

# CORPORATE PRESENTATION

Q2FY23



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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 290+ brands associations and servicing 43,000+ channel partners
- 4,700+ 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
- 'BBB' ESG Rating from MSCI (as on Feb'22)



## Outstanding Financial Performance

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



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

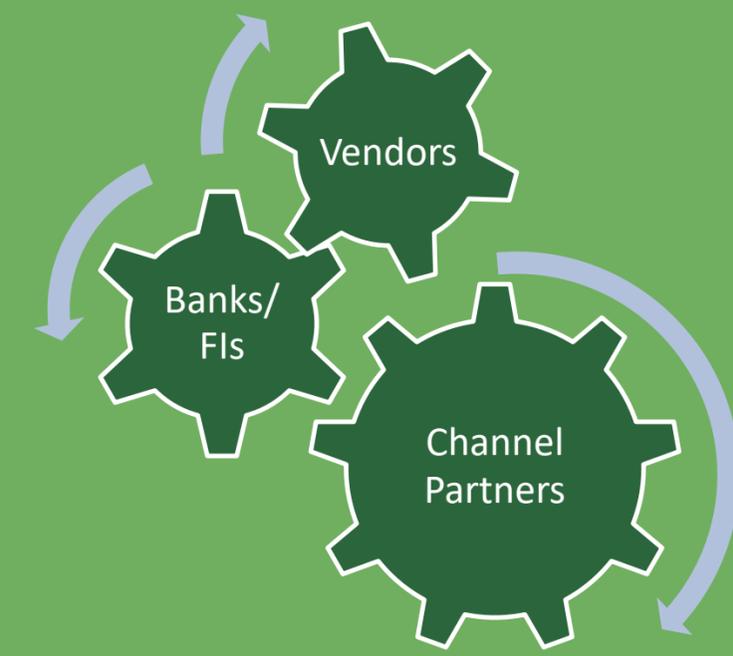
Portfolio of Marquee brands



# Our Brands & Channel Partners



## CHANNEL PARTNERS



Enviably Partnerships with over 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



HDFC Mutual Fund



Fidelity Management & Research (FMR)



