

CORPORATE PRESENTATION

Q1FY25



Table Of Contents

- About Redington
- Shareholders, Board of Directors & Leadership team
- Our Strategy and Growth Vectors
- ESG & CSR
- Financials
- Recognitions



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 40 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 450+ brands associations and servicing 55,000+ channel partners
- 5,200+ Redingtonians creating a culture of inclusion, creativity, and innovation



Professionally managed, Board-governed

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



Outstanding Financial Performance

- \$10.8bn+ company with a strong double digit-CAGR for 18 years
- ROE at 17% and ROCE at 23% in FY24



PCs, desktops, laptops, iPads and MacBooks

Printers, consumables and accessories

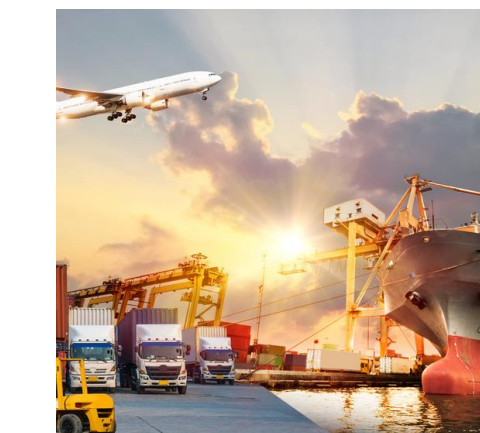
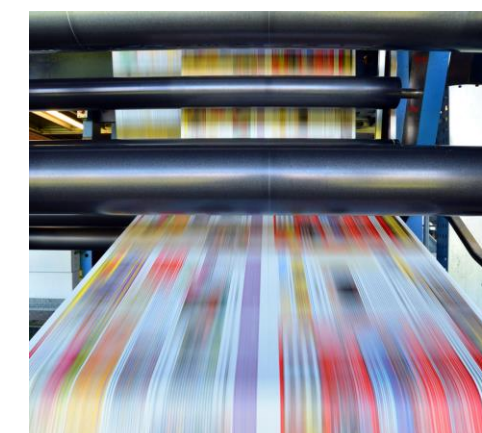
Smartphones

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 31 countries and serving 40 markets

No.1 or No.2 position across all markets

“High potential” markets

Presence across product categories

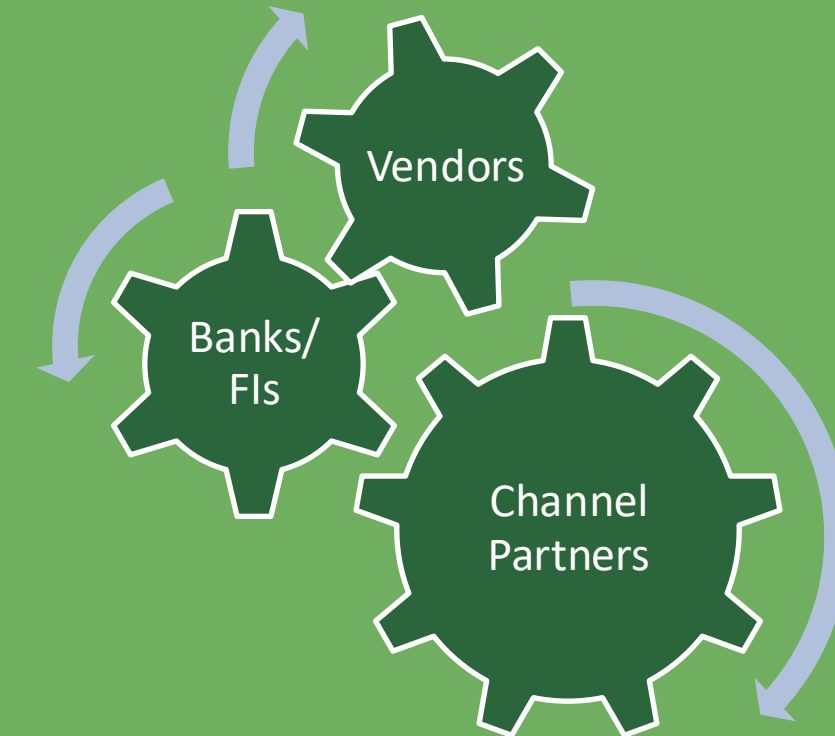
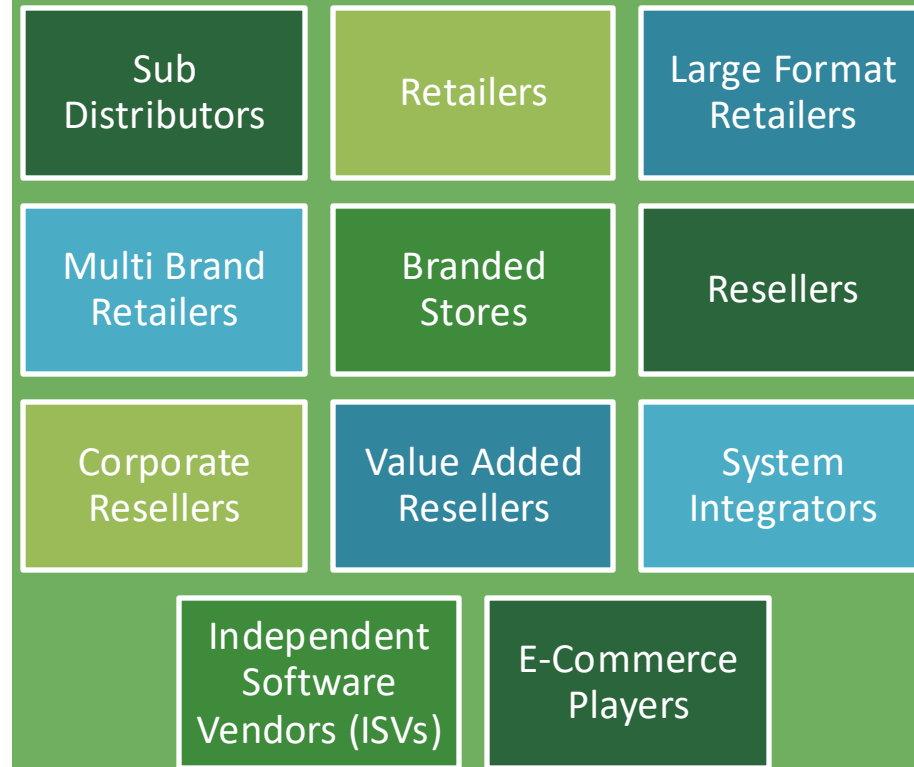
Portfolio of Marquee brands



Our Brands & Channel Partners



CHANNEL PARTNERS



Enviably Partnerships with over 450+ brands



HDFC Mutual Fund



Fidelity Management & Research (FMR)



