

CORPORATE PRESENTATION

Q3FY26





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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.



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Redington

ABOUT US

~5,100

Redingtonians creating a culture of inclusion, creativity, and innovation

75,000+

Channel Partners

~430

Brands

160

Warehouses

62

Sales Offices



Products , Service & Solutions Company

- An Emerging Markets Multinational with presence across 40 markets
- Distributing entire gamut of IT products namely Smartphone, PCs, server, storage, networking, solar, 3D printing, etc.
- Software & solutions, Cloud, Security, XaaS, Professional 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
- Amongst the Top 10 IT distribution company in the world
- ROE # at 17% and ROCE at 21% in FY25

Excluding profits from divestment of step-down subsidiary, Paynet

The Making of Redington



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



1999 - 02

- 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.



2007 - 10

- 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.

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.



2011 - 14

- 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.

2019 - 22

- 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.

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.

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
- Transfer of Vodafone Contract by Arena



Core Values



- Being open, honest and direct in our dealings
- Being transparent with our communications and actions

Uncompromising Integrity



- Fostering a culture of inclusion
- Ensuring fairness and dignity for all

Respect & Trust



- Best customer experience for the customer
- Keeping customer as the center of our business's philosophy, operations, or ideas

Customer Centricity



- High levels of ownership and commitment
- Innovative, flexible and open to new ideas

