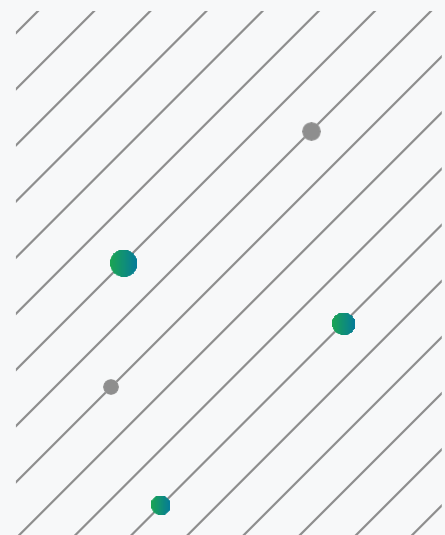


CORPORATE PRESENTATION



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Shareholders, Board of
Directors & Leadership
team

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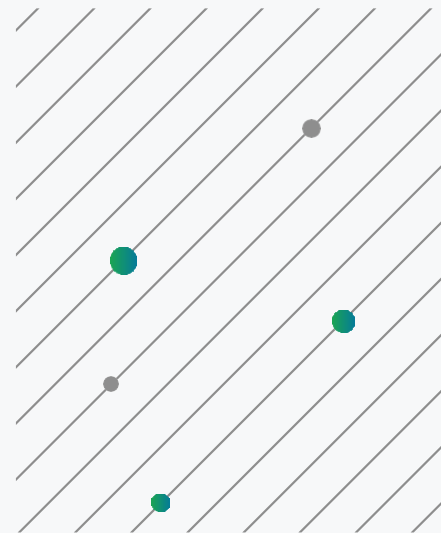
Financials

06

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.

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

MSCI disclaimer statement

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Redington

ABOUT US

~5,100

Redingtonians creating a culture of inclusion, creativity, and innovation

~50,000*

Channel Partners

*Partners active during last 12 quarters

182

Warehouses

~450

Brands

71

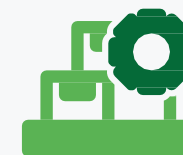
Sales Offices

16

Our own Service Centers

14

Partner Service Centres



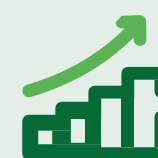
Products , Service & Solutions Company

- 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



Professionally managed, Board-governed

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



Outstanding Financial Performance

- \$11.8bn+ company with a strong double digit-CAGR for 18 years
- ROE# at 17% and ROCE at 21% in FY25

Excluding profits from divestment of step-down subsidiary, Paynet



1993 - 98

- Commenced IT distribution in India with HP Contract.
- Consolidated top 4 brands – HP, Epson, Seagate & Intel.
- Started **Redington Services**, the backbone of Solutions Business



- Implementation of ERP System by JBA.
- Started the PC & Server Division for HP, Compaq, IBM & Microsoft.
- Signed-up with IBM to start Enterprise software Vertical followed by McAfee & Cisco
- **Started operations in Dubai, followed by KSA and other countries in the region.**
- CRISIL upgraded ratings as **P1+** (Degree of safety is very strong) for short-term debt.

1999 - 02   Microsoft 

2003 - 06

- Strategic investment by Synnex with 36% equity.
- **Investment by PE Fund Chrys Capital with 11% equity.**
- Forayed into the **Mobility Business with Motorola.**

- Commenced Operations in **Africa – Nigeria & Kenya.**
- Redington joins the **\$1Bn Club.**
- Started **HP Indigo Business.**

- **Listed** in NSE and BSE of India.
- **First ADC** established in **Chennai**
- Strengthened the Mobility portfolio with **BlackBerry** Smartphones in India and **Nokia** in the Gulf Region.
- **#1 Distributor** in India award 2008 by DataQuest.
- Signup with **Apple** for **MAC business.**



2007 - 10

The Making of Redington





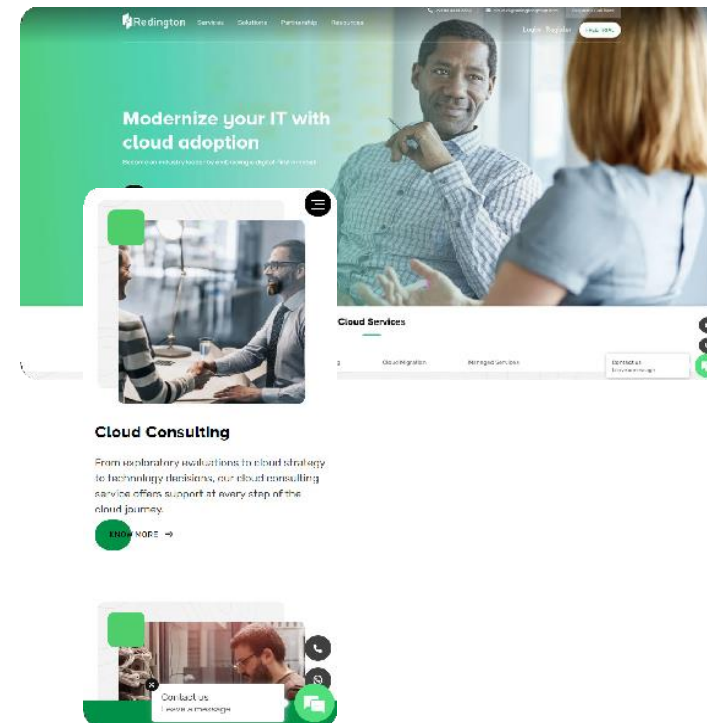
2015 - 18

- Launch of **Cloud Portal**, our first e-commerce platform for all cloud products.
- Evolved from a promoter led to a **board-governed and professionally managed organization**.
- Acquisition of **70% stake** in **Turkey** based Linkplus.
- Crossed the **\$5Bn revenue** mark.

- Bought **49% stake** in **Arena – Turkey** in **2012**.
- **ADC** started in **MEA**.
- Spread across Africa with Operations in more than 18 countries.
- **Standard Chartered Equity** invests **11% stake**.
- Started Supply Chain Business with **ProConnect**, a fully owned subsidiary.
- Microsoft Cloud portfolio imbibed – setup platform for future cloud business with AWS, Cisco and others.
- Signed up for **Apple iPhone business**.



2011 - 14



- Classified by SEBI as a “**LISTED ENTITY**” with no promoters.
- Acquisition of **Brightstar** in **Turkey**.
- Incorporation of **RedServe** (Captive BPO)
- Launch of E-Commerce platform: **redingtononline.com**
- Expansion of Mobility Portfolio into Android with **Google Pixel, Motorola and Nothing**.
- New Corporate & Registered office Inauguration.
- Achieved the **\$1Bn** market cap.

2019 - 22

2023 - 25

- India's **No 1 Distributor** by VAR India.
- **ISO 27001** Certification.
- **Most Preferred Workplace 2023**
- Awarded **LinkedIn Top Companies** in India 2024.
- Redington Tower in Chennai gets **LEEDS Platinum** certified.