ICICI Pru Life Insurance



Franklin Templeton Investments



Massachusetts Institute Of Technology
Investment Management Company



The Vanguard Group



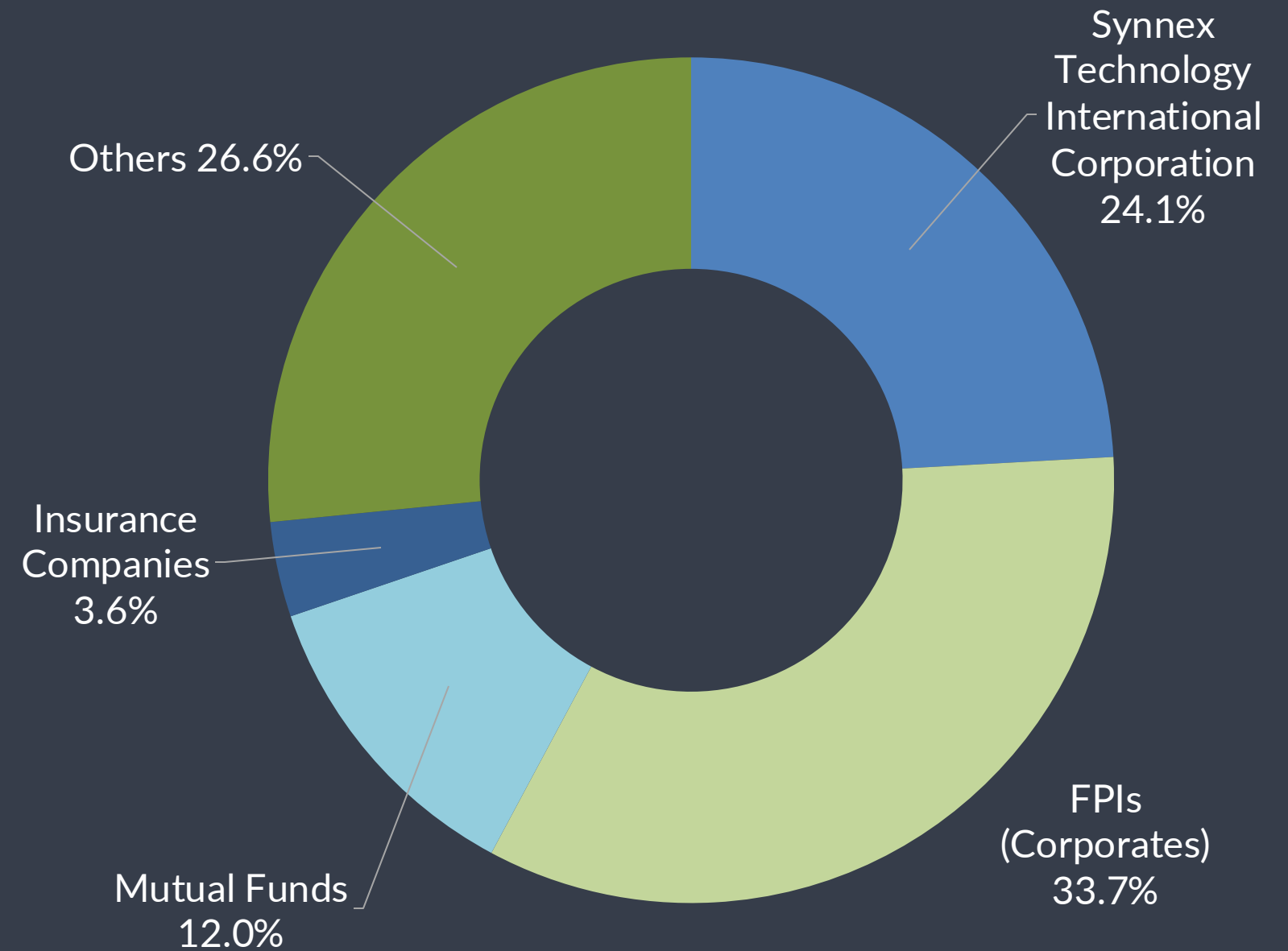
Tata MF



Unifi Capital



Our Shareholders



Our Board of Directors



Non-Executive Directors



Chairperson

Prof. Ramachandran

Retd. Professor, Corporate
Policy & Strategy
IIM, Bengaluru



Tu, Shu-Chyuan

VP, Group Business
Strategy &
Development
Synnex Tech, Taiwan



Chen, Yi-Ju

Vice Director, Finance
Planning & Mgmt
Synnex Tech, Taiwan

Executive Director



S V Krishnan

Finance Director
(Whole-time)

Independent Directors



Sudip Nandy

Ex. MD & Op. Partner
Chrys Capital,
Investor & Director Artisan
Agrotech



B Ramaratnam

Professional
Director



Anita P Belani

Sr. Business & Human Capital
Leader

Our Global Leadership Team



V. S. Hariharan
Group Chief
Executive Officer



Ramesh Natarajan
Chief Executive Officer
- Redington SISA



Viswanath Pallasena
Chief Executive Officer -
Redington MEA



Serkan Celik
Chief Executive Officer -
Arena



Cem Borhan
Chief Executive Officer -
Redington Turkey



Deepak Puligadda
Chief Executive Officer -
Redserv Global Solutions



S V Krishnan
Global Chief Financial
Officer



Sriram Ganeshan
Global Chief
Commercial Officer



Serkan Kutlu
Global Chief
Strategy Officer



Soumitra Kumar Das
Global Chief
HR Officer



Vijay Raghavan
Chief Executive Officer -
Pro-Connect Supply Chain
Solutions



Objectives

Maintaining leadership position across geographies, while sustaining healthy business returns via operational efficiency and focused investment to profitable spaces.

Faster adoption of subscription and consumption business, enhanced by professional services.
Localized approach for expansion in growth geographies.

Segmented approach that enables high-touch coverage for large partners serving enterprise, mid-market and consumer.
Ensuring efficient reach to long tail partners through low-touch and digital platforms.


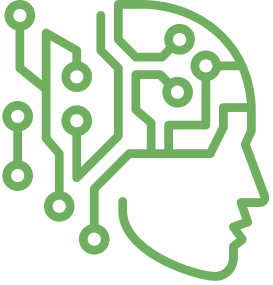

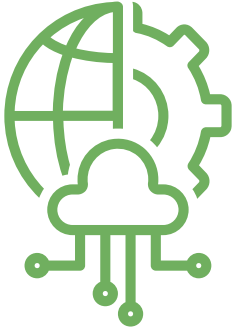
Engaging our ecosystem by co-creating distinctive initiatives and leveraging them globally as our best practices.

Re-investing profits for future, build best customer access RTMs, efficient tech platforms, and adapting to evolving business models.

Key Technology Trends



In 2024: Global IT spend growth at 6.8%, India \$138.6Bn at 11.1% and MENA \$183.4Bn at 6.4%

TECHNOLOGY TRENDS	 HYBRID CLOUD	 AI	 CYBER SECURITY	 SUSTAINABILITY TECH
TECH GROWTH CAGR %	IND: 16% (2022-28) ME: 19.7% (2024-32)	IND: 25-35% (2024-27) ME: 44.8% (2024-30)	IND: 13.3% (2024-29) ME: 9.8% (2024-32)	IND: 25-30% (2022-27) ME: 8.4% (2022-27)
WHAT DOES IT MEAN FOR REDINGTON	<ul style="list-style-type: none"> Building a diverse product portfolio catering to hybrid cloud requirements Enhancing support for cloud migration and hybrid infrastructure management 	<ul style="list-style-type: none"> Forging alliances with AI technology providers to deliver cutting-edge solutions to customers Providing specialized technical support for AI implementation and troubleshooting 	<ul style="list-style-type: none"> Partnering with leading cybersecurity vendors to deliver integrated security solutions Scaling up the Managed Security Practice (MSSP) 	<ul style="list-style-type: none"> Expanding product catalog to include sustainable tech solutions Establishing partnerships for responsible disposal and e-recycling



