



Panache Digilife Limited

**Investor Presentation
May 2017**

Disclaimer

This presentation has been prepared by Panache Digilife Limited (the “Company”) solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Table of Contents

01	Financial Highlights	
02	Company Overview	
03	Industry Opportunity	
04	Business Overview	
05	Way Forward	

FY17 Financial Highlights

Annual Financial Highlights



60%

Revenue
Rs 78.94 cr



83%

EBITDA
Rs 6.80 cr



108bps

EBITDA Margin
8.61%



184%

PAT
Rs 4.43 cr



244bps

PAT Margin
5.61 %

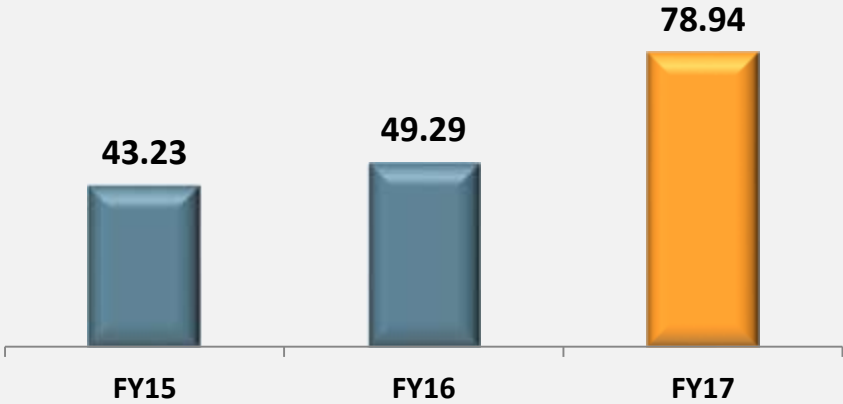


184%

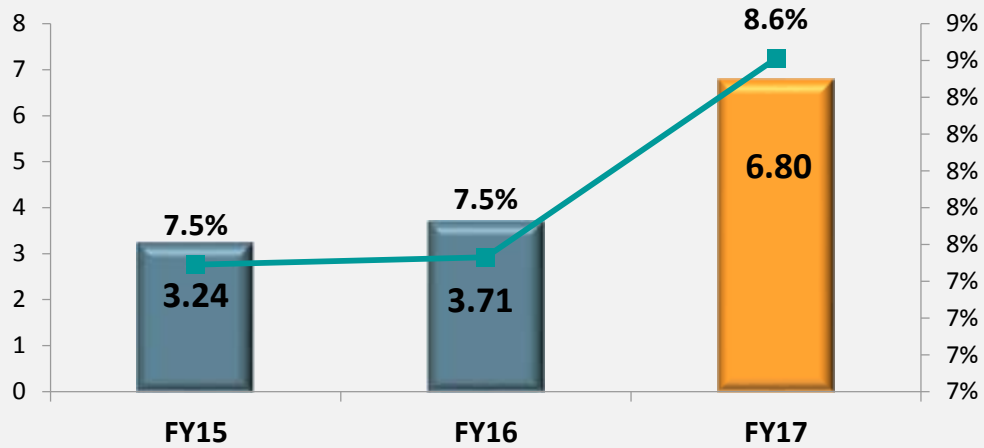
EPS
Rs 10.55 (vs. FY16 – Rs. 3.71)

Annual Financial Highlights

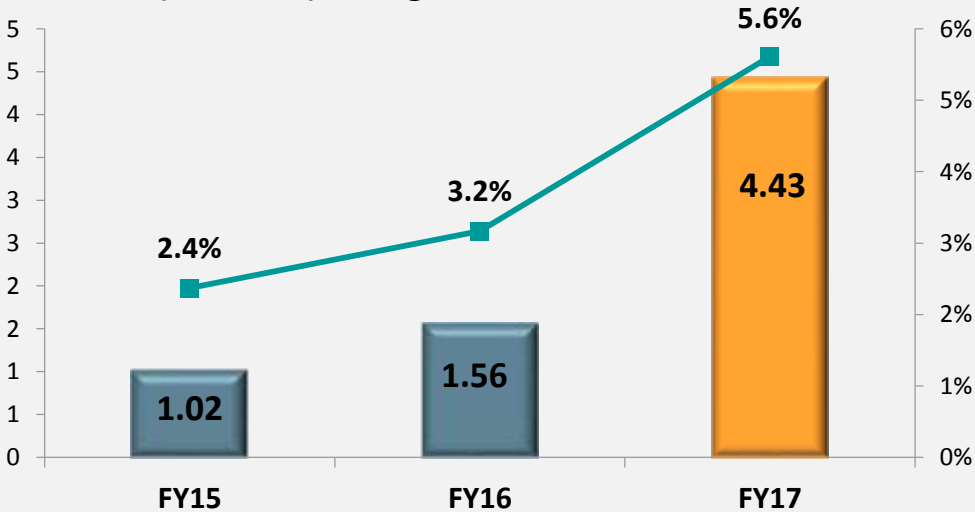
Revenue (Rs. Crore)