ICICI Pru Life Insurance



Franklin Templeton Investments



Massachusetts Institute Of Technology  
Investment Management Company



The Vanguard Group

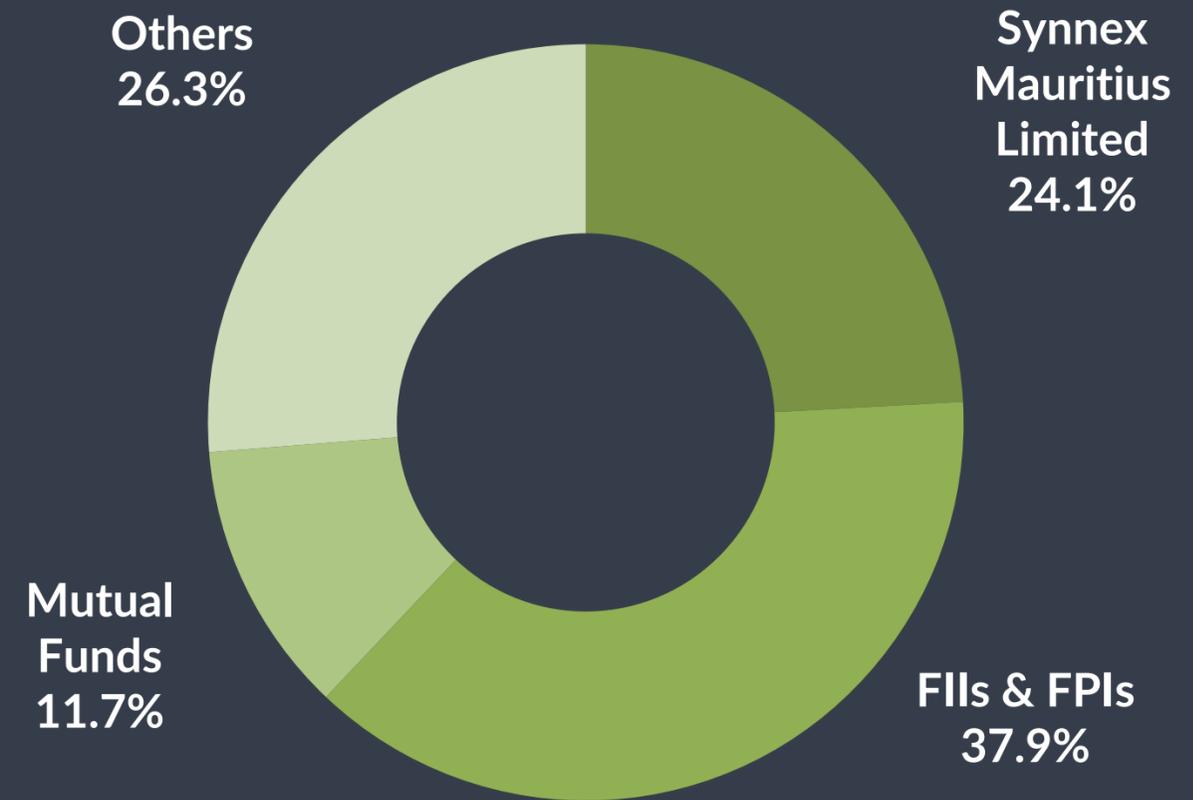


Tata MF



Ruane, Cunniff & GoldFarb

# Our Shareholders

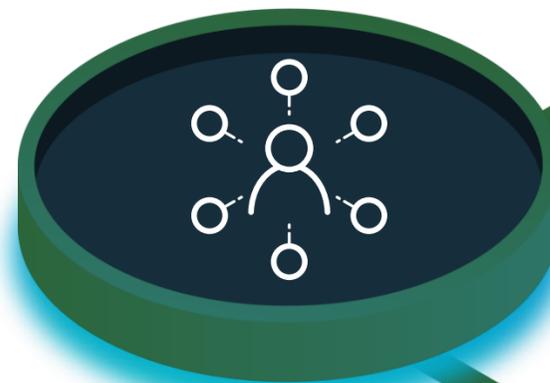




# Our Strategy

## 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

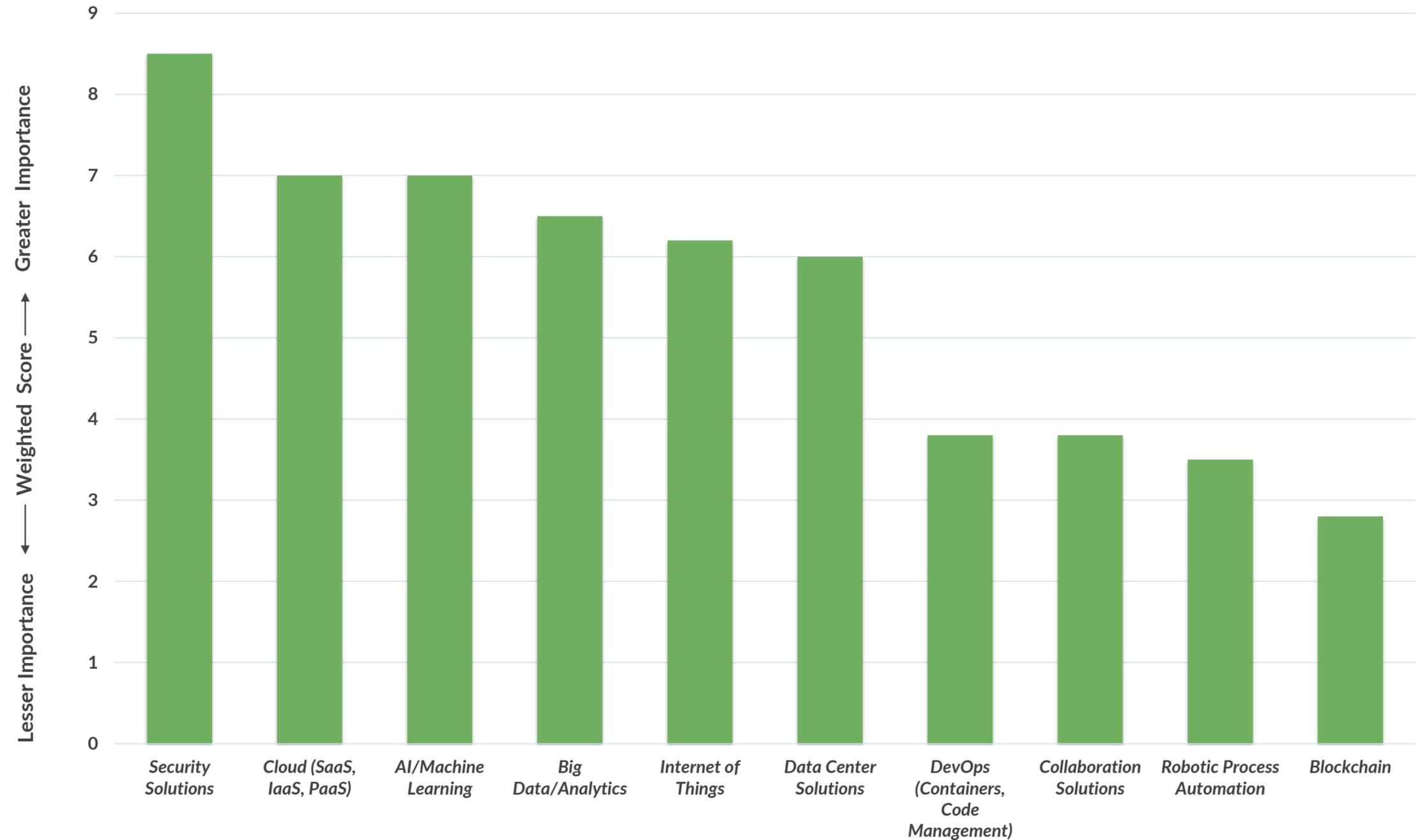
- From brick & mortar to Omni-channel
- From Products to Services
- Moving towards XaaS revolution
- Continuous innovation

## 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

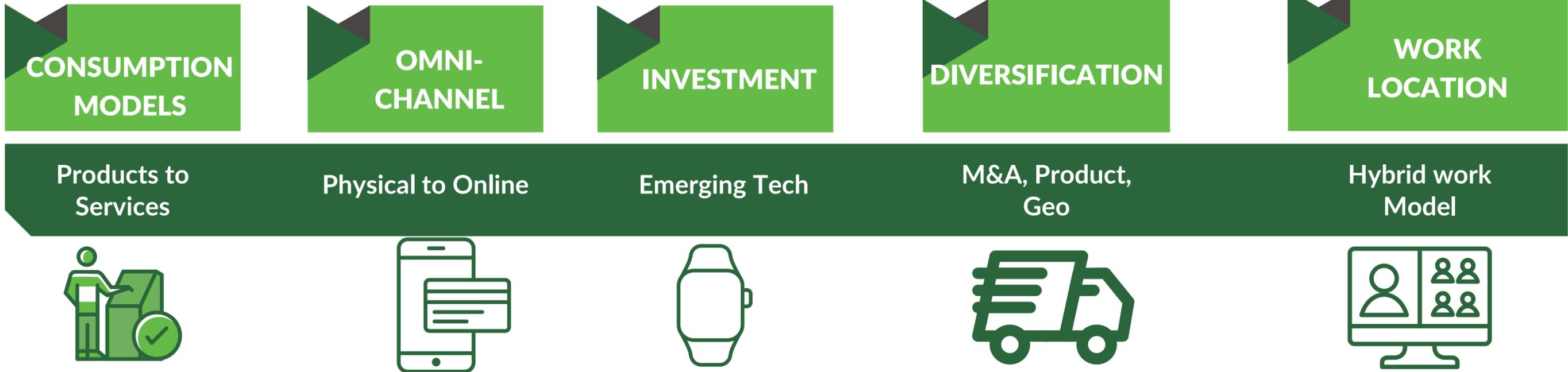
In 2022 : Global ICT spend growth at 5%, India \$111Bn @ 6% and MENA \$170Bn @ 3%.