BUSINESS MODEL TRENDS

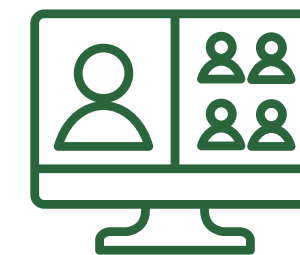
SUBSCRIPTION MODELS

CIRCULAR ECONOMY

BOP AFFORDABILITY

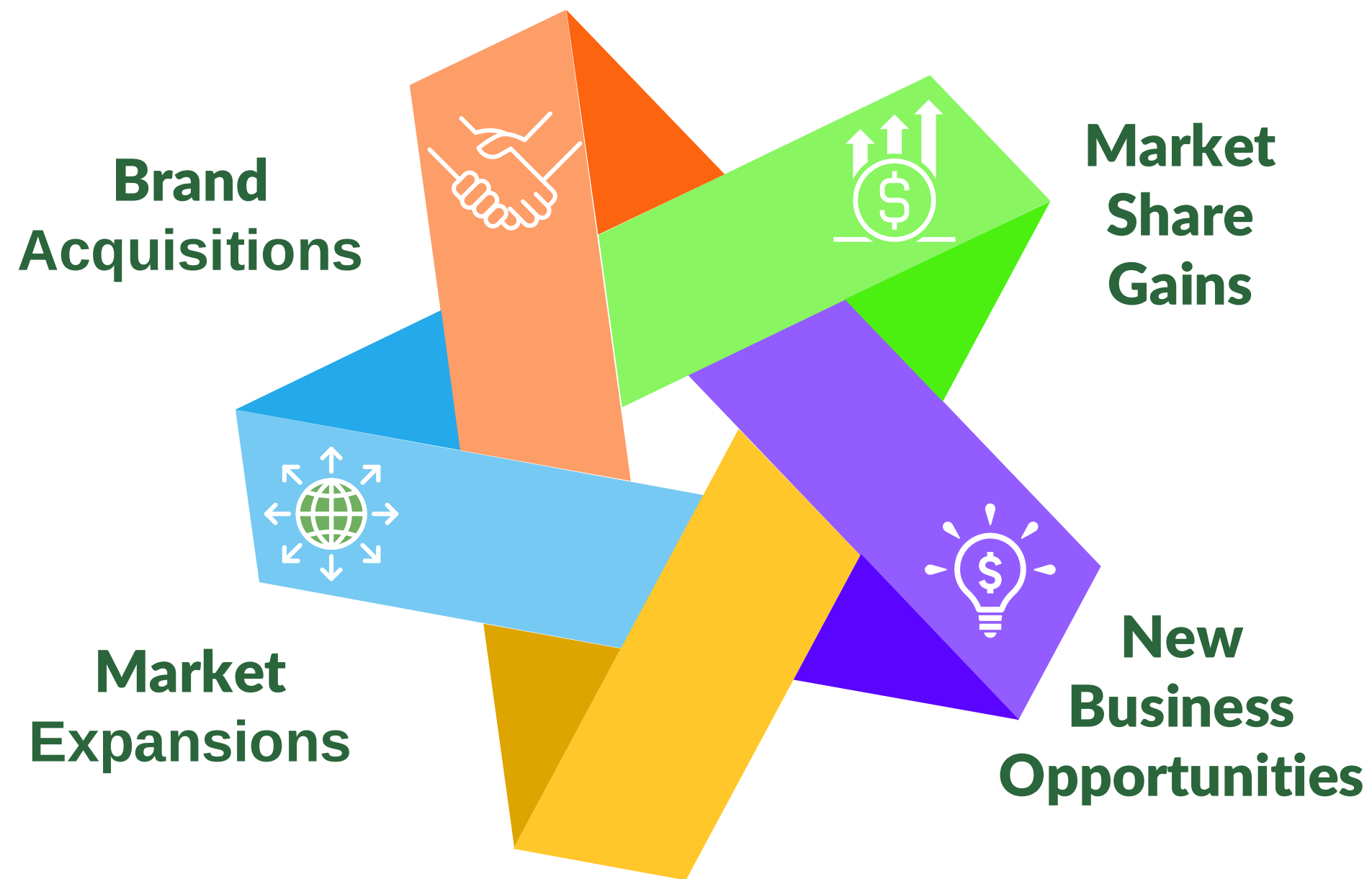
WORK LOCATION

Products to Services Circulate Products and Materials Products for low Income earners Hybrid work Model



WHAT DOES IT MEAN FOR REDINGTON

- Focusing on life-cycle management and expand service offerings for long-term customer success
- Leveraging on technology to embrace recurring revenue models: invest in new cloud platform, build an ISV ecosystem enabling the cloud marketplace
- Implementing reverse logistics for efficient product return and recycling
- Promoting reuse and refurbishment to minimize environmental footprint
- Managing disposition of e-waste & support EPR* policies for OEMs
- Forging partnerships to develop cost effective solutions and building new route to markets to serve in low-income areas
- Offering financing options to make products accessible to a wider audience
- Offering technology solutions for seamless collaboration in hybrid environments
- Invest in digital tools to enhance connectivity and efficiency in hybrid workspaces



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

Our approach toward ESG

Our Purpose

Be the largest private sector catalyst in our industry to build & operate sustainable supply chains

Our Strategic Pillars

Resilient Operations

Build sustainable low risk and diverse supply chain for our vendors & customers

Reimagined Workplace

Build an inclusive workplace focused on wellbeing, safety & development

Responsible Business Practices

Adopt policies, practices reflecting commitment to business ethics

Redefined Value Chain Engagement

Strive to create the best experiences for our stakeholders

Our Implementation Framework

Our Business Model

Presence in clean energy & refurbishment business; inclusive development focused GTM's

Our Business Ops

Adoption of ESG best practices within our operations

Our Giving

Support our community through efforts in Skill development, Education & WASH

TARGETS

- Materiality assessment completed
- Material topics identified
- Targets being formalized

OPERATIONS

- Roadmap developed for progress against targets
- Monitored through Group & Regional Leadership Committee on Sustainability

GOVERNANCE

- Board Oversight through CSR & ESG Committee of the board

COMMUNICATION

- ESG Section on Website
- ESG section on Annual Report & BRSR
- Social media updates

MEASUREMENT

- Upgrades in Rating : MSCI rating upgraded to "A" from "BBB"
- Progress against periodic target milestones

Our approach toward CSR

Won "Rural Development and Infrastructure Award" by Dalmia Bharat CSRBOX

CSR aligned to business values & vision



Inclusive Skills Development programme – TamilNadu



Toilets Constructed in Schools- West Bengal & Haryana



Well Restoration – Kalvarayan * Jawadhu Hills

1

Flagship

2

Strategic

3

Contingency

Project themes

Focus on skill development in related industries

- 3PL: Logistics / SCM
- Tech: IT/ITes
- Skills training for employment in Solar sector

Projects aligned to UN SDG goals

- Education
- Environment
- Health

Other projects

- Relief funds/ donations
- Other donations

1

- Logistics skills training provided to 1500+ unemployed Youth
- Well rounded focus across regions ; Pan India coverage

2

Efforts in projects focused on UN SDG goals benefitting 5000+ families & 16000+ students

- Biogas & Pond restoration
- Roof Water harvesting
- Solar Lights
- Toilet Construction
- Digital Literacy
- Tutoring