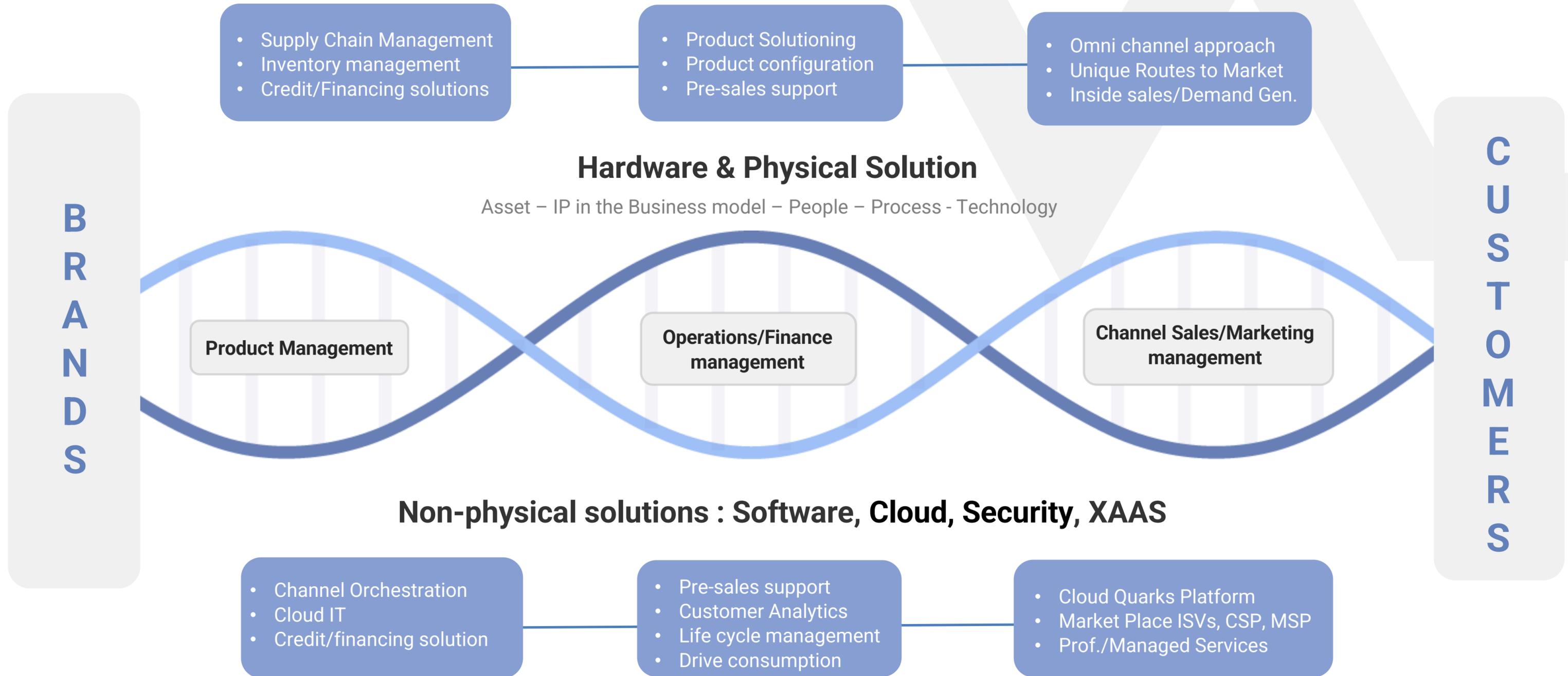
Strive for Excellence



- Individual contribution key to our success
- Ensure effective collaboration

Results through Teamwork

Enabling Technology Adoption : Our DNA & value added



Portfolio



End Point Solutions Group

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



Technology Solutions Group

Networking, Server, and Storage, Power & Collab



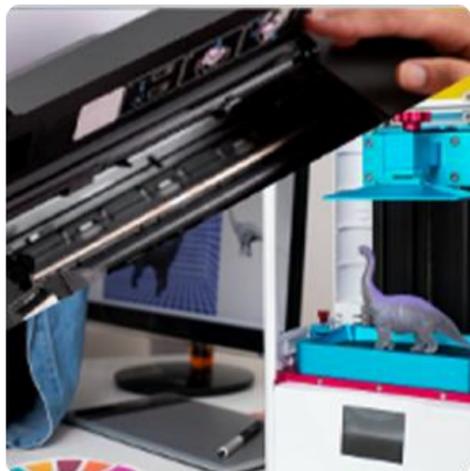
Mobility Solutions Group

Smartphones



Software Solutions Group

Cloud and Professional Services, Software Licensing & Subscription, Enterprise Security Solutions



