

# CORPORATE PRESENTATION

Q4FY26





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# 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

**70,000+**

Channel Partners

**~440**

Brands

**163**

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

- \$13.5bn+ company with a strong double digit-CAGR for 19 years
- Amongst the Top 10 IT distribution company in the world
- ROE at 17%\* and ROCE at 19.8% in FY26

\* Excluding Arena investment impairment impact

# The Making of Redington



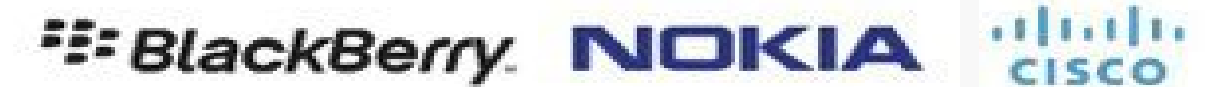
## 1993 - 98

- 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](http://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 - 26

- India’s No 1 Distributor by VAR India.
- ISO 27001 Certification.
- Most Preferred Workplace 2023
- Awarded LinkedIn Top Companies in India 2024.
- Redington Offices in Chennai (Platinum) & Gurgaon (Gold) gets LEEDS certified.
- India's Most Sustainable Companies by Business World
- Divested Paynet, Arena’s home-grown Fintech step-down subsidiary
- Divestment of Vodafone Contract by Arena
- Software & Solutions business crossed \$2bn mark



# 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**

# Portfolio



## End Point Solutions Group

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



## Technology Solutions Group

Networking, Server, and Storage, Power & Collab



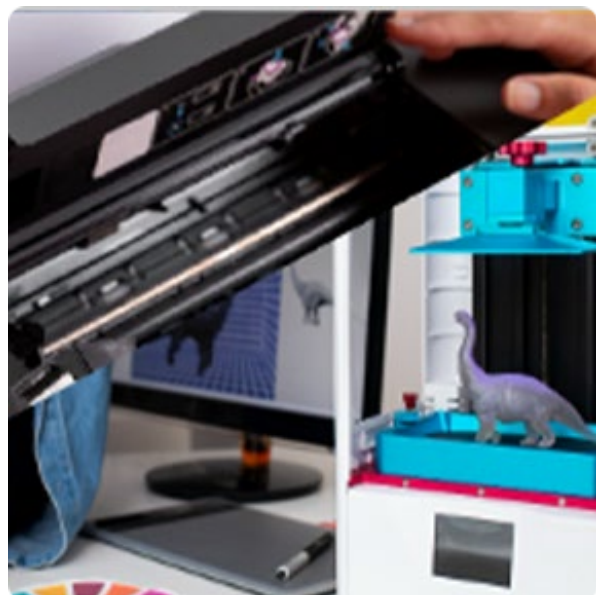
## Mobility Solutions Group

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  
~440 brands



# Presence

Global Footprint

## #1 - #2


Across Most Markets

## 40

Markets Served

## 32

In Country Presence

-  Turkey, Africa, Egypt, CIS (TAEC)
-  India & Middle East
-  South Asia and South-East Asia



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

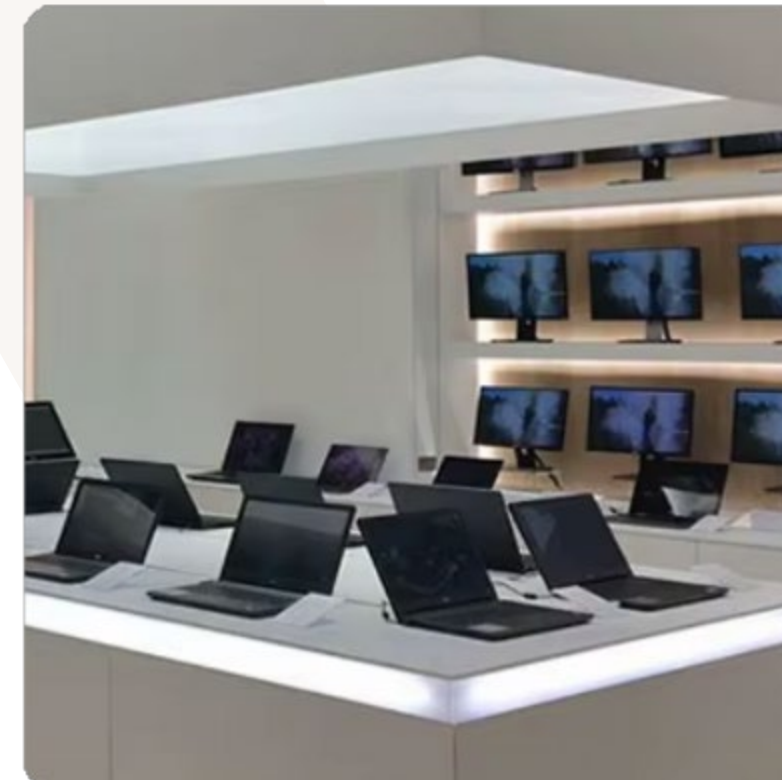
Channel partners



## Commercial/Enterprise IT

- System Integrators
- Corporate Resellers
- Service Providers (MSPs, MSSPs, CSPs)
- Value added Resellers
- ISVs
- Cloud Digital Platform/ Marketplace