EBITDA (Rs Crore)/Margin

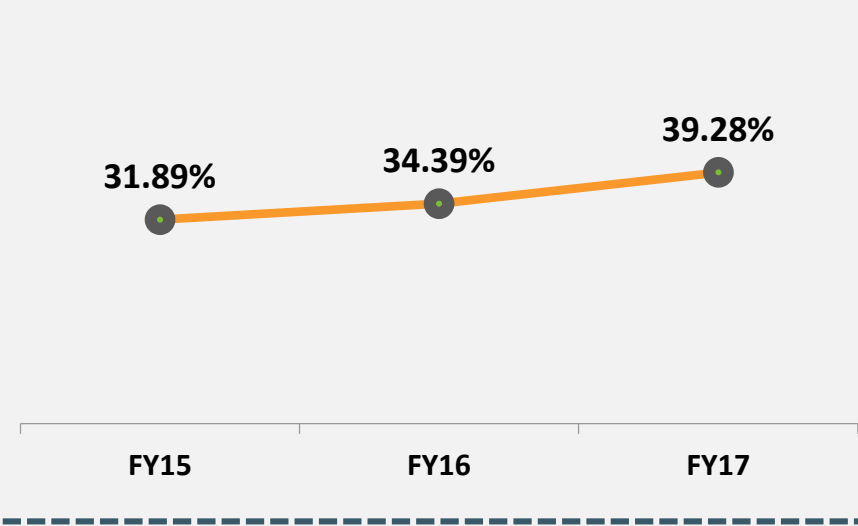


PAT (Rs. Crore)/ Margin

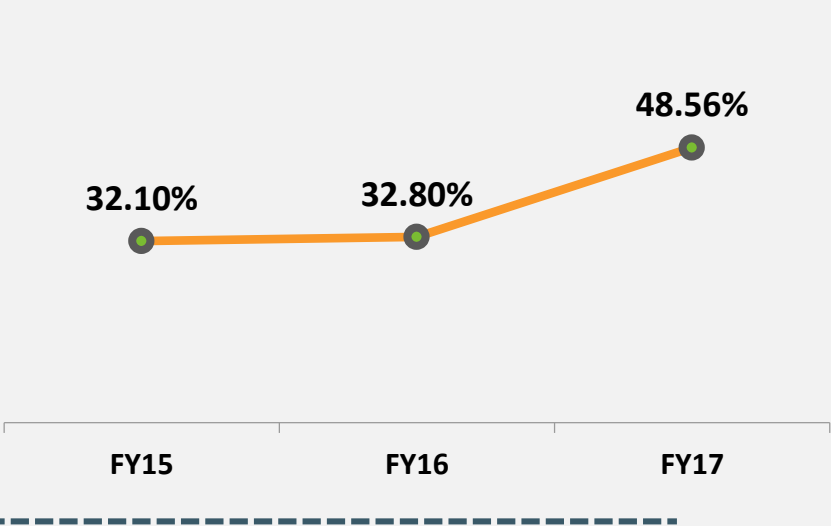


Key Return Ratios

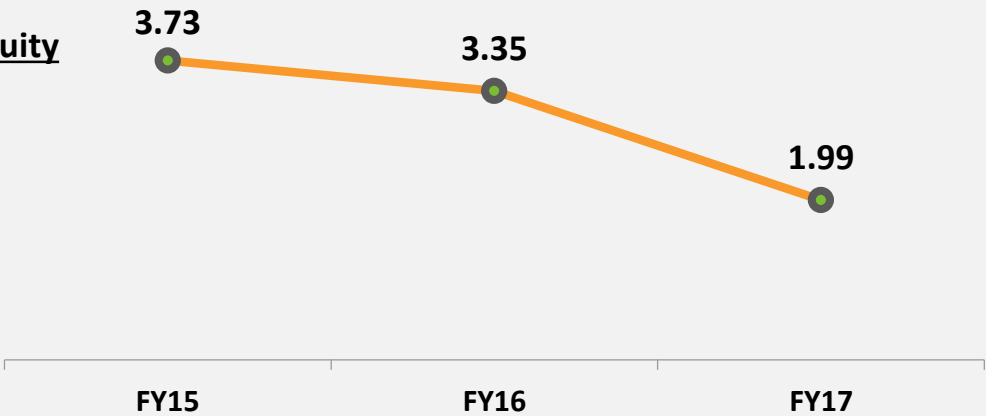
RoCE(%)



RoE (%)



Debt /Equity



P&L Highlights

Rs. Crs	FY17*	FY16	YoY %
Total Income from Operations	78.94	49.29	60.15%
Raw material	65.96	39.31	
Employee Cost	2.63	3.28	
Other Cost	3.56	2.99	
Total Expenditure	72.15	45.58	
EBITDA	6.80	3.71	83.29%
EBITDA Margin%	8.61%	7.53%	108 bps
Interest	1.86	1.68	
Depreciation	0.16	0.15	
Other Income	0.57	0.55	
Exceptional Item	0.01	0.00	
Profit Before Tax	5.35	2.44	
Tax	0.92	0.88	
PAT	4.43	1.56	183.97%
PAT Margin%	5.61%	3.17%	244 bps
EPS in Rs.	10.55	3.71	

* FY17 results include performance of subsidiary Wemart Global, incorporated in November 2016

Balance Sheet Highlights

Rs. Crs	Mar-17*	Mar-16
Shareholder's Funds	9.12	4.76
Share capital	4.20	0.30
Reserves & Surplus	4.92	4.46
Non-current liabilities	9.23	7.21
Long term borrowings	8.75	6.77
Defer Tax liabilities	0.30	0.27
Other Long-Term liabilities	0.18	0.16
Long-Term Provisions	0.00	0.00
Current liabilities	45.24	23.07
Short Term Borrowings	9.36	9.18
Trade Payables	33.02	9.98
Other Current liabilities	1.87	2.95
Short-term provisions	0.99	0.96
Total Equities & Liabilities	63.59	35.03

Rs. Crs	Mar-17*	Mar-16
Non-current assets	3.66	3.58
Fixed assets	3.26	3.29
Deferred tax assets	0.00	0.00
Non-current Investments	0.00	0.00
Long-term loans & advances	0.00	0.00
Other non-current assets	0.40	0.30
Current assets	59.93	31.45
Current Investments	0.00	0.00
Inventories	15.05	14.09
Trade receivables	43.09	14.34
Cash & Cash equivalents	1.11	2.15
Short-term loans & Advances	0.00	0.00
Other Current Assets	0.68	0.87
Total Assets	63.59	35.03

* FY17 results include performance of subsidiary Wemart Global, incorporated in November 2016



Company Overview

Leading Design and Hardware Products Manufacturer

- Panache Digilife Limited (Formerly known as Vardhaman Technology Ltd., earlier Vardhaman Technology Pvt. Ltd.)
- Specializes in manufacturing, distribution and servicing of diverse hardware and embedded system solutions
- Cost effective electronics manufacturing solutions with high standards of service, delivery and quality