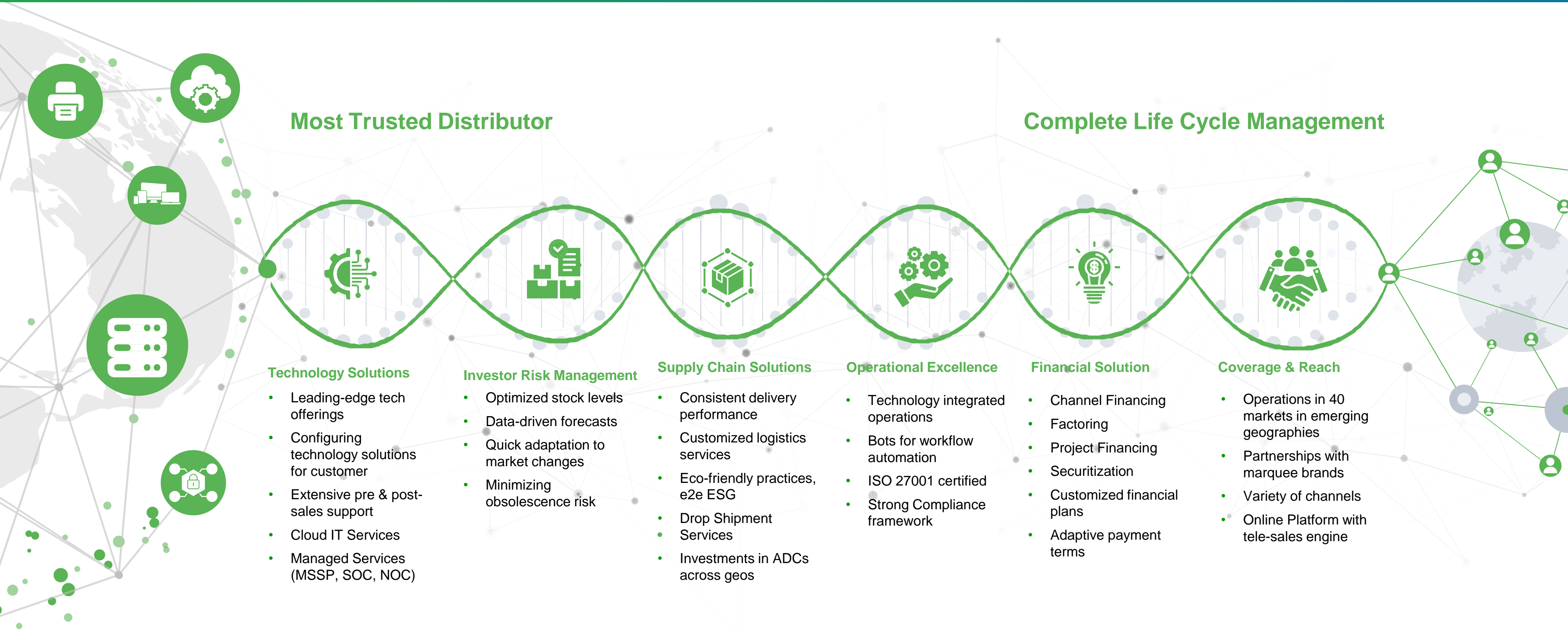
- **Software & Solutions business** crossed **\$1bn** mark
- Ranked **31st** among **India's Most Sustainable Companies** by Business World
- Divested **Paynet**, our home-grown **Fintech** step-down subsidiary



Core Values



Fundamental Drivers of Our Success



Portfolio

End Point Solutions Group



PCs, Laptops, Desktops,
All-in-Ones, Printers,
Consumables & Accessories

Technology Solutions Group



Networking, Software,
Server & Storage, Licensing &
Subscription, Enterprise
Security Solutions

Mobility Solutions Group



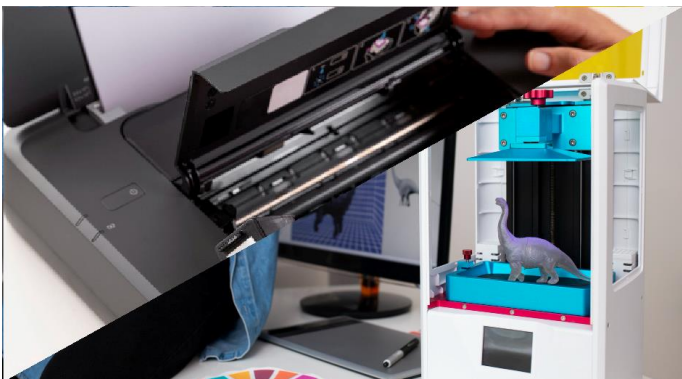
Smartphones

Cloud Solutions Group



Cloud Resell, Managed
Services

Digital Printing



2D & 3D Printing

Solar



Solar Green Energy Products
& Services

ProConnect



Logistics, Warehousing,
VAS & Transportation

Ensure Services














Warranty services,
Infrastructure Managed
Services



Brand Collaboration

Enviably Partnerships with
~450 brands

Top Brands



Presence

GLOBAL FOOTPRINT

#1 - #2

Across All Markets

32

In Country Presence

40

Markets Served



Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



Route to Market

CHANNEL PARTNERS



Commercial/Enterprise IT

- System Integrators
- Corporate Resellers
- Cloud Partners & Providers
- ISVs
- Service Providers

TSG, CSG, ESG



Consumer IT

- Large Format Retailers
- Hypermarkets
- E-tailers
- Marketplace Players
- Independent Retailers

