



# **ANNUAL REPORT**

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# 2022

PANACHE INNOVATIONS LIMITED

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# CORPORATE INFORMATION

<p><b>Registered Office</b></p> <p>Office No. 105, Primus Business Park, Plot No. A-195, Road No. 16/A, Ambika Nagar No. 2, Wagle Industrial Estate, Thane – 400604, Maharashtra.</p> <p>CIN: L51100MH1981PLC312742 (T): +91 8291529934 (E): info@panachemodera.com</p>	<p><b>Corporate Office</b></p> <p>Office No. 105, Primus Business Park, Plot No. A-195, Road No. 16/A, Ambika Nagar No. 2, Wagle Industrial Estate, Thane – 400604, Maharashtra.</p>
<p><b>Share Registrars and Transfer Agents</b></p> <p>Niche Technologies Private Limited 3A Auckland Place, 7th Floor, Room No. 7A &amp; 7B, Kolkata 700 017</p> <p>(T): 033- 2280 6616/17/18 (E): <a href="mailto:nichetechpl@nichetechpl.com">nichetechpl@nichetechpl.com</a> (W): <a href="http://www.nichetechpl.com">www.nichetechpl.com</a></p>	<p><b>Auditors</b></p> <p>Jain Salia &amp; Associates Chartered Accountant</p>

# **Board and Committees**

## **The Board**

 Mr. Amit Devchand Rambhia	- <b>Chairman</b>
 Mr. Prakash Vichhivora	- <b>Managing Director</b>
 Mr. Hetal Vichhivora	- <b>Whole-Time Director &amp; CFO</b>
 Ms. Tejaswini More	- <b>Independent Director</b>
 Mr. Anil Dagade	- <b>Independent Director</b>
 Mr. Shailesh Gala	- <b>Independent Director</b>

## **The Committees**

### **❑ AUDIT COMMITTEE**

a. Shailesh Gala	– Chairperson
b. Tejaswini More	– Member
c. Amit Rambhia	– Member
d. Anil Dagade	– Member

### **❑ NOMINATION AND REMUNERATION COMMITTEE**

a. Anil Dagade	– Chairperson
b. Tejaswini More	– Member
c. Shailesh Gala	– Member
d. Amit Rambhia	– Member

### **❑ STAKEHOLDERS RELATIONSHIP COMMITTEE**

a. Shailesh Gala	– Chairperson
b. Tejaswini More	– Member
c. Amit Rambhia	– Member
d. Anil Dagade	– Member

# Key Management Personnel



## **Company Secretary & Compliance Officer**

Mr. Vishal Adhav (Resigned w.e.f. 13<sup>th</sup> March, 2022)

Ms. Saloni Hurkat (Appointed w.e.f. 30<sup>th</sup> May, 2022)



## **Internal Auditor**

SSPK & Associates



## **Secretarial Auditor**

D.M. Zaveri & Co.

## **BANKS**

**CANARA BANK**

# Chairman's Letter

Dear Shareholders,

Greetings from Panache!!

As I prepare to present to you Panache Innovations Limited Annual Report 2021-22, on behalf of the Board of Directors, I welcome you all to the 41<sup>st</sup> Annual General Meeting of your company. I would discuss topics that will help to improve the understanding of the company's growth strategy, performance, and forecasts to create value for all its stakeholder over the short, medium & long term.

For many years, we have been talking about increasing volatility and unpredictability. The events of the last 24 months have heralded a new era of uncertainty where both the amplitude and frequency of shifts have vastly exceeded anything we have seen in recent decades. The unprecedented pandemic was followed by supply chain whiplash, and further disruption was brought on by the Russia- Ukraine war. We are now staring at the spectra of a high- interest rate and high-inflation regime globally.

Over the years, corporations have tried to find a balance between efficiency and resilience, with successive decades of growth having swung the pendulum in the direction of efficiency. The events of the last two years have again taught us all the virtues of reserves and resilience.

