

CORPORATE PRESENTATION

Q3FY24



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Disclaimer

This presentation contains “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Redington Limited’s future business developments and economic performance.

While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

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About Redington



Products , Service & Solutions Company

- An Emerging Markets Multinational with presence across 38 markets
- Distributor → entire gamut of IT products, Smartphones, Solar, etc.
- Service & Solutions → Managed, Cloud, Logistics, BPM, BPO, 3D Printing services



Expansive Network & Strong Relationships

- Over 400+ brands associations and servicing 50,000+ channel partners
- 5,000+ Redingtonians creating a culture of inclusion, creativity, and innovation



Professionally managed, Board-governed

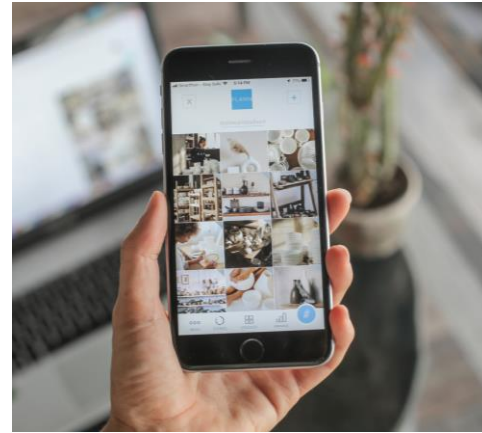
- A listed entity with no promoter, Chairman is Independent Director
- AA+/Stable long term rating by ICRA/CRISIL
- Experienced executive Leadership team
- 'A' ESG Rating from MSCI



Outstanding Financial Performance

- \$9.9bn+ company with a strong double digit-CAGR for 17 years
- ROE at 22% and ROCE at 37% in FY23

Our Portfolio



PCs, desktops, laptops, iPads and MacBooks

Printers, consumables and accessories

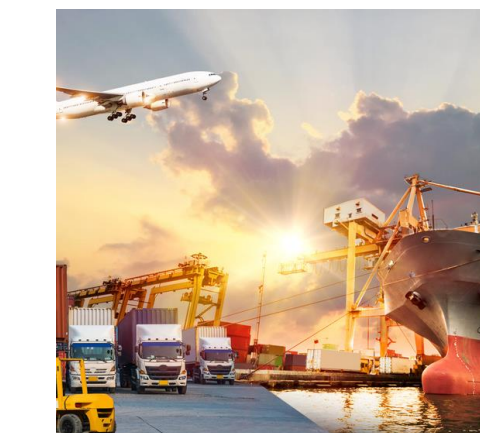
Smartphones

Networking – switching, routing to SDN's

Software - productivity and Application

Server and Storage – building optimal data strategy

Licensing & Subscription services



Enterprise security solutions

Cloud resell, managed services

Digital printing, Industry 4.0

Logistics, Warehousing, Transportation & VAS

Warranty services, Infrastructure Managed Services

Solar green energy products & services

BPM and BPO services

Our Presence

Enviably "In country" presence in 30 countries and serving 38 markets

No.1 or No.2 position across all markets

"High potential" markets

Presence across product categories

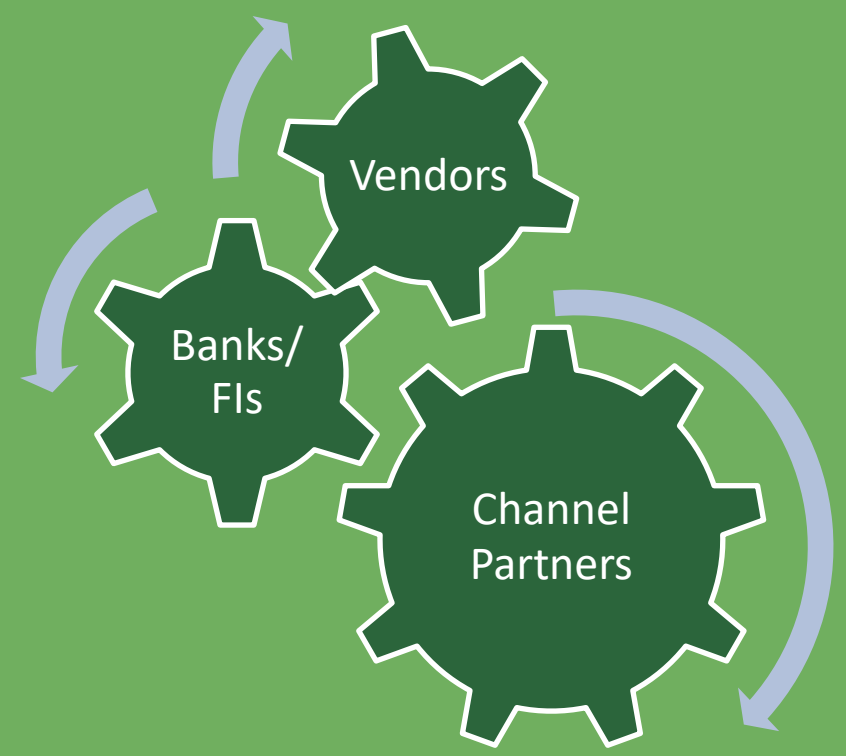
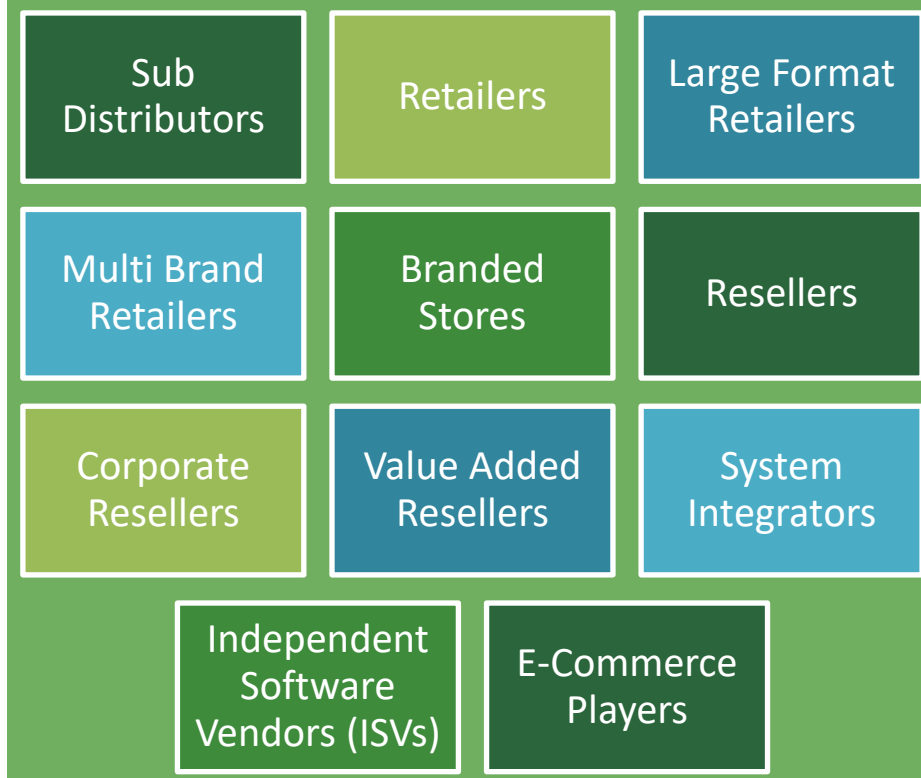
Portfolio of Marquee brands



Our Brands & Channel Partners



CHANNEL PARTNERS



Enviably Partnerships with over 400+ brands



HDFC Mutual Fund



Fidelity Management & Research (FMR)