ESG & MSG



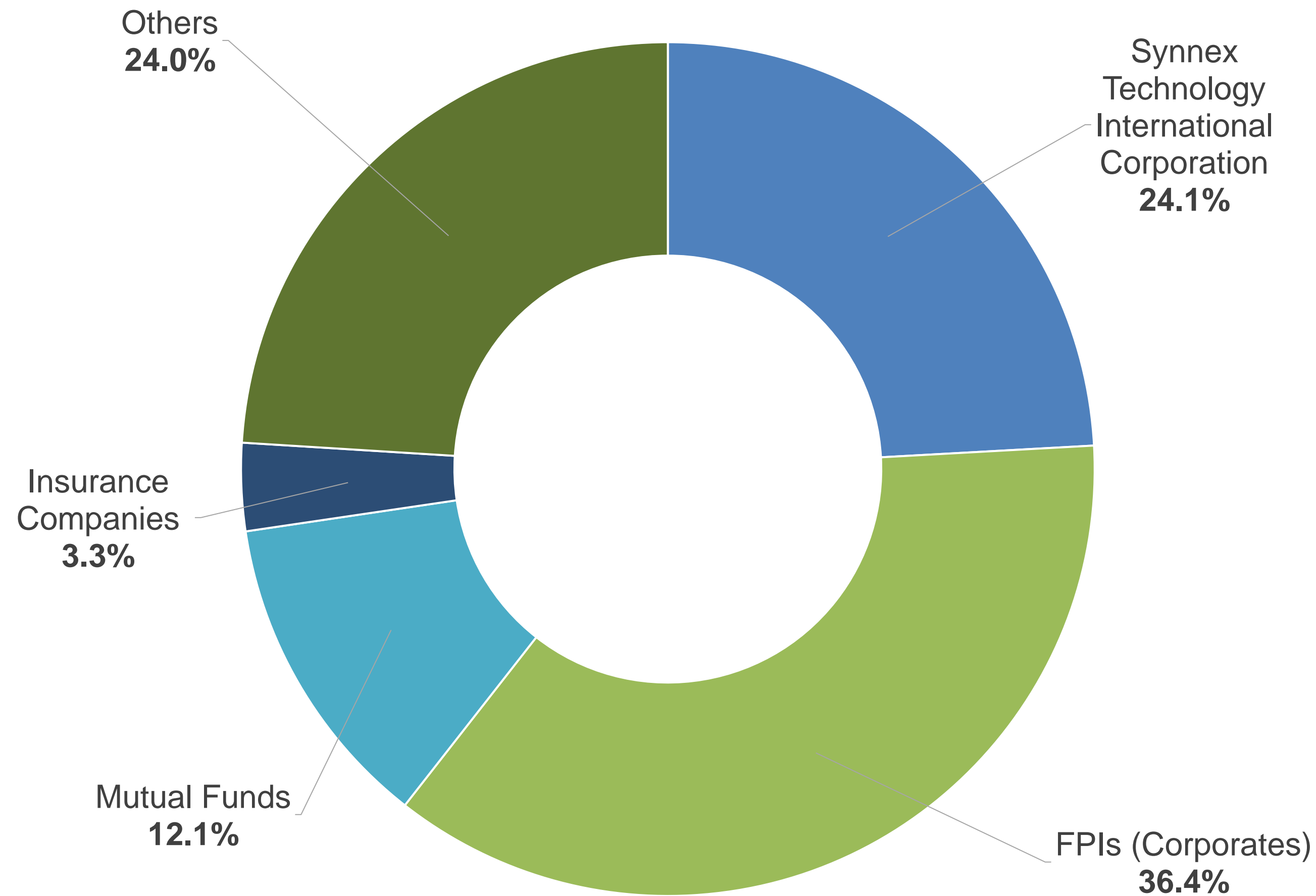
Mobility

- Large Format Retailers
- Exclusive Brand Stores
- Hypermarkets
- E-tailers
- Marketplace Players
- Telecom Channels
- Corporate Resellers

Shareholders



Shareholding date: 31 Mar 2025



Board of Directors



Professor J. Ramachandran

Chairman, Non- Executive Non
Independent Director



B. Ramaratnam

Independent Director



Tu, Shu-Chyuan

Non Executive Non Independent Director



V S Hariharan

Managing Director & Group
CEO



Anita P Belani

Independent Director



Chen, Yi-Ju

Non Executive Non Independent Director



Sudip Nandy

Independent Director

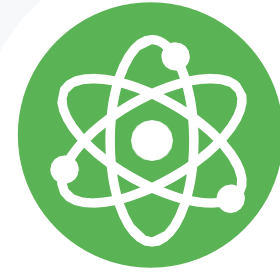


S.V. Krishnan

Finance Director
(Whole time – Executive Director)



Corporate Strategy



Sustainable Profitable Core

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



Accelerate Business Growth

Faster adoption of subscription and consumption business, enhanced by professional services.

Localized approach for expansion in growth geographies.



Route to market Transformation

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.



Power of "One Redington"

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 Trend

2025

Global IT spend growth







India







MEA



	Technology Trends		What it means for Redington	
	GROWTH CAGR % 2024-32			
 Hybrid Cloud	INDIA 21%	MEA 20%	Building a diverse product portfolio catering to hybrid cloud requirements	Enhancing support for cloud migration and hybrid infrastructure management
 Artificial Intelligence	INDIA 29%	MEA 40%	Forging alliances with AI technology providers to deliver cutting-edge solutions to customers	Providing specialized technical support for AI implementation and troubleshooting
 Cyber Security	INDIA 17%	MEA 17%	Partnering with leading cybersecurity vendors to deliver integrated security solutions	Scaling up the Managed Security Services Practice (MSSP)
 Sustainability Tech	INDIA 29%	MEA 26%	Expanding product catalog to include sustainable tech solutions	Establishing partnerships for responsible disposal and e-recycling



Biz Model Trends

Business Model Trends	What it means for Redington
<div>Subscription Model Product to Services</div>	<ul style="list-style-type: none">• 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
<div>Work Location Hybrid work Model</div>	<ul style="list-style-type: none">• Offering technology solutions for seamless collaboration in hybrid environments• Invest in digital tools to enhance connectivity and efficiency in hybrid workspaces
<div>Circular Economy Circulate Products and Material</div>	<ul style="list-style-type: none">• 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
<div>BOP Affordability Product for low Income earners</div>	<ul style="list-style-type: none">• Forging partnerships to develop cost effective solutions and building new route to markets to serve in low-income• Offering financing options to make products accessible to a wider audience



