



# EARNINGS PRESENTATIO

Q1FY26  
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*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 achieved in any Q1*

- **Q1FY26** – YoY growth
  - **Global excl. Arena** - Revenue grew by **24%**, EBITDA grew by **11%** and PAT grew by **15%**
  - **SISA** – Revenue grew by **23%**, EBITDA grew by **19%** and PAT grew by **29%**
  - **ROW excl. Arena** – Revenue grew by **25%**, EBITDA de-grew by **4%** and PAT de-grew by **5%**
  - **Global incl. Arena**, Revenue grew by **22%**, EBITDA grew by **6%** and PAT grew by **12%**
- **Key Metrics – Global**
  - **WC days** for Q1FY26 is **37** days, decreased by **2** Days on YoY basis
  - Q1FY26 – MSG grew by **44%** on YoY basis and CSG grew by **41%**
  - Net Debt to Equity was at **0.23x**

*SISA : Singapore, India & South Asia*

*ROW : Rest of the World*

## *SISA PAT grew faster than Revenue*

### SISA BUSINESS

#### Q1FY26

YoY Revenue grew by **23%**, EBITDA grew by **19%** and PAT grew by **29%**

ROCE was at **23%** and ROE at **21%**.

WC days stood at **36** days, no change on YoY basis.

YoY Strong growth across all BUs - **CSG** grew by **44%**, **MSG** grew by **39%**, **TSG** grew by **26%**

**India Distribution:** YoY Revenue grew by **24%**, EBITDA grew by **20%** and PAT grew by **28%**

## ROW BUSINESS

### Q1FY26

**ROW excl. Arena** – Revenue grew by **25%**, EBITDA de-grew by **4%** and PAT de-grew by **5%**

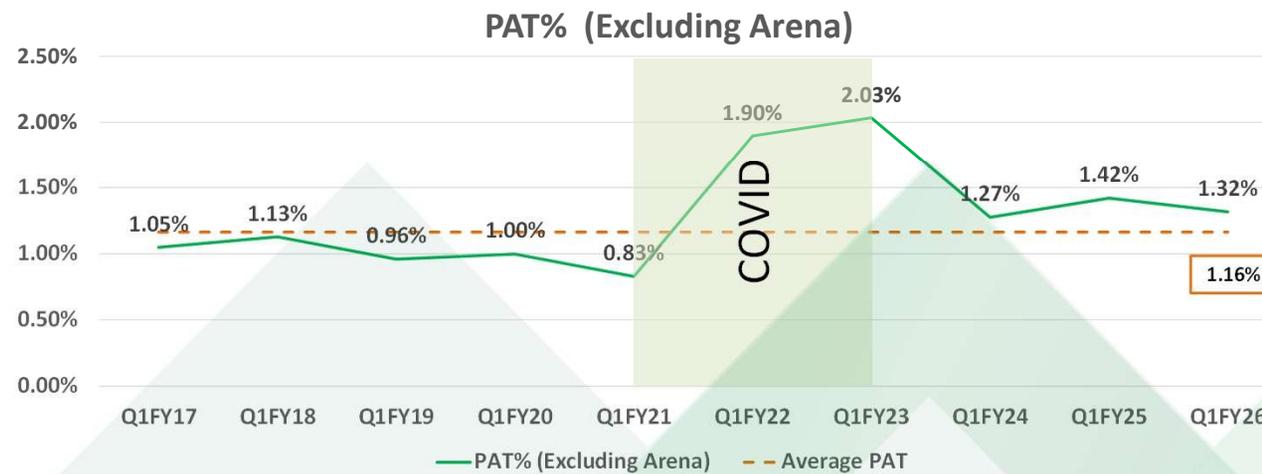
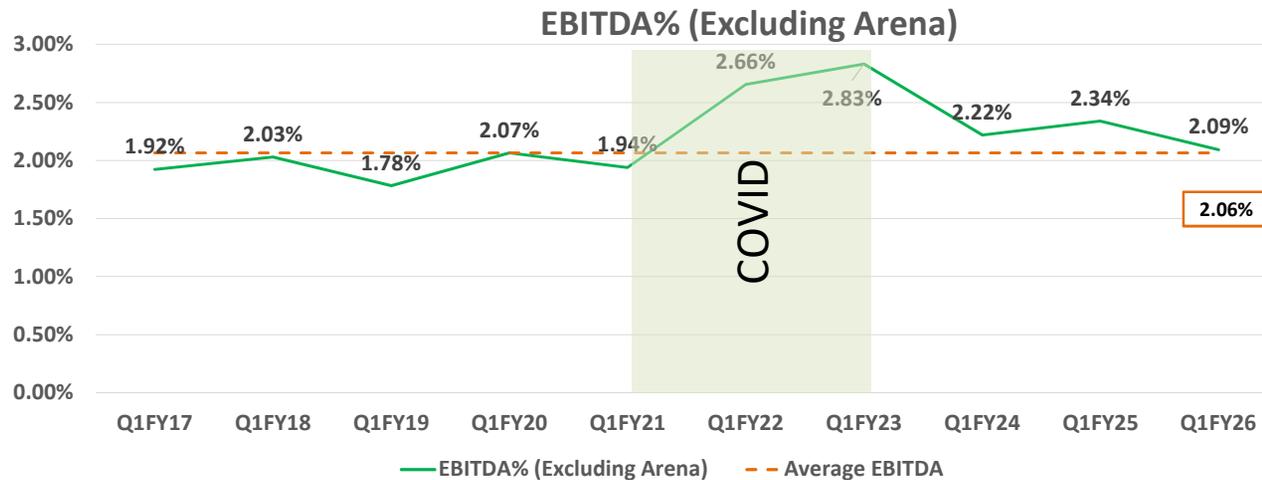
**ROW** – WC days stood at **40** days, decreased by **3** days on YoY basis