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
~430 brands



Presence

Global Footprint

#1 - #2

Across All Markets

40

Markets Served

32

In Country Presence



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

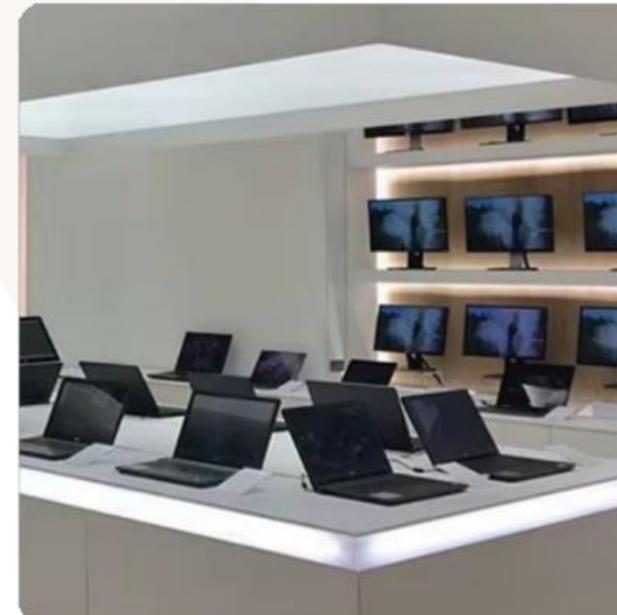
Channel partners



Commercial/Enterprise IT

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

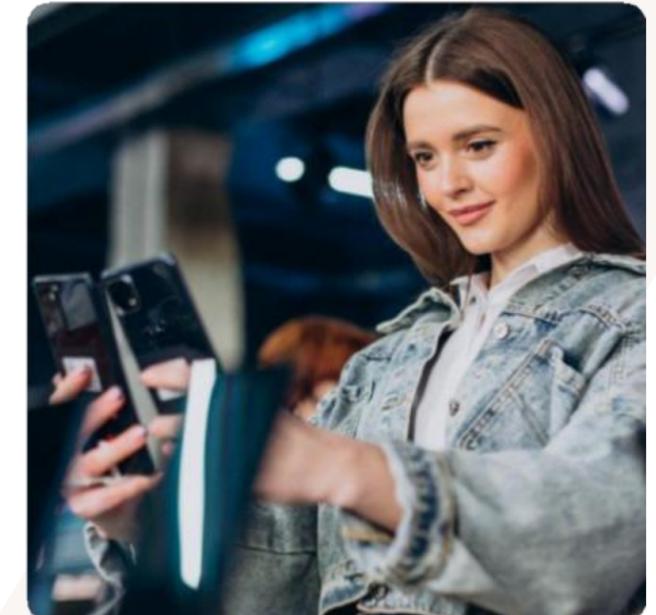
TSG, SSG, ESG



Consumer IT

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

ESG & MSG



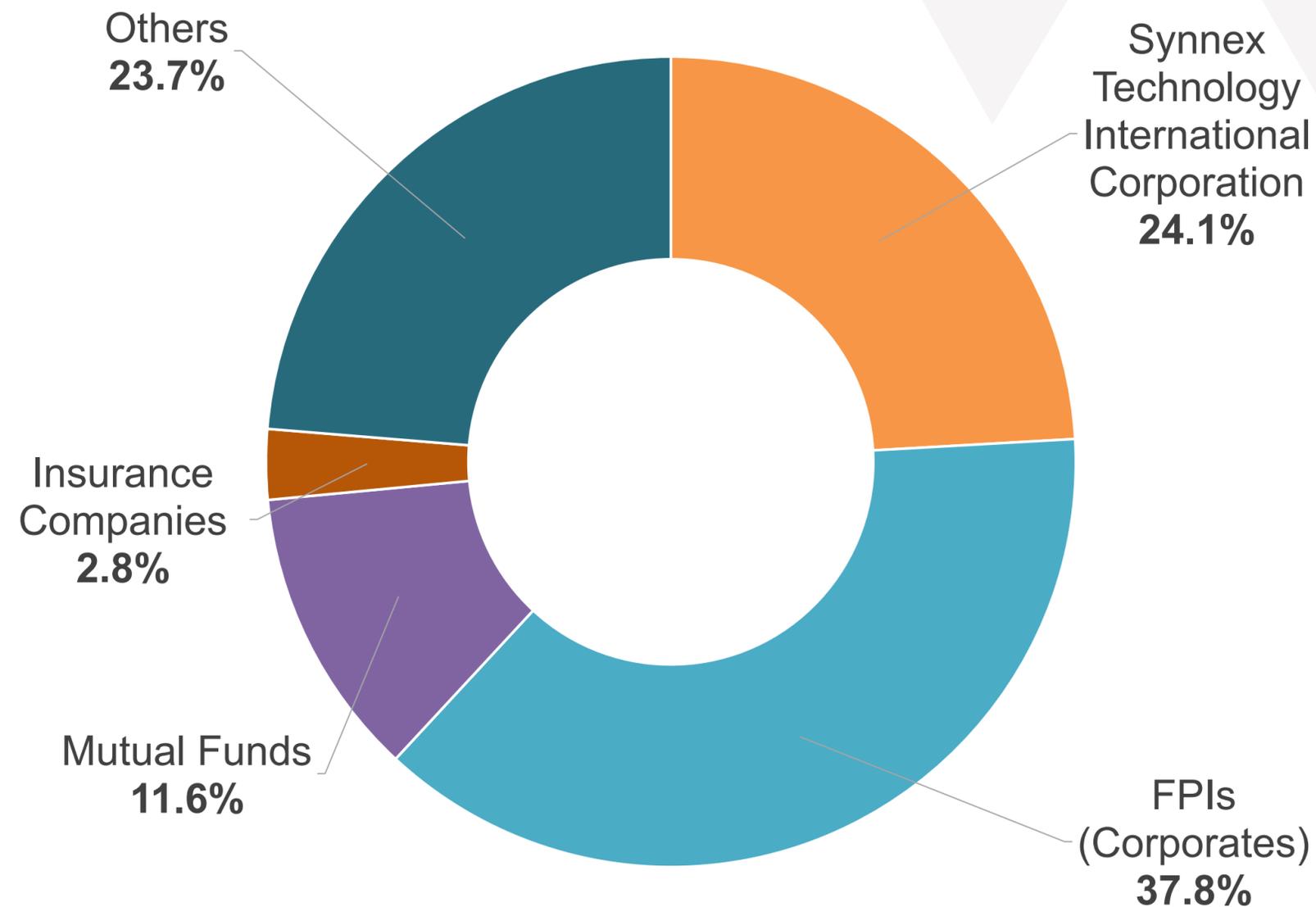
Mobility

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

Shareholders



Shareholding date:
31 December 2025



Board of Directors



Professor J. Ramachandran
Chairman & Non Executive
Director



Anita P Belani
Independent Director



B. Ramaratnam
Independent Director



Tu, Shu-Chyuan
Non Executive Director



V S Hariharan
Managing Director & Group CEO



Sudip Nandy
Independent Director



S.V. Krishnan
Finance Director



Chen, Yi-Ju
Non Executive Director

Leadership

Leadership Team

Experienced & Diverse

Middle Management

Long Tenure & Domain expertise



V. S. Hariharan
Managing Director & Group CEO



S V Krishnan
Finance Director



Ramesh Natarajan
CEO, India & Middle East



Serkan Çelik
CEO, Turkey, Africa, Egypt & CIS



Cem Borhan
CEO, Southeast & South Asia



Sayantan Dev
Global Head, Software Solution Group



Vijay Swaminathan
Global Chief Human Resource Officer



Serkan Kutlu
Global Chief Strategy Officer



Deepak Puligadda
Global Chief Technology Officer



Puneet Chadha
Global Chief Marketing Officer



Viswanath Pallasena
CEO, Emerging Business



Vijay Raghavan
CEO, ProConnect



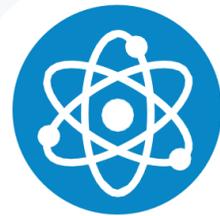
R Venkatesh
Global Chief Sustainability Officer



Srinivasababu Vellanki
CEO, Redserv Global

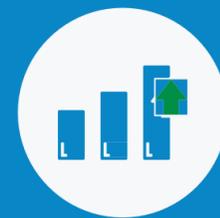
Corporate Strategy

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



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.