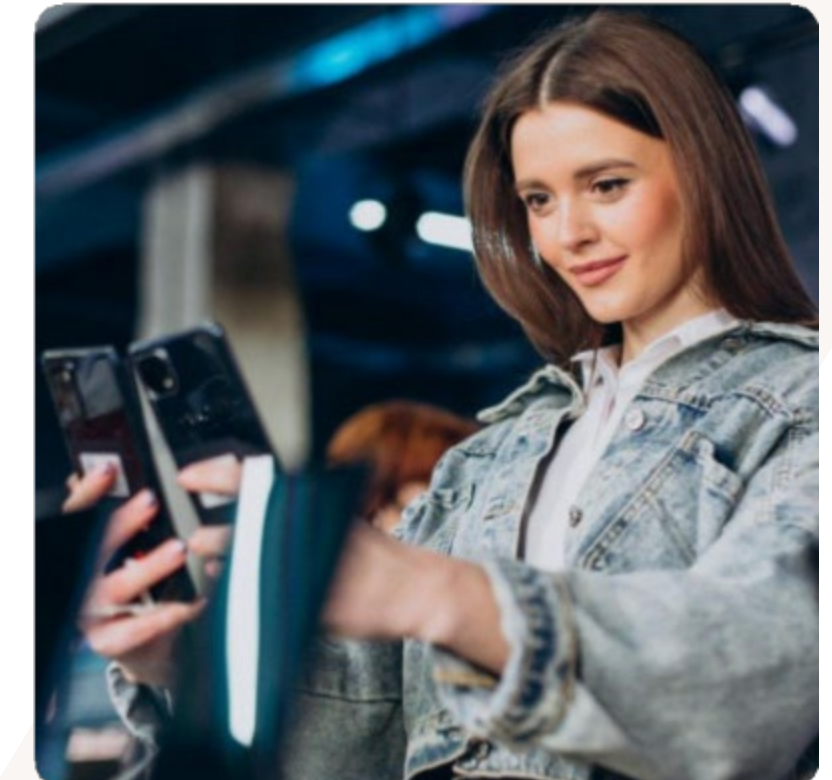
TSG, SSG, ESG



## Consumer IT

- Large Format Retailers
- Hypermarkets
- E-tailers/ Marketplace
- Mono Brand Stores
- Consumer Electronics Stores
- Independent Retailers
- Digital Platform

