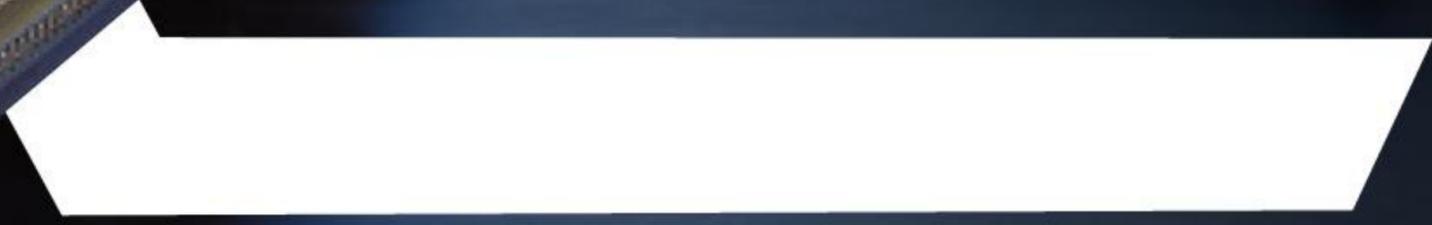




EARNINGS PRESENTATION

Q3FY26



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.

Financial Highlights

Highest Ever Revenue & PAT achieved in any Quarter

- Q3FY26 – YoY growth
 - Global excl. Arena - Revenue grew by **22%**, EBITDA grew by **10%** and PAT grew by **15%**
 - Global incl. Arena - Revenue grew by **16%**, EBITDA grew by **2%** and PAT grew by **9%**
 - SISA – Revenue grew by **24%**, EBITDA grew by **1%** and PAT grew by **2%**
 - ROW excl. Arena – Revenue grew by **18%**, EBITDA grew by **21%** and PAT grew by **30%**
 - ROW incl. Arena – Revenue grew by **7%**, EBITDA grew by **2%** and PAT grew by **17%**
- 9MFY26 – YoY growth
 - Global excl. Arena - Revenue grew by **22%**, EBITDA grew by **17%** and PAT grew by **23%**
 - Global incl. Arena - Revenue grew by **18%**, EBITDA grew by **10%** and PAT grew by **17%**
 - SISA – Revenue grew by **23%**, EBITDA grew by **13%** and PAT grew by **16%**
 - ROW excl. Arena – Revenue grew by **20%**, EBITDA grew by **25%** and PAT grew by **32%**
 - ROW incl. Arena – Revenue grew by **12%**, EBITDA grew by **5%** and PAT grew by **18%**

SISA : Singapore, India & South Asia
ROW : Rest of the World

Financial Highlights

- **Key Metrics – Global**

- **WC days** for Q3FY26 is **28** days, reduced by **5** Days on YoY basis
- Q3FY26 – SSG grew by **40%** on YoY basis and ESG grew by **21%**
- Net Debt to Equity was at **0.08x**
- ROCE was at **22.1%** and ROE was at **18.8%**

SISA : Singapore, India & South Asia
ROW : Rest of the World

Financial Highlights – Q3FY26

SISA maintained revenue growth momentum

SISA BUSINESS

- YoY Revenue grew by **24%**, EBITDA grew by **1%** and PAT grew by **2%**
- ROCE was at **22.9%** and ROE at **20.0%**.
- WC days stood at **27** days, reduced by 4 days on YoY basis.
- YoY Strong growth across all BUs - **ESG** grew by **42%**, **MSG** grew by **33%**, **SSG** grew by **31%**
- **India Distribution:** YoY Revenue grew by **25%**, EBITDA grew by **8%** and PAT grew by **11%**

*SISA : Singapore, India & South Asia
ROW : Rest of the World*

Financial Highlights – Q3FY26

ROW BUSINESS Incl. Arena

- Revenue grew by **7%**, EBITDA grew by **2%** and PAT grew by **17%**
- WC days stood at **31** days, reduced by **4** days on YoY basis
- YoY Strong growth in **SSG** by **46%**

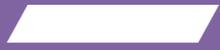
ROW BUSINESS Excl. Arena

- Revenue grew by **18%**, EBITDA grew by **21%** and PAT grew by **30%**
- YoY Strong growth in **SSG** by **46%**, **TSG** by **18%** ,**MSG** by **15%**

PROCONNECT GLOBAL

- Q3FY26 YoY Revenue grew at **15%**, EBITDA de-grew at **20%** and PAT de-grew at **15%**
- Profit growth impacted by one-time cost on account of Impairment of investments
- Q3FY26 EBITDA margin at **8%** and PAT at **3%**
- Captive business at **28%** for the quarter
- 9MFY26 YoY Revenue grew by **12%**, EBITDA grew by **6%** and PAT grew by **10%**