Approach towards ESG

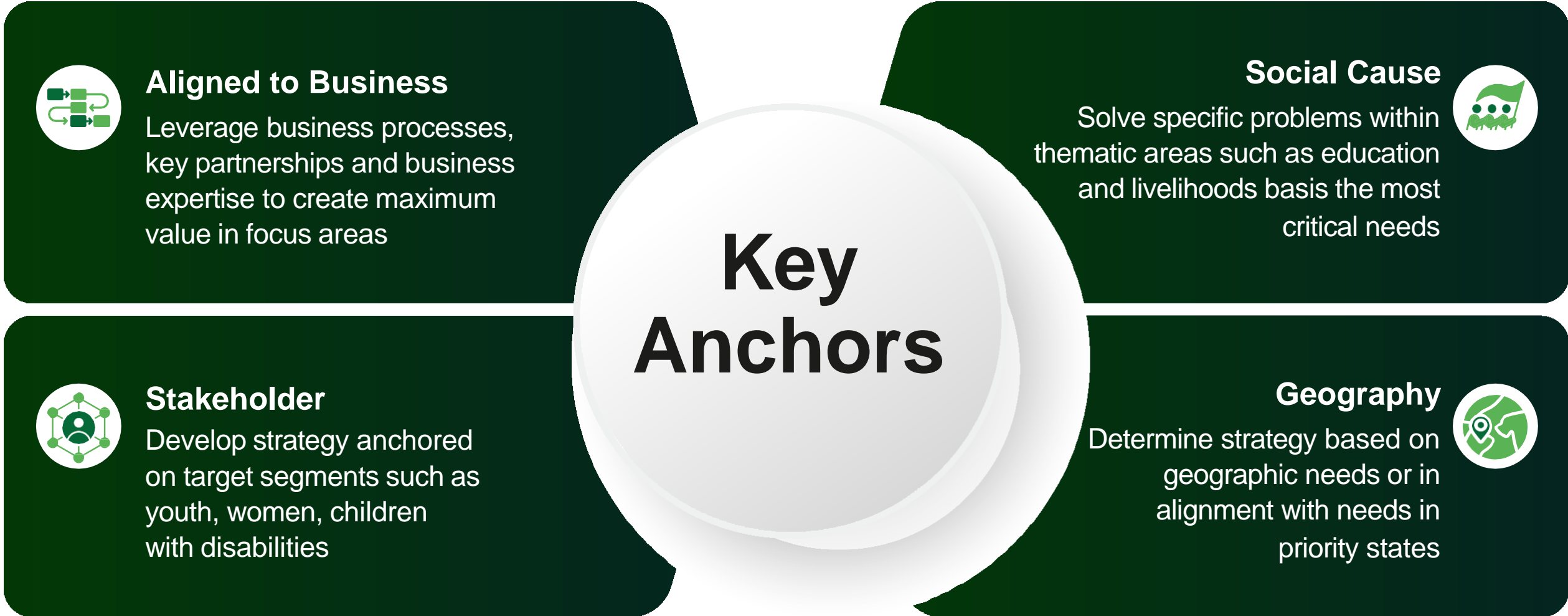
Our Sustainability Strategy

Resilient Business01	Reimagined Efficiencies02	Responsible Business Practices03	Redefined Value Chain Engagement04
1+ GW	1%	29%	70%
Solar Capacity created in India	Renewable energy (7X Y-o-Y increase)	Women representation on Board	Trade vendors ESG aligned
27%	17%	43%	50,000+
Energy efficiency for customers from digital printers sold during FY24	Reduction in emissions per rupee intensity	Independence in Board composition	Beneficiaries from CSR projects undertaken during FY24
300,000+ devices	82%	100%	1st
End-of-life increased by at least 2 years	Global Employee Engagement Score	Oversight of ESG risks and implementation plan through ESG Committee	Winner of CSRBOX award for Integrated Village Development project with DHAN
2 Million+	6%	100%	25,000+
People employed through access to technology made available via our sale of devices in partnership with M-KOPA	Energy consumption reduced through energy efficient technologies	Training completion on ACT	hours of Skill training through COLTE in partnership with the government through Logistics Skill Council (NSDC)

Our ESG Credentials



Approach towards CSR



Our Portfolio with Breadth and Depth of Programmes



Skill to Employ

Skilling programmes in logistics & supply chain management, IT/ITeS/Emerging Technology training programmes, Solar Skill Training programme



Educate to Empower

Digital inclusion through education programmes, behavioural change on health & sanitation, promotion of art & culture



Social

Social progress through environmental programmes, preventive healthcare interventions, integrated village development programmes, need-based interventions aligned to disaster relief, etc.

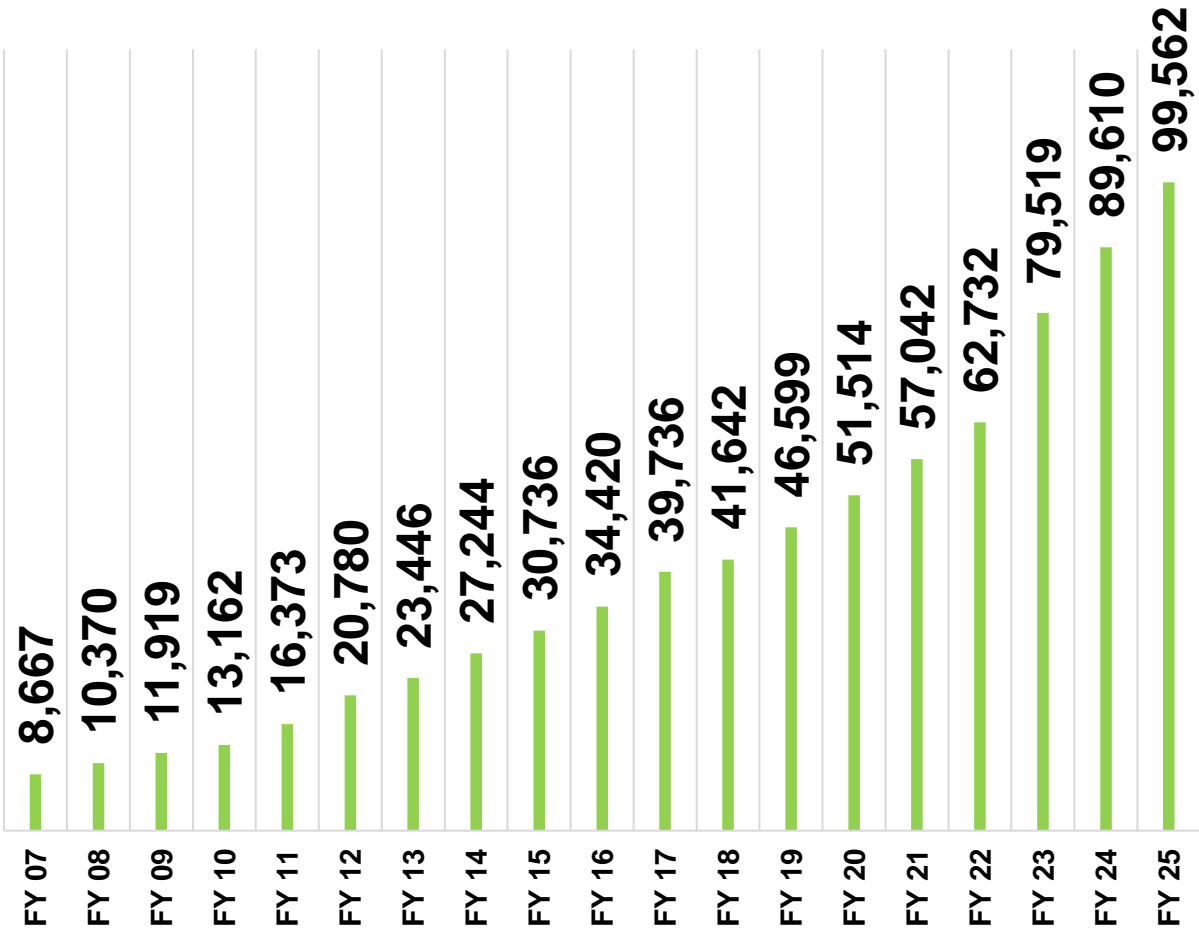


Performance Since listing

FY25 Revenue \$11.8 Bn.