TECHNOLOGY TRENDS	 <b>HYBRID CLOUD</b>	 <b>5G</b>	 <b>CYBER SECURITY</b>	 <b>DIGITAL ECONOMY</b>	 <b>EMERGING TECH</b>
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"> <li>• Capability creation – competency and digital - required for high growth</li> <li>• Focus on alliances, partnerships, ISV's and service delivery</li> </ul>	<ul style="list-style-type: none"> <li>• Tech Refresh projects to suit 5G environment</li> <li>• Telecom, media &amp; entertainment.</li> <li>• Healthcare focus</li> <li>• Increased device demand</li> </ul>	<ul style="list-style-type: none"> <li>• High growth in Security products &amp; solutions</li> <li>• Opportunity to scale Managed Security Services Practice (MSSP)</li> </ul>	<ul style="list-style-type: none"> <li>• Digital platform and Digital Payment Solutions</li> <li>• Assess leverage of Turkey product Paynet for quick roll out</li> </ul>	<ul style="list-style-type: none"> <li>• Adopt Emerging Tech for internal Automation</li> <li>• Product distribution opportunities</li> <li>• Solutions &amp; Services offerings</li> </ul>



# Biz Model Trends

## BUSINESS MODEL Trends



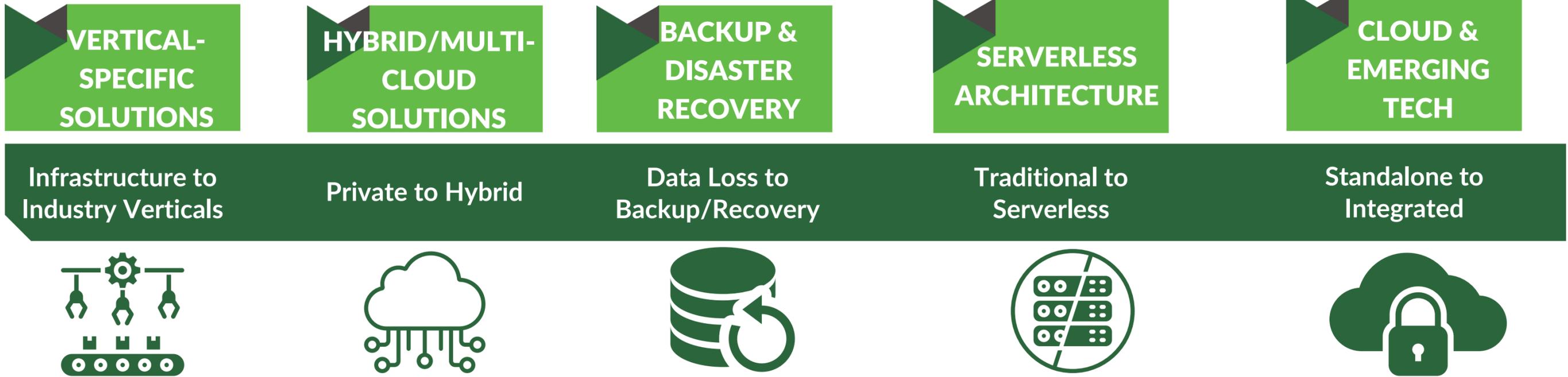
## WHAT DOES IT MEAN FOR REDINGTON

- Build capability to transition to XaaS
- Create subscription portfolio
- Develop a strong end-to-end Digital Business Model
- Exploit Marketplace opportunity
- Innovate, invest on new/future tech
- Organic and/or inorganic
- Strengthen presence in high growth markets
- Biz diversification
- Automation products and solutions for a changed workstyle and lifestyle