ONE STOP IT HARDWARE HUB

- Diverse product basket ranging from PoS, Kiosks, GPS, TV, education and digital signage solutions
- Caters to domestic and international markets

GLOBAL PARTNERSHIPS

- Intel Platinum Partner
- Named Partner for Microsoft
- ISO 9001:2008 Certified company
- Partnerships with renowned global Fortune 500 Companies

COST EFFECTIVE SOLUTIONS

- Focus on productivity, quality and bulk sourcing
- quality designing and relocation to lower overhead & labour costs

FROM IDEAS TO INNOVATIONS

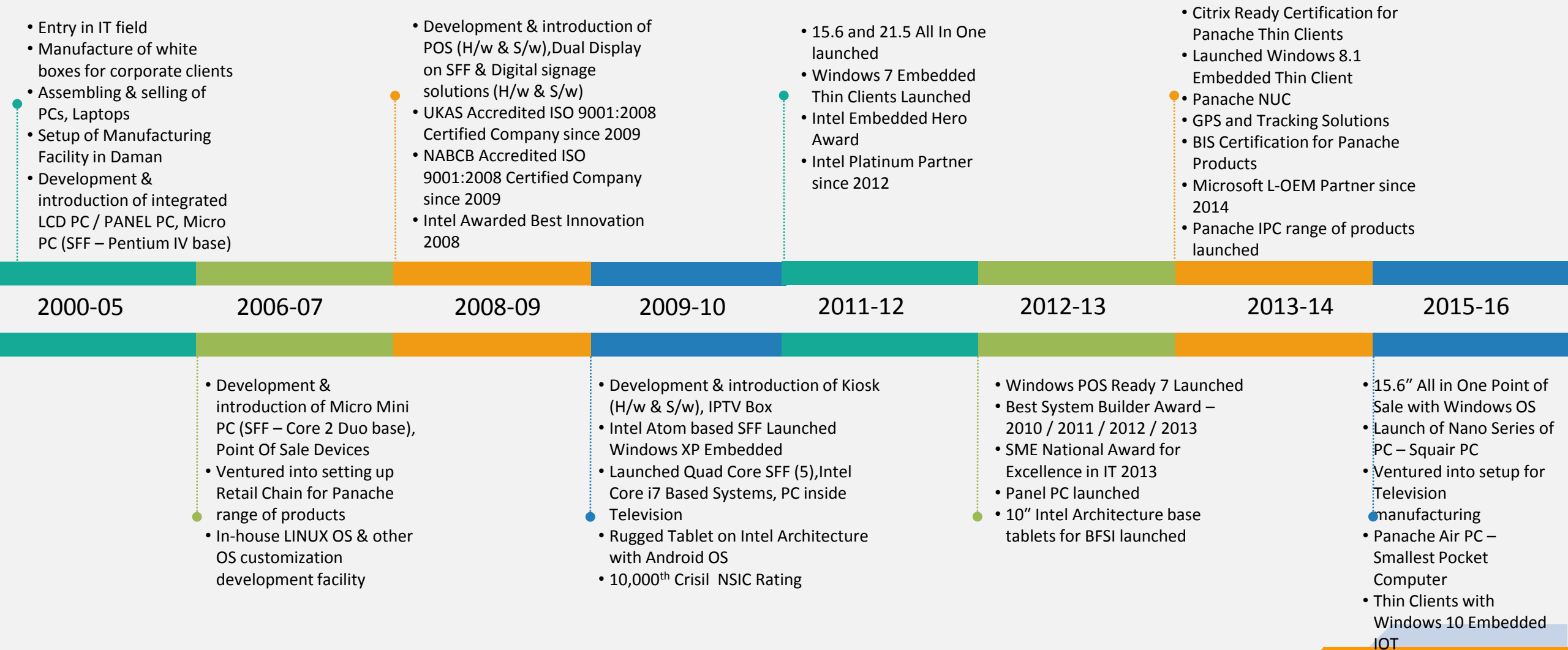
Click to Watch

CORPORATE TEASER

...with strong Software Capabilities



Journey So Far



Our Team

- Holds a Bachelors Degree in Computer Engineering from the University of Mumbai & Executive Post-Graduate Diploma in Management from IIM, Indore
- More than two decades of experience in IT sector
- Responsible for overall management and operations



Amit Rambhia
Promoter Chairman &
Managing Director



Nikit Rambhia
Promoter & Joint
Managing Director

- Holds a Masters Degree in Marketing Management from University of Mumbai
- Responsible for implementation of business strategies laid down by the Board



Devchand Rambhia
Whole-Time Director

- Associated with the Company since inception
- Holds a Diploma in Mechanical Engineering from Board of Technical Examinations



Nitesh Savla
Chief Financial Officer

- Aggregate experience of more than 8 years in various positions of Finance
- Responsible for looking after accounting, finance and taxation for the Company



Jinkle Khimsaria
CS & Compliance Officer

- Company Secretary by qualification and a member of Institute of Company Secretaries of India
- Responsible for Legal and Compliance Department for the Company



Business Overview

Business Overview



Panache PC Division

- Panache Air PCs - World's Smallest Computing device which converts Television Screen to a personal computer



Panache AV Division

- Panache Display Division launched to leverage strength of the companies IT know how into the Consumer LED TV and Commercial Signage Display and AV solutions



Panache Telematics

- IoT
- Analytics
- Offers viable alternative to existing GPS Vehicle Tracking and Taxi Management services



Panache IPC

- Industrial products in Automation Industries.
- Value added products with additional features and advanced technology for business use



Panache Design

- Industrial Design consultancy. Products designed to look appealing as well as make it sale-able in market