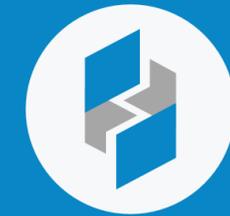
Localized approach for expansion in growth geographies.



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.

Key Technology Trend



Hybrid Cloud



Artificial Intelligence



Cyber Security



Software



Sustainability Tech

Technology Trends

GROWTH CAGR% 2024-32

	INDIA	MEA	What it means for Redington	
Hybrid Cloud	21%	20%	Building a diverse product portfolio catering to hybrid cloud requirements	Enhancing support for cloud migration and hybrid infrastructure management
Artificial Intelligence	29%	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	17%	17%	Partnering with leading cybersecurity vendors to deliver integrated security solutions	Scaling up the Managed Security Services Practice (MSSP)
Software	13%	15%	Software contribution in ICT Distribution Industry grew from 12% to 24% in last two years (2022-24)	Re-aligning org & ops model for Software led business growth. <i>Current contribution of software in Redington >15%</i>
Sustainability Tech	29%	26%	Expanding product catalog to include sustainable tech solutions	Establishing partnerships for responsible disposal and e-recycling

2025

Global IT spend growth

9.8% \$5.6 Tn



India

11.1% \$161.5Bn



MEA

7.4% \$230.7Bn



Biz Model Trends

Business Model Trends

 **Subscription Model**
Product to Services

What it means 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

 **Work Location**
Hybrid work Model

- Offering technology solutions for seamless collaboration in hybrid environments
- Invest in digital tools to enhance connectivity and efficiency in hybrid workspaces

 **Circular Economy**
Circulate Products and Material

- 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

 **BOP Affordability**
Product for low Income earners

- 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

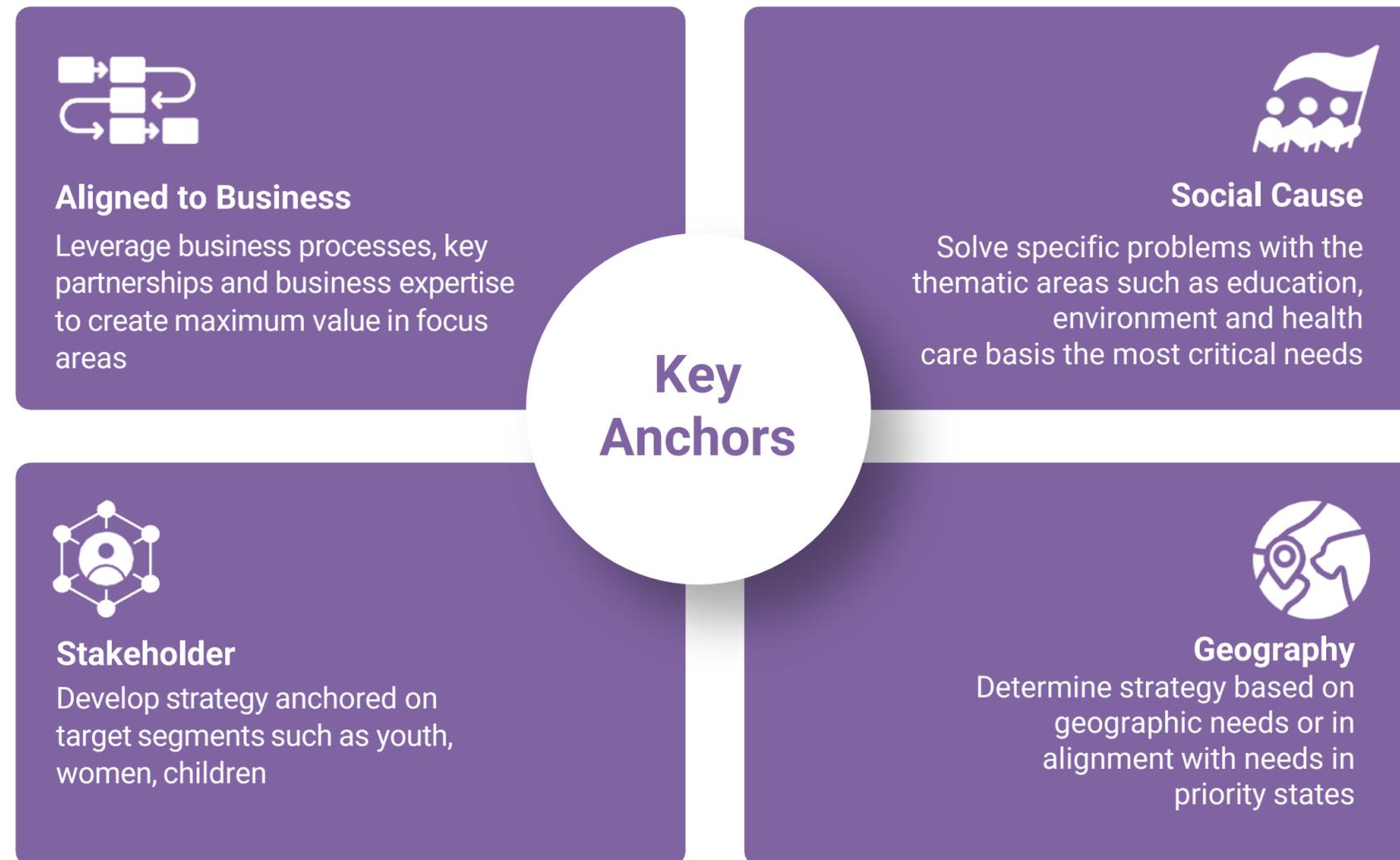
Resilient Business 01	Reimagined Efficiencies 02	Responsible Business Practices 03	Redefined Value Chain Engagement 04
1100 MW	3%	25%	80%
Solar Capacity created in India	Renewable energy (2.5X Y-o-Y increase)	Women representation on Board	Trade vendors ESG aligned
19 MT	19%	38%	1,00,000+
Successfully diverted e-waste from landfills through responsible collection and recycling efforts	Reduction in emissions intensity tCO2 e /Million \$ (Scope 1 & Scope 2)	Independence in Board composition	Beneficiaries from CSR projects undertaken during FY24-25
Safely Managed hazardous substances and recovered materials from obsolete electronics, reducing contamination risks and supporting a circular economy	3%	100%	31st
	Reduction in water consumption	Oversight of ESG risks and implementation plan through ESG Committee	Ranked among 250 Most Sustainable Companies in Inaugural IMSC listing by Business World
	81%	100%	1,40,000+
	Global Employee Engagement Score	Training completion on ABAC	hours of Skill training through COLTE in partnership with the Government through Logistics Skill Council, an NGO set-up by the National Skill Development Corporation (NSDC)