SISA : Singapore, India & South Asia
ROW : Rest of the World



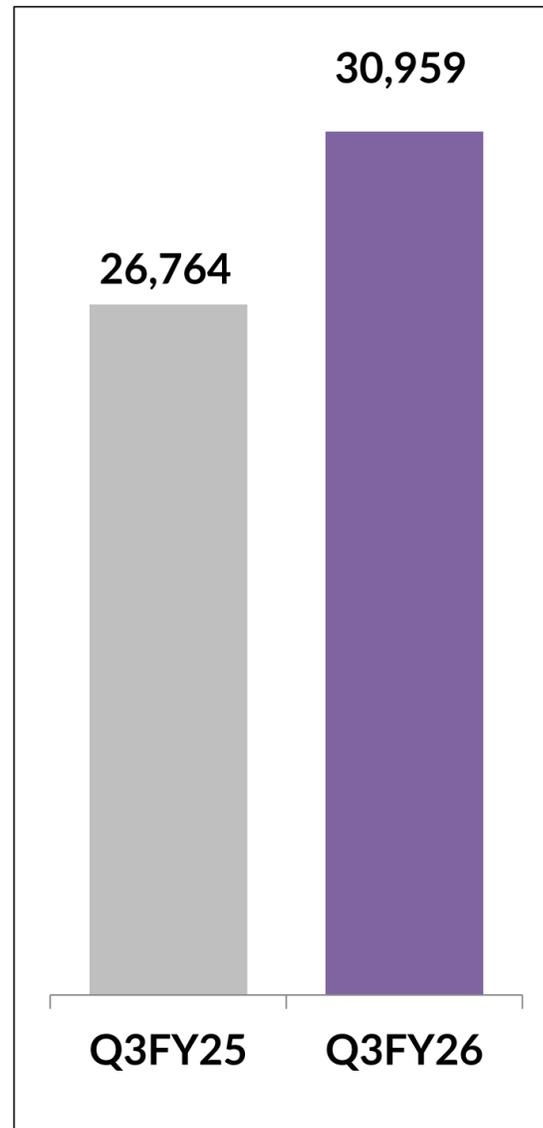
Q3FY26 Performance Snapshot



Q3FY26 Redington Global Performance

REVENUE

16%



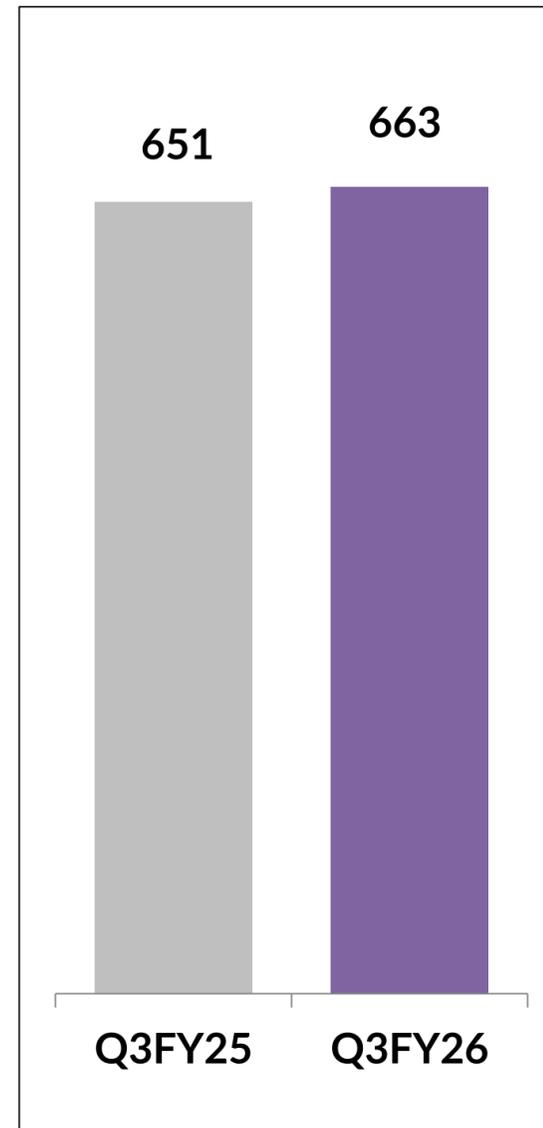
GM

6%



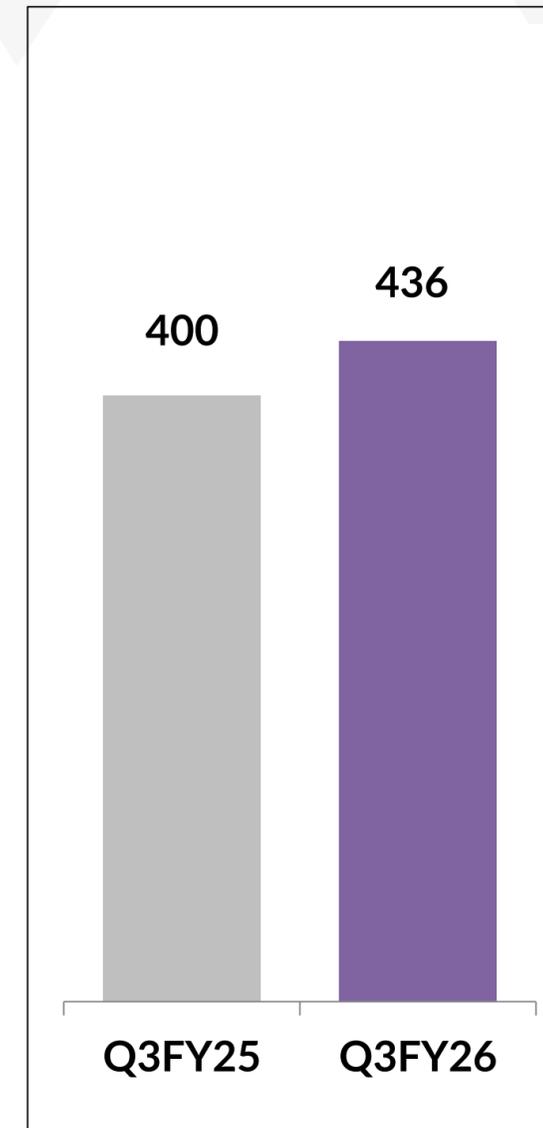
EBITDA

2%



PAT

9%

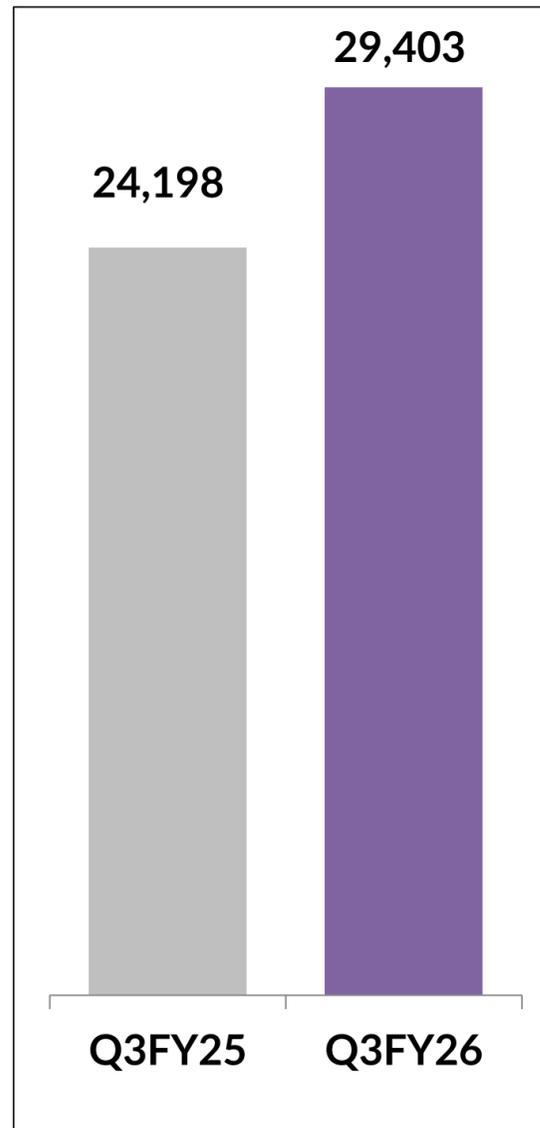


₹ in Cr

Q3FY26 Redington Global Excl. Arena Performance

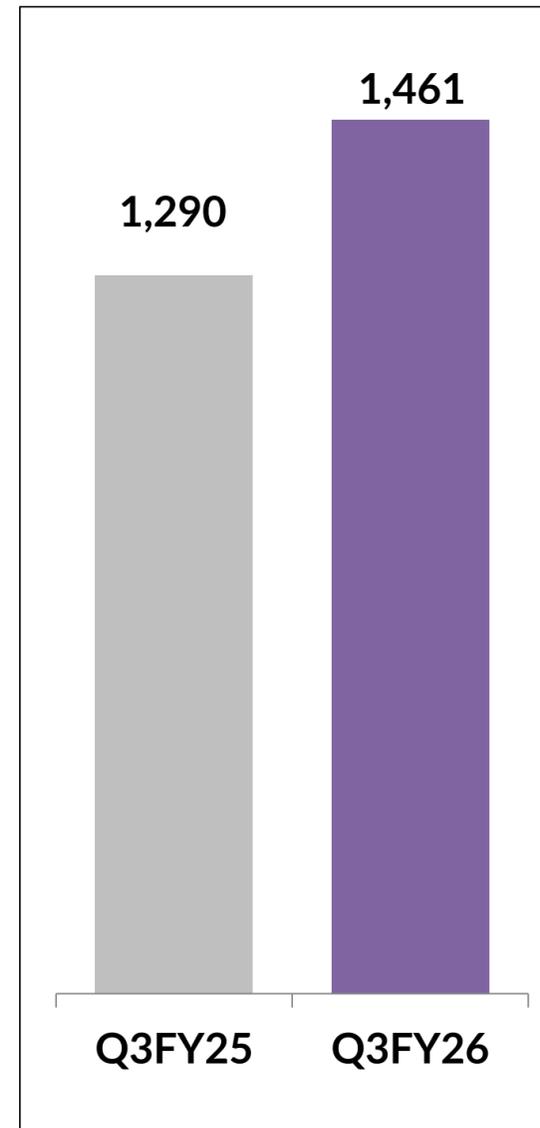
REVENUE

22%



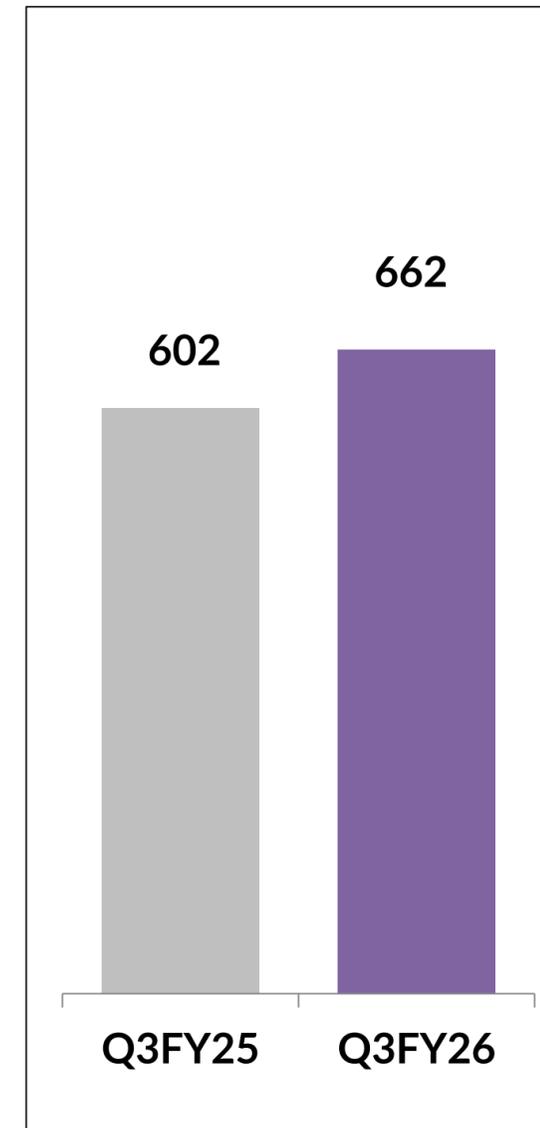
GM

13%



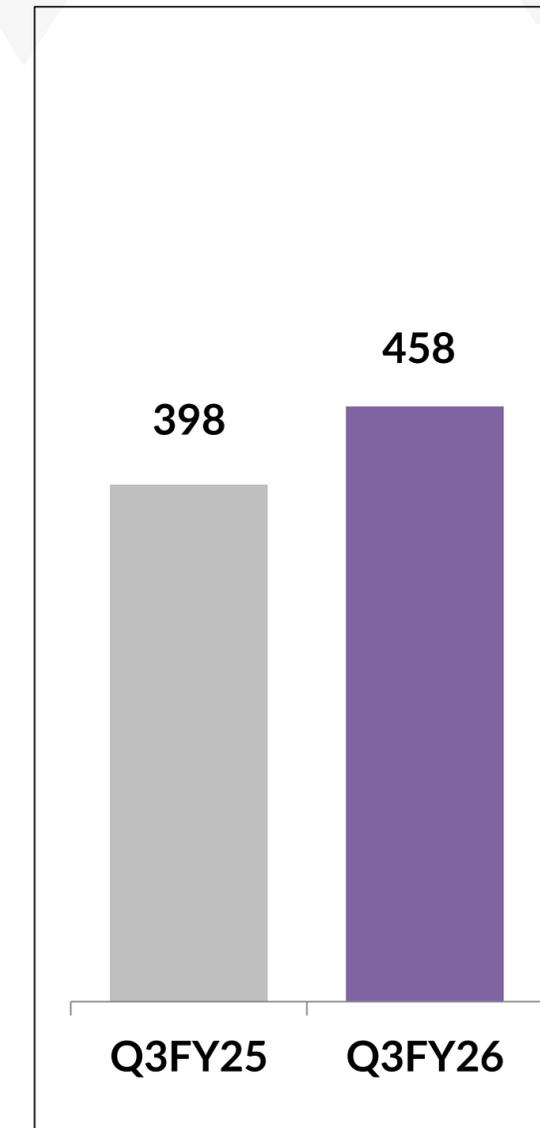
EBITDA

10%



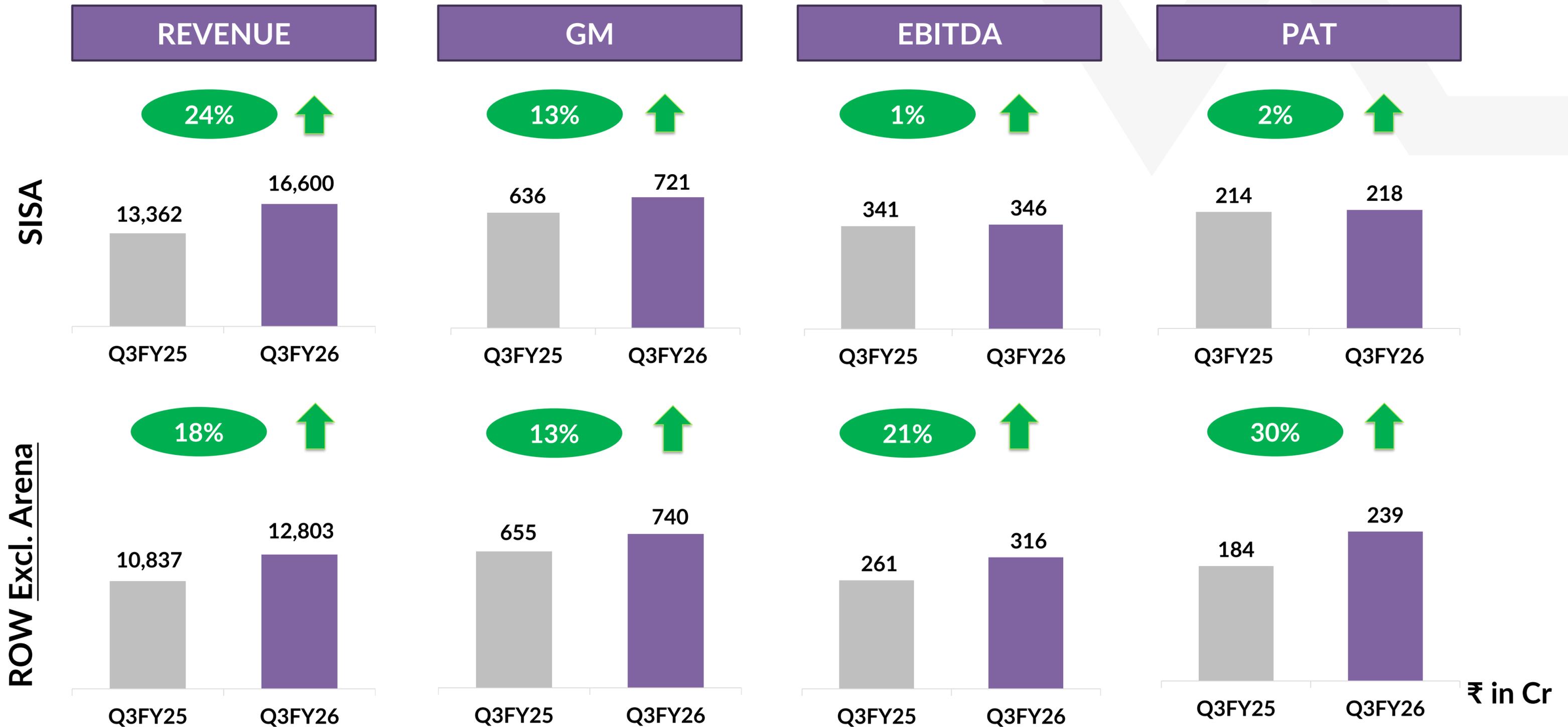
PAT

15%

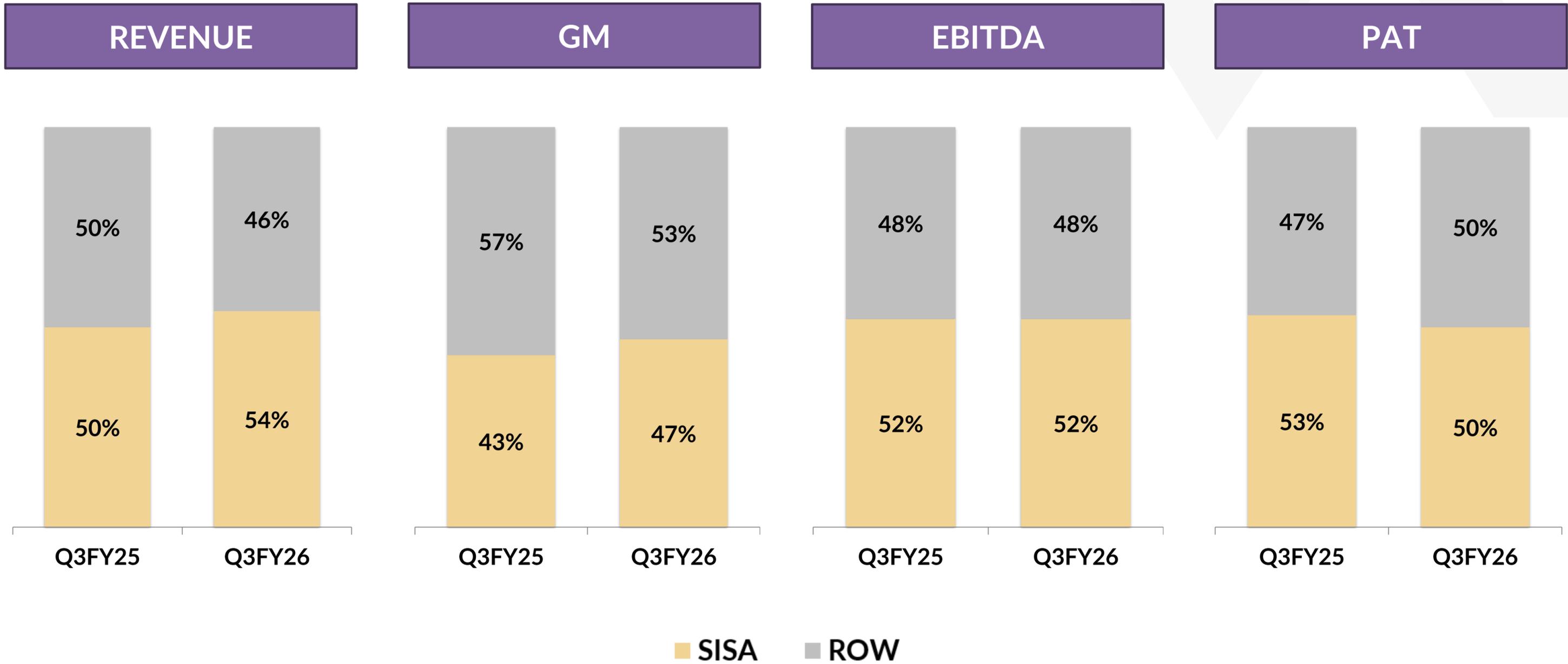


₹ in Cr

Q3FY26 Performance by Market

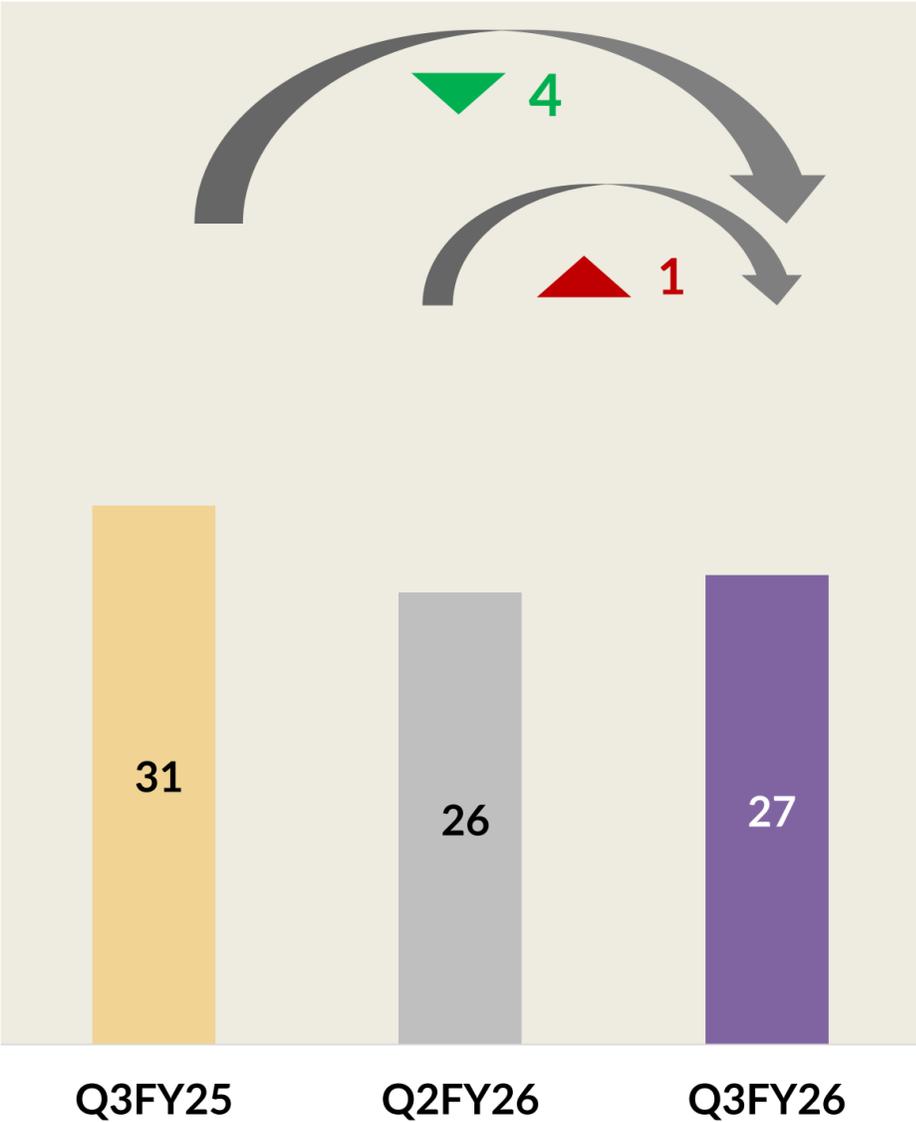