**ROW** - YoY Strong growth in **MSG** by **49%** and **CSG** by **38%**

## PROCONNECT GLOBAL

- YoY Revenue grew at **9%**, EBITDA grew at **18%** and PAT grew at **38%**
  - Q1FY26 EBITDA margin at **11%** and PAT at **3%**
  - Captive business at **31%** for the quarter
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# Historical Q1 Snapshot Excluding Arena



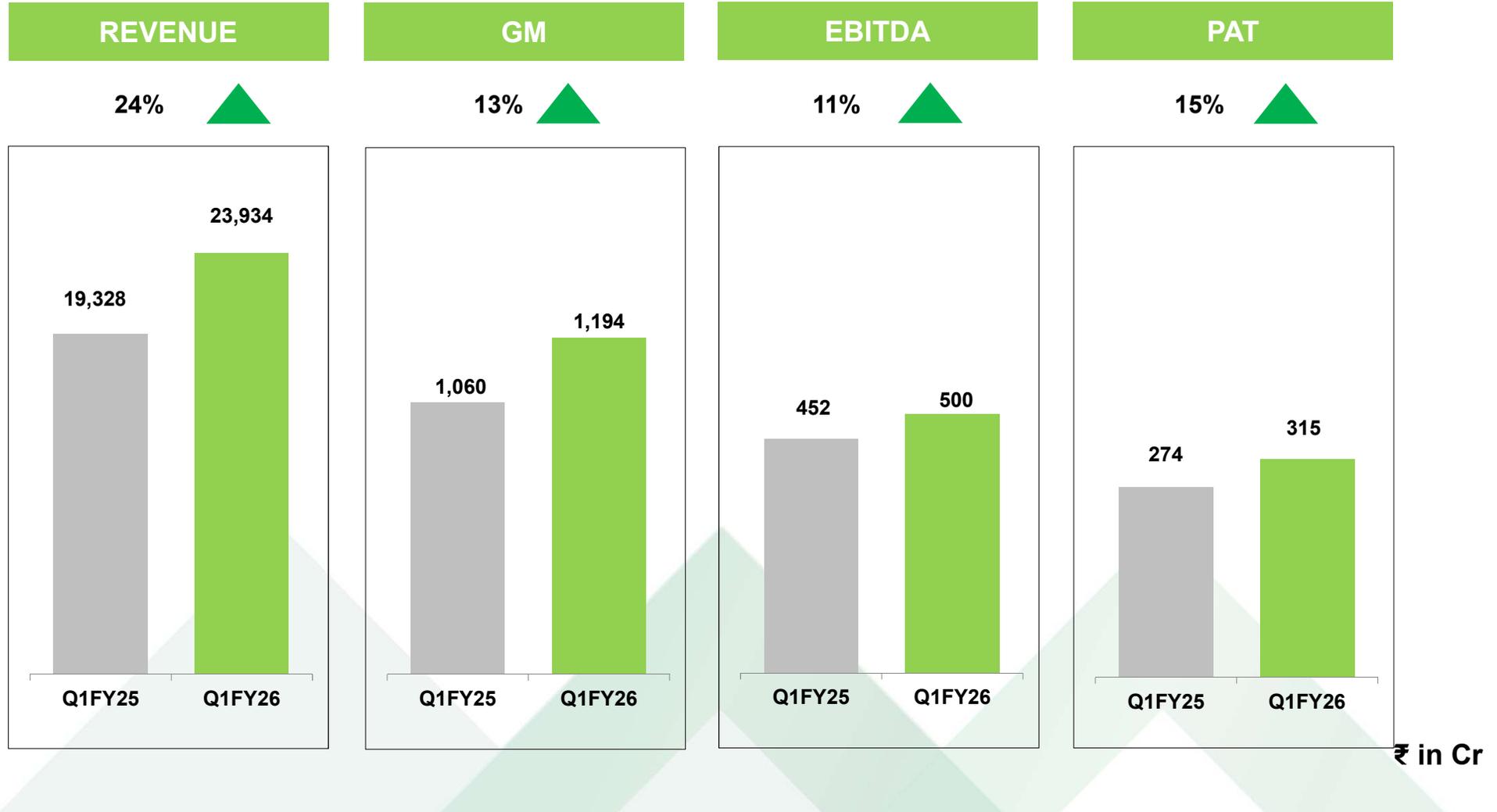
- Average have been calculated excluding COVID years
- EBITDA % and PAT % excluding Arena continue to be **better** than pre COVID years

