

Corporate Presentation

Dec 2021

Disclaimer



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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 275+ brands associations and servicing 40,800+ channel partners
- 4,310+ 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 Feb 2022, Redington (India) Ltd continued to maintain its 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



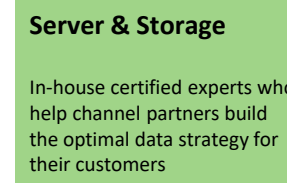
Networking

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



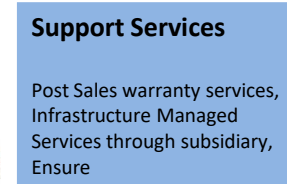
Printing Services

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




Logistics Services

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

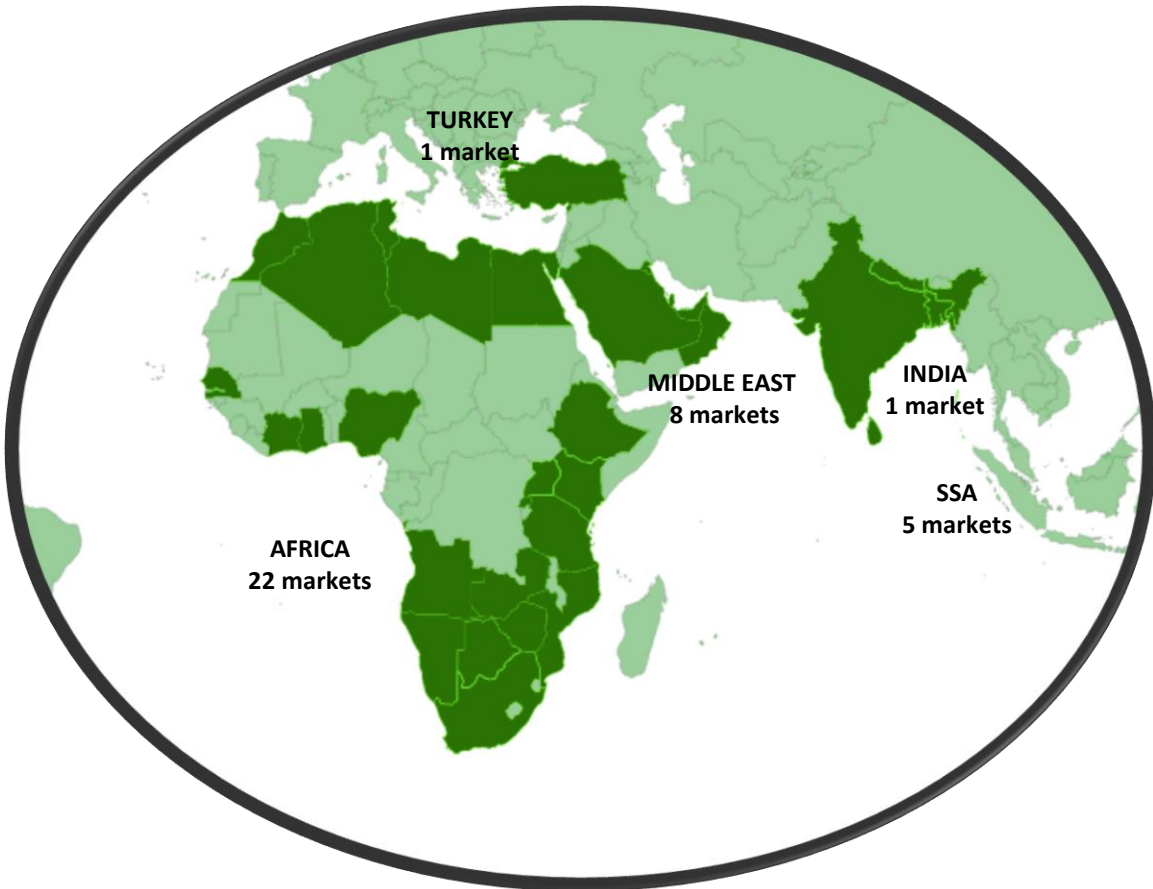


Support Services

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 275+ 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
Joint Managing
Director