Q3FY26 Contribution by Market

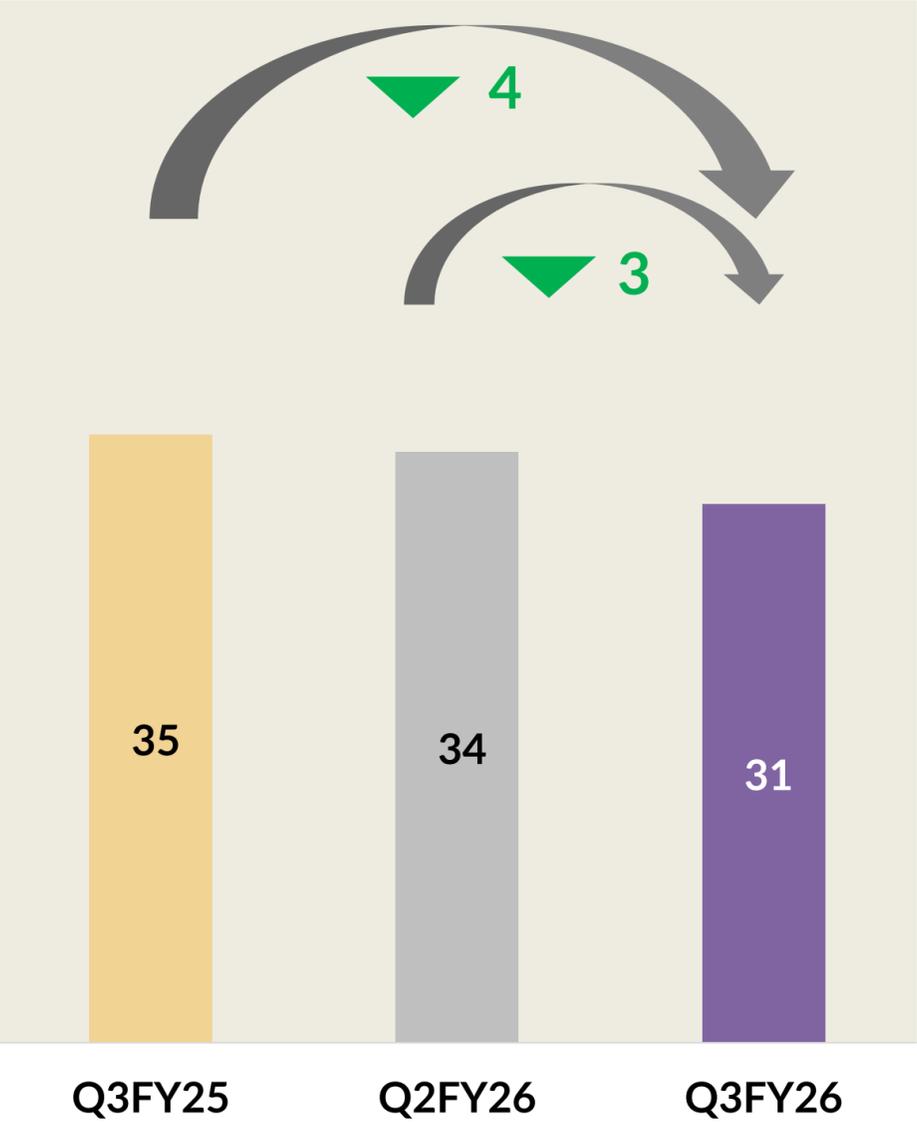


Q3FY26 Working Capital Days

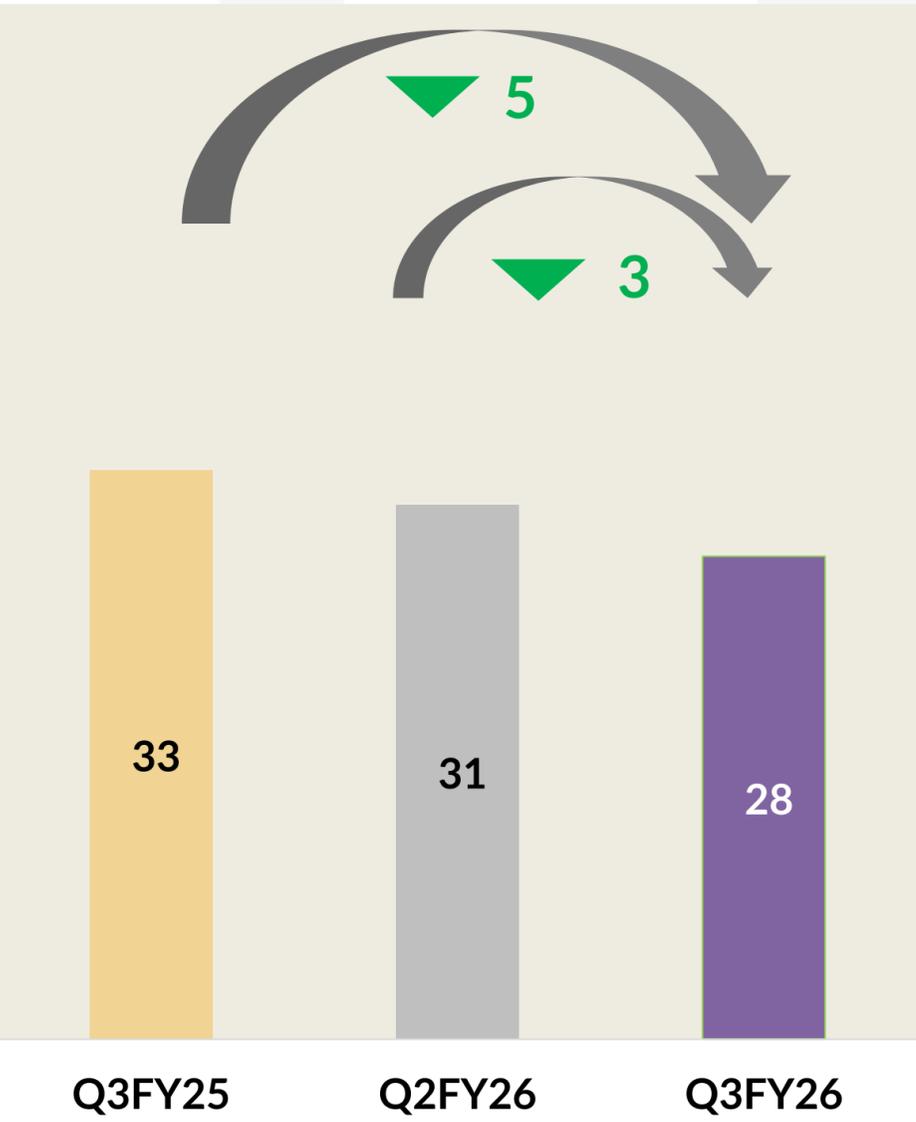
SISA



ROW

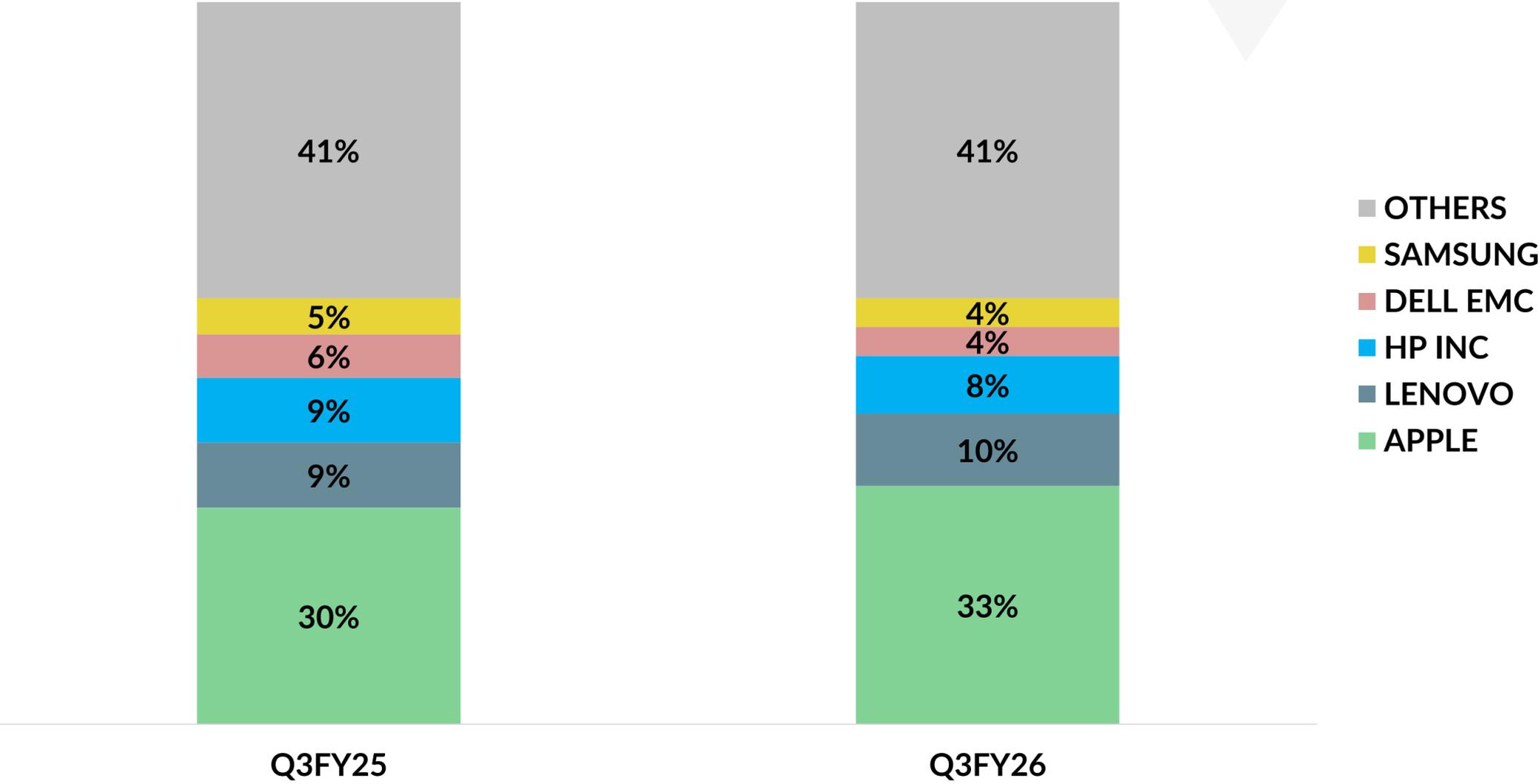


GLOBAL



Q3FY26 Top 5 Vendors

REVENUE



Q3FY26 Verticals Revenue

Verticals	SISA			ROW			GLOBAL		
	Q3FY25	Q3FY26	YoY	Q3FY25	Q3FY26	YoY	Q3FY25	Q3FY26	YoY
ESG	3,565	5,057	42%	4,567	4,793	5%	8,132	9,850	21%
TSG	3,165	2,766	-13%	1,551	1,640	6%	4,715	4,406	-7%
SSG	1,702	2,226	31%	2,402	3,508	46%	4,104	5,734	40%
MSG	4,805	6,413	33%	4,503	4,280	-5%	9,309	10,692	15%
Renewable energy	16	15	-6%	15	1	-94%	31	16	-49%
Logistics	145	170	17%	93	105	13%	238	275	16%
Other Services	19	20	5%	304	63	-79%	323	83	-74%