ICICI Pru Life Insurance



Franklin Templeton Investments



Massachusetts Institute Of Technology
Investment Management Company



The Vanguard Group



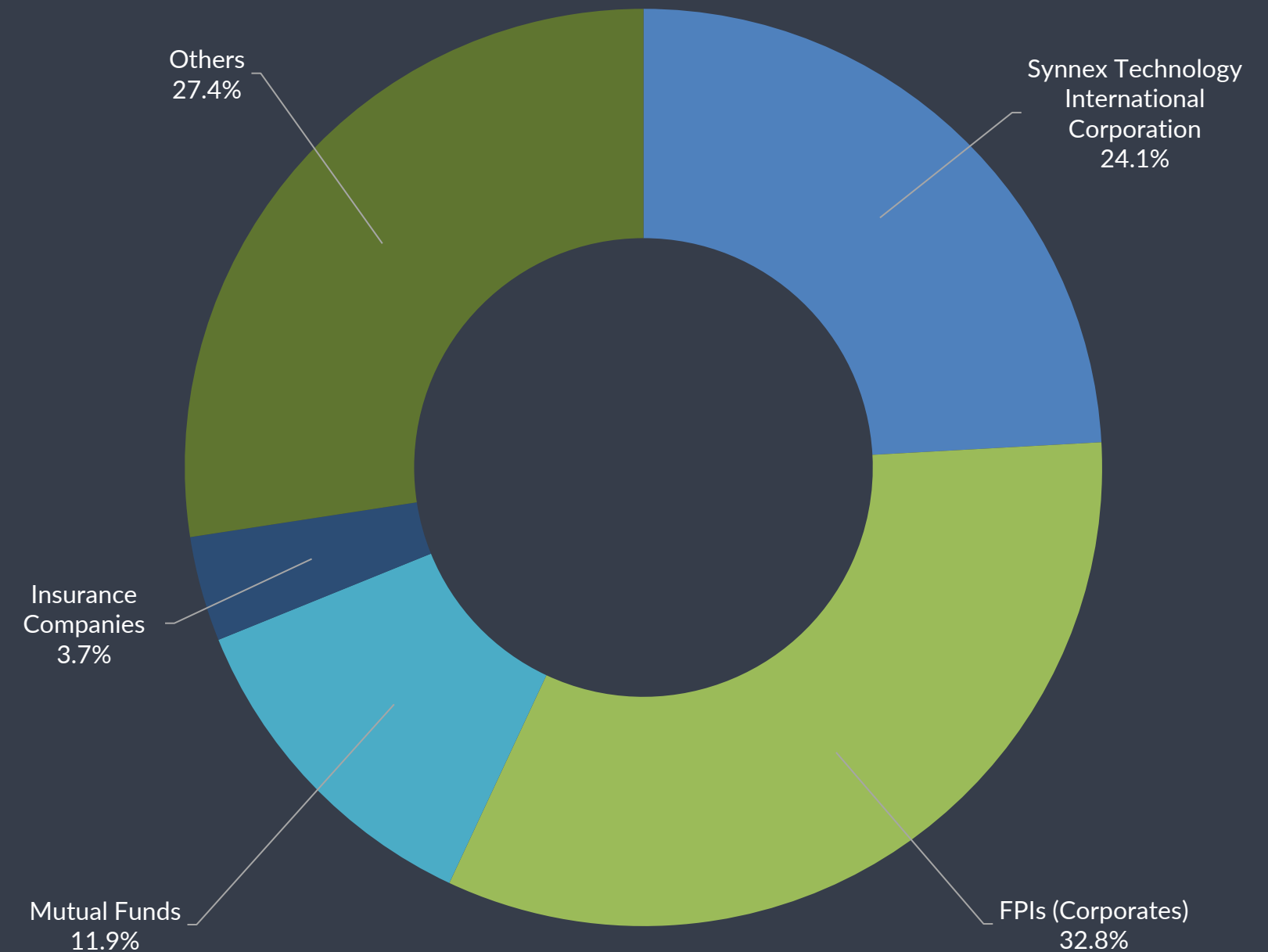
Tata MF



Ruane, Cunniff & GoldFarb



Our Shareholders



Our Board of Directors



Independent Directors



Prof. Ramachandran
Retd. Professor, Corporate
Policy & Strategy
IIM, Bengaluru



Keith WF Bradley
Ex. President,
Ingram Micro,
North America



B Ramaratnam
Professional
Director



Anita P Belani
Sr. Business & Human Capital
Leader

Non-Executive Directors



Tu, Shu-Chyuan
VP, Group Business
Strategy &
Development
Synnex Tech, Taiwan



Chen, Yi-Ju
Vice Director, Finance
Planning & Mgmt
Synnex Tech, Taiwan

Executive Director



S V Krishnan
Finance Director

Our Global Leadership Team



V. S. Hariharan
Group Chief
Executive Officer



Ramesh Natarajan
Chief Executive Officer
- Redington SISA



Viswanath Pallasena
Chief Executive Officer -
Redington MEA



Serkan Celik
Chief Executive Officer -
Arena



Cem Borhan
Chief Executive Officer -
Redington Turkey



Deepak Puligadda
Chief Executive Officer -
Redserv Global Solutions



S V Krishnan
Finance Director



Sriram Ganeshan
Global Chief
Commercial Officer



Serkan Kutlu
Global Chief
Strategy Officer



Soumitra Kumar Das
Global Chief
HR Officer



Our Strategy

Bringing innovation faster to market

Cloud, 3D printing, Metaverse, Quantum Computing, AR/VR, 5G, Borderless Network, Smart Analytics, Blockchain and cyber-security...



Business Model Re-invention

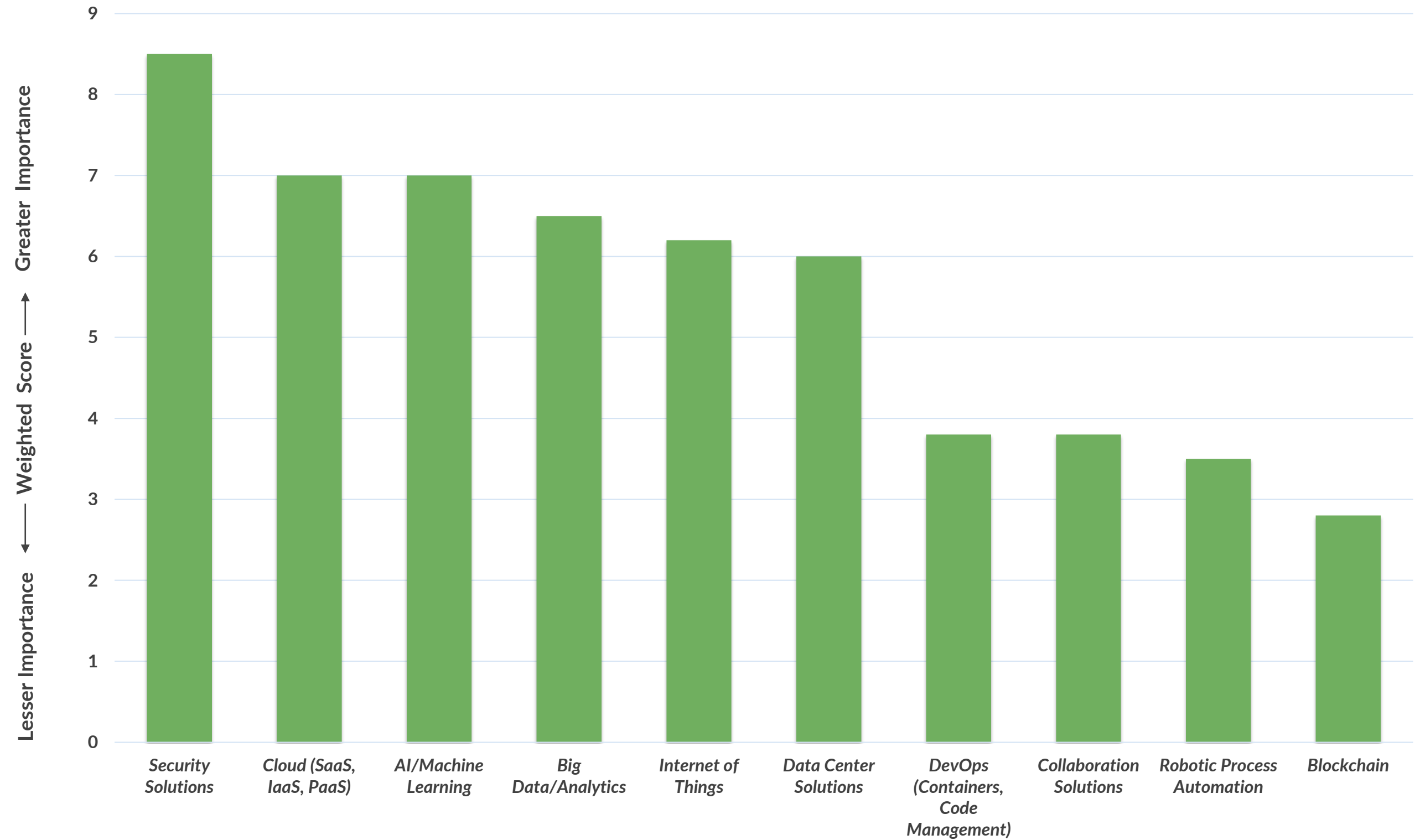
- From brick & mortar to Omni-channel
- From Products to Services
- Moving towards XaaS revolution
- Continuous innovation



Value added technology service provider

Tech Practices - Shared services, Marketing services, Business process services, GTM partnership, Partner development & management.

