



EARNINGS PRESENTATION

Q3FY25



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 Revenue and PAT in any Quarter PAT grew faster than Revenue during the Quarter

- **Q3FY25** – YoY growth
 - **Global excl. Arena** - Revenue grew by **16%**, EBITDA grew by **17%** and PAT grew by **19%**
 - **SISA** – Revenue grew by **17%**, EBITDA grew by **19%** and PAT grew by **36%**
 - **ROW excl. Arena** – Revenue grew by **15%**, EBITDA grew by **15%** and PAT grew by **4%**
 - **Global incl. Arena**, Revenue grew by **14%**, EBITDA grew by **16%** and PAT grew by **17%**
- **9MFY25** – YoY growth
 - **Global excl. Arena** - Revenue grew by **12%**, EBITDA grew by **7%** and PAT grew by **12%**
 - **SISA** – Revenue grew by **16%**, EBITDA grew by **10%** and PAT grew by **19%**
 - **ROW excl. Arena** – Revenue grew by **7%**, EBITDA grew by **3%** and PAT grew by **2%**
 - **Global incl. Arena**, Revenue grew by **9%**, EBITDA de-grew by **1%** and PAT grew by **5%**

Global PAT for the quarter reached INR400cr

- **Key Metrics – Global**
 - **WC days** for Q3FY25 is 33 days, improvement of **3 days** on YoY basis
 - Q3FY25 - ROCE was **27%** and ROE was **20%**
 - Q3FY25 – CSG grew by 42% on YoY basis and TSG grew by 28%

SISA BUSINESS

Q3FY25

YoY Revenue grew by **17%**, EBITDA grew by **19%** and PAT grew by **36%**

ROCE was at **28%** and ROE at **23%**.

WC days stood at **31** days, reduced by **7 days** on YoY basis.

YoY Strong growth in **TSG** by **30%**

INDIA DISTRIBUTION

- Q3FY25 YoY Revenue grew by **18%**, EBITDA grew by **17%** and PAT grew by **31%**

ROW BUSINESS

Q3FY25

YoY Revenue grew by **10%**, EBITDA grew by **12%** and PAT grew by **2%**

WC days stood at **35** days, up by **1** day on YoY basis

YoY Strong growth in **TSG** by **25%** and **CSG** by **40%**

PROCONNECT GLOBAL

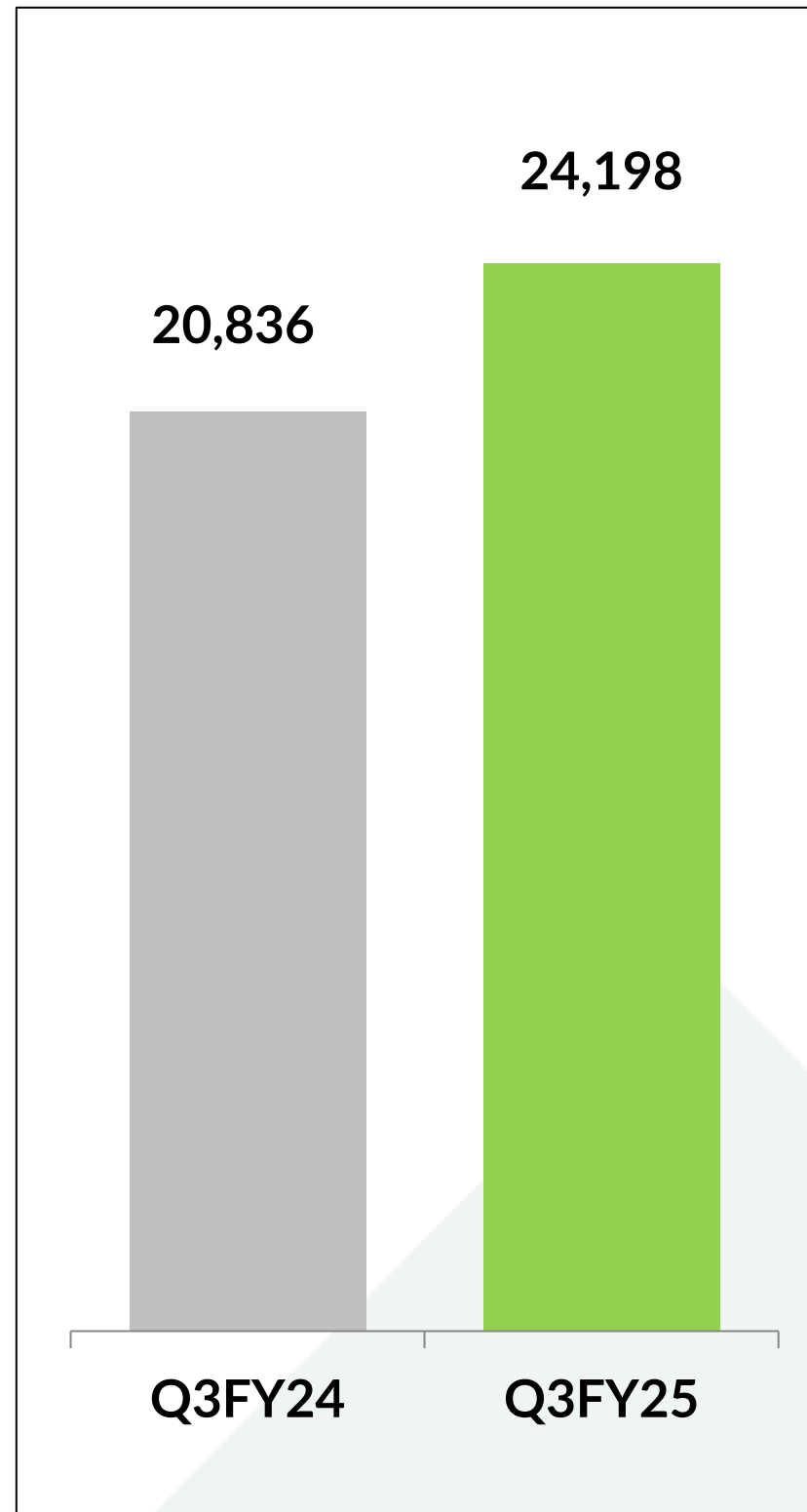
- Q3FY25 YoY - Revenue grew by **14%**, EBITDA grew by **13%**
- 9MFY25 YoY - Revenue grew by **11%**, EBITDA grew by **21%**
- 9MFY25 - EBITDA margin was at **11%**