Our ESG Credentials



Approach towards CSR

REDINGTON FOUNDATION



Our Portfolio with Breadth and Depth of Programmers



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



Educate to Empower
Digital inclusion through education programmes, scholarships, behavioral change on health & sanitation, promotion of art & culture

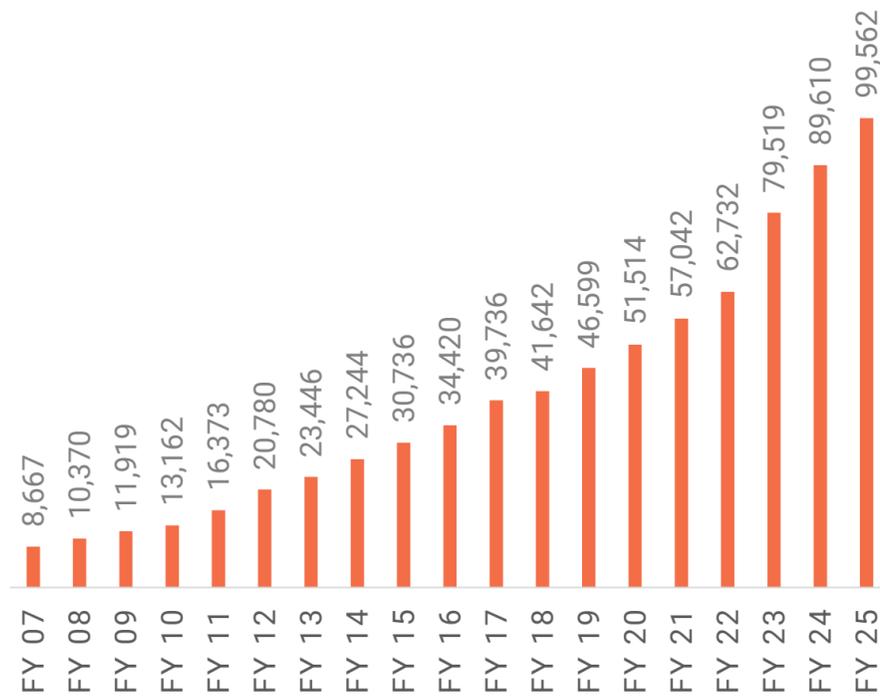


Community Development
Social progress through environmental programmes, preventive healthcare interventions, integrated village development programmes, need-based interventions aligned to disaster relief, etc.