Technology Trends in the Future







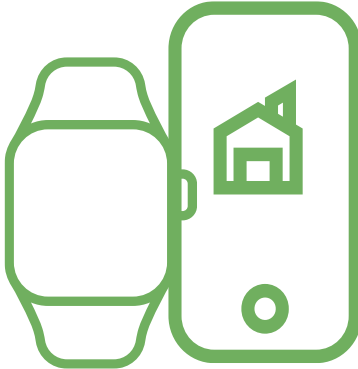
Note: GTDC commissioned Vation Ventures who surveyed and interviewed key constituents from distributors and their OEM vendor partners. The majority of study participants – nearly 69% – possess greater than a decade of experience working with technology distributors. Those new to distribution also represented a sizable 10% of the respondents, and approximately 21% indicated between 5-10 yrs. of distribution-related experience

Source: GTDC, Redington



Key Technology Trends

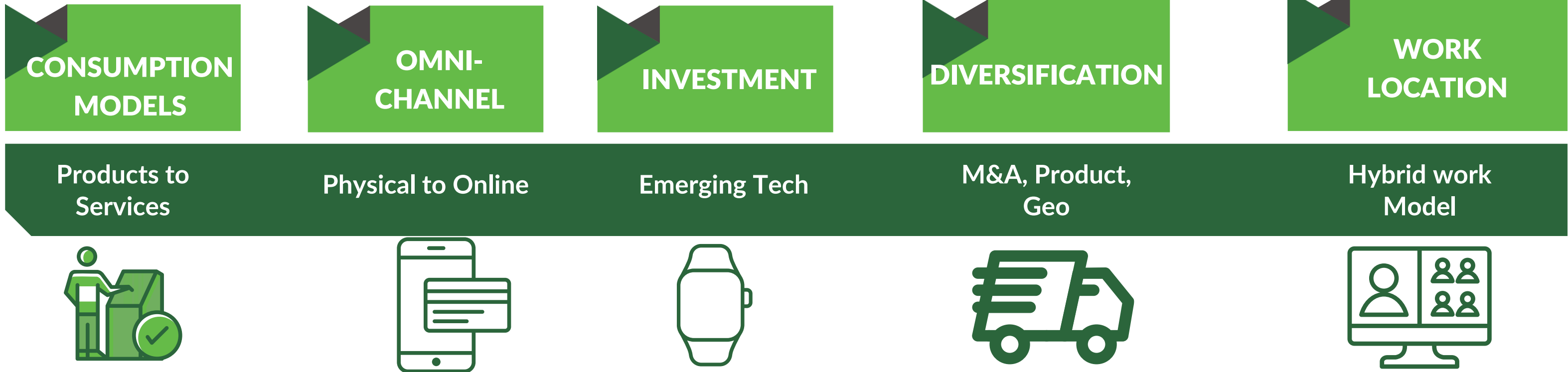
In 2022 : Global ICT spend growth at 5%, India \$111Bn @ 6% and MENA \$170Bn @ 3%.

TECHNOLOGY TRENDS	 HYBRID CLOUD	 5G	 CYBER SECURITY	 DIGITAL ECONOMY	 EMERGING TECH
TECH GROWTH CAGR % (2021-26)	IND: 25.0% META: 17.2%	META: 10.4 M Subs (2021 Est.)	IND: 20.0% META: 7.9%	IND: 26.0% META: 15.3%	IND: 20.2% META: 25.0%
WHAT DOES IT MEAN FOR REDINGTON	<ul style="list-style-type: none"> • Capability creation – competency and digital - required for high growth • Focus on alliances, partnerships, ISV's and service delivery 	<ul style="list-style-type: none"> • Tech Refresh projects to suit 5G environment • Telecom, media & entertainment. • Healthcare focus • Increased device demand 	<ul style="list-style-type: none"> • High growth in Security products & solutions • Opportunity to scale Managed Security Services Practice (MSSP) 	<ul style="list-style-type: none"> • Digital platform and Digital Payment Solutions • Assess leverage of Turkey product Paynet for quick roll out 	<ul style="list-style-type: none"> • Adopt Emerging Tech for internal Automation • Product distribution opportunities • Solutions & Services offerings



Biz Model Trends

BUSINESS MODEL Trends



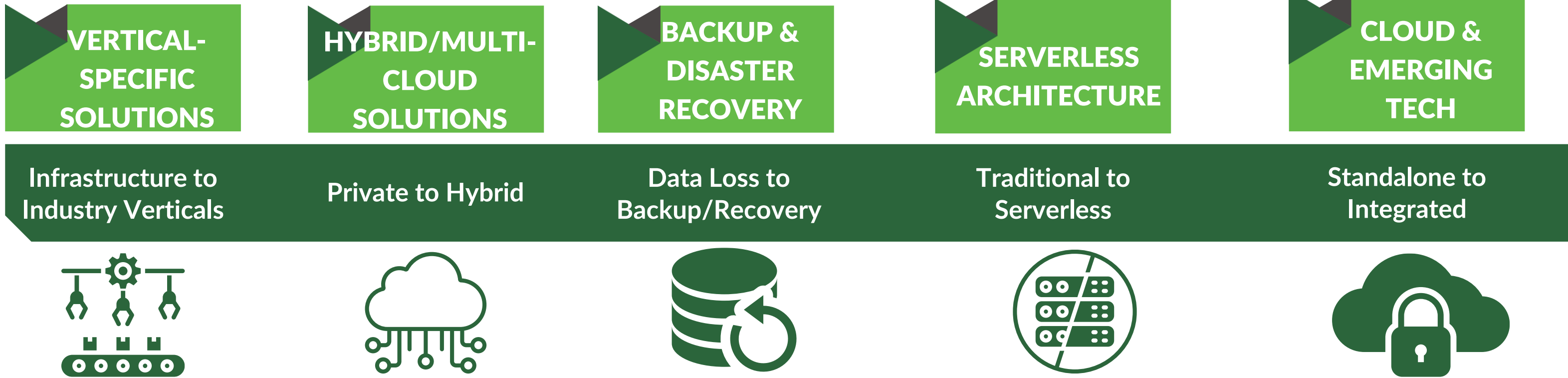
WHAT DOES IT MEAN FOR REDINGTON

- | | | | | |
|-------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • Build capability to transition to XaaS • Create subscription portfolio | <ul style="list-style-type: none"> • Develop a strong end-to-end Digital Business Model • Exploit Marketplace opportunity | <ul style="list-style-type: none"> • Innovate, invest on new/future tech • Organic and/or inorganic | <ul style="list-style-type: none"> • Strengthen presence in high growth markets • Biz diversification | <ul style="list-style-type: none"> • Automation products and solutions for a changed workstyle and lifestyle |
|-------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|