This era of disruption also presents a unique opportunity for renewal. The exigencies of this disruption have pushed the boundaries of innovation. A world where traditional rules didn't apply, freed thinking from its conventional shackles. And we are clearly staring at a new age, with new paradigms and new ideas

## **EXTERNAL ENVIRONMENT - GLOBAL ECONOMY:**

The Global economy recovered from the pandemic shock in 2022 on the back of supportive fiscal and monetary policies and mass vaccination programmes. However, at the end of FY22, the war in Ukraine and the subsequent economic sanctions on Russia posed a large shock. It disrupted energy markets & supply chains and added to the already evolving inflationary pressures and concerns over consumer demand. Consequently, growth forecasts have been slashed. The International Monetary Fund (IMF) now expects the world economy to grow by 3.6% in CY22, which is 0.8 percentage points lower than its pre-war projections.

Many economies have experienced a sharp surge in inflation recently, particularly in food and fuel prices, taking their inflation rates to multi-decade highs. Central banks have been forced to respond to surging prices with aggressive rate hikes. The pace of monetary tightening is turning out to be quite swift as central bankers attempt to catch up with the rising inflation from their ultra-accommodative stance during the pandemic.

As the stance of monetary policy shifts, there is greater turbulence in currency markets. The dollar has strengthened, while emerging economies have witnessed downward pressure on their currencies. At the same time, energy and commodity markets have witnessed heightened volatility. Global supply chain disruptions due to pandemic-induced lockdowns have been replaced by new disruptions caused by the war in Ukraine and the economic sanctions.

While the global economic backdrop remains challenging, there are reasons to remain optimistic. First, despite the slowdown, IMF's projection of world GDP growth in CY22 is still tracking the pre-pandemic average. Second, fiscal support in developed economies remains above the pre-pandemic trend, even if somewhat diluted, versus past years. Third, mega-trends around sustainability, green investments, digitization, and disintermediation remain well-entrenched and will support growth and productivity enhancement in the medium-term.

Thus, while businesses will need to remain on guard regarding financial market volatility and cost pressures this year, one could expect the medium-term growth recovery to remain on track.

Amidst new COVID-19 variants, geo-political crises, soaring commodity prices and high inflation, this financial year saw India emerge as a bright spot in the global economy. This is testament to our government's steadfast focus on making India an economy that is prepared to not just participate but lead in the technology value chain and the fourth industrial revolution. With the active involvement of the private sector, prodigious efforts were made to increase industrial competitiveness, make internal markets more efficient and incentivize investments in sectors of the future. We must all prepare to take a big step forward and have the courage to do things in new way with renewed confidence.

### **INDIA: AN ENGINE OF GLOBAL GROWTH**

The Indian economy has not remained unscathed by these global developments. Partly on account of the elevated commodity prices in global markets, India's inflation has pushed higher than the target of the Reserve Bank of India (RBI). To control inflationary risks, and reduce the pressure on the rupee, RBI has been selling reserves and unwinding the extraordinary liquidity support provided by it during the pandemic.

On the positive side, economic activity in India has witnessed a sharp recovery to pre-pandemic levels on the back of a rapid and widespread rollout of the vaccination programme. A strong digital ecosystem, fiscal and monetary policy and various government schemes helped small and medium enterprises and the worst affected sections of the population to survive while reviving demand and bringing the economy back on track.

Even as the global headwinds are being felt, India's growth recovery is progressing well, and most estimates peg economic growth during FY23 around the 7% range. India, therefore, is poised to be the fastest-growing major economy in the world and an engine of global growth.

India's exports are exhibiting a strong buoyancy, and economic sentiment has been supported by a robust pipeline of infrastructure projects as well as the government's pragmatic policies, such as the production-linked incentives schemes. Many industries have witnessed fresh project investment announcements. Foreign direct investment flows have remained strong. The burden of non-performing assets in the banking sector seems to have peaked out and is easing. Dynamism in India's digital ecosystem, diversification of global supply chains away from China and the greater emphasis of investors on sustainable finance offer new opportunities for India.