# Cloud Trends

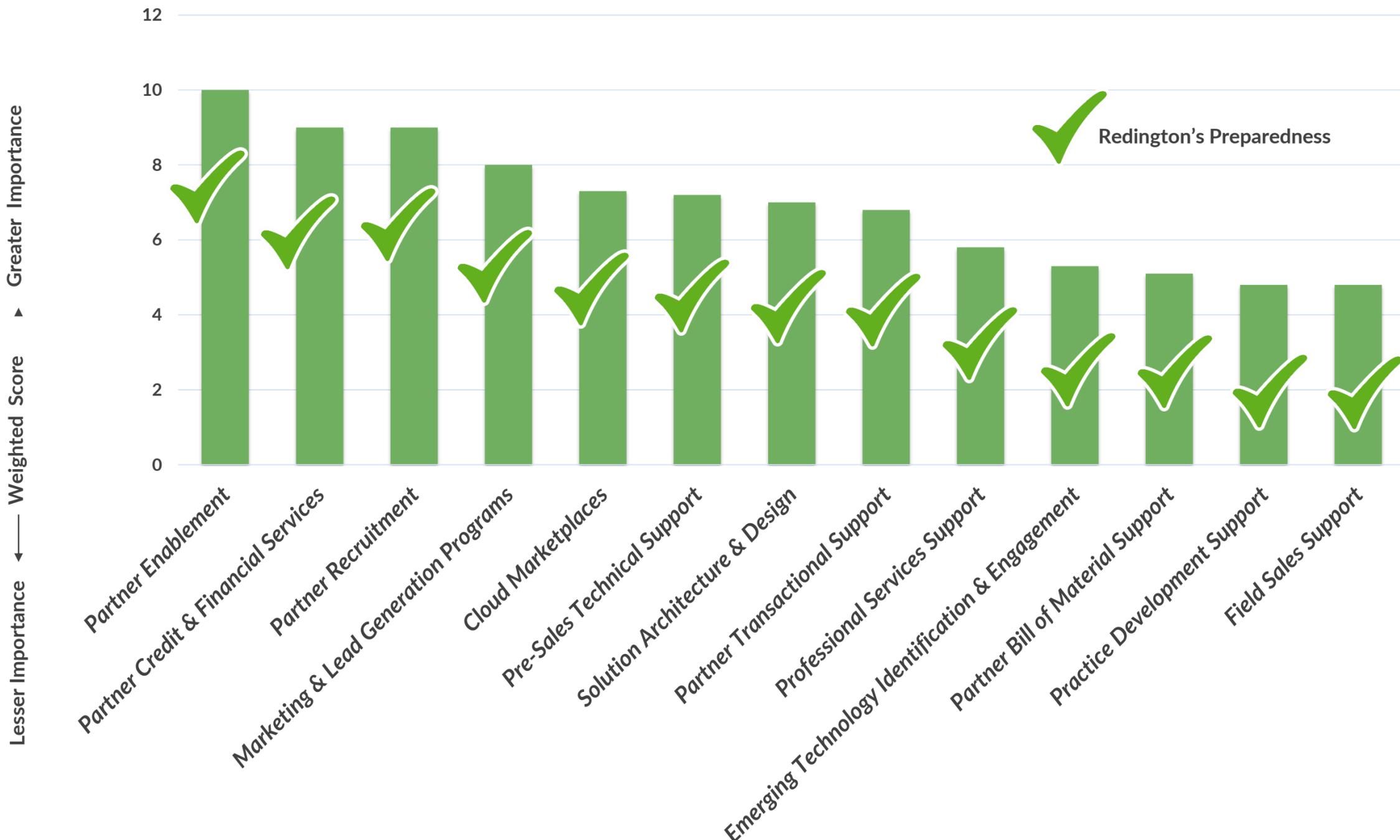
## CLOUD Trends



## 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



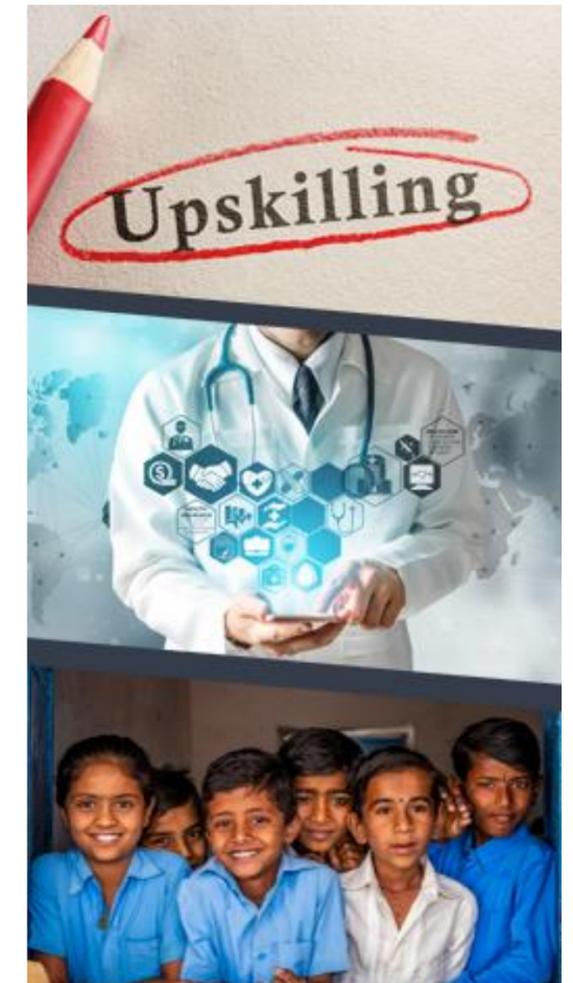
## Our Objectives

- 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



Through its CSR initiatives, Redington played a role of catalyst for social development in the areas of Education, Health, Skill development, Environment, Disaster Response

Theme	Initiative	Outcome
Environment	Renovated & constructed: <ul style="list-style-type: none"> <li>• 4 village ponds</li> <li>• 3 model biogas plants, 16 community wells</li> <li>• 6 rainwater harvesting structures</li> </ul>	<ul style="list-style-type: none"> <li>• Increased water inflow and ground water table</li> <li>• All-year round water access for domestic consumption and agriculture</li> <li>• Reduced fossil fuel usage</li> </ul>
Skills training (TN)	<ul style="list-style-type: none"> <li>• Provided training on SCM Skill and basic computer skills</li> <li>• Trained 100 youth, of which 20 differently-abled</li> </ul>	<ul style="list-style-type: none"> <li>• Trained and equipped unemployed youth to avail job opportunities and lead financially-independent lives</li> </ul>
Health (KTK, AP)	<ul style="list-style-type: none"> <li>• Telemedicine Consultation</li> <li>• Mobile Health Van</li> </ul>	<ul style="list-style-type: none"> <li>• Basic healthcare in rural areas at doorstep</li> <li>• Reached out to 25000 villagers</li> </ul>
Education (WB, TN)	<ul style="list-style-type: none"> <li>• Improved functional literacy and numeracy among children (from grade 6 to grade 8)</li> <li>• Basic skills of reading, writing, basic arithmetic</li> </ul>	<ul style="list-style-type: none"> <li>• Tech-based education</li> <li>• Live worksheet</li> <li>• Benefitted 1800 Students</li> </ul>



