



EARNINGS PRESENTATION

Q1FY25



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.

Redington Limited undertakes no obligation to periodically revise any forward looking statements to reflect future / likely events or circumstances.

Highest Ever Q1 Revenue Double digit growth in PAT excl. Arena

- **Q1FY25 – YoY growth**
 - **Global excl. Arena** - Revenue grew by **1%**, GM de-grew by **4%**, EBITDA grew by **7%** and PAT grew by **13%**
 - **SISA** – Revenue grew by **6%**, GM grew by **0.1%**, EBITDA grew by **8%** and PAT grew by **10%**
 - **ROW excl. Arena** – Revenue de-grew by **4%**, GM de-grew by **9%**, EBITDA grew by **5%** and PAT grew by **17%**
 - **Global incl. Arena**, Revenue grew by **0.4%**, GM degrew by **3%**, EBITDA degrew by **12%** and PAT degrew by **1%**
- **Key Metrics – Global**
 - **Gross Revenue** grew at **1.5%** YoY at Global level and **2.6%** YoY at Global excl. Arena level
 - **WC days** for Q1FY25 is 40 days same as Q1FY24
 - **ROCE** was **16%** and **ROE** was **13%**
 - **Debt to Equity** was at **0.21x**

SISA : Singapore, India & South Asia

ROW : Rest of the World

SISA BUSINESS

YoY Revenue grew by **6%**, GM grew by **0.1%**, EBITDA grew by **8%** and PAT grew by **10%**

ROCE was at **23%** and ROE at **19%**.

WC days stood at **36** days, reduced by **4 days** on YoY basis.

INDIA DISTRIBUTION

- YoY Revenue grew by **7%**, GM de-grew by **1%**, EBITDA grew by **4%** and PAT grew by **4%**
- Strong growth in **CSG** by **41%**.

ROW BUSINESS (Excl. Arena)

Excl. Arena YoY Revenue de-grew by 4%, GM de-grew by 9%, EBITDA grew by 5% and PAT grew by 17%
WC days stood at 43 days, up by 3 days from Q1FY24

PROCONNECT CONSOL

- YoY - Revenue grew by 9%, EBITDA grew by 21% and PAT grew by 61%
- EBITDA was at 10% and PAT was at 3%