Cloud Trends

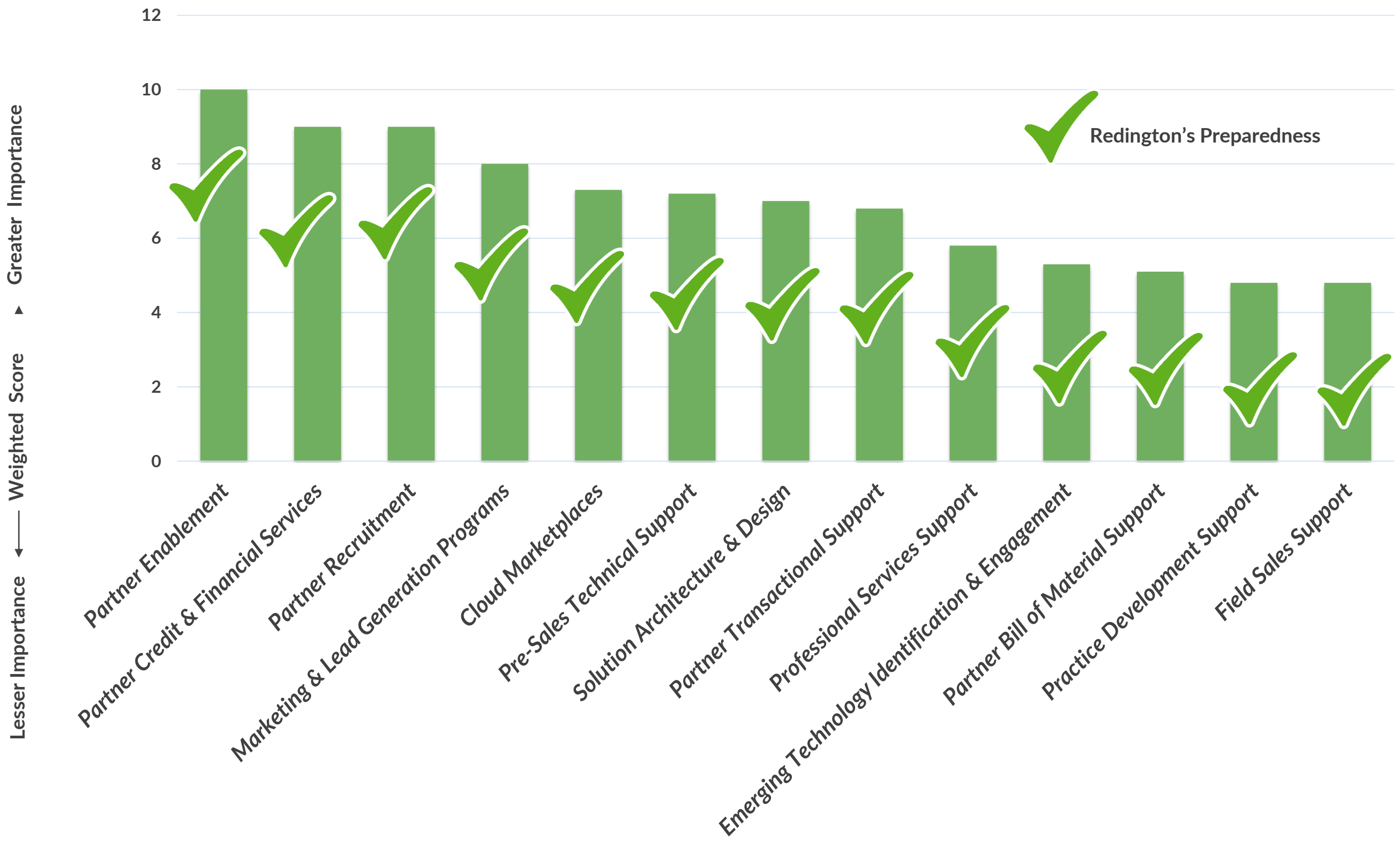
CLOUD Trends



WHAT DOES IT MEAN FOR REDINGTON

- Build a strong end-to-end cloud solutions framework and capability across – assessment, planning, design, implementation, maintenance and support, migration, consulting and managed services
- Collaborate with key cloud vendors and ecosystem partners (Data centre, Servers, Storage, AI, IoT, Cybersecurity, Analytics, Collaboration & Edge Computing)
- Offer standalone as well as packaged, integrated B2B solutions; and XaaS

Changing Distribution Needs & our Preparedness



Note: GTDC commissioned Vation Ventures who surveyed and interviewed key constituents from distributors and their OEM vendor partners. The majority of study participants – nearly 69% – possess greater than a decade of experience working with technology distributors. Those new to distribution also represented a sizable 10% of the respondents, and approximately 21% indicated between 5-10 yrs. of distribution-related experience

Source: GTDC, Redington



Our Objectives

- Aggressive share gain across Products, Brands & Markets
- Customer choice, Omni-Channel presence
- Increase Digital adoption, provide everything “As a Service”
- Lead in ESG
- Be the most admired organisation

Our approach toward ESG

Our Purpose

Be the largest private sector catalyst in our industry to build & operate sustainable supply chains

Our Strategic Pillars

Resilient Operations

Build sustainable low risk and diverse supply chain for our vendors & customers

Reimagined Workplace

Build an inclusive workplace focused on wellbeing, safety & development

Responsible Business Practices

Adopt policies, practices reflecting commitment to business ethics

Redefined Value Chain Engagement

Strive to create the best experiences for our stakeholders

Our Implementation Framework

Our Business Model

Presence in clean energy & refurbishment business; inclusive development focused GTM's

Our Business Ops

Adoption of ESG best practices within our operations

Our Giving

Support our community through efforts in Skill development, Education & WASH

TARGETS

- Materiality assessment completed
- Material topics identified
- Targets being formalized

OPERATIONS

- Roadmap developed for progress against targets
- Monitored through Group & Regional Leadership Committee on Sustainability

GOVERNANCE

- Board Oversight through CSR & ESG Committee of the board

COMMUNICATION

- ESG Section on Website
- ESG section on Annual Report & BRSR
- Social media updates

MEASUREMENT

- Upgrades in Rating : MSCI rating upgraded to "A" from "BBB"
- Progress against periodic target milestones

Our approach toward CSR

Won "Rural Development and Infrastructure Award" by Dalmia Bharat CSRBOX

CSR aligned to business values & vision



Inclusive Skills Development programme – TamilNadu

1

Flagship

Project themes

Focus on skill development in related industries

- 3PL: Logistics / SCM
- Tech: IT/ITes
- Skills training for employment in Solar sector

1

- Logistics skills training provided to 1500+ unemployed Youth
- Well rounded focus across regions ; Pan India coverage



Toilets Constructed in Schools- West Bengal & Haryana

2

Strategic

Projects aligned to UN SDG goals

- Education
- Environment
- Health

2

Efforts in projects focused on UN SDG goals benefitting 5000+ families & 16000+ students

- Biogas & Pond restoration
- Roof Water harvesting
- Solar Lights
- Toilet Construction
- Digital Literacy
- Tutoring