**Q3 FY25
Performance
Snapshot**



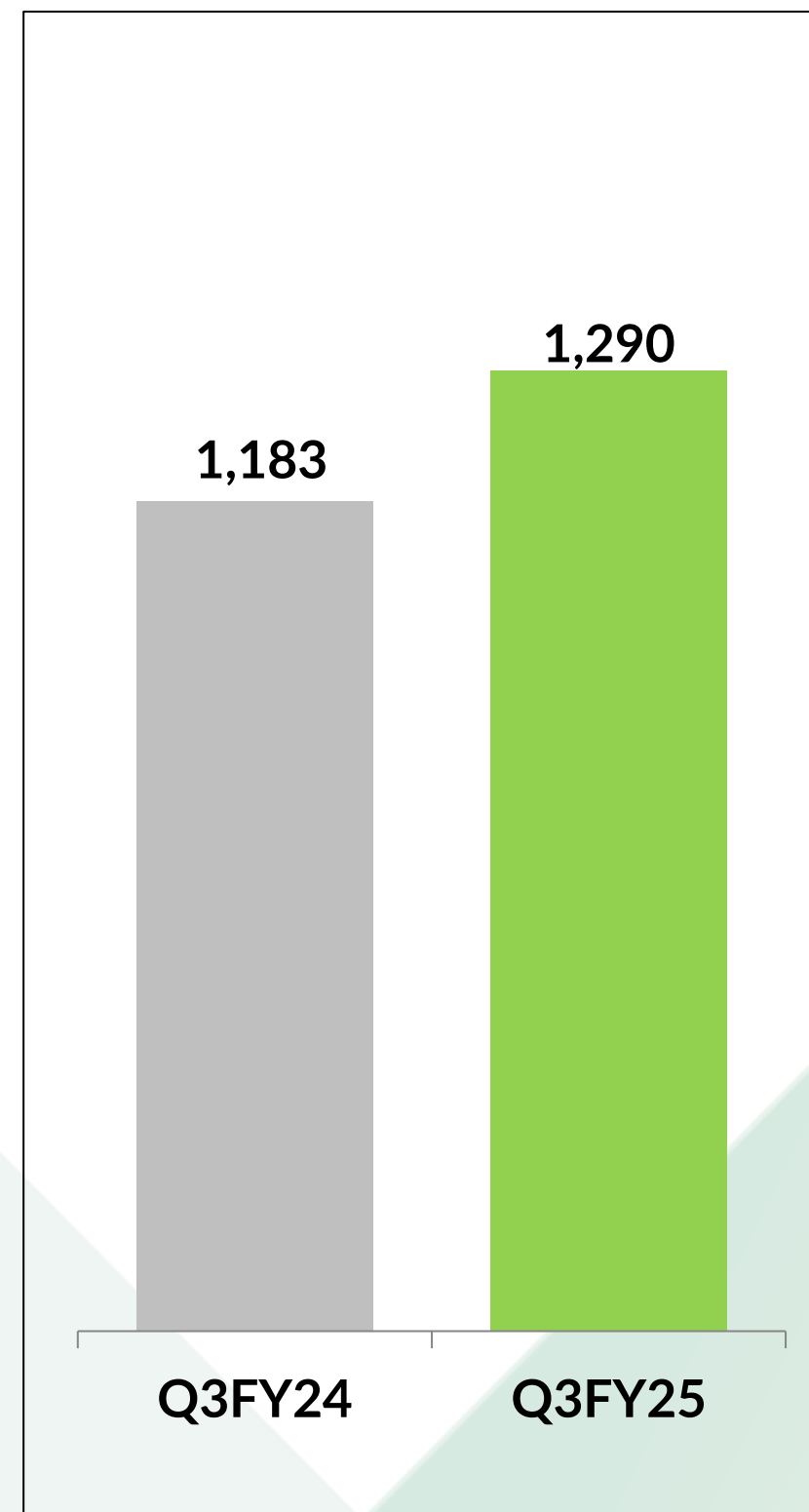
REVENUE

16% ▲



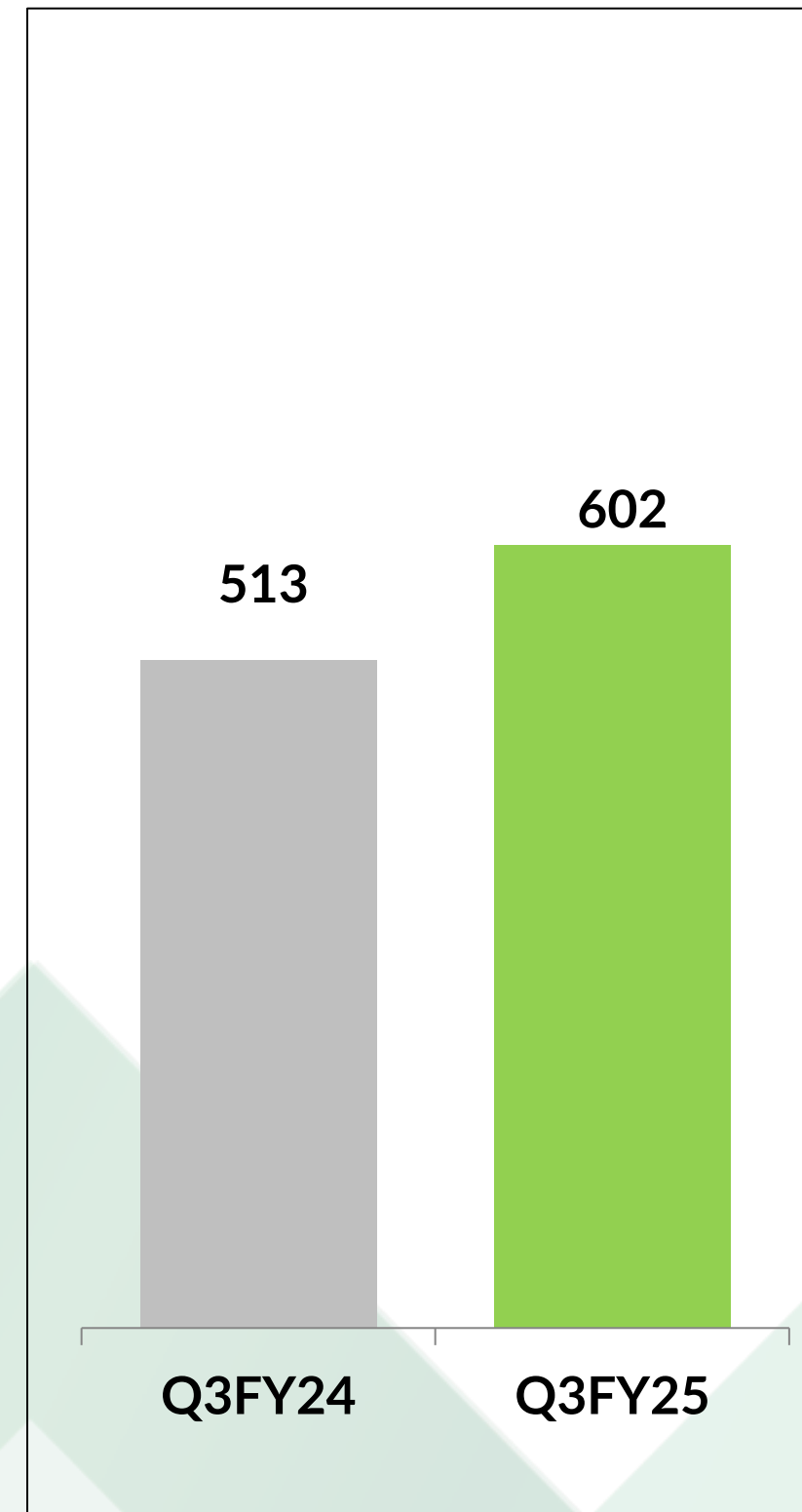
GM

9% ▲



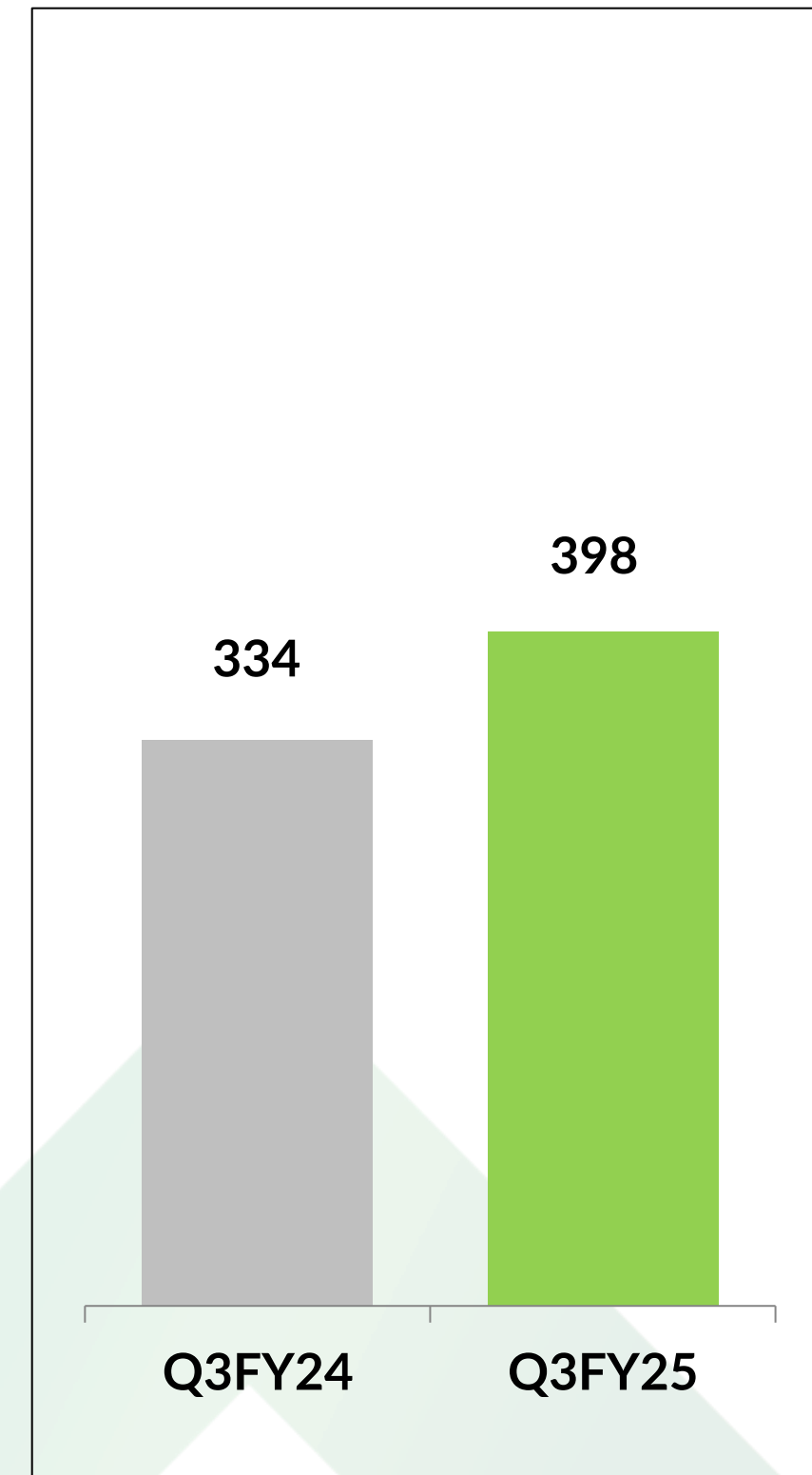
EBITDA

17% ▲



PAT

19% ▲

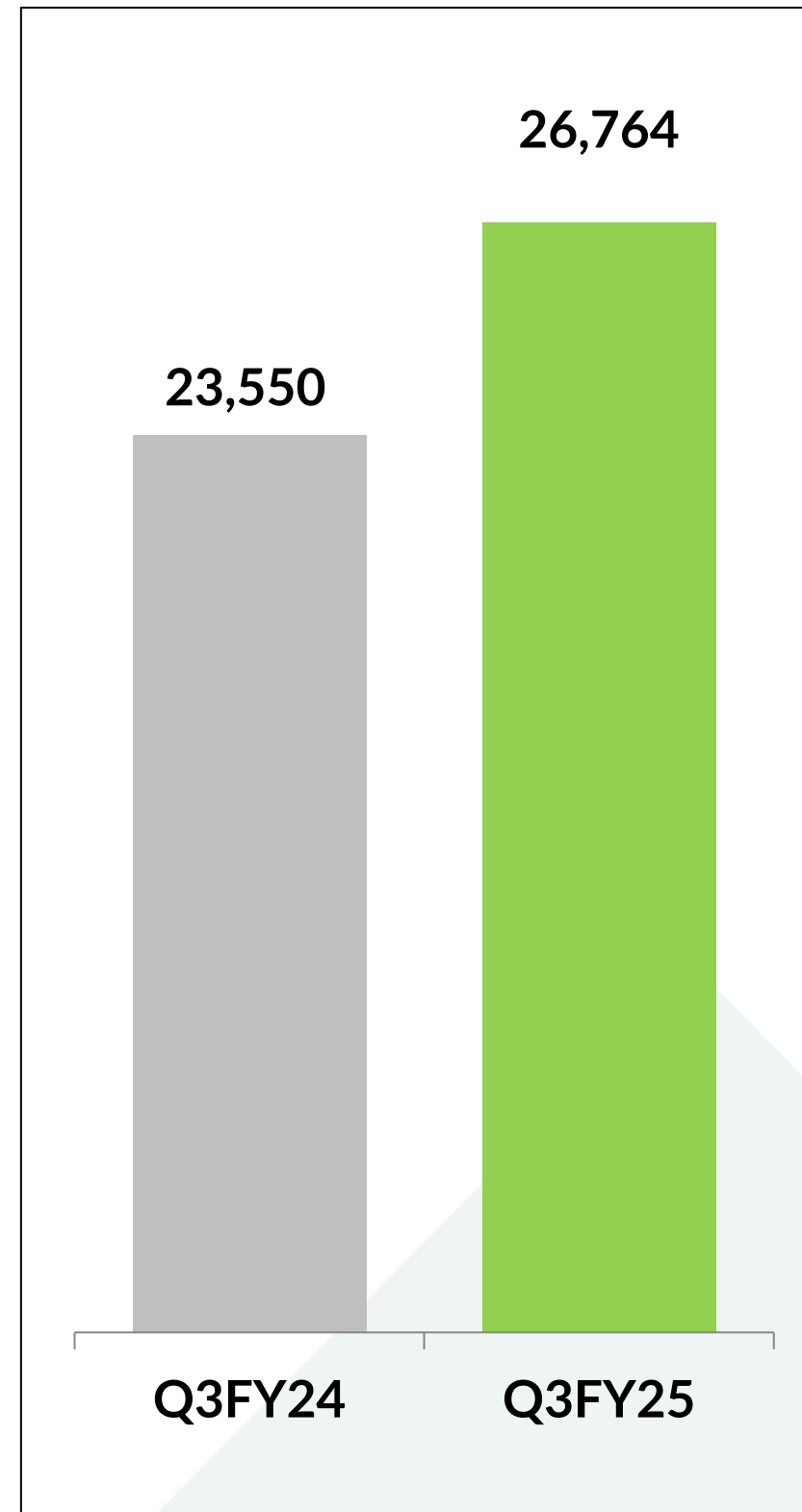


₹ in Cr

Q3FY25 Redington Global Performance

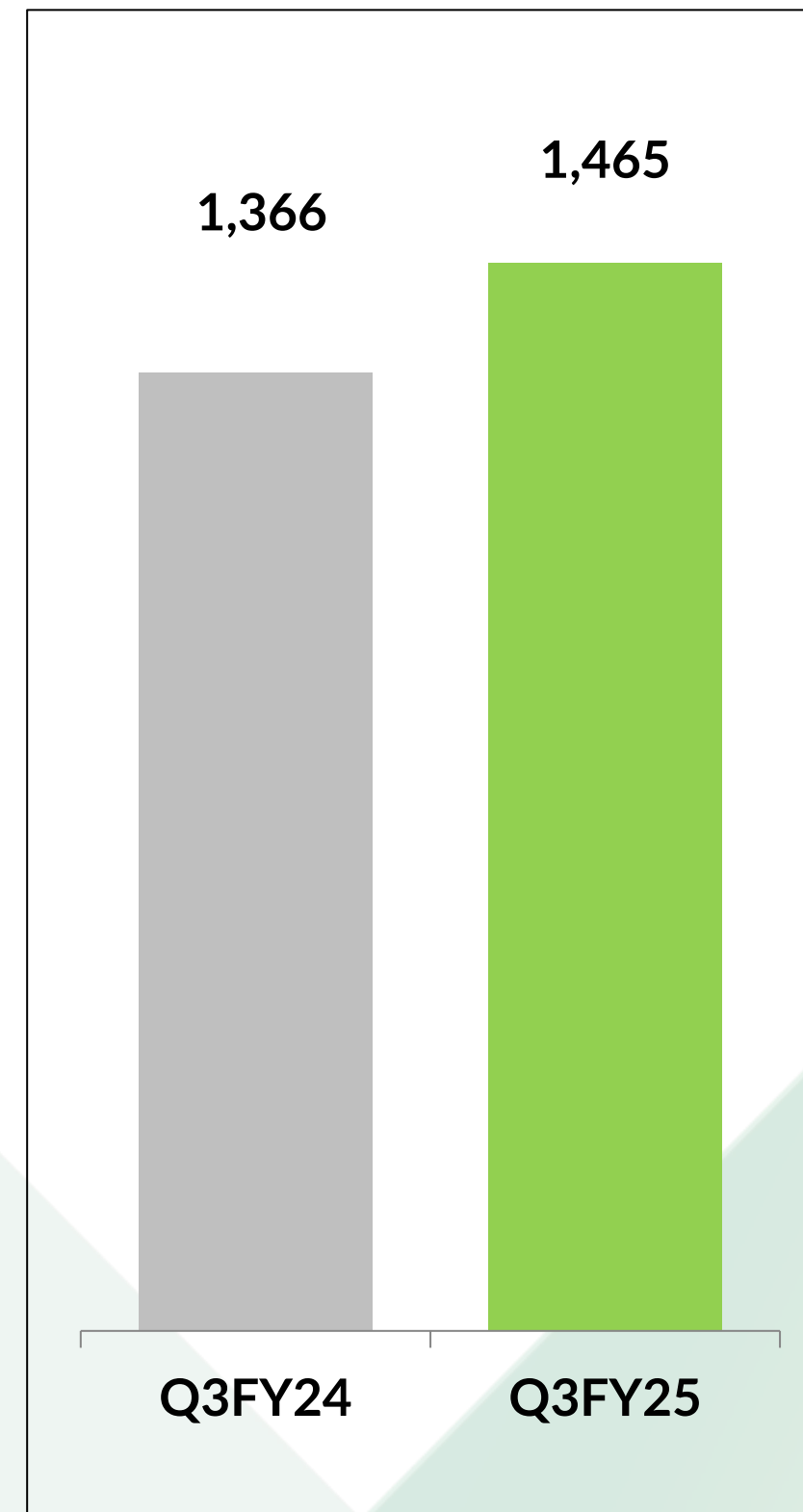
