

INVESTOR PRESENTATION

14th Sep 2022



Agenda

- About Redington
- Our Financials
- Trends and Redington Strategy
- Building capabilities
- Our approach to ESG
- Recognitions



Our Global Leadership Team



Rajiv Srivastava
Managing Director



S V Krishnan
Whole Time Director
& Global Chief
Financial Officer



Sriram Ganeshan
Global Chief
Commercial Officer



Serkan Kutlu
Global Chief
Strategy Officer



Soumitra Kumar Das
Global Chief HR
Officer



Ramesh Natarajan
Chief Executive Officer
- Redington India,
Singapore & South Asia



Viswanath Pallasena
Chief Executive
Officer - Redington
Middle East & Africa



E H Kasturi Rangan
Managing Director -
ProConnect India



Serkan Celik
Chief Executive
Officer - Arena
Group



Cem Borhan
Chief Executive
Officer - Redington
Turkey



Kumar Malay Shankar
Chief Executive
Officer - ProConnect
India



Deepak Puligadda
Chief Executive Officer
- Redserv Global
Solutions



About Redington

\$8.4Bn+



Products , Service & Solutions Company



- An Emerging Markets Multinational with presence across 40 markets
- Distributor → entire gamut of IT products, Smartphones, Solar
- Service & Solutions → Managed, Cloud, Logistics, BPM, BPO, 3D Printing services

Expansive Network & Strong Relationships



- Over 290+ brands associations and servicing 38,600+ channel partners
- 4,500+ Redingtonians creating a culture of inclusion, creativity, and innovation

Professionally managed, Board-governed



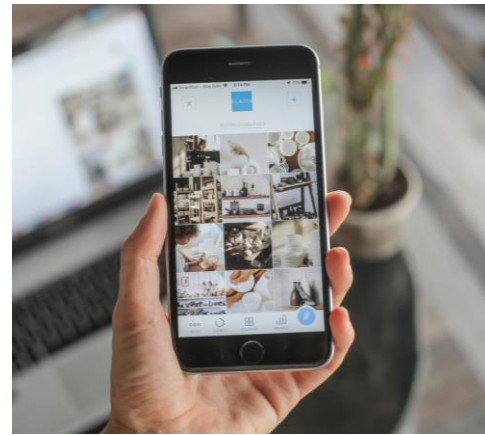
- A listed entity with no promoter, Chairman is Independent Director
- AA+ long term rating by ICRA/CRISIL
- Experienced executive Leadership team

Outstanding Financial Performance



- \$8.4bn+ company with a strong double digit-CAGR for 16 years
- ROE at 24% and ROCE at 66% in FY22

Our Portfolio



PCs, desktops, laptops, iPads and MacBooks

Printers, consumables and accessories

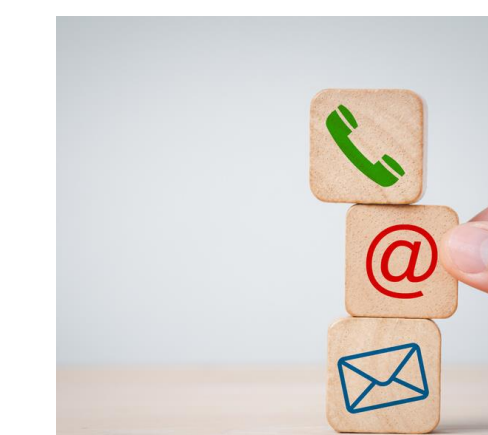
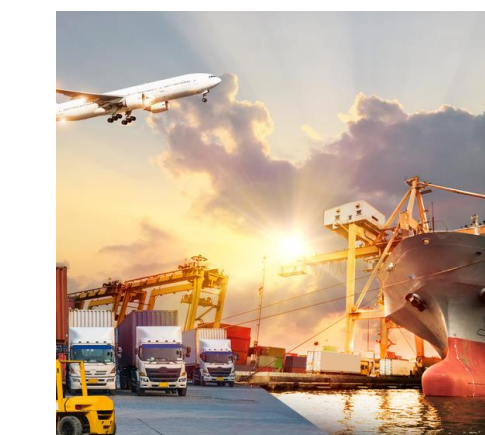
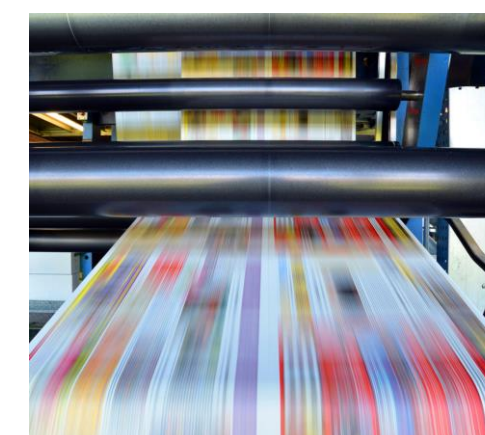
Smartphones

Networking – switching, routing to SDN's

Software - productivity and Application

Building the optimal data strategy for customers

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

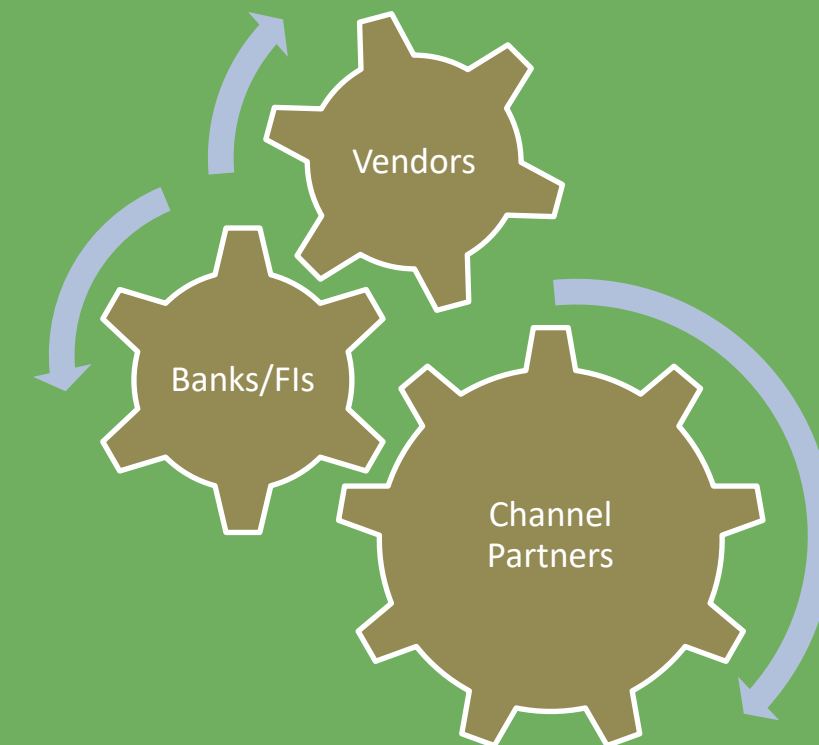
- Enviably “In country” presence serving 40 markets
- No.1 position in MEA
No.2 position in India & other markets
- “High potential” markets
- FY22 Revenue
India : \$3.7bn
\$1bn each in UAE and Saudi
- Presence across product categories
Portfolio of Marquee brands