Well Restoration – Kalvarayan * Jawadhu Hills

3

Contingency

Other projects

- Relief funds/ donations
- Other donations

3

Global CSR efforts including

- Turkey relief fund
- Scholarships/ Donations

Performance Since Listing

Surpassed Rs. 795 Bn Revenue



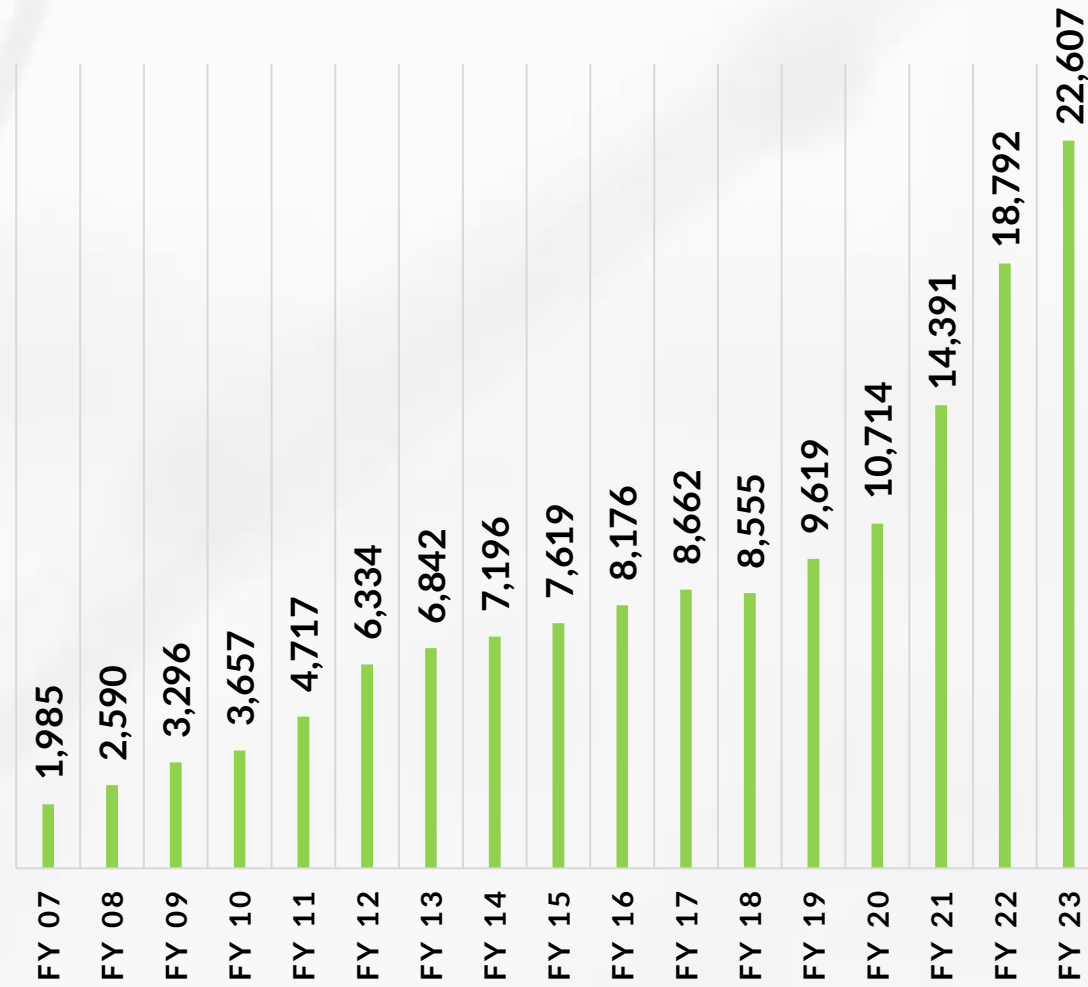
Revenue
CAGR : 15%

₹ in Mn