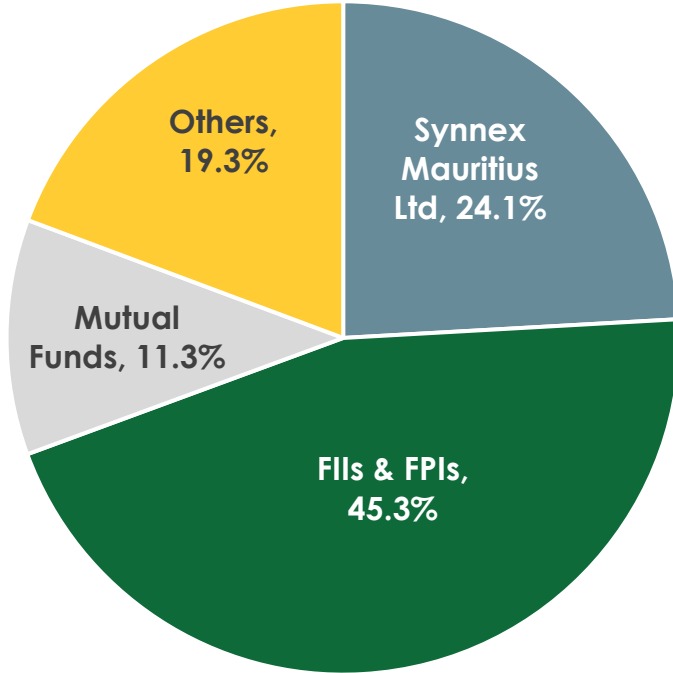
Tu, Shu-Chyuan
VP, Group Business
Strategy & Development
Synnex Tech, Taiwan



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

Non-Executive Directors

Our Shareholders



HDFC Mutual Fund



Fidelity Management & Research (FMR)