Product Offerings

Products		Features	Range
Thin Client		- A thin client is a network computer without a user writable long term storage device - Server-centric computing model - application software, data and CPU power resides on a network server	- Processor: Intel Atom & Celeron - RAM: 1/ 2/ 4GB - Storage: 1-32GB - OS: Linux & Windows Embedded
Point of Sale		- Point of sale (POS) -location where a transaction occurs - Wide spread use- supermarkets, restaurants, hotels, stadiums, and casinos, any type of retail establishment	- Processor: Intel Atom, Celeron, Dual Core, Core i3Series - RAM: 2 / 4 / 8GB - Storage: 1-32GB - OS: Windows Embedded, Windows 10, Windows 7 POS Ready
Mini PC		- Housed in smaller cases than typical desktop computers. - Excludes rack-mount cases, blade servers, and industrial computers - Specifically for home use	- Processor: Intel Atom, Celeron, Dual Core, Core i3 / i5/ i7 Series - RAM: 2/ 4/ 8 /16GB - Storage: 32-4TB/GB - OS: Windows 10
IOT		Specialization in Custom Designed solution based on : - IoT (Internet of Things) - Artificial Intelligence - Business Intelligence - Connectivity based solutions	Custom Designed Solutions
Air PC		- Ultra slim, portable, power packed - Pocket-sized PC with window 10 - Plugs into any LCD/LED Monitor, Television or projector with an HDMI port	- Processor: IntelZ3735 - RAM: 2GB - Storage: 32GB - Built-in Wi-Fi, Bluetooth 4.0 - OS: Windows 10



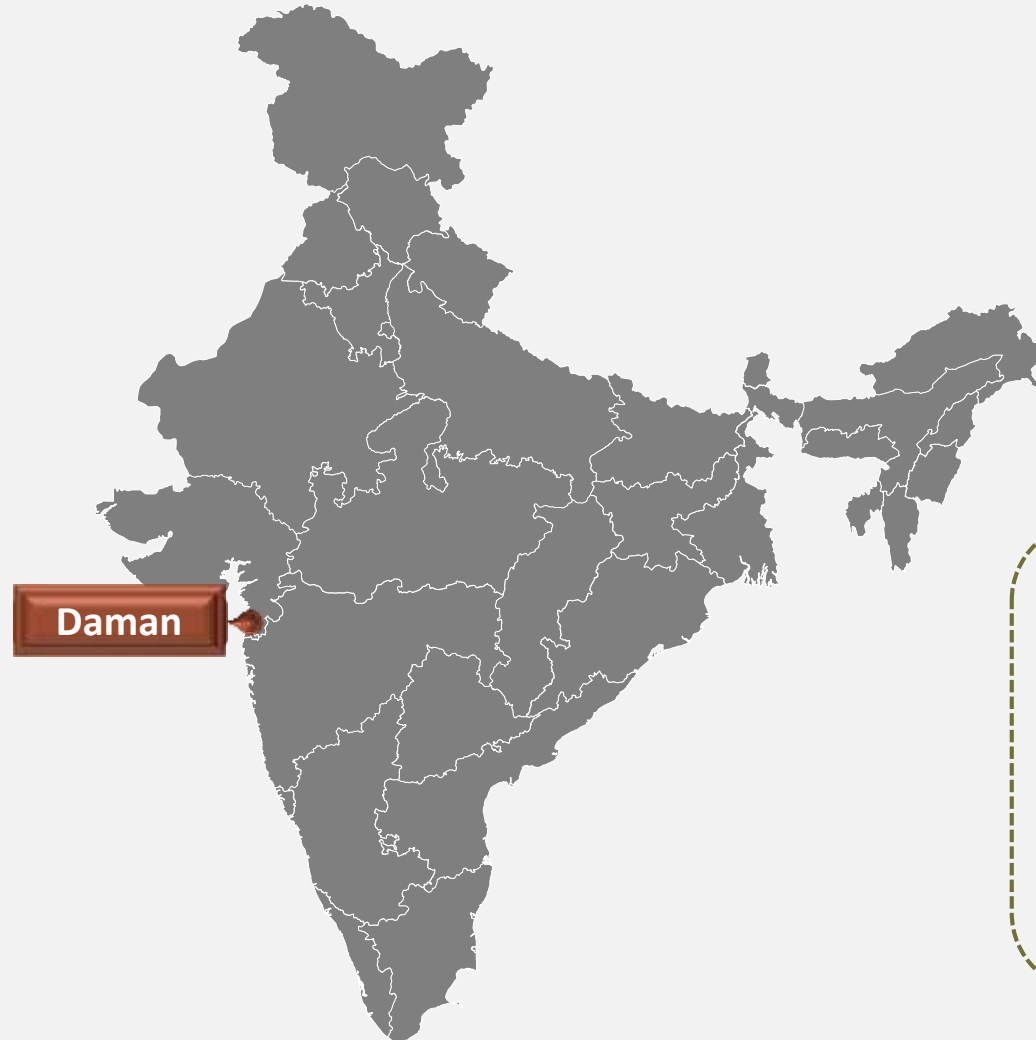
My Air PC -
World's smallest
personal computer
brought to you by
Panache

Product Offerings contd...

Products		Features	Specifications
Nano PC's		• Ultra slim, power packed and Dual Display portable device with window 10 • Connect into any LCD/LED Monitor, Television or projector with an HDMI port	• Processor: Intel Z8350 • RAM: 2GB / 4GB • Storage: 32 / 64 /128 GB • Built-in Wi-Fi, Bluetooth 4.0 • OS: Windows 10
Tablets		• Supports capacitive multi touch with Android operating system • Features include front and rear camera, mini HDMI port, Micro USB slots and G-Sensor	• Processor: Intel Z2520 • RAM: 1GB • Storage: 16GB • OS: Android Jellybean 4.2
Panel PC		• Integrate seamlessly enterprise telephony systems and provide a range of functions • Used in most trading environments including: broking, buy-side, sell-side, energy, commodities, bond trading and hedge-funds.	• Processor: Intel Atom N270, Intel Core 2 Duo T9400 • RAM: 2GB • Storage: 32GB CF • OS: Windows XP
Tracking and GPS Solutions		• Unique set of solutions designed to provide tracking, execution, management and monitoring of movable assets remotely. • GPS/GPRS based Solutions for Vehicle Tracking, BPO, Schools, Fleet Taxis, Personal Tracking, OBD solution to Garage and Vehicle Insurance Co. Logistics & Transportation	• GPS Receiver: 66 Channel • GPS accuracy: 2.5 to 5 meters GSM/GPRS • Module: 900/1800/850/1900 M Hz • Environment housing: IP 65 with external Speakerphone
LED TV		• Available in screen size varying from 60cm-139cm • Features include HD ready to full HD, X-Reality Picture Engine, Slim Edge and Smart Energy Saving	• 61 cm (24), 80 cm (31.5), 98 cm (38.5), 101 cm (40), 139 cm (55)