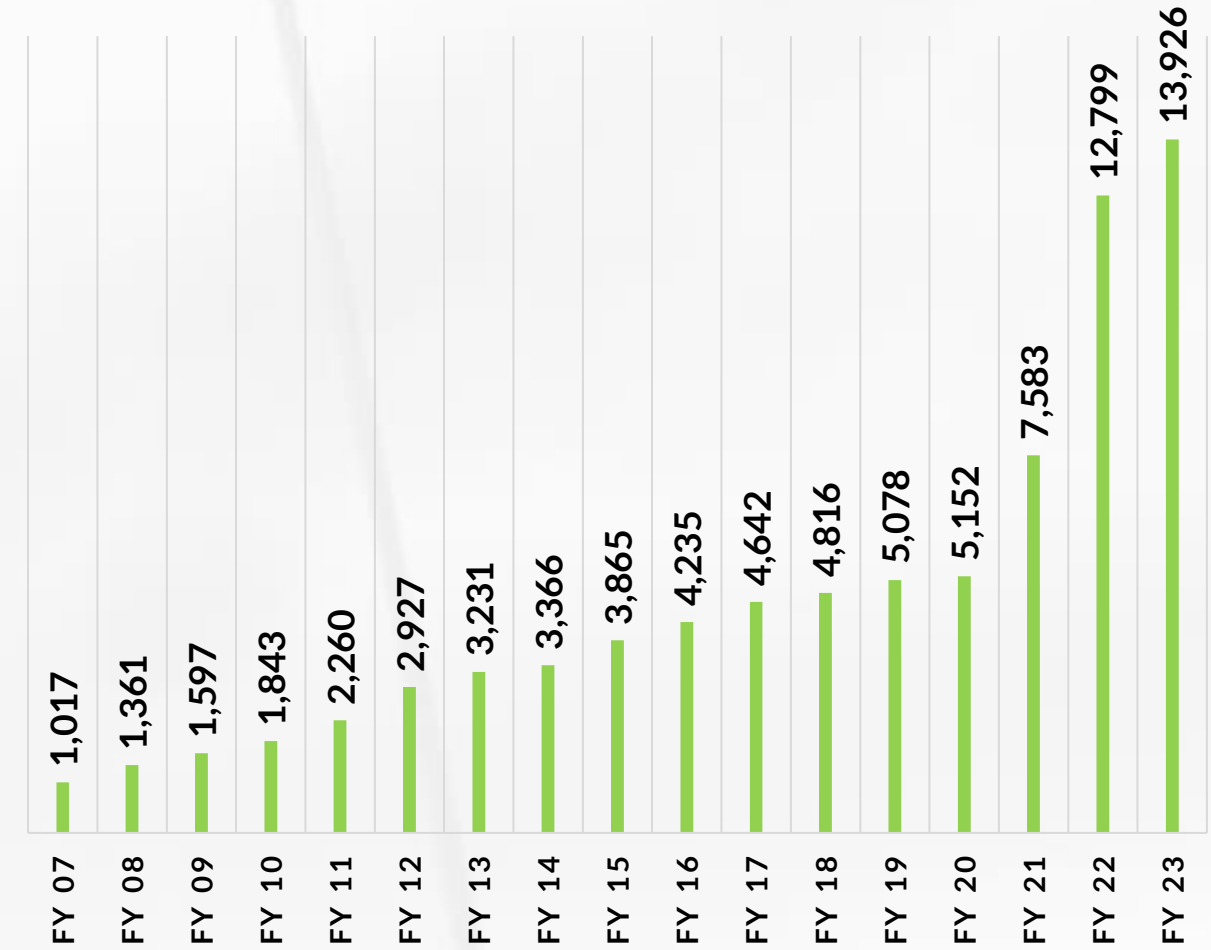
EBITDA
CAGR : 16%

₹ in Mn



PAT
CAGR : 18%

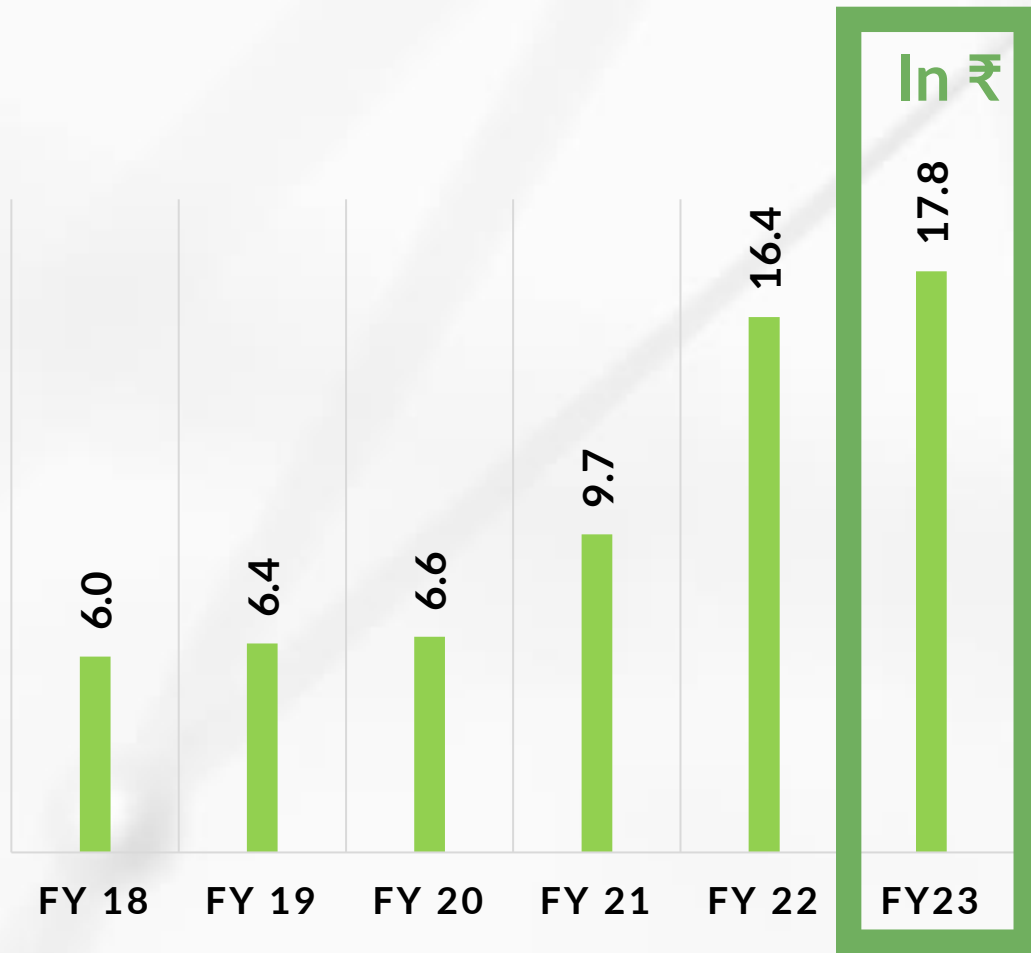
₹ in Mn



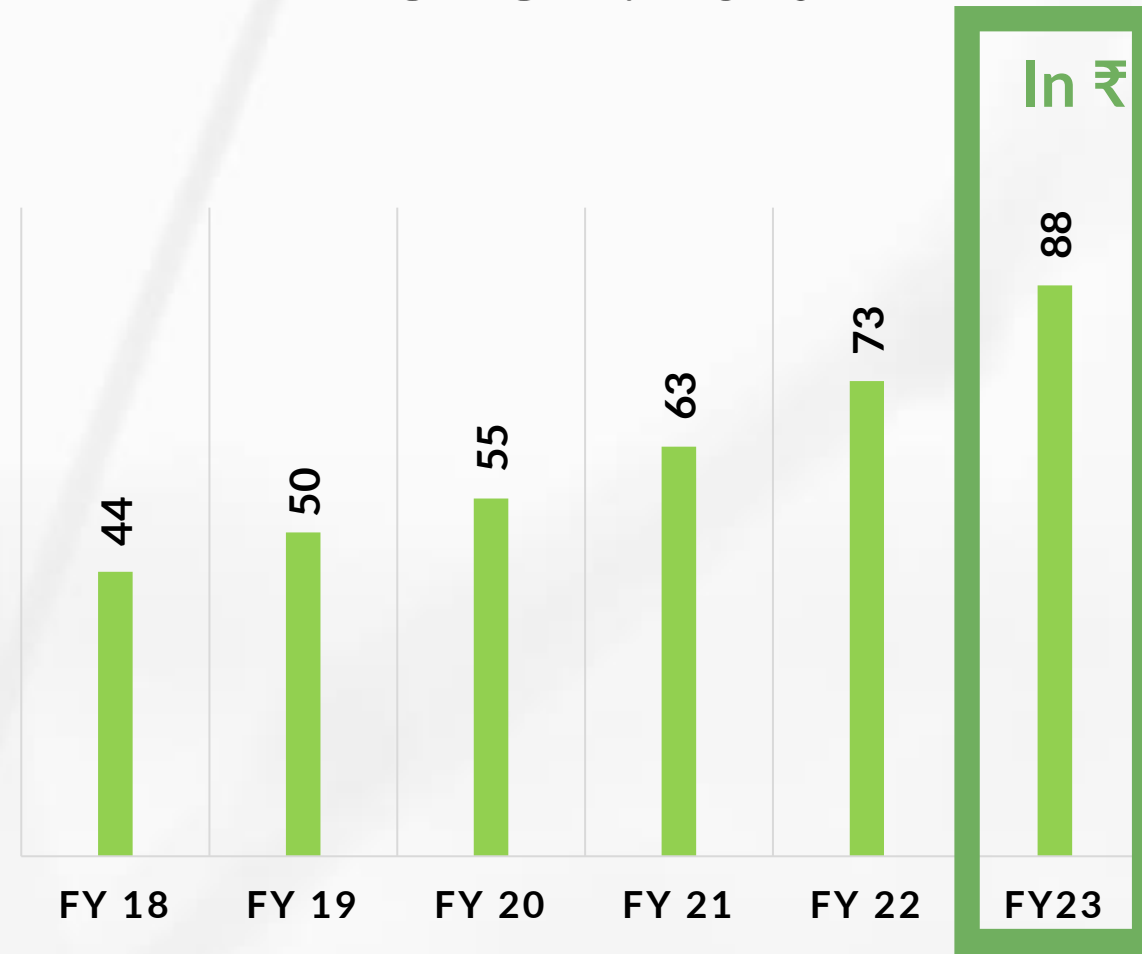
Shareholder Value Creation



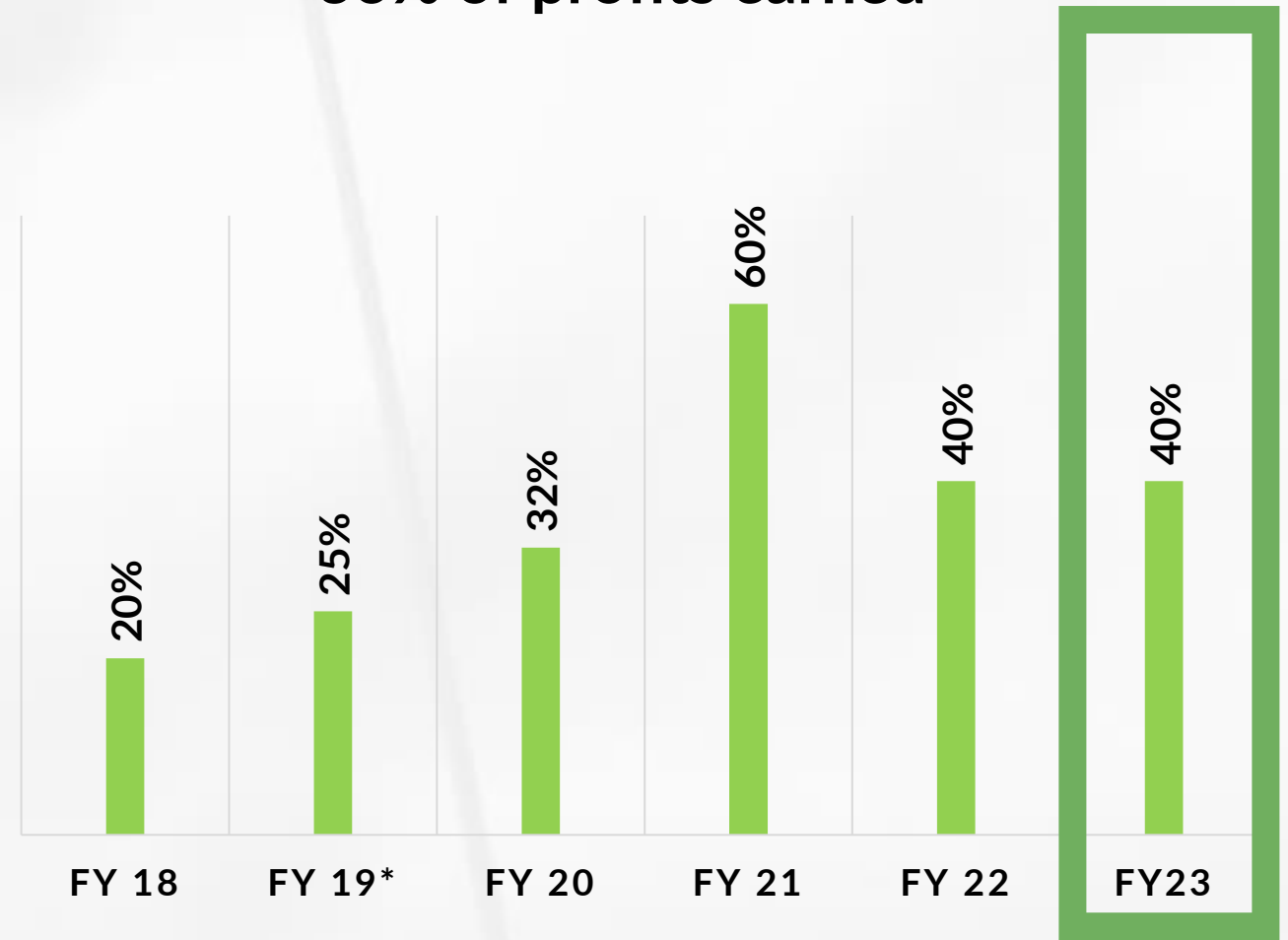
EPS
CAGR : 24%



Book Value/Share
CAGR : 15%

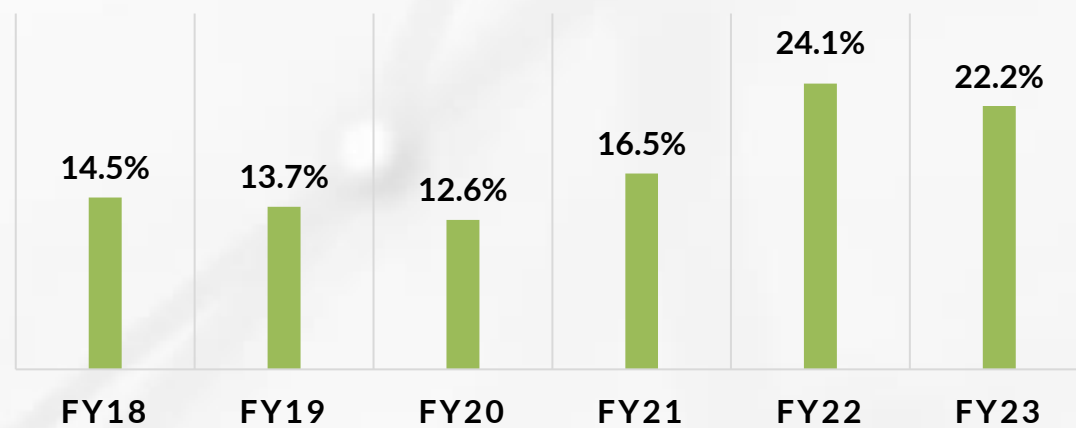