Performance Since listing

Revenue

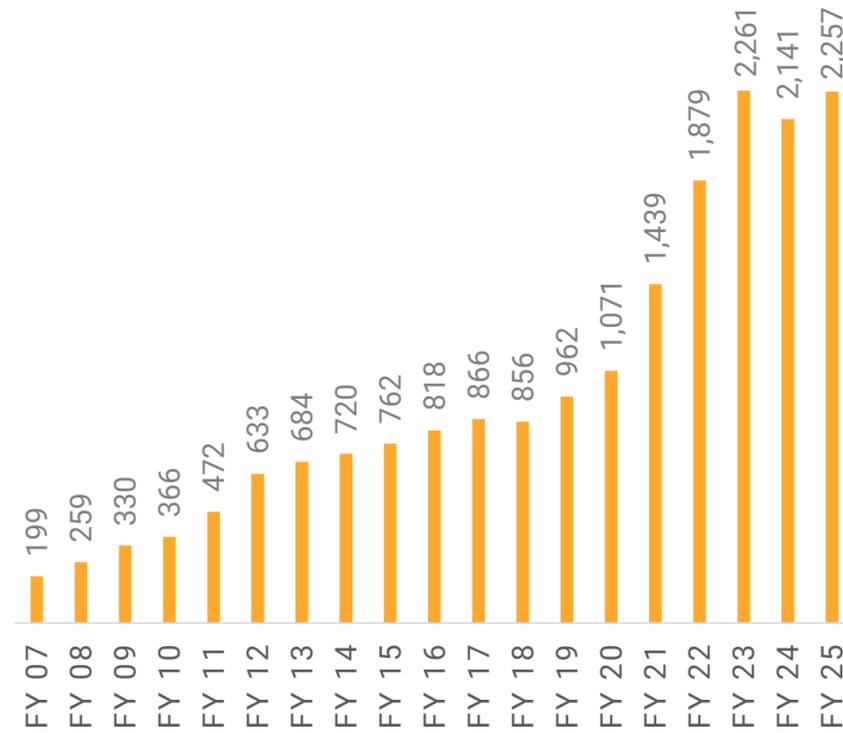
CAGR 15%



₹ in Cr.

EBITDA

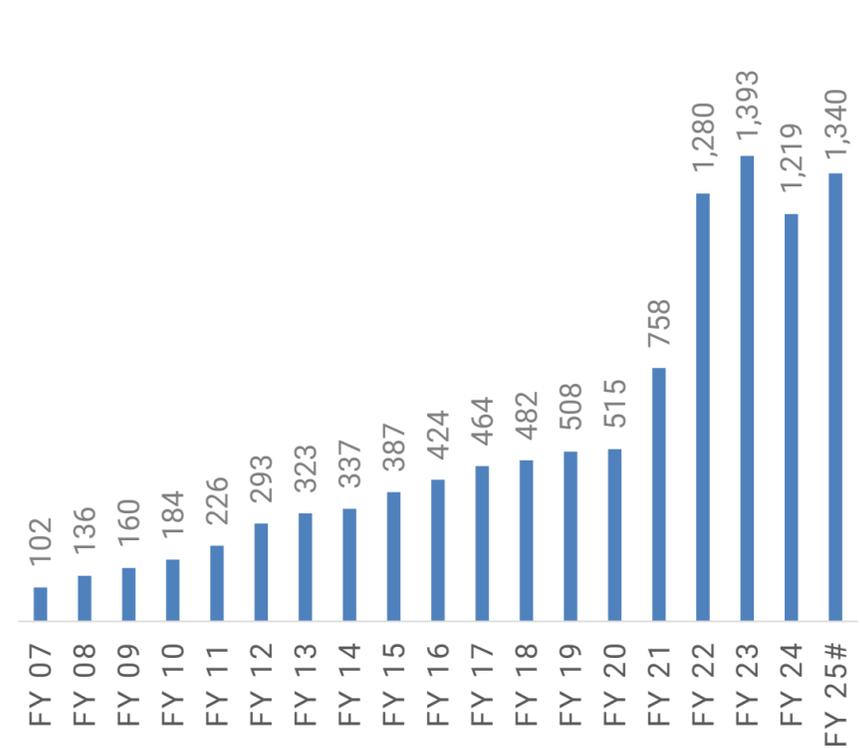
CAGR 14%



₹ in Cr.

PAT*

CAGR 15%



₹ in Cr.