**Q1 FY26  
Performance  
Snapshot**

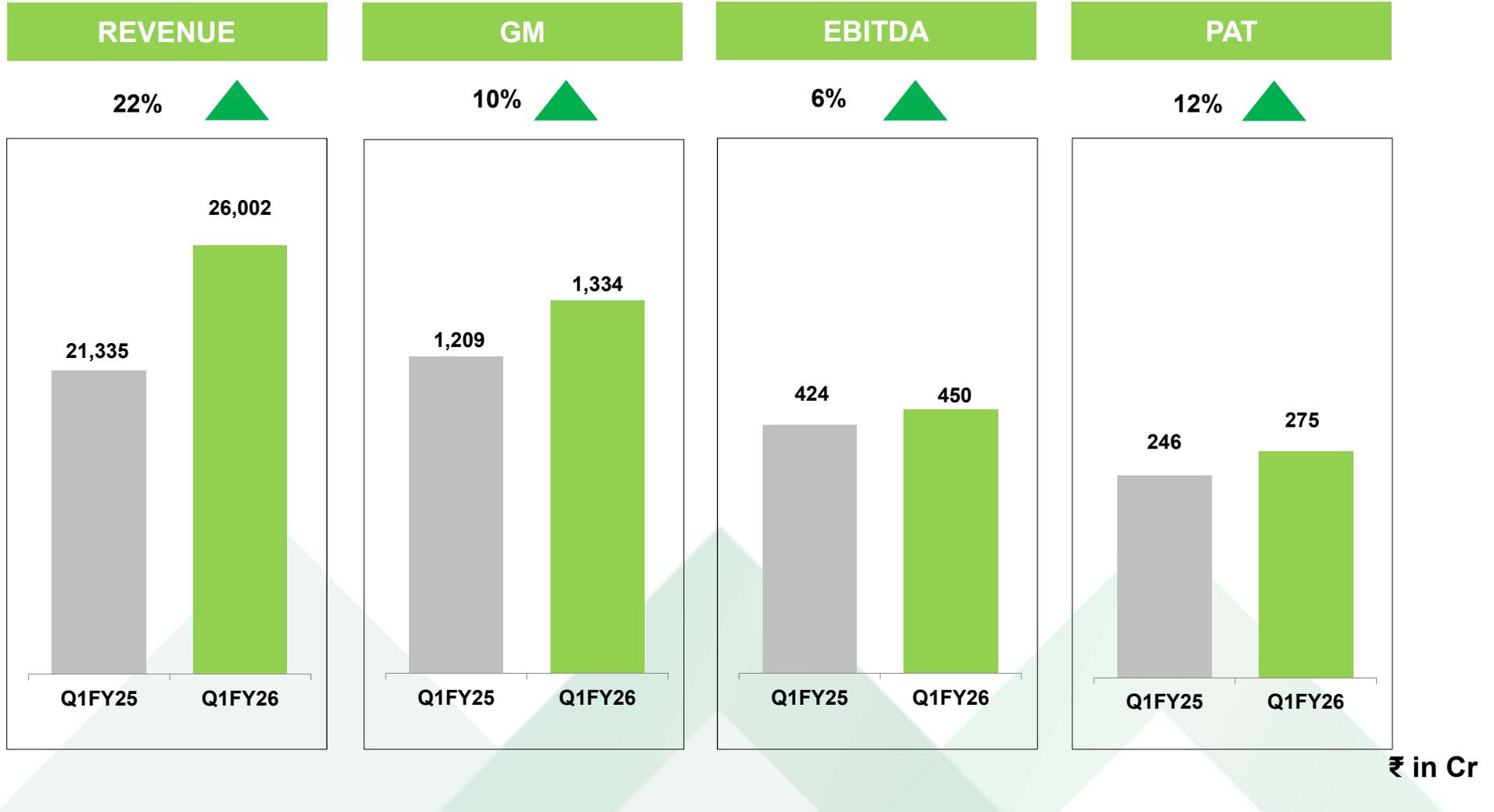
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