



**Redington (India) Limited**  
Transcript of the  
29<sup>th</sup> Annual General Meeting  
held on  
July 27, 2022

**BOARD OF DIRECTORS:**

**PROF J. RAMACHANDRAN - CHAIRMAN & INDEPENDENT DIRECTOR**

**MR. S.V. KRISHNAN – WHOLE-TIME DIRECTOR & GLOBAL CHIEF FINANCIAL OFFICER**

**B. RAMARATNAM, INDEPENDENT DIRECTOR AND CHAIRMAN OF AUDIT AND STAKEHOLDER RELATIONSHIP COMMITTEE**

**V S HARIHARAN, INDEPENDENT DIRECTOR AND CHAIRMAN OF NOMINATION AND REMUNERATION COMMITTEE, ESG & CSR COMMITTEE AND THE SAR COMMITTEE**

**KEITH WF BRADLEY, INDEPENDENT DIRECTOR, AND CHAIRMAN OF RISK MANAGEMENT COMMITTEE**

**MS. ANITA P BELANI – INDEPENDENT DIRECTOR**

**TU, SHU-CHYUAN – NON-EXECUTIVE NOMINEE DIRECTOR**

**MS. CHEN, YI-JU – NON-EXECUTIVE NOMINEE DIRECTOR**

**MR. RAJIV SRIVASTAVA – MANAGING DIRECTOR**

**MANAGEMENT:**

**MR. RAMESH NATARAJAN – CHIEF EXECUTIVE OFFICER, INDIA DISTRIBUTION BUSINESS**

**MR. SRIRAM GANESAN – GLOBAL CHIEF COMMERCIAL OFFER**

**MR. SOUMITRA KUMAR DAS – GLOBAL CHIEF PEOPLE OFFICER**

**MR. SERKAN KUTLU – GLOBAL STRATEGY OFFICER**

**MR. KASTURIRANGAN – MANAGING DIRECTOR OF THE PROCONNECT SUPPLY CHAIN SOLUTIONS LIMITED**

**MR. VISWANATH PALLASENA – CHIEF EXECUTIVE OFFER - MIDDLE EAST AND AFRICA**

**MR. SERKAN CELIK – CHIEF EXECUTIVE OFFER-ARENA GROUP**

**MR. CEM BORHAN – CHIEF EXECUTIVE OFFER-REDINGTON TURKEY**

**MR. M MUTHUKUMARASAMY – COMPANY SECRETARY**

**Moderator:** Dear Members, good morning, and a very warm welcome to the 29<sup>th</sup> Annual General Meeting of Redington India Ltd. Being held through video conferencing. For the smooth conduct of the meeting, the members will be in the mute mode and audio and video will be opened only to those members who have pre-register themselves as speaker. Please note that further requirements, the proceedings of the Annual General Meeting will be recorded and available on the website of the Company.

I now hand over the proceedings to Prof. J. Ramachandran, Chairman of Redington India Ltd. Over to you, sir.

**Prof. J. Ramachandran:** Ladies and gentlemen, good morning. I am delighted to welcome you all to the 29<sup>th</sup> Annual General Meeting of you Company. My name is Ramachandran and I am the Chairman of the Board and Independent Director. I am attending this meeting from the company's registered office in Chennai.

As all of you know the meeting for this year is being held through video conferencing, in compliance with the circulars issued by the Ministry of Corporate Affairs and the Securities and Exchange Board of India. The Company has taken the steps to ensure that the Members are provided an opportunity to participate in the Annual General Meeting and vote electronically. As Inba mentioned the there is the recording available for members to go back and see the proceedings if they so desire.

Participation of shareholders through Video Conferencing is to be considered I am told for determining the Quorum for this meeting as all of you heard Inba mentioned we have the requisite quorum; therefore, I declare this meeting open.

I would now request my colleagues on the board to introduce themselves and I request them to mention their location

**Prof. J. Ramachandran:** Ramaratnam.

**B. Ramaratnam:** Good morning. I am B. Ramaratnam, Independent Director and Chairman of Audit and Stakeholder Relationship Committee. I am participating in meeting from Registered office of the Company at Chennai, India.