FY25 Revenue \$11.8 Bn

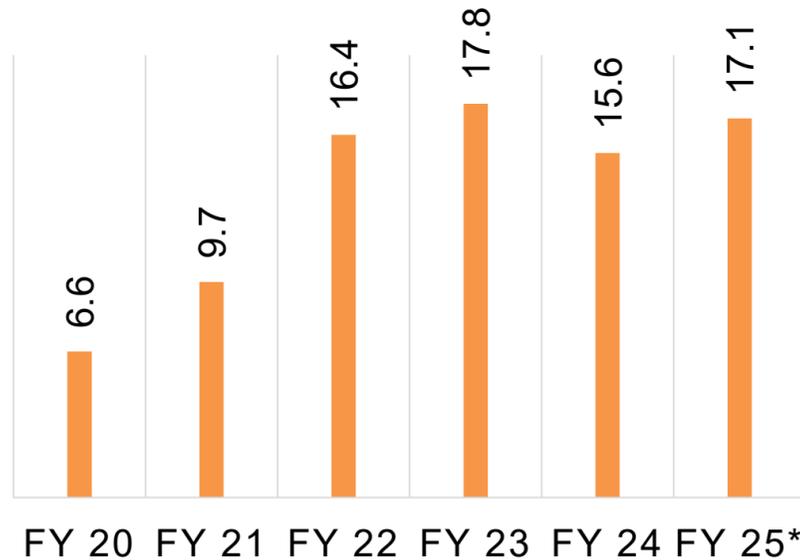
* after minority interest

Excluding profits from divestment of step-down subsidiary, Paynet

Shareholder Value Creation

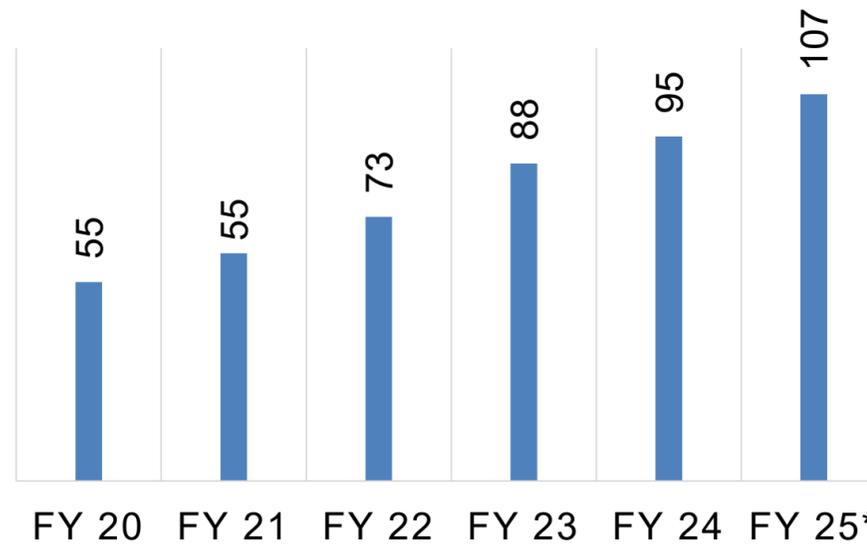
EPS

CAGR 21%



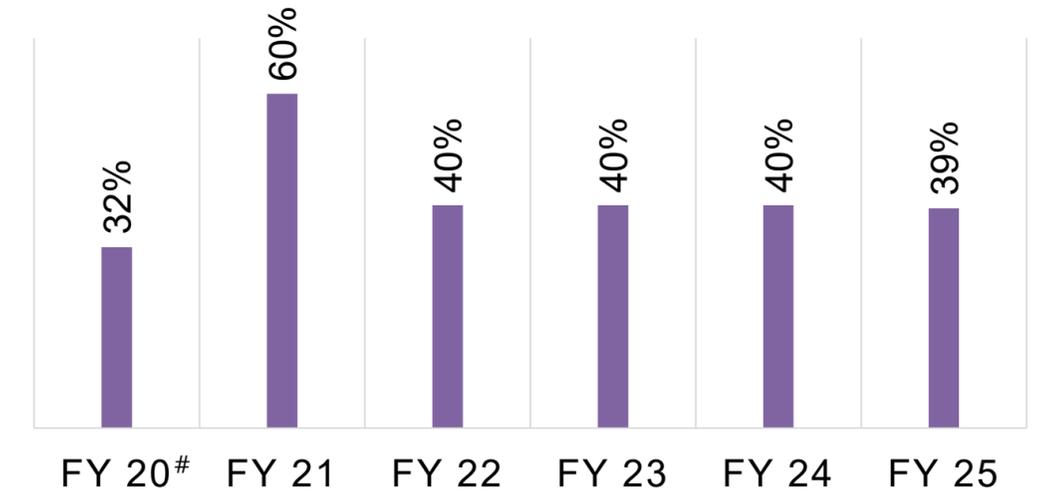
Book Value/Share

CAGR 14%

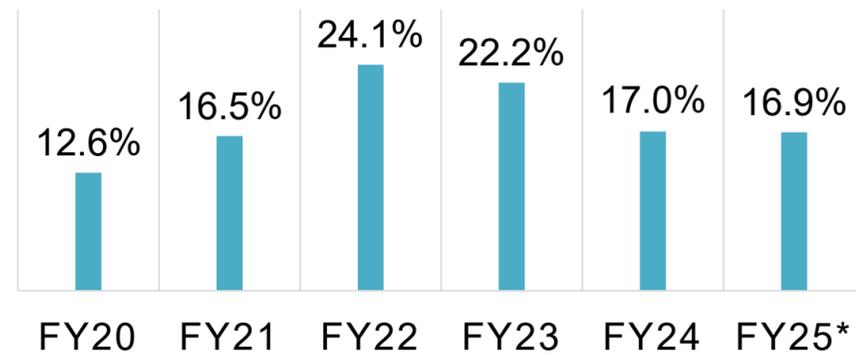


Shareholder Payout#

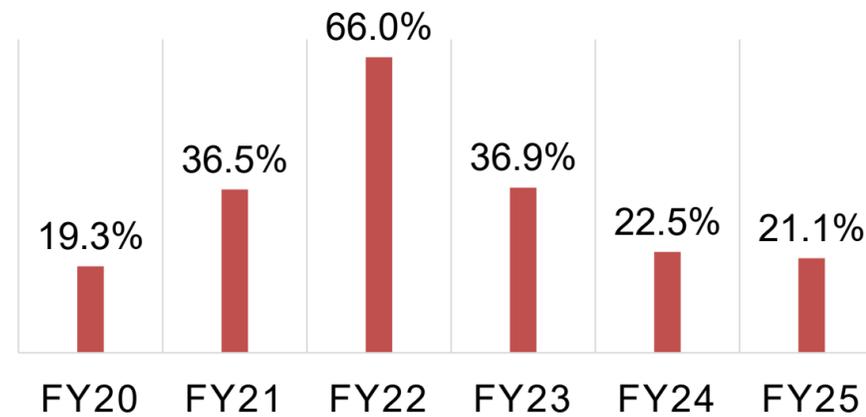
~42% of profit earned



ROE



ROCE



Including Buyback

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

Q3 FY26 Performance Snapshot

Revenue