Q1FY25 Performance



Q1FY25 Redington Global Excl. Arena Performance

REVENUE

1% ▲



19,050 19,328

Q1FY24 Q1FY25

GM

-4% ▼



1,108 1,060

Q1FY24 Q1FY25

EBITDA

7% ▲



423 452

Q1FY24 Q1FY25

PAT

13% ▲



243 274

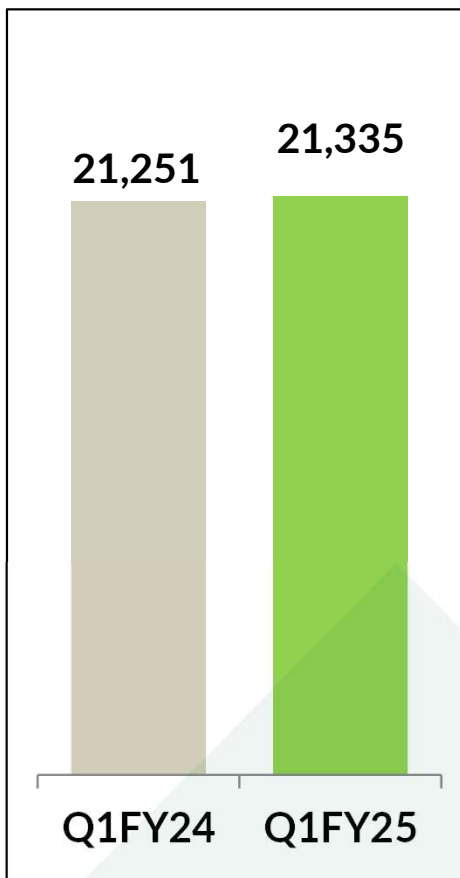
Q1FY24 Q1FY25

₹ in Cr