# Performance Since Listing

Surpassed Rs.600 Bn revenue milestone



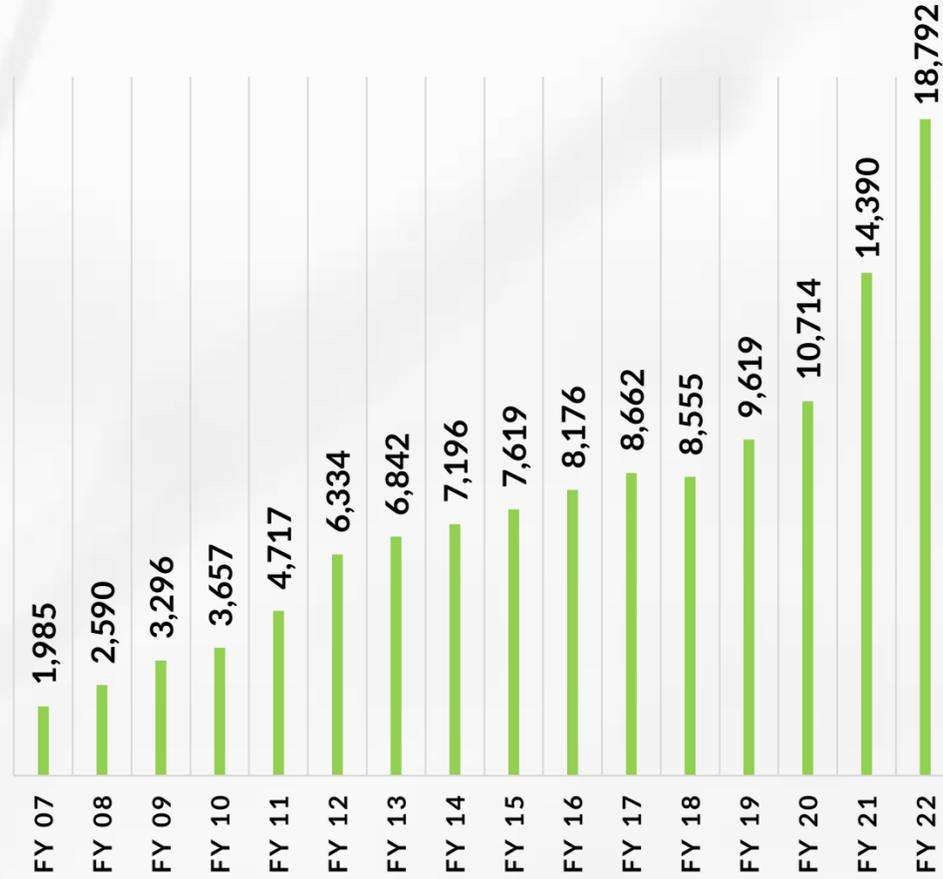
**Revenue**  
CAGR : 14%

₹ in Mn



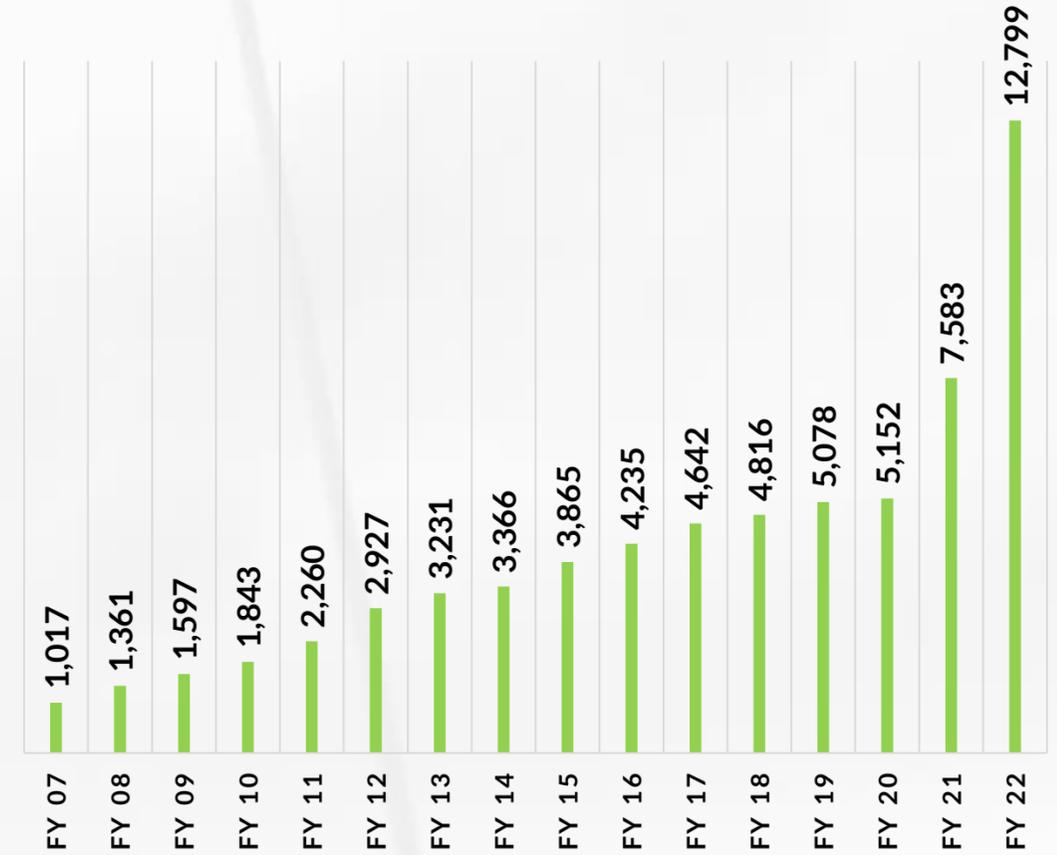
**EBITDA**  
CAGR : 16%