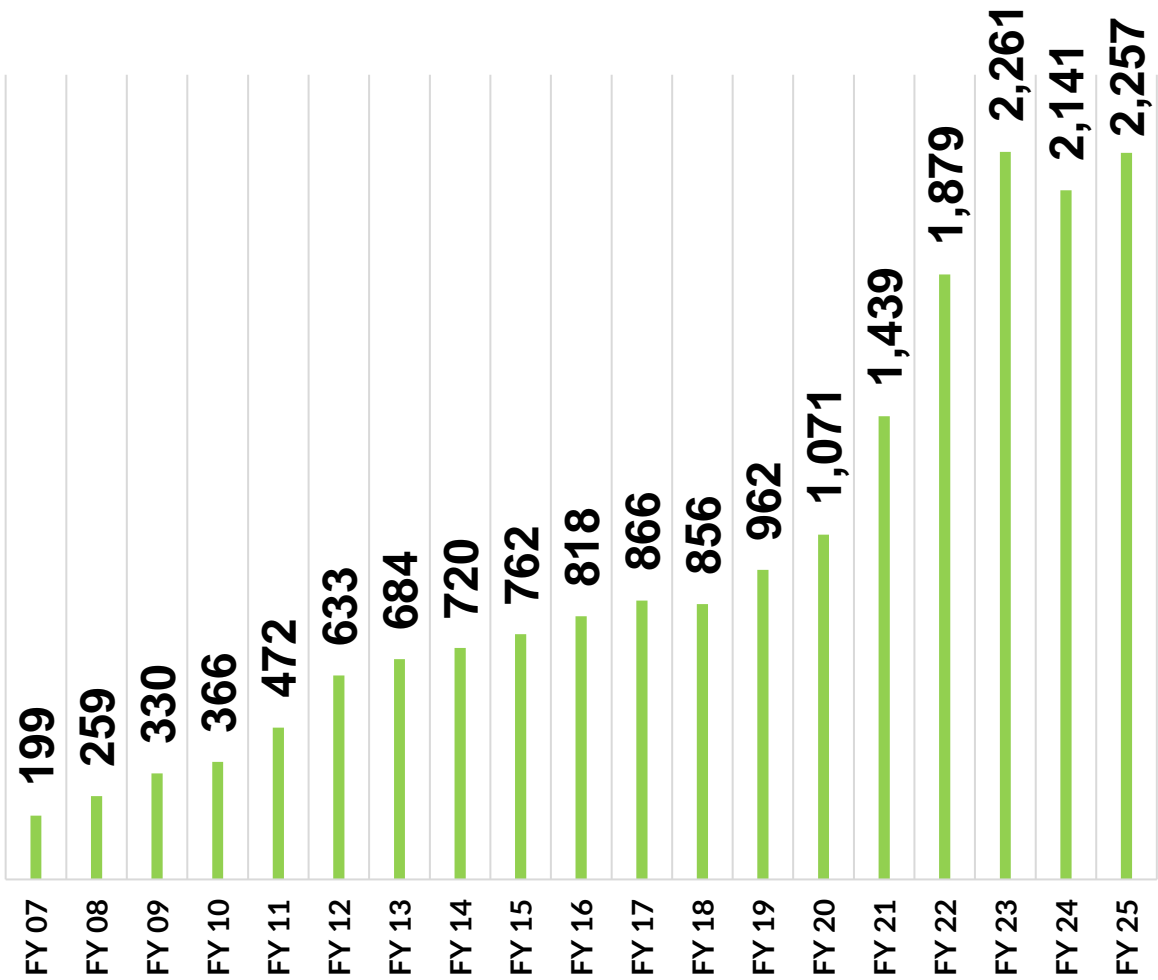
Revenue
CAGR 15%

₹ in Cr.



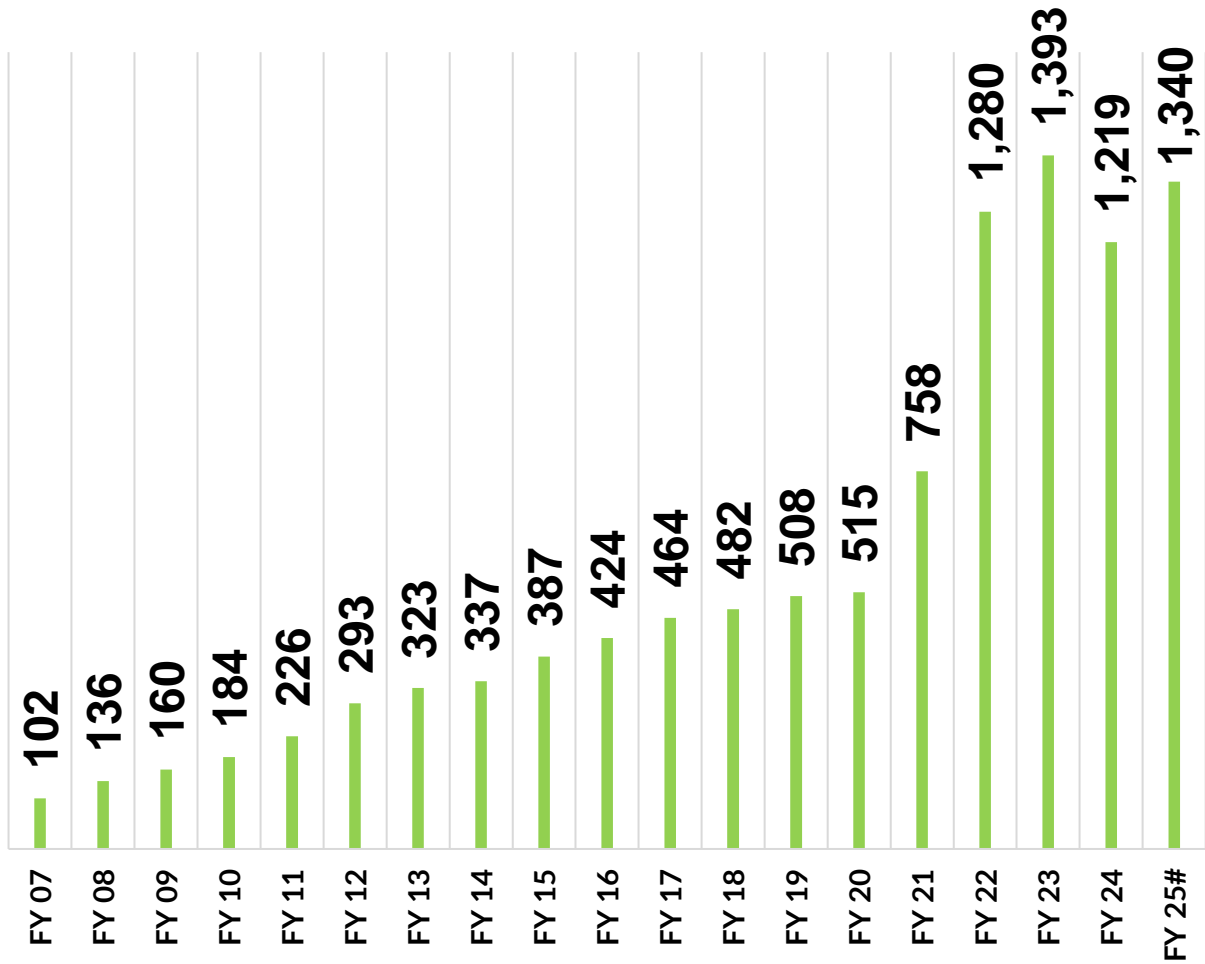
EBITDA
CAGR 14%

₹ in Cr.



PAT*
CAGR 15%

₹ in Cr.



