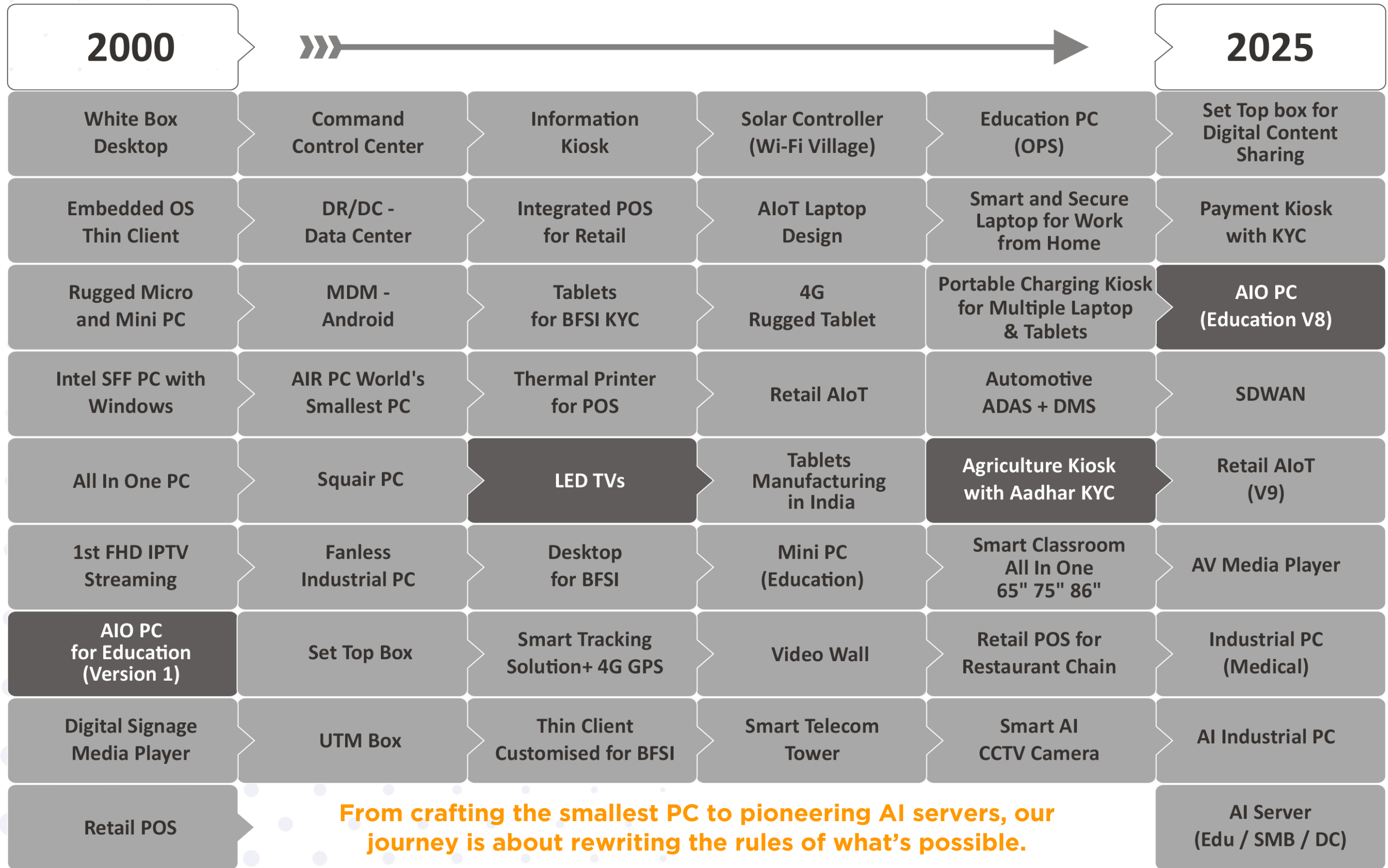
150+
Customers



140+
Collaborators Across the Ecosystem

O V E R T H E Y E A R S

Our Growth Story: From PCs to AI Solutions



Dual - Engine Growth Model

1

Contract Led Manufacturing

- Provides **revenue scale** and **customer entry**
- Enables ecosystem integration
- Builds **long-term** program visibility

2

Design Led Manufacturing

- **Higher EBITDA** margin profile
- Enables lifecycle monetization
- Improves customer stickiness
- Supports export competitiveness