₹ in Mn



**PAT**  
CAGR : 18%

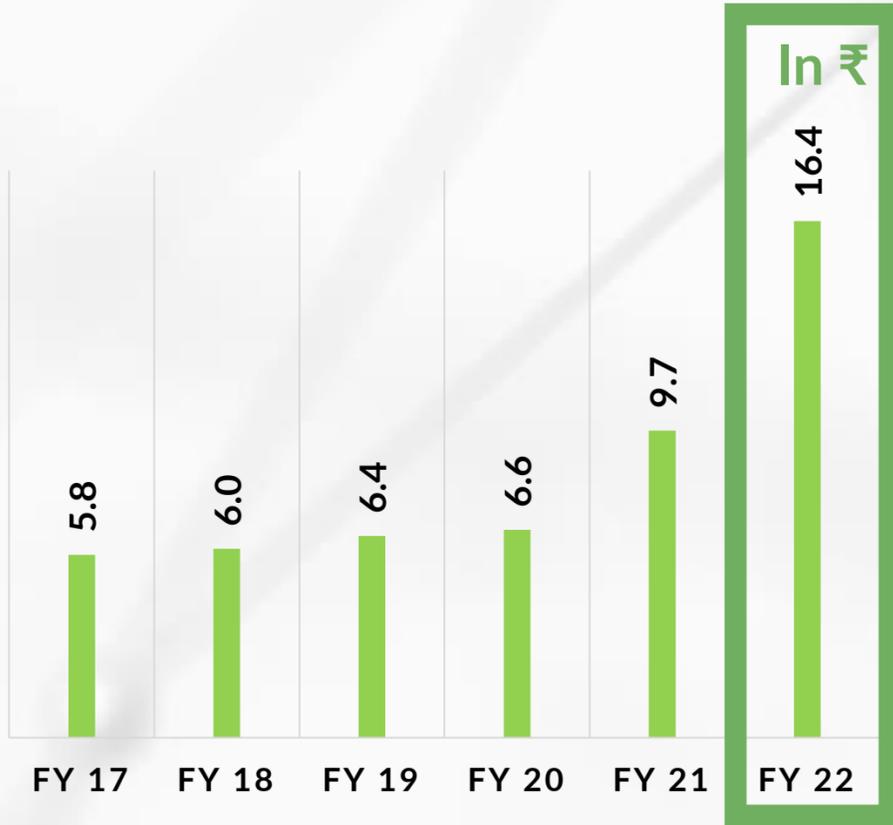
₹ in Mn



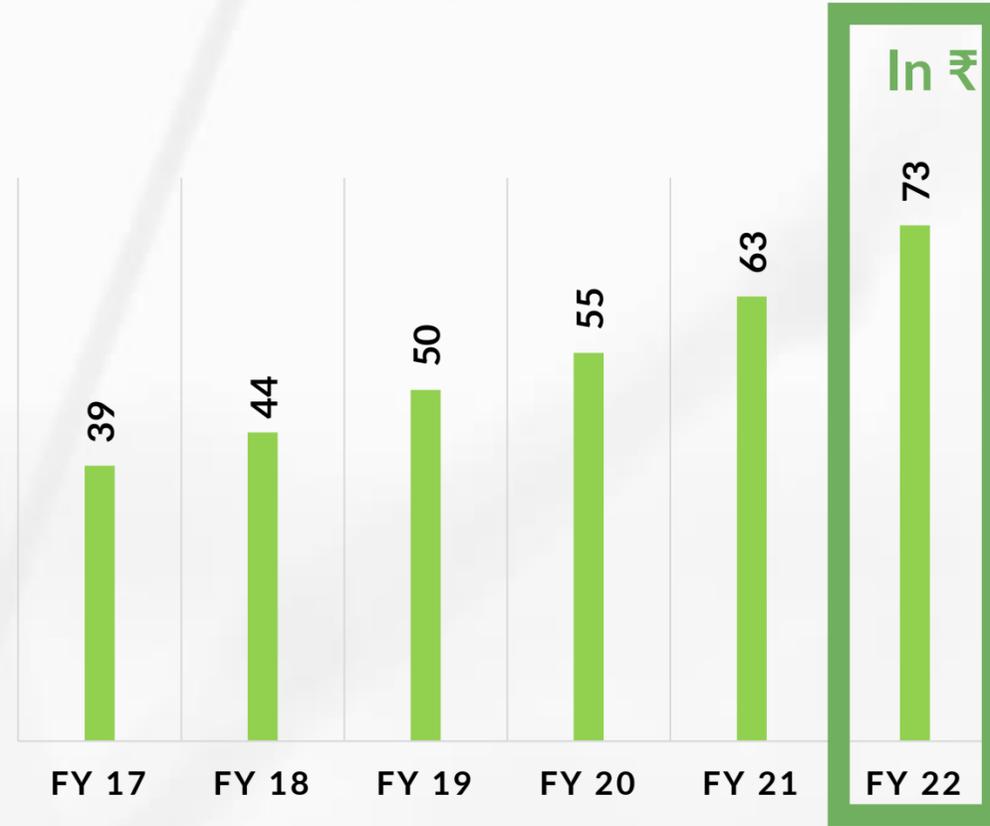
# Shareholder Value Creation



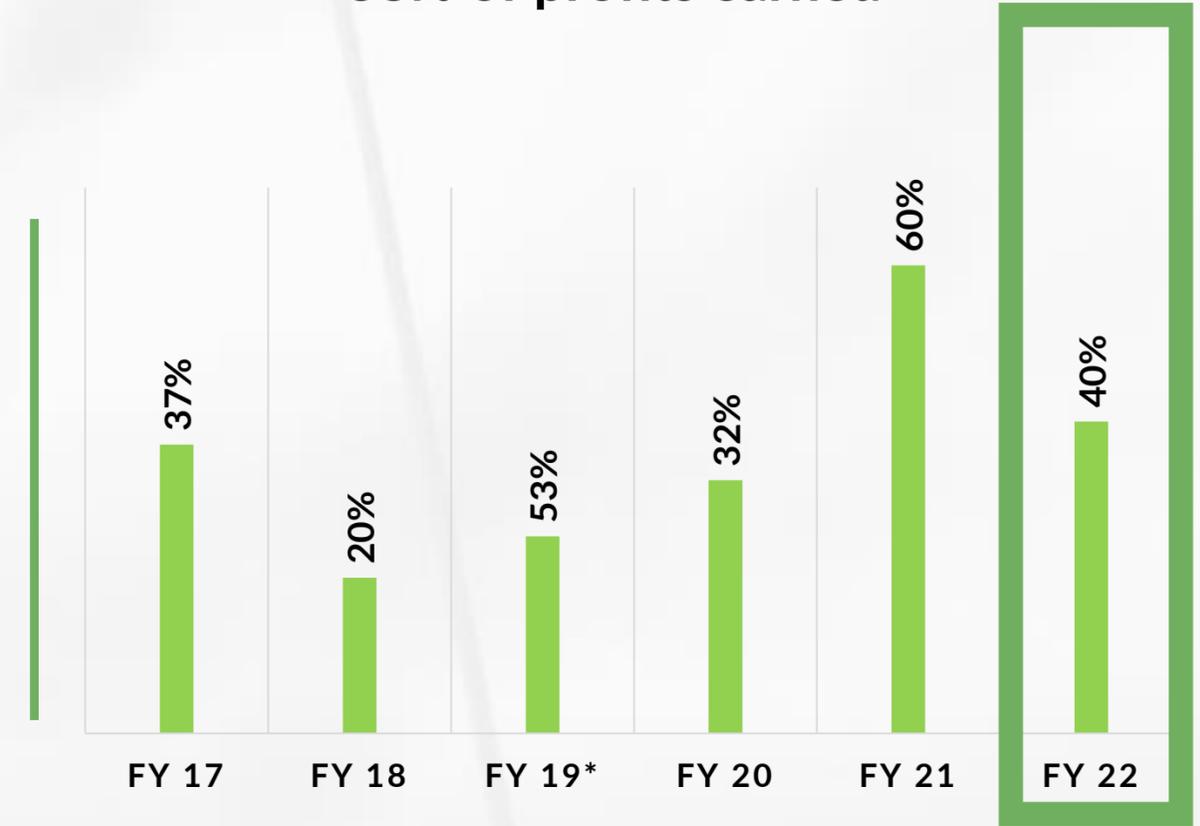