Our Brands & Channel Partners



CHANNEL PARTNERS



Enviably Partnerships with over 290+ brands

Our Board of Directors

Independent Directors



Prof. Ramachandran
Retd. 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



Rajiv Srivastava
Managing Director



S V Krishnan
Whole- Time Director
& Global CFO

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



Our Shareholders



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

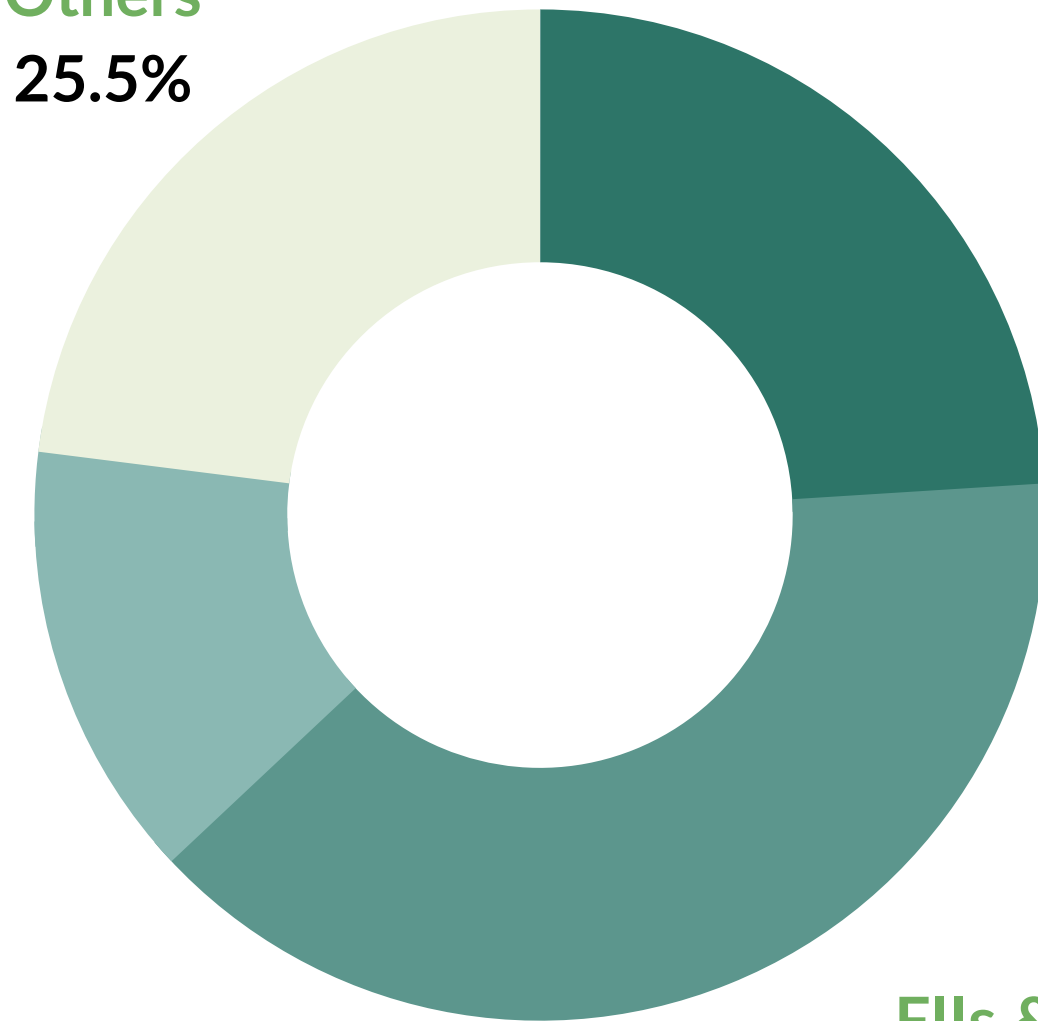


Others
25.5%

Mutual
Funds
11.6%

Synnex
Mauritius
Limited
24.1%

FII's & FPI's
38.7%



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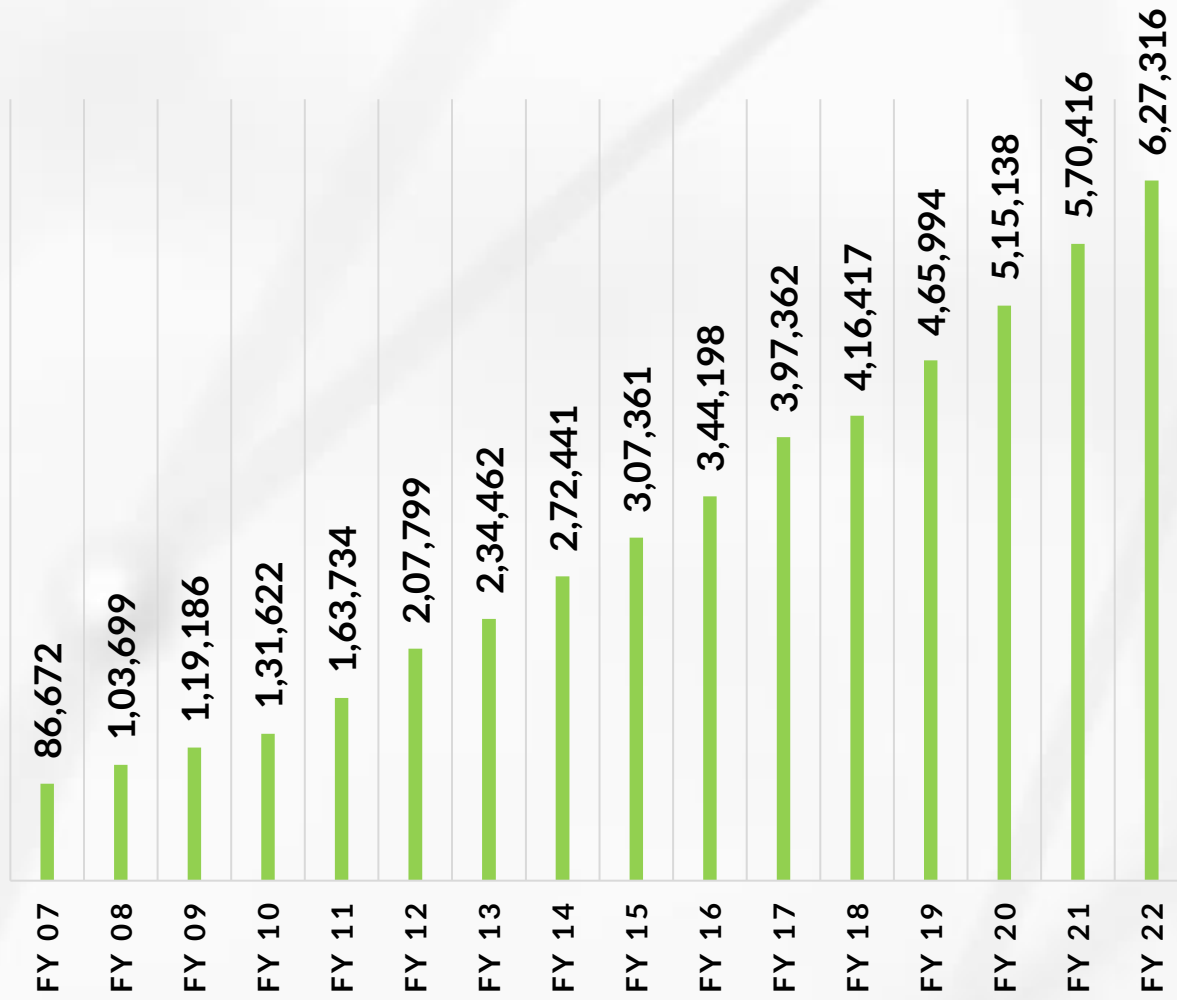
Performance Since Listing