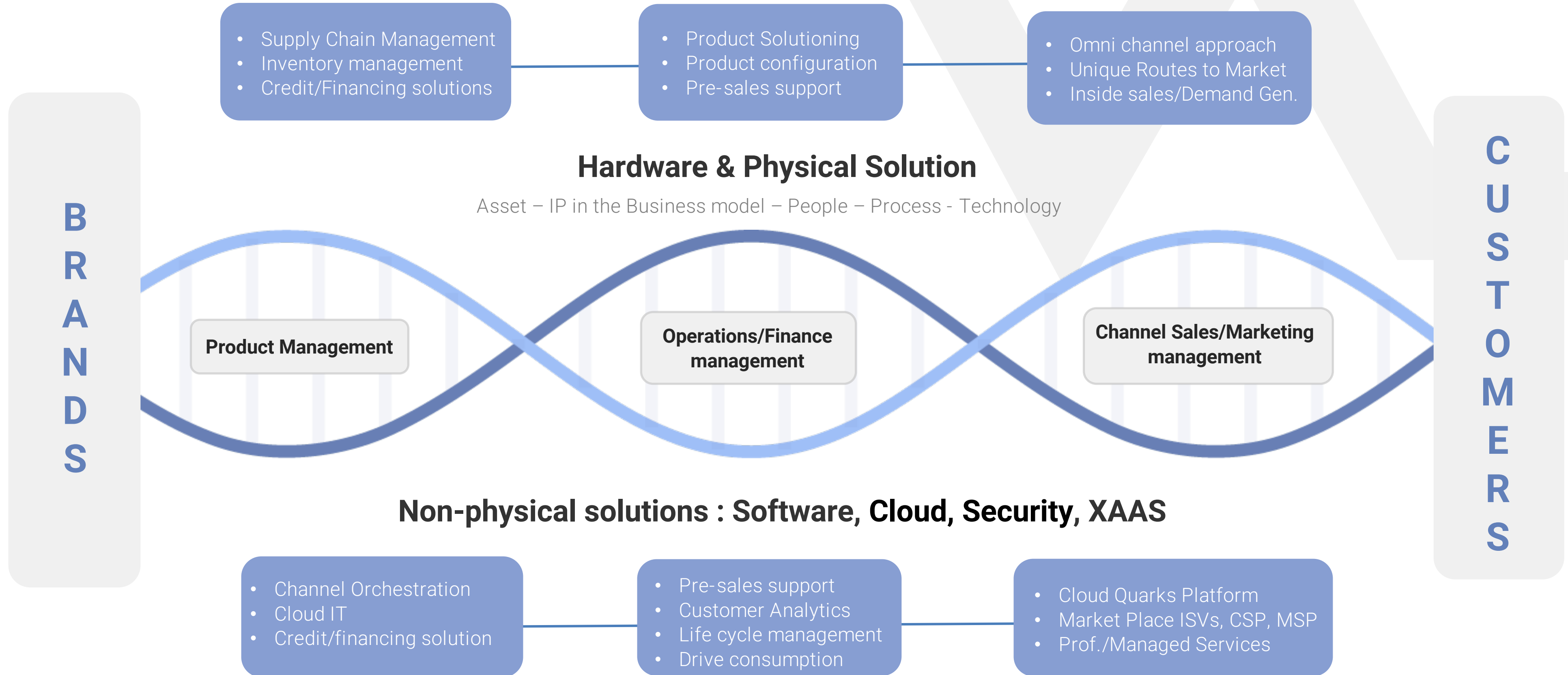
ESG & MSG



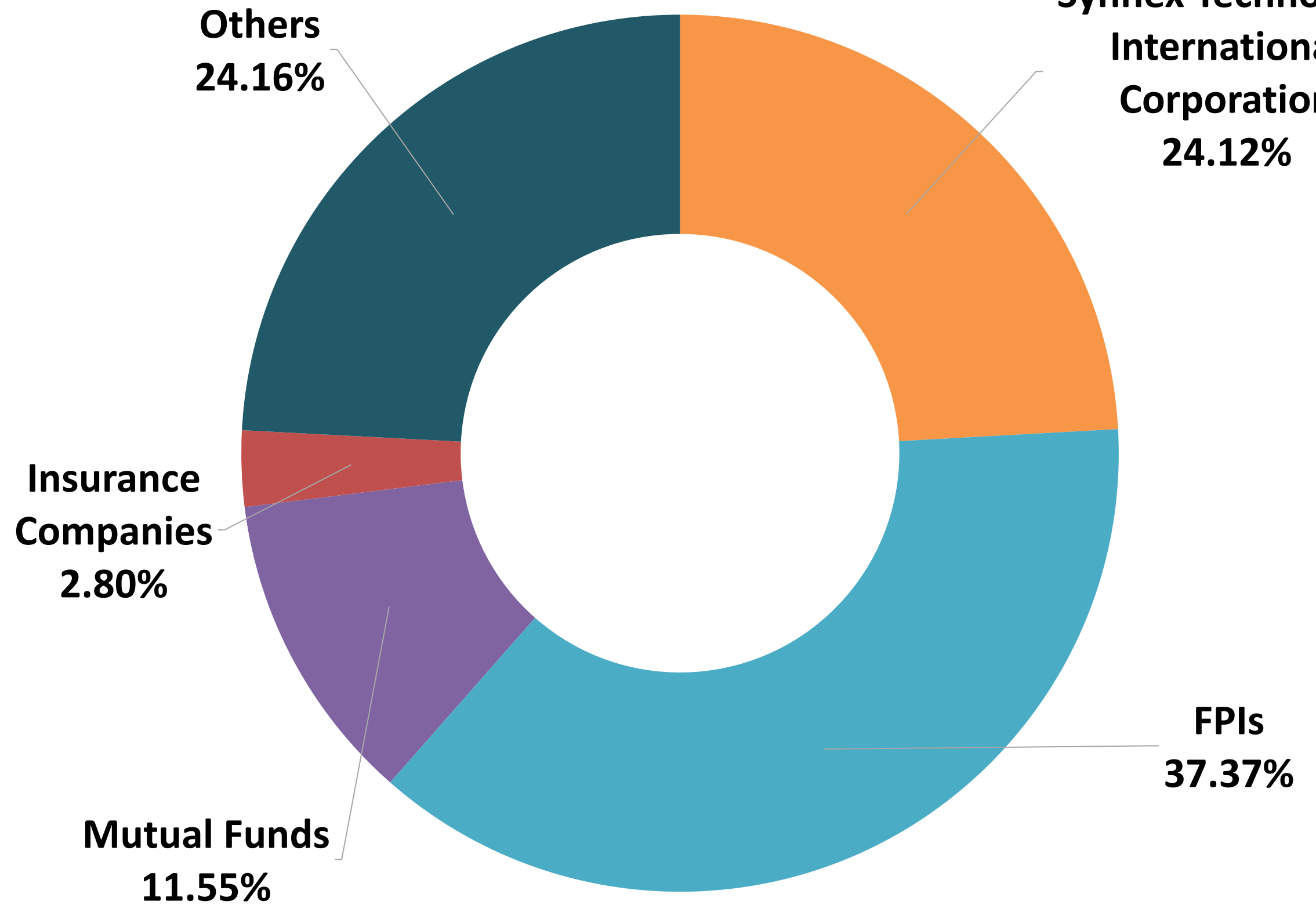
## Mobility

- Large Format Retailers
- Hypermarkets
- E-tailers/ Marketplace
- Mono Brand Stores
- Telecom Channel
- Independent Retailers
- Digital Platform

# Enabling Technology Adoption : Our DNA & value added



# Shareholders



Note: Others Includes Indian Public, Clearing members, NRIs, Central Govt/ State Govt/ President of India

Shareholding date:  
31 March 2026

# 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



**Vijay Raghavan**

CEO, ProConnect



**R Venkatesh**

Global Chief Sustainability Officer

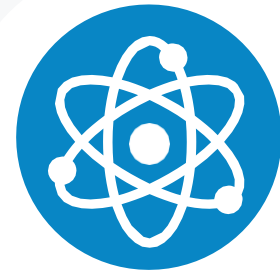


**Srinivasababu Vellanki**

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.



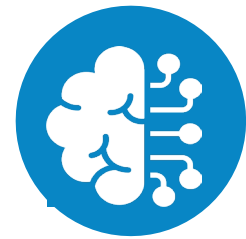
## Power of "One Redington"

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% 2026-29

	INDIA	MEA	What it means for Redington	
Hybrid Cloud	28%	19%	Building a diverse IaaS and SaaS portfolio catering to hybrid cloud requirements	Investing on outcome-based customer approach to enhance hybrid cloud utilization
Artificial Intelligence	27%	28%	Forging alliances with AI technology providers to deliver cutting-edge solutions to customers	Building AI Experience Centers and Specialized Teams to enable the ecosystem with Industry best practices
Cyber Security	12%	10%	Partnering with leading cybersecurity vendors to deliver integrated security solutions	Scaling up the Cybersecurity Services (Professional & Managed)
Software	18%	13%	Software contribution in ICT Distribution Industry grew steadily.	Re-aligning org & ops model for Software led business growth. <i>Ambition to grow software segment in Redington to 20%</i>
Sustainability Tech	21%	19%	Expanding product catalog to include sustainable tech solutions	Establishing partnerships for responsible disposal and e-recycling