REVENUE

14% 




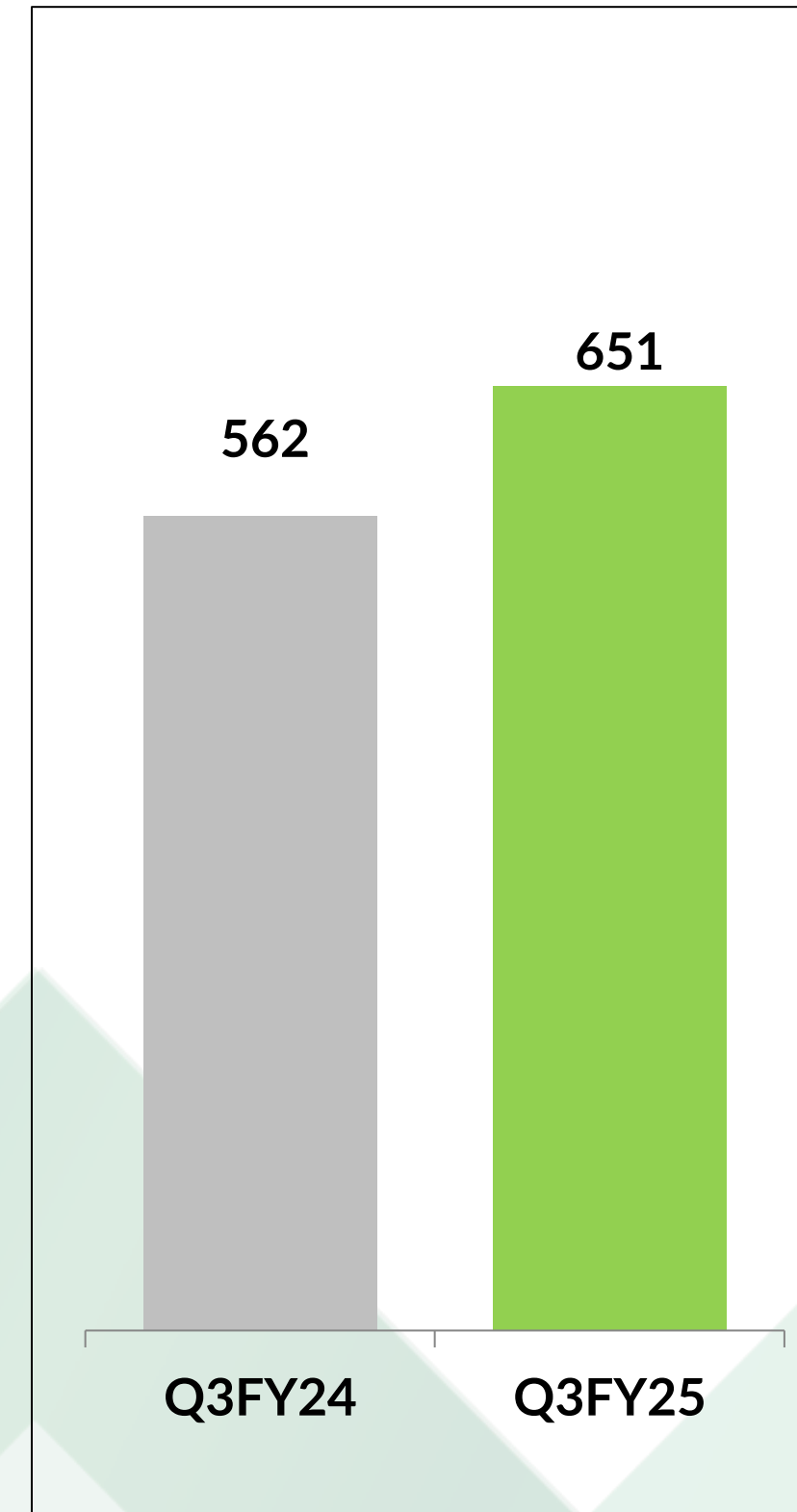
GM

7% 




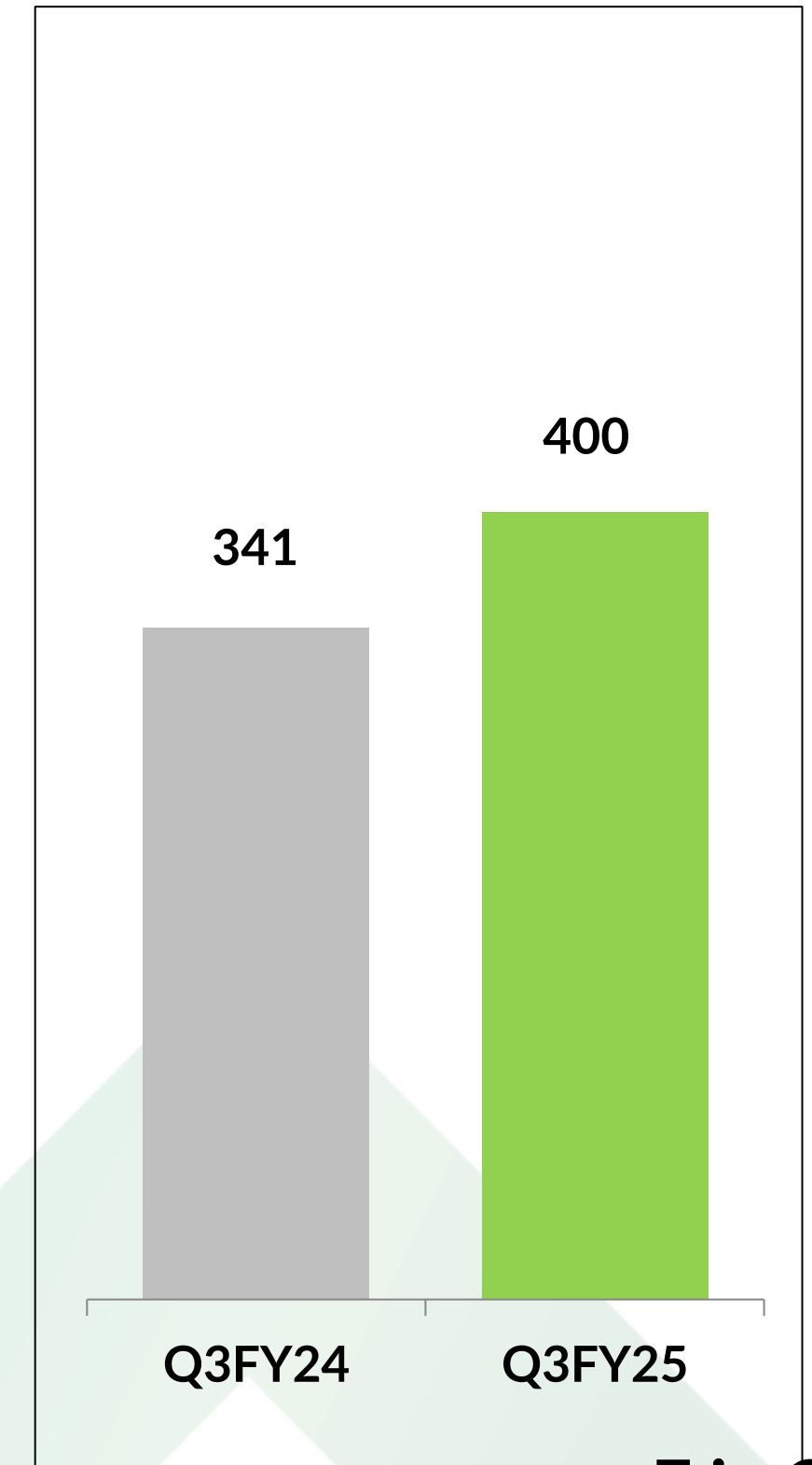
EBITDA

16% 



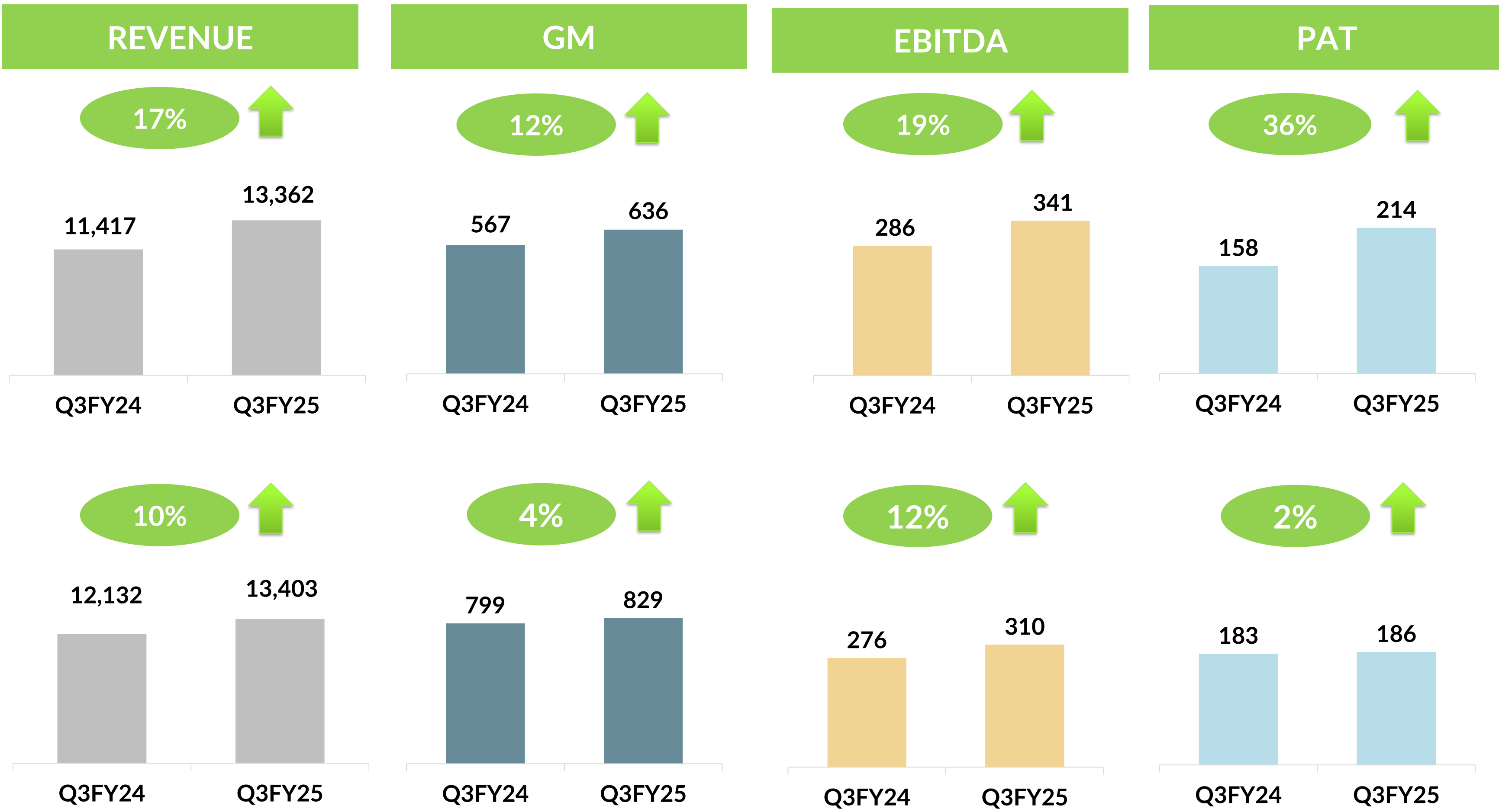
PAT

17% 



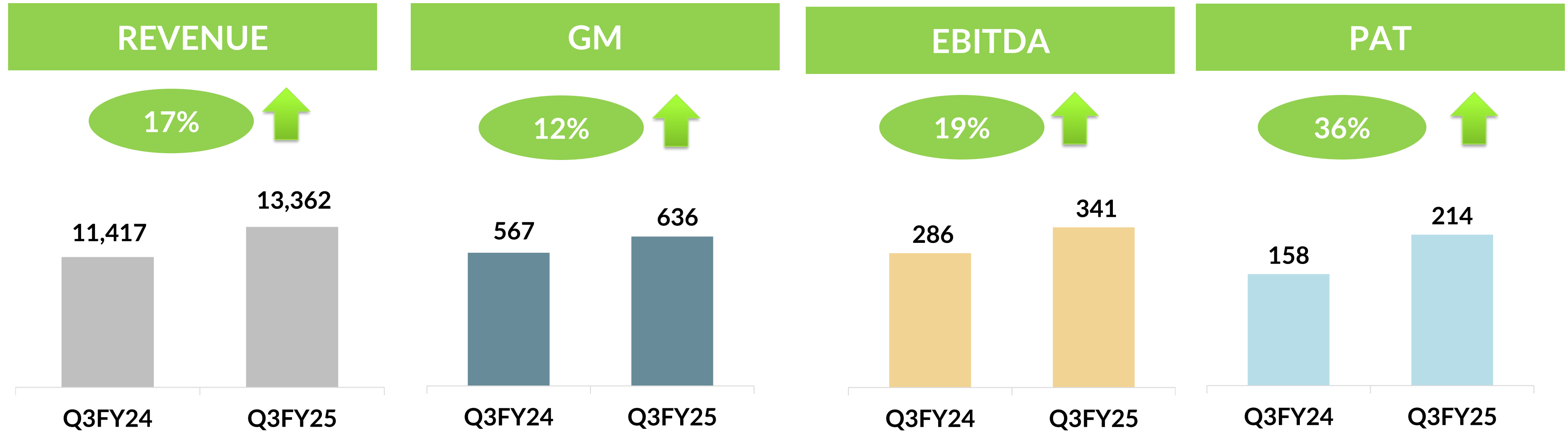
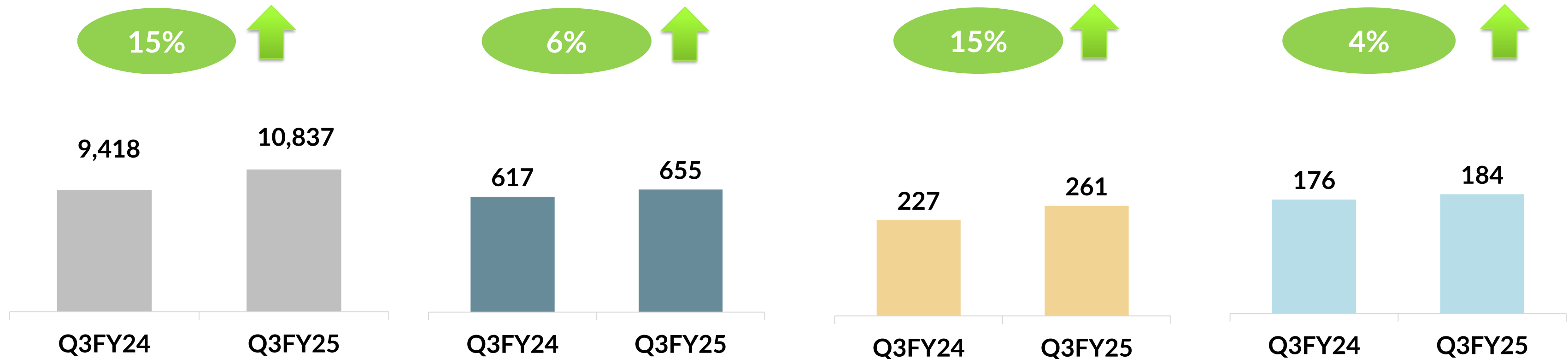
₹ in Cr

Q3FY25 Performance by Market

SISA