**Prof. J. Ramachandran:** Keith.

**Keith WF Bradley:** Hi everyone I am Keith WF Bradley, Independent Director. I am video conferencing from Philippines, and I chair the Risk Management Committee.

**Prof. J. Ramachandran:** Hari.

- V.S. Hariharan:** Good Morning everyone. I am Hariharan – Independent Director and Chairman of Nomination and Remuneration Committee as well as ESG & CSR Committee and the SAR Committee. I am attending this AGM from Singapore. Thank you.
- Prof. J. Ramachandran:** Anita.
- Moderator:** Ms. Belani’s line is disconnected.
- Prof. J. Ramachandran:** There is some challenge with respect to Anita she is participating this meeting from Mumbai (Bombay). She is independent director on the board and an HR Specialist. I have also David Tu attending this meeting from Taiwan.
- David Tu:** This is David Tu; I am the Director. I am attending this meeting from Taipei, Taiwan
- Prof. J. Ramachandran:** I also have Eveline Chu. Eveline.
- Eveline Chu:** Good Morning everyone. This is Eveline Chu, Director of Redington. I join the meeting from Taipei, Taiwan.
- Prof. J. Ramachandran:** We also have Anita Belani’s connection is back. Anita.
- Anita P. Belani:** Good morning, everyone, this is Anita Belani, I am joining the meeting my office in Mumbai.
- Prof. J. Ramachandran:** Rajiv.
- Rajiv Srivastava:** Good Morning, this is Mr. Rajiv Srivastava, Managing Director. I am attending this AGM from Turkey. Thank you.
- Prof. J. Ramachandran:** Krishnan.
- S.V. Krishnan:** Good Morning everyone. I am Mr. S.V. Krishnan, Whole-time Director, and Group Chief Financial Officer. I am attending the from Registered office of the company. Thank you.
- Prof. J. Ramachandran:** Kumar.
- M. Muthukumarasamy:** Good morning, everyone. I am M Muthukumarasamy, Company Secretary, joining this meeting from the Registered office, Chennai.
- Prof. J. Ramachandran:** Ladies and gentlemen I also have the key members of the leadership team worldwide of your company joining this AGM. I would request them to introduce themselves now. First Ramesh Natarajan.

- Ramesh Natarajan:** Good Morning everybody, I am Ramesh Natarajan – Chief Executive Officer – India Distribution business. I am attending this AGM from the Registered Office of the Company at Chennai.
- Prof. J. Ramachandran:** Sriram.
- Sriram Ganesan:** My name is Sriram Ganesan. I am the Group Chief Commercial Offer. I am attending this AGM from Turkey.
- Prof. J. Ramachandran:** Soumitra Das. We will wait for Soumi. Serkan Kutlu please.
- Moderator:** We will check the connection of Mr. Kutlu as well.
- Prof. J. Ramachandran:** Thank you very much. Meanwhile I will introduce my colleague, Kastrurangan to introduce himself. Kasturi.
- Kasturirangan:** This is Kasturirangan, Managing Director of the Proconnect India, wholly owned subsidiary of Redington India. I am joining from corporate office in Chennai. Good morning to you all.
- Prof. J. Ramachandran:** Serkan Celik are you there?
- Serkan Celik:** Good Morning, I am Serkan Celik – Chief Executive Offer- Arena Group I am attending this AGM from headquarter of Arena.
- Prof. J. Ramachandran:** Borhan.
- Cem Borhan:** Hi everyone good morning, I am Cem Borhan, Chief Executive Offer- RedingtonTurkey. I am attending this meeting from Istanbul, Turkey.
- Prof. J. Ramachandran:** Thank you very much all of you for joining in this meeting. The representatives of the Statutory Auditors and Secretarial Auditors of the Company are also present at this meeting from their respective locations. As required by law various Register of Directors and Key Managerial Personnel and Register of Members, Register of Contracts and all the arrangements in which Directors are interested, and the Certificate from the Secretarial Auditor under Regulation 13 of the SEBI (Share Based Employee Benefits) Regulations, 2014 relating to Employee Stock Option Scheme and other documents as required are available for inspection by the members electronically. As the meeting is being held through video conference, the facility for appointment of proxies by the members was not applicable and hence the inspection of the proxy register is not available.
- I now request Mr. Muthukumarasamy, Company Secretary, to provide general instructions to the members regarding participation in this meeting.