2026

Global IT spend growth  
10.8% \$6 Tn



India  
10.6% \$176 Bn



MEA  
8.9% \$253 Bn



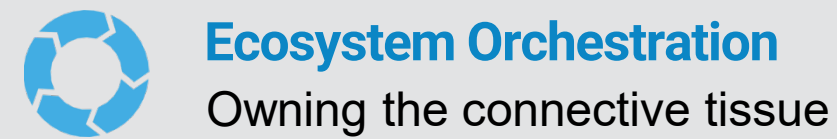
# Biz Model Trends

## Business Model Trends

## What it means for Redington



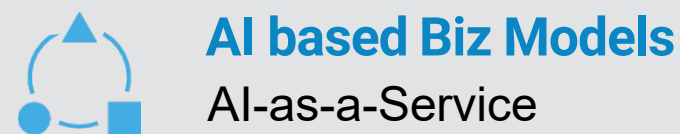
- Focusing on life-cycle management and expand service offerings for long-term customer success
- Leveraging on technology to embrace recurring revenue models: invest in new cloud platform, build an ISV ecosystem enabling the cloud marketplace



- Aggregate ISVs, hyperscaler services, and channel partners into a unified procurement, provisioning, billing and support layer
- Embedded finance and data orchestration



- 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



- Outcome-based AI Reselling that lets you charge per task / per resolved ticket / per qualified lead
- Vertical AI solution stacks that bundles AI apps, infra, services into pre-packaged solutions for specific verticals – “Redington AI for BFSI”
- Service Delivery Automation through AI is reducing number of SIs and disrupting the ecosystem. Redington plays a role by providing a readymade set of scripts to aid automation that complement SIs



- Redington creates a marketplace to integrate with local ISVs and provides direct integration with hyperscalers

# Approach towards ESG

## Our Sustainability Strategy



**1100 MW**

Solar Capacity created in India

**19 MT**

Successfully diverted e-waste from landfills through responsible collection and recycling efforts

Safely Managed hazardous substances and recovered materials from obsolete electronics, reducing contamination risks and supporting a circular economy

**3%**

Renewable energy (2.5X Y-o-Y increase)

**19%**

Reduction in emissions intensity tCO<sub>2</sub>e /Million \$ (Scope 1 & Scope 2)

**3%**

Reduction in water consumption

**81%**

Global Employee Engagement Score

**25%**

Women representation on Board

**38%**

Independence in Board composition

**100%**

Oversight of ESG risks and implementation plan through ESG Committee

**100%**

Training completion on ABAC

**80%**

Trade vendors ESG aligned

**1,00,000+**

Beneficiaries from CSR projects undertaken during FY24-25

**31st**

Ranked among 250 Most Sustainable Companies in Inaugural IMSC listing by Business World

**1,40,000+**

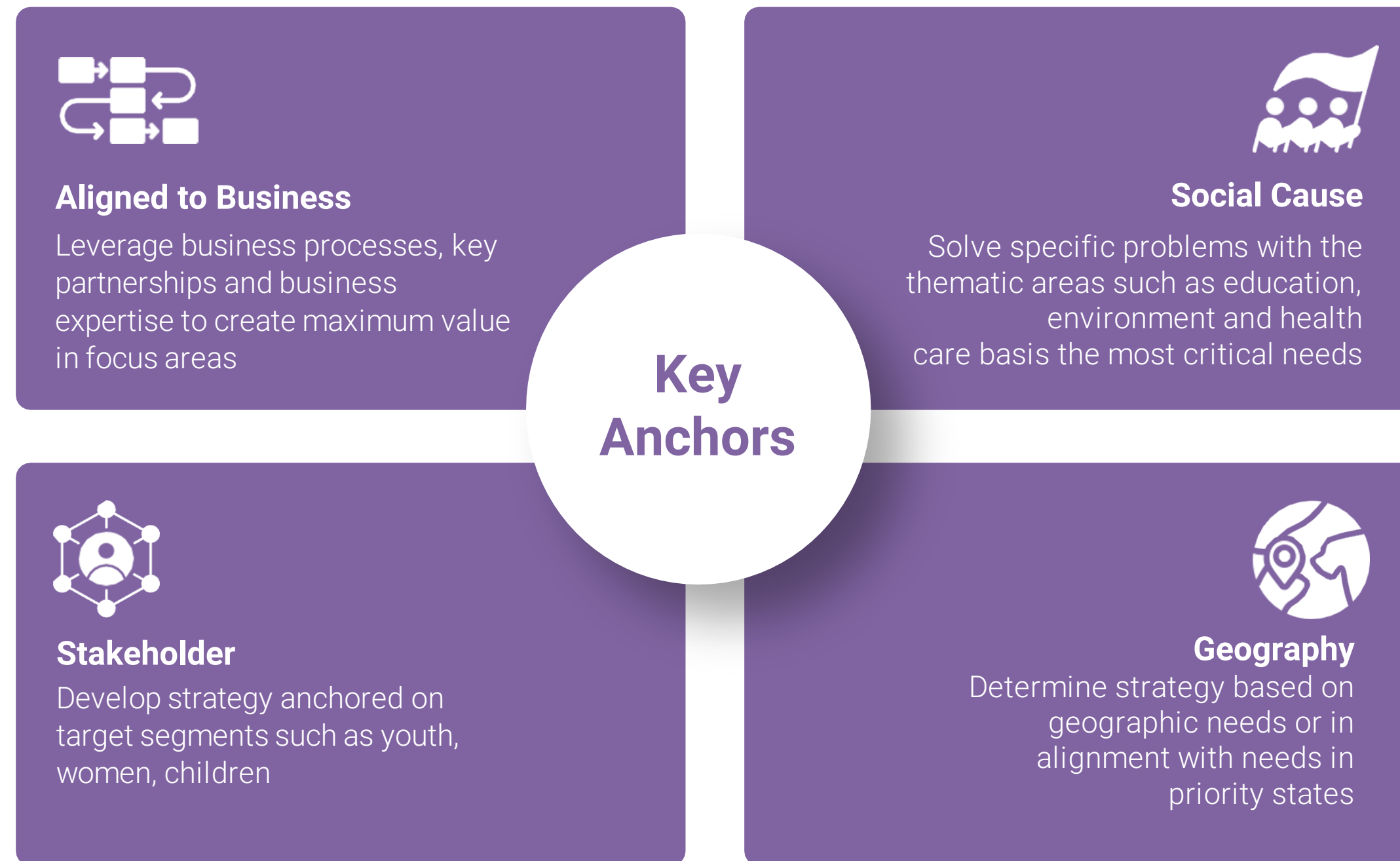
hours of Skill training through COLTE in partnership with the Government through Logistics Skill Council, an NGO set-up by the National Skill Development Corporation (NSDC)