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, Server & Storage, Power & Collab
MSG	Mobility Solutions Group	Smart Phones & Feature Phones
SSG	Software Solutions Group	Cloud and Professional Services, Software Licensing & Subscription, Enterprise Security Solutions
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

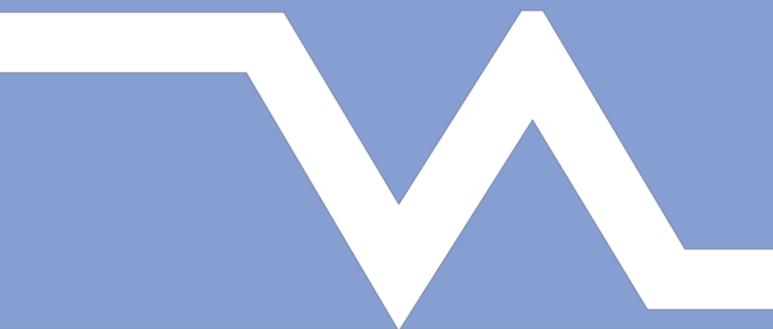
Q3FY26 Free Cash Flow Statement

Particulars (₹ in Cr)	Q3FY25	Q2FY26	Q3FY26
Profit Before Taxation	513	460	538
Non-cash items	61	62	129
Finance Cost	84	116	79
Changes in Working Capital	(2,473)	1,096	(117)
Direct Tax Paid	(118)	(134)	(165)
Net Cash Flow from Operations	(1,933)	1,600	463
Capex	(39)	(2)	(112)
Outflow of Finance Cost	(74)	(75)	(134)
Free Cash Flow	(2,046)	1,523	217