**M. Muthukumarasamy:** In compliance with provisions of Section 108 of the Companies Act, 2013 read with Rule 20 of the (Management and Administration) Rules 2014, the Company had provided remote e- Voting facility to its members for the businesses proposed in the Notice of the Annual General Meeting, through National Securities Depository Limited (NSDL) platform. Remote e-voting commenced on Sunday, July 24, 2022, at 9.00 a.m. IST and ended on Tuesday, July 26, 2022, at 5.00 p.m. IST. The Company has appointed M/s R Bhuvana and Associates, Practicing Company Secretaries as Scrutinizer for conducting the e-voting process in a fair and transparent manner.

Members who have not cast their votes electronically and who are participating in this meeting will have an opportunity to cast their votes during the meeting through the e-voting system provided by NSDL. Members can click on “VOTE” tab on their video conference screen to complete the voting.

The Auditors Report and the standalone and consolidated financial statements and the Secretarial Auditors Report of the Company for the financial year ended March 31, 2022, do not contain any qualification, observations or comments or other remarks on financial transactions that has an adverse effect on the functioning of the Company. Accordingly, the reports are not required to be read or read out as per the provisions of the Companies Act, 2013.

Thank you, Chairman.

**Prof. J. Ramachandran:** Thank you Kumar. Before I table the various resolutions for your approval, I thought I would give you a brief perspective of the year that has gone by. As all of you know the last couple of years have been very challenging on one hand, the looming threat of another health emergency, on the other hand suggest that the testing times are going to continue. It is in this backdrop and to ensure everyone’s safety, that your company decided to continue this meeting once again in the virtual format. I am confident that we will, as a people and as a company once again demonstrate our resilience and successfully navigate the challenging times ahead.

I am happy to report you that despite the challenging circumstances, your company has sustained its track record of industry-leading performance. The pandemic even as it caused havoc in our lives as all of us know forced us to adapt. Technology enabled us to work from home at the same ensure business continuity. This as you know led to a substantial increase, the demand for technology related products. As a result, your company recorded a 10% growth in its top line and our worldwide revenue as you must have seen from the annual report were just shy of 63,000 crores and our EBITDA and PAT both recorded all-time highs. EBITDA at 1,879 crores and PAT at 1,279 crores recorded substantial increase. I would attribute this sterling performance to your company’s ability to adapt, to refine our strategies and policies as the year unfolded, backed by the outstanding commitment of our people to be the best. The demonstration of benefits of digital technologies meant both governments and businesses all over the world are making significant investments in building state-of-the-art infrastructure, in Cloud-based technology solutions and state of the art CRM solutions and in data mining and customer analytics to improve their managerial decision making. We expect to witness an acceleration in investments in new

edge technologies such as artificial intelligence, augmented reality, virtual reality, internet of things and 5G based applications.

With innovation, technology, and partnerships as its cornerstones, I believe your company is well positioned to seize these new opportunities. You will find details for various strategic initiatives outlined in the annual report. As all of you know people are the lifeblood of our business. In addition to providing and nurturing and a safe environment, we strive to build a strong learning environment for our people. We invest in them by encouraging to actively participate in various technical and leadership development programs, both online and offline and we're organizing mentoring and coaching sessions in partnership with leading institutions.

I am happy to report to you that many of your company's subsidiaries in different parts of the world have been certified as great places to work. I'm also happy to report to you that as a responsible organization your company has embraced sustainability as an abiding philosophy and uses it to guide all its actions. For instance, your company has a really robust mechanism in place to identify products where the end-of-life period has lapsed, and we ensure that it's possible to proper EVS channels.