## 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

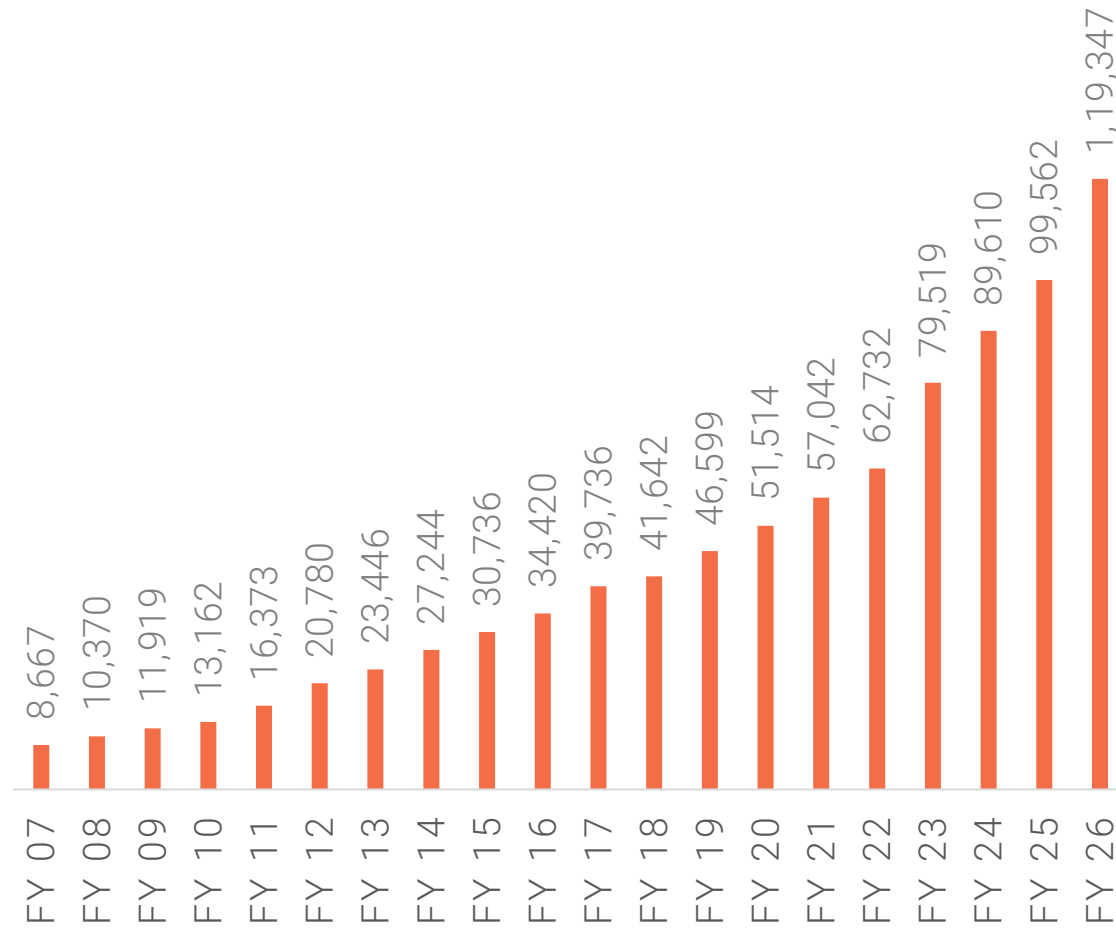


**Community Development**  
Social progress through environmental programmes, preventive healthcare interventions, integrated village development programmes, need-based interventions aligned to disaster relief, etc.

