



Corporate Presentation

Sep 2021

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 India 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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We are a Services & Solutions company



- An Emerging Markets Multinational with presence across 37 markets
- Distributor → Entire gamut of IT products, Smartphones, Non-tech products, etc
- Service & Solutions → Enterprise professional services, Cloud Managed Services, Logistics Services, Support Services, 3D Printing services

We have expansive network and strong relationships



- Over 245+ brands associations and servicing 35,900+ channel partners
- 4,099+ Redingtonians creating a culture of inclusion, creativity, and innovation

We are a professionally run and board governed company




- SEBI status - Listed entity with no promoter
- Independent Director as the Chairman since listing
- Executive Leadership team with minimum of 15+ yrs of experience
- In July 2021, Redington (India) Ltd received a rating of **BBB rating** in the MSCI ESG Ratings assessment*

We have demonstrated consistent financial performance



- \$7.7bn+ company with strong double digit 14 year CAGR
- Average ROE range of ~16-18% and ROCE of ~18-20%

Our Business



PCs, Laptops, Tablets

A leading distributor of consumer & commercial PCs, desktops, laptops, iPads and MacBooks



Printers & Print Supplies

Rich experience in distributing printers & related consumables and accessories



Smartphones

Distributors of wide assortment of smartphones




Networking

Solutions ranging from basic switching or routing to software-defined networking



Software

Software solutions spanning across business productivity software to software used for specific business verticals



Server & Storage

In-house certified experts who help channel partners build the optimal data strategy for their customers



Licensing & Subscription

Enabling Licensing & Subscription services for Autodesk, Microsoft, etc




Security

One-stop solution for channel partner looking for enterprise security solutions



Cloud Resell & Managed Services

Cloud Management Platform enabled, S.M.A.R.T. Cloud Adoption Framework




Printing Services

Digital printing services (HP Indigo) and 3D printing services




Logistics Services

3PL services through Wholly Owned Subsidiary, ProConnect, offering Warehousing, Transportation & VAS