ICICI Pru Life Insurance



Affirma Capital



Franklin Templeton Investments



Massachusetts Institute Of Technology Investment Management Company



The Vanguard Group



TATA MF

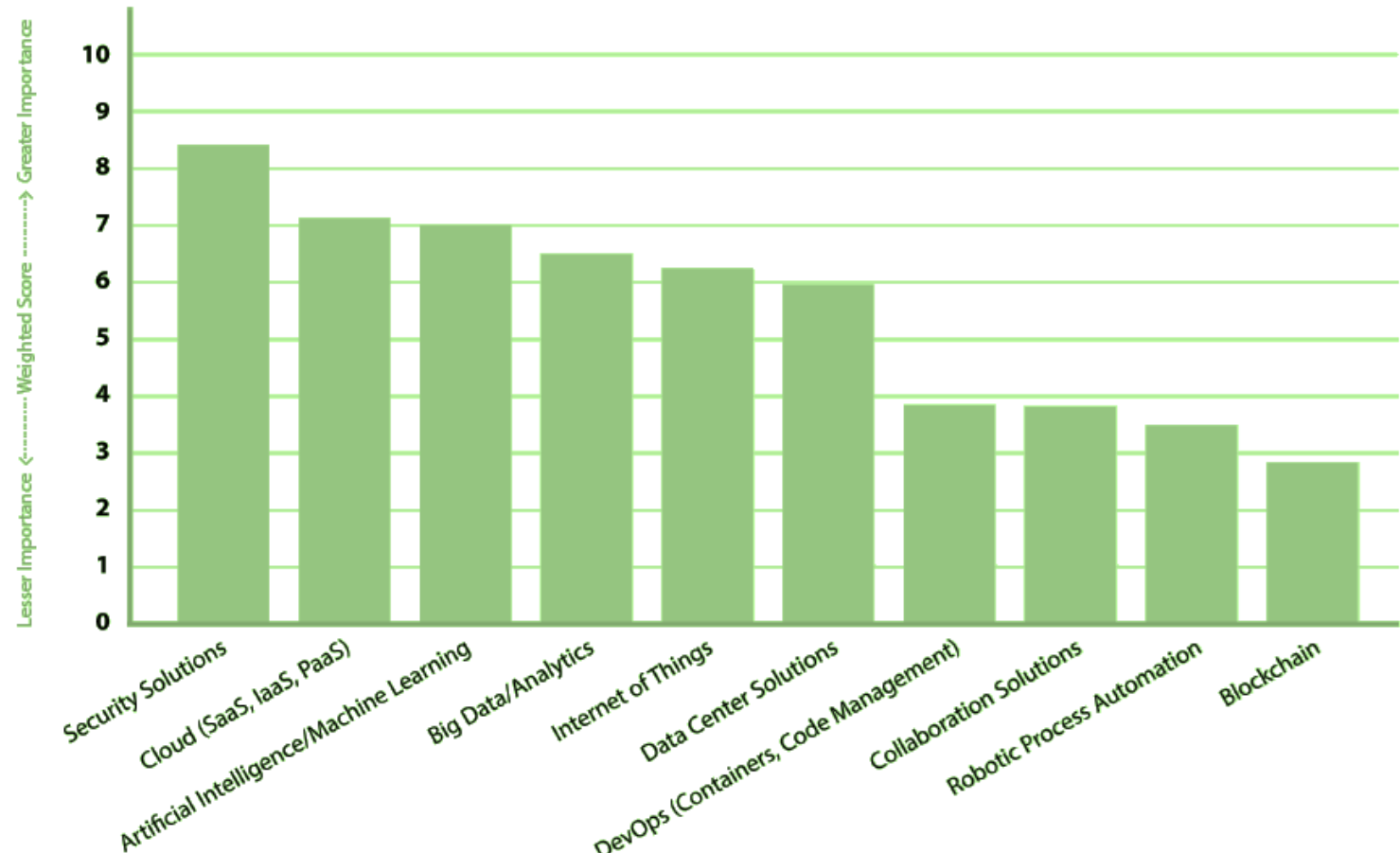


Ruane, Cunniff & GoldFarb

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