**EPS**  
CAGR : 23%



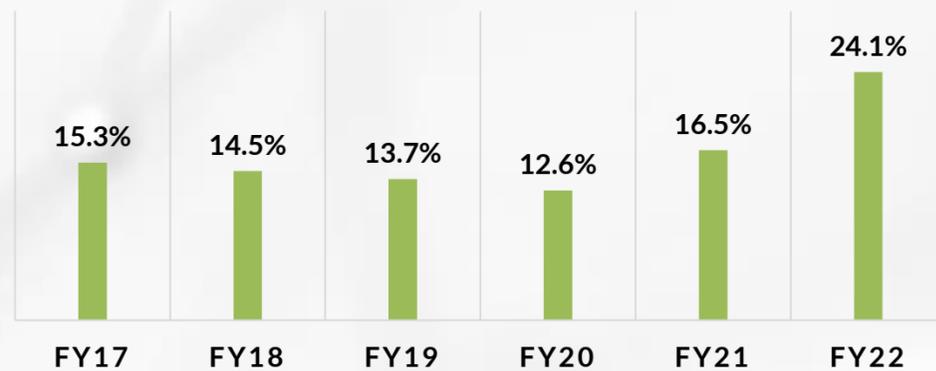
**Book Value/Share**  
CAGR : 13%



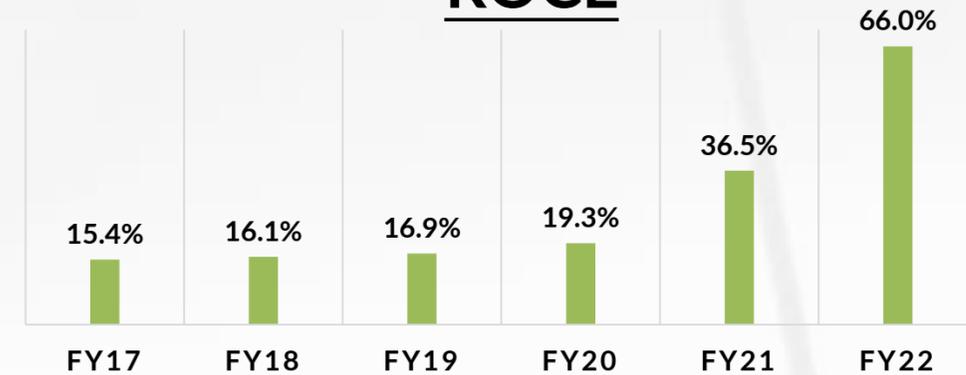
**Shareholder Payout\***  
~38% of profits earned