Q1FY25 Redington Global Performance

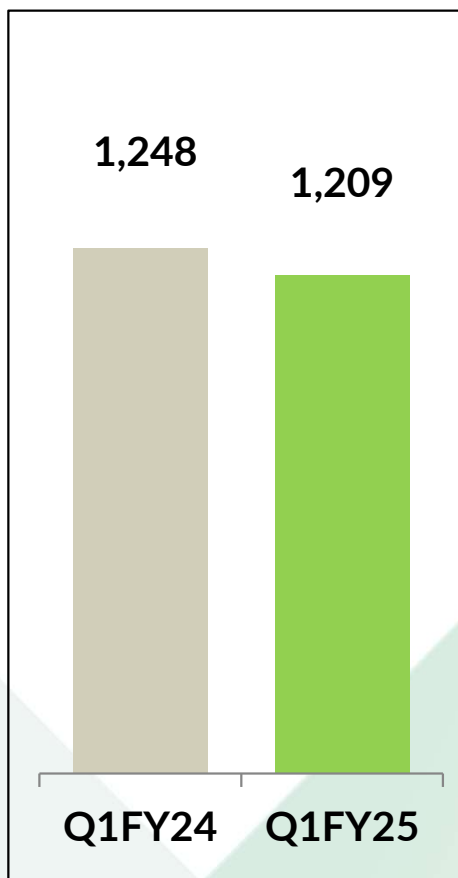
REVENUE

0.4% ▲



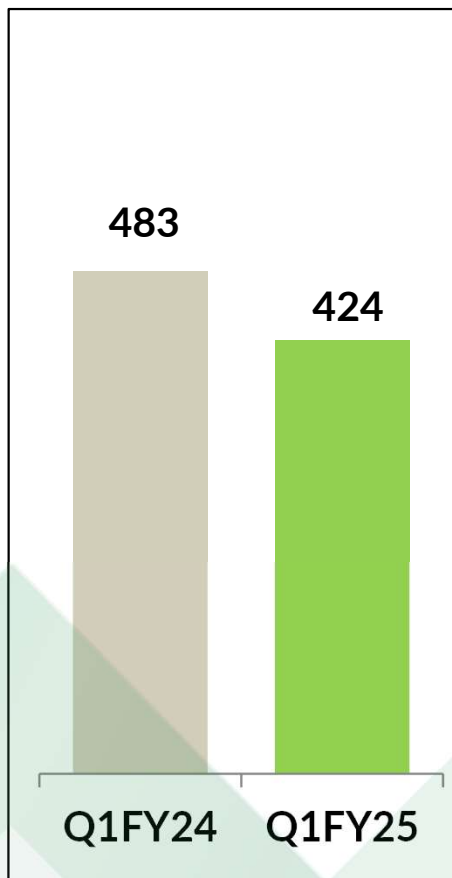
GM

-3% ▼



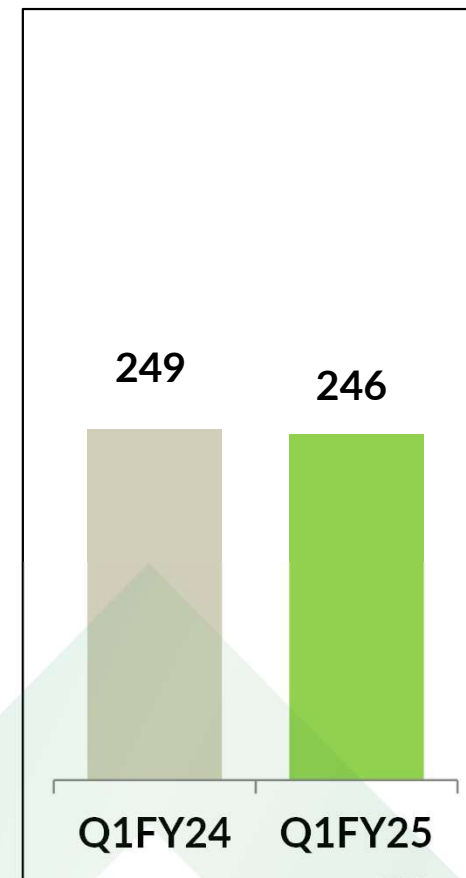
EBITDA

12% ▼



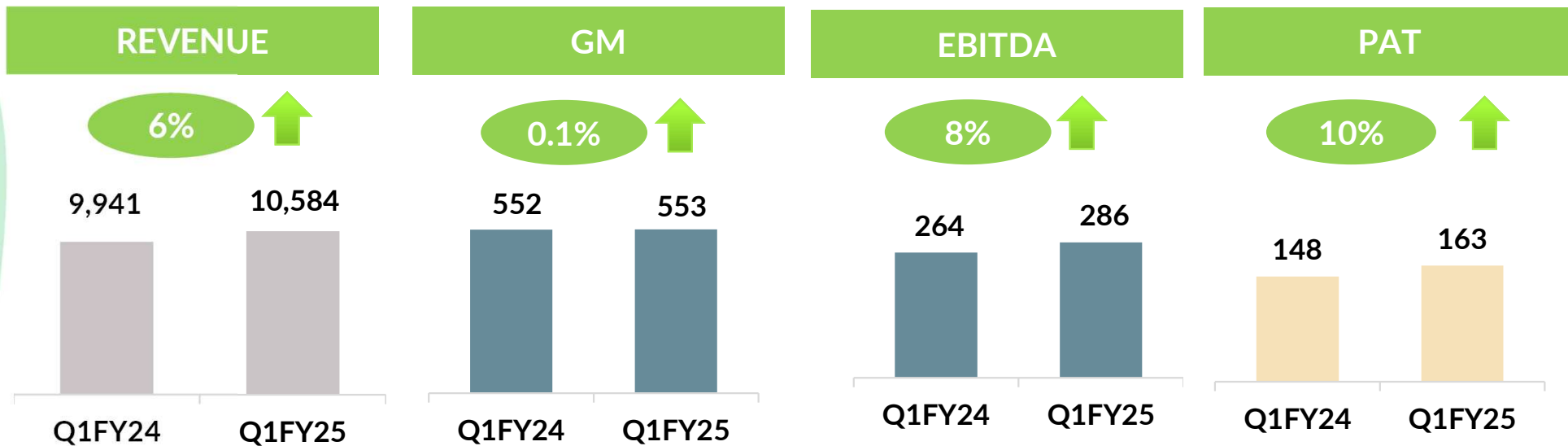
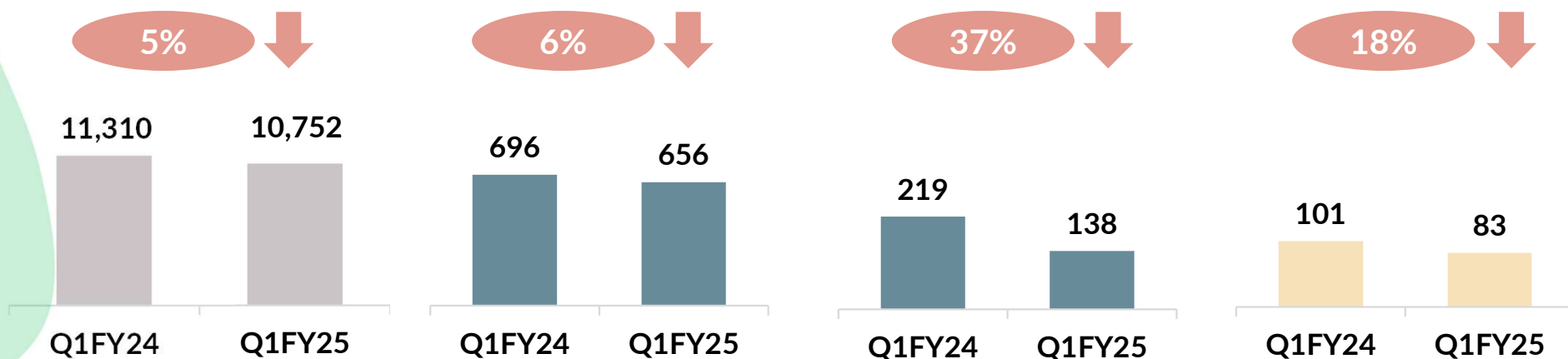
PAT