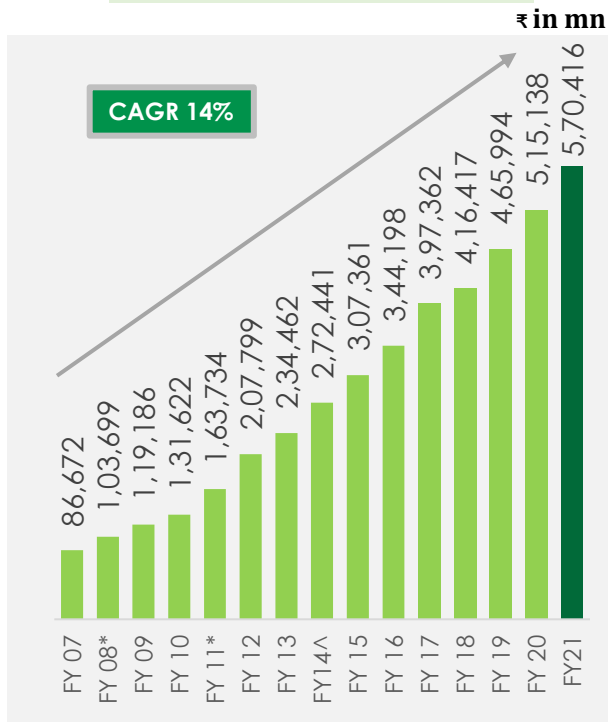
Financial Performance



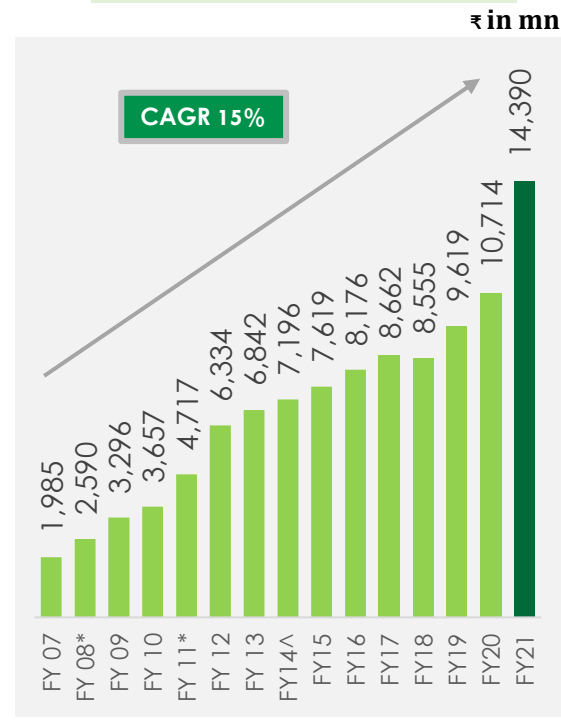
Performance Since Listing

Surpassed Rs.500 bn milestone mark in Revenues

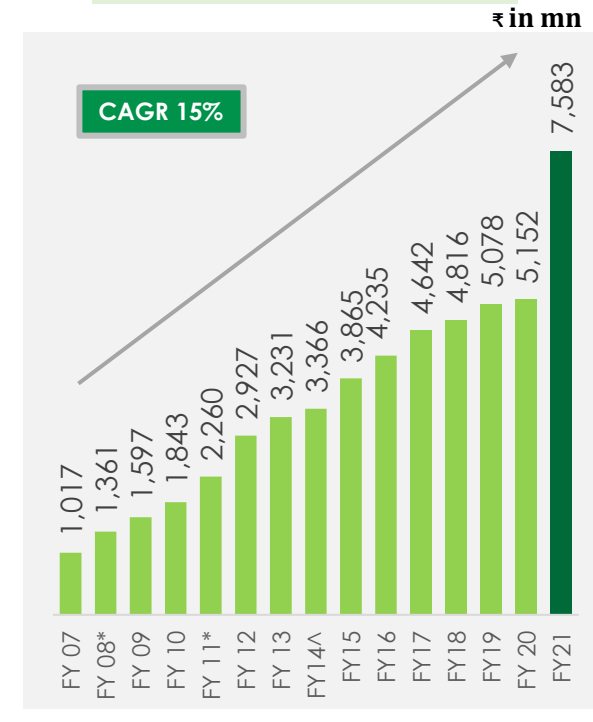
REVENUE



EBITDA

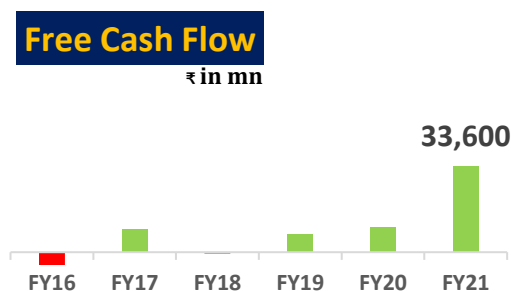
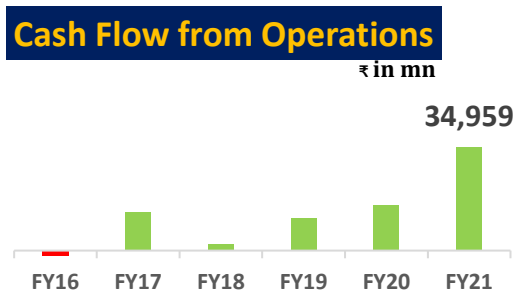