# Performance Since listing

Revenue

**CAGR 15%**

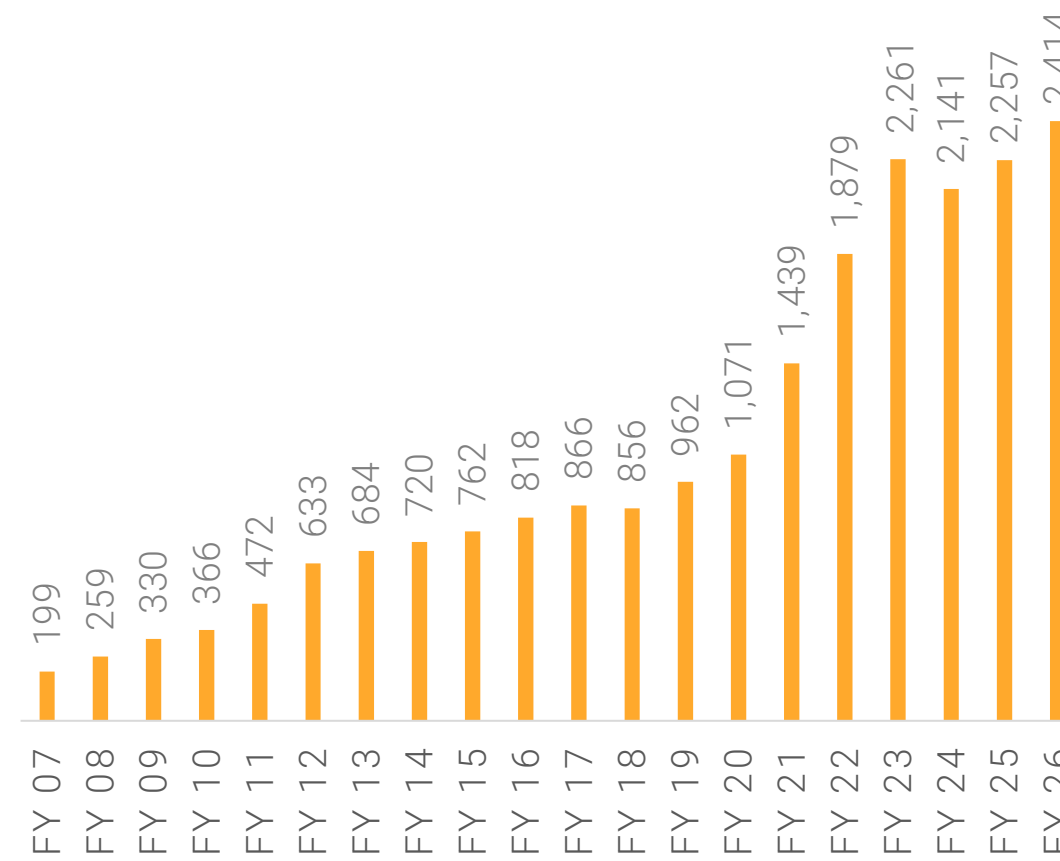


₹ in Cr.

FY26 Revenue \$13.5 Bn

EBITDA

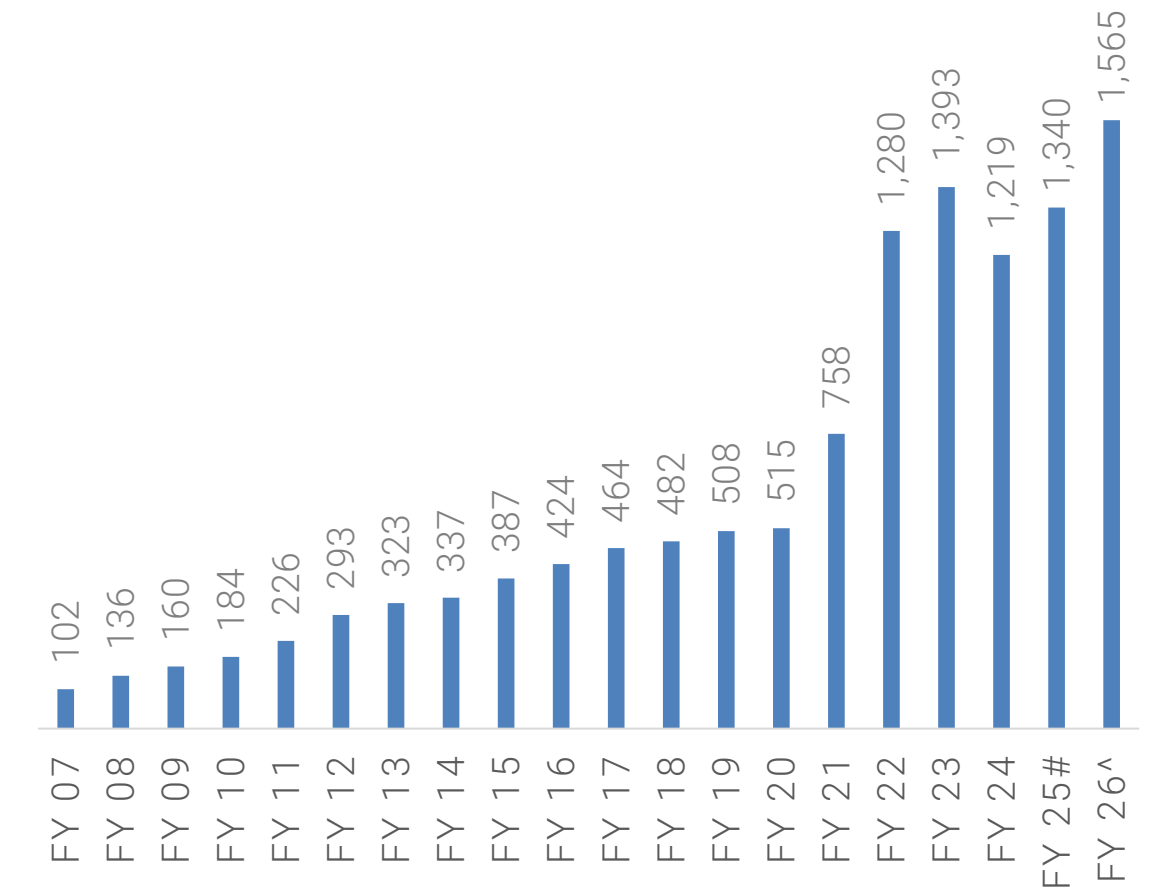
**CAGR 14%**



₹ in Cr.