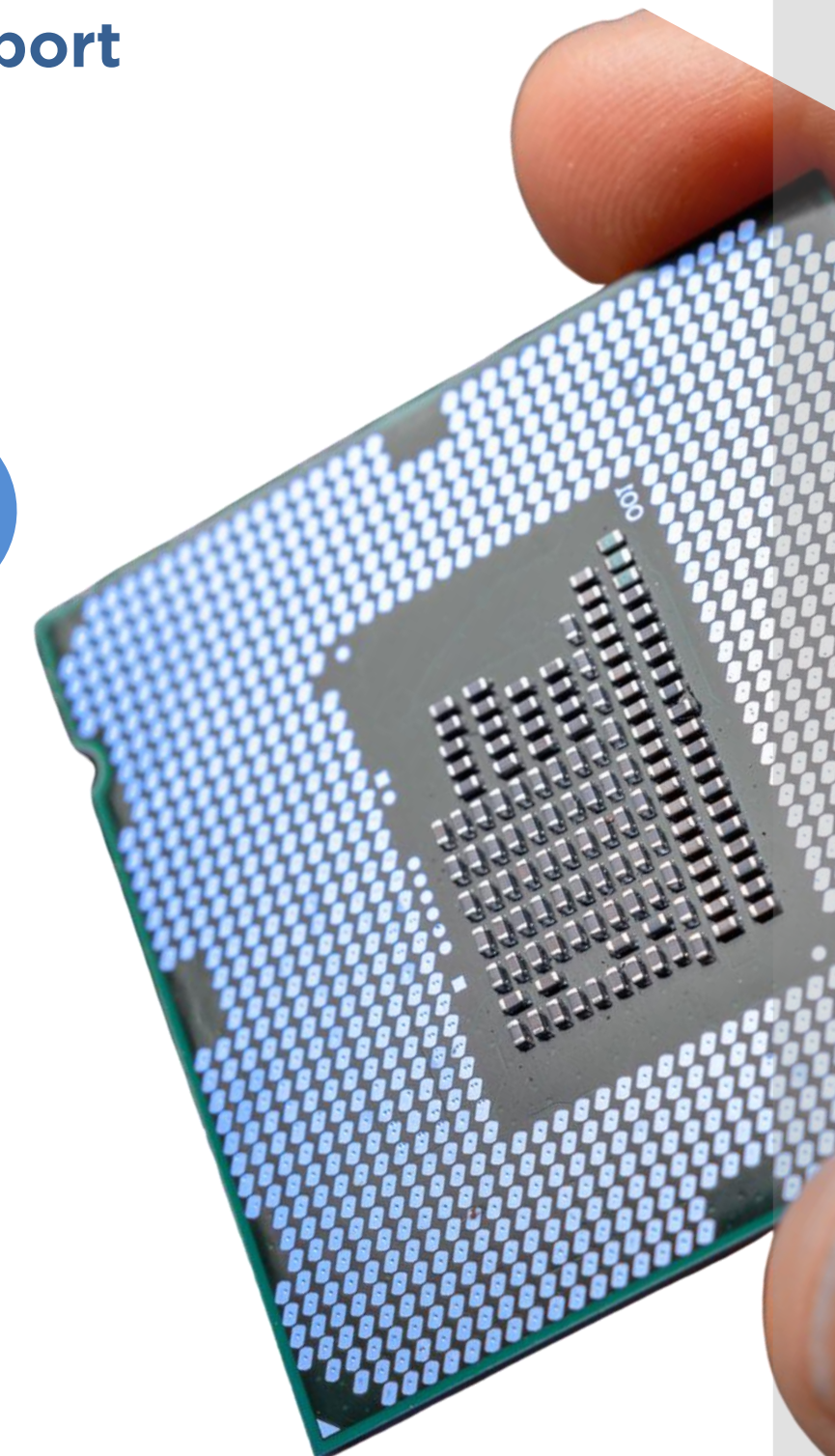
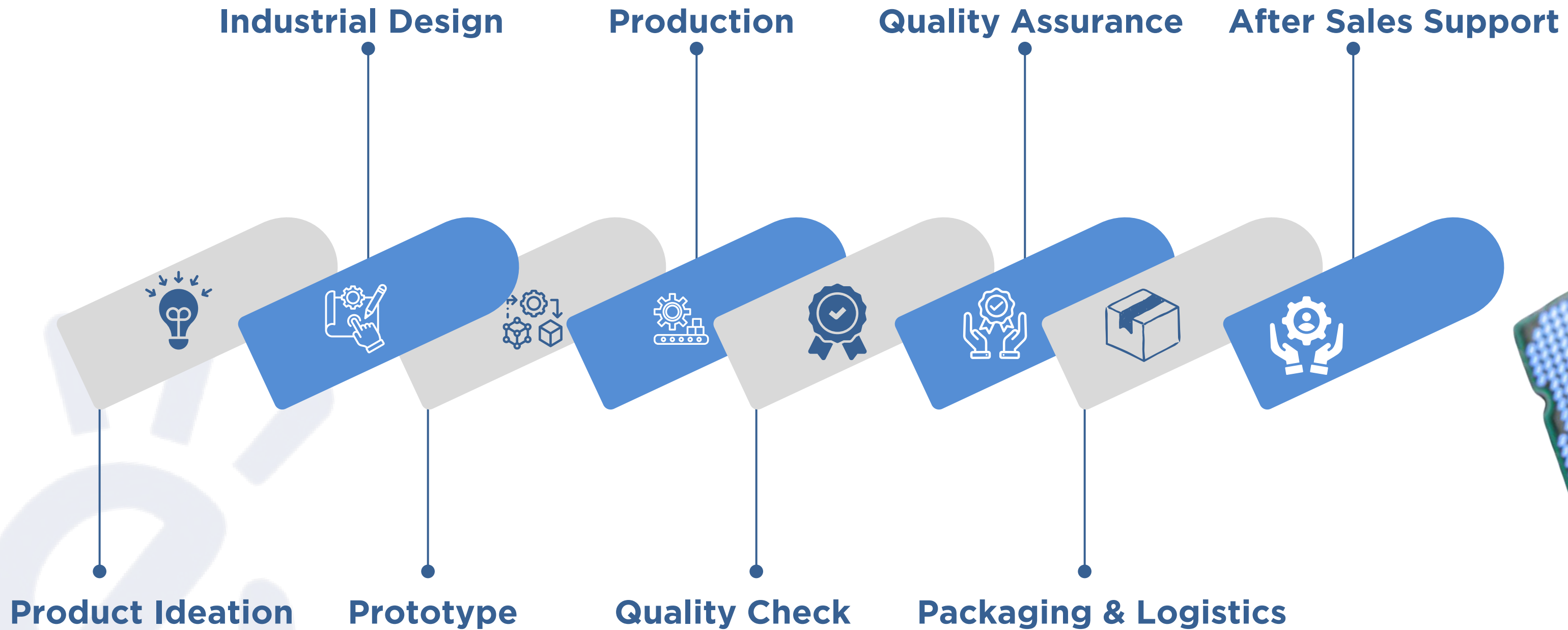
DLM engagements have improved margin potential due to design ownership, better bill-of-material optimization, and the **ability to generate recurring revenue** through **after-sales services, upgrades, and software/firmware layers**.



Unleash your ideas and bring smart innovations to life with Panache Digilife Limited DLM Solutions.

End-to-End ODM (Original Design Manufacturing Capabilities)

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



Our Business Model

Client Model



Design by Client, Supply Chain by Panache



Client brings their own design and specifications.
Panache manages the entire supply chain, procurement, and manufacturing execution.

- Client owns the IP & Design
- Panache provides manufacturing expertise
- Supply chain optimization
- Quality assurance & compliance

Collaborative Approach



Joint Design & Joint Sourcing with Client



A collaborative co-engineering model where both Panache and the client jointly develop design, source components, and drive innovation.

- Shared IP & co-development
- Joint component sourcing
- Faster time to market
- Risk sharing between partners

Panache Ecosystem



Component Design & Sourcing by Panache



Panache develops— from conceptualization, design, component selection, to manufacturing and lifecycle management.

- IP ownership
- End-to-end DLM execution
- Higher value products
- Proprietary private portfolio

Products & Services



PRODUCT DEVELOPMENT

- Specializes in **customized solutions**, ensuring products align with **client needs** while adhering to industry standards.
- Our commitment to excellence drives **long-term partnerships and continuous innovation** for customer satisfaction.



Smart Compute



Telecom Products



360 Degree Educations



Retail IoT

MANUFACTURING

- **Local manufacturing** with a focus on Contract Manufacturing backed by expert Supply Chain, Quality, Process Management, and full compliance support
- **End-to-end quality management** with defined SOPs, stage-wise record keeping, approved supplier evaluation, continuous customer feedback, and regular staff training across Stores



AI All in One PCs



AI Tablet PCs



AI Laptops



AI Servers

SERVICES

- **After Sales Support** Warranty, Repairs & Spare Part Management Reverse Logistics and Buffer Management End of Life Management Refurbishment



Product Lifespan



Component Replacement Plan



Demand and Spare Inventory Plan



E-waste / Recycling

Smart & Secure Compute

Offers AI-enabled, high-performance, secure, and scalable computing solutions. Powered by advanced hardware, optimized firmware, and strong security, they deliver customized, energy-efficient, future-ready systems.