1% ▼



₹ in Cr

Q1FY25 Performance by Market

SISA

ROW


₹ in Cr

Q1FY25 Performance by Market (Excl. Arena)

SISA
REVENUE
6%


9,941

10,584

Q1FY24

Q1FY25

GM
0.1%


552

553

Q1FY24

Q1FY25

EBITDA
8%


264

286

Q1FY24

Q1FY25

PAT
10%


148

163

Q1FY24

Q1FY25

ROW Excl. Arena
4%


9,108

8,745

Q1FY24

Q1FY25

9%


556

507

Q1FY24

Q1FY25

5%


159

167

Q1FY24

Q1FY25

17%


95

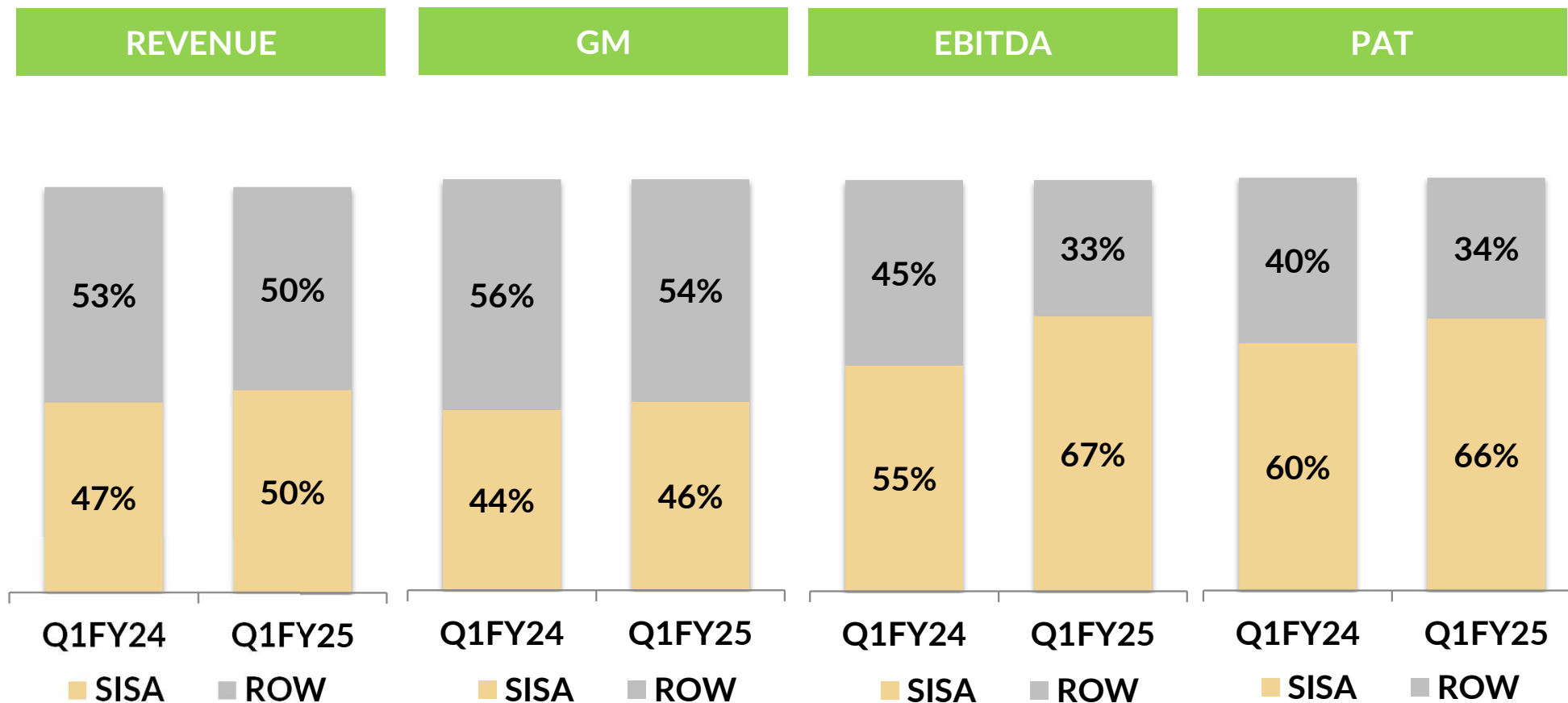
111

Q1FY24

Q1FY25

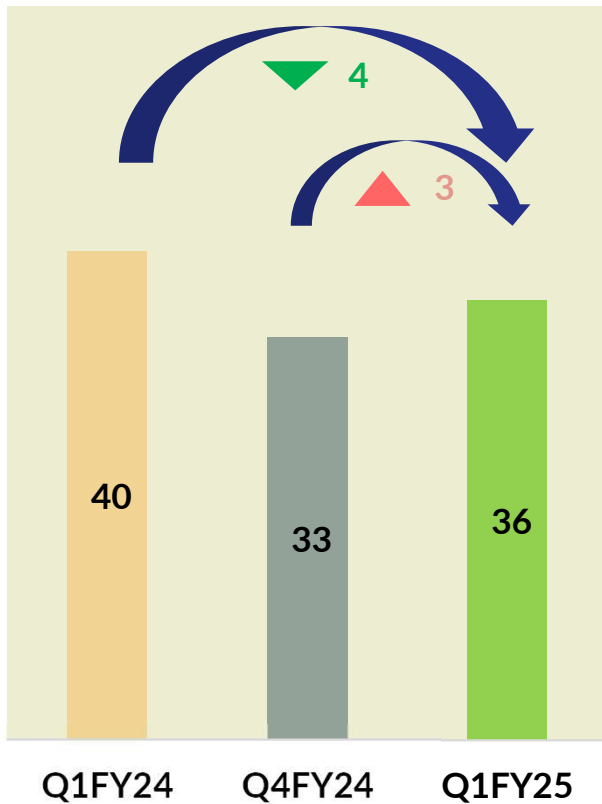
₹ in Cr

Q1FY25 Contribution by Market

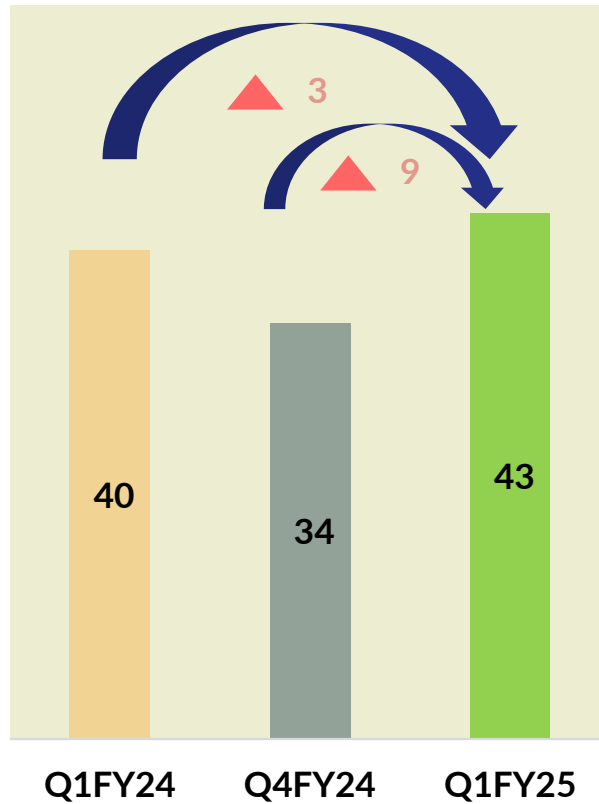