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



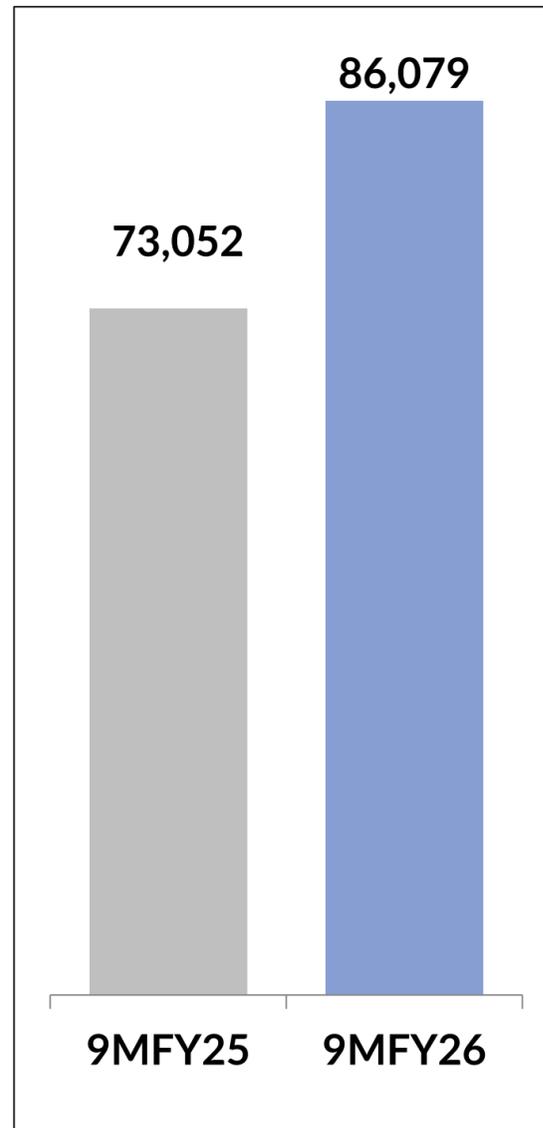
9MFY26 Performance Snapshot



9MFY26 Redington Global Performance

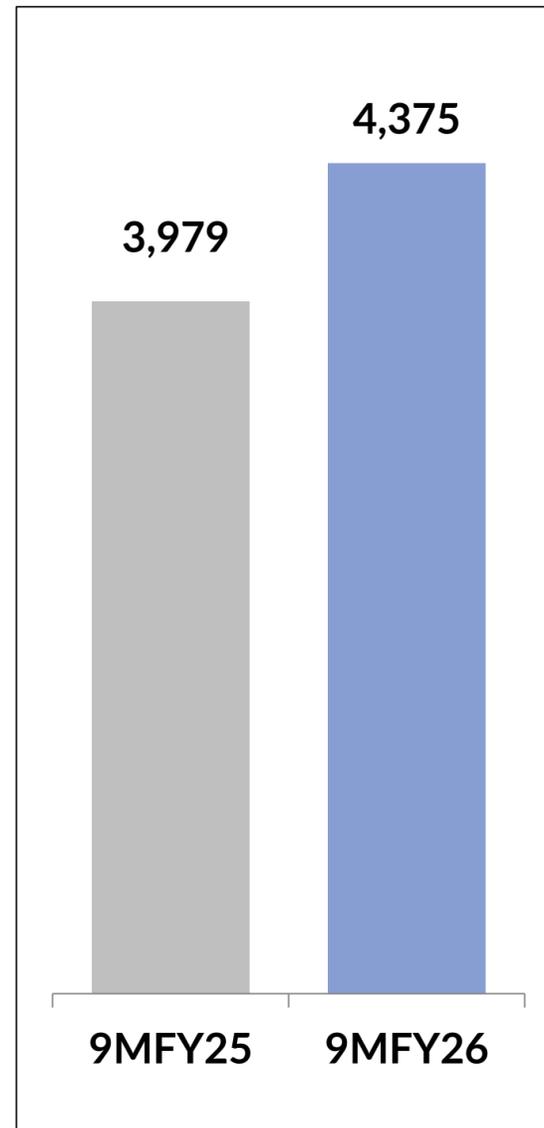
REVENUE

18%



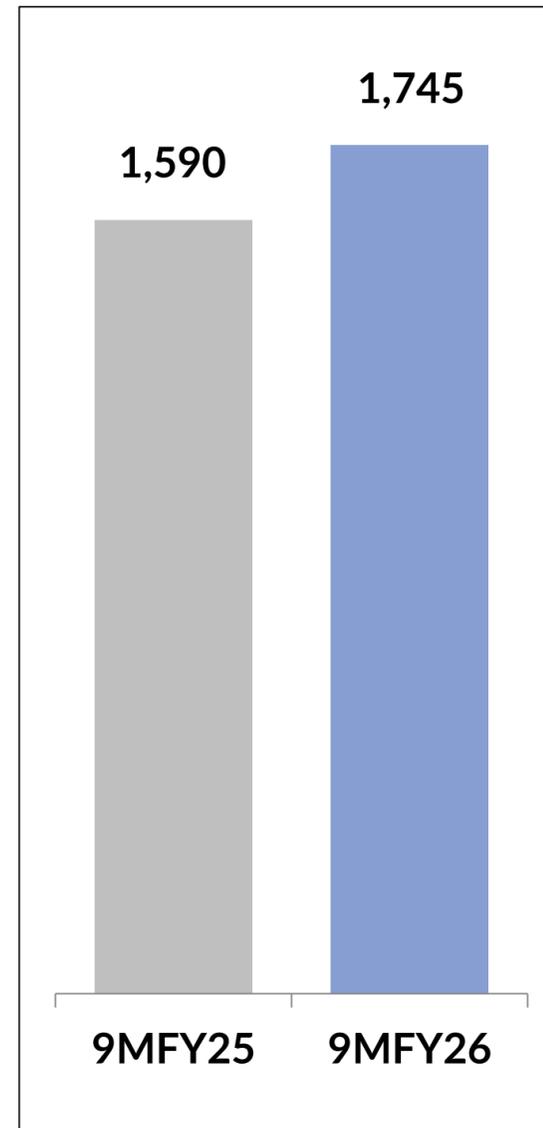
GM

10%



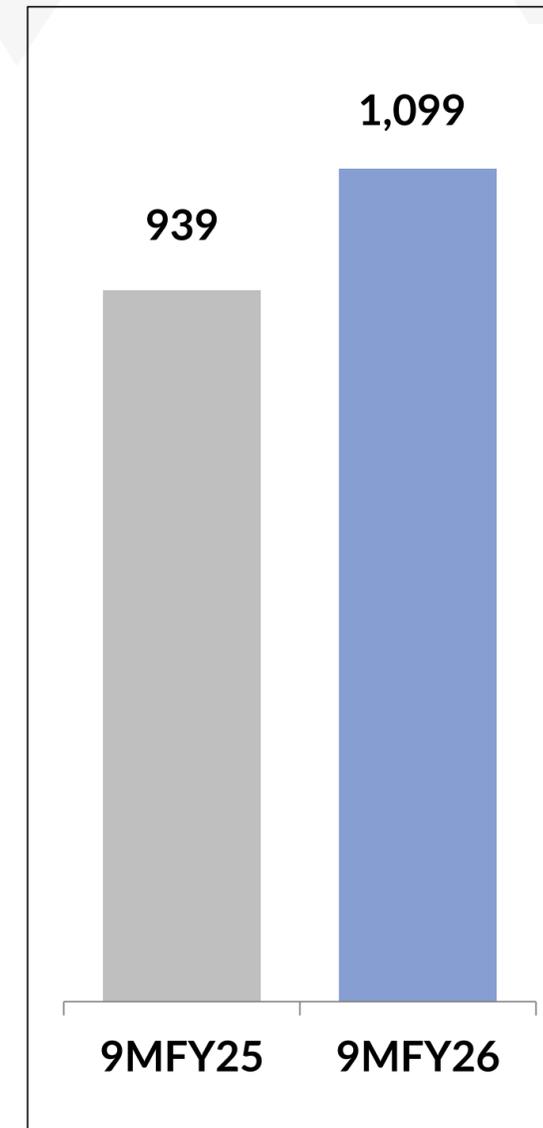
EBITDA

10%



PAT

17%

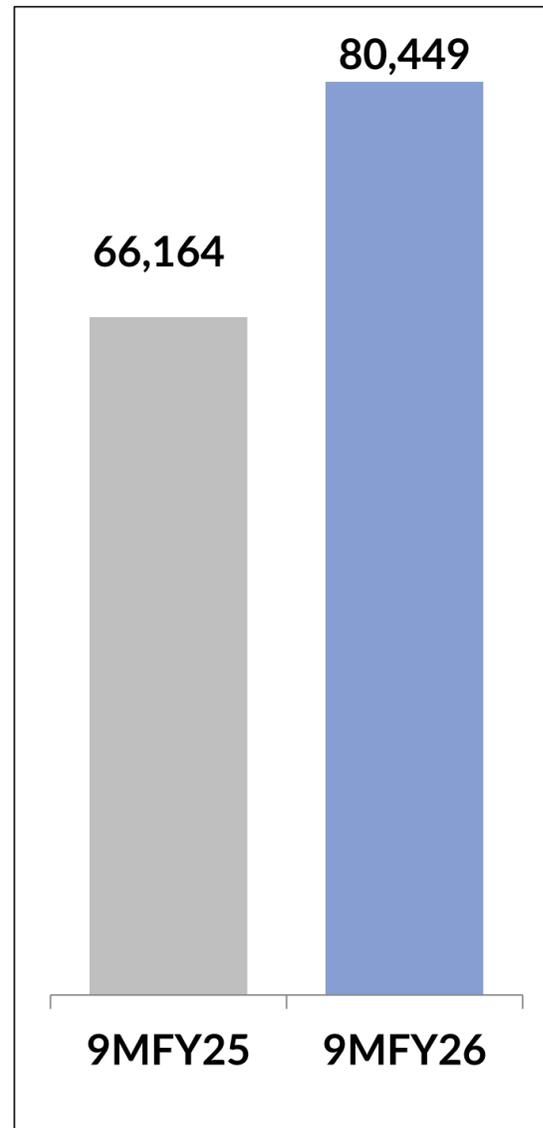


₹ in Cr

9MFY26 Redington Global Excl. Arena Performance

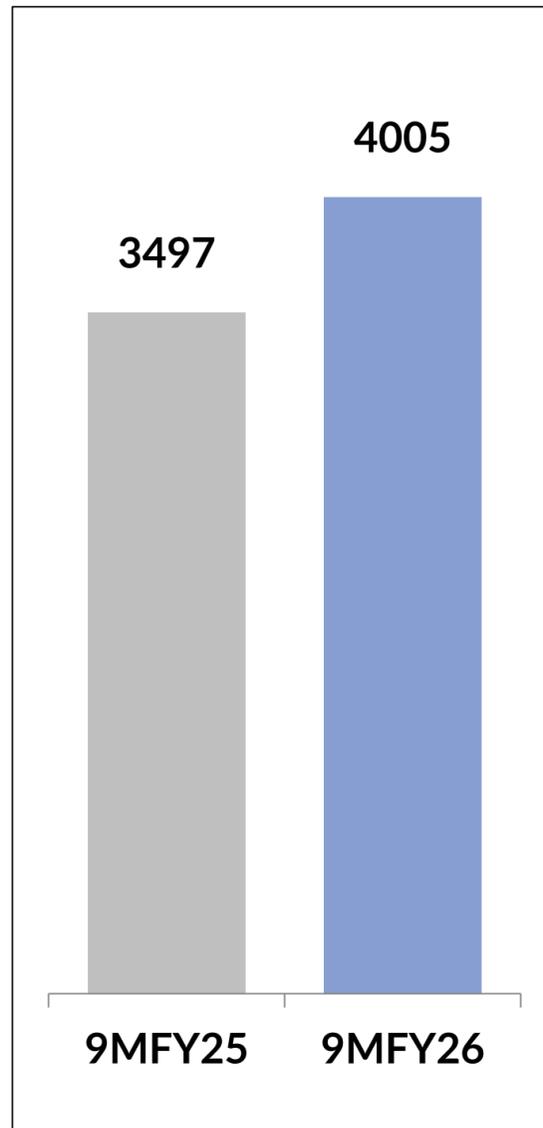
REVENUE

22%



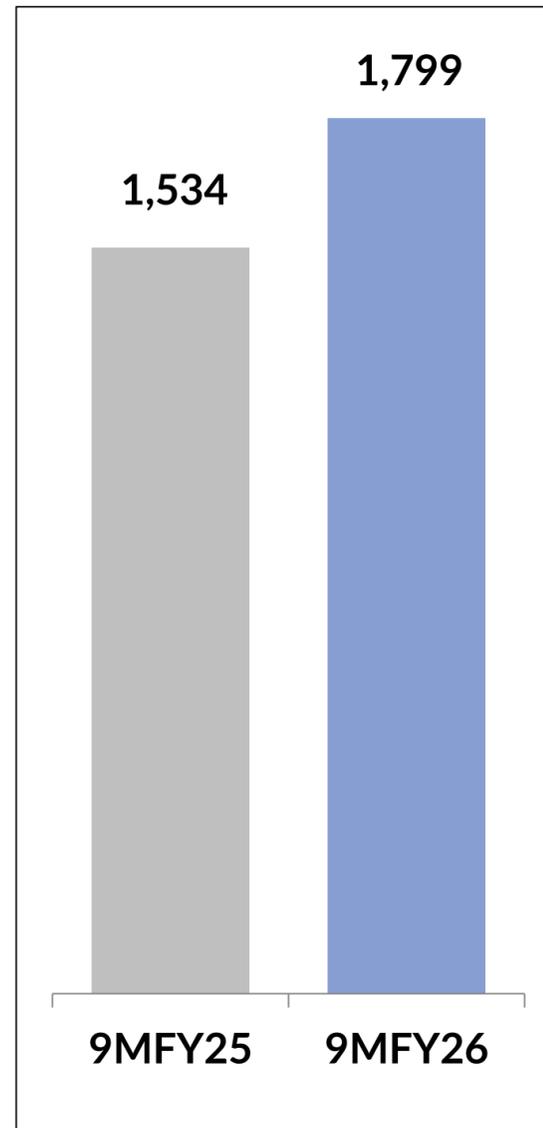
GM

15%



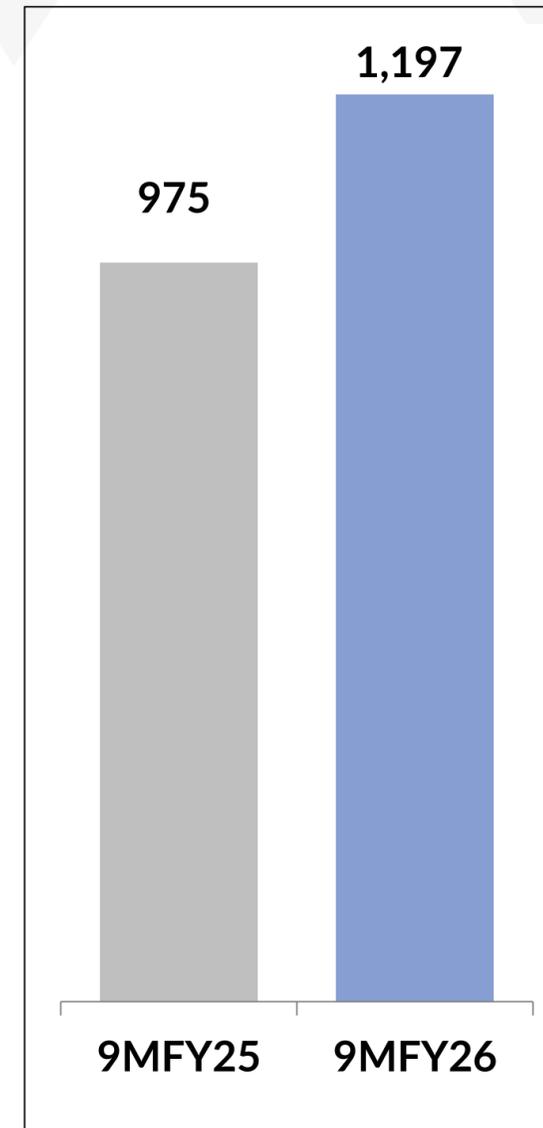
EBITDA

17%



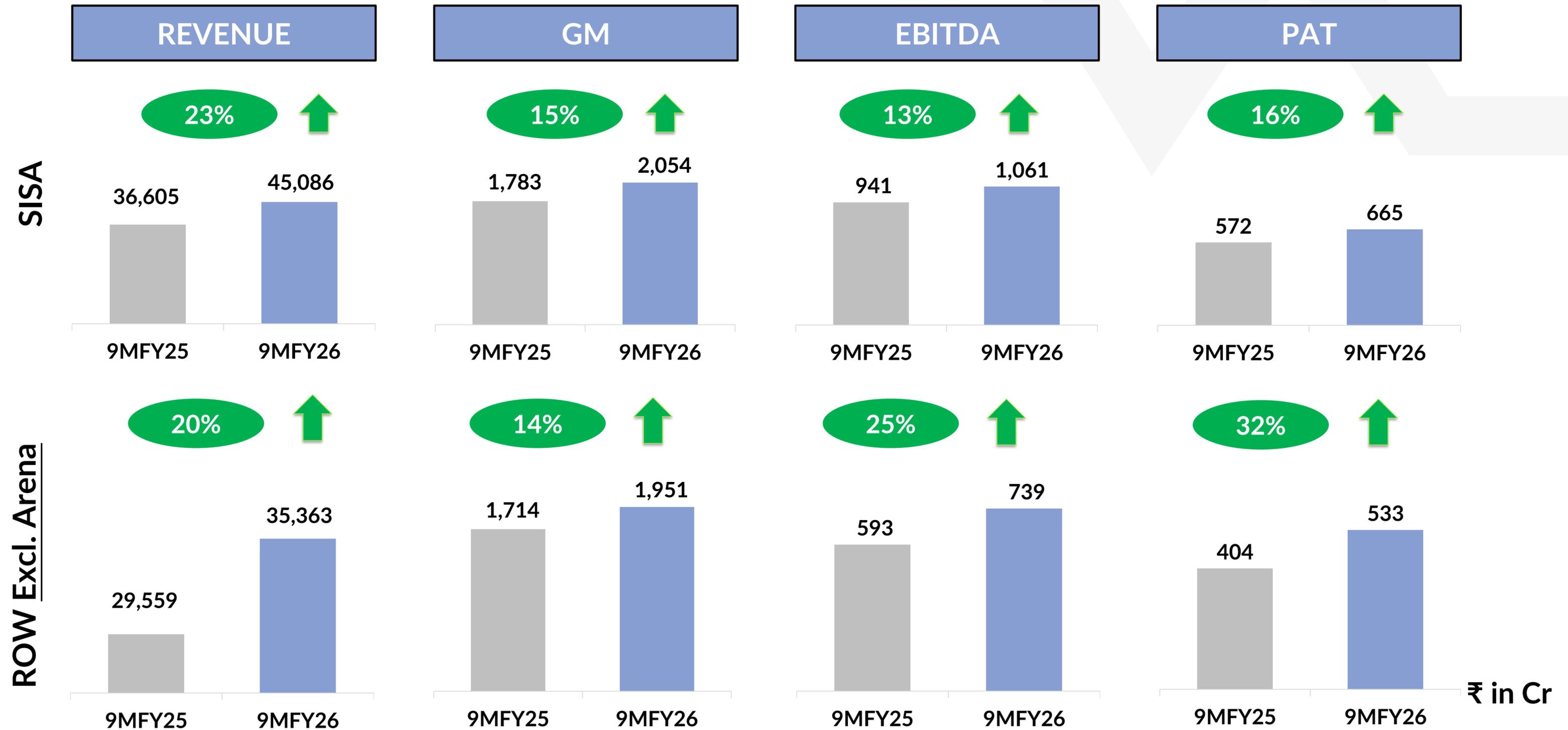
PAT

23%

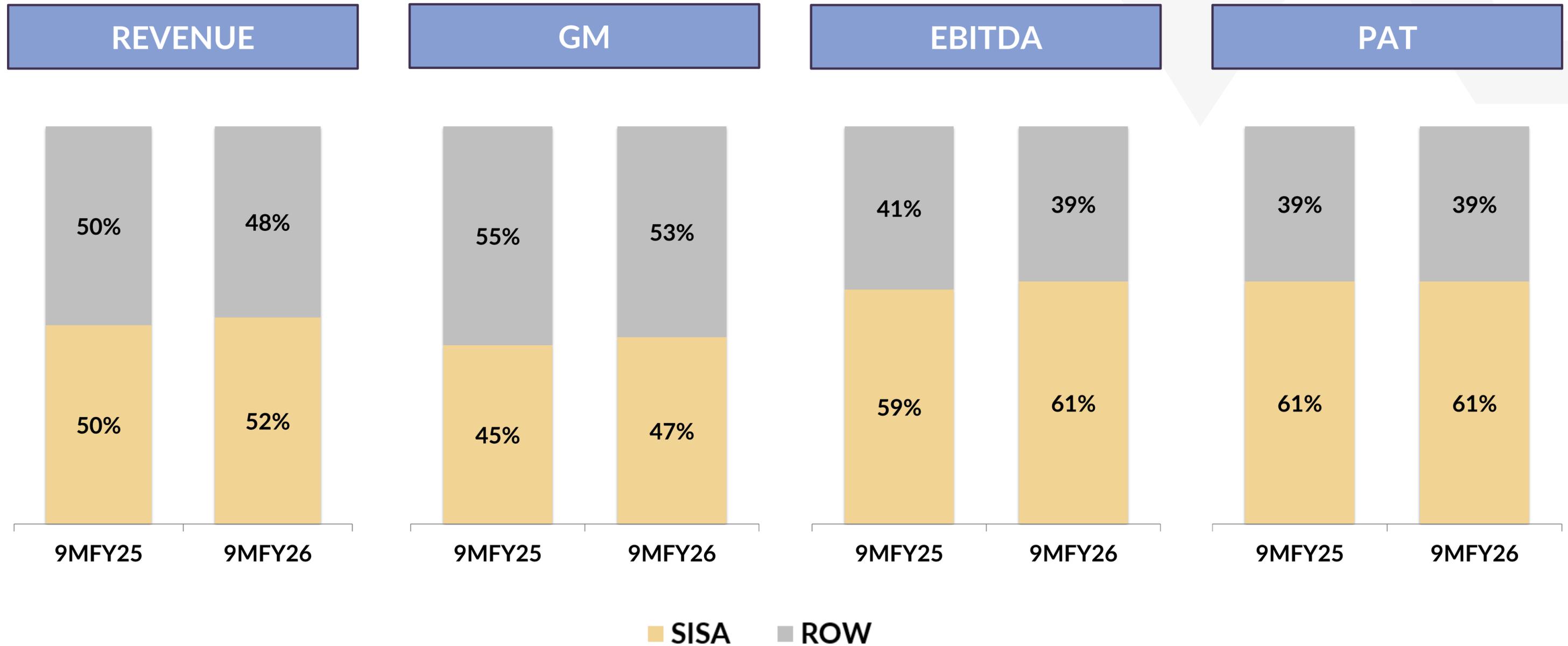