In terms of our commitment to the community and giving back to the community, your company undertakes several CSR initiatives which are largely directed towards upliftment of the marginal communities in our society. Once again, you'll find details of these initiatives in the annual report. Your board, ladies and gentlemen are aware that our ability to serve our customers, our people and our communities are enabled by the unwavering support, we receive from all of you, our shareholders I'm delighted to report to you that your board has recommended a dividend of Rs. 6.6 per share amounting to a total payout of 550 crores for your approval. Members would note that over the last 3 years the dividends distributed to the shareholders by the company has more than tripled. Also let me take this opportunity to once again reinforce to you and reiterate our commitment to ensure that we create value for you, our shareholders and our commitment is unambiguous.

In conclusion I'd like to thank all of you, our people, our customers, the various stake holders for their support and to my colleagues in the board and the leadership team for their guidance and wise counsel. I would like to take 5 resolutions.

The Item No. 1 and 2 is the adoption of Standalone and Consolidated Financial Statements for the year 2021-22.

The Board of Directors have approved the Standalone and Consolidated Financial Statements and placed the same here for your approval, as required under the Companies Act, 2013. As mentioned, there are no qualifications or adverse remarks in the Statutory Auditors Report.

Item No. 3 is to Declare dividend for the financial year ended March 31, 2022

Your Board has recommended payment of dividend @ Rs 6.60 per share.

Item No. 4 – Re-appointment of Director retiring by rotation

To appoint Ms. Chen Yi Ju, as a Director, who retires by rotation and being eligible, offers herself for re-appointment. Ms. Chen Yi Ju has more than 20 years of experience in Corporate Finance, a significant part of which has been in the IT industry e Finance.

Item No. 5 - Appointment of Statutory Auditor

The Board of Directors based on the recommendation of the Audit Committee proposed the appointment of M/s. Deloitte Haskins & Sells, Chartered Accountants (Registration No.008072S), a firm of long standing and reputation, has been identified for appointment as the Statutory Auditors of the Company for a period of 5 years from the conclusion of this AGM, subject to the approval of the Members.

Special Business:

Item No. 6- Appointment of Branch Auditor

The Company has a Branch office in Singapore. The Company had appointed Ernst & Young LLP, Singapore (EY) as Auditors for the Branch office in Singapore for the Financial Year 2021-22, in the Annual General Meeting held on August 11, 2021. The Company is consolidating its audit process globally and as part of said initiative proposes to appoint Deloitte & Touche LLP as Auditor for the Company's Branch Office in Singapore for the financial year 2022-23.

Item No. 7 – Change of Name of the Company to Redington Limited.

Over the years, the Company has expanded its footprint significantly and apart from its home base in India has significant presence in Middle East, Africa and Turkey and. Considering the Company's multinational footprint, proposal is being placed before the members to change the name of the company from "Redington (India) Limited" to "Redington Limited."

I will now invite questions from the floor of the house so that we can be able to respond to shareholders queries.

**Moderator:**

Thank you sir. Ladies and gentlemen, we will now take up questions received through email. The first question is from Mr. Nadim Alani DP ID and Client ID-1208160018483825. His question is why does the company not have promoter? Whether the company handled by the foreign company? What's future plan for FY23?

**Prof. J. Ramachandran:**

Thank you Mr. Alani. That's a great question. What's the big basic idea, the philosophical moorings of having a promoter led company? What promoters typically bring as is commonly understood is a long-term orientation and a commitment to the company's future. You will notice



from our shareholding structure that we have a bunch of committed shareholders. In fact, if you notice just short of 50% of our shareholding has been stable for over 5 years and significant shareholder SYNEX Corporation of Taiwan has been our shareholder for since inception. So de facto we function like a promoter led organization promoted led company. We have embraced the philosophy of taking, building a long-term and an enduring institution. If you see that's what we have done systematically over the years and the exit of the promoters in 2017. If you go back and look at the company's performance since then till date, you'll see the annual report from pages #44 to #48, the details of the performance. You can see a systematic improvement of the company's performance over these years. We have also gone through changes both in terms of passing the baton from a founder led organization to a board lead organization to an independent board. You're also seeing the succession, planning smooth for succession from founders or co-founders as being the CEOs of the company to professional manager as a CEO of the company now. So, the transition has been seamless, so effectively your company is an enduring institution embracing all the philosophical moorings of a promoter led organization.