PAT\*

**CAGR 15%**



₹ in Cr.

\* after minority interest

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

^ Excluding Arena investment impairment impact

# Shareholder Value Creation

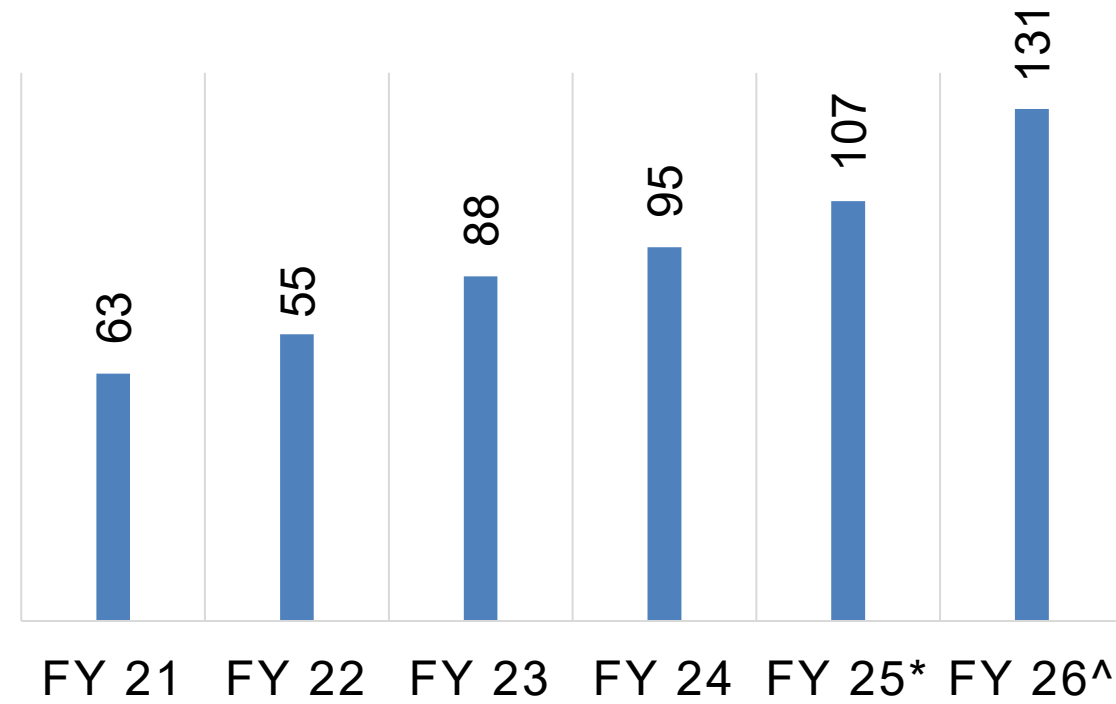
EPS

CAGR 16%