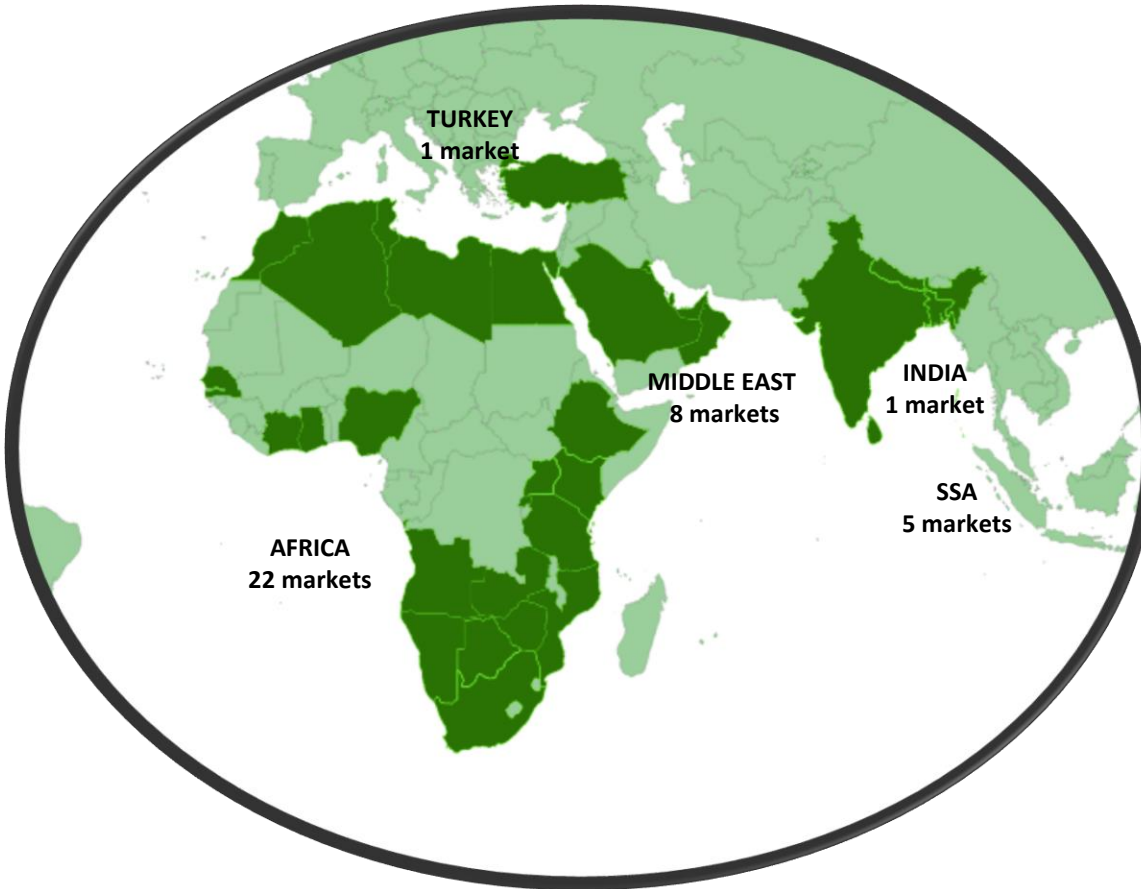


Support Services

Post Sales warranty services, Infrastructure Managed Services through subsidiary, Ensure



Our Presence



*Enviably "In country" presence in
37 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

- Sub Distributors
- Retailers
- Large Format Retailers
- Multi Brand Retailers
- Branded Stores
- Resellers
- Corporate Resellers
- Value Added Resellers
- System Integrators
- Independent Software Vendors (ISVs)
- E-Commerce Players