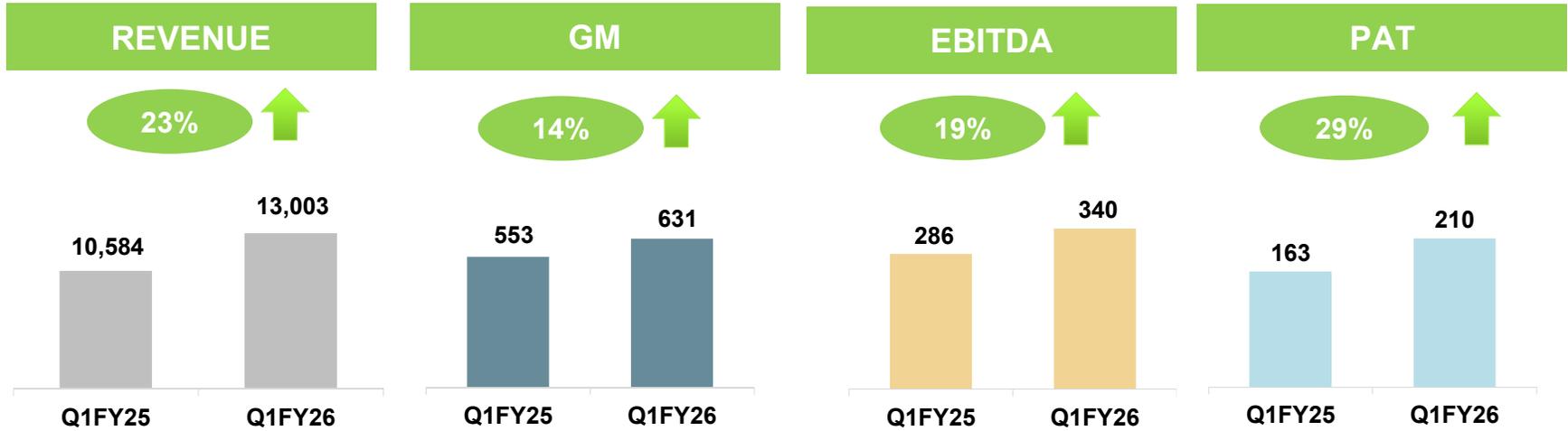
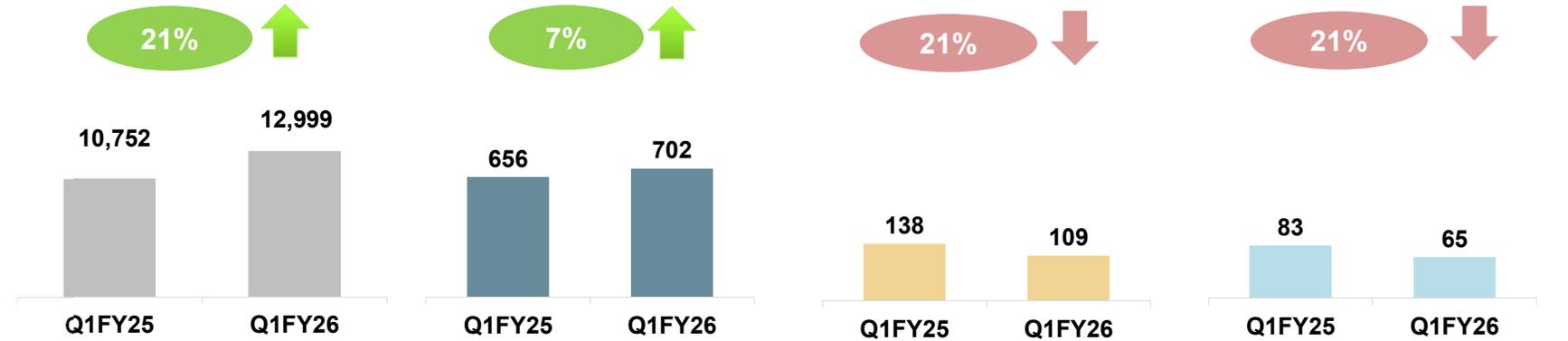
# Q1FY26 Redington Global Excl. Arena Performance