3

Global CSR efforts including

- Turkey relief fund
- Scholarships/ Donations

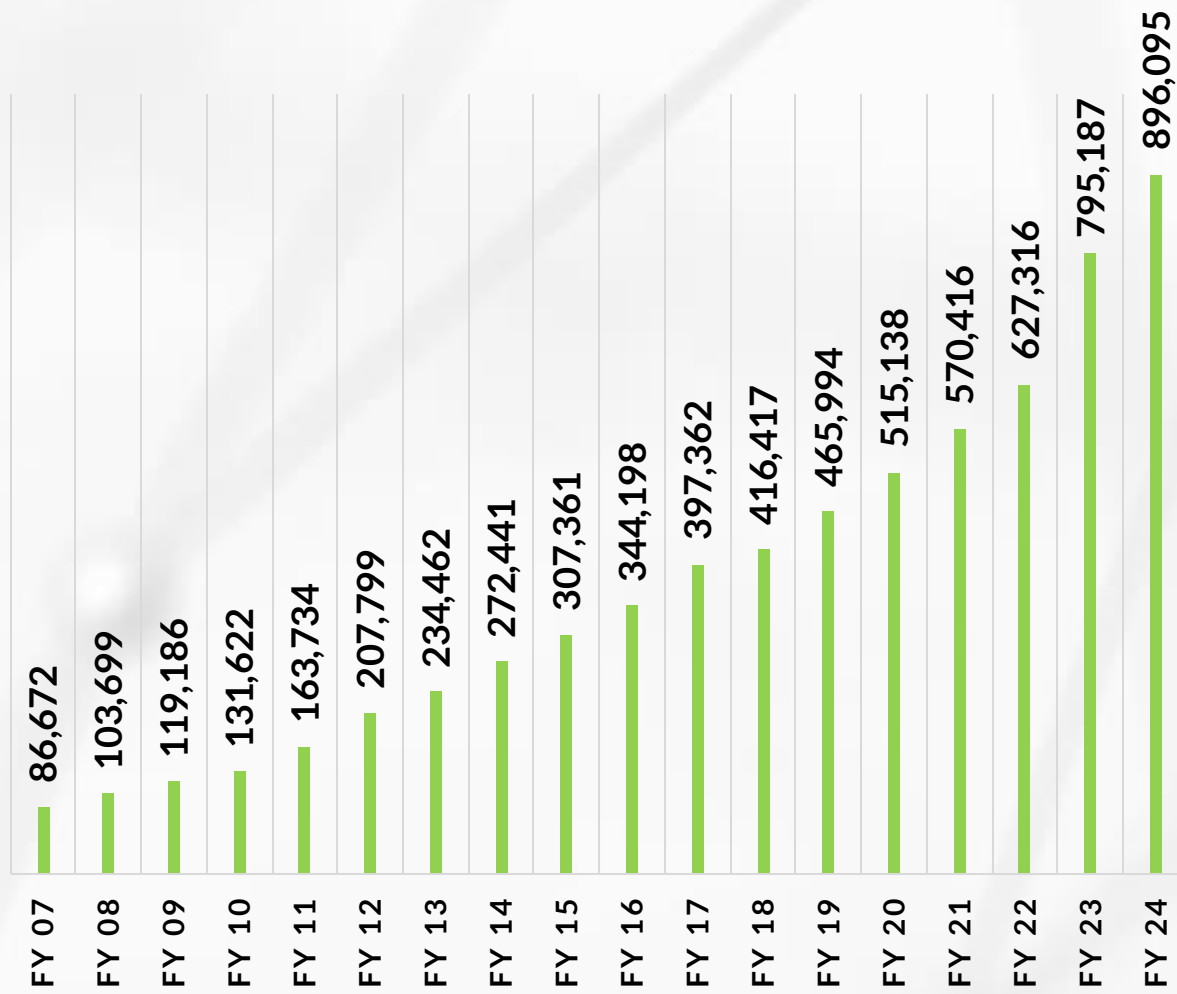
Performance Since Listing

Surpassed US\$10 Bn Revenue



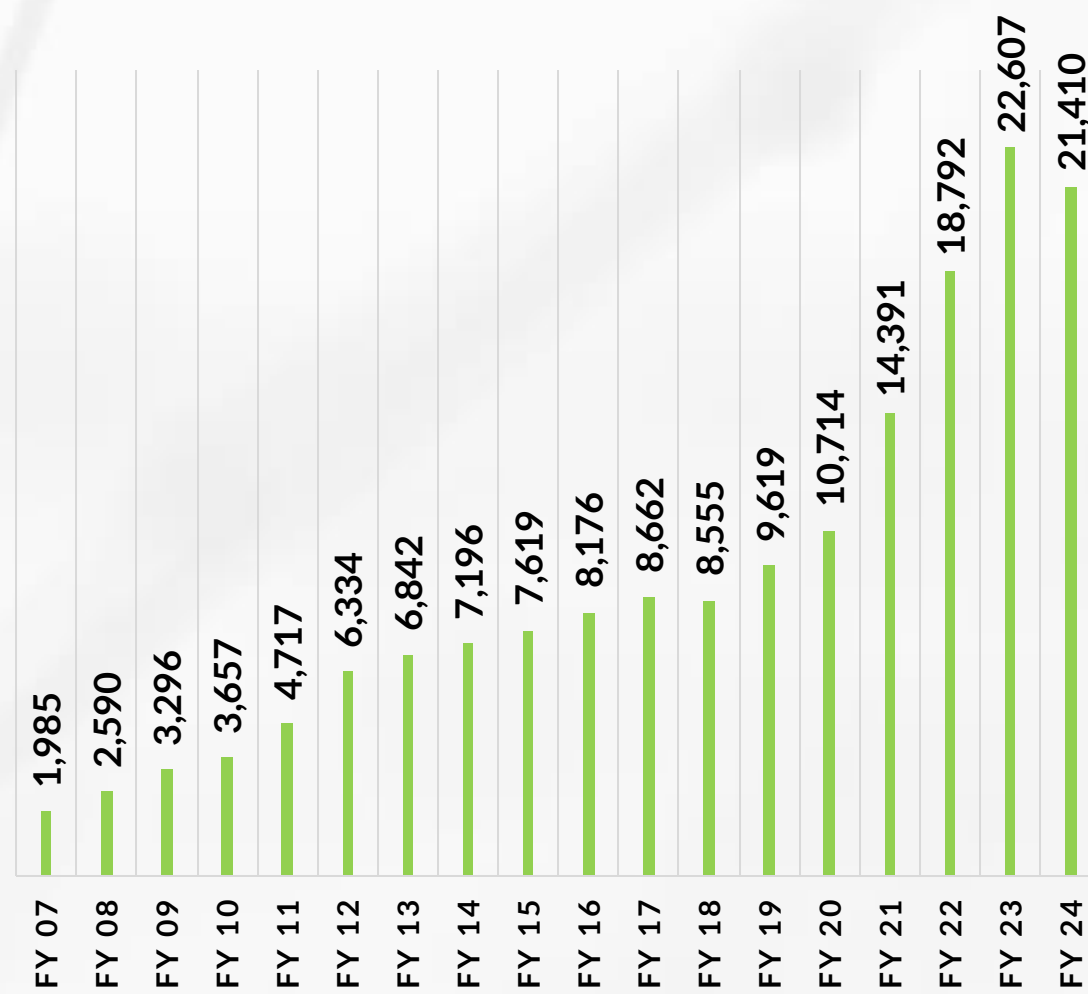
Revenue
CAGR : 15%

₹ in Mn