EnviablE Partnerships with over 245+ brands

Our Board Of Directors

Independent Directors

CHAIRMAN



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



V. S. Hariharan
Ex. Vice President,
Hewlett-Packard,
Singapore



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



B Ramaratnam
Professional
Director



Anita P Belani
Sr Business & Human
Capital Leader

Executive Directors

VICE CHAIRMAN



Raj Shankar
Vice Chairman



S V Krishnan
Whole time Director



Rajiv Srivastava
Additional Director



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



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

Non-Executive Directors

Our Experienced Executive Team



Raj Shankar

Vice Chairman & Managing Director



Rajiv Srivastava

Joint Managing Director



P S Neogi
Chief of Staff



S V Krishnan
Whole Time
Director & CFO



Ramesh Natarajan
CEO, India
Distribution



J K Senapati,
COO, India
Distribution



Gautam Hukku,
President, Apple
& Mobility Group



R Venkatesh
President, Enterprise
Business Group



E H Kasturi Rangan
MD, ProConnect
Logistics, India



Dilip Sharma
COO, ProConnect
Logistics, India



Sriram Ganeshan
Director & Chief
Financial Officer,
MEA



**Aloysius
Fernandes**
President,
IT Volume, Africa



Jeetendra Berry,
President,
IT Volume,
Middle East



Rawad Ayash,
President,
Telecom,
Middle East



Jim Mathew
President,
Telecom,
Africa



Sayantan Dev
President,
IT Value
Distribution

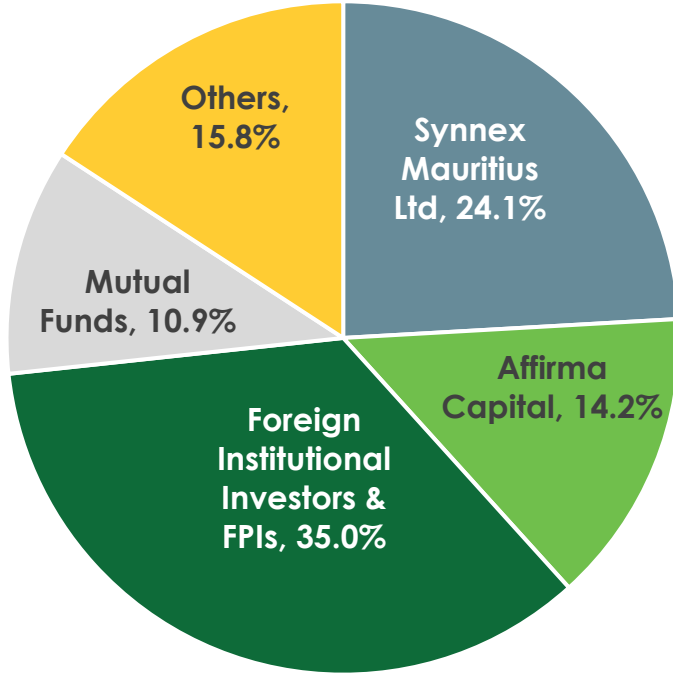


S Chidambaram
Exec. Vice President,
ProConnect Logistics,
MEA



Serkan Celik,
CEO, Arena,
Turkey

Our Shareholders

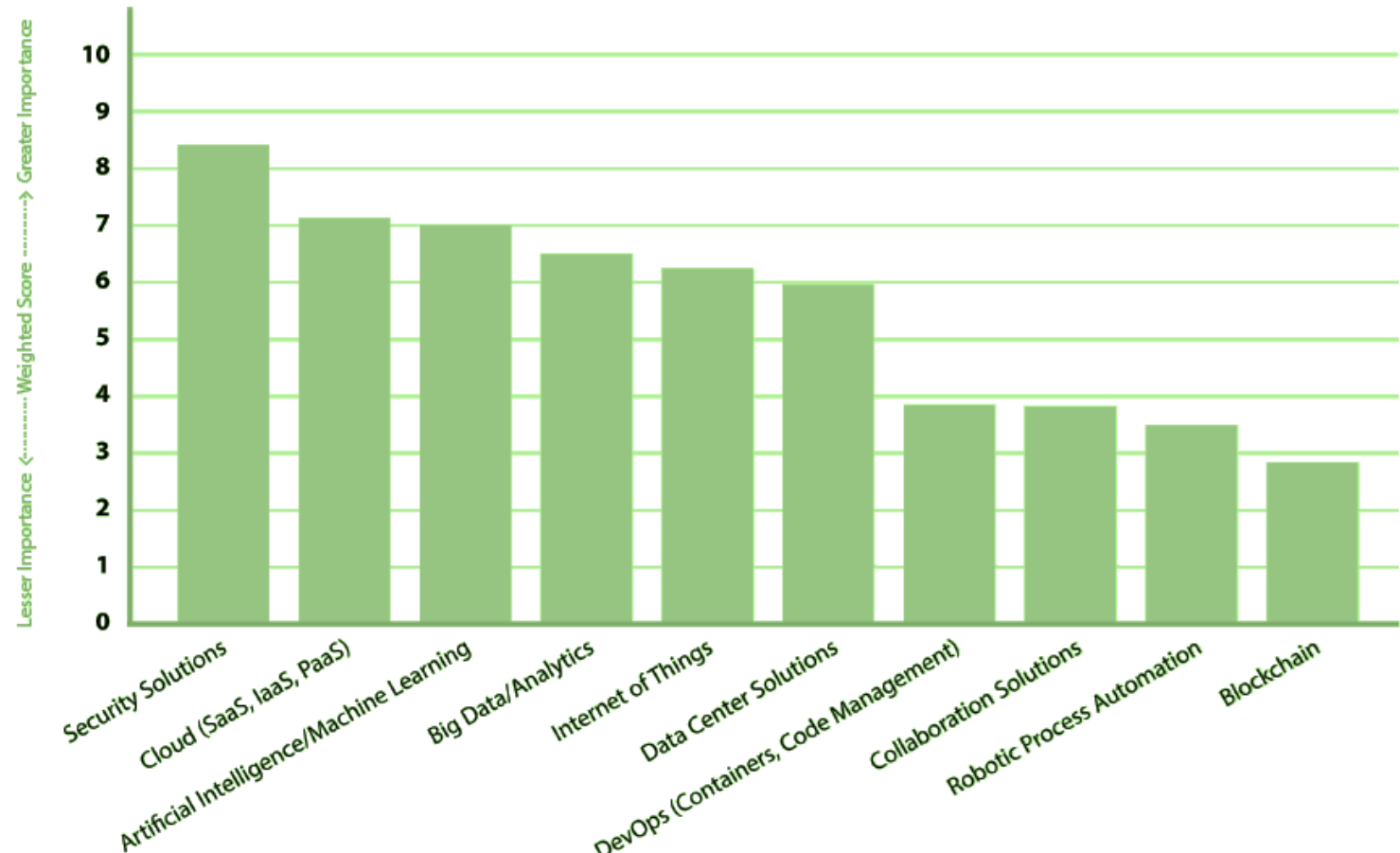


-  **HDFC Mutual Fund**
-  **Fidelity Management & Research (FMR)**
-  **ICICI Pru Life Insurance**