₹ in Cr

9MFY26 Performance by Market

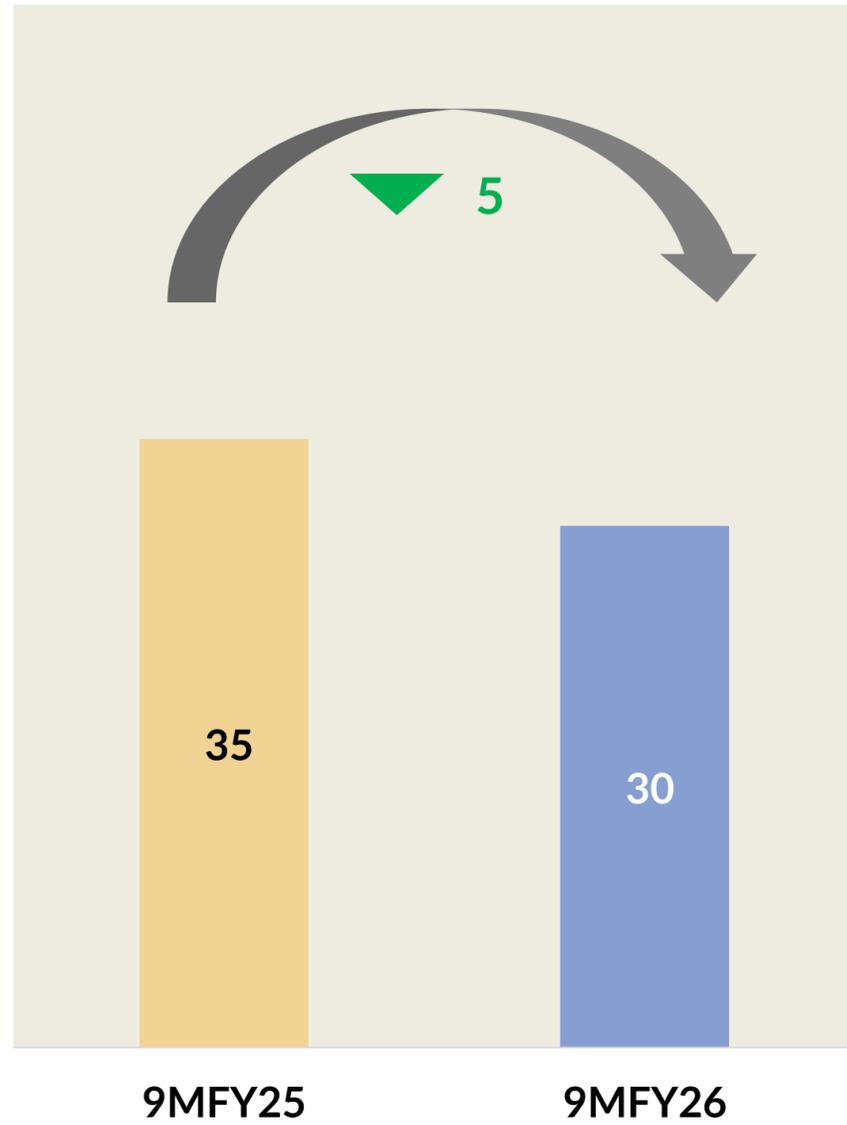


9MFY26 Contribution by Market

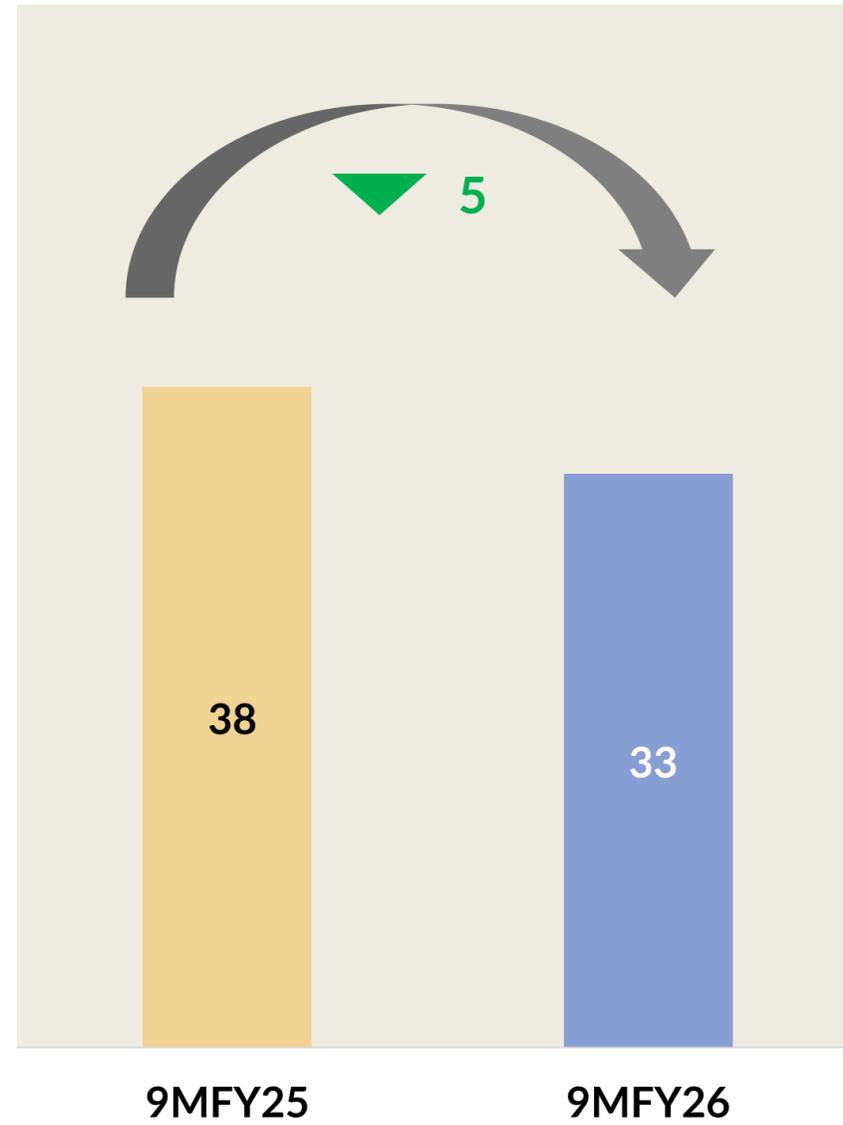


9MFY26 Working Capital Days

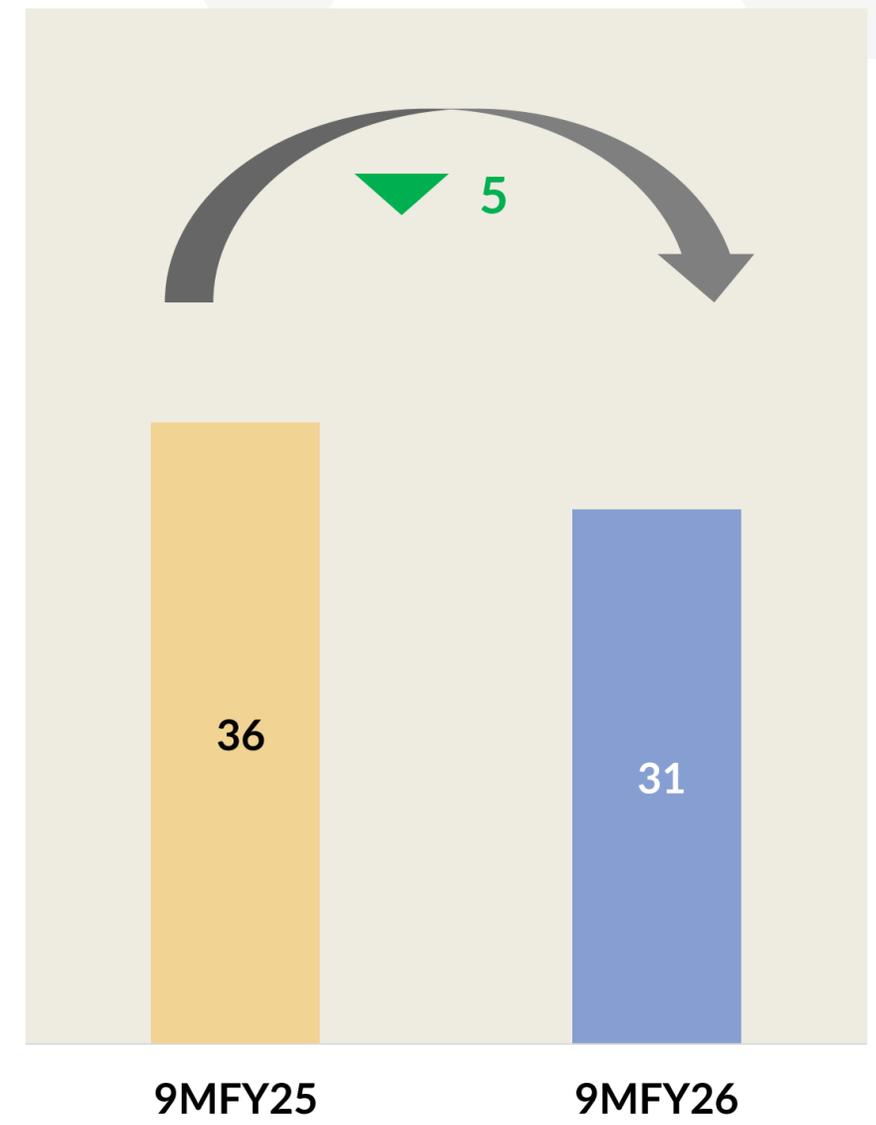
SISA



ROW

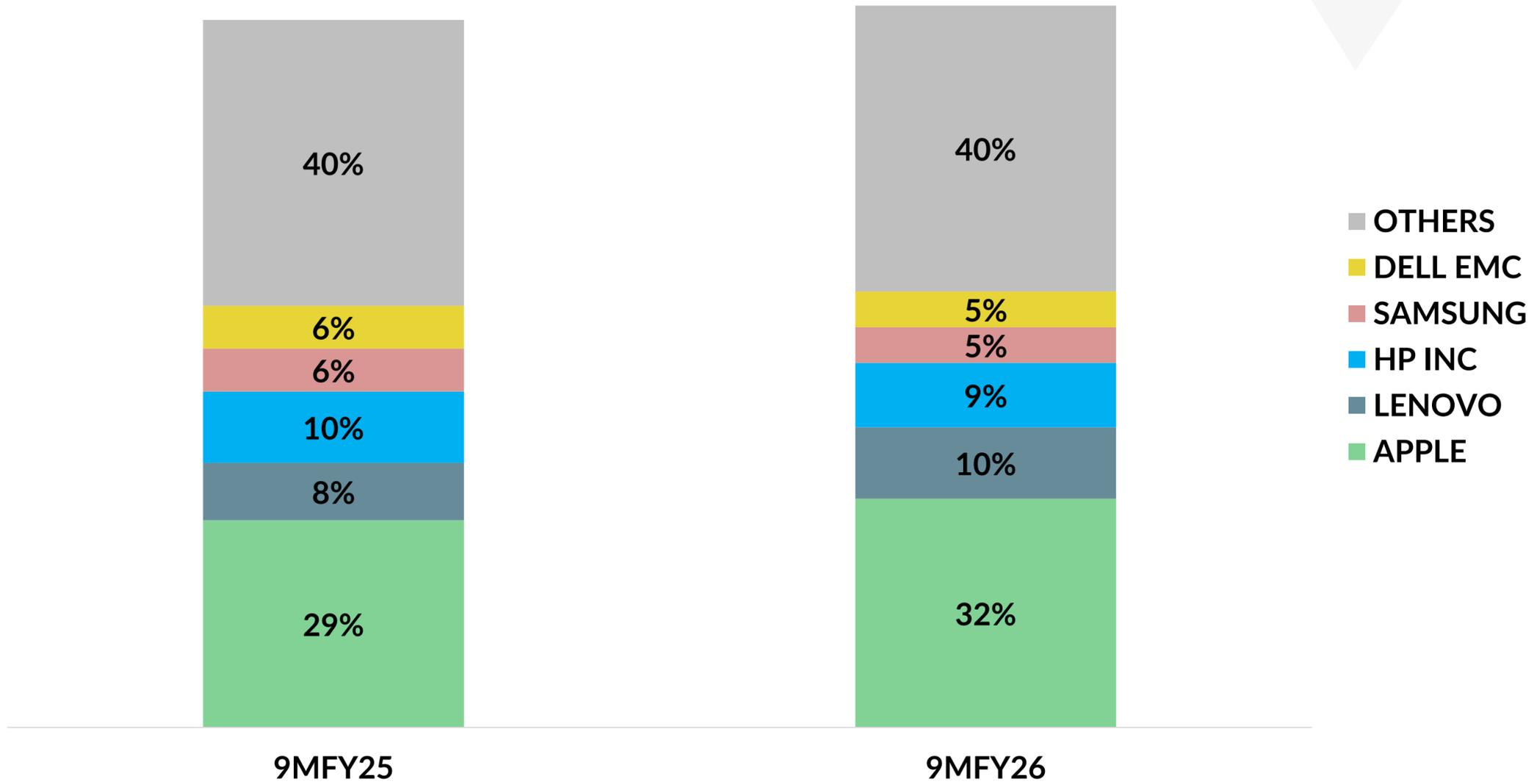


GLOBAL



9MFY26 Top 5 Vendors

REVENUE



9MFY26 Verticals Revenue

Verticals	SISA			ROW			GLOBAL		
	9MFY25	9MFY26	YoY	9MFY25	9MFY26	YoY	9MFY25	9MFY26	YoY
ESG	11,622	13,986	20%	12,329	12,828	4%	23,951	26,813	12%
TSG	8,105	8,357	3%	4,313	4,689	9%	12,418	13,046	5%
SSG	4,340	6,224	43%	5,800	8,013	38%	10,139	14,237	40%
MSG	12,131	16,083	33%	12,931	15,088	17%	25,062	31,170	24%