Second with respect to the future prospects, I believe we are well positioned as our planning in my remarks before the tabling these resolutions that the years ahead should see the company's performance continue to sustain and create value for all of you.

**Moderator:** Thank you. We have a next question from Ms. Guernica; DP ID and Client ID-1203320029950530. Her question is what is the business model of the company and core operations?

**Prof. J. Ramachandran:** Again, a very interesting question Guernica. As you can see in our annual report, our entire strategy is to reduce friction, technology friction. As you can see technology evolution takes place at a faster pace but its adoption lags because of the underlying complexity which come with multiple technologies coming up to surface at the same time. So, what's the compelling value proposition if a company is actually to bridge this gap between the rate of adoption and the rate of innovation. That's the reason you will see the three cornerstones of your company's strategy being innovation, technology, and partnerships. So our operations are centered around making it easy for people to access state of the art technology. We realize that one thing that technology does is actually democratize access to knowledge and access to opportunity. That's what drives this company's strategy and its performance.

**Moderator:** Thank you. Our next question is from Mr. Mayank Makkar; DP ID and Client ID-1208160013534365. Sir there are three questions, I'm going to read them one by one. First question is the Redington a part of the value or supply chain like the distributor to Cloutail or the seller or a logistics partner? If yes what is the market share of Redington in these types of online sales done through such platforms? If I buy Samsung mobile or HP or Dell laptop from the company's respective websites, does Redington play any part in the value or supply chain?

**Prof. J. Ramachandran:** I am sure Mr. Makkar if you bought an HP or a Dell laptop, most likely would have had somewhere along the way Redington would have touched your journey. In terms of I will give

you greater details about our position in the marketplace, I will request Rajiv Srivastava, our Managing Director to respond to that question.

**Rajiv Srivastava:** Yes, I can do that. Thanks Prof. See our objective very clearly is to cater to omni-channel requirements. We are a true customer choice led distribution company right now. So, while our sales directly to online players, we sell to Cloudtail, we sell through a lot of partners on the online platforms but that's not such a significant thing. We offer customer choice direct through business through our partners and through the platform players that we have in the online space. The partners who buy from us participated and as the sellers as well. We cater to customer requirements in a multiplicity of ways, looking truly to a customer choice model which is the most desired model by all the customers today.

**Moderator:** The next question from Mr. Mayank Makkar is what is digital platform model being talked? Is it some kind of a B2B electronics marketplace or a B2C electronics market place? Would it be disruptive enough as Amazon and Flipkart as Redington already works on wafer thin margins as a distributor?

**Rajiv Srivastava:** Our digital platform will serve as a B2B online platform focused on automating a majority of our regular partner transactions. This leads to increasing sales efficiency, velocity of trade and our margins are in line with the industry standards, some of fine distribution organization margins. The good thing over here that really differentiates us is we are a technology marketplace. We are not a marketplace. The tech marketplace plays the role of providing products but also providing advisory and consultancy services to customers so that they can improve, or their decisions can better as they deployed technology.

**Moderator:** Thank you sir. The last question from Mr. Makkar is how can the Cloud platform be assessed and who are the target customers for the same? Would it be like in aggregator kind of model, you would be reselling Cloud services from Amazon, Microsoft and Google or would you sell only one-off kind of exclusive cloud service like AWS to customers?

**Rajiv Srivastava:** The questions on our platform are very interesting always. The Cloud platform can be accessed through our platform that we've built a platform called CQ, Cloud box. This will act as a one-stop solution to enable our customers to onboard cloud services of their choice, not limited to one but it could be a multiplicity, Amazon, Microsoft, Google and many other platform providers and precision providers in the Cloud space. The platform is not envisioned as a building distribution interface, but it enhances solutions to provide on demand reporting, analytics, to gain insights into Cloud service consumption patterns, to get direct and faster access to our Cloud experts, to enable resource management, services management and managing security of the platform. In future we will further enhance the platform to include infrastructure automation, cloud migration, disaster recovery, backup, marketing, training. So pretty much it is a full-service provider from a Cloud perspective. The intent is to build one integrated platform which can be used by Redington across all the regions that we operate in, across all the markets that we do. So, it's a very powerful offering.