16%



Q3 FY26 ₹30,959 Cr.
Q3 FY25 ₹26,764 Cr.

EBITDA

2%



Q3 FY26 ₹663 Cr.
Q3 FY25 ₹651 Cr.

PAT

9%



Q3 FY26 ₹436 Cr.
Q3 FY25 ₹400 Cr.

Net Debt - Equity

Q3 FY26 0.08x
Q3 FY25 0.22x

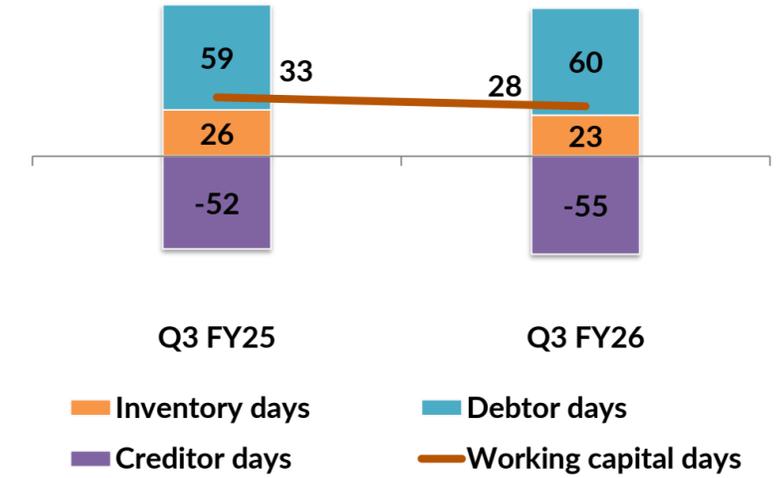
ROE

Q3 FY26 18.8%
Q3 FY25 20.5%

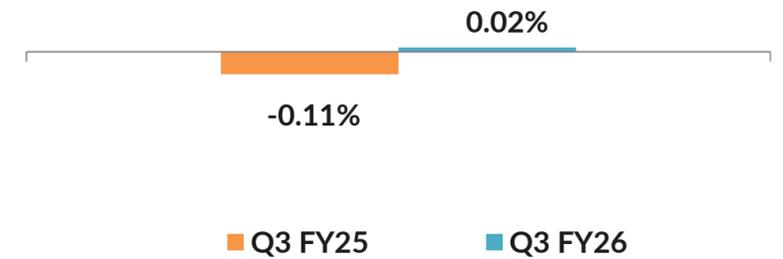
ROCE

Q3 FY26 22.1%
Q3 FY25 26.7%

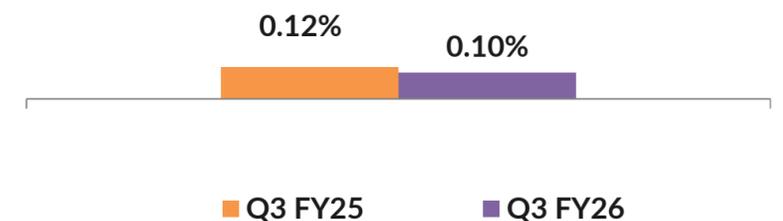
WC Components (days of sale)



Inventory Charge (% of sale)



AR Provision (% of sale)



Awards

Great Place To Work[®]
Certified
MEA

LinkedIn
TOP
2024
COMPANIES
India



Thank You