-  **Massachusetts Institute Of Technology Investment Management Company**
-  **Franklin Templeton Investments**
-  **The Vanguard Group**
-  **Ruane, Cunniff & GoldFarb**
-  **TATA Mutual Fund**

Our Strategy



Technology Trends in the future








Ranking of the technology trends in the future by Respondents




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

Key Tech trends and Redington possibility

In 2022 : Global ICT spend growth at 5.5%, India \$98Bn @ 6% and MENA \$177Bn @ 4%.

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 and Redington opportunity

Business Model Trends	Consumption models	Omni-Channel	Investment	Diversification	Work Location
	Products to Services	Physical to Online	Emerging Tech	M&A, Product, Geo	Hybrid work Model
					
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

Changing Distribution needs & our preparedness



Respondents ranked the need for the following distribution go-to-market services in the future

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Addressing the technology needs of the Emerging Markets



- Continue being a key player in the existing tech practices

Business model re-invention



- From brick & mortar to omni channel play
- From products to services play
- Moving towards XaaS revolution
- Consistent & continuous value addition to brands & channel partners

Focus on high tech areas



- Cloud, 5G, Automation, Analytics, IoT, Artificial Intelligence, Augmented Reality/Virtual Reality, Cyber Security, Digital economy, etc

Our growth vectors & objectives



KEY OBJECTIVES

- Strengthening our Services & Solutions capabilities
- Being No.1 distributor across products, brands & markets
- Making Redington a digital organization
- Being a Great Place to Work
- Emerging as an ESG Leader