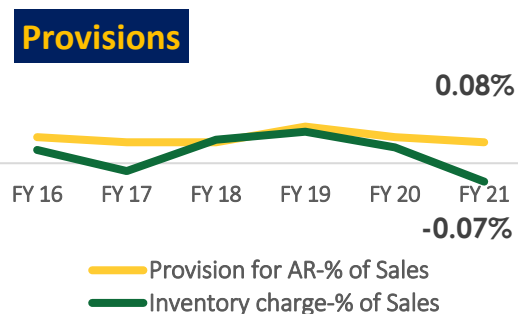
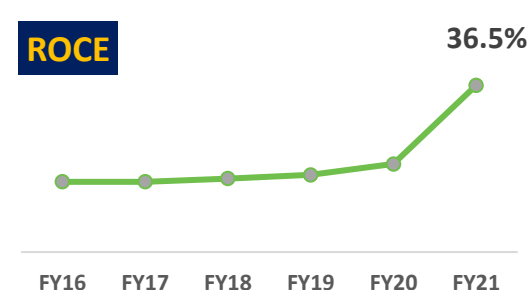
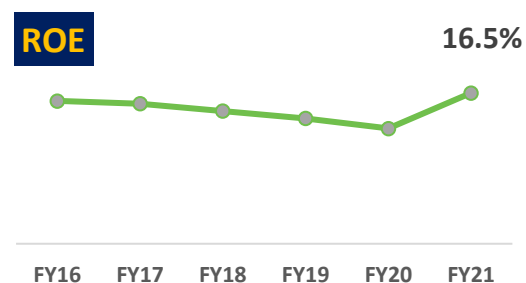
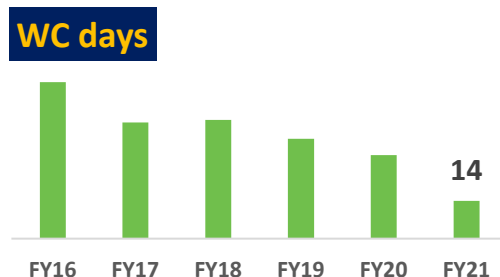
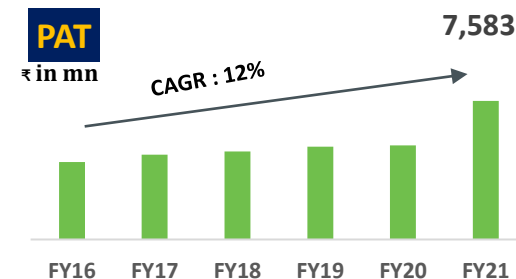
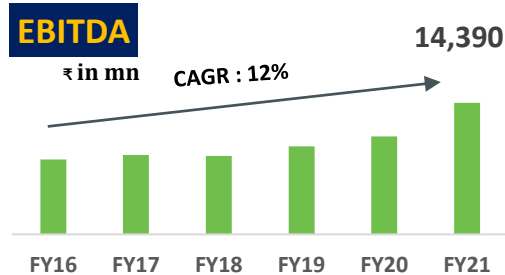
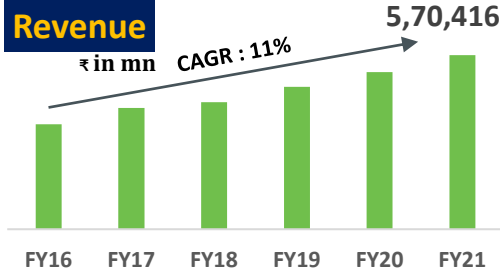