Shareholder Payout*
~36% of profits earned

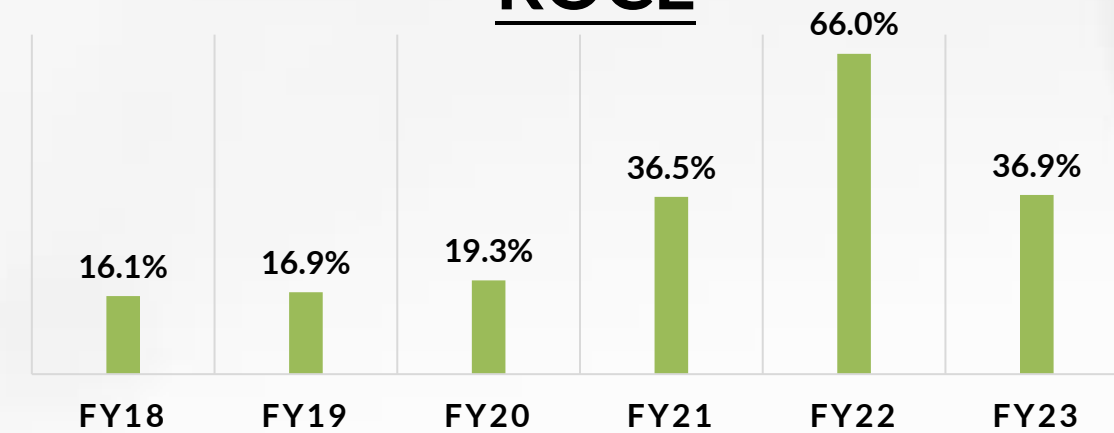


*Including Buyback

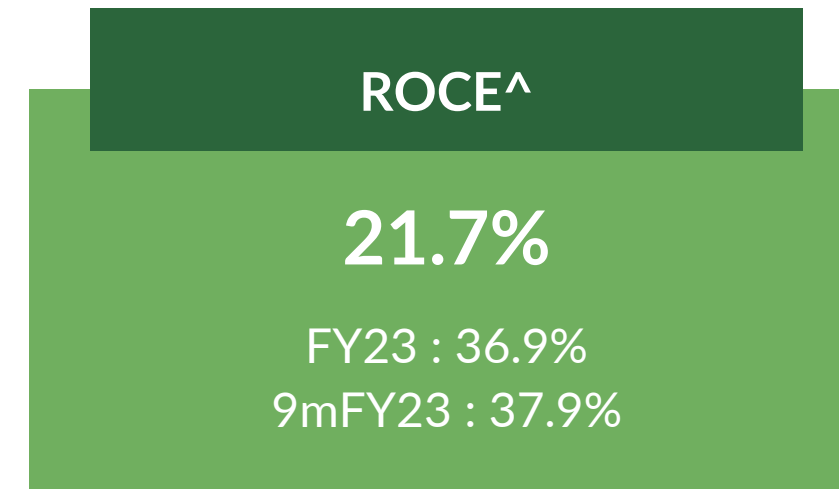
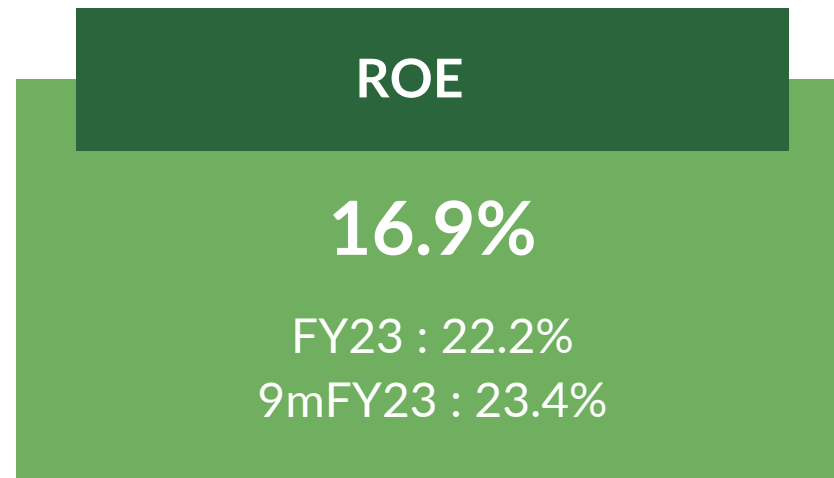
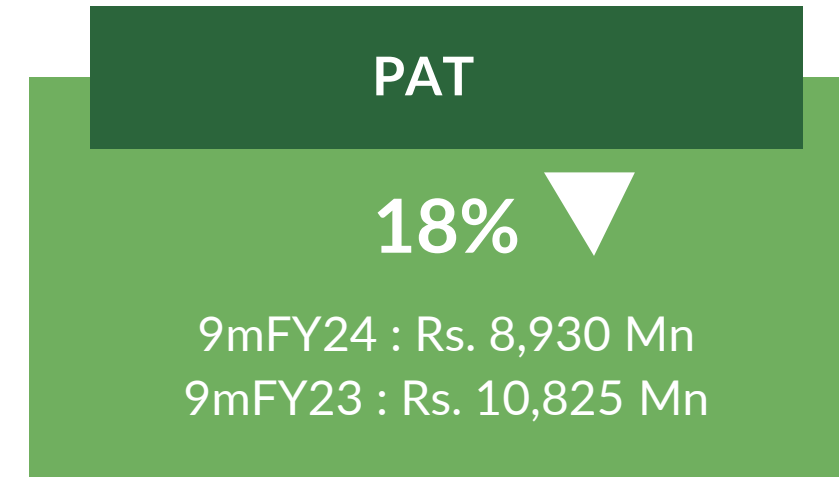
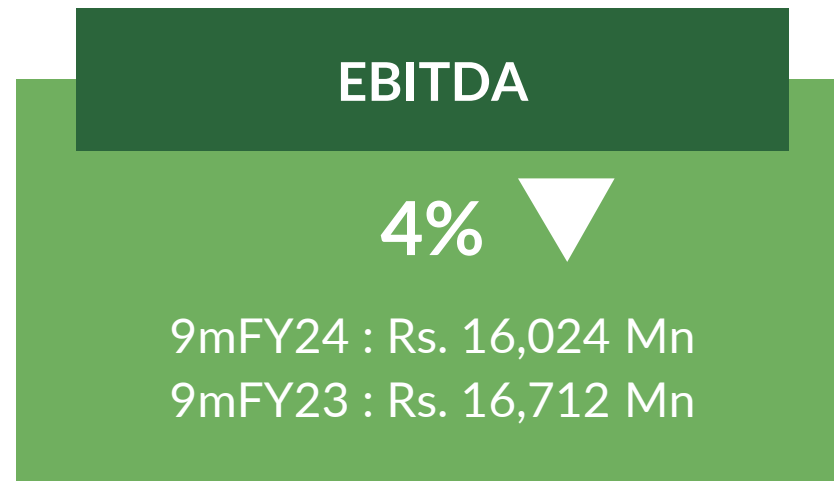
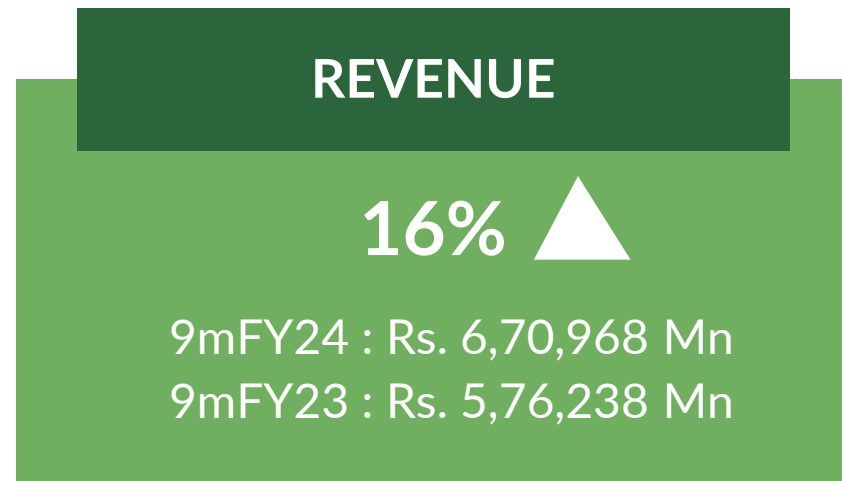
ROE