Surpassed Rs.600 Bn revenue milestone



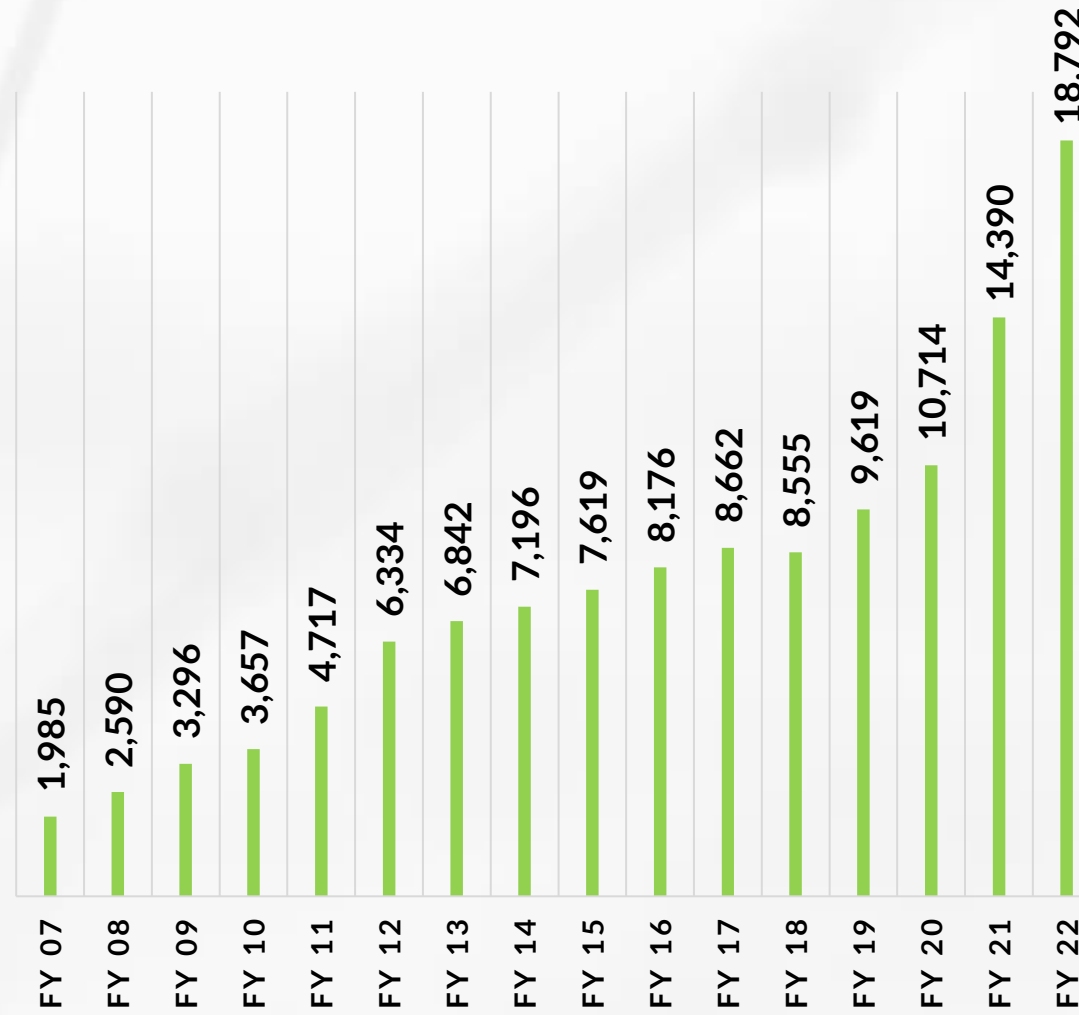
Revenue CAGR : 14%

₹ in Mn



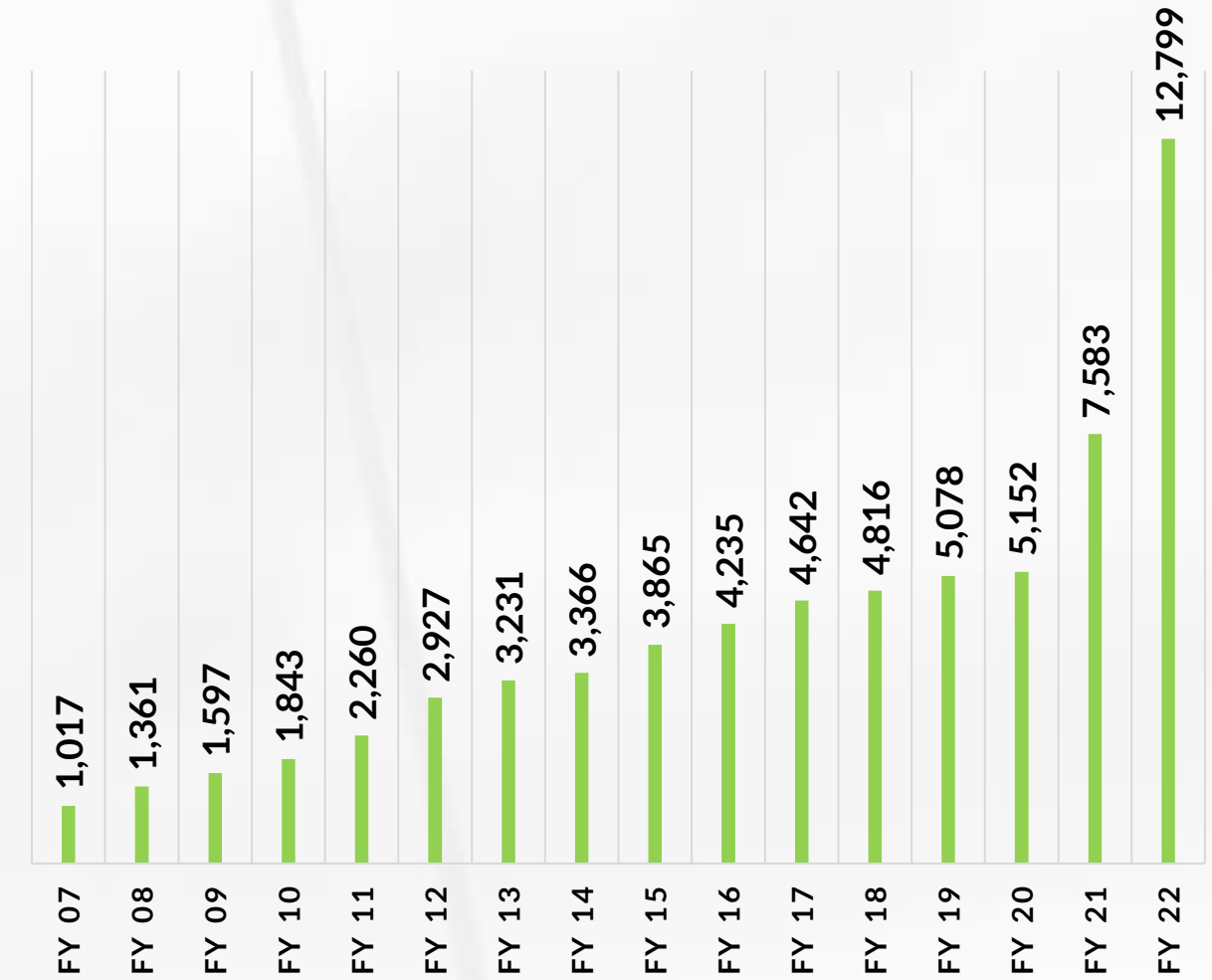
EBITDA CAGR : 16%

₹ in Mn



PAT CAGR : 18%

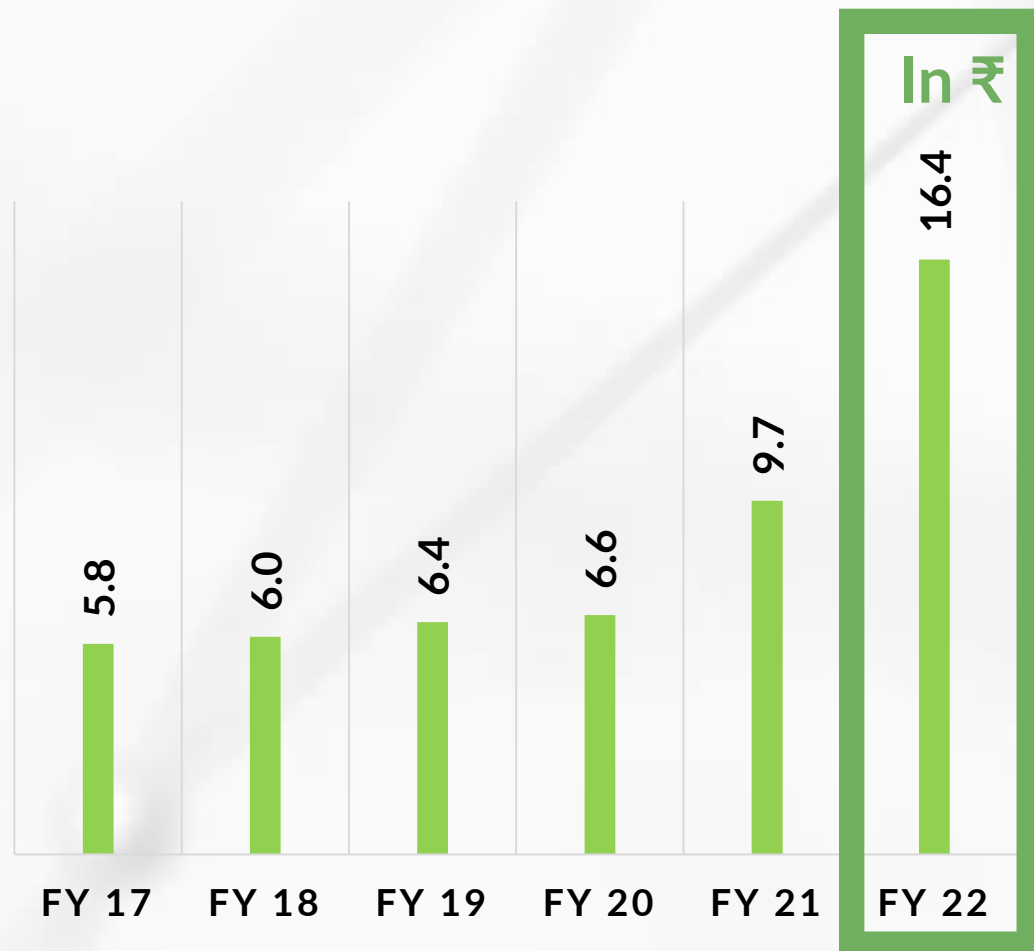
₹ in Mn



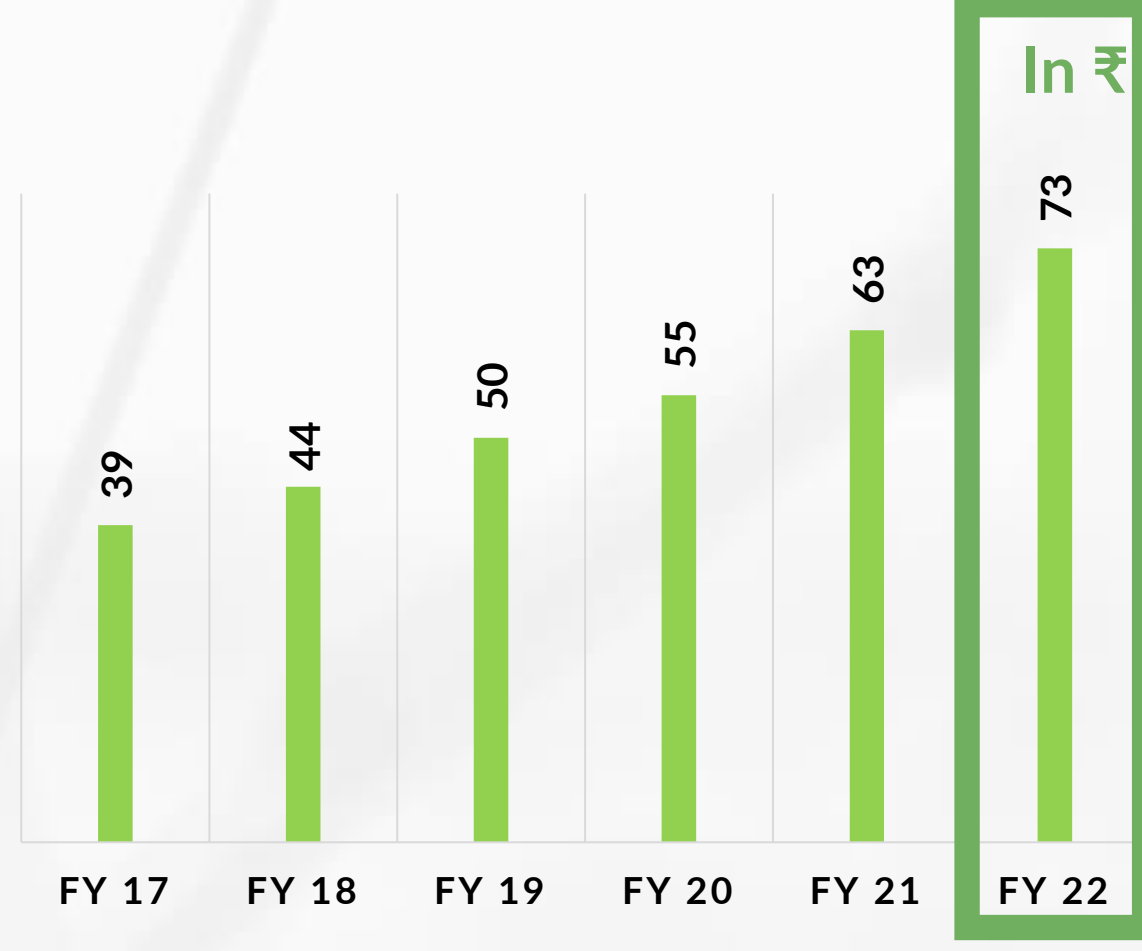
Shareholder Value Creation



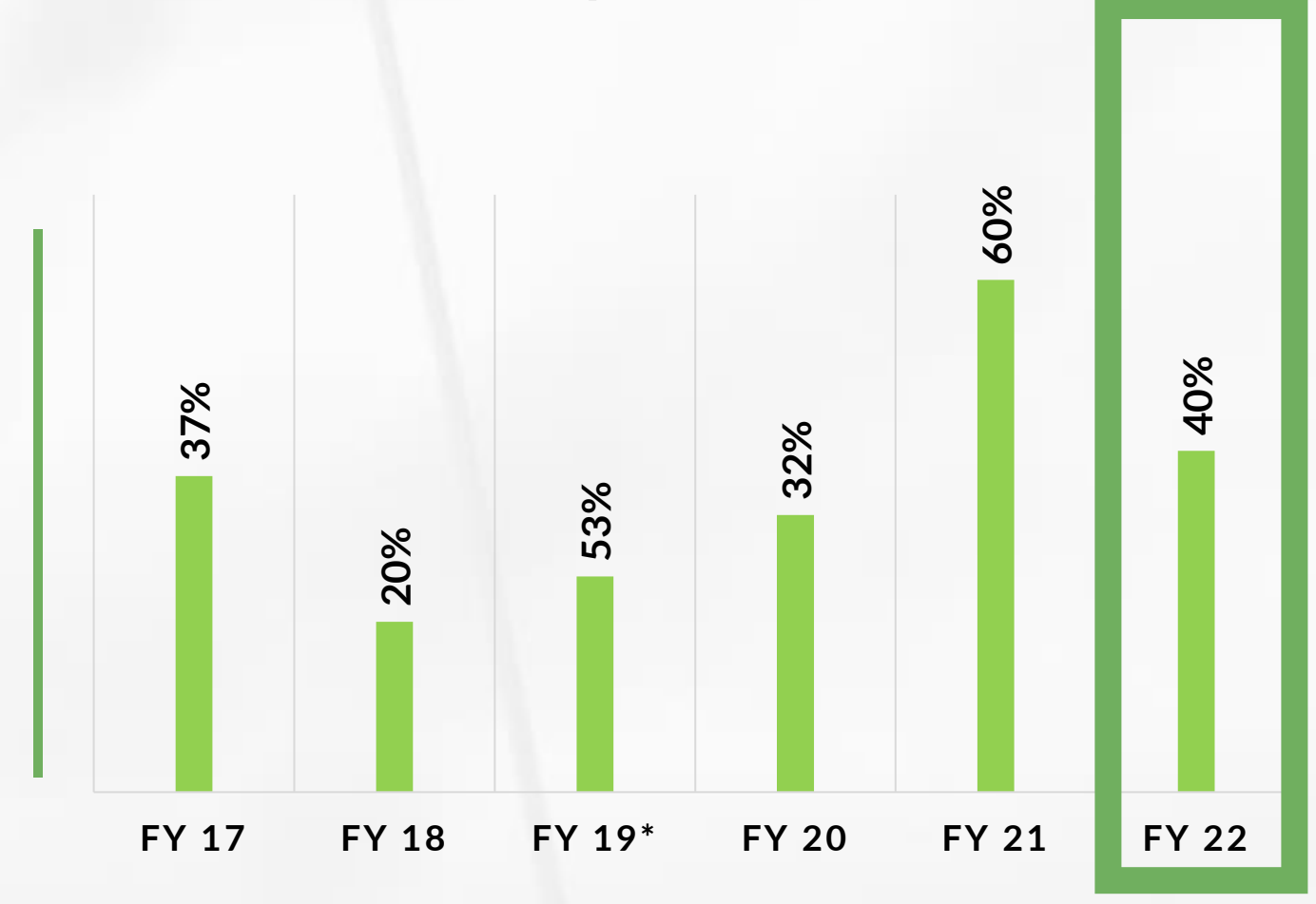
EPS
CAGR : 23%



Book Value/Share
CAGR : 13%

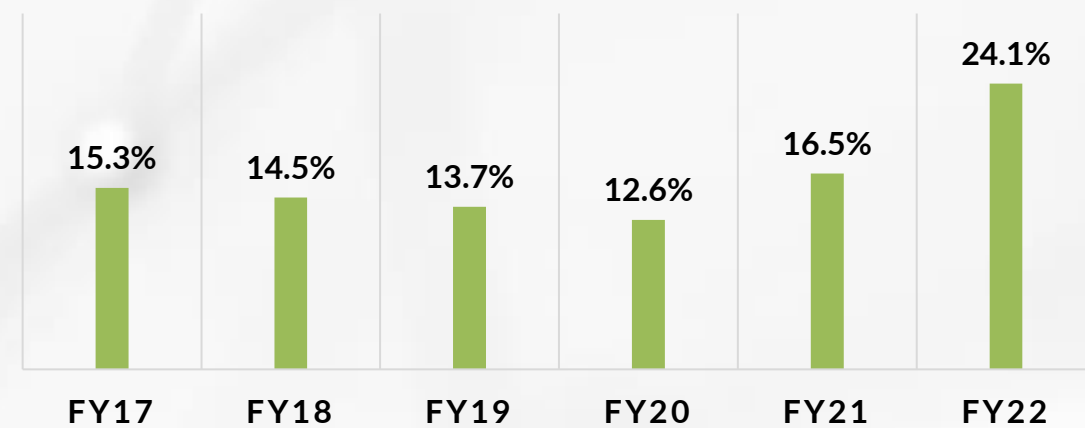


Shareholder Payout*
~38% of profits earned

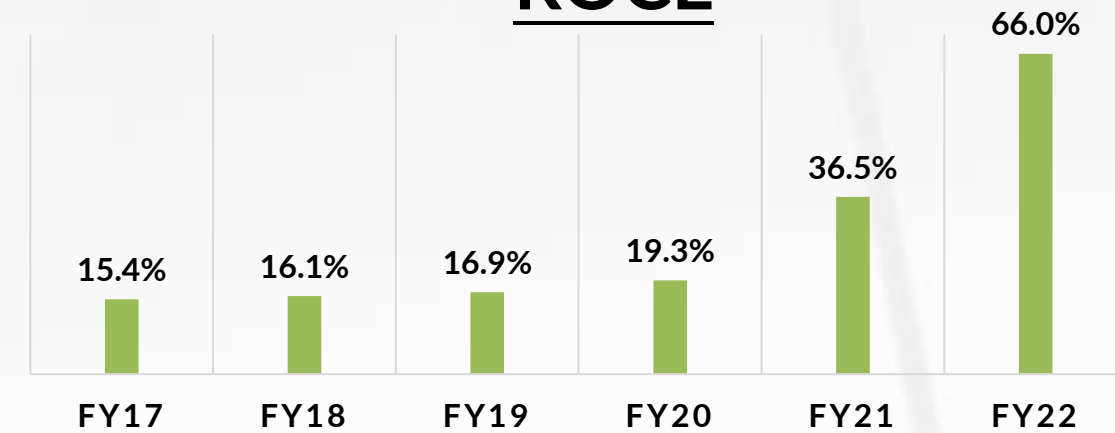


*Including Buyback

ROE



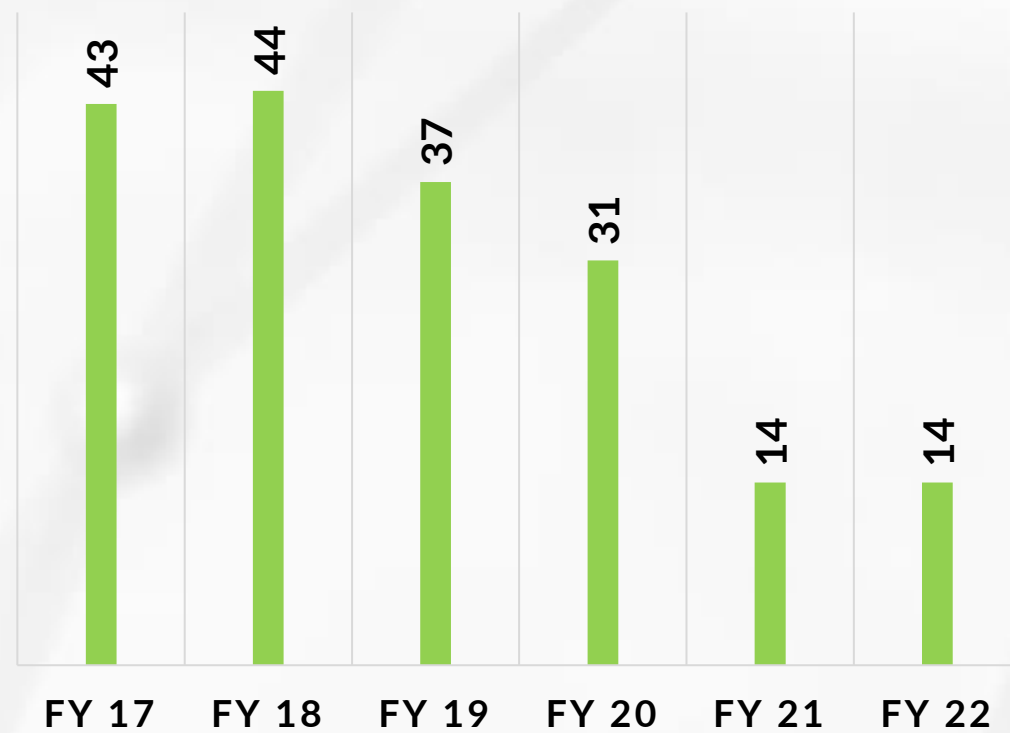
ROCE



Hygiene Parameters

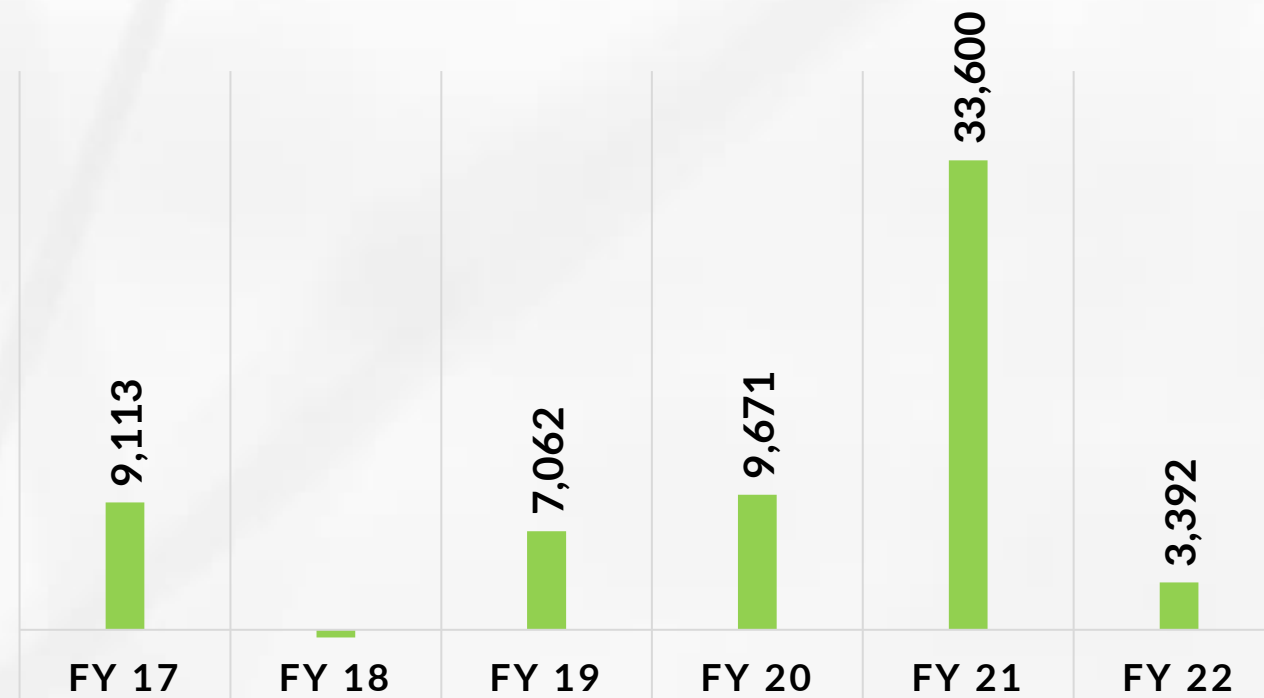


WC Days



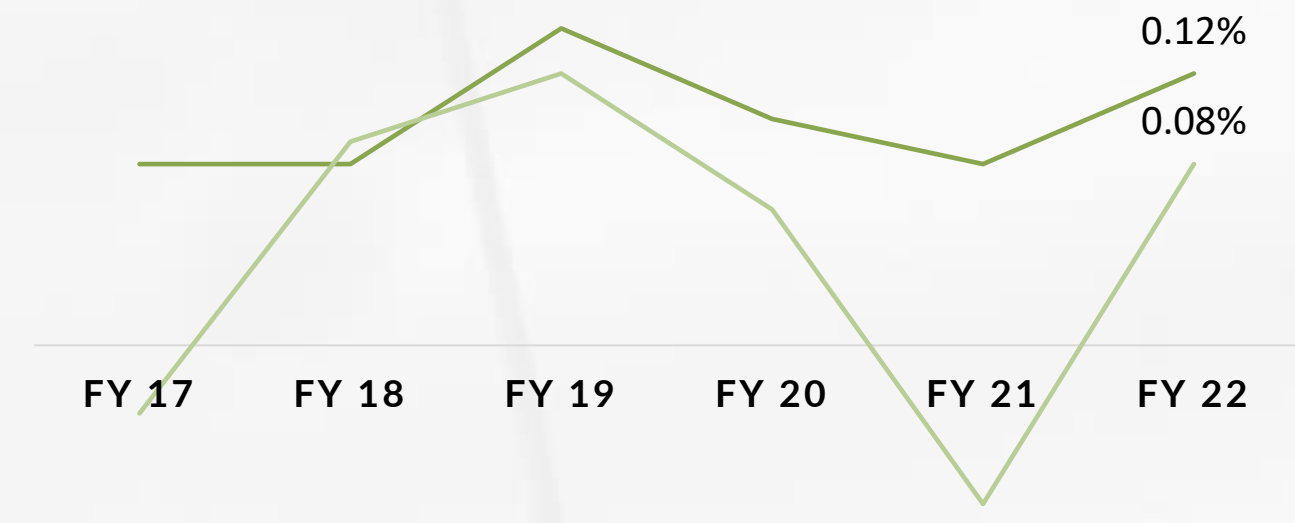
Free Cash Flow

Six years Cumulative FCF: ₹ in Mn
INR 62,273 Mn



Provisions

Six years Average :
Provision for AR : 0.10%