ROW


₹ in Cr

Q3FY25 Performance by Market (Excl. Arena)

SISA

ROW Excl. Arena


₹ in Cr

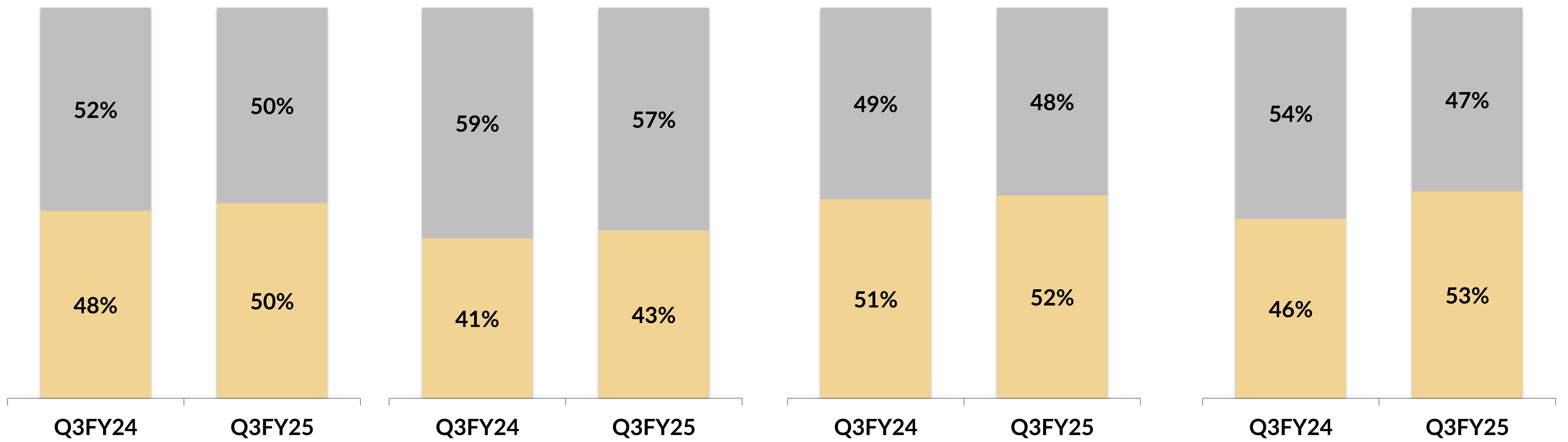
Q3FY25 Contribution by Market

REVENUE

GM

EBITDA

PAT



■ SISA ■ ROW

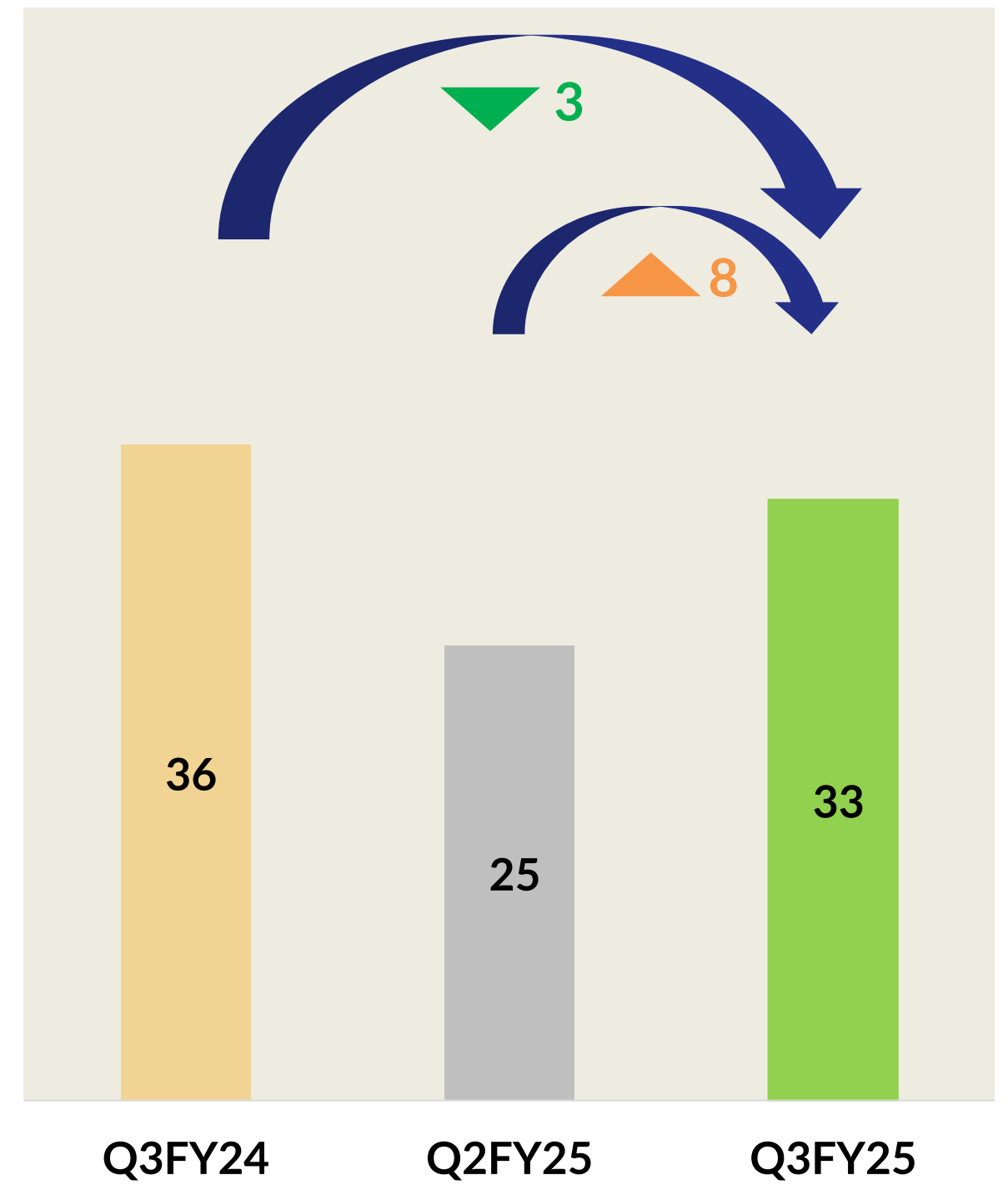
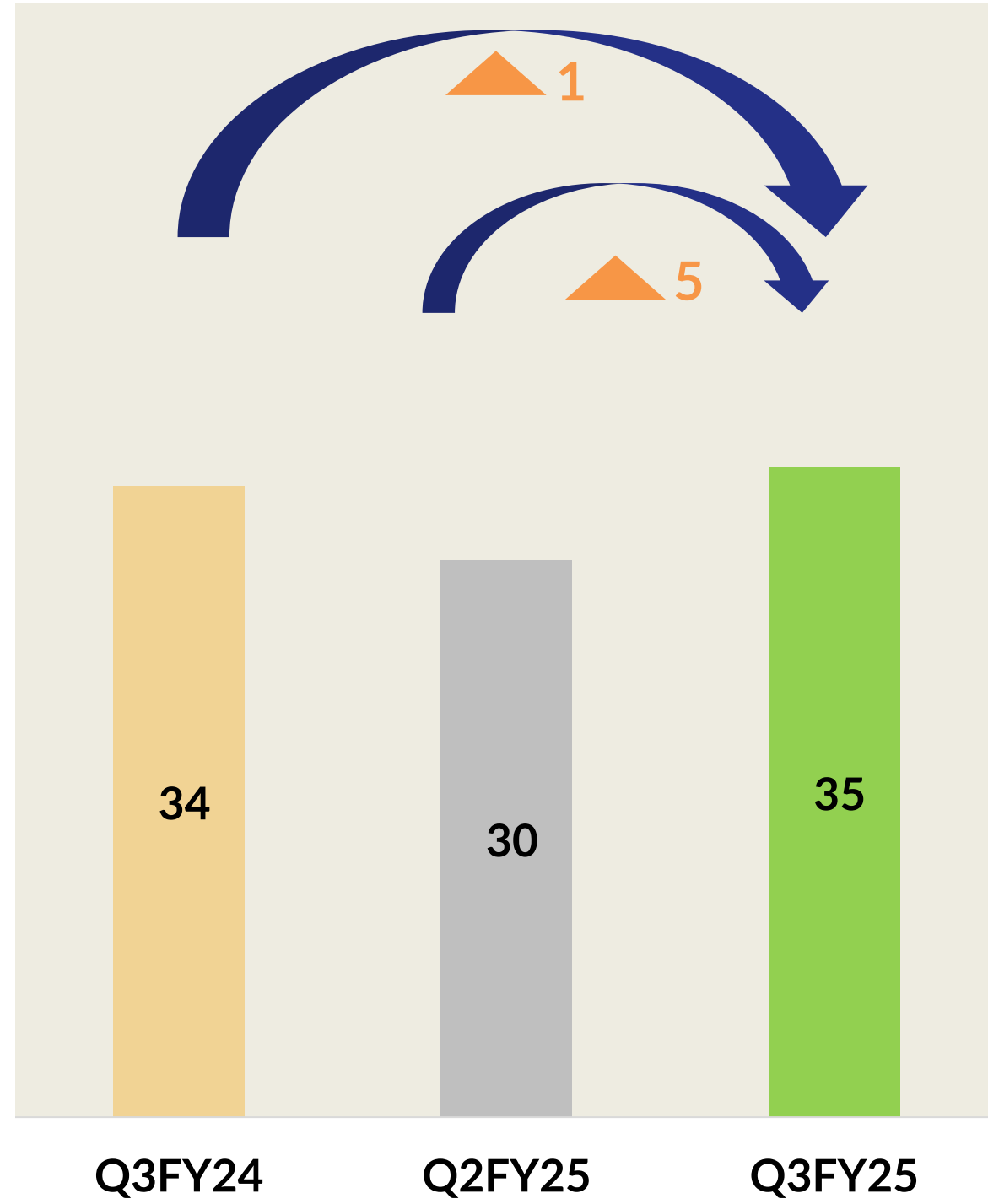
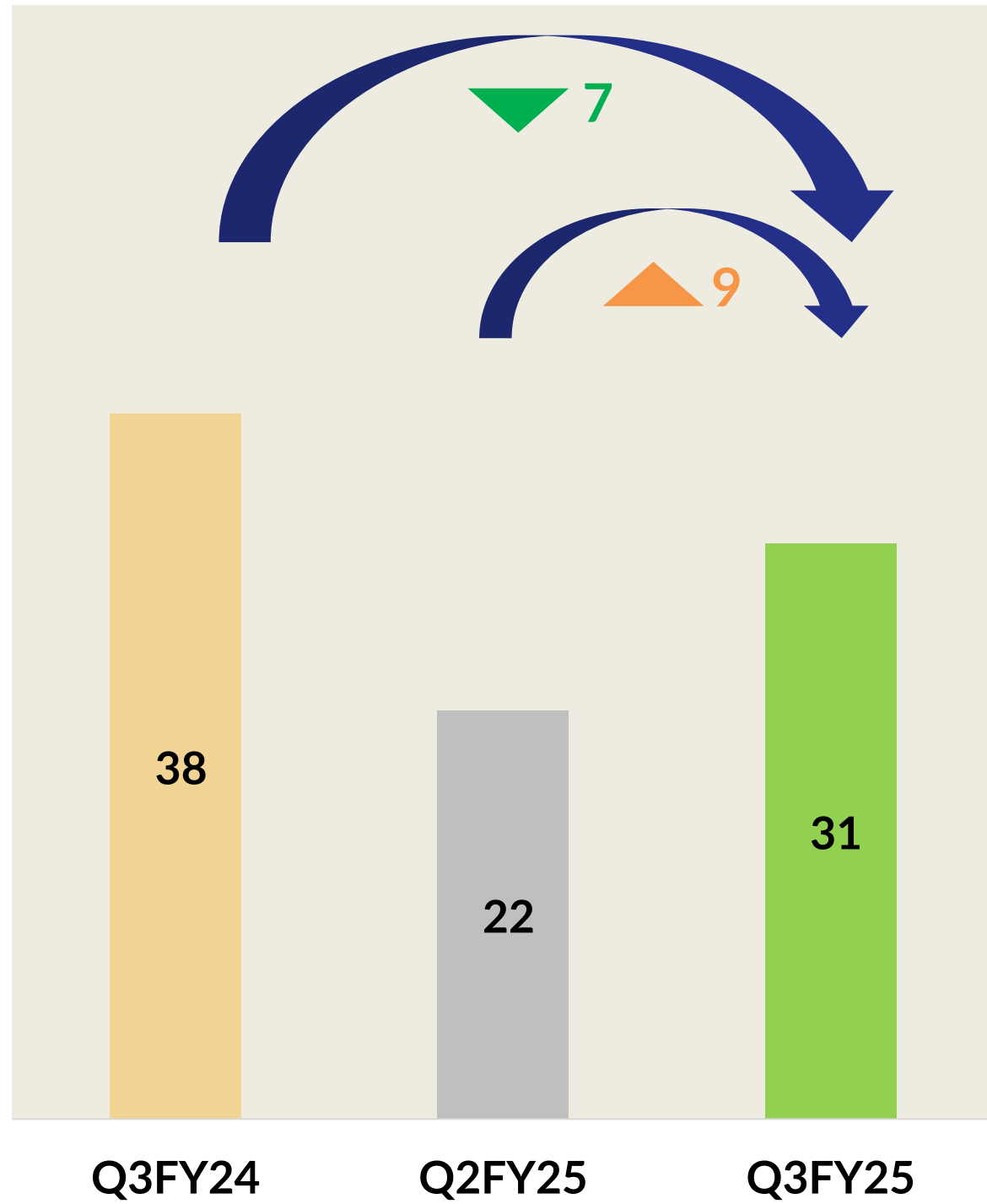