**Moderator:** Thank you. It looks like Mr. Makkar has sent one more question. The question is why would an MSME or a big enterprise go to Redington and not to Amazon or Microsoft, Google for the same? Does Redington offer any discount then if I would have gone directly to the company? Does a customer who requires Cloud services reach Redington or is the query forwarded by Microsoft, Amazon, or Google to Redington to get the work done on their behalf or does Redington reach the business directly, thereby being like a competitor to the main company Amazon, Microsoft, Google itself?

**Prof. J. Ramachandran:** I can see that Mr. Makkar takes a good, active interest in your company's operations. Rajiv, would you want to take a shot at it, or should I give my professorial answer to that question?

**Rajiv Srivastava:** You can, and I can take a shot at it after you.

**Prof. J. Ramachandran:** Take a start at it, Rajiv and I will come back and address Mr. Makkar, please go ahead.

**Rajiv Srivastava:** Okay. One on the first question that you asked about MSME or big enterprises going to Redington versus Microsoft, Google. We partner with Amazon, Microsoft and Google and we are in a way market coverage or GTM model for these organizations, in a big way for MSME as well as for the big enterprises. So, there's no conflict in the model. It is a collaborative effort and a collaborative approach that we work with all the three hyperscalers that you've mentioned about. We have a contractual tie-ups with each of these companies and offer pricing which is consistent with what the market demands and what these hyperscalers would offer as well. There's no pricing conflict or there is no model or a go to market sort of a conflict. On lead generation, we do receive leads from hyperscalers which is Amazon, Microsoft, and Google but we also generate leads on our own through our extensive network and coverage of partners that we have in the market across all the regions that we operate in. And these leads come in two forms. They come in for product sales only and they also come in for the services and we convert these product and service opportunities using our sales and experience and the Cloud box platform. That is so comprehensive that I mentioned to you earlier.

**Prof. J. Ramachandran:** Essentially what we do Mr. Makkar is, make technology which is difficult to understand accessible. The smaller the customer you are, the MSME that you are, you need help from somebody to help you to figure out, how do I really optimize and innovate the best of the technologies for my purposes. So, one of the key value adds that we as Redington do is actually enable you and explain to you and provide you that service of comprehending diverse technologies and how do we merge, manage them, and create a harmonious solution for all of you. That's what we do. That's the reason we'll continue to be extremely relevant to the MSME and the smaller customers. I hope that answers your question. I'm very curious Mr. Makkar. Thank you again for your interest in the company. Really appreciate it.

**Moderator:** Thank you. Next question is from Mr. Osama Mansoor, DP ID and Client ID-1208160028269133. His question is, what are the things that your competitors do, and you are not doing? Where are you seeing your company in the next 5 years?

**Prof. J. Ramachandran:** Thank you Mr. Mansoor. Again, interesting question. I can tell you what we do, or they don't do. None of them is a listed corporation, so they don't hold shareholder meetings, we do. What we do definitely is, inform all our shareholders of the progress that we're making and the kind of impact we're making in terms of the opportunities that are available. As a routine practice, we benchmark all our activities from the various competitors in the marketplace. So, activities has a benchmark. I would like to believe that most of the times we are ahead of the curve. That's what gives me the hope and the confidence about our future. I was telling you in my remarks that we look at the next 5 years very positively. If we look at the last 5 years we have done exceedingly well, and my expectation is that we'll continue to do as well.

**Moderator:** Thank you. Our next question is from Mr. Priyank Kothari DP ID Client ID- IN30021417759166. His question is what does the company trying to tap in the Cloud space? What kind of margins would you be in our kind of solutions business as the company is primarily into IT and mobility distribution business? Do we have a differentiated business model?