Inventory Charge : 0.04%



— Provision for AR-% of Sales
— Inventory charge-% of Sales

Q1FY23 Performance Snapshot



REVENUE

25% ▲

Q1FY23: Rs. 1,68,283 Mn
Q1FY22: Rs. 1,34,740 Mn

EBITDA

34% ▲

Q1FY23 : Rs.4,870 Mn
Q1FY22 : Rs.3,642 Mn

PAT

33% ▲

Q1FY23 : Rs.3,158 Mn
Q1FY22 : Rs.2,367 Mn

WC Days

28 Days

Q1FY22 : 18 days

ROCE[^]

41.1%

Q1FY22 : 52.2%

ROE

21.3%

Q1FY22 : 18.8%

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Digital Will Impact Everyone, Everywhere

Consumers



Evolving Lifestyles

Acquiring Customers



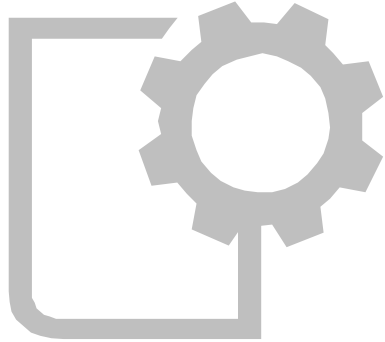
Customer Targeting and Engagement

Engage



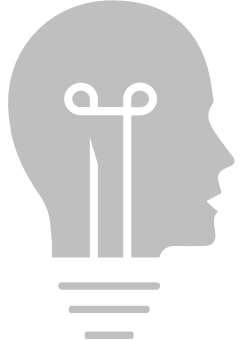
Workforce Efficiency

Deliver Experience



Operational Excellence

Innovate



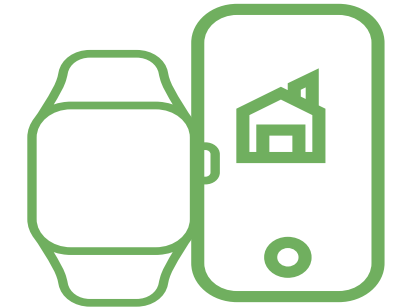
New Products Services and Business Models