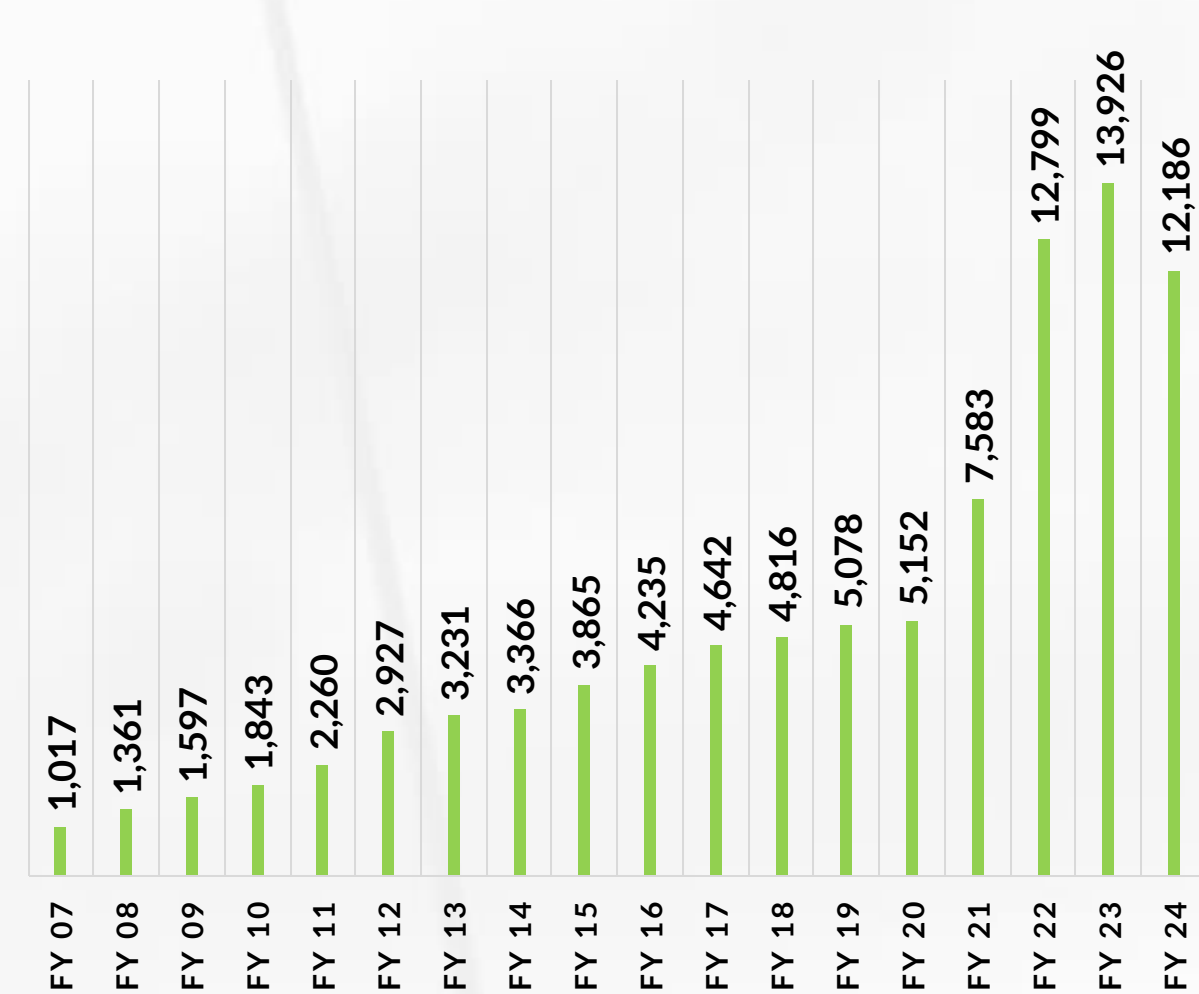
EBITDA
CAGR : 15%

₹ in Mn



PAT
CAGR : 16%

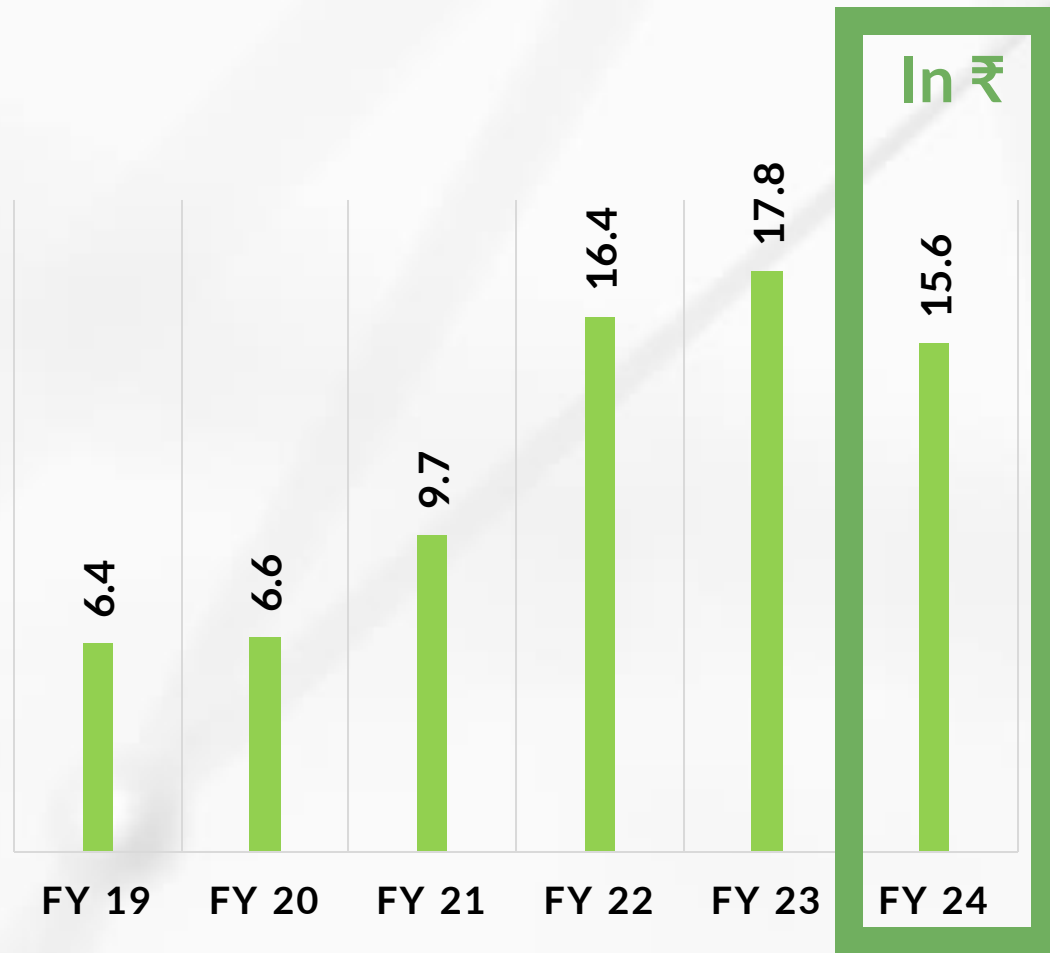
₹ in Mn



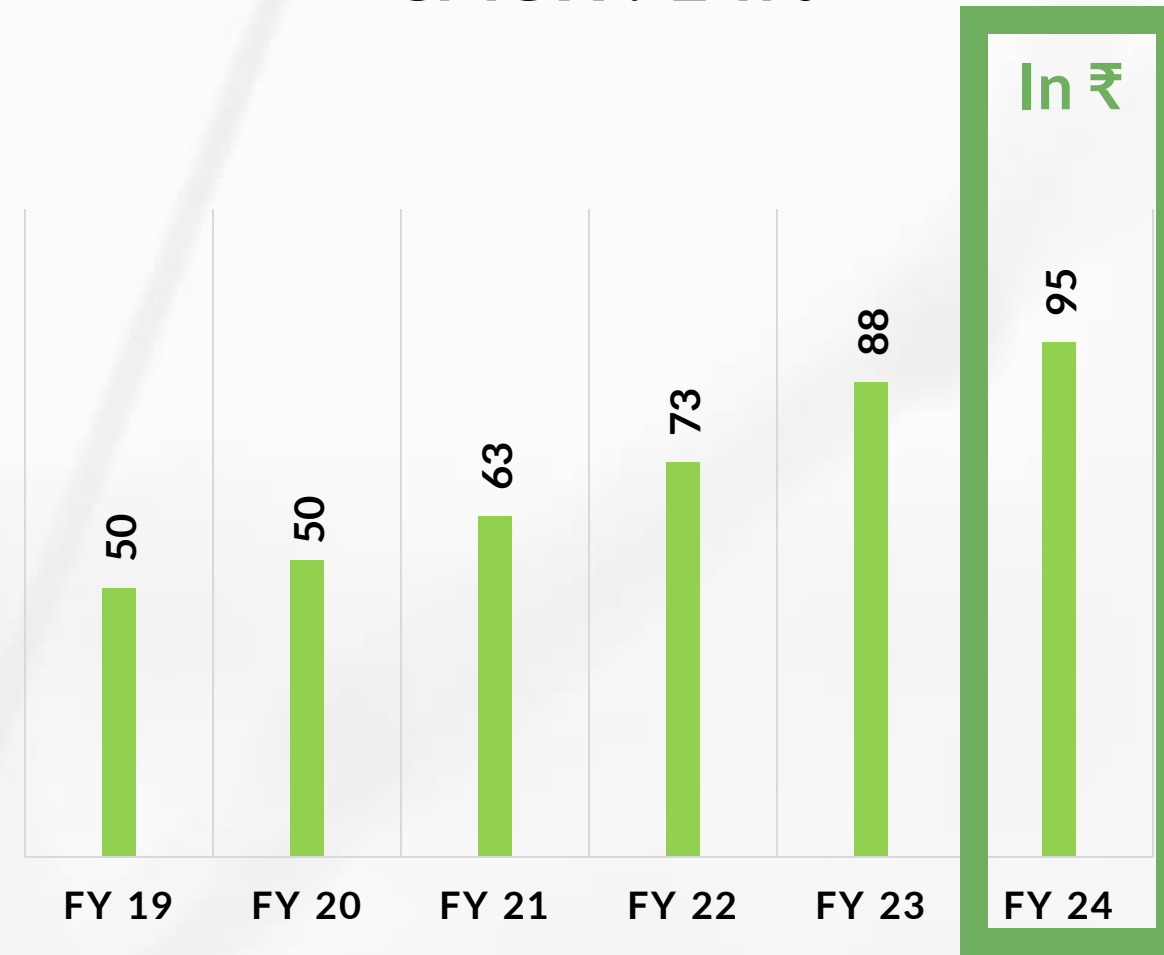
Shareholder Value Creation



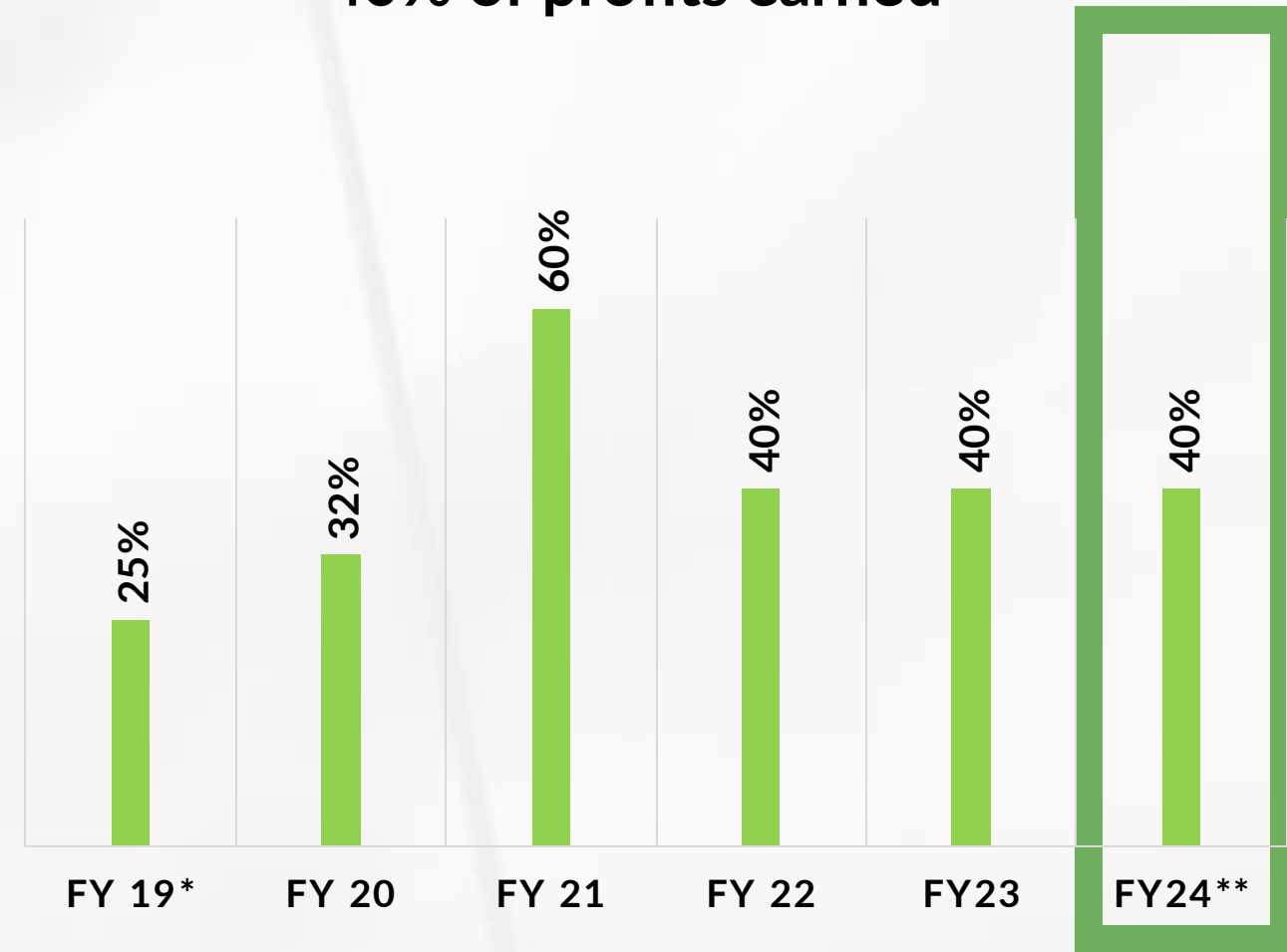
EPS