**ROE**

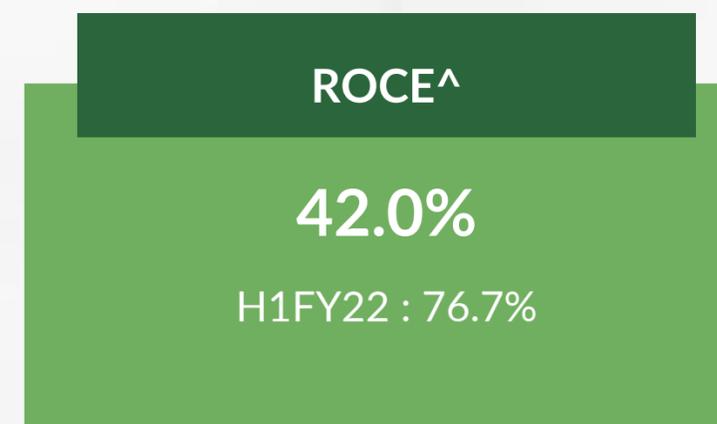
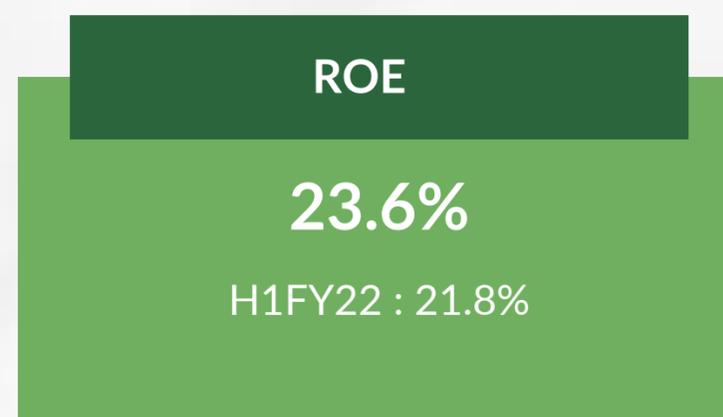
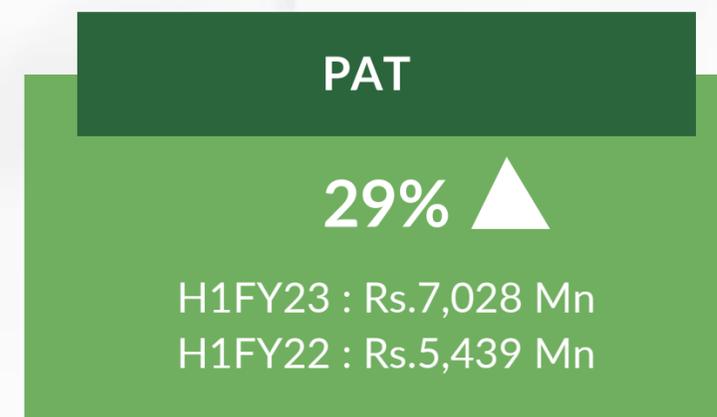
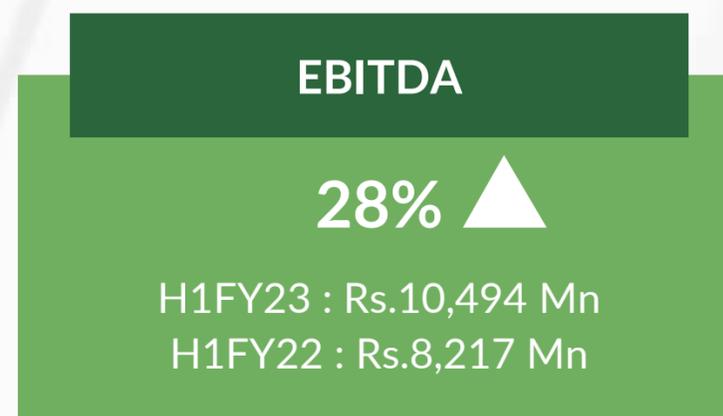
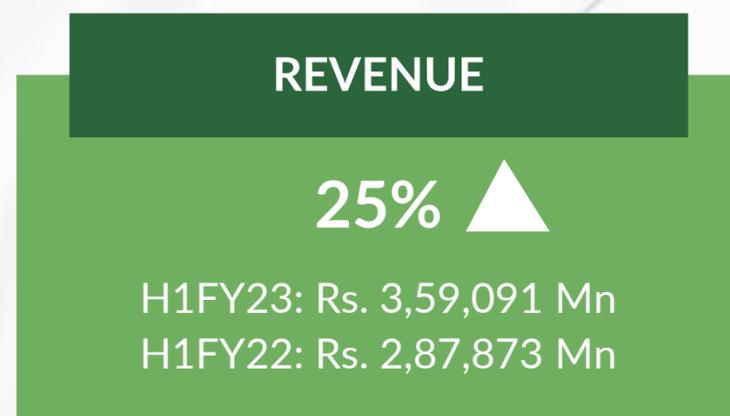


**ROCE**



\*Including Buyback

# H1FY23 Performance Snapshot



# 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



# Several marquee awards across geos and functions



Redington – Employee Excellence 2022 by ET



Redington – Most Trusted Company 2022 by VARINDIA



Redington Gulf – Best Security Distributor of the Year by CPI



DigiGlass – Security Platform of the Year by CPI



Sayantan Dev – Legend of the decade by GEC Media Group



Cloud Aggregator of the Year by GEC

# Thank You



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