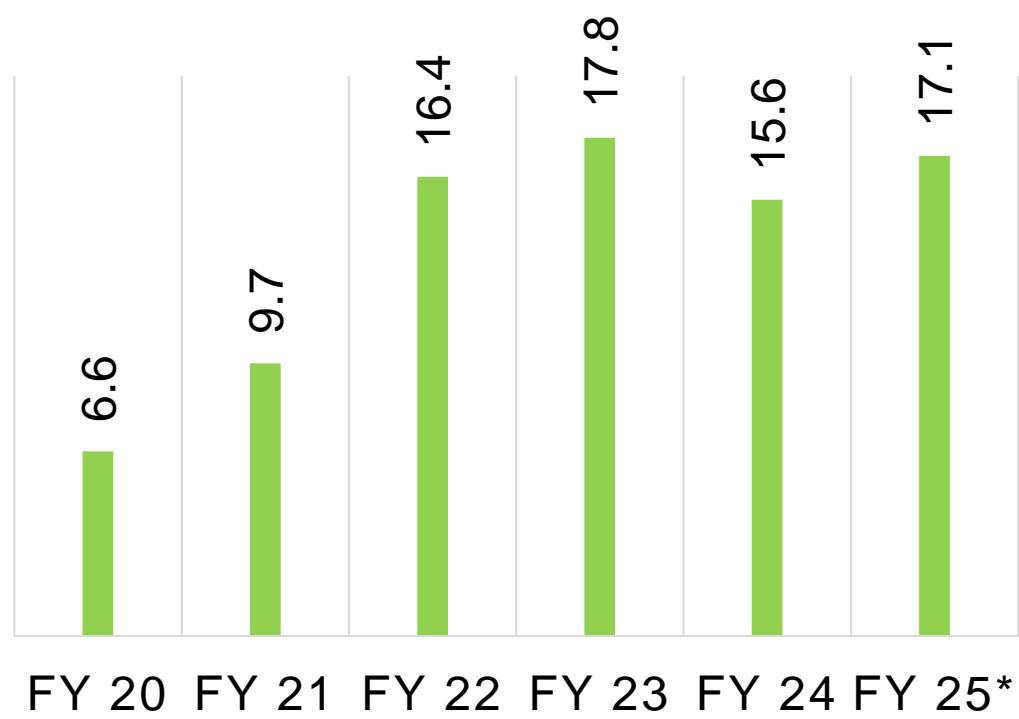
* after minority interest
Excluding profits from divestment of step-down subsidiary, Paynet