Telecom Solutions

Delivers secure, scalable telecom and networking solutions with Data centers, OSS/network management, GIS-led design, and digital infrastructure. Backed by EMS/contract manufacturing, telecom H/W & firmware, unified device management, and 24x7 NOC & Unified Command Centers support to ensure reliable, high-performance networks aligned with global standards.

AV & Displays

Delivers immersive, high-quality audio-visual and display solutions, enabling interactive and visually rich experiences advanced technologies and integrated systems. With a focus on design, performance, and reliability, offers end-to-end, user-centric AV solutions.



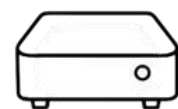
AI Laptops



AI AIOs



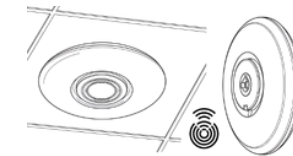
AI Desktops



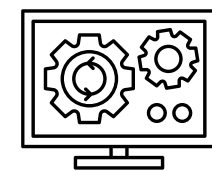
AI Mini PCs



Routers and Switches



Access Points



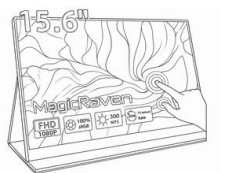
Device Management



4G/5G Wi-Fi Devices



Indoor/Outdoor Signage Displays



Touch Displays



IoT Gateways



Panel PCs

Digital Surveillance	EdTech Solutions	Medical Solutions
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Offers advanced digital surveillance solutions for secure, intelligent, and responsive environments using cutting-edge technologies. By integrating high-performance hardware, Panache support critical applications with real-time alerts and automated threat detection.

Democratizing education through technology by supporting digital and hybrid learning environments. By leveraging AI, connectivity, and cloud integration, creating engaging and collaborative learning experiences that are reliable, cost-effective, and easy to deploy.

Delivers reliable, and technology-driven medical devices to enhance diagnostics, patient care & healthcare delivery systems. By integrating advanced electronics, secure systems & intelligent processing into diagnostic equipment, patient monitoring & healthcare IT infrastructure.



SDWAN / Firewall



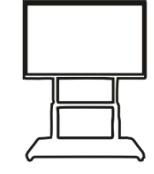
AI Network Video Recorders (AI NVRs)




AI CCTV Cameras Indoor & Outdoor




Smart Surveillance Towers




AI IFPDs




Rugged Laptops for Children



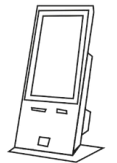
AI Tablets




Multiuser Desktop



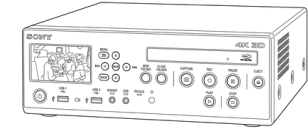
Medical Smart Devices



Healthcare Kiosks



AI IoT Gateway



Medical Recorder

The Panache Advantage



<p>Two Decades of Experience</p> <p>Long-tenured leaders ensuring continuity and sustained growth.</p>	<p>Agile Manufacturing Facility</p> <p>From small batches to mass production, ensuring speed, precision, and cost-effectiveness</p>	<p>End-to-End Value Chain Covered</p> <p>High-quality, cost-efficient execution</p>	<p>Strong Supply Chain</p> <p>Strong supply chain through strategic sourcing and integrated management</p>
<p>Make in India Initiative</p> <p>Partners with global brands to deliver quality products at competitive prices.</p>	<p>Cost Effective Operations</p> <p>Cost-effective operations through efficient training, Just In Time purchases, and a flexible production environment.</p>	<p>Publicly Listed Company</p> <p>Listed for 9+ years, enabling fundraising for growth, innovation, and acquisitions. Enhances transparency, boosting investor confidence and brand value.</p>	<p>China-level scale and efficiency</p> <p>Added value from innovation, quality, and global compliance</p>

Our strong customer retention, with repeat business, reflects deep-rooted relationships and sustained client satisfaction.

Manufacturing Facility



State-of-the-Art Facility

- Bhiwandi-based, 50,000+ sq. ft.
- Controlled setup for high-quality production



Operations & Quality

- In-house QC, IQC, Assembly & Testing
- ISO 9001 & 14001 certified, BIS compliant, and aligned with EPR (E-waste) regulations, ensuring strong traceability.



Strategic Advantage

- Close to airport (38 km) & seaport (65 km), enabling strong logistics efficiency
- Supports Just-In-Time model for faster turnaround



Operational Excellence

- Precision-driven Processes focused on product integrity, process discipline, and quality output
- End-to-end in-house capabilities (IQC to QA)

Chairman's Comment



I'm pleased to share that Panache Digilife has delivered a strong Q4 FY2025-26 performance, with sales reaching ₹9990.44 lakhs and a Profit After Tax (PAT) of ₹1002.52 lakhs. This achievement underscores the strength of our evolving business model and our ability to remain agile in a dynamic market environment.

For the full year FY 2025-26, the Company reported total revenue of ₹24297.68 lakhs and a PAT of ₹1653.93 lakhs, reflecting consistent growth and improved profitability.

Looking ahead to FY27, we are focused on driving strong and sustainable revenue growth. This will be supported by our continued emphasis on high-margin offerings, along with deeper customer engagement through our design-led services and contract-led manufacturing approach.

In line with our growth strategy, the Company is working to invest upto ₹100 crores in capital expenditure within the ESDM (Electronics System Design and Manufacturing) segment through our wholly owned subsidiary, Technofy Digital Private Limited.

This proposed investment is aimed at strengthening our manufacturing capabilities, enhancing technological infrastructure, and expanding our capacity to cater to a broader range of products. It is also expected to support deeper backward integration, improve operational efficiencies, and position us to capitalize on emerging opportunities in the domestic and global electronics ecosystem. Through this initiative, we seek to reinforce our presence in the global ESDM space while building a scalable platform for long-term growth.

~ Mr. Amit Rambhia

Chairman & Managing Director

INDIAN MARKET OPPORTUNITY

(ACROSS 6 VERTICALS)



Smart & Secure Compute

\$13.05 Billion
(India AI Market)

Market Size (2025)

39% CAGR
(2025-32)

Projected Growth

\$130.63 Billion
(Indian AI Market)

Projected Market Size (2032)

Digital Surveillance

\$4.8 Billion
(India CCTV Market)

Market Size (2025)

19.88% CAGR
(2025-31)

Projected Growth

Key Highlights:

- Market projected to reach \$14.25 Billion by 2031 (CCTV + VSaaS).
- 76,000 AI cameras deployed across 100 Smart Cities.
- AI CCTV segment growth: \$827 Million to \$3.67 Billion by 2030.