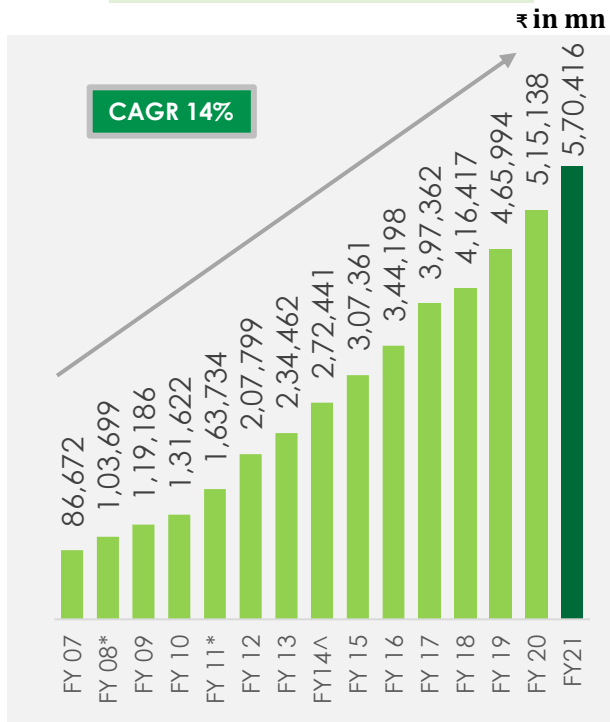
Financial Performance



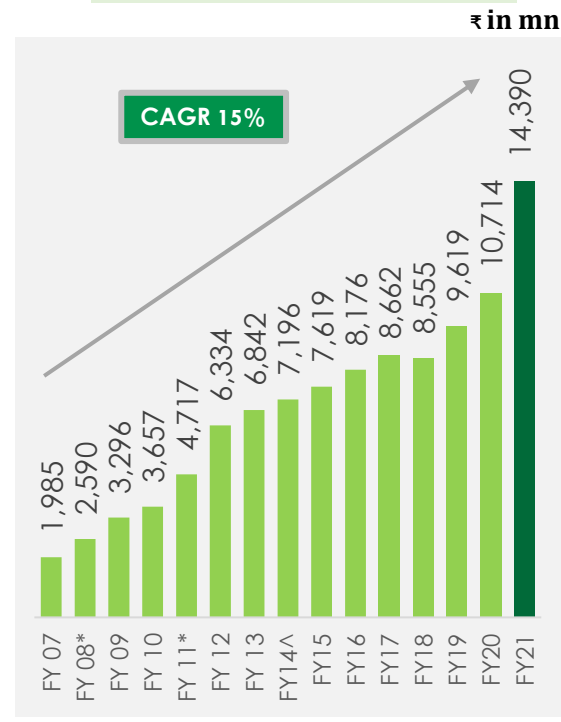
Performance Since Listing

Surpassed Rs.500 bn milestone mark in Revenues

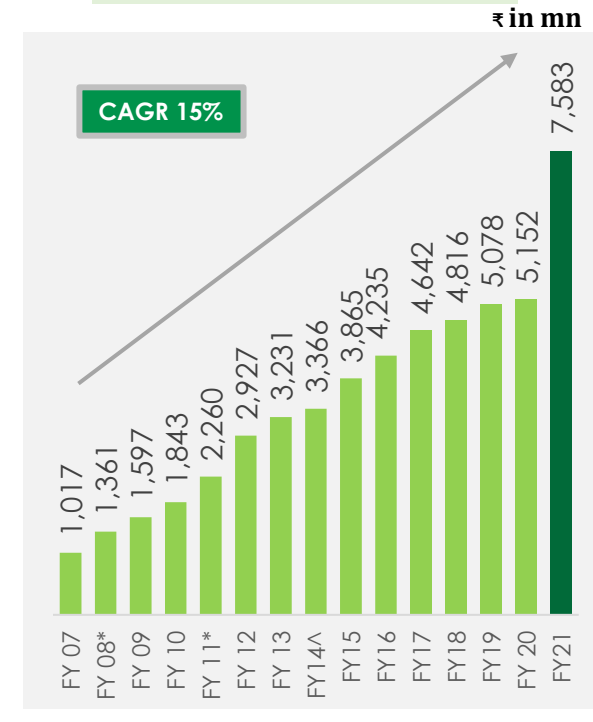
REVENUE



EBITDA

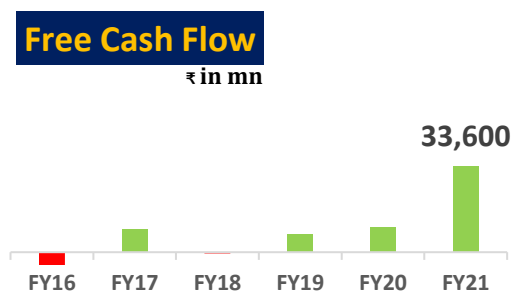
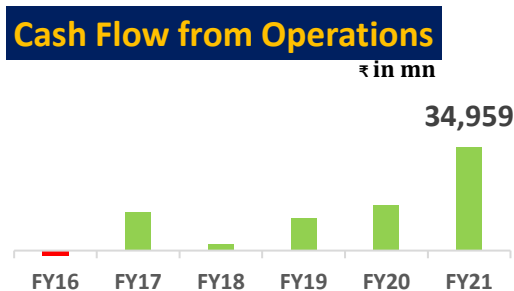
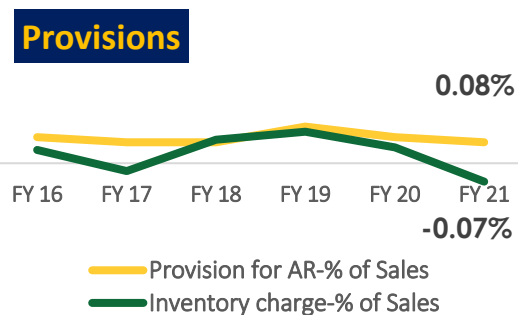
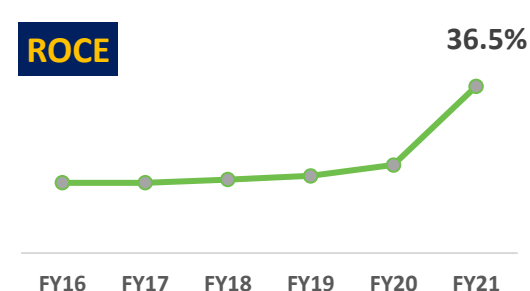