The above trends lend confidence to a robust economic narrative for India in the medium-term, which augurs well for the corporate sector as well.




## **COMPANY PERFORMANCE REVIEW FY- 2021-2022:**

Your company is engaged in multi-product distribution such as Telecom Products, IT Products & Accessories, LED Lighting Products, Batteries, Power Banks, Audio Products, Torches/Flashlights, Electrical Products Phones & facilitating Project based Services, AMC of Large Corporates, CCTV Surveillance etc.

In the geographies that we have been operating in, we have been able to leverage our relationships with the customers and establish ourselves as a credible alternate supplier, who can be trusted as a long-term partner.

To briefly mention about financial performance, the revenue from operations stood Rs. Rs. 8.39 crore for the year ended March 31, 2022. The PAT (profit after tax) for FY 2021-22 stood at a Profit of Rs. 0.01 due to the reduction in business caused by Covid-19 led lockdowns. The EPS (Earning Per Share) for the financial year ended March 31, 2022, stood at Rs. 0.02 for as face value of Rs.10.






## **HIGHLIGHTED ACHIEVEMENTS IN FY 2021-22**

-  Company's newly opened Vertical bagged an Order from Mahindra & Mahindra for supply of IT Services & AMC
-  Company received an order from CMS for installation of surveillance Panel at PAN India Level
-  Company receive an order DMRL for Supply of IT Services and AMC

## **GOING AHEAD**

Your Company is fully aware and well-positioned to tap both domestic and international opportunities.

We will continue to focus on increasing our wallet-share from our existing customers, by positioning a larger portfolio of our products and acquiring new customers.

-  Company intends to increase its product portfolio in its LED Lighting category by introductions of Panel Lights, Down Lights, Streetlights & Digital Signage.
-  Company plans to focus on OEM category by offering products like LED Lighting, Flashlights to its OEM customers.
-  Company plans to further increase its Distribution channel partners by adding further territories and aim to increase it at pan India level.
-  Company have put forward its strong step in IT Services and Surveillance and we have major projects from which will fetch long term profitability to company.
-  Company is expanding its IT Services Vertical very efficiently and we have in Project based Services, AMC of Large Corporates, CCTV Surveillance which will be introduced as growth center for FY 2022-23.



## **CONCLUSION:**

The forces of change engulfing the world are creating a whole new set of exciting possibilities and unbelievable opportunities. Many that didn't even exist yesterday. We are uniquely privileged in that we are not passive recipients of changing circumstances but can actively shape our destiny. And this tomorrow is for us to discover and build.

Across businesses, we are at the cusp of a transformational growth cycle. As a business house, we have always made investment decisions based on long-term fundamental drivers like market opportunity, demography, technology etc. Our strong leadership position across key businesses has come on the back of bold but calibrated long-term bets. Given the inherent strengths of your company, we are again at a moment where we are uniquely positioned to invest for long-term growth and explore new paradigms. An exciting journey beckons.

I would like to add our company is looking forward to an optimistic year 2022-2023. We take great pride in our ability to attract and nurture highly talented and skilled individuals across all functions in the organization. Our team showed exemplary commitment and ensured business continuity and 24X7 technical support to our customers during Covid-19 pandemic lockdowns and despite regulatory restrictions.

I would like to extend my sincere appreciation to the Board of Directors for their continued guidance and support. I also wish to thank all stakeholders, including our employees, customers, and shareholders for their continued faith in the company, especially during these challenging times. I am optimistic about the opportunities that are ahead of us, and I look forward to taking our company to greater heights and achieving many more successes in the years to come.

# BRANDS

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## Brand Licensee for India

# HYUNDAI

Dry Cell Batteries| LED Lighting| LED Torch| Mobile Power Bank

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# PANACHE®

Corded Phone | Fixed Wireless Phone

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