Renewable energy	83	67	-20%	26	5	-82%	109	71	-34%
Logistics	428	496	16%	283	297	5%	711	793	12%
Other Services	62	62	-1%	857	164	-81%	919	226	-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:

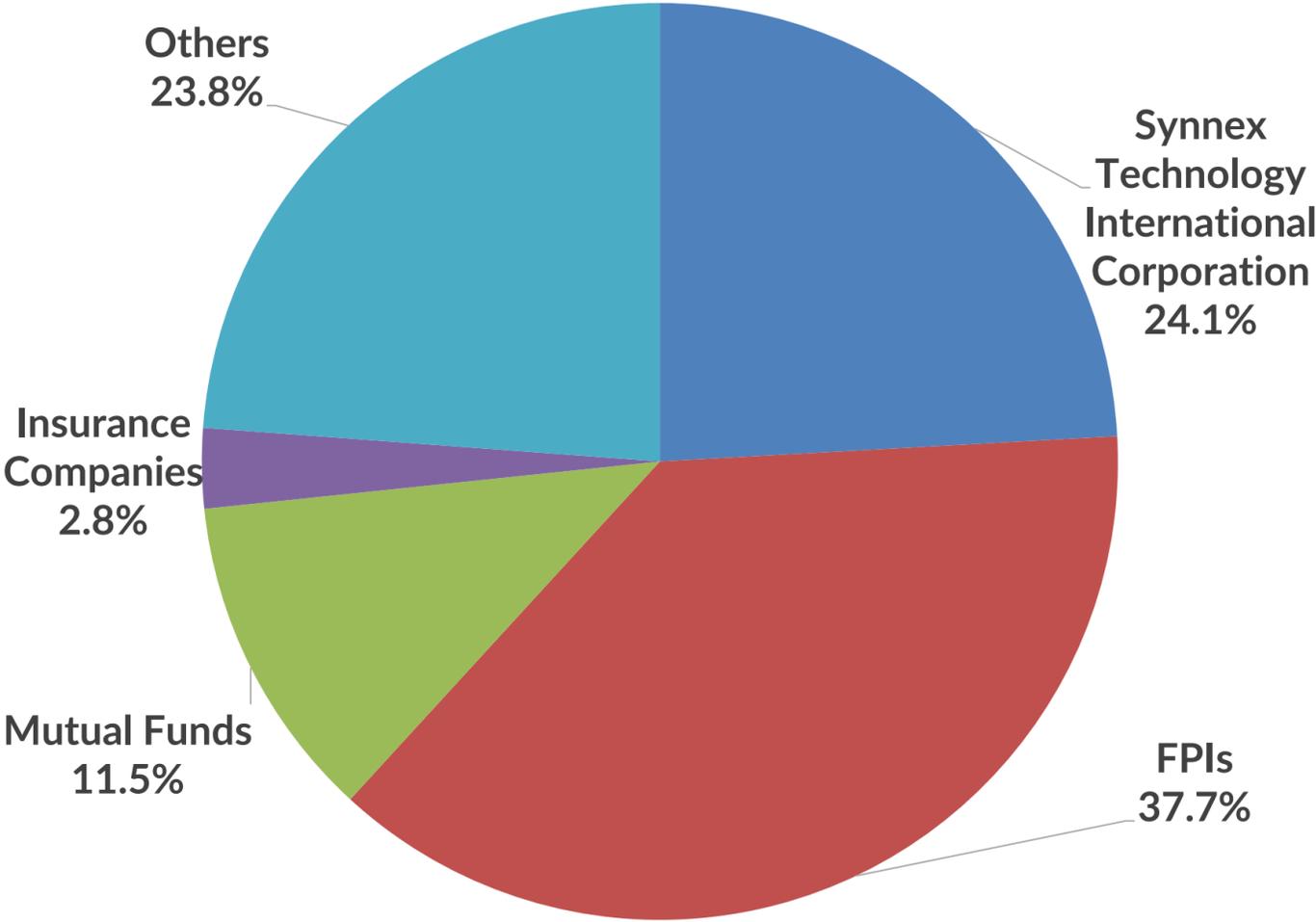
Name	Description	Products / Services
ESG	End Point Solutions Group	Consumer & Commercial PCs, Print & Supplies
TSG	Technology Solutions Group	Networking, Server & Storage, Power & Collab
MSG	Mobility Solutions Group	Smart Phones & Feature Phones
SSG	Software Solutions Group	Cloud and Professional Services, Software Licensing & Subscription, Enterprise Security Solutions
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

9MFY26 Free Cash Flow Statement