Business Growth, Efficiency

Customer Experience

Key Technology Trends

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



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%

FOR REDINGTON

- Capability creation
- Focus on alliances,

- Tech Refresh projects
- Telecom, healthcare, M&E
- Device demand

- Security prods & solns
- Managed Security Services Practice

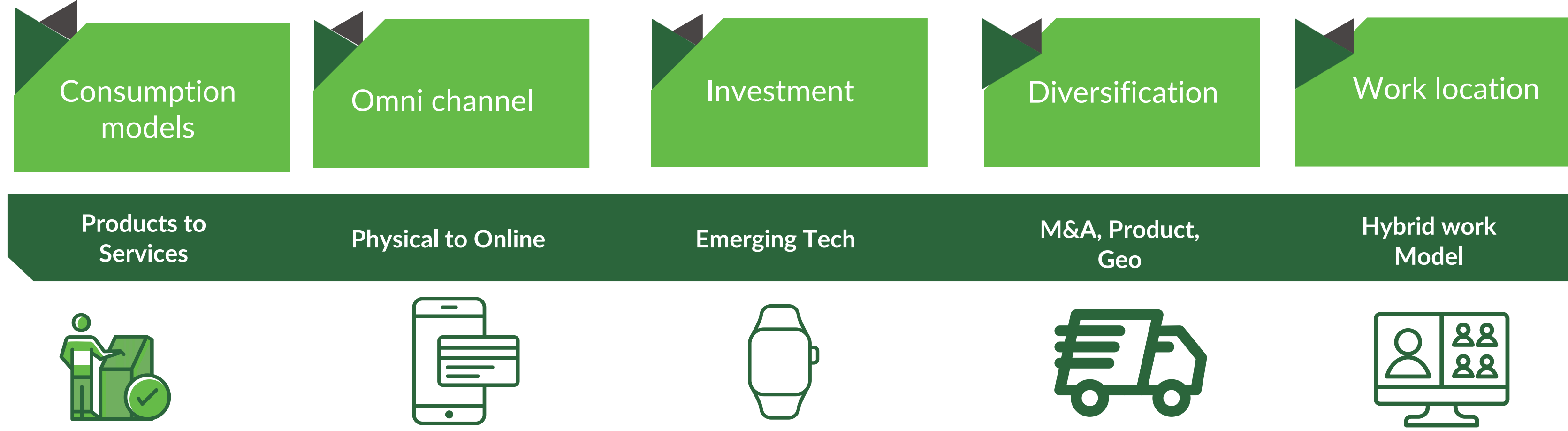
- Digital Payment solns
- Turkey Paynet

- Internal Automation
- Product opportunities

Key Biz Model Trends



TRENDS



FOR REDINGTON

- Transition to XaaS
- Subscription portfolio
- Digital Business Model
- Marketplace opportunity
- Invest on future tech
- Organic or inorganic
- Strengthen high growth markets
- Biz diversification
- Workstyle and lifestyle solutions

**Brand
Acquisitions**



**Market
Share
Gains**

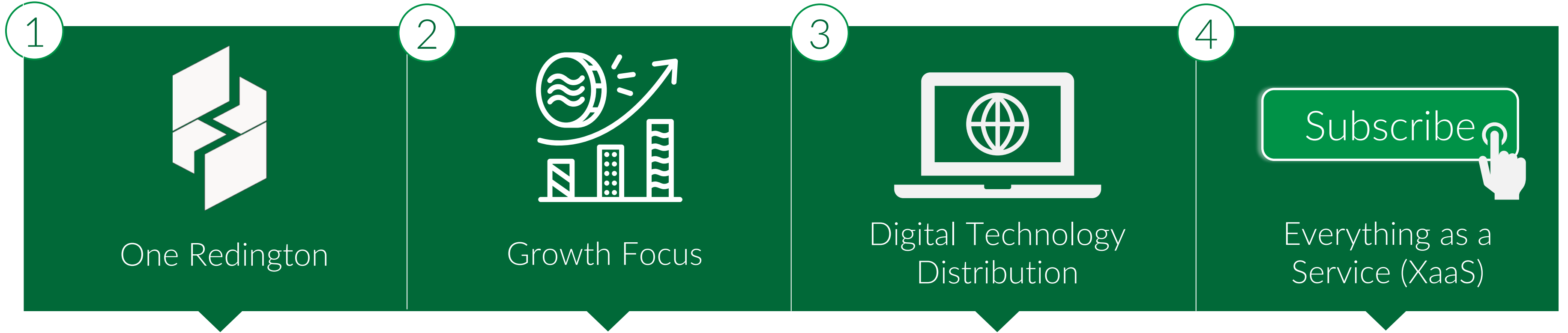
**Market
Expansion**

**New
Business
Opportunities**

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

Simple approach to business



Objectives

Globally consistent processes, best practices
Engage our ecosystem globally with consistent high-quality services and differentiated experience

#1 Technology Provider in all geographies we serve, reimagine the future of technology distribution

#1 Digital Technology Distributor of the World with end to end, digitally transformed business model

Establishing subscription based recurring services model.
Enhancing relevance to changing end user behaviors,



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

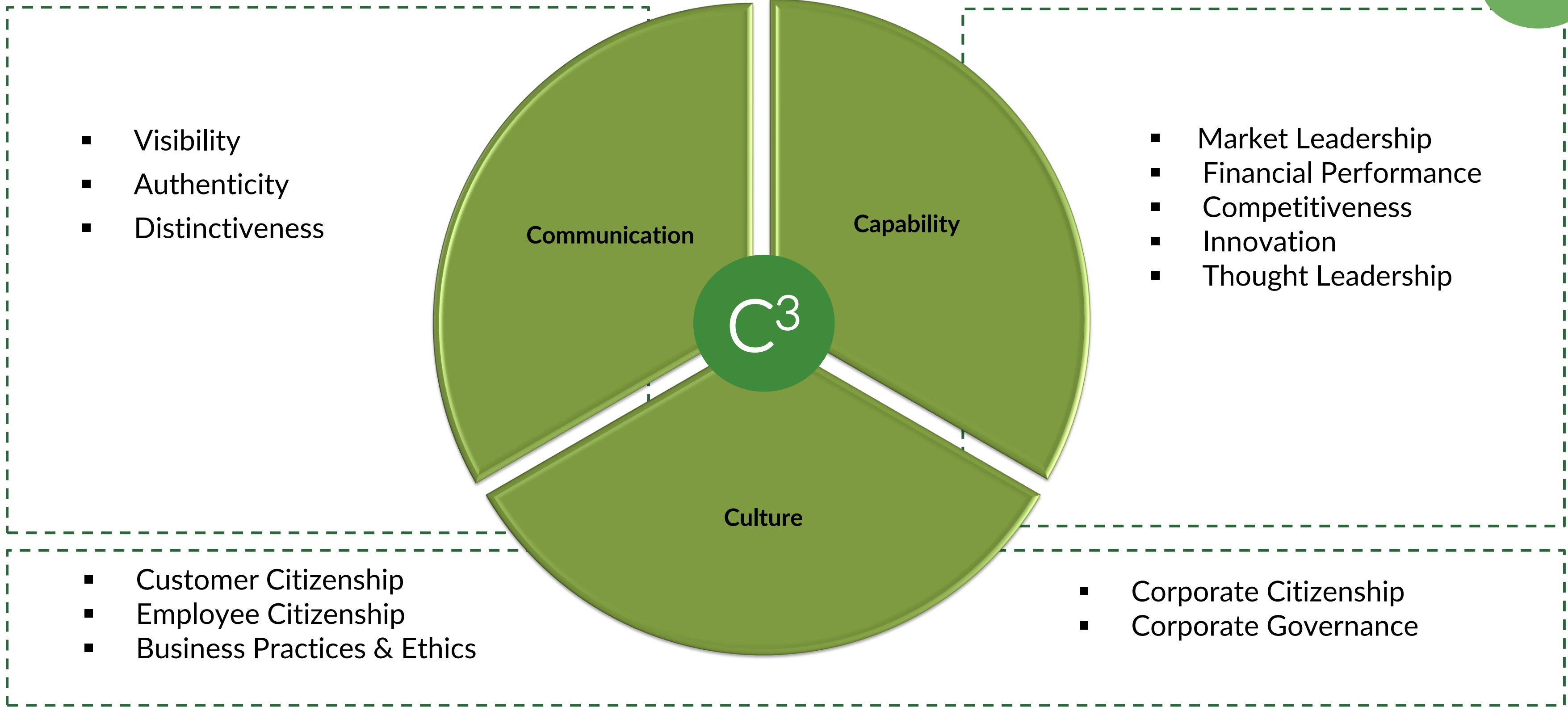
- From brick & mortar to Omni-channel
- From Products to Services
- Moving towards XaaS revolution
- Continuous innovation



Value added technology service provider

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

Strategic Admiration : Framework



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Building a capable Redington: Business of people!



Theme	Our actions
Best in class leadership team	<ul style="list-style-type: none">• Diverse leadership team of deep domain experts• Structure a combination of Global function and Geo business leaders• Globally consistent, locally responsive – close to customers and partners
High Performance Workplace	<ul style="list-style-type: none">• Best talent on biggest opportunities• Well defined performance parameters linked to compensation• Strong emphasis on learning and development
Culture	<ul style="list-style-type: none">• Framework of values, core behaviours, leadership attributes• Trust, transparency and openness• Diverse and inclusive
Employee first approach	<ul style="list-style-type: none">• Holistic approach towards employee wellness – physical, mental, emotional• Global talent migration policy, global onboarding program• Succession planning, leadership pipeline

Building a capable Redington: Tech initiatives



Category	Initiatives	Description
Partner and Vendor experience	CRM Data Analytics	<ul style="list-style-type: none"> Sales Automation, lead management, marketing and partner analytics
Employee experience	Self service	<ul style="list-style-type: none"> Visualization & data governance models for insights and recommendations Employee life cycle, performance management
Infrastructure capacity	Cloud adoption Cyber security	<ul style="list-style-type: none"> Redundant infra and apps architecture ISO 27001 Cyber security certified
Operational efficiency and productivity	RPA Workflow solutions	<ul style="list-style-type: none"> RPA and advanced workflow solutions Finance Automation – audit, business planning, budgeting & consolidation
Internal governance	ERM	<ul style="list-style-type: none"> Platform for registering and tracking enterprise-wide risks

Building a capable Redington: Digital Platform



Digital Distribution

Our Vision & Aspirations

- Be the **#1 Digital Technology Distributor in the world**
- Industry best in technology and innovation, full omni-channel experience

What are we focused on

Technology

- Current: B2B platform
- Future: Feature rich B2B + marketplace with tools for full task automation

GTM

- Current: Ecom stock & sell txns
- Future: all sales motions back-to-back, dropship, D2R, fintech, cross-sell

Operations

- Current: Product & partner onboarding, ops excellence
- Future: Scale up, demand generation

Outcomes

- **#1 Step to full digitalization: 50% revenues through our digital platform**
- GTM redefined, Vendor, customer and partner experience
- Innovation in offerings, portfolio