**Prof. J. Ramachandran:** Again, wonderful question. Rajiv.

**Rajiv Srivastava:** And that's a great question Priyank. I really appreciate the level of detailing that you are getting into on the Cloud space because that really is a future in many ways. Now we will be offering services, and this could be managed services, this could be professional services as part of a Cloud offering. Under the offering you will have infrastructure as a service, you would have platform as a service, migration service, transition service, analytics, and intelligence-based services too. It will be a fairly comprehensive suite of services that we would offer under Cloud. These would be done in a consultative, advisory manner because in the consultancy or advisory it's very difficult to size up what the customers require and what the customers will need in the operating environment of their own businesses. So, we will offer management of the environment post deployment of these services too because it is one thing to adopt and deploy. And it's a bigger thing to make sure that these services deliver for the businesses so that you have a business in perpetuity. You have a business in continuity, and you are so much more relevant to the customers that you serve. While our transactional business is more transactional, traditional business is more transactional. It's a transactional based business model. The Cloud is going to be a much more annuity business model which has a recurring revenue stream inherently by itself. Hence, we are seeing a quarter-on-quarter growth on the Cloud revenue, very strong and the market seems like well position right now.

**Moderator:** Thank you very much sir. That was the last question the email question. So, we will now go ahead with the live Q&A. Before we go live with the Q&A, here are some points to note for your convenience, ladies, and gentlemen. Members are requested to keep their questions brief and specific. Kindly turn on your video when you're projected on the broadcast screen. Kindly unmute yourself and proceed to ask the question. Please mention your name and the location from where you're joining. Each shareholder will have two minutes for their questions. Once you have asked your question you can log off and continue to watch the proceedings. We will now take our first

speaker member; Mr. Abhishek J. May we request you to unmute yourself and please ask your question. Your audio and videos is unmuted.

**Moderator:** There seems to be some technical issue with Ms. Abhishek J's connection. In the meanwhile, we will take our next participant and get Mr. Abhishek back. The next participant is connected over an audio call. Mr. Keshav Garg. May we request you to please proceed with your question. It looks like Mr. Garg's audio is disrupted. Maybe we can just reconnect, and we'll get Mr. Abhishek also on the connection. We have Mr. Keshav Garg connected via video call. We'll just proceed with his question. Mr. Keshav Garg.

**Keshav Garg:** I have a couple of questions. we have a good dividend policy also. But the board may kindly consider a share buyback so because our stock prices and our net cash as a percentage of is almost 10% of our shar capital so that it will increase our EPS permanently going forward, so kindly consider that. Secondly for a distribution company like us I understand that last year due to change) and due to market strategy we lost upwards of 3,000 crores of revenue. If you could give some understanding to your shareholders that how do we intend to tackle this kind of threat of and also what is the experience of our counterpart companies like in the same business and like us face the markets and how are they surviving and how they have adapted and there been any change in the competitive intensity after the merger and in any markets that you like. These were my questions. Kindly take my suggestions on buyback seriously. Thank you very much and best of luck.

**Prof. J. Ramachandran:** Mr. Garg thank you very much. I really appreciate active participation of our shareholders in our company. It's wonderful news. Let me address some of your questions. One on the buyback. If you recall Mr. Garg, we did a buy back in 2018. Buyback as an option the board considers routinely as an option to look at the future. At this point in time looking at the kind of exciting opportunities for growth that your company is having the preference is to invest in building the company's future. That's the reason why we didn't do a buyback. But nevertheless, we keep our shareholders' interests in mind. That's the reason we have tripled our dividends in the last 3 years. But having said that it's a great point that you have made, and we'll definitely consider it as and when the opportunity arises. In terms of the disintermediation in different markets that's a way of life. That's how technology progress happens. That's where it tests your leadership and its ability to adapt, to refine, to change the business models. You heard Rajiv, our MD explained to you, how we are shifting our business models from transaction oriented to annuity-based models. That's the whole rationale for rejigging and pivoting our company towards such a Cloud-based business model. In terms of the impact of the Tech Data-SYNNEX merger worldwide, I don't see an immediate impact in any of our markets we are participating in. Rajiv, do you see any impact?