PAT



*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

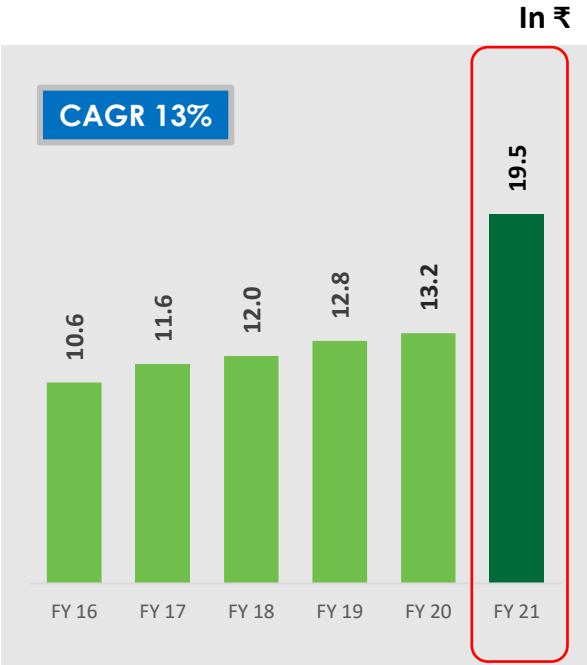
Performance Snapshot



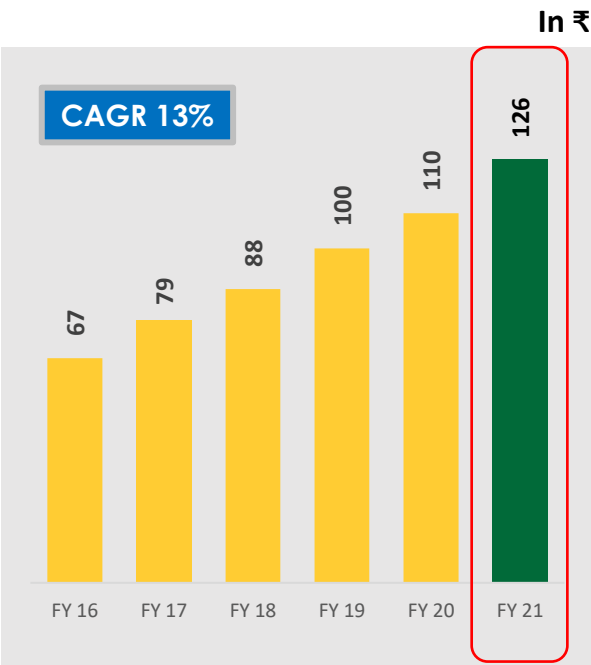
Value Creation for our Shareholders



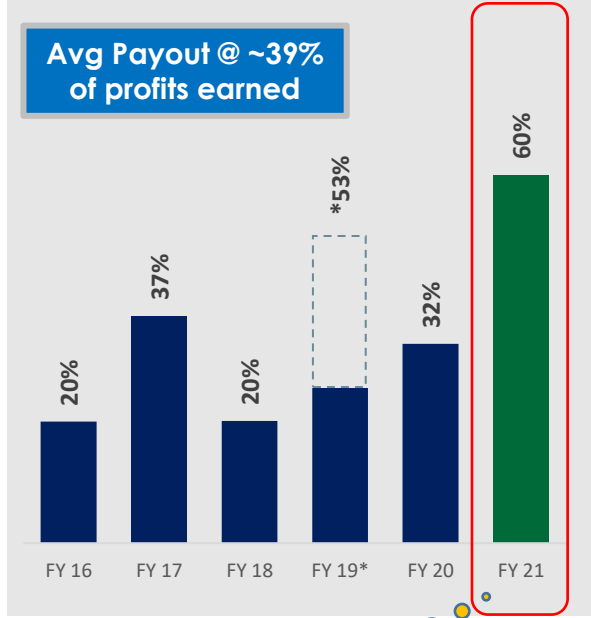
EPS



BOOK VALUE/SHARE



PAYOUT TO SHAREHOLDERS*



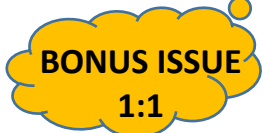
*Includes both dividend & buyback

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



9MFY22 Performance Snapshot

REVENUE#

9% 

9MFY22: Rs.4,54,071 mn
9MFY21: Rs.4,15,112 mn

EBITDA

38% 

9MFY22: Rs.13,660 mn
9MFY21: Rs.9,876 mn

PAT*

104% 

9MFY22: Rs.9,320 mn
9MFY21: Rs.4,564 mn

WC DAYS

13 days

9MFY21: 14 days

ROE

24.1%

9MFY21: 13.6%

ROCE^

68.2%

9MFY21: 31.6%

INVENTORY CHARGE

0.11%

9MFY21: (0.10)%

AR PROVISION

0.11%

9MFY21: 0.06%

FREE CASH FLOW

Rs.2,961 mn

9MFY21: Rs.27,611 mn

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

Note: #9M Revenues growth as per Gross a/c – Global:11%

Note: *Base 9M PAT in India contains one-off VSV tax provision of Rs 890mn (Mainly Gift of shares case)

CONTACT US



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THANK YOU