CAGR : 20%



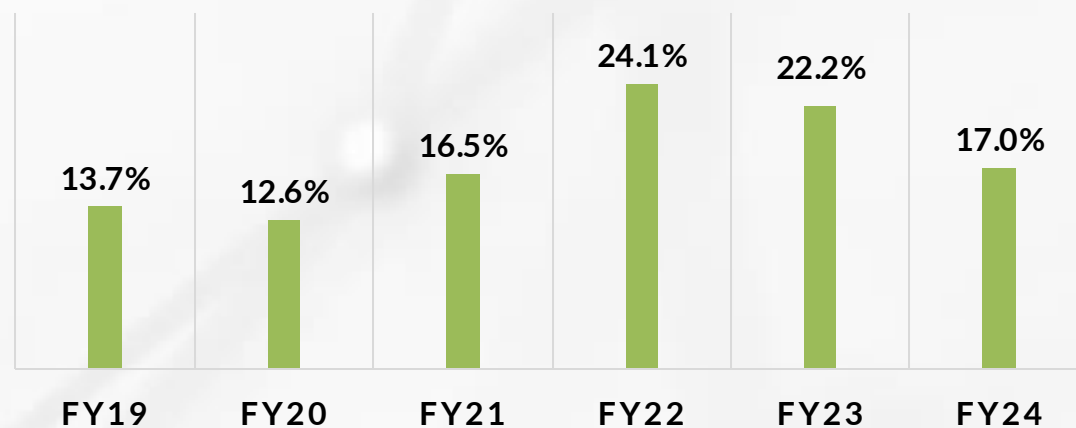
Book Value/Share
CAGR : 14%



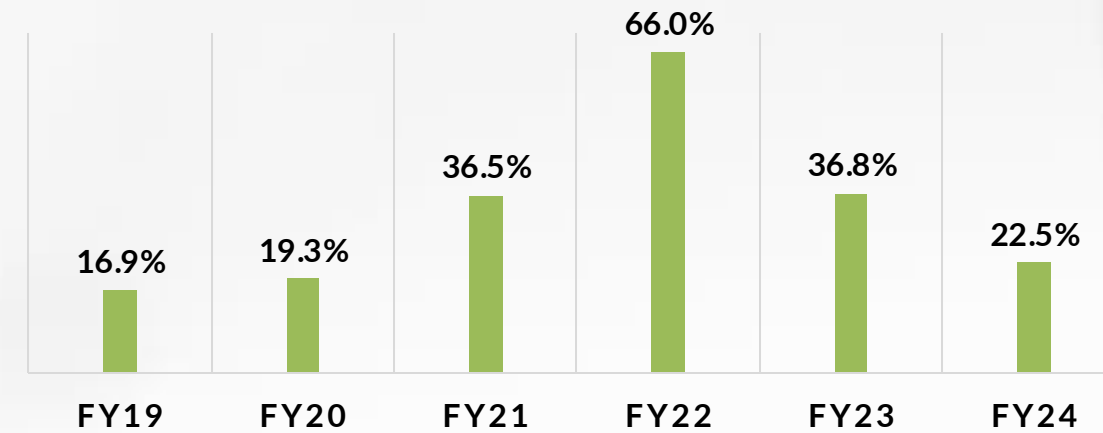
Shareholder Payout*
~40% of profits earned



ROE

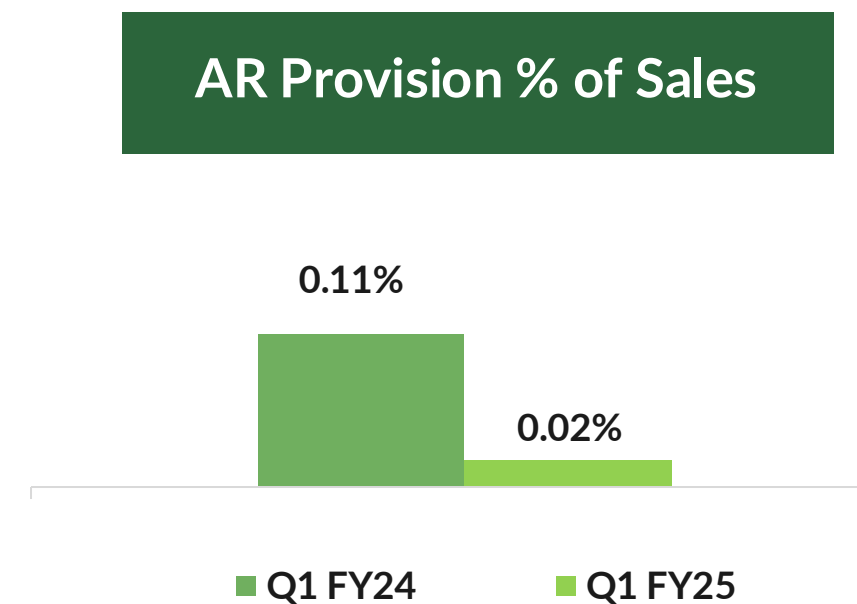
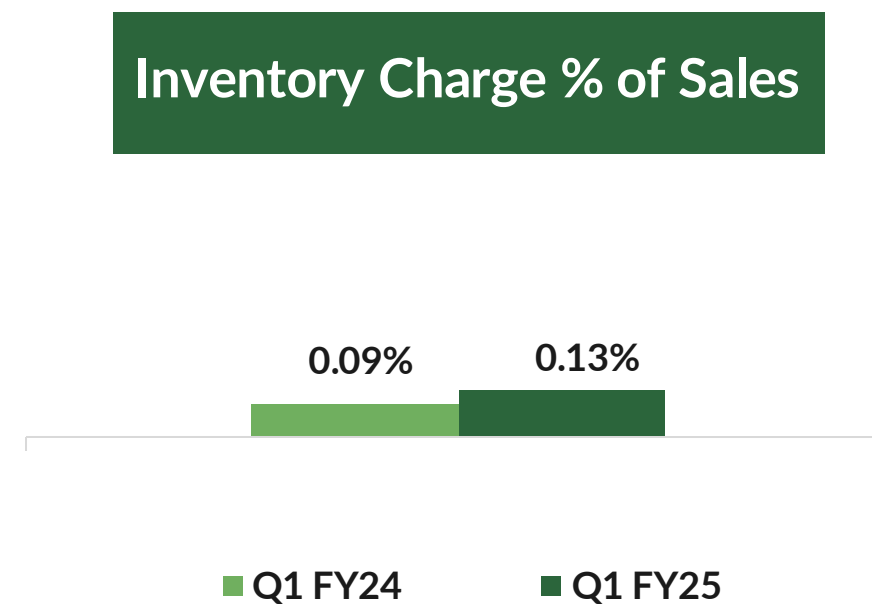