Q1FY25 Working Capital Days

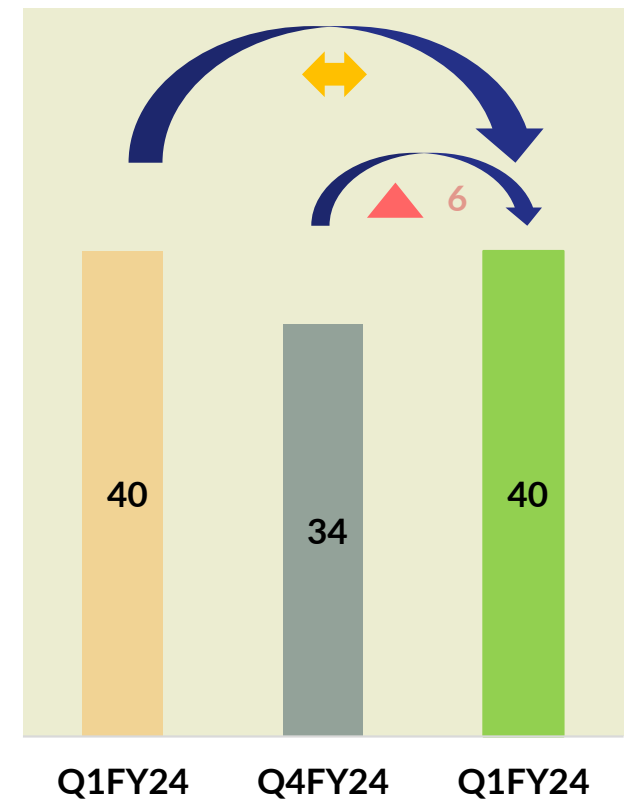
SISA



ROW

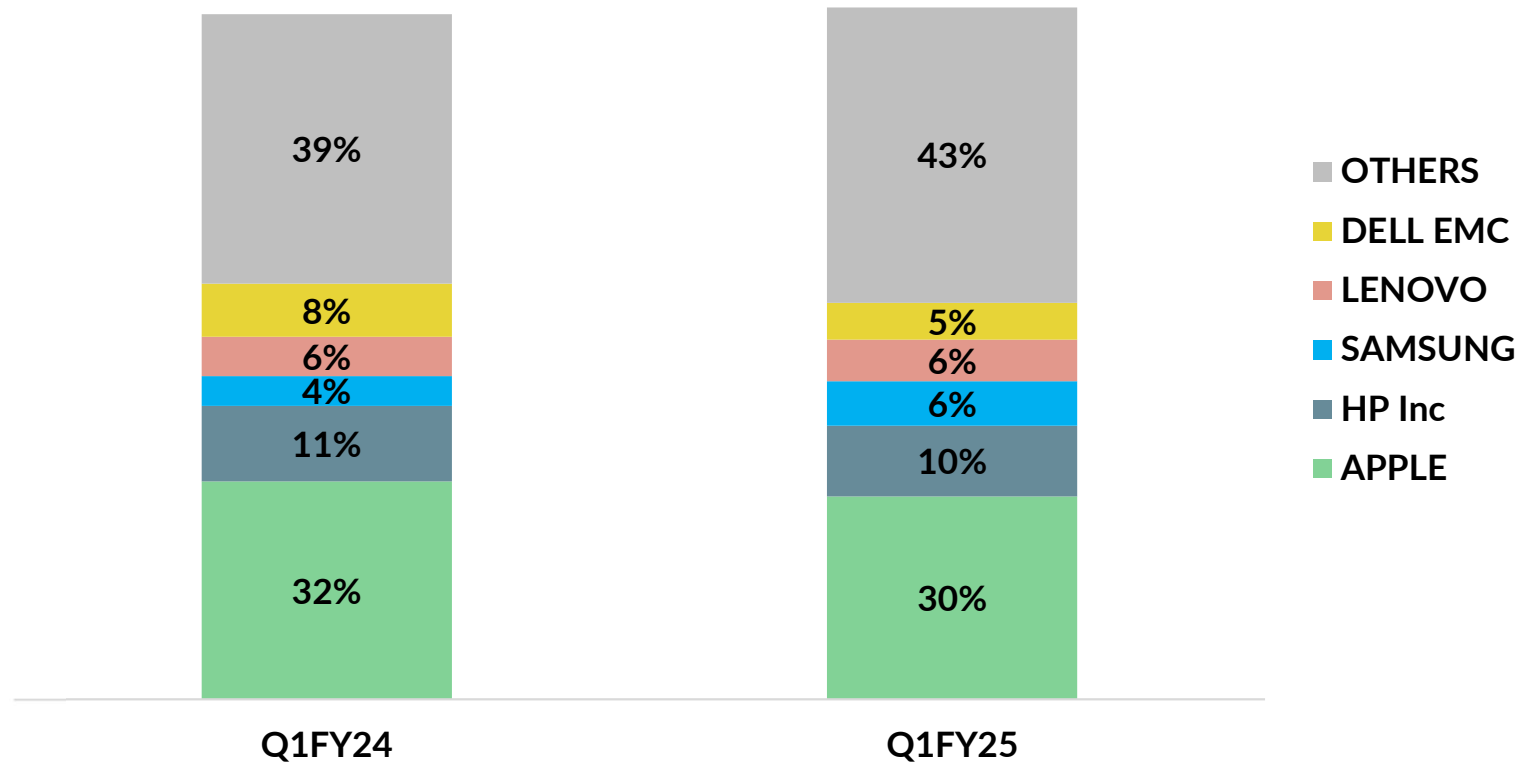


GLOBAL



Q1FY25 Top 5 Vendors

REVENUE



Q1FY25 Verticals Revenue

| Verticals | SISA | | | ROW | | | GLOBAL | | |
|------------------|--------|--------|------|--------|--------|------|--------|--------|------|
| | Q1FY24 | Q1FY25 | YoY | Q1FY24 | Q1FY25 | YoY | Q1FY24 | Q1FY25 | YoY |
| ESG | 3,345 | 3,806 | 14% | 3,765 | 3,504 | -7% | 7,110 | 7,310 | 3% |
| TSG | 3,165 | 3,021 | -5% | 2,652 | 2,559 | -4% | 5,817 | 5,581 | -4% |