State of the Art Manufacturing Facility in Daman

- Anti-static environment for assembly
- Air-conditioned assembly area
- Permanent SSI registration
- CST exempted against Form 'C'
- Complied with all statutory regulations



- Proximity to JNPT Port (170 kms)
- Easy availability of low-cost, skilled labour
- Uninterrupted electricity supply

Global Presence



- Cater to both domestic and international markets
- Customers based out of Dubai, Iran, Riyadh, Sri Lanka, Brazil etc.
- Recently incorporated subsidiary – Wemart Global - aids in B2B market place

Awards and Recognitions



Intel Awards

Intel Ace New Comer
2006 / 07



Intel Awards for Star Achievement

Intel Star Achiever 2007
/ 08 Quad Core King
2008



Intel Awards in Innovation Category

Intel Best Innovation 2008
Innovative Designs in DT
Category 2007



Intel Awards in Embedded Space

Innovative Design on Intel
Architecture 2011
Intel Embedded Systems
Conference



UBM CRN Excellence Awards

Best System Builder
2010 / 11 / 12 / 13



National SME Award

National SME Award –
2013



Intel Awards

Intel Embedded Hero
Award 2012



Edge Innovation Award

Edge Innovation Award
2014

Key Strategic Advantages

Strong Supply Chain

- Strategic sourcing of products through established suppliers
- Integrated core competencies to enable effective inventory and order management
- Usage of RFID to track and control logistics from raw material to finished goods

Cost-effective Operations

- Training, better equipment with focus on improving productivity
- Strategic, bulk purchasing to reduce costs
- Strive for better , new designs so as to reduce labour costs during manufacture
- Ability to offer products at competitive prices

Strategic partnerships

- Intel Platinum Partner
- Microsoft Named Partner
- Partnerships with Fortune 500 companies globally



Experienced management team

- Qualified, experienced management team with customer-centric approach
- Over a decade's experience with developed suppliers and customer relationships

Wide geographic presence

- Partnerships with global renowned brands to enable quality product & service delivery at competitive prices
- Cater to clients across the globe including Dubai, Iran, Riyadh, Sri Lanka

Quality products , Superior Service

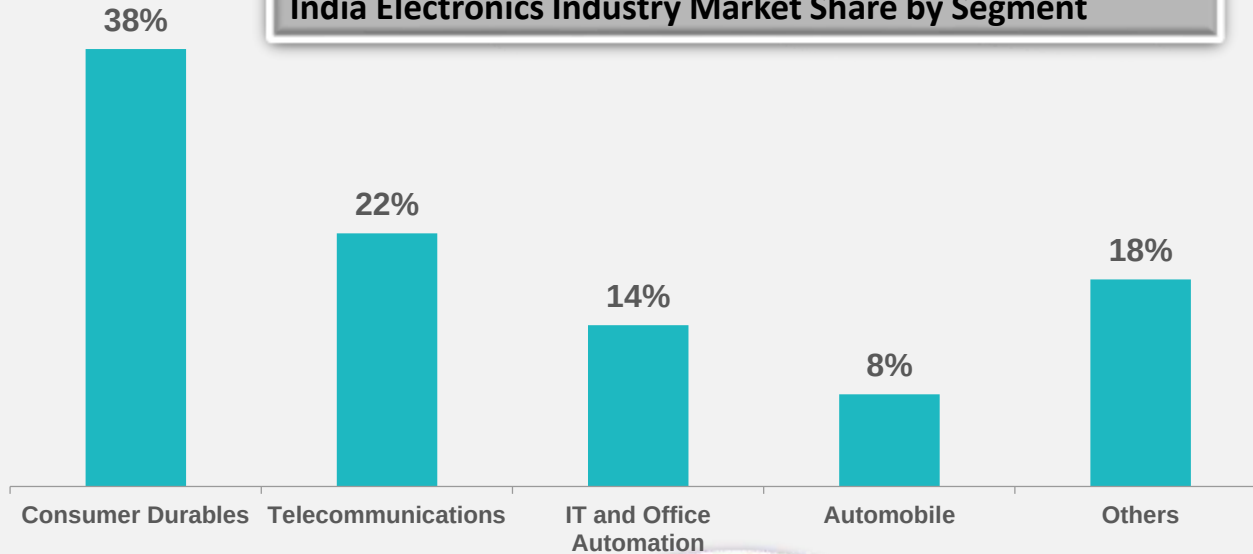
- Ability to bring customer 's original ideas into series production
- Focus on quality, updated designs and products so as to maintain superior customer service standards