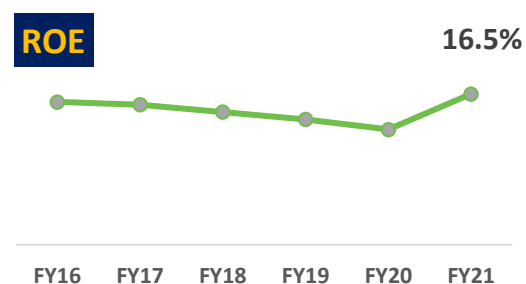
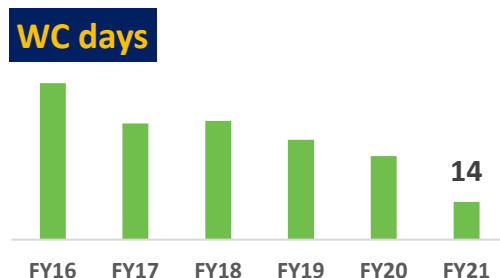
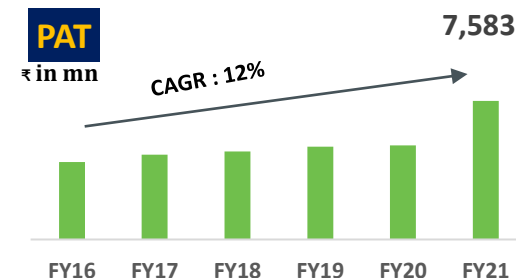
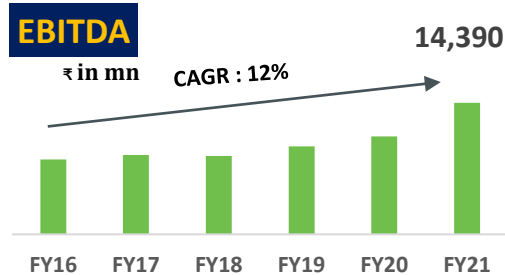
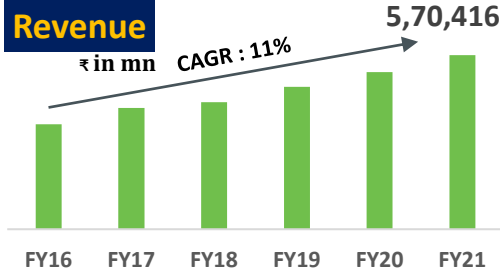


PAT



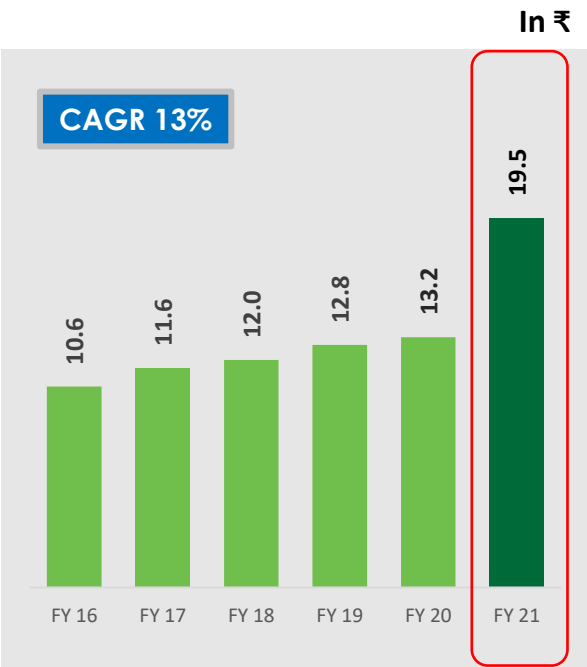
*Post acquisition of Easyaccess Financial Services in FY 08 and Arena in FY 11. ^ Post sale of Easyaccess Financial Services
FY21 PAT has been restated to provide RCS merger effect