| MSG | 2,922 | 3,158 | 8% | 4,329 | 3,895 | -10% | 7,251 | 7,053 | -3% |
| CSG | 315 | 444 | 41% | 353 | 455 | 29% | 668 | 899 | 35% |
| Renewable energy | 91 | 48 | -47% | 38 | 4 | -89% | 129 | 52 | -60% |
| Logistics | 135 | 138 | 2% | 75 | 90 | 21% | 210 | 228 | 9% |
| Other Services | 18 | 21 | 16% | 127 | 274 | 115% | 146 | 295 | 103% |

Logistics & Other Services Revenue includes captive revenue

Amounts may not add due to intercompany eliminations, rounding

Glossary:

| Name | Description | Products / Services |
|------------------|-----------------------------------|---|
| ESG | End Point Solutions Group | Consumer & Commercial PCs, Print & Supplies |
| TSG | Technology Solutions Group | Networking, Security, Software, Server & Storage |
| MSG | Mobility Solutions Group | Smart Phones & Feature Phones |
| CSG | Cloud Solutions Group | Cloud Resell & Managed services |
| Renewable energy | Solar | Solar Panels & Inverters |
| Logistics | ProConnect Supply Chain Solutions | Logistics, Warehousing, Transportation & VAS |
| Other Services | Ensure, Paynet & RGS | Ensure : IT Services, Paynet : Fintech, RGS : Shared Services |