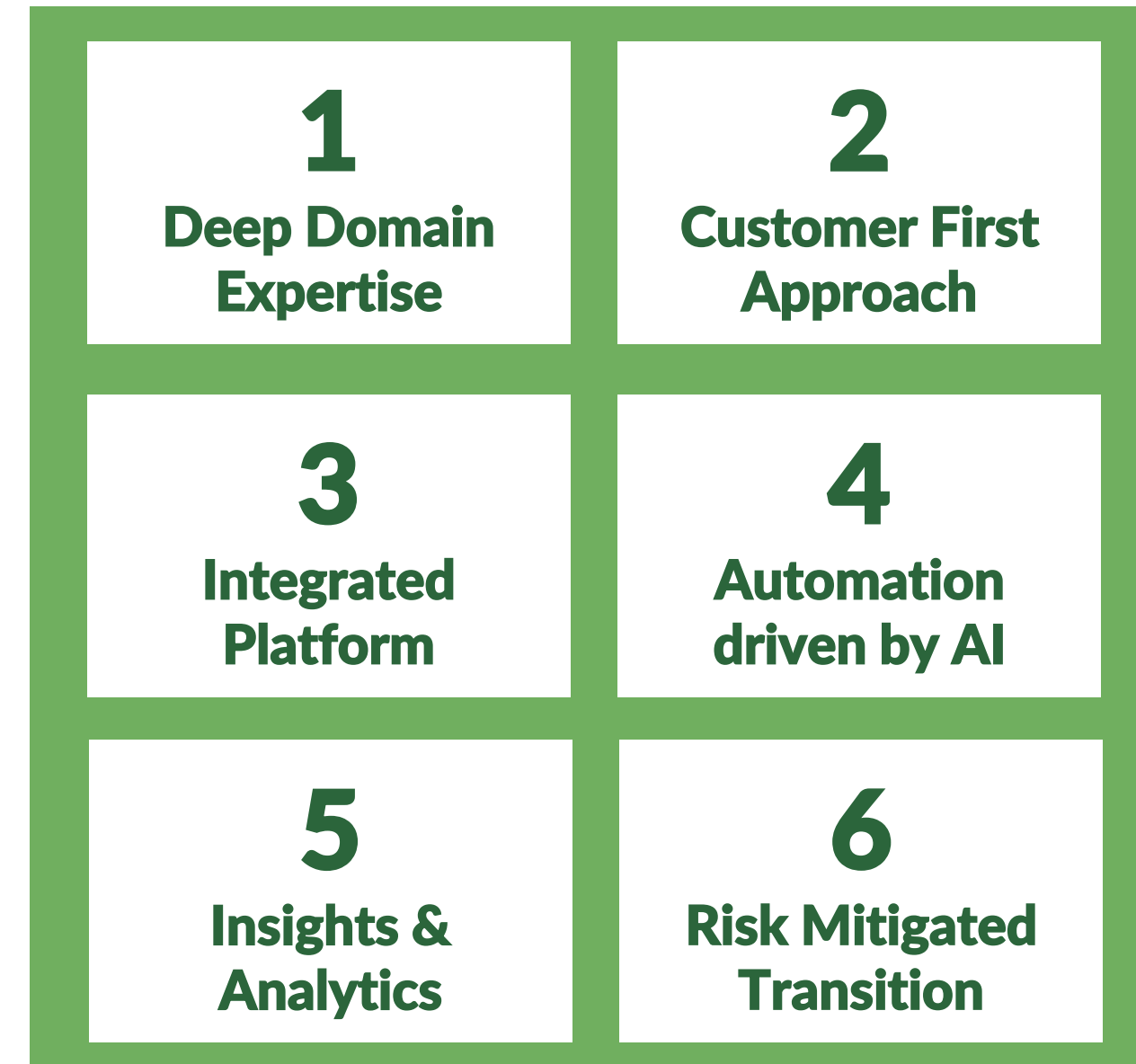
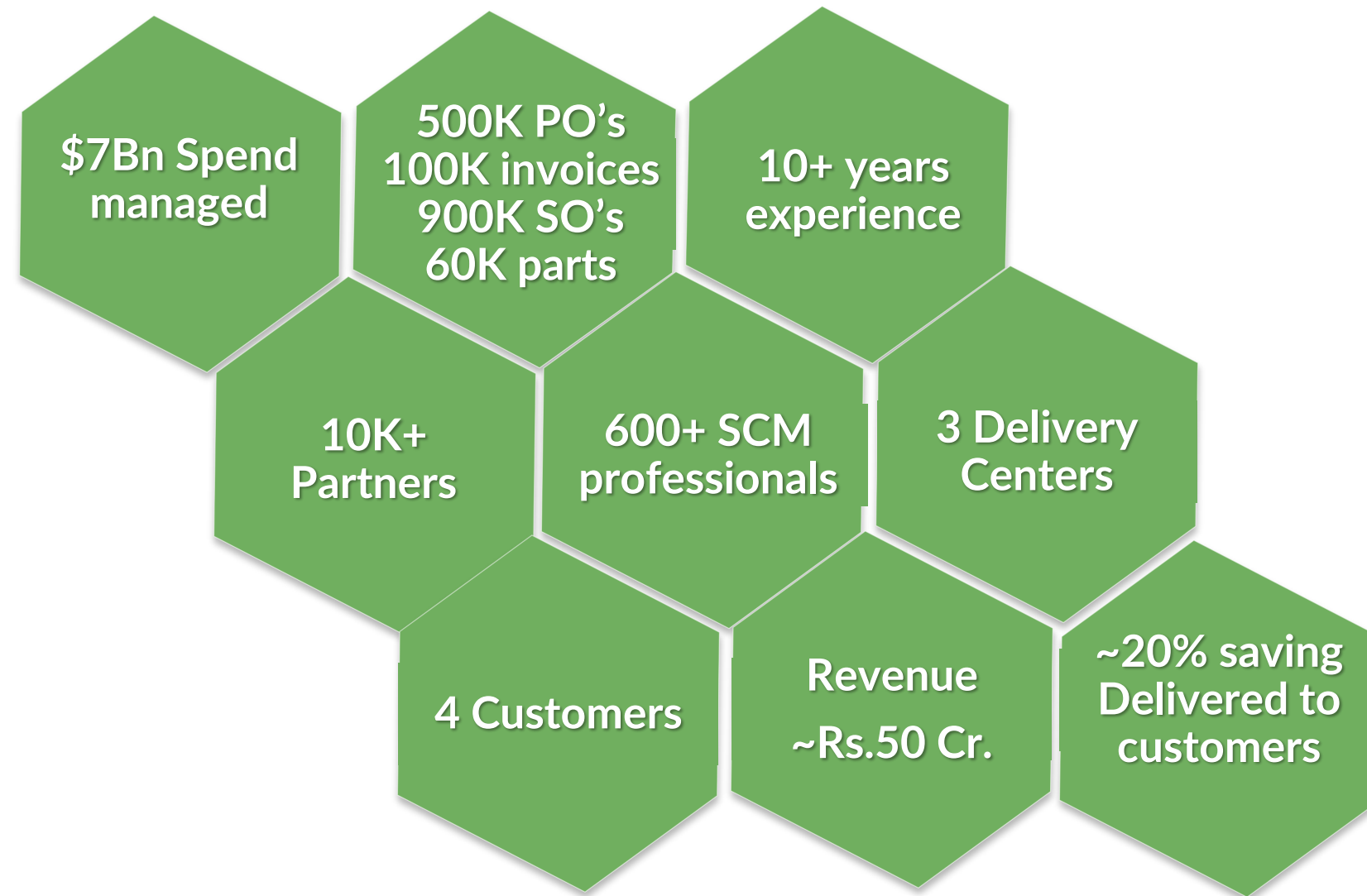
Building a capable Redington: Supply Chain Services



Logistics Services

<p>Our Vision & Aspirations</p>	<ul style="list-style-type: none"> • Be the most innovative and technology enabled supply chain company in our chosen markets • Focused on gaining market share by leveraging capabilities and expertise 		
<p>What are we focused on</p>	<p>Technology</p> <ul style="list-style-type: none"> • Digital platform • Smart/Intelligent • Control tower, analytics • Enquiry automation • Digital performance dashboard 	<p>GTM</p> <ul style="list-style-type: none"> • Vertical-domain motion • Account-based structure • Customer service focus • Alliances 	<p>Operations/Talent</p> <ul style="list-style-type: none"> • Pro-active and collaborative approach to expand capacity • Streamlined, uniform processes
<p>Outcomes</p>	<ul style="list-style-type: none"> • Hyper revenue growth • Industries (FMCG, FMCD, telecom, Healthcare) <ul style="list-style-type: none"> ○ Geos (India, Middle East, Africa, Singapore) ○ Products (Warehousing, Transportation, Freight Forwarding, LCL, etc) • Best in customer experience 		

Building a capable Redington: RedServ Overview



MDM CRM CHAT BOT TRIAGE TEAM BPM PROCESS MINNING
 HELPDESK DIGITAL TRANSFORMATION RPA B2B PLATFORM ARTIFICIAL INTELLIGENCE



Building a capable Redington: Citrus Overview



Citrus
from Strategy to Execution

- 20+ Vendor Partnerships
- 150+ Successfully completed projects
- 70+ Technical Resources
- 24/7 Service Coverage

1

CLOUD TRANSFORMATION SERVICES

We walk the journey to the cloud and create the IT infrastructure platform for the future that supports business transformation

2

DATA AND ANALYTICS SERVICES

We help customers transform into analytics driven enterprises and help them unlock value with advanced analytics driven by AI, ML

3

CYBER SECURITY SERVICES

We deliver Interconnected Security to support and defend the business and promote responsible information security behavior

4

INFRASTRUCTURE AND DEVELOPMENT SERVICES

We help to remove complexities in data centers, improve efficiency and reduce costs in IT operations and make IT agile and DevOps driven

Building a capable Redington: Our approach in Cloud



India & SEA

META

Other markets

Where we want to be

- Leading Distributor and Technology Solution & Services provider with an integrated model for its partners and customers
- Build on the current road map to add partners (2X) & customer (5X+) in next 5 years

Financial

- Enable \$1 Bn cloud business for the group in next 5 years
- Services portfolio contributing a minimum of 10% across markets

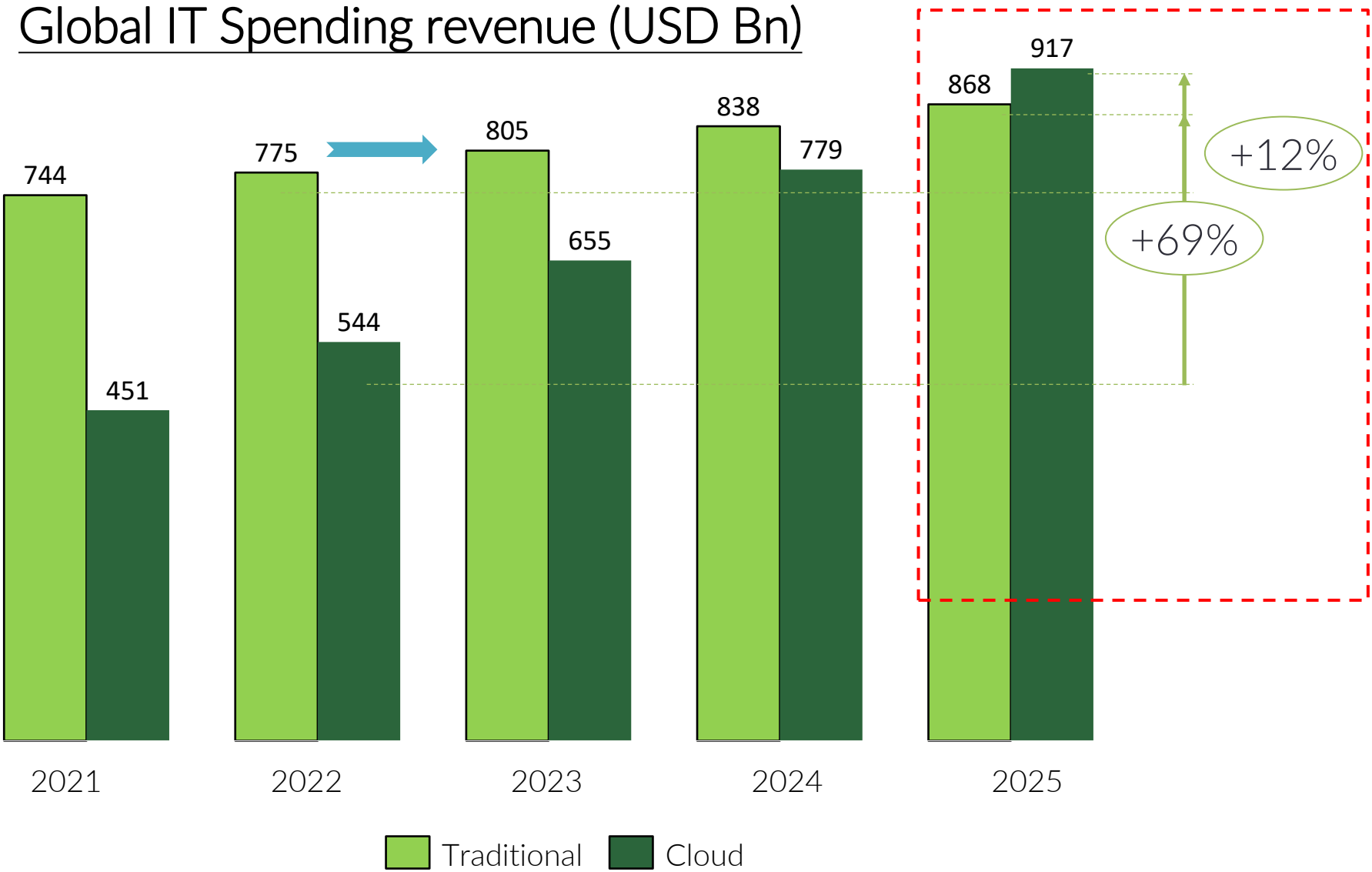
Enhance ecosystem

- Augment Platform capabilities
- Deepen strategic relationship with Cloud ecosystem – Hyperscalers
- Continued investments in technical skills, competencies and cloud solutions
- Strengthen Partner and Customer outreach