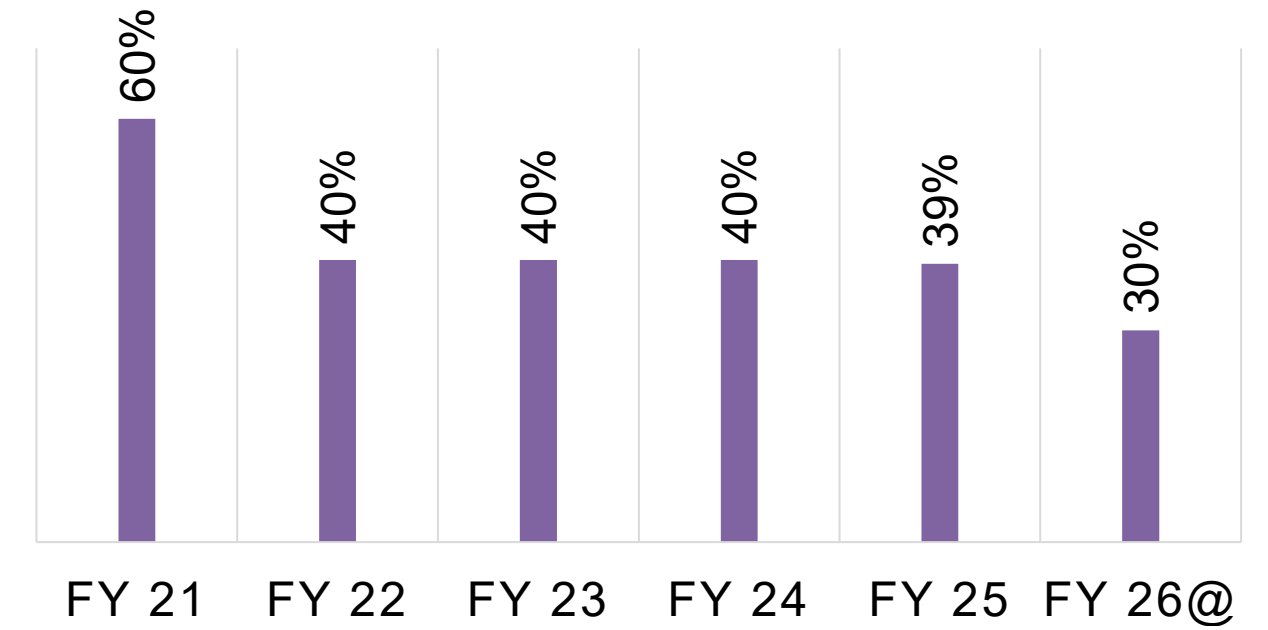
Book Value/Share

CAGR 16%

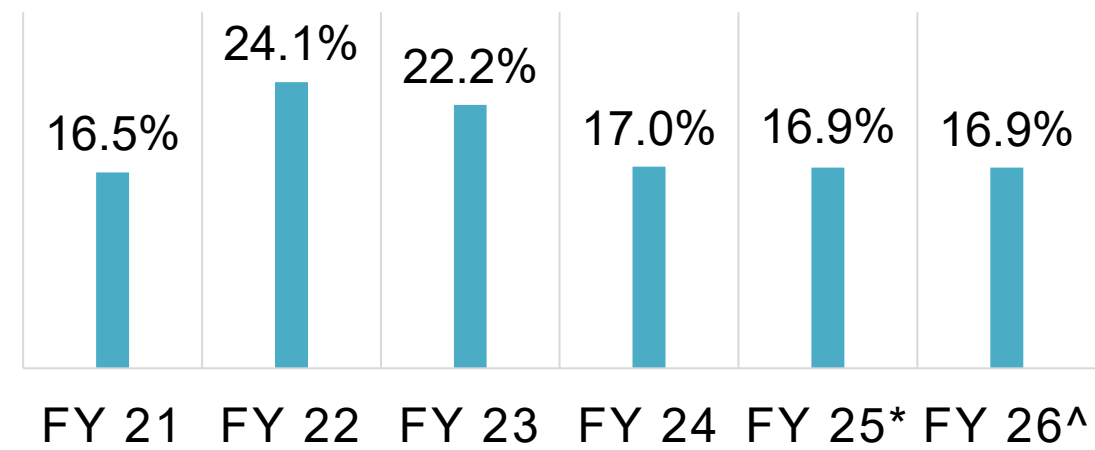


Shareholder Payout

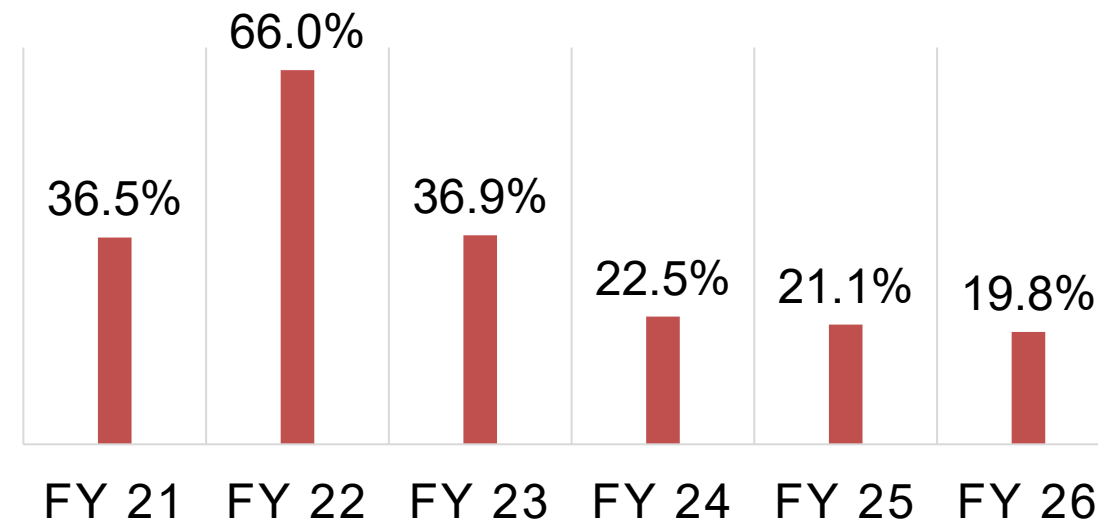
~42% of profit earned



ROE



ROCE

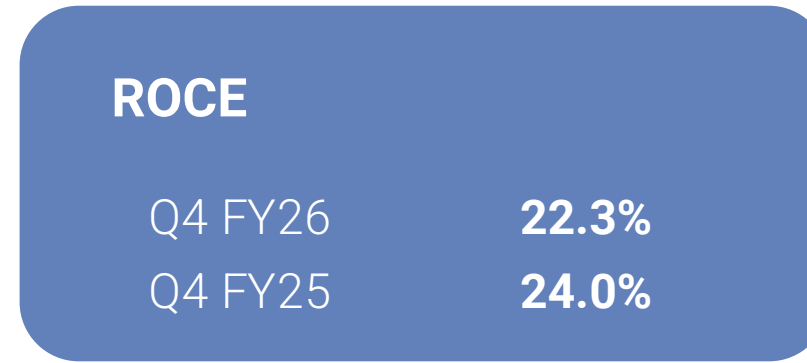
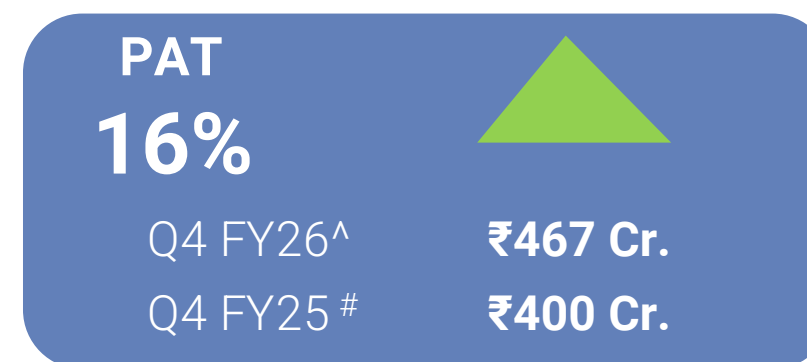