Q3FY25 Working Capital Days

SISA

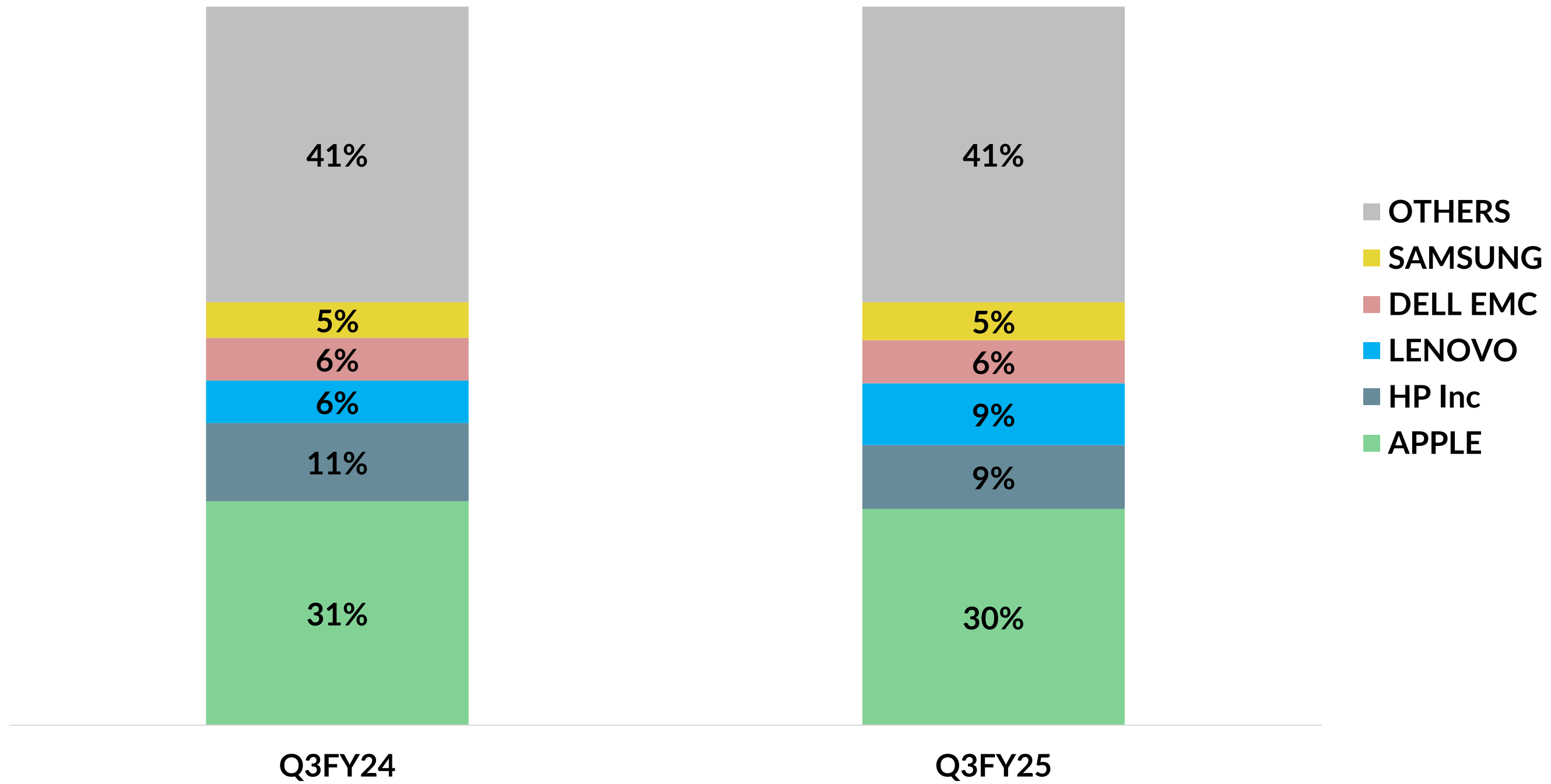
ROW

GLOBAL



Q3FY25 Top 5 Vendors

REVENUE



Verticals	SISA			ROW			GLOBAL		
	Q3FY24	Q3FY25	YoY	Q3FY24	Q3FY25	YoY	Q3FY24	Q3FY25	YoY
ESG	3,213	3,481	8%	4,303	4,489	4%	7,516	7,970	6%
TSG	3,401	4,424	30%	2,765	3,457	25%	6,166	7,881	28%
MSG	4,215	4,803	14%	4,371	4,516	3%	8,586	9,319	9%
CSG	369	529	44%	412	578	40%	781	1,108	42%
Renewable energy	114	15	-86%	0	15	4968%	115	30	-73%
Logistics	140	145	4%	69	93	34%	209	238	14%
Other Services	19	19	-1%	237	286	21%	256	305	19%

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

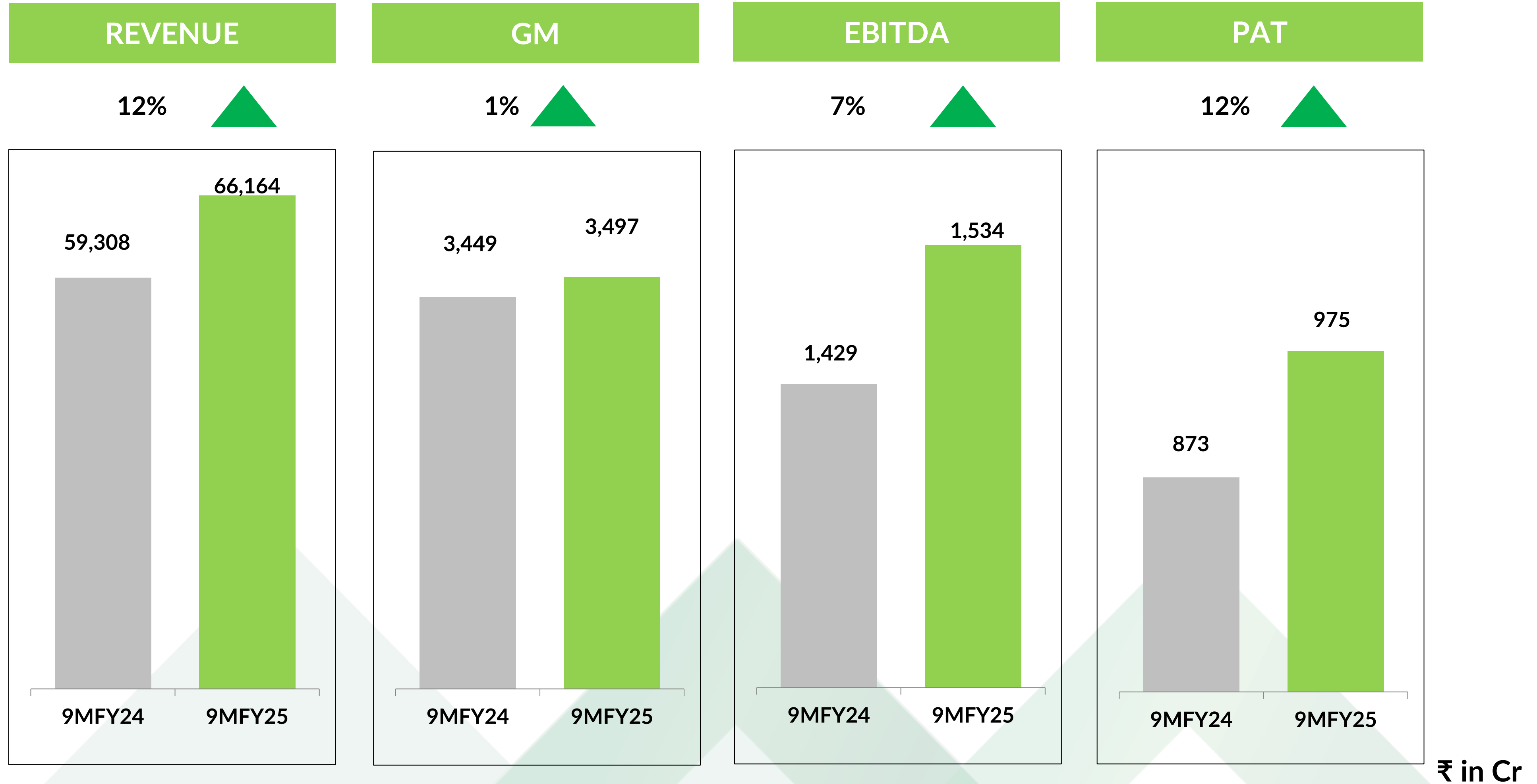
Q3FY25 Free Cash Flow Statement

Particulars (₹ in Cr)	Q3FY24	Q2FY25	Q3FY25
Profit Before Taxation	434	381	513
Non-cash items	45	44	61
Finance Cost	53	105	84
Changes in Working Capital	(610)	2,006	(2,473)
Direct Tax Paid	(105)	(150)	(118)
Net Cash Flow from Operations	(183)	2,386	(1,933)
Capex	(0)	(18)	(39)
Outflow of Finance Cost	(33)	(108)	(74)
Free Cash Flow	(217)	2,260	(2,046)