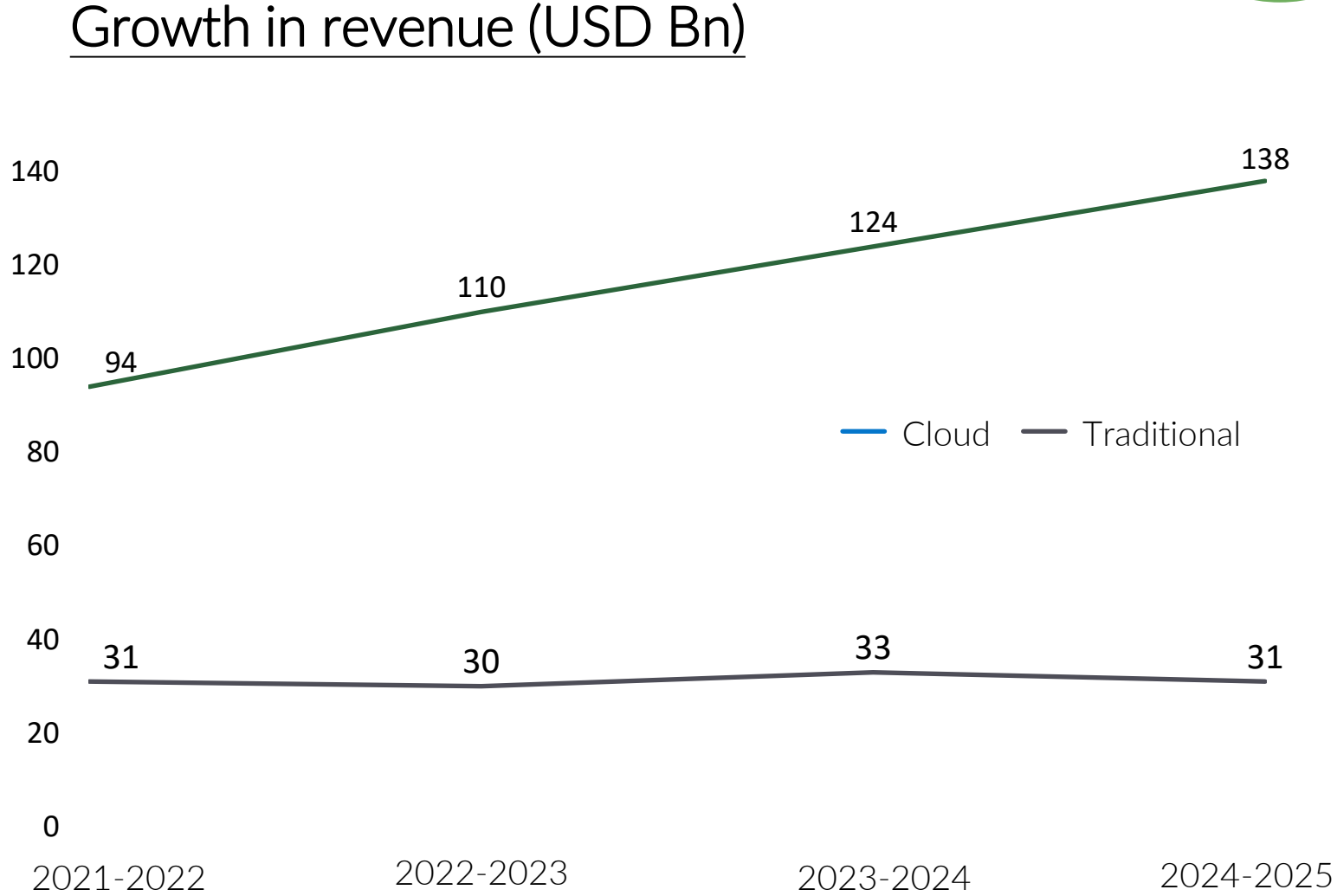
Why cloud is important ...



Global IT Spending revenue (USD Bn)



Growth in revenue (USD Bn)



Enterprise IT categories that can transition to cloud, within the application and infra software, business process services and system infrastructure

- Key takeaways**
- ▶ Shift towards Cloud spending will result in 55%+ of Enterprises shifting to public cloud by 2026
 - ▶ Over 83% Enterprise now spend over \$100k per month on Public Cloud, with 36% spending over \$1m

Cloud Trends



TRENDS

VERTICAL-SPECIFIC SOLUTIONS

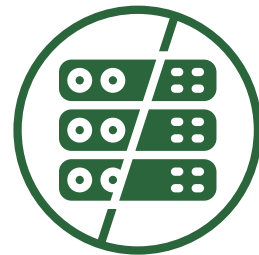
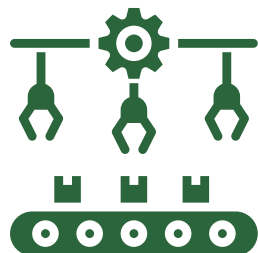
HYBRID/MULTI-CLOUD SOLUTIONS

BACKUP & DISASTER RECOVERY

SERVERLESS ARCHITECTURE

CLOUD & EMERGING TECH

Infrastructure to Industry Verticals Private to Hybrid Data Loss to Backup/Recovery Traditional to Serverless Standalone to Integrated



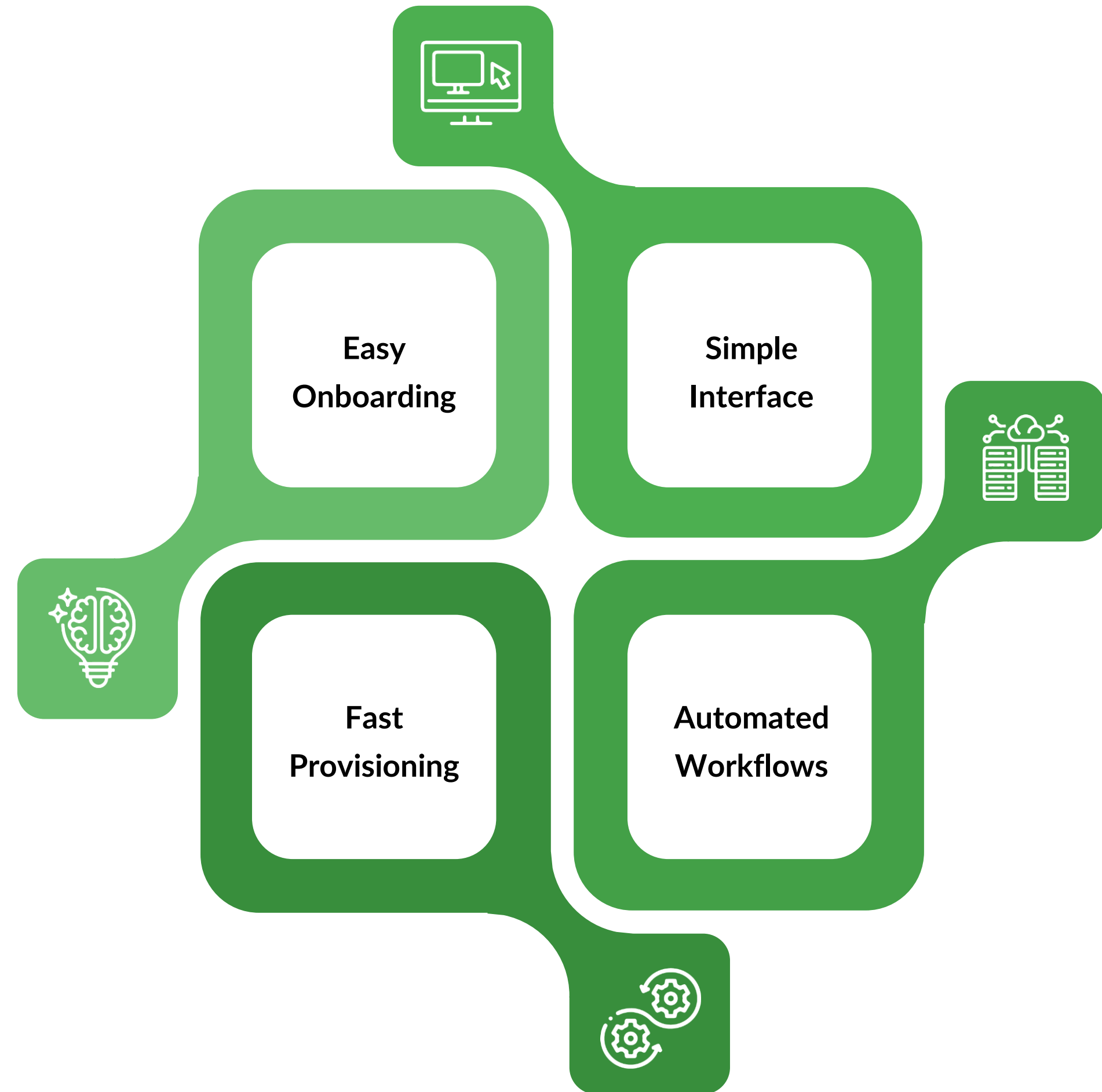
FOR REDINGTON

- Cloud solutions capability – consulting, assessment, design, migration and implementation, managed services
- Alliances with cloud ecosystem partners (Data centre, Servers, Storage, AI, IoT, Cybersecurity, Analytics, Collaboration & Edge Computing)
- Offer standalone as well as packaged, integrated B2B solutions; and XaaS

CloudQuarks

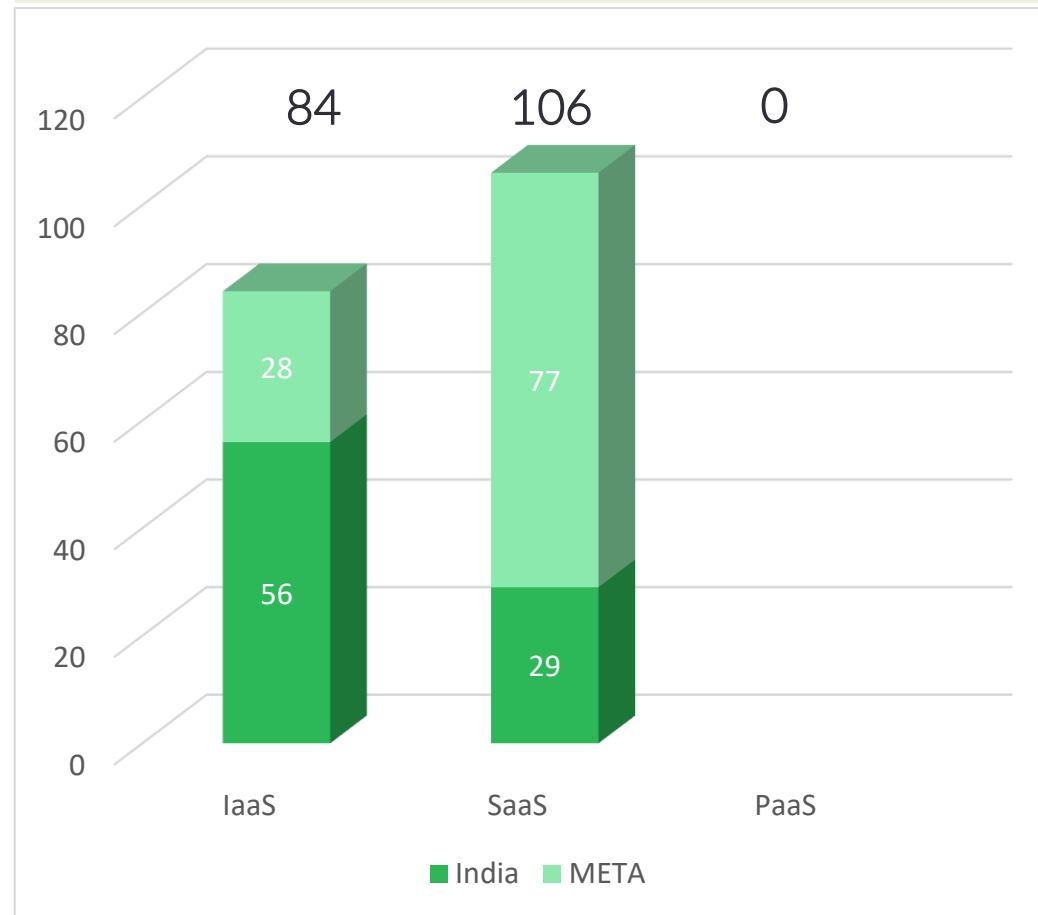
Next gen platform for all cloud services