Shareholder Value Creation

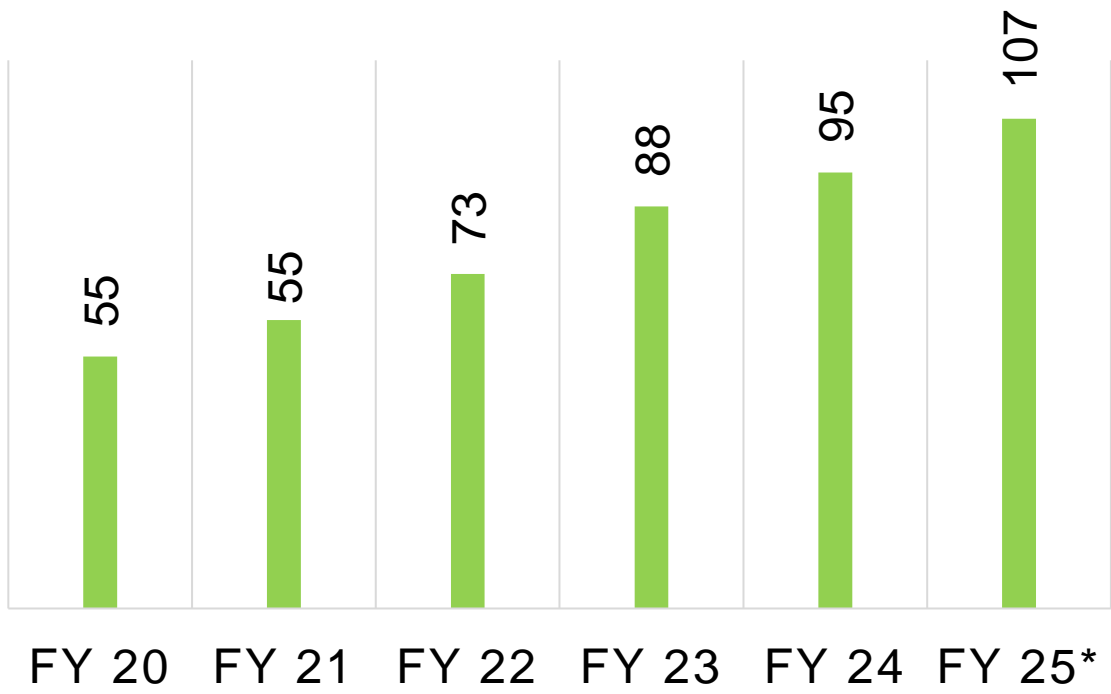
EPS

CAGR 21%



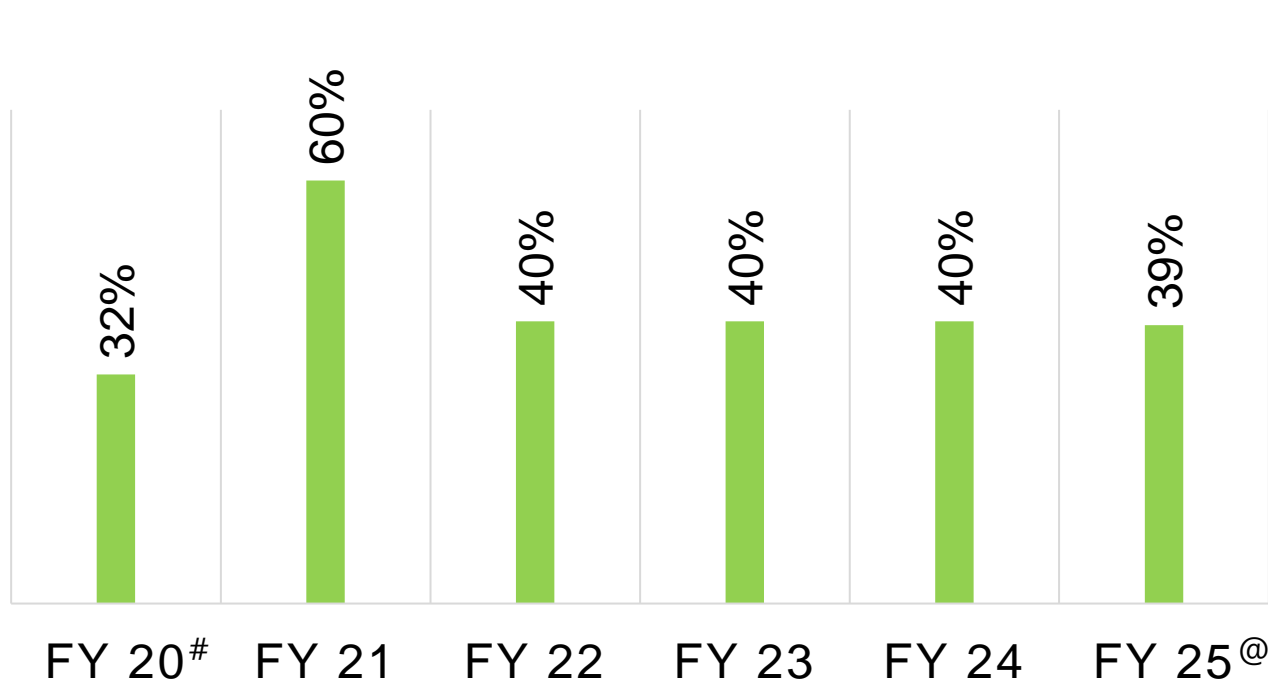
Book Value/Share

CAGR 14%

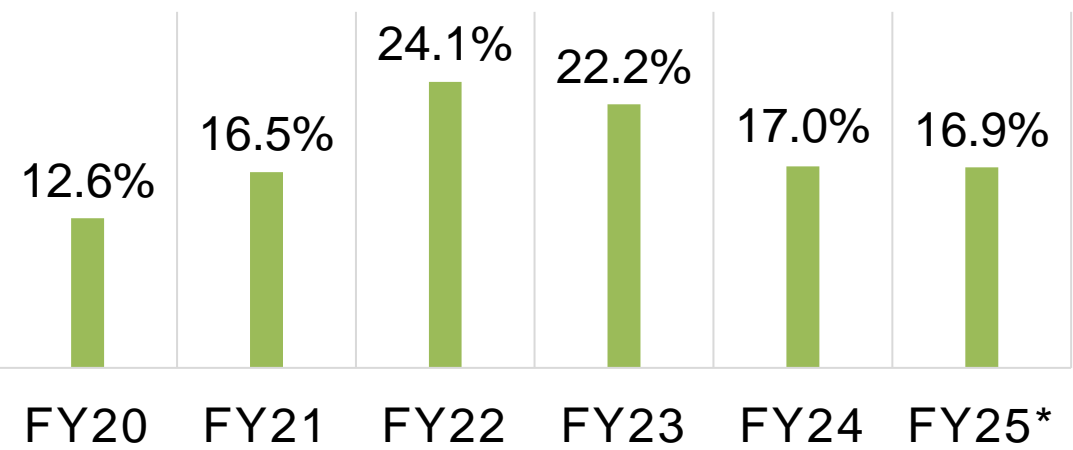


Shareholder Payout[#]