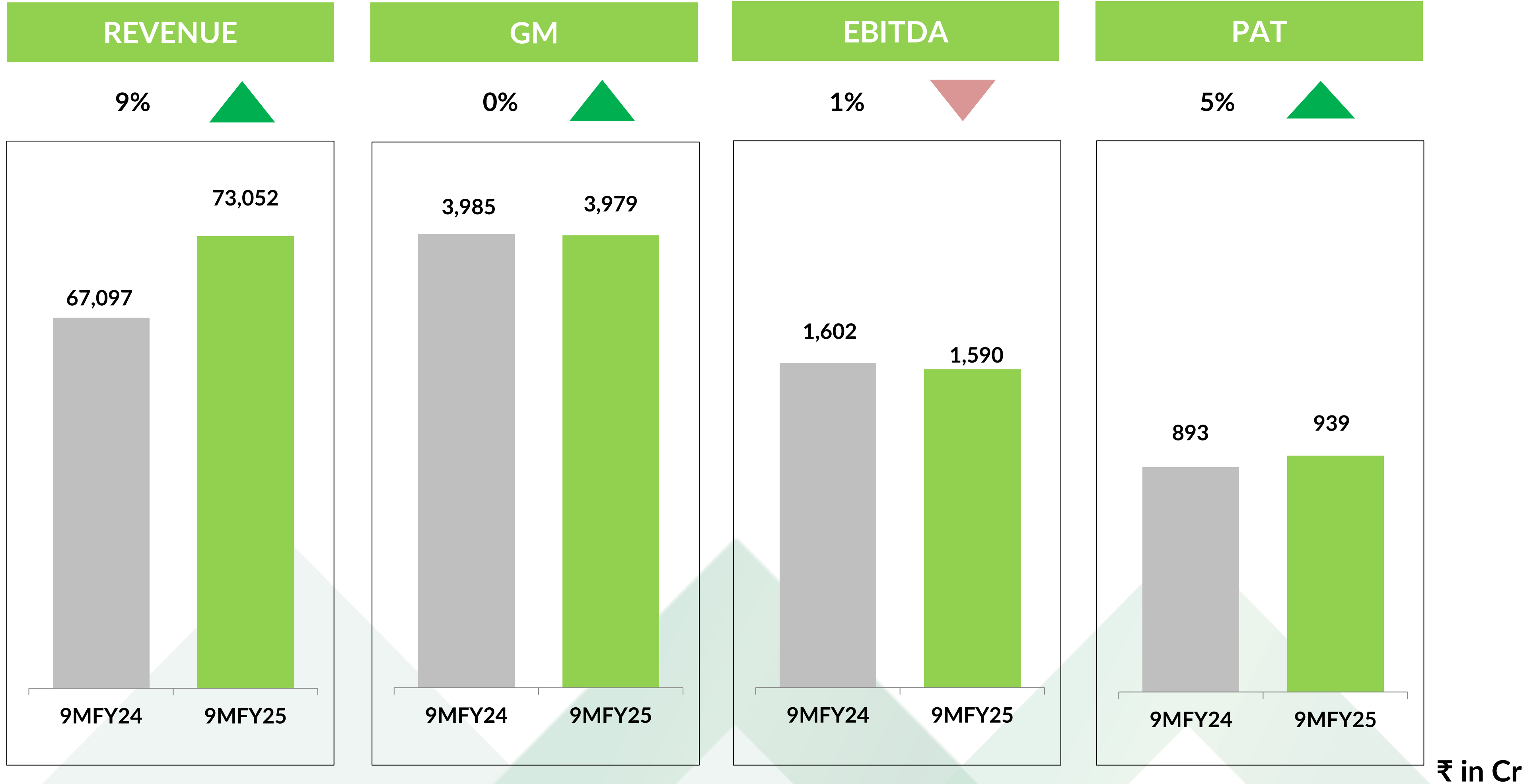
FCF = NCFO – Capex – Finance cost
 Amounts may not add due to rounding

**9M FY25
Performance
Snapshot**





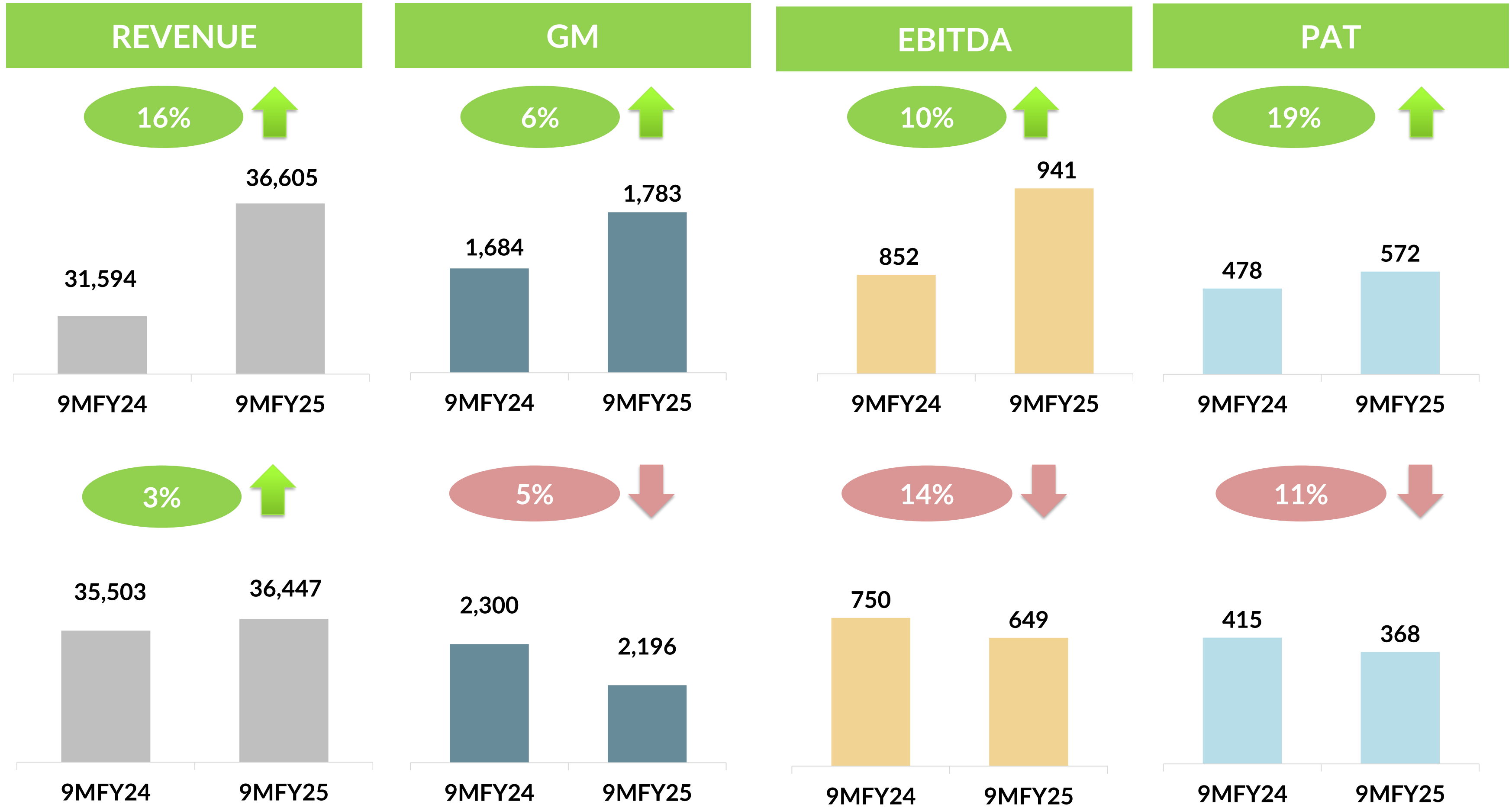
9MFY25 Redington Global Performance



9MFY25 Performance by Market

SISA

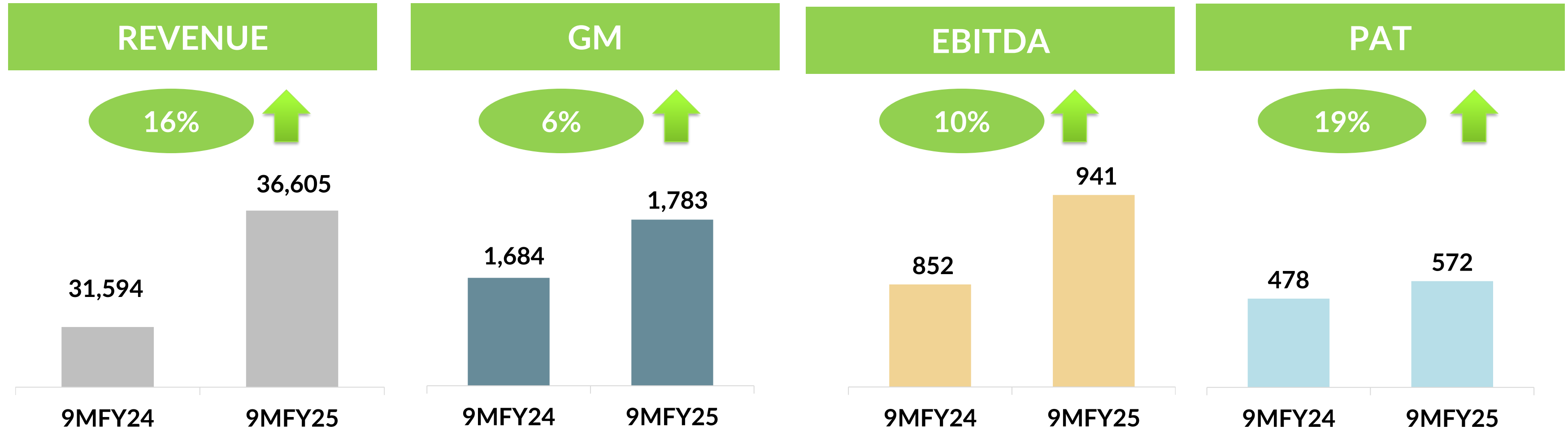
ROW



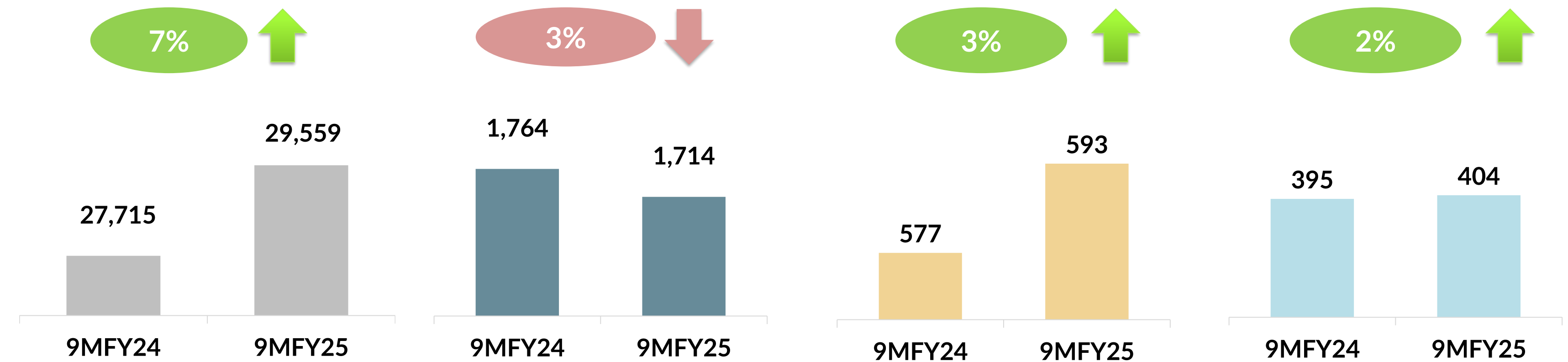
₹ in Cr

9MFY25 Performance by Market (Excl. Arena)