- Onboard Cloud Services on One Digital Platform with Self-Service Capabilities.
- Enhances experience with on demand reporting & analytics for cloud service consumption patterns.
- Access to our Cloud experts enables Consulting, Migration, Modernization, Services discussions.
- CloudQuarks sets the right fundamentals for cloud motion and ensures seamless business excellence

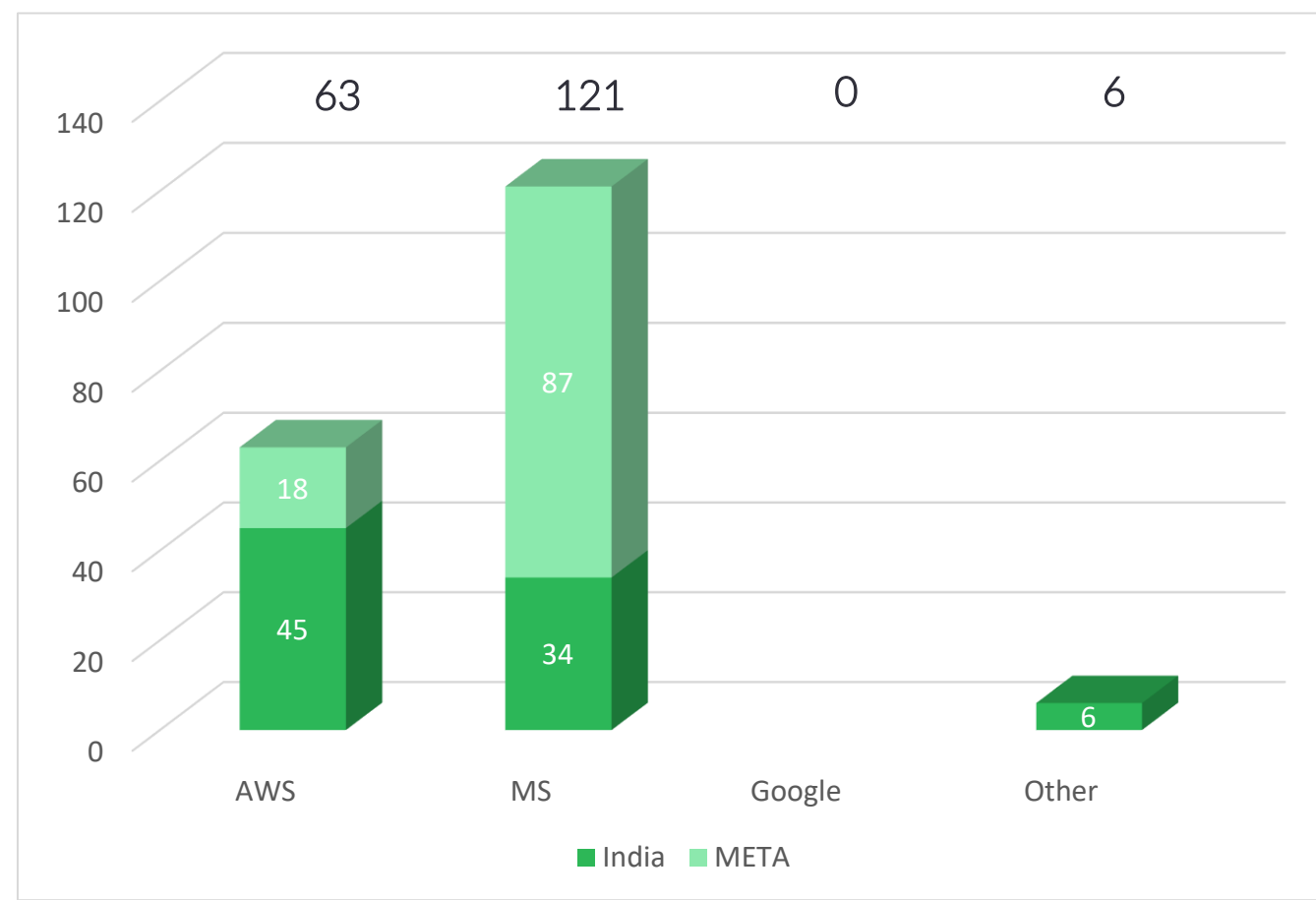


Licensing FY22: Annual Recurring Revenue ~\$190 Mn

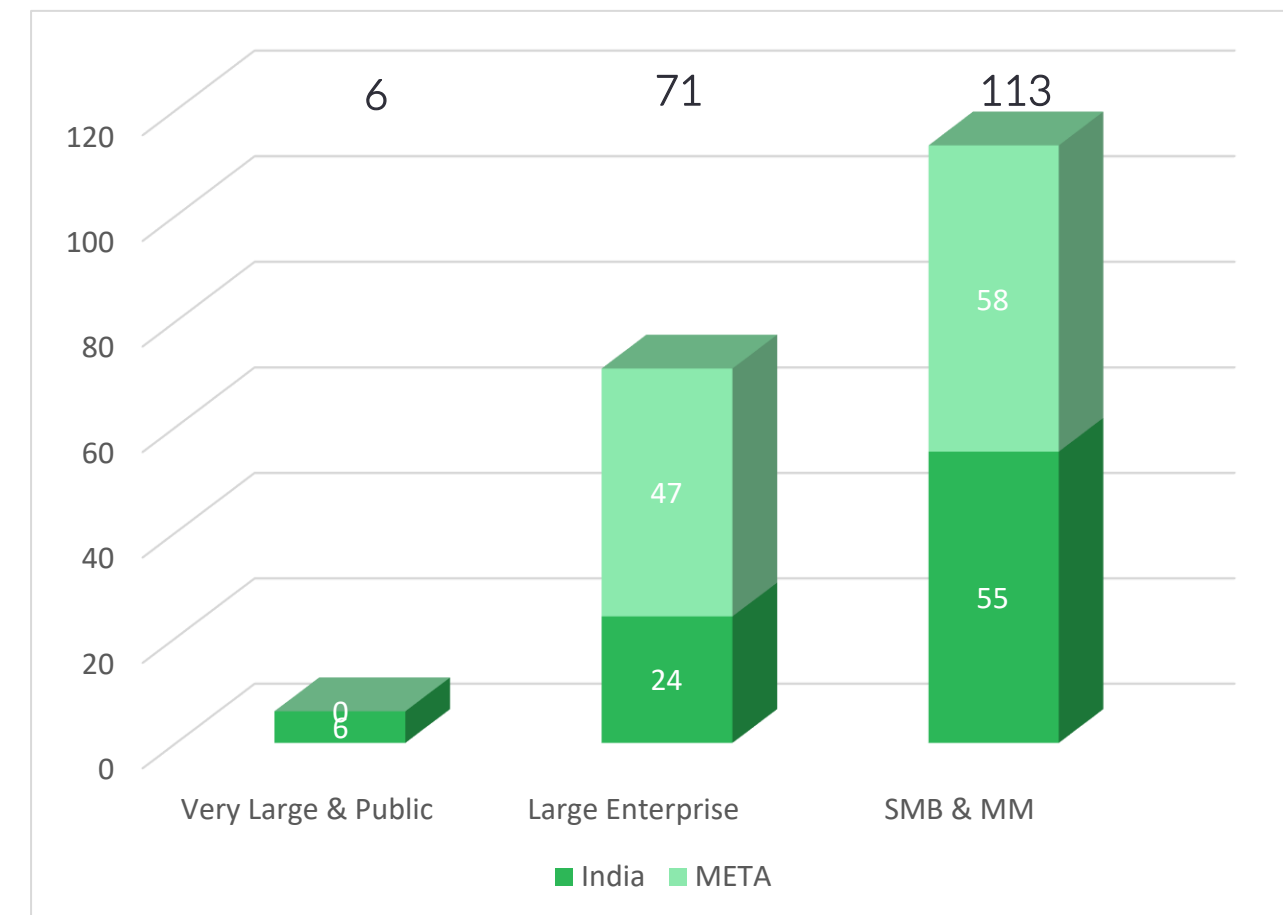
By Licensing Category*



By Brand



By Customer Segment



IaaS GPM

META: 5%-7.5%

India: 6%

SaaS GPM

META: 3%-8%

India: 5%

AWS GPM

META: 7.5%

India: 6%

MS GPM

META: 3%-6%

India: 5%



* IaaS: AWS, Microsoft Azure

SaaS: Microsoft O365, Microsoft Business Applications, Salesforce, Freshworks, IBM, Oracle, SAP

PaaS: Gitlab

Business Alliances

- Partner with 250+ leading technology brands across the world
 - Strategic partnerships with top 15
- Cloud providers: strategic relationships with AWS, MS, Google
- GTM presence in 40 countries, 35000+ partners
- Alliances with leading System Integration partners, Big 4
- Coverage of all vertical segments, SMB and consumer



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Our approach towards ESG



'BBB' ESG Rating from MSCI*

1

Corporate Governance

- Board Independence
- Committee driven oversight
- Fair disclosures
- Tax transparency

2

Social

- GPTW certification
- 82% Employee retention
- CSR projects on Skills, Education & Health

3

Environment

- Clean energy business
- Pond & Well Restorations
- Rain water harvesting
- E-Waste Disposal

Way forward

1

Creating a comprehensive ESG framework for the group

2

Aligning CSR efforts to organisational ESG priorities

3

Creating & furthering our decarbonisation strategy- Phase I- LEED certification for new office

4

Prepare for BRSR disclosures in FY23

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Redington Industry Recognitions

2022

- **Palo Alto**- Best Distributor in JAPAC for PA400 initiative
- **Oracle**- Linux & Virtualization Distributor of the year
- **Veeam**- Distributor of the year
- **Cisco**- Scale distribution partner of the year
- **Dell**- Biggest distributor of the year
- **Cisco**- Highest number of Active partners
- **Cisco** - Best Practices among APJC Distributors
- **HP Indigo**- Supplies Excellence Award – APJ
- **HP Indigo**- Services Excellence Award – APJ
- **Hitachi**- Best Distributor - South Region
- **Intel**- Partner of the year-2022 (APAC & Japan)
- **Microsoft**- Best Distributor Microsoft Surface Pro Business



2021

- **IBM**- Distribution- IBM Partner EcoSystem Summit Awards
- **PTC**-Partner Network Award
- **NetApp**- Best National Distributor
- **McAfee**- Distributor for the Year - FY20
- **Nutanix**- Distributor Partner of the Year

2020

- **IBM**- ISA Business Excellence Awards 2020
- **Sophos** Distributor of the Year 2020
- **HPE** India Distributor of the year 2020
- **IBM** Best Digital Marketing Planning Awards – India Asia Pacific. (2020)
- **Dell** Excellence in Digital Marketing 2020
- **Juniper** Distribution Partner of the Year 2020



**MOST
TRUSTED
COMPANY**



Thank You