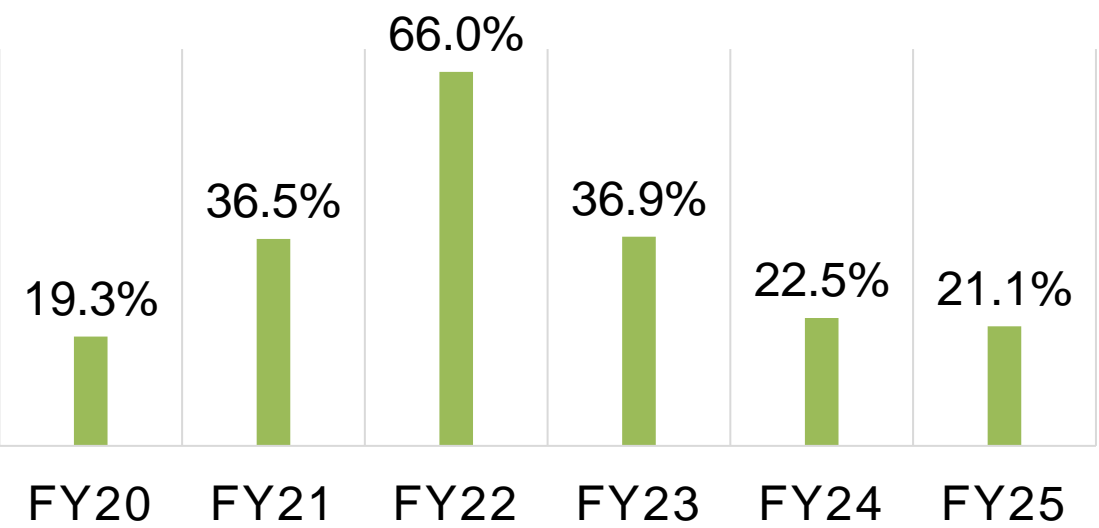
~42% of profit earned



ROE



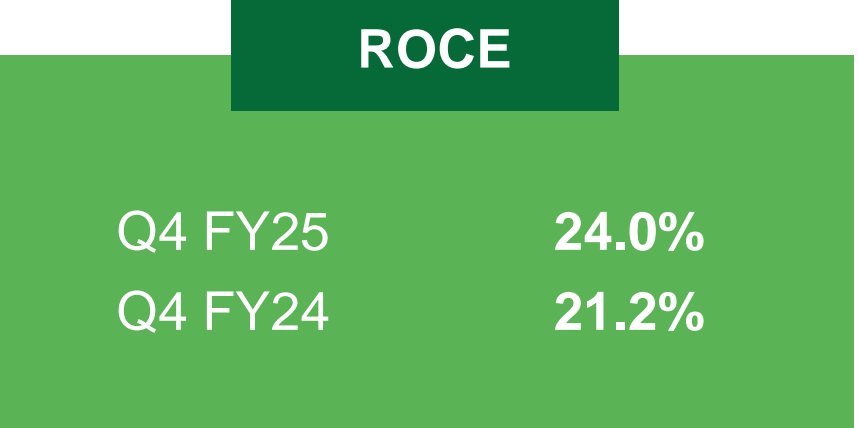
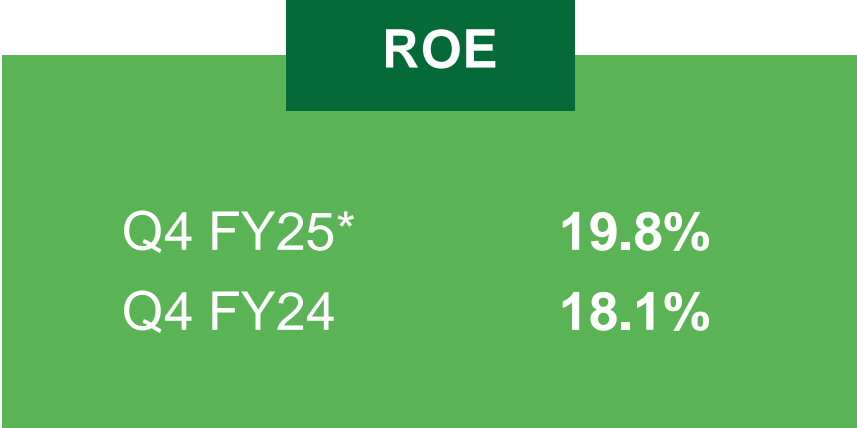
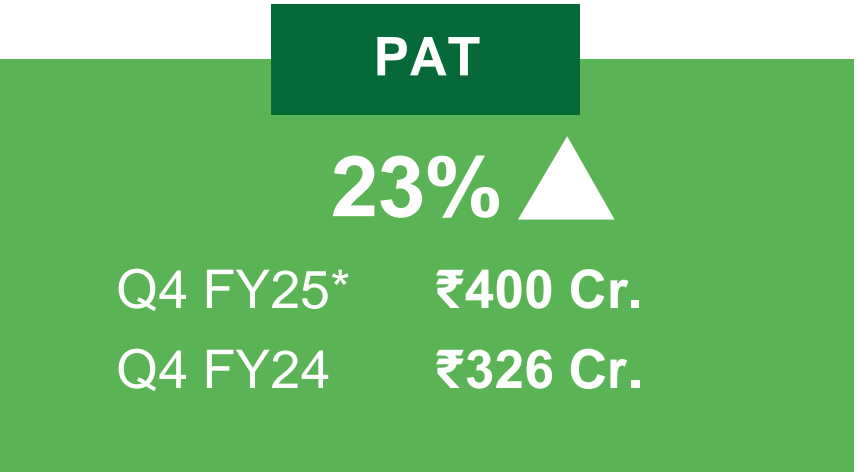
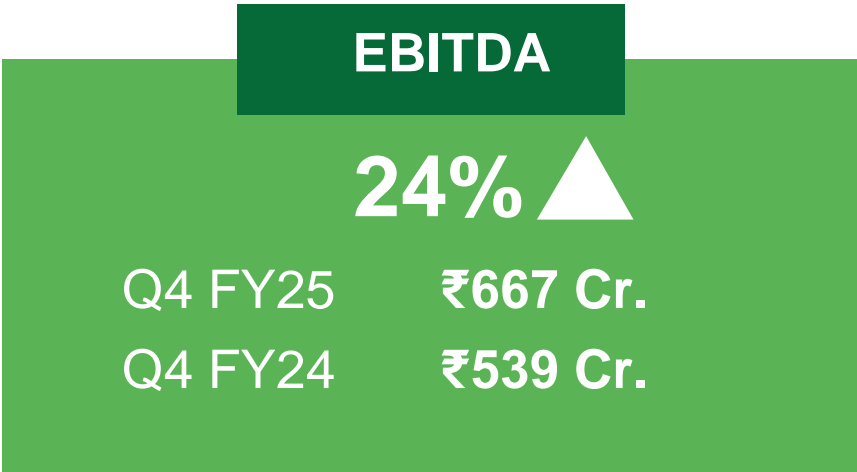
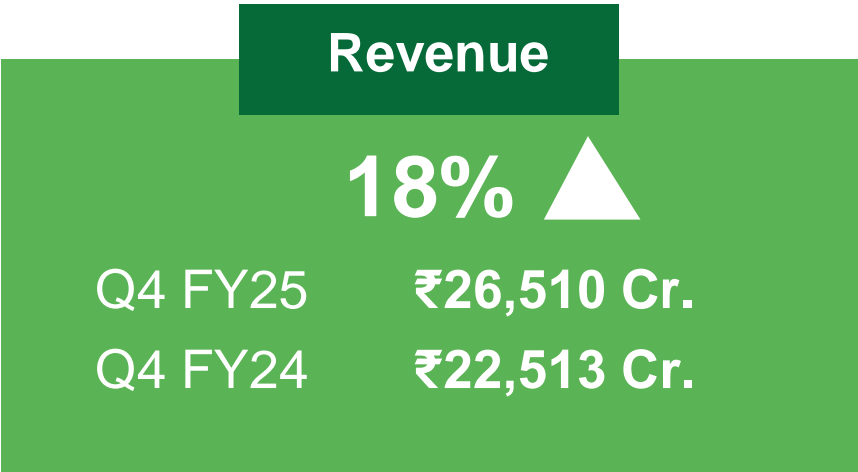
ROCE



Including Buyback
* Excluding profits from divestment of step-down subsidiary, Paynet
@ Board recommended, subject to the approval of shareholders at the ensuing AGM

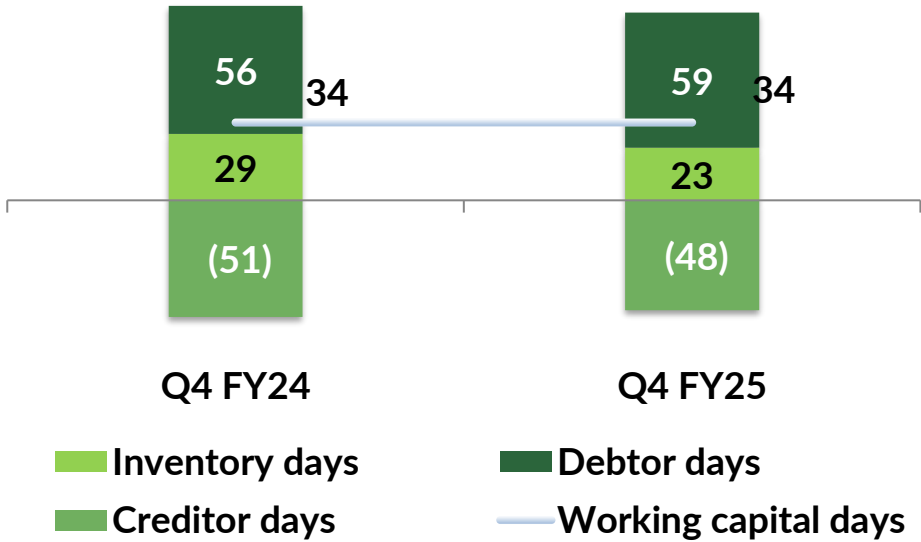


Q4 FY25 Performance Snapshot

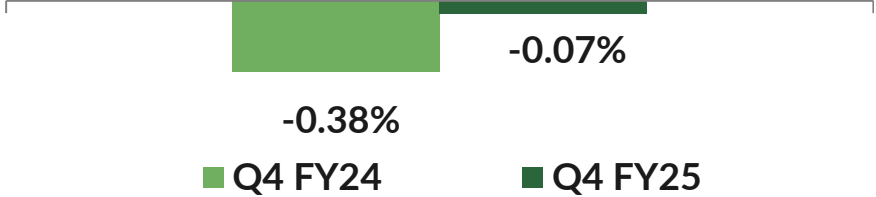


* Excluding profits from divestment of step-down subsidiary, Paynet

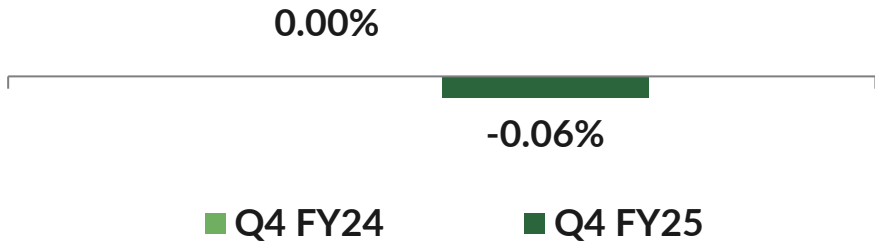
WC Components (days of sale)



Inventory Charge (% of sale)



AR Provision (% of sale)



Awards



THANK YOU