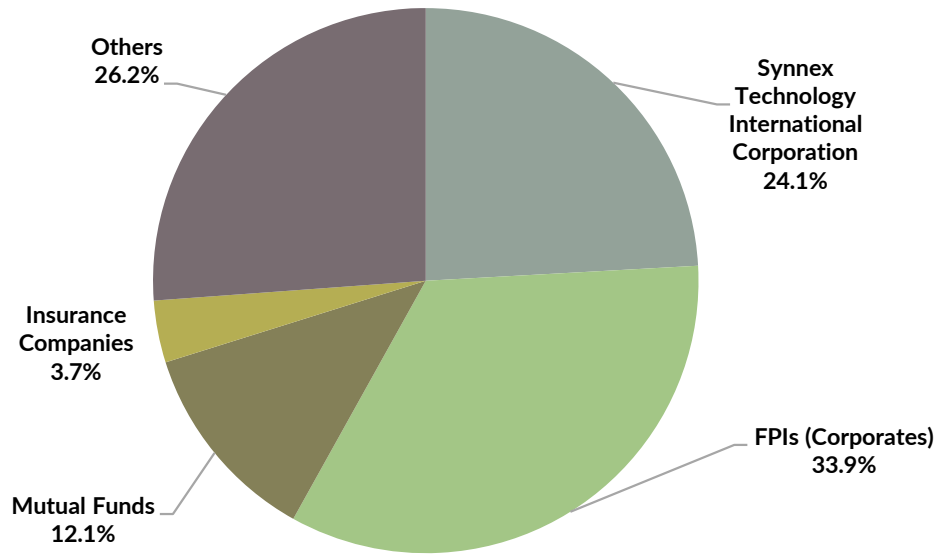
₹ in Cr

Q1FY25 Free Cash Flow Statement

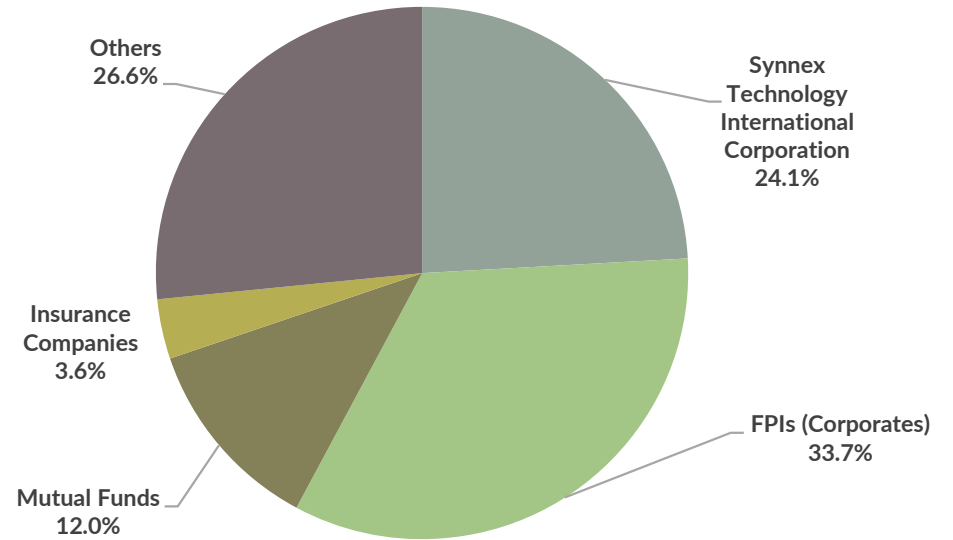
| Particulars (₹ in Cr) | Q1FY24 | Q4FY24 | Q1FY25 |
|--------------------------------------|----------------|--------------|--------------|
| Profit Before Taxation | 352 | 381 | 292 |
| Non-cash items | 28 | 42 | 41 |
| Finance Cost | 65 | 74 | 60 |
| Changes in Working Capital | (1,545) | 768 | (641) |
| Direct Tax Paid | (117) | (128) | (116) |
| Net Cash Flow from Operations | 1,217 | 1,137 | (363) |
| Capex | 3 | 44 | (16) |
| Outflow of Finance Cost | (62) | (79) | (56) |
| Free Cash Flow | (1,277) | 1,102 | (436) |

FCF = NCFO - Capex - Finance cost
 Amounts may not add due to rounding

Shareholding Pattern



Mar-2024



Jun-2024



Investor Contacts

Vijayshyam Acharya K
Compliance Officer

Registered office:
Block 3, Plathin, Redington Tower,
Inner Ring Road, Saraswathy Nagar West, 4th Street,
Puzhuthivakkam,
Chennai - 600 091

<https://www.redingtongroup.com>

CIN - L52599TN1961PLC028758