# Q1FY26 Redington Global Performance



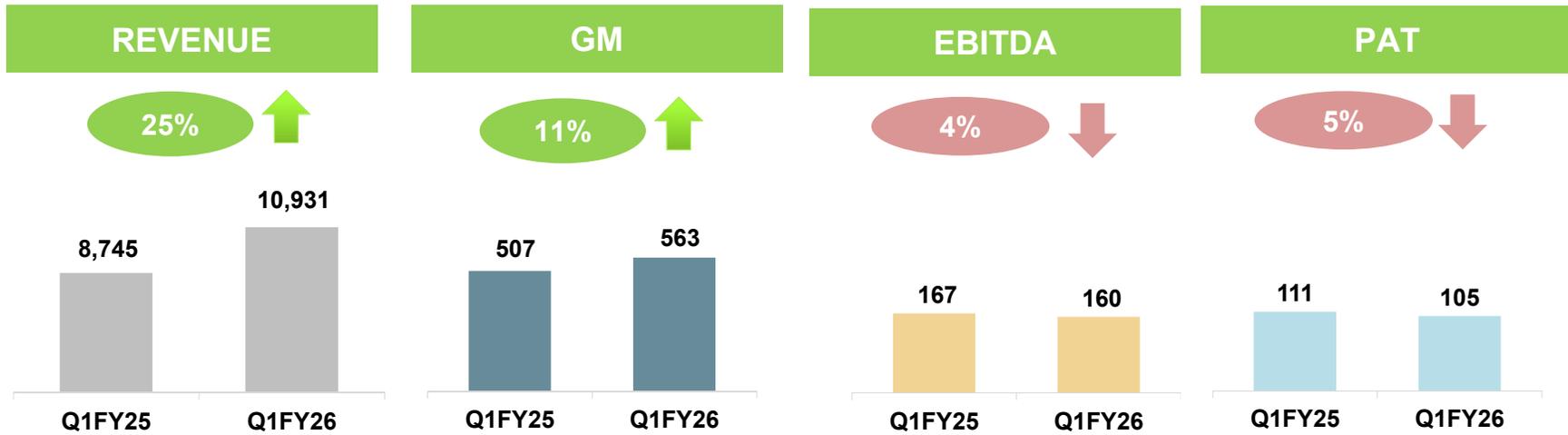
# Q1FY26 Performance by Market

**SISA**

**ROW**


₹ in Cr

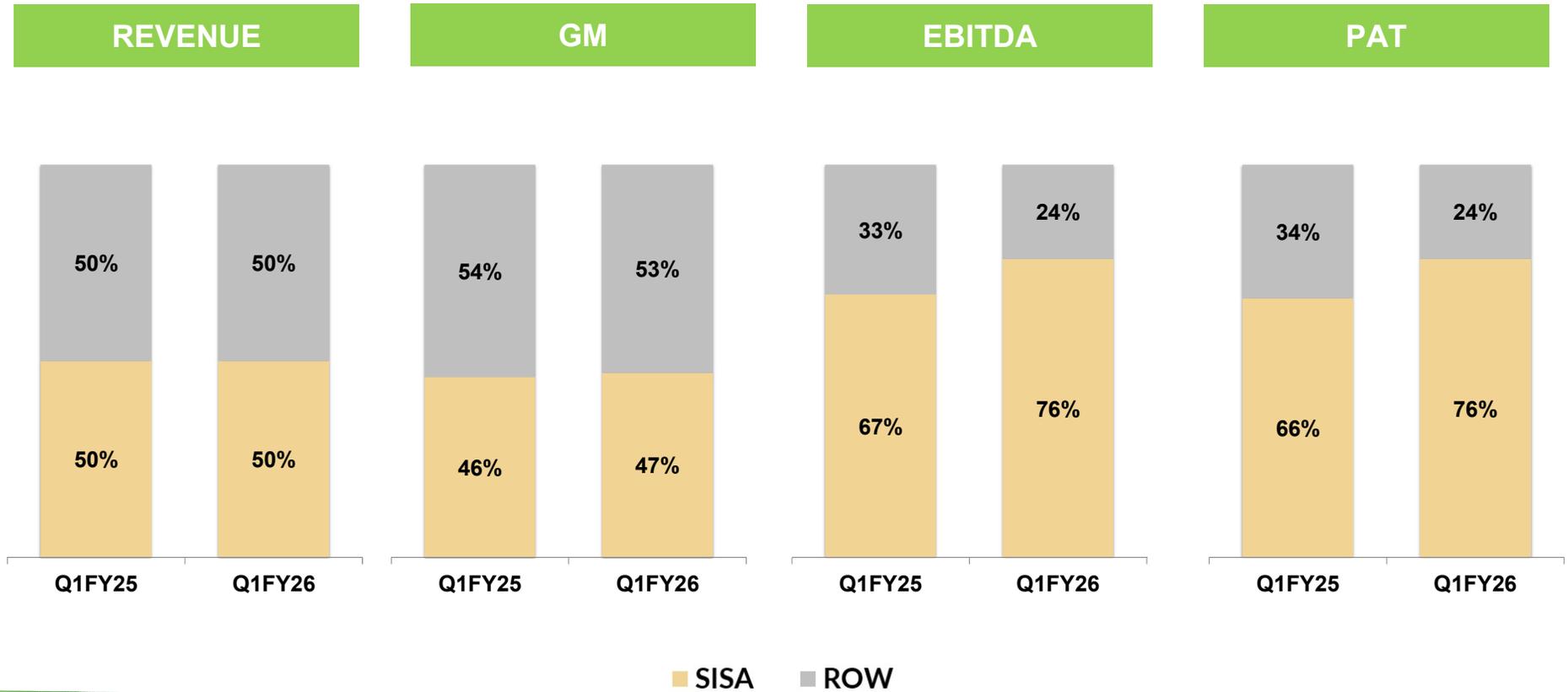
# Q1FY26 Performance by Market (Excl. Arena)