Telecom

\$35.1 Billion
(India Telecom Market)

Market Size (2024)

7.79% CAGR
(2025-33)

Projected Growth

Key Highlights:

- 5G Subscribers: 394 Million (2025) to 980 Million by 2030.
- 5G Infra Market: \$14 Billion (2025) to \$574 Billion by 2035 (45% CAGR).

EdTech Solutions

\$7.5 Billion
(India EdTech Market)

Market Size (2025)

31% CAGR
(2025-30)

Projected Growth

Key Highlights:

- Market to reach \$29-30 Billion by 2030.
- India is the 2nd largest e-learning market globally after the USA.
- 580 Million youth (5-24 years) — world's largest learner base.

AVs & Displays

\$1.17 Billion
(India Digital Signage)

Market Size (2025)

10.4% CAGR
(2025-32)

Projected Growth

Key Highlights:

- Digital signage market: \$1.17 Billion to \$2.34 Billion by 2032.

Medical Devices

\$16.16 Billion (India
MedTech Market)

Market Size (2025)

12.20% CAGR
(2025-34)

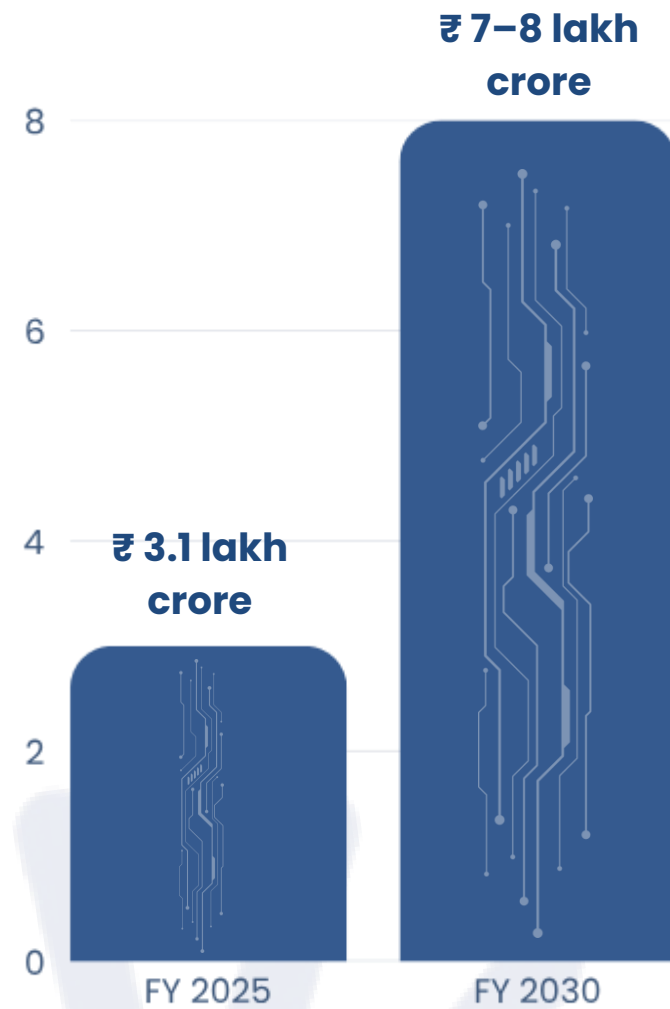
Projected Growth

Key Highlights:

- Market projected to reach \$44.76 Billion by 2034.
- India is the 4th largest medtech market in Asia and in the top 20 globally.

Industry Data (ESDM Market)

India's ESDM Market



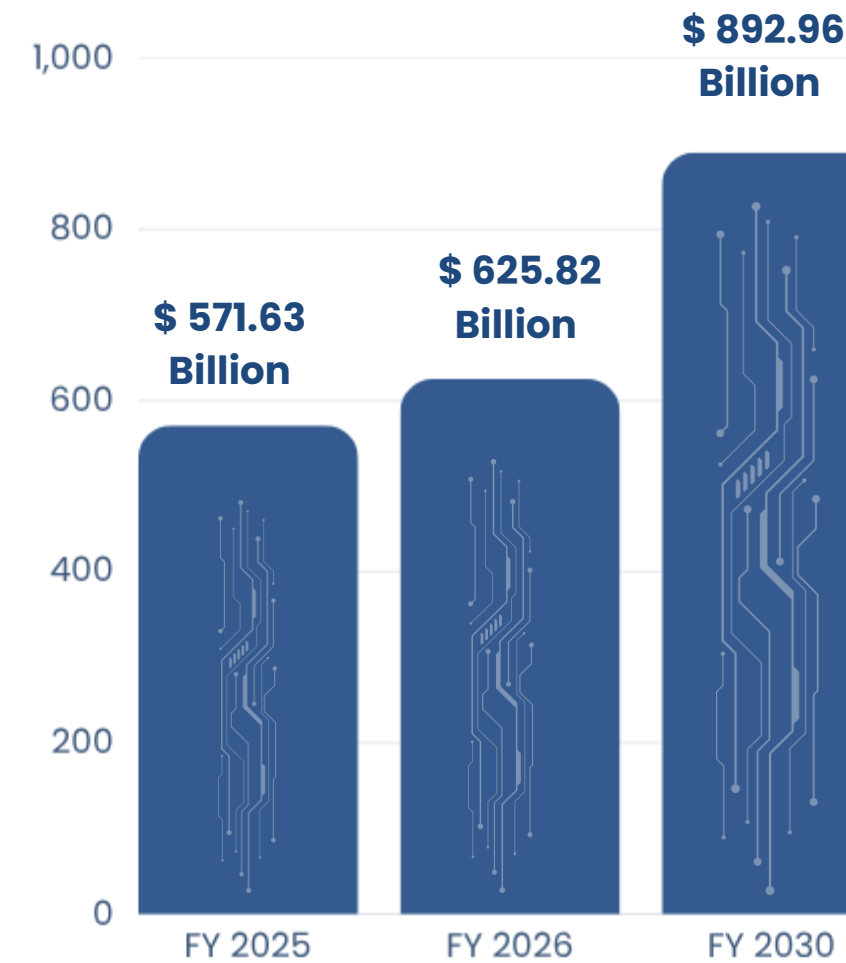
Projected CAGR
20-25%
Expected to more than double

Growth Drivers

- China+1 strategy
- Rising domestic demand
- Government incentives (PLI schemes)

In March 2025, India announced a **PLI scheme valued at Rs. 22,900 crore** to **boost domestic electronics manufacturing** and **reduce dependence on imported components.**