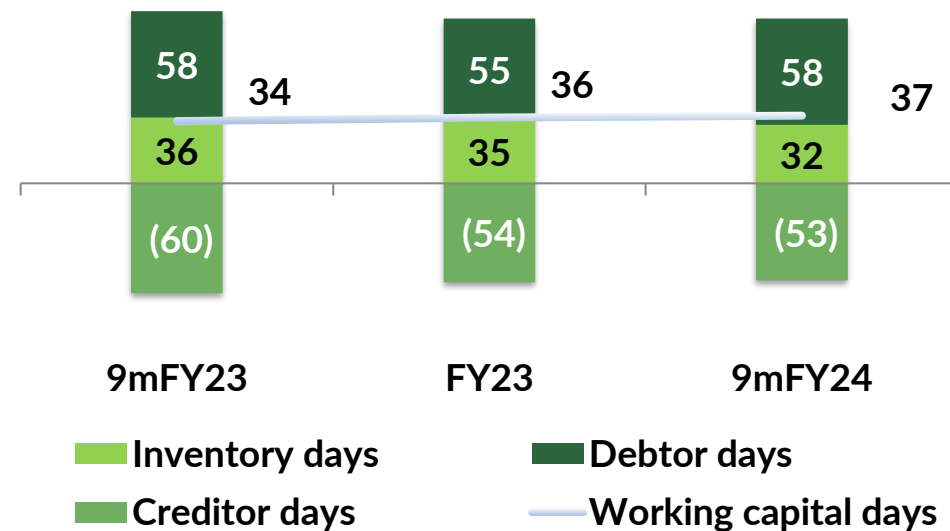
ROCE



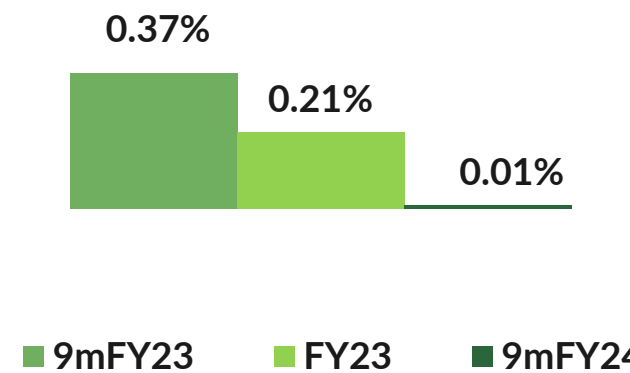
9mFY24 Performance Snapshot



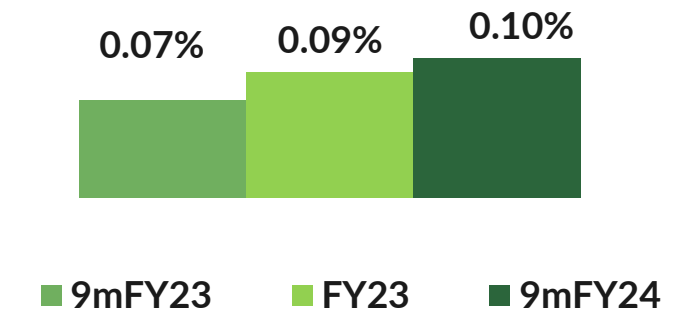
WC Components



Inventory Charge % of Sales



AR Provision % of Sales



[^]ROCE is calculated net of cash and on average capital employed

Redington : Awards 2023

MEA

- HP Computing Distributor of the Year for UAE
- HP Computing Distributor of the Year for HP PSG business in GCC
- Distributor of the Year award by Epson
- Platinum Distributor of the Year Award by MSI
- Lenovo Consumer & Commercial Distributor for Gulf Award FY 2023
- Veritas Sustainable Growth Distributor for Africa FY 2023
- HP Print & Supplies Distributor of the Year Award KSA
- HP Computing Distributor of the Year Award KSA
- Lenovo Consumer Distributor Award for Egypt
- Great Place to Work Certified- UAE, KSA, Qatar & Kuwait)
- Consumer Distributor of the Year Award for KSA By Lenovo
- Commercial Distributor of the Year Award for KSA by Lenovo
- Sales Champion 2023 KSA by Huawei

30 Awards

- VMWare Hyperscaler Pioneer of the Year Award (Gitex 2023)
- Value-Added Distributor of the Year (Edge Technology Leadership Awards) by ITP Media Group
- Top Distributor for Digital Transformation 2023 by GEC
- Best Cloud Distributor of the Year 2023 (Future Enterprise Awards 2023) by CPI Media Group
- PNY Star Performer Components for Middle East
- Huawei Gold Distribution Partner KSA
- Huawei Top Performer Award KSA
- Volume Distributor of the Year
- Zoom Up Rising Distributor Partner of the Year
- Technology Integration Recognition
- Best B2B E-Commerce Platform
- Success SMB Channel Award
- VMware's Distributor of the Year for East Africa in FY2
- Distributor Partner of the Year EMEA
- Distributor of the Year in ME
- Red Hat Distributor CY 23 Award
- Huawei Distributor Award for CY 23



43 Awards

- Top Distributor Software by IBM
- Best Distribution Partner by Fortinet
- Best Pre-Sales Distributor SE - West India by Palo Alto
- Best Pre-Sales Distributor SE - North/East India by Palo Alto
- Marketing Excellence Award by Aruba
- Power Performer in Schneider's Ace Power Performance
- Most Admired Company of the year (IT Industry) by ET Ascent
- Best VAD Award
- Mid-market Champion distribution Award for Veritas
- Excellence Award by Dell Technologies
- HPE Best Distribution Performance
- Nutanix APJ Distributor of the year
- Schneider Progressive Distributor
- Best Organization for Women by ET Edge
- Distributor of the year by Veeam
- Coverage Distributor of the year By HPE
- HPC & AI Distributor of the year by HP
- Distributor of the year by HP
- Most Valuable Partner by ESRI
- Most Trusted Company 2023 -VAR India
- Most Trusted and Innovative Tech Aggregator by VAR India

INDIA & SSA

- Top Lenovo 360 Distributor
- Company of the Year by Outlook
- CXO Cloud Innovation Award f
- HPE Distributor of the Year by HPE
- APJ Partner of the Year by Dell
- Distributor of the Year- Sophos
- Best Distributor' for Excellence in Operations by AMD
- AMD Achievers Club Award by AMD
- India Partner of the Year - SMB by Microsoft
- Top Distributor Award by IBM
- Best Distributor Partner by Fortinet
- Rural Development and Infrastructure Award by Dalmia Bharat CSRBOX
- Best Distributor by Freshworks
- SMB GWS Rising Star (2023) by Google WS
- Value Added Distributor of the Year - FY23
- AMD Achievers
- Marksmen- Most Preferred Workplace 2023
- APJ Distribution Partner of the Year 2023
- Global Marketing Excellence Award by World Marketing Congress
- No.1 IT Distributor in India -VARINDIA
- Global Distributor Award- Cisco
- Best Distributor Partner - Fort



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Thank You