ROW Excl. Arena



₹ in Cr

# Q1FY26 Contribution by Market

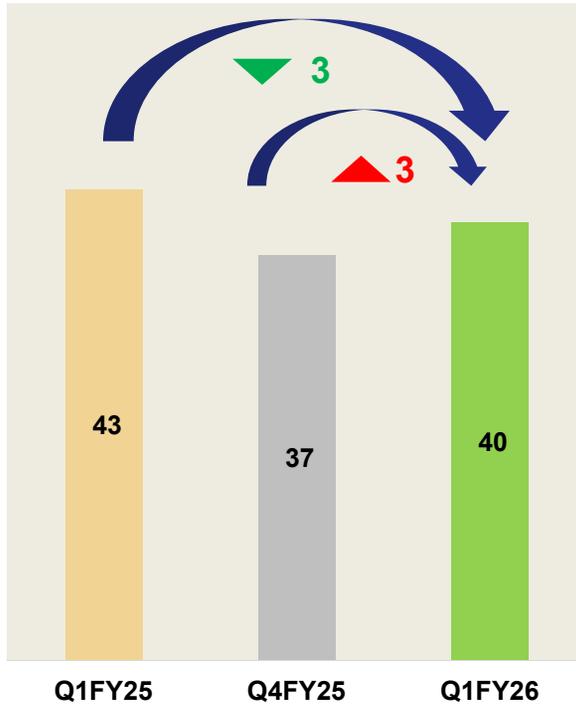


# Q1FY26 Working Capital Days

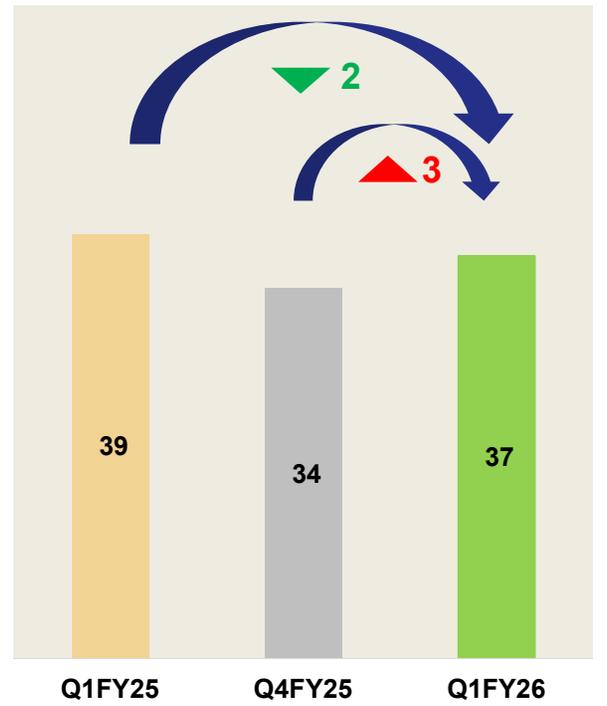
## SISA



## ROW

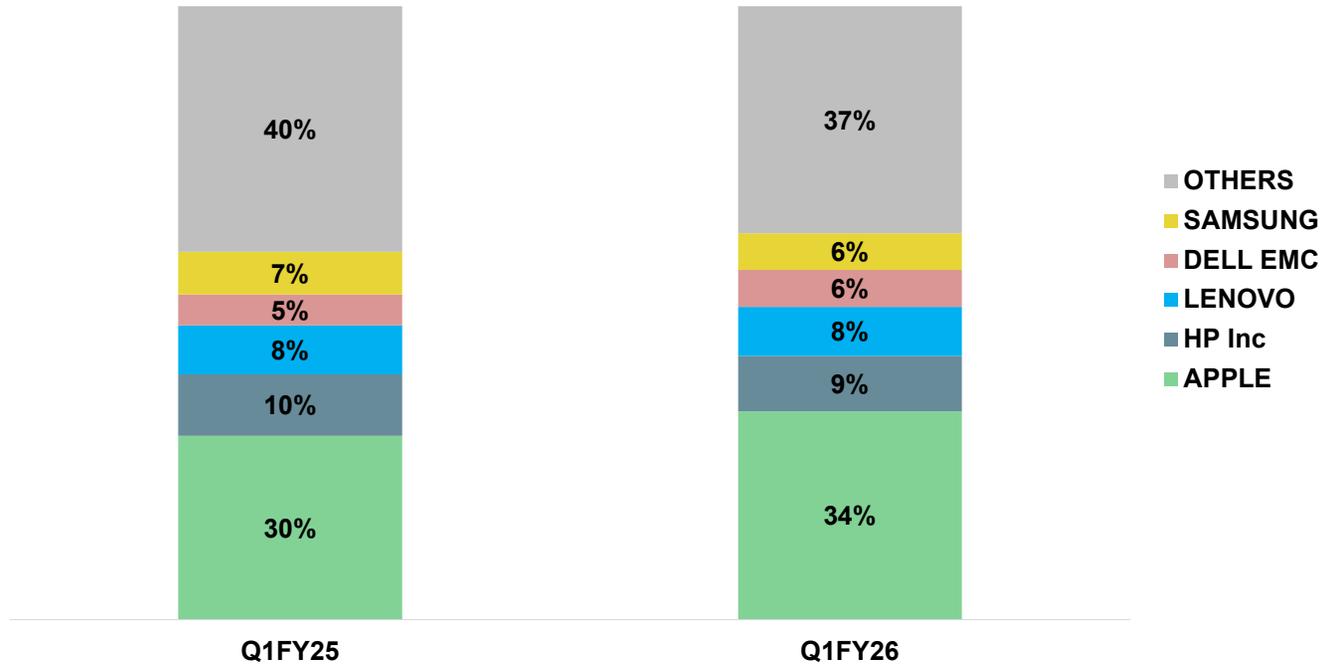


## GLOBAL



# Q1FY26 Top 5 Vendors

## REVENUE



# Q1FY26 Verticals Revenue

Verticals	SISA			ROW			GLOBAL		
	Q1FY25	Q1FY26	YoY	Q1FY25	Q1FY26	YoY	Q1FY25	Q1FY26	YoY
ESG	3,804	4,014	6%	3,511	3,529	1%	7,315	7,544	3%
TSG	3,020	3,799	26%	2,561	2,937	15%	5,581	6,735	21%
MSG	3,157	4,387	39%	3,896	5,793	49%	7,052	10,180	44%
CSG	448	647	44%	450	623	38%	899	1,270	41%
Renewable energy	48	37	-24%	4	2	-56%	52	38	-26%
Logistics	138	157	14%	94	93	0%	231	251	8%
Other Services	21	21	-1%	268	50	-81%	290	71	-75%

Decline in Other services due to Paynet divestment.