Performance Snapshot

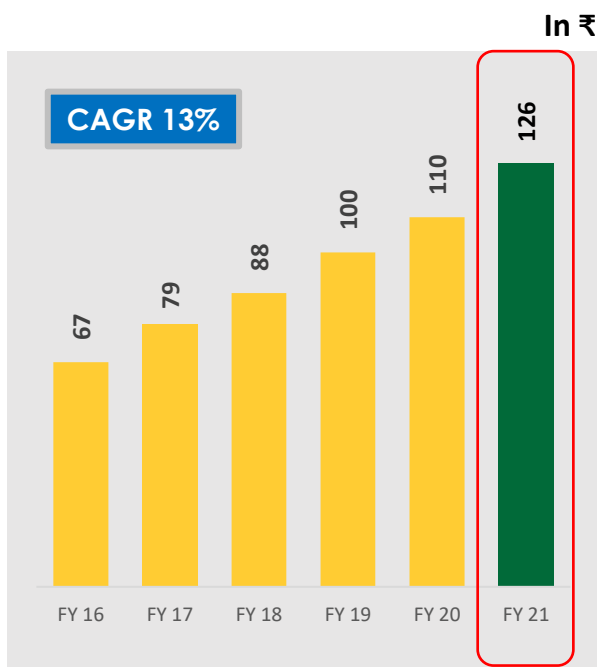


Value Creation for our Shareholders

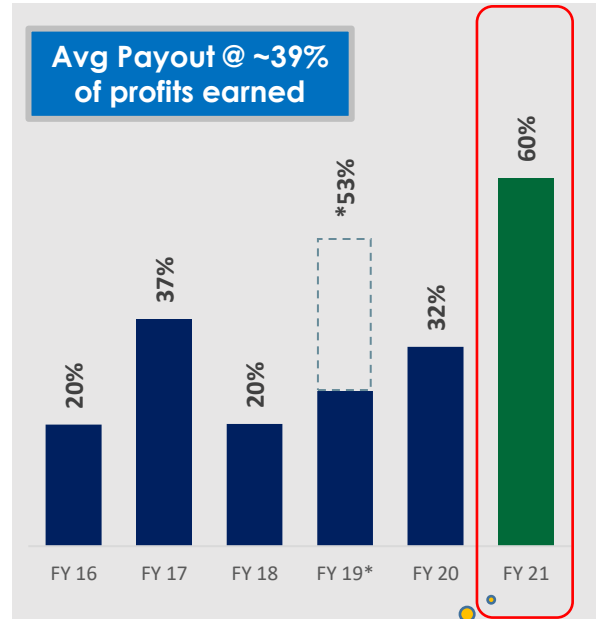
EPS



BOOK VALUE/SHARE



PAYOUT TO SHAREHOLDERS*



*Includes both dividend & buyback
 Note: Bonus issue of 1:1 declared in FY22, in recognition of superior performance
 Note: Special dividend declared in FY21, in recognition of superior performance
 Note: Special dividend declared in FY17, to commemorate 10 years of listing
 Note: FY21 EPS has been restated to provide RCS merger effect

BONUS ISSUE
1:1

H1FY22 Performance Snapshot

REVENUE

17% 

H1FY22: Rs.2,87,873 mn
H1FY21: Rs.2,45,080 mn

EBITDA

52% 

H1FY22: Rs.8,217 mn
H1FY21: Rs.5,411 mn

PAT

105% 

H1FY22: Rs.5,439 mn
H1FY21: Rs.2,648 mn

WC DAYS

8 days

H1FY21: 15 days

ROE

21.8%

H1FY21: 12.1%

ROCE#

76.7%

H1FY21: 25.2%

INVENTORY CHARGE

0.18%

H1FY21: (0.08)%

AR PROVISION

0.08%

H1FY21: 0.04%

FREE CASH FLOW

Rs.7,415 mn

H1FY21: Rs.25,144 mn

CONTACT US



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IR Materials - <https://redingtongroup.com/india/financials-and-reports/>



THANK YOU