SISA



ROW Excl. Arena



₹ in Cr

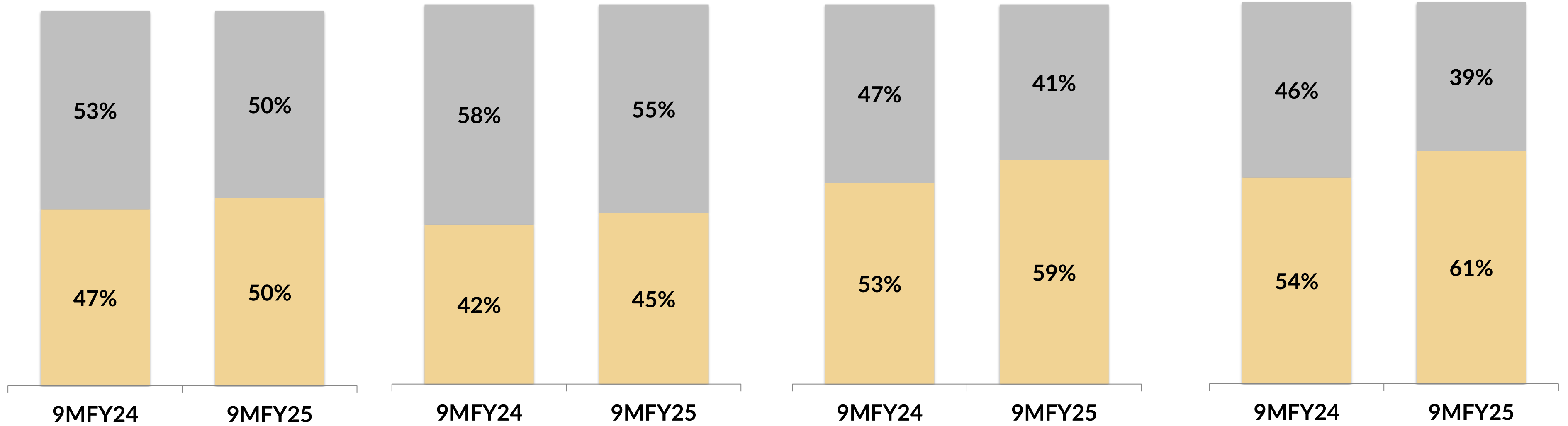
9MFY25 Contribution by Market

REVENUE

GM

EBITDA

PAT



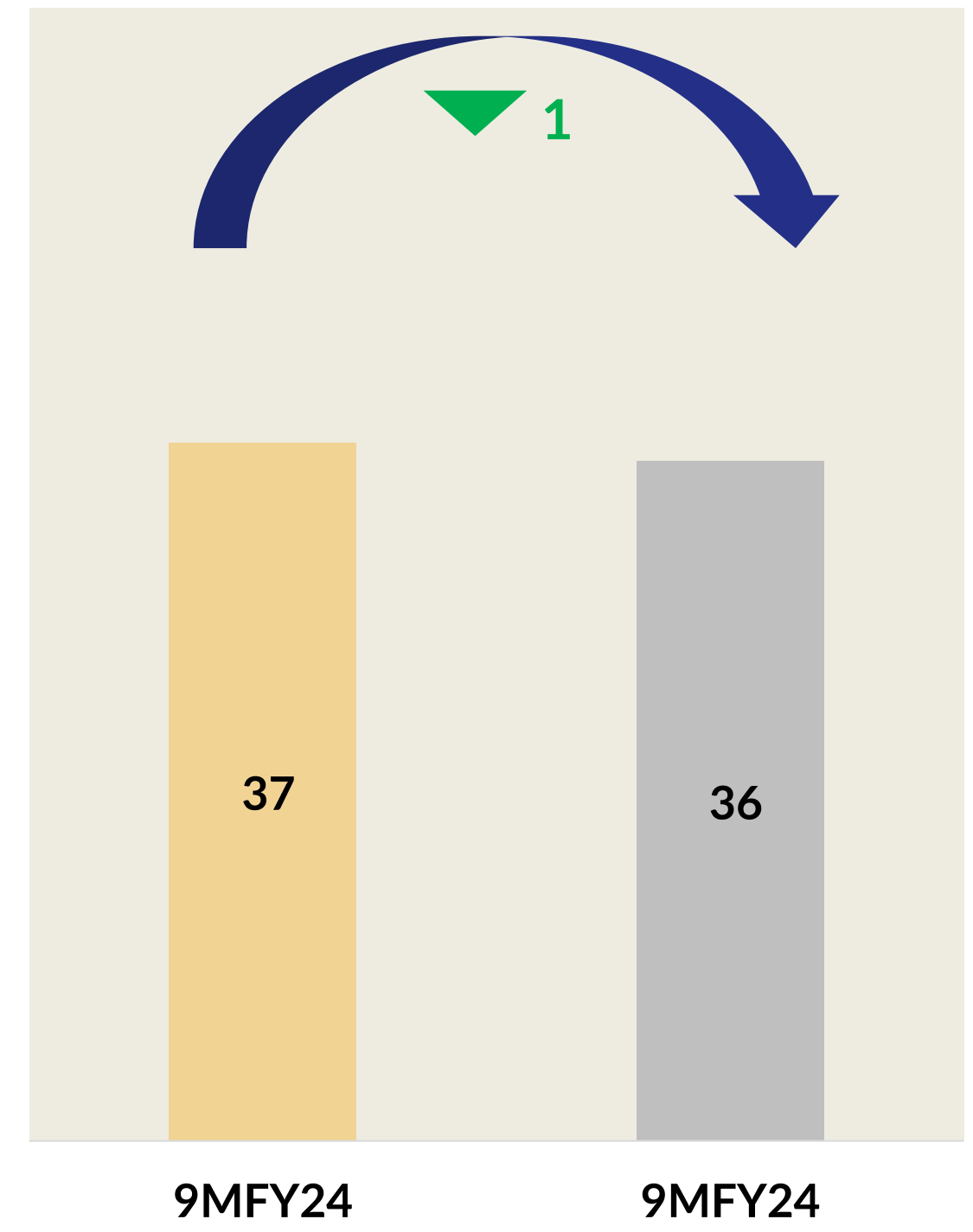
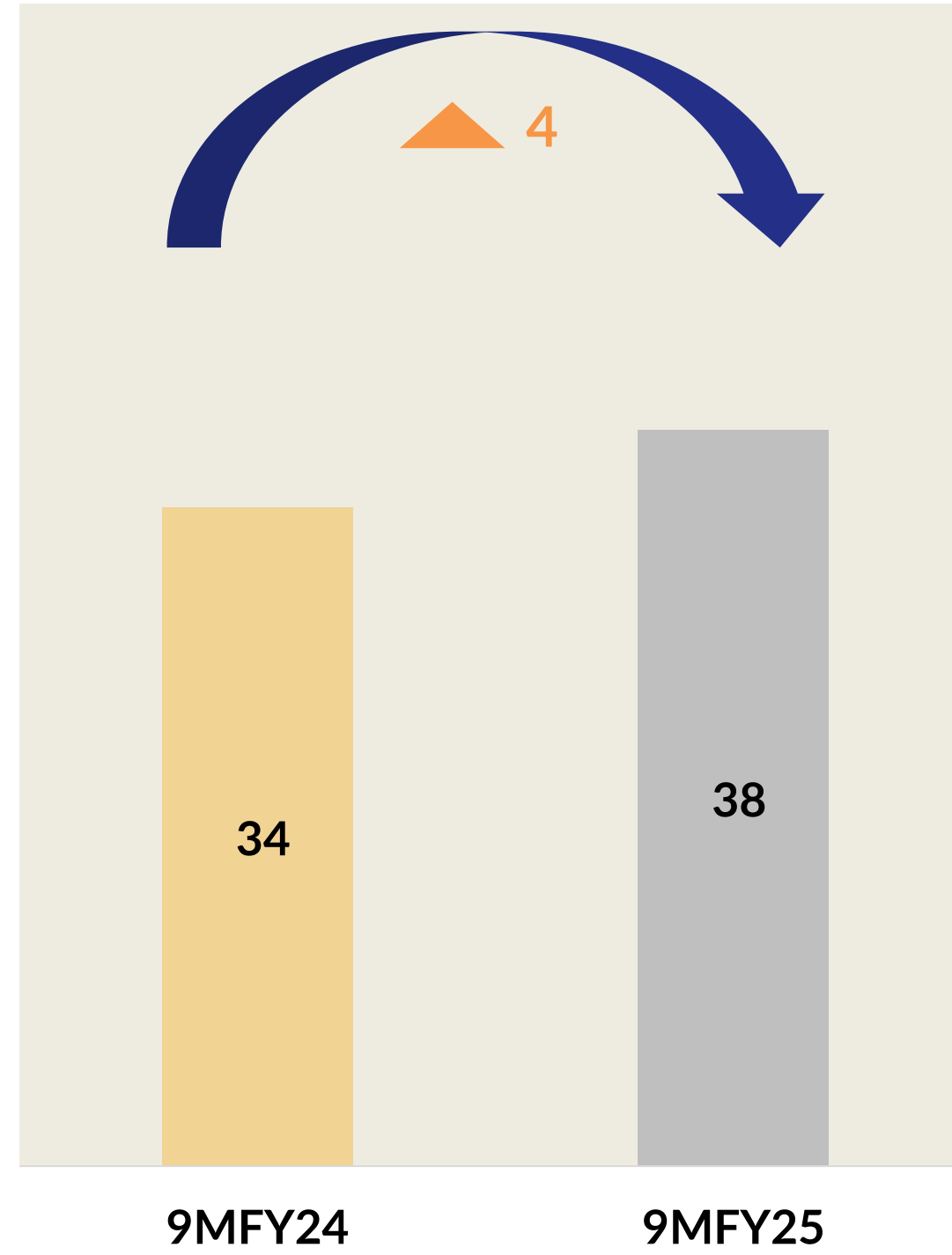
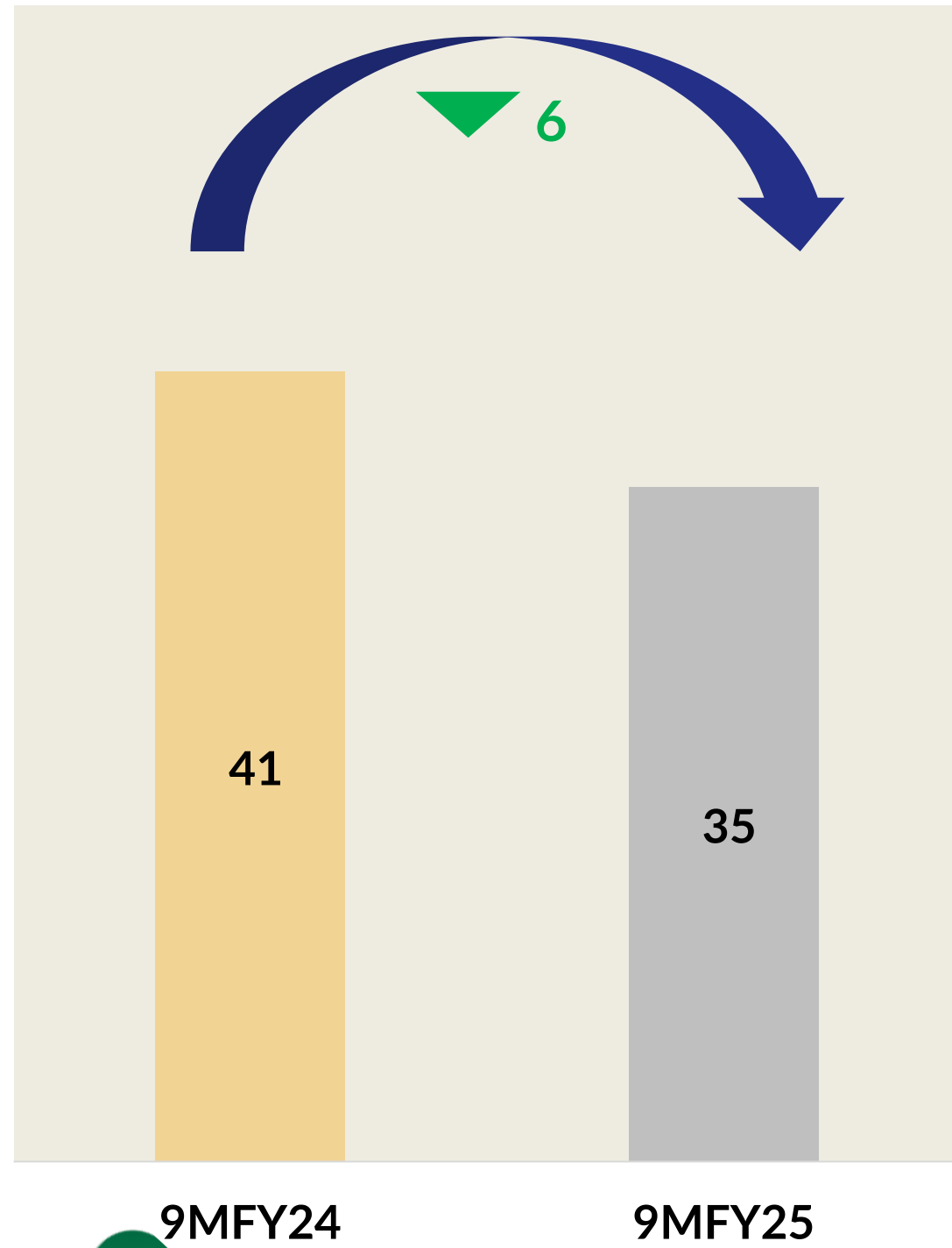
■ SISA ■ ROW