*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 (sold in Feb'25), RGS : Shared Services

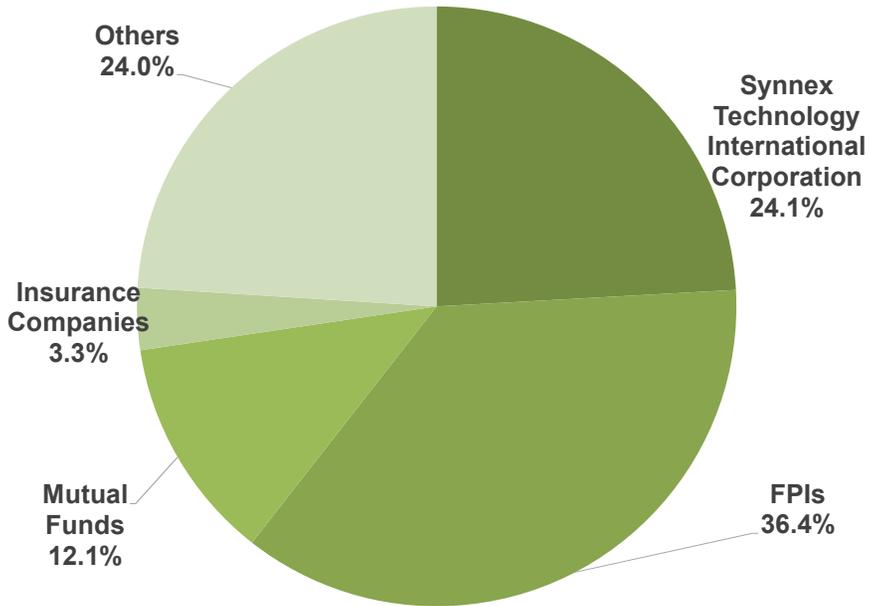
₹ in Cr

# Q1FY26 Free Cash Flow Statement

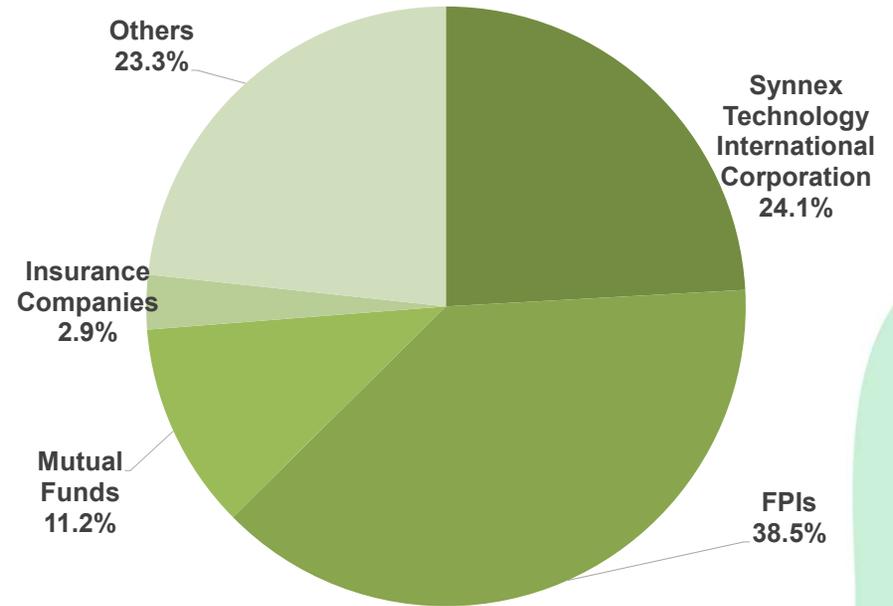
Particulars (₹ in Cr)	Q1FY25	Q4FY25	Q1FY26
Profit Before Taxation	292	1,148	304
Non-cash items	41	(525)	137
Finance Cost	60	82	92
Changes in Working Capital	(641)	(356)	(1,323)
Direct Tax Paid	(116)	(141)	(73)
<b>Net Cash Flow from Operations</b>	<b>(363)</b>	<b>208</b>	<b>(863)</b>
Capex	(16)	(82)	(31)
Outflow of Finance Cost	(56)	(87)	(46)
<b>Free Cash Flow</b>	<b>(436)</b>	<b>40</b>	<b>(940)</b>

Amounts may not add due to rounding

# Shareholding Pattern



Mar-2025



Jun-2025



## **Investor Contacts**

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