Global ESDM Market



CAGR
9.3%

Government Of India Targets



Manufacturing Output Target (By FY30): ₹ 43,10,000 crore



Employment Generation Target (By FY27): 12 million jobs

Targeted Area for Future/ Way Forward

01

Technology-Led Growth

Focus on AI, cloud computing, IoT, cybersecurity, and emerging technologies
Development of intelligent, connected, and data-driven devices

02

Make in India & Global Expansion

Strengthening partnerships with global and Indian brands
Supporting “Make in India” initiatives for domestic and export markets

03

OEM / ODM & Design-Led Manufacturing

Scaling design-to-manufacturing capabilities
Enabling customers through co-development, IP creation, and TOT

04

China +1 & Supply Chain Shift

Leveraging India’s position as an emerging manufacturing hub
Offering cost advantages through optimized logistics and incentives

05

Strategic Direction

Panache DigiLife is uniquely positioned to capitalize on global and domestic tailwinds, leveraging its: End-to-end value chain , Agile manufacturing capabilities , Strong R&D and design expertise , Commitment to innovation and global standards

Strong Industry Growth Momentum

- India's ESDM market projected to grow from ₹3.1 lakh crore in FY25 to ₹7-8 lakh crore by FY30, reflecting robust expansion potential.
- Global ESDM market expected to witness steady 9.3% CAGR, creating strong long-term demand opportunities.

China+1 Strategy & US-China Trade War

- Global companies diversifying supply chains away from China due to geopolitical tensions & trade restrictions
- India emerging as a key alternative manufacturing hub benefiting from this shift

India's Electronics Export Growth

- India's electronics goods exports reached US\$ 38.56 billion in FY25, marking a 32.42% increase from US\$ 29.12 billion in FY24.

Rising Domestic & Export Demand

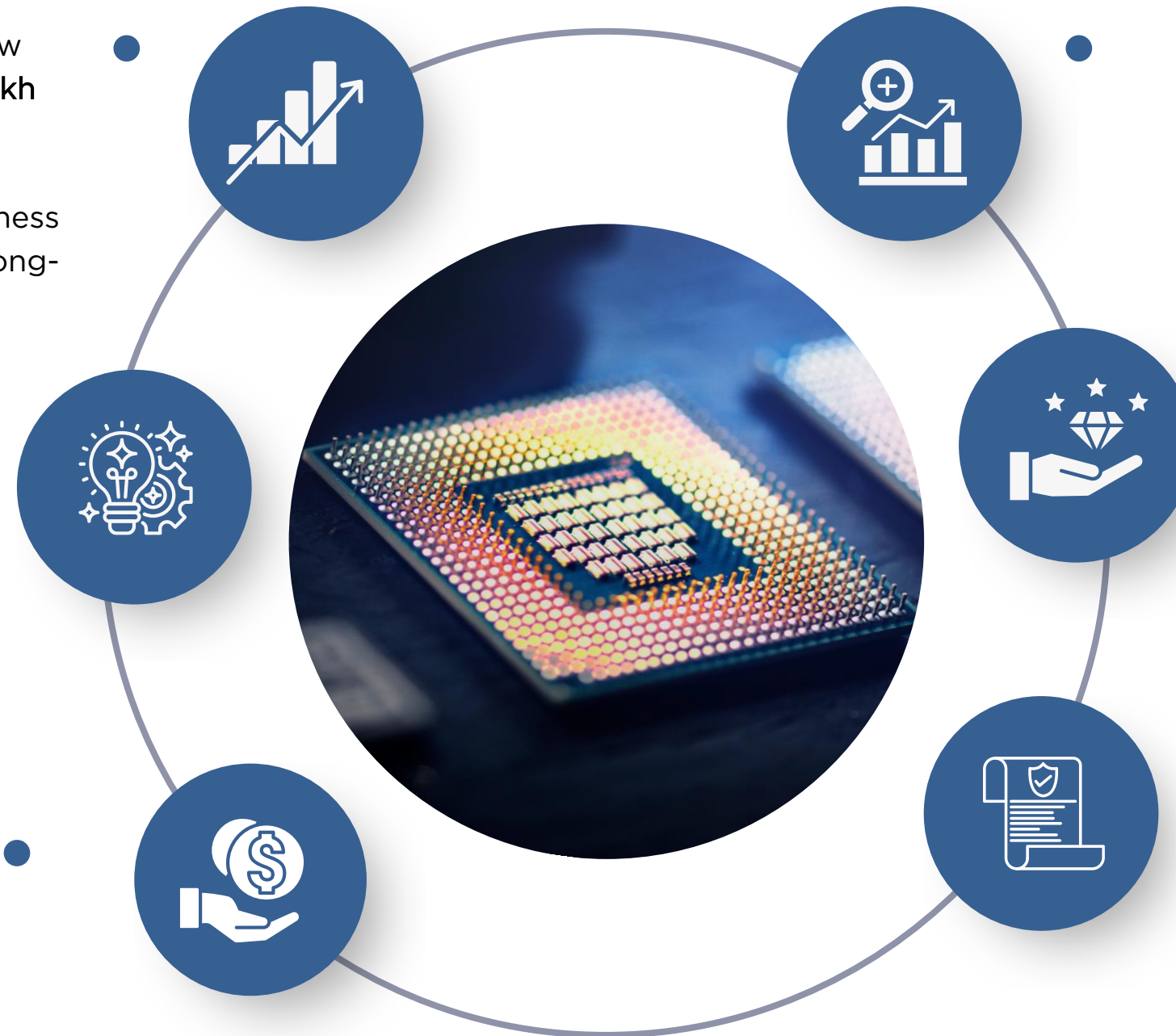
- Increasing consumption of consumer electronics, smartphones & automotive electronics
- India becoming major exporter with rapid growth in electronics exports

Shift to Higher Value Manufacturing

- Transition from assembly to ODM, design, system integration & silicon design (Fabless)
- Growing demand for end-to-end manufacturing & box-build solutions

Government Policy Support

- Strong push through PLI schemes, Make in India & component incentives
- Government targeting \$500 billion electronics output by 2030
- According to government data, of the Rs. 10,114 crore (US\$ 1.18 billion) disbursed under the PLI scheme across 14 sectors, electronics manufacturers received Rs. 5,732 crore (US\$ 666.3 million) in FY 25.