9MFY25 Working Capital Days

SISA

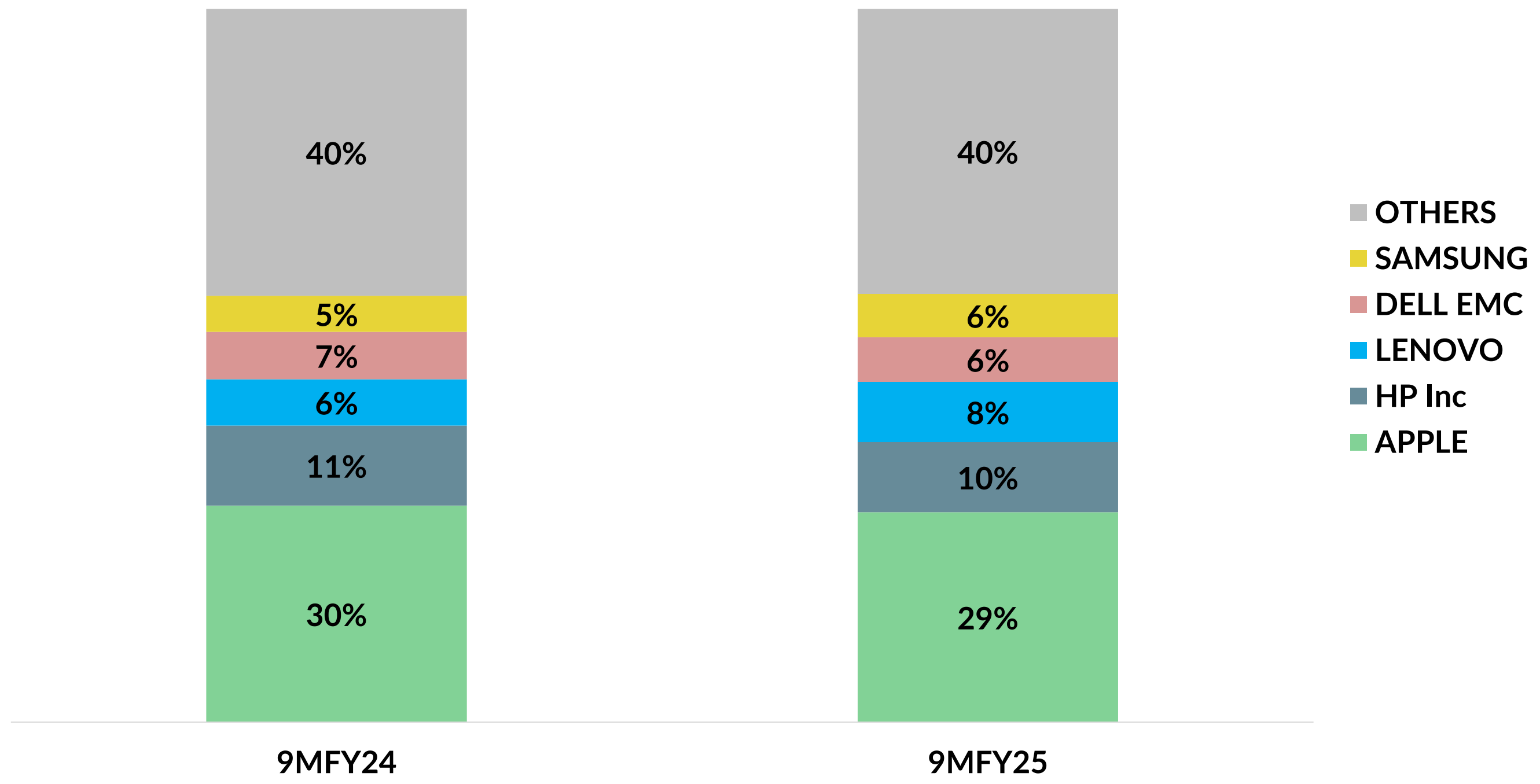
ROW

GLOBAL



9MFY25 Top 5 Vendors

REVENUE



Verticals	SISA			ROW			GLOBAL		
	9MFY24	9MFY25	YoY	9MFY24	9MFY25	YoY	9MFY24	9MFY25	YoY
ESG	10,073	11,489	14%	12,478	12,272	-2%	22,551	23,761	5%
TSG	9,920	11,127	12%	7,748	8,649	12%	17,668	19,776	12%
MSG	9,932	12,131	22%	13,418	12,953	-3%	23,350	25,085	7%
CSG	997	1,451	46%	1,086	1,528	41%	2,083	2,978	43%
Renewable energy	358	83	-77%	56	26	-54%	414	109	-74%
Logistics	412	428	4%	227	283	25%	639	711	11%
Other Services	57	62	9%	581	829	43%	639	891	40%

Logistics & Other Services Revenue includes captive revenue
 Amounts may not add due to intercompany eliminations, rounding

Glossary:

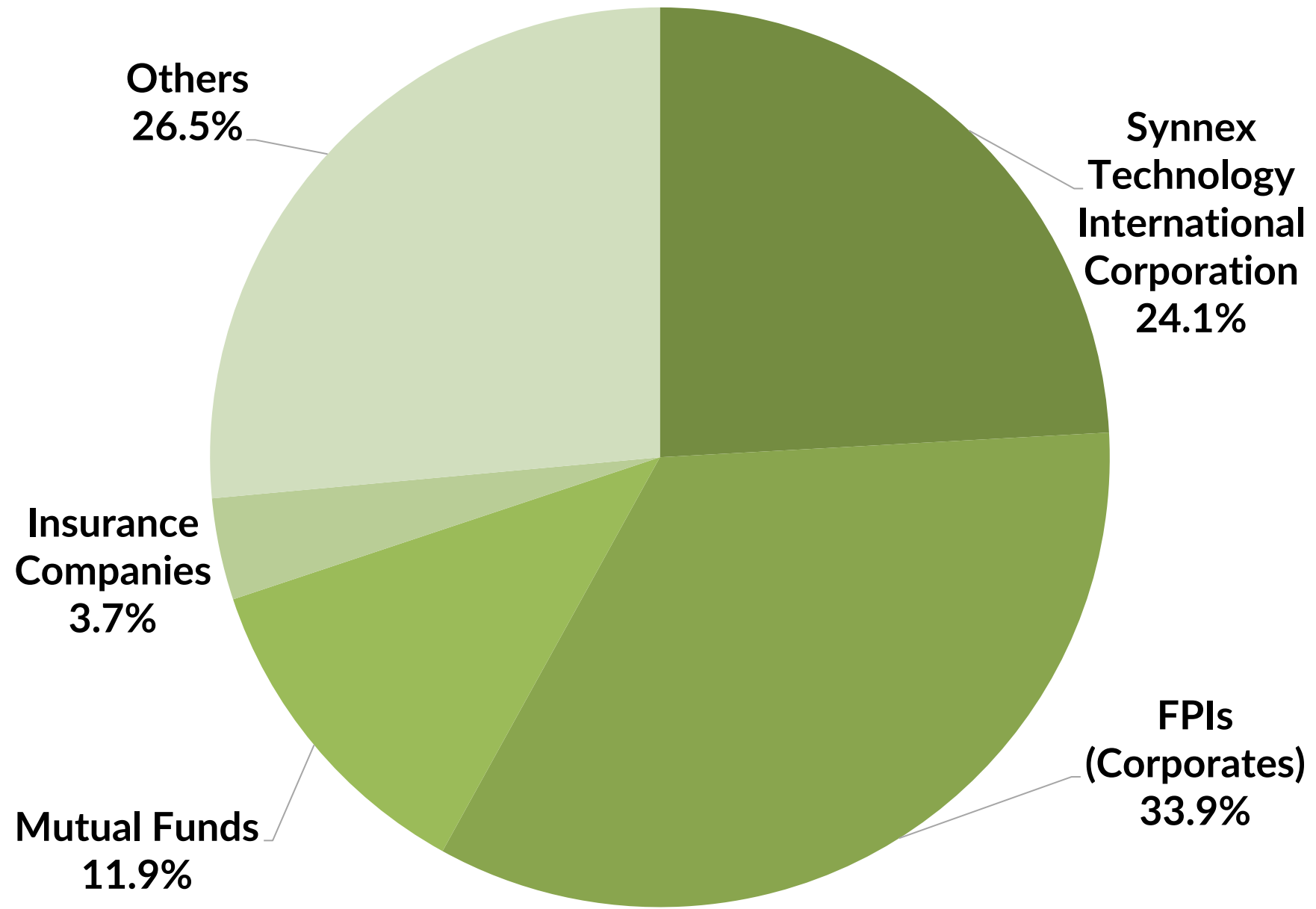
Name	Description	Products / Services
ESG	End Point Solutions Group	Consumer & Commercial PCs, Print & Supplies
TSG	Technology Solutions Group	Networking, Security, Software, Server & Storage
MSG	Mobility Solutions Group	Smart Phones & Feature Phones
CSG	Cloud Solutions Group	Cloud Resell & Managed services
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

9MFY25 Free Cash Flow Statement

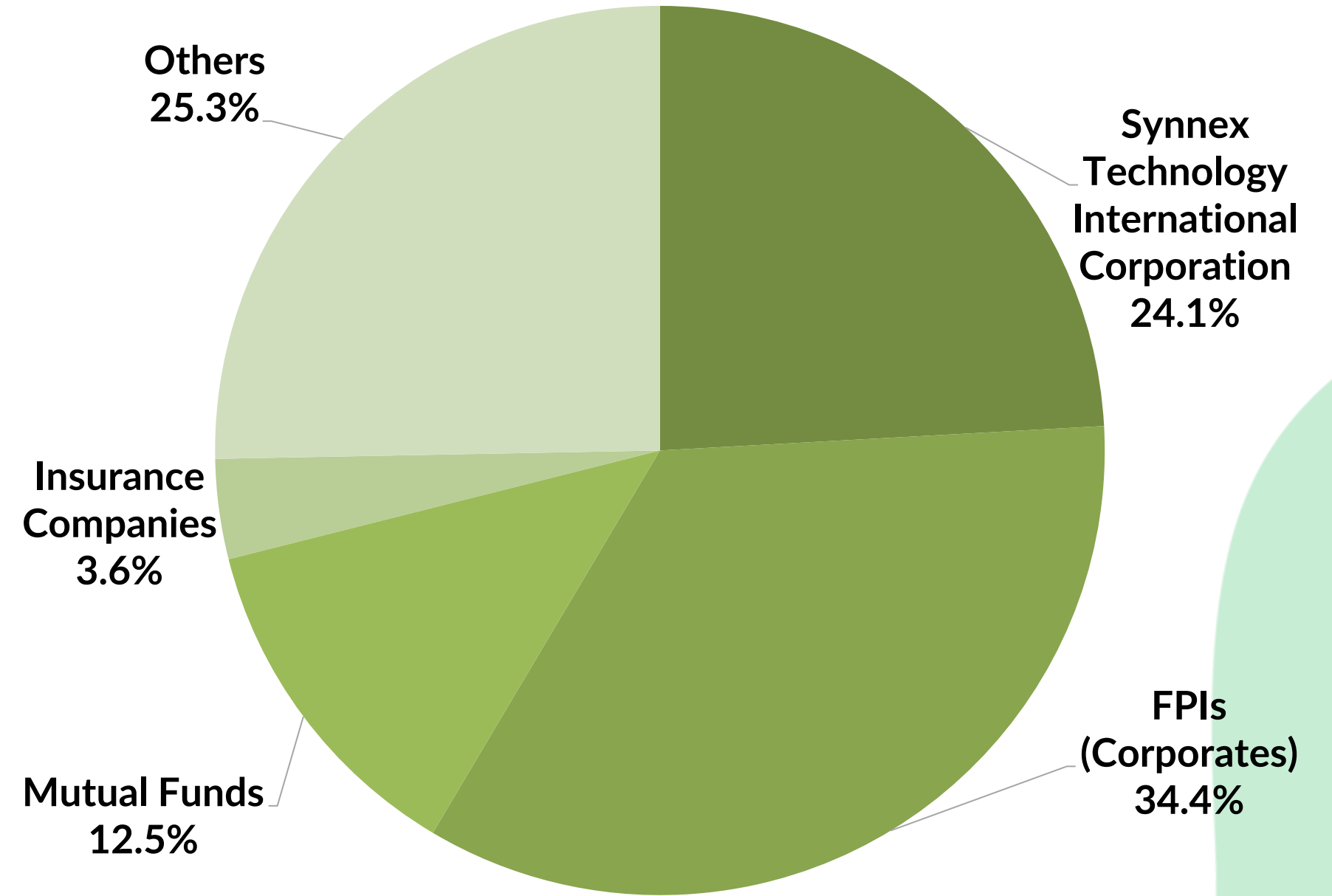
Particulars (₹ in Cr)	9MFY24	9MFY25
Profit Before Taxation	1,194	1,187
Non-cash items	125	146
Finance Cost	200	249
Changes in Working Capital	(1,340)	(1,107)
Direct Tax Paid	(331)	(384)
Net Cash Flow from Operations	(152)	90
Capex	(44)	(73)
Outflow of Finance Cost	(177)	(239)
Free Cash Flow	(374)	(221)

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

Shareholding Pattern



Sep-2024



Dec-2024



Investor Contacts

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Compliance Officer

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