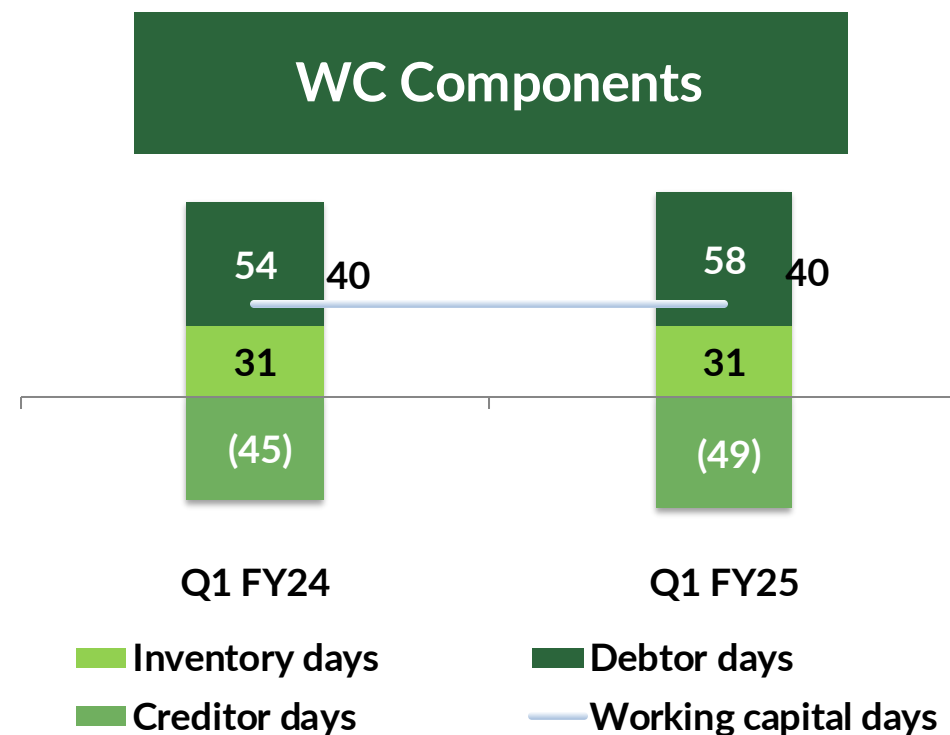
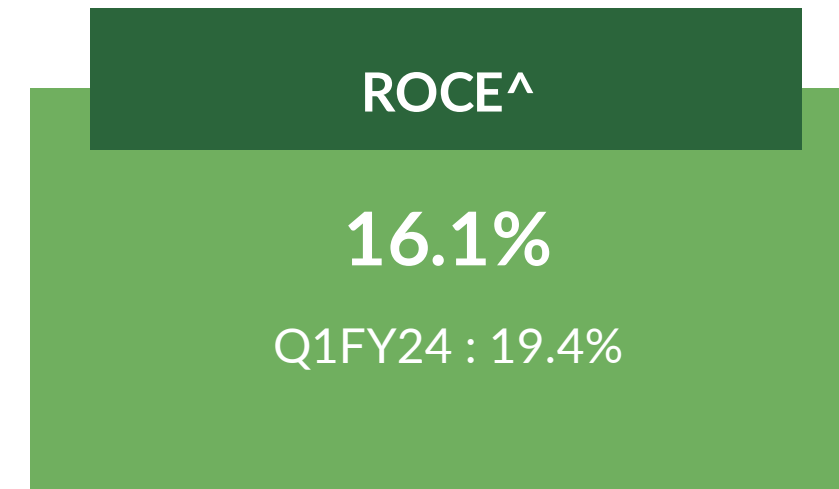
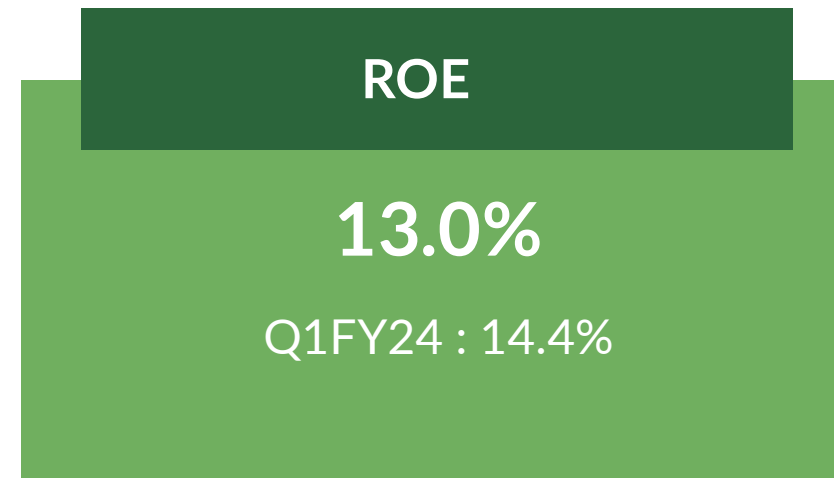
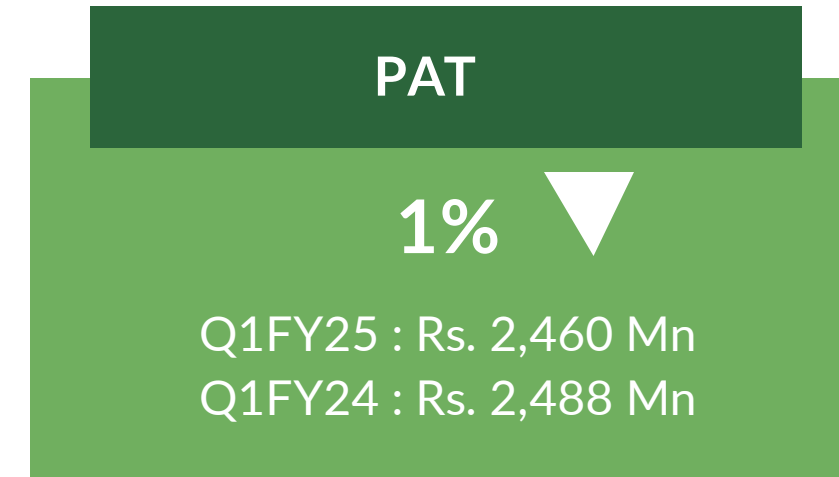
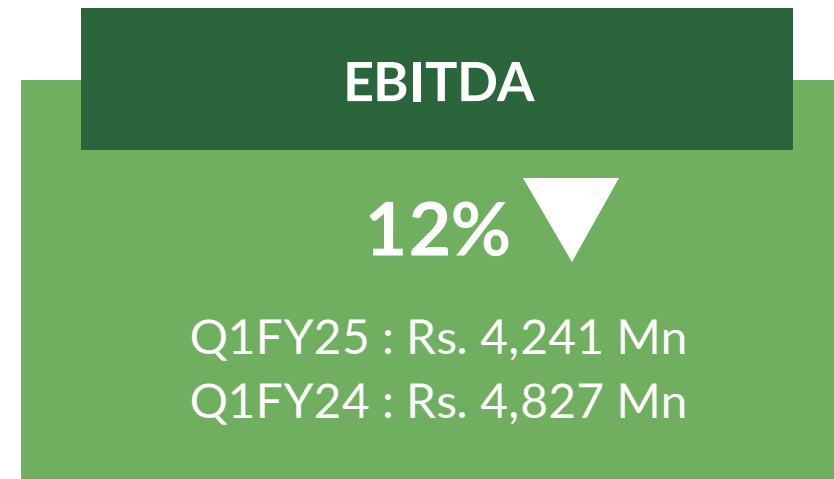
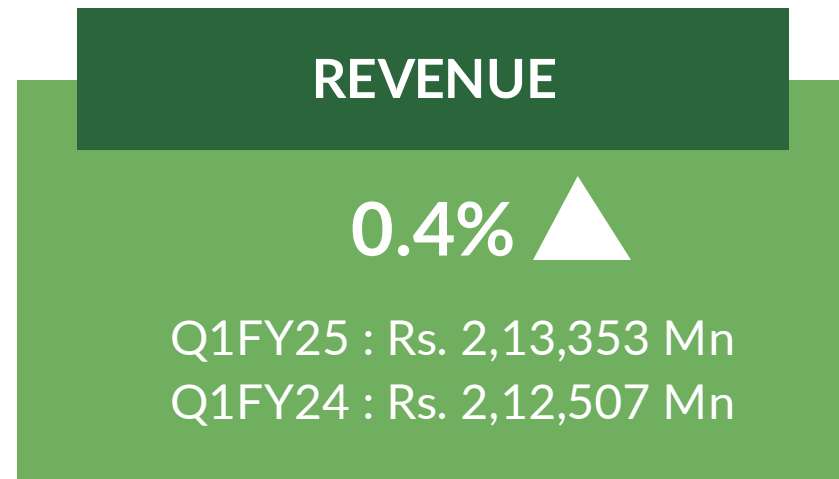