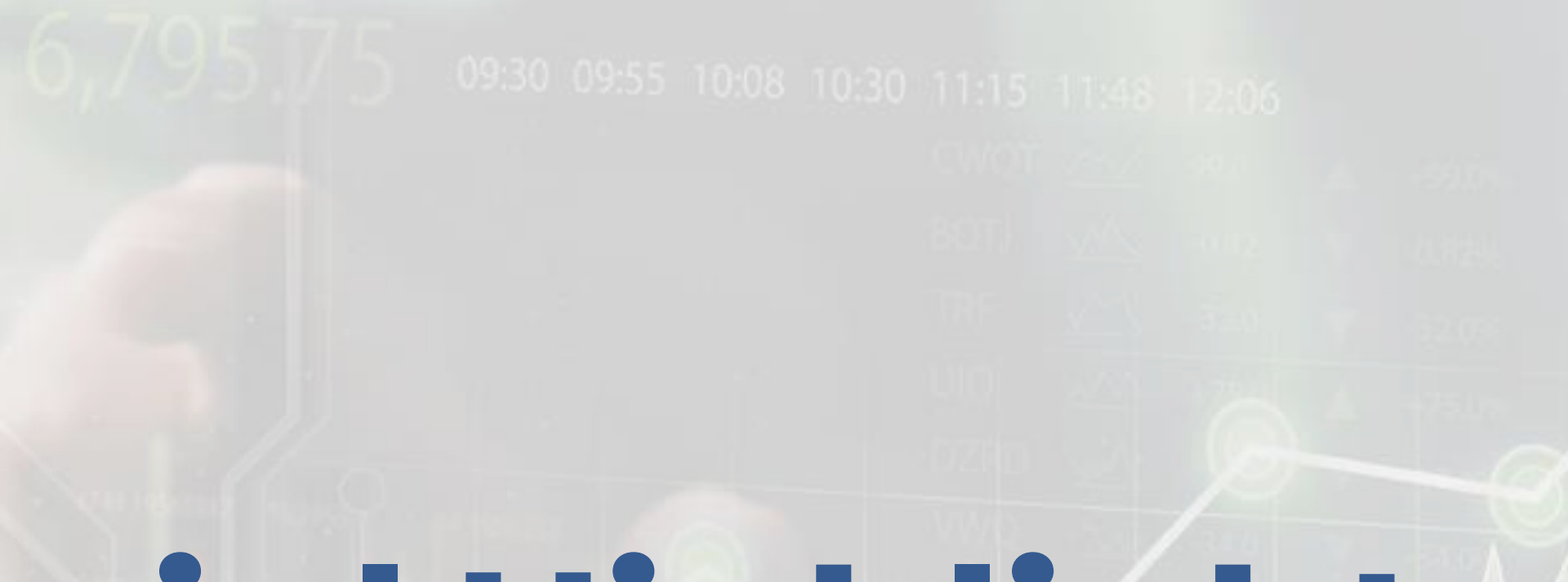
Awards & Certifications



Technology Partners:



Financial Highlights



Consolidated Profit & Loss A/c

(All Figures in Lakhs)

Particulars	Q4 FY26	Q4 FY25	YoY%	Q3 FY26	QoQ%	FY25 - 26
Revenue From Operations	9990.44	6008.11	66.28%	7447.44	34.15%	24297.68
Operational Expenses	7861.45	5389.18	45.87%	6477.18	21.37%	20192.51
Employee Benefits Expense	206.76	143.87	43.71%	157.23	31.50%	698.24
Other Expenses	302.62	122.90	146.23%	174.98	72.95%	705.72
Total Expenditure	8370.83	5655.95	48.00%	6809.39	22.93%	21596.47
EBITDA	1619.61	352.16	359.91%	638.05	153.84%	2701.21
EBITDA%	16.21%	5.86%		8.57%		11.12%
Other Income	158.32	25.49	521.11%	23.48	574.28%	241.15
Depreciation, Amortisation	37.50	27.17	38.02%	30.18	24.25%	126.03
Finance Costs	65.87	52.20	26.19%	63.48	3.76%	266.00
Profit Before Exceptional Item	1674.56	298.28	461.41%	567.87	194.88%	2550.32
Exceptional Item	-346.44	0		0		-346.44
PBT	1328.12	298.28	345.26%	567.87	133.88%	2203.88
Tax	327.52	78.82	315.53%	167.76	95.23%	570.97
PAT	1000.59	219.45	355.95%	400.09	150.09%	1632.90
Share of Profit from Associate	7.38	6.11	20.79%	-6.92	206.65%	-2.72
Net Profit/(Loss) from Discontinued Operations (After tax)	-5.45	0.09		32.66		23.75
Net PAT	1002.52	225.65	344.28%	425.83	135.43%	1653.93
PAT Margin	10.03%	3.76%		5.72%		6.81%
EPS						
1) Basic	6.51	1.61		2.80		10.73
2) Diluted	5.49	1.56		2.71		9.06

Consolidated Balance Sheet

Assets

(All Figures in Lakhs)

Particulars	FY26	FY25
Non-Current Assets		
Property Plant and Equipments	788.61	768.66
Right to use assets	305.49	31.05
Investment Property	221.69	226.10
Other Intangible Assets	161.34	170.72
Financial Assets	40.06	47.33
Deferred Tax Assets (Net)	8.32	0.00
Other Non-Current Assets	0.42	0.01
Current Assets		
Inventories	4184.52	2739.17
Financial Assets	12580.23	6656.93
Other Current Assets	4443.28	710.50
Current Tax Assets	12.66	4.47
Assets Disposal Group classified as held for sale	6.34	10.43
Total	22752.96	11365.37