Industry Opportunity

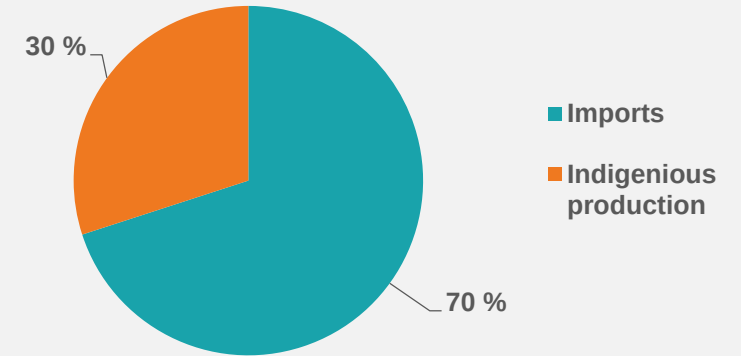


Industry Opportunity

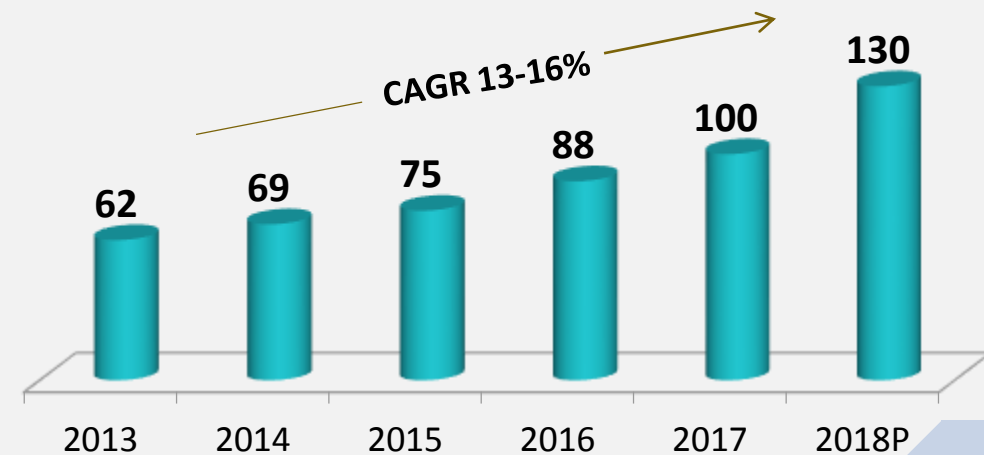
India Electronics Industry Market Share by Segment



Demand and Supply Scenario



Indian electronics & hardware market (US \$ bn)



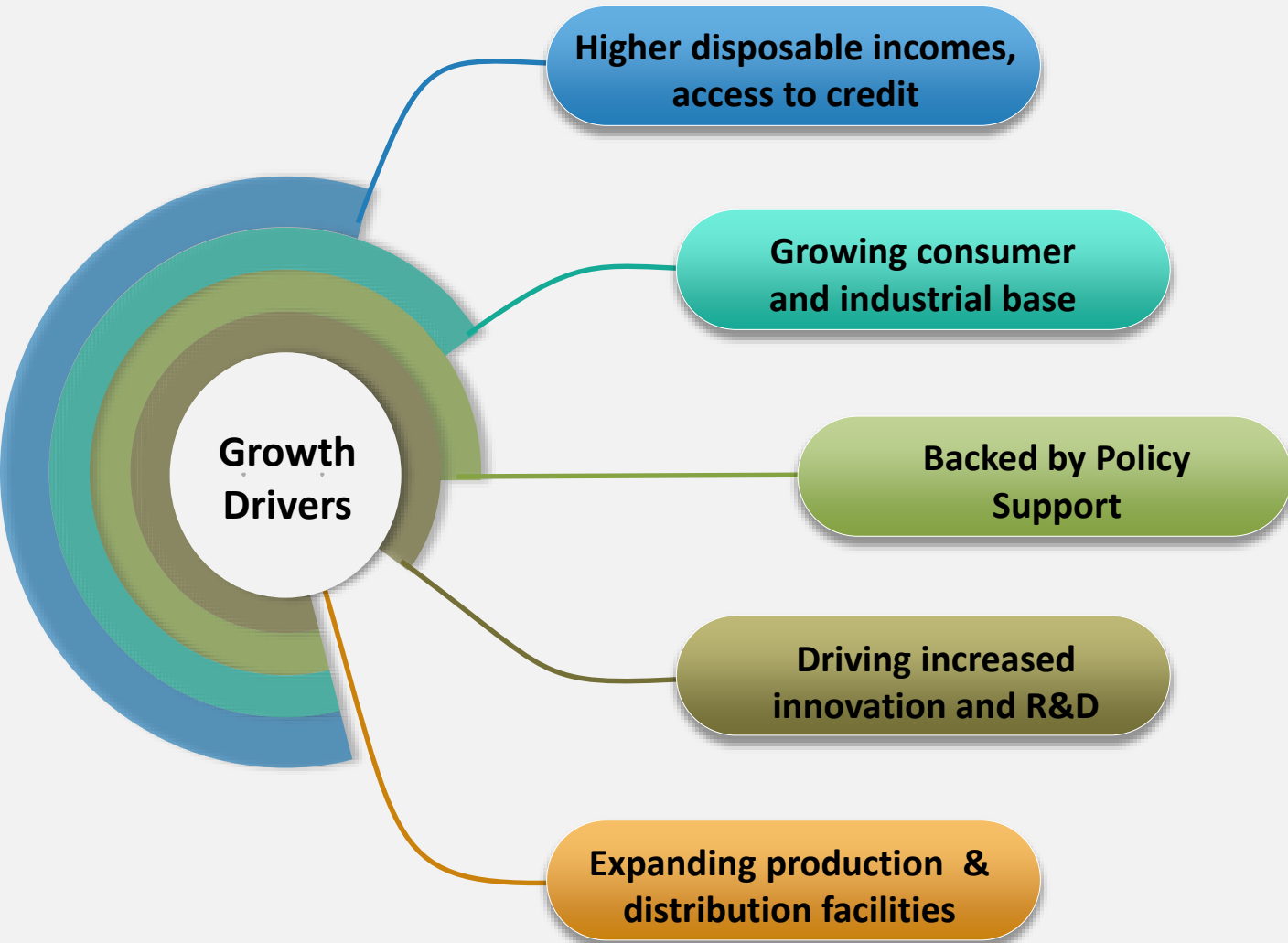
Domestic Electronics Output Target

USD 400 BN

Electronics Exports Target

USD 80 BN

Industry Opportunity contd...