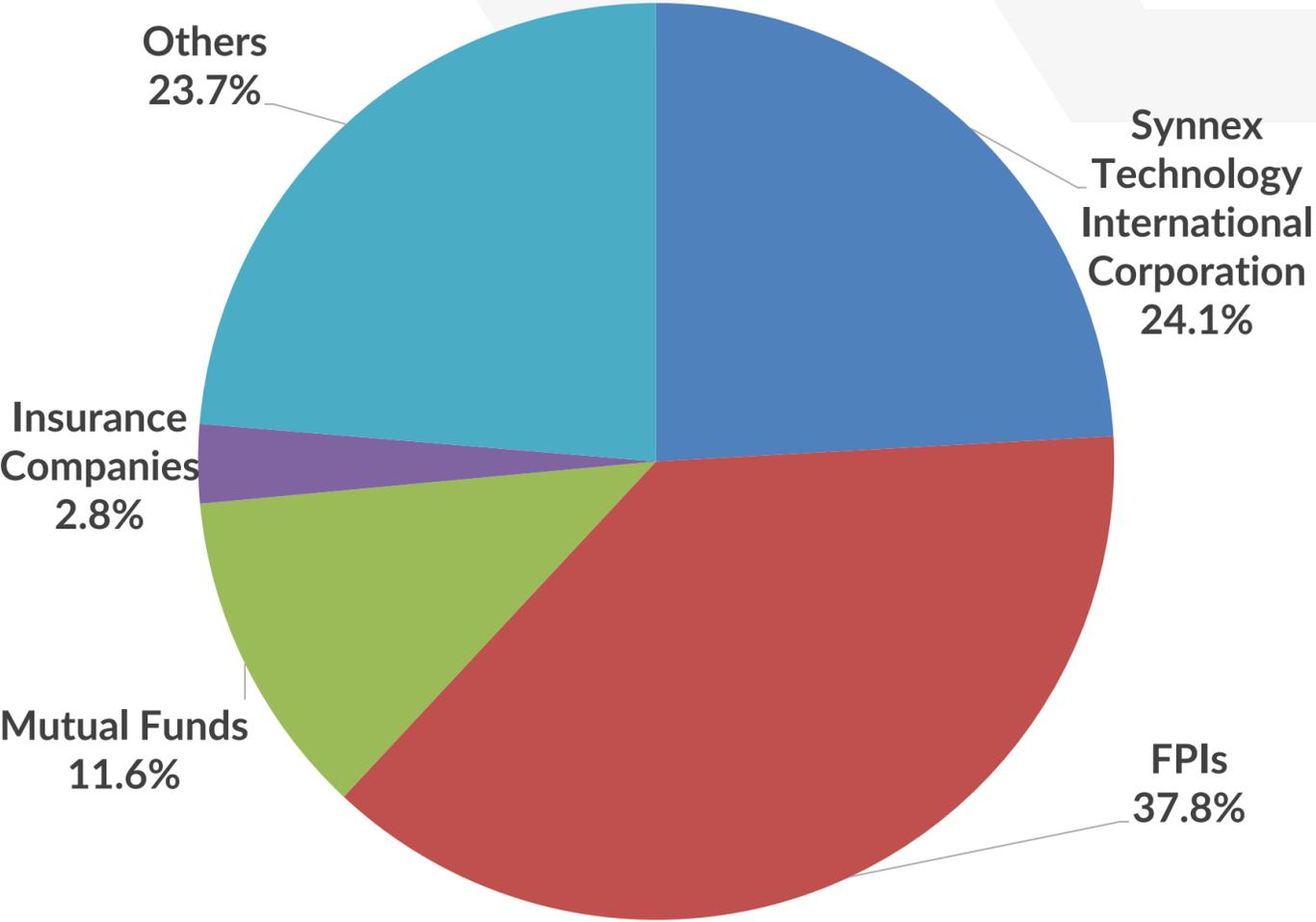
Particulars (₹ in Cr)	9MFY25	9MFY26
Profit Before Taxation	1,187	1,302
Non-cash items	146	328
Finance Cost	249	287
Changes in Working Capital	(1,107)	(345)
Direct Tax Paid	(384)	(372)
Net Cash Flow from Operations	90	1,200
Capex	(73)	(145)
Outflow of Finance Cost	(239)	(256)
Free Cash Flow	(221)	800

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

Shareholding Pattern



Sep-2025



Dec-2025

Investor Contacts

Vijayshyam Acharya K
Compliance Officer

Palak Agrawal
Head – Investor Relations

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Chennai - 600 091

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Thank You