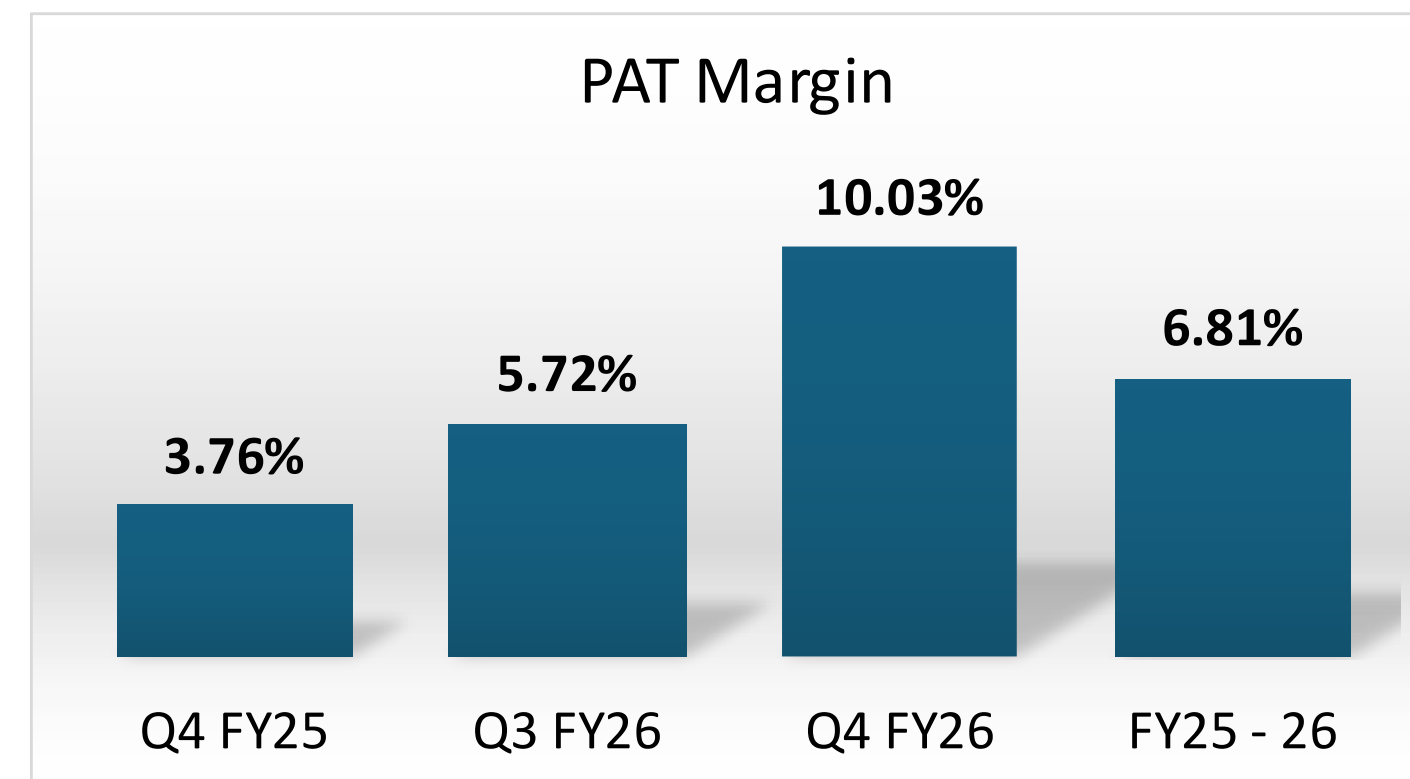
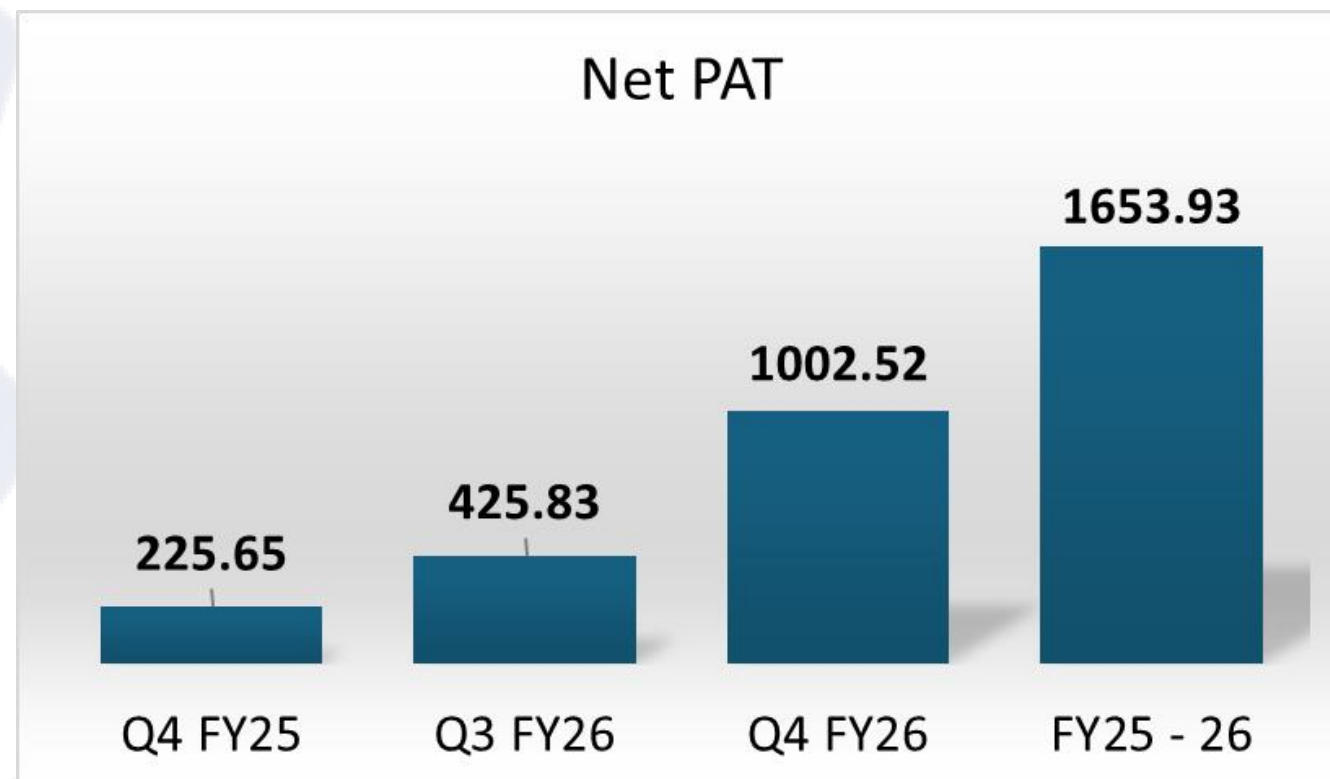
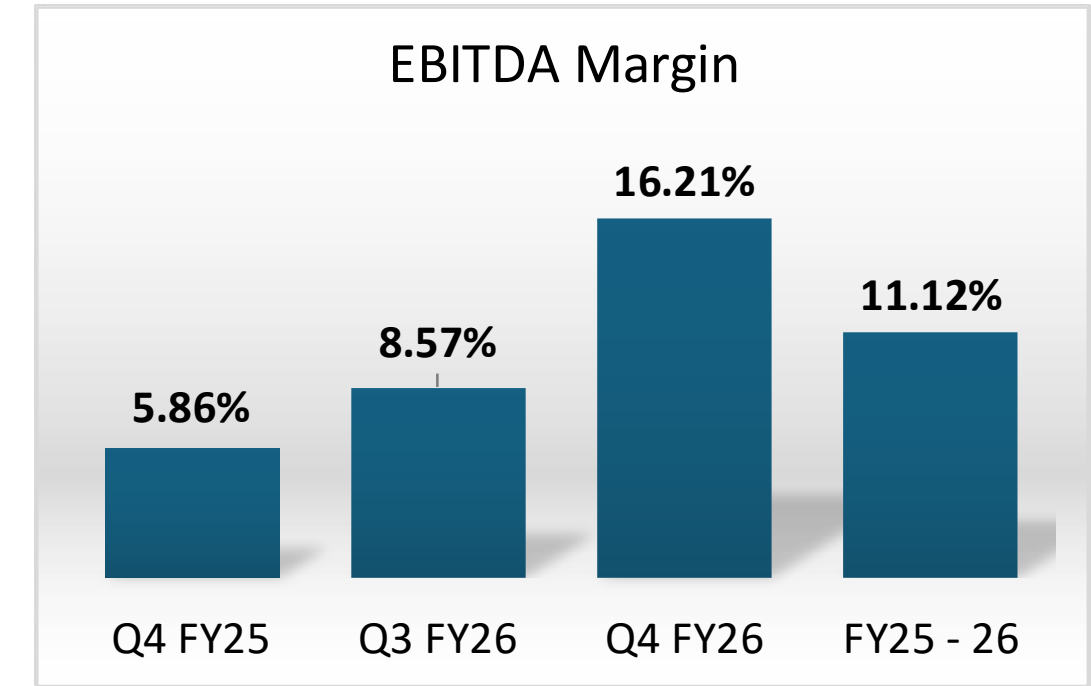
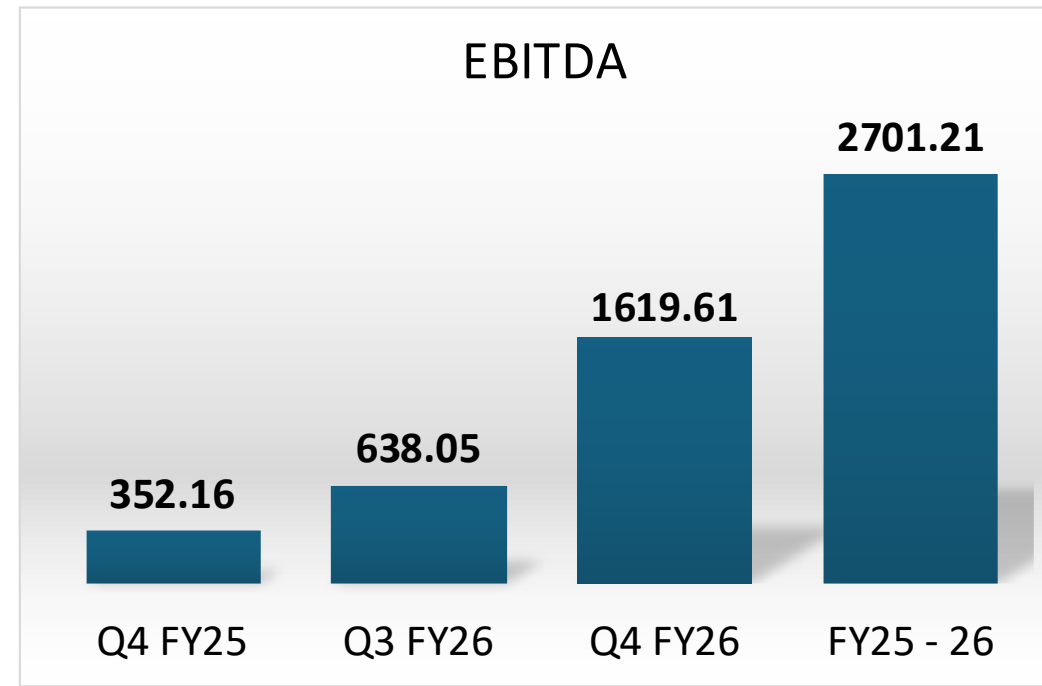
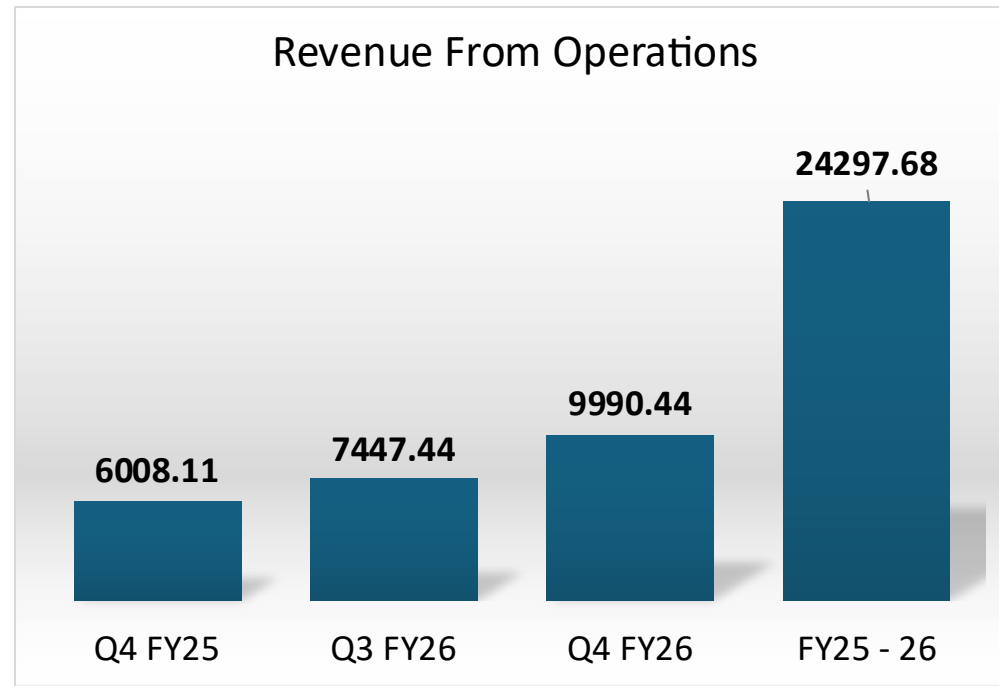
Equity & Liabilities

(All Figures in Lakhs)

Particulars	FY26	FY25
Equity		
Equity Share Capital	1601.40	1522.80
Other Equity	8956.5	5065.87
Minority Interest	47.16	-1.68
Non-Current Liabilities		
Financial Liabilities	264.24	65.68
Provisions	173.05	87.78
Deferred Tax Liabilities (Net)	35.61	39.47
Other Non-Current Liabilities	2.45	4.49
Current Liabilities		
Financial Liabilities	10697.61	4202.92
Other Current Liabilities	388.96	143.40
Provisions	85.95	43.52
Current Tax Liabilities (Net)	487.73	129.72
Liabilities Associated with Disposal Group classified as held for sale	12.30	61.40
Total	22752.96	11365.37

Key Performance Indicators

(All the Figures in Lakhs Except %)



Thank You.

PANACHE DIGILIFE LIMITED

ISN : INE895W01019 | NSE : PANACHE

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E-Mail : ir@panachedigilife.com