ROCE



*Including Buyback
** Recommended

Q1FY25 Performance Snapshot



[^]ROCE is calculated on average capital employed

Redington Awards

FY25 Q1

MEA

11 AWARDS

- Middle East and CIS Top Distributor of 2023 - Redington Saudi Arabia by **Veeam**
- Best Distributor 2023 - Kuwait by **Huawei**
- Strategic Product - Best Growth Award - Colorvu by **Hikvision**
- Best Growth - Distributor Partner Award - LED
- Advance Sales Award (UAE) by **Hikvision**
- 5 Year Special Award by **Hikvision**
- Value Added Distributor of the Year by **Veritas**
- Best Regional Distributor by **Huawei**
- Leading Managed Security Service Distributor by **CIO Connect CXO DX**
- Best Performance Distribution / VAD Distribution 2023 by **Samsung**
- Consumer & Commercial Distributor of the Year FY23-24 by **Lenovo**

INDIA & SSA

12 AWARDS

- India's Top Companies 2024 by **LinkedIn**
- **AMD** Achievers Club- Best T1 distributors
- **HPE Aruba** Distributor of the Year - 2023
- Distributor of the Year- **Cisco Webex** Partner Awards
- Best Distributor by **HP**
- Best Trailblazer Distributor of the Year 2023 by **Veeam ProPartner**
- Compute Distributor of the Year HPC - **HPE**
- AI Distributor of the Year by **HPE**
- Aruba Distributor of the Year by **HPE**
- **HP Award** in 'Execution of Drop Shipment Exemplary Support for ACF Initiatives
- APAC Distributor Partner of the Year by **Juniper**
- The Most Technology Oriented Value-added Distributor - 2023-24 by **NCN Magazine**



Thank You