**Rajiv Srivastava:** Not all Prof., not in the markets we operate in. That impact is not visible.

**Prof. J. Ramachandran:** I don't think at this point in time it's going to affect us Keshav, but we will keep that in mind. I thank you for alerting us to it. Thank you so much. I don't know whether technology is the reason for your throat being sounding difficult or is it something you're not well? So, take care.

**Rajiv Srivastava:** If I may add one point Prof. on the disintermediation and that comes in from a variety of sources. You mentioned only that, but there were many bands which are all the time evaluating and assessing their go to market approaches and their preferences or visual channels which route to market will delight to optimize and maximize. I think that's the phenomenon which keeps happening. We are extremely comfortable with it. The reason we are comfortable is because it makes it imperative on companies like us to figure out our or to reorient our go to market strategies, to maximize coverage, to maximize customer connect, to maximize partner connect and maximize revenues in every market we operate in. That's the reason since we were nimble and flexible that's the reason that despite Apple or Dell some of the brands going direct in some route to market, our India business still grew to more than 20% and the impact was large in India. So you can be sure that we are all the time making our choices and making our go to market strategies sharper, crisper, more objective, more detailed, more customer choice oriented and that gives the benefit in the long run. So, it keeps us really sharp.

**Moderator:** We managed to get Mr. Abhishek Kalra on our audio call. Mr. Kalra.

**Abhishek Kalra:** This is Abhishek, a shareholder. My DP ID IN301637 and Client ID-641359155. So first all I congratulate the management on the eve of 29<sup>th</sup> Annual General Body Meeting.. A company that was much more prospects none the current market has, after completing successful operation, profitability and dividend history and becoming one of the strongest brands to our respective members. I would like to know how our business has been impacted in these past 3 years of this COVID time? In Corona while there was subsequent lockdown have left virtually no industry untouched after the COVID. So, whether any employees have been sacked, either salary cut in percentage I would like to know from you sir? And regarding Cloud computing, as other shareholders have discussed, so who are our major competitors in the southern belt in this project of Cloud computing? Kindly enlighten us sir. We are a public limited company. I would request the management that we are thankful to the management for having conducting con-calls and quarterly presentations on regular basis and good to see you in physical AGM next year. Myself I am running a legal firm in the name Seven well associate in Chennai. I request to kindly get the firm enrolled in the empanelment of the company and I wish the company and the board of directors a great success and profitability in the coming future and thank you for giving the opportunity. Thank you very much sir.

**Prof. J. Ramachandran:** Thank you very much Mr. Kalra, really appreciate your support and your encouraging messages to us. As you can see the last 3 years have been kind to the company. As you can see from the annual report, especially in the performance numbers given in great detail in the report. The company's done very well in the last 3 years. Our expectation is that we'll continue to do well. Like I was saying, we are making investments in various opportunities and technologies to exploit this growing demand for the various technology products. Rajiv explained in his

conversation to the other shareholders how we are pivoting the company towards new edge business models. I'm confident that your wishes will add to that confidence of ours as we look at the future. I did note down your statement about having your own firm in Chennai. It's an interesting name. Hopefully we will see how we can empanel you. Is that what you had requested in empanelment? It's okay. So maybe we will see how to work together with you. Thank you very much overall. Any other questions Mr. Kalra? I hope we answered all your questions. Thank you.

**Moderator:** There is no response from Mr. Kalra. Sir that was the last question. Back to you for further proceedings of the meeting.

**Prof. J. Ramachandran:** Okay. I'm happy to request shareholders who need any additional clarifications to contact us, specifically contact the secretarial department for any other information or clarification they require. The results of the board's caste through the remote voting facility and the scrutinizers report to be intimated to the stock exchanges and publishing the company's website as well as the NSDL website within 48 hours of this AGM and shareholders can view the results in the company's website. Members can also note that a period of 30 minutes would be available for voting on the NSDL platform after this meeting stands closed. I would like to take this opportunity to thank NSDL, Chorus Call, Inba thank you, secretarial team led by Kumar and Divya, IT, and marketing team of Redington for the smooth conduct of this AGM. I now declare the proceedings of this meeting closed. Thank you all very much for participating. I look forward to meeting you next year. Thank you.