Top Segments by Growth



LED Products



Semiconductor Design



DTH Products

Government initiatives supporting investments

Ending tax uncertainty
End to inverted duty structure
Coastal Economic Zones



Investment incentives
Free Trade Agreements
High volume, low value added products

End to Inverted Duty Structure and Related Measures
Investment Incentives
Preferential Market Access
Differential Taxation



100% FDI in Electronics sector



Electronics Manufacturing Clusters (EMCs) with incentives. 200 EMCs are envisaged by 2020

'Make in India'
Strategy for Electronic Products

'Digital India'

- Electronics manufacturing - one of the pillars of Digital India initiative with focus on indigenous manufacturing of FABS, Fab-less design, Set top boxes, VSATs, Mobiles, Consumer & Medical Electronics, Smart Energy meters, Smart cards, micro-ATMs

Digital Infrastructure as utility to every citizen

Governance & Services on Demand

Digital Empowerment of Citizens



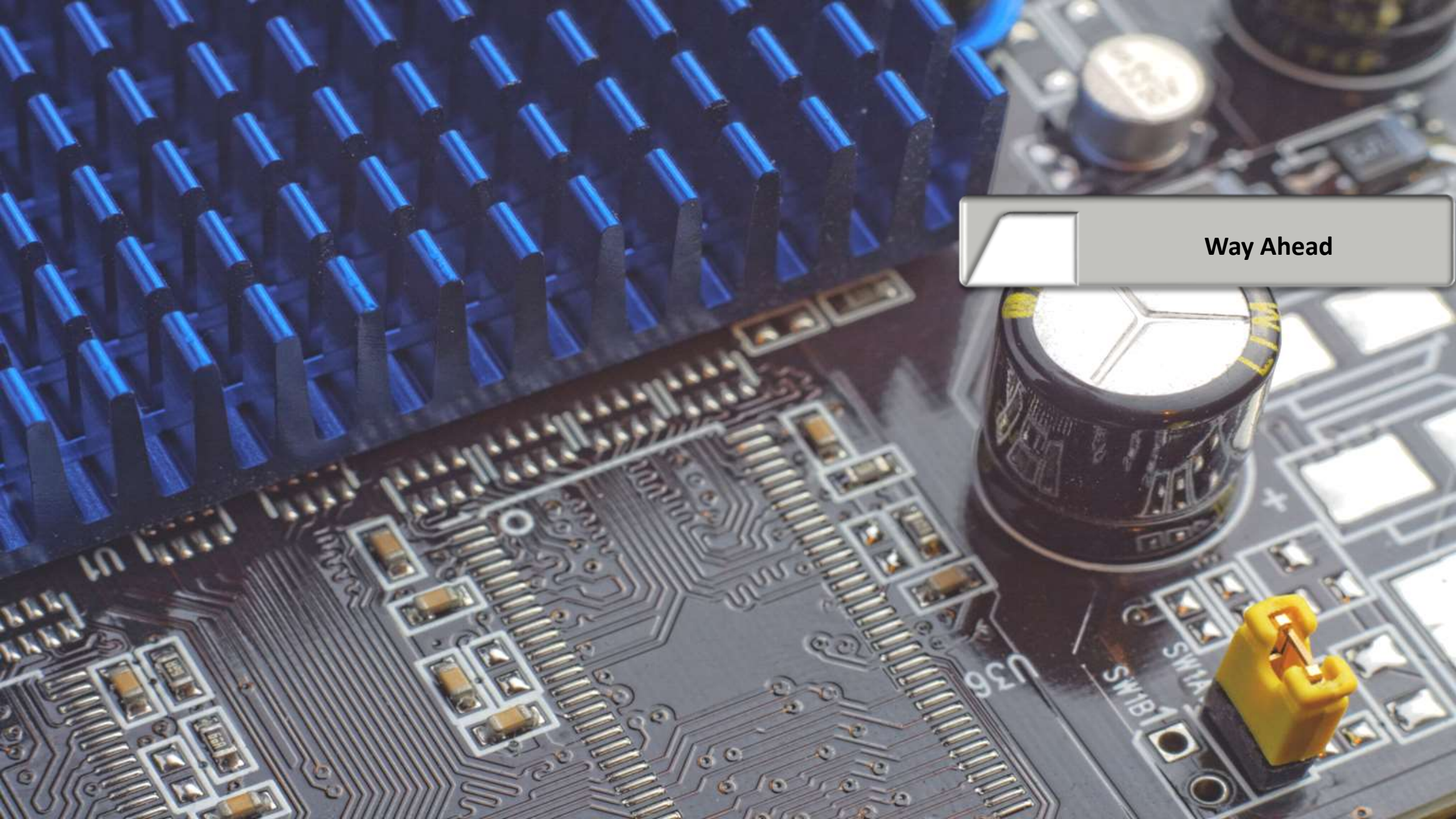
Modified Special Incentive Package Scheme (MSIPS): Government provides CAPEX and Countervailing duty subsidies for manufacturers for period of 10 years

National Supercomputing Mission

- To connect national academic and R&D institutions with a grid of over 70 high-performance computing facilities at an estimated cost of USD 692 million



Launch of National Centre of Excellence at IIT Kanpur and Bombay to boost innovation



Way Ahead

Way forward...

Expand overseas operations

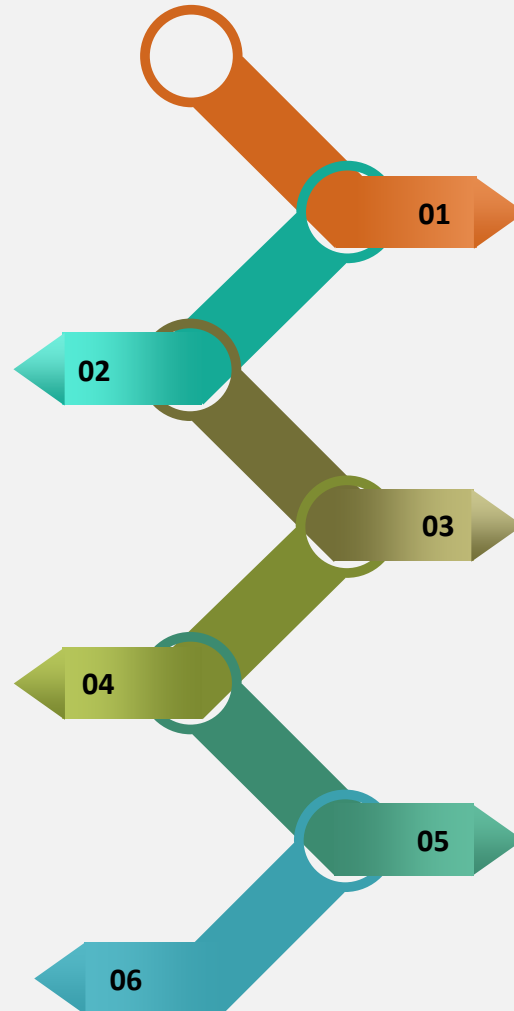
- Recently incorporated subsidiary – Wemart Global -Enhance B2B trade

Enhance brand image

- Focus on brand creation
- Build customer loyalty by providing excellent customer service

Growing existing client relationships

- Leverage domain expertise, understanding of target industry and close client relationships



Developing new markets for products

- Television, education solutions - target rural and semi urban areas
- GPS tracking solutions – target transportation companies and educational institutions
- Internet of things (IoT) in Smart Cities

Focus on Research and Development

- Continuous endeavour to design, innovate and reinvent products
- Launch of new product – Digital Pen - under Process

Capitalise on growing demand

- Sector growth opportunities - estimated at approx \$230 bn by 2020
- Huge push from Government's 'Digital India', 'Make in India' Initiatives

GPS Tracking Solutions

Our Goals

- 20% market share in India by 2020

Services Offered

- GPS Vehicle Tracking Services
- Taxi management
- STU PIS Services
- Emergency response
- Personnel Tracking
- Asset Tracking
- **OBD II with IoT and analytics dash boarding**

Targeted Industries/ Customers

- Fleet Owners
- Logistics Vehicle Operators
- Retail, FMCG transport
- School , College Buses
- Taxi, Radio Cab Management
- Insurance
- Wearables

- Server Software on open source platform
- Android & iOS-based App
- OBD II – helps integrate IOT & analytics for better business understanding using J1962 protocol

- Experienced, domain experts
- In-house Software Development, Equipment Manufacturing
- Quality Control not by choice but by rule
- Applying for trademark registration for brand 'Panache'

- Establish GPS OBD II solutions and analytics dash board
- Utilize available vehicle and human data for market analysis
- Both in house & for third party

Technologies

Strengths

Future Services

Aim to be the 'Top-rated vehicle tracking Company in India'

Panache – Education Solutions Division

Started in November 2013

Transforming the way people find, consume and teach education

In house Designing and manufacturing latest trend products

Dedicated, efficient team with friendly support system

Using cloud technology – access anywhere learning, both locally & globally

- Offee : An offline education and entertainment product
- Cloud Computing : Citrus Thin Client, Zero Client, Panache Air PC, Zero PC & Fusion VDi solution
- Digital Signage : EyeCapture Linux based
- Smart Classroom Solutions-
 - TV with touch screen and projector with Zero PC
 - Interactive whiteboard and smart classroom solutions
- RFID solutions : Student attendance and vehicle tracking

Cost effective innovative products and solutions



Internet of Things (IoT) in Smart Cities

Servers / Cloud – Data Services

- Like Microsoft Azure, Amazon Cloud, SAP based solutions
- A robust cloud architecture and “hot data”



IoT Devices & Sensor Based Solutions -Automation solutions

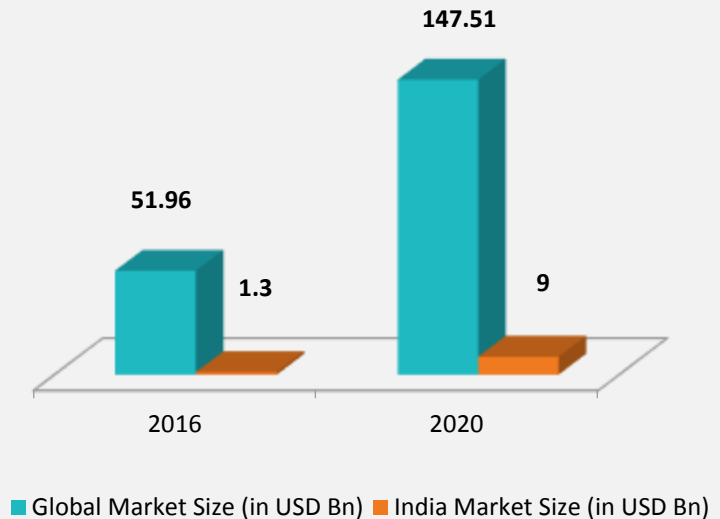
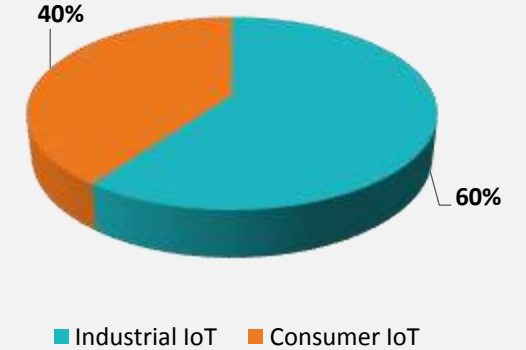
- Smart Metering
- Smart Lighting
- Smart Parking
- Security & Surveillance
- Analytics and Forecasting

Digital Signage Solutions- Public Information System

- Weather Information
- Public Transport Information
- Traffic Information etc

Secure, Scalable and Cost Effective

IoT Market Opportunity



Thank You



PANACHE



PDIGI IN

For further information, please contact:

Company :

Investor Relations Advisors :

Panache Digilife Limited.
CIN: U72200MH2007PLC169415

Bridge Investor Relations Pvt. Ltd.
CIN: U74900MH2016PTC273679

Mr. Amit Rambhia
 Chairman & Managing Director
amit@panachedigilife.com

Ms. Savli Mangle
Savli@bridge-ir.com

www.panachedigilife.com

Ms. Ritu Jindal
ritu@bridge-ir.com

www.bridge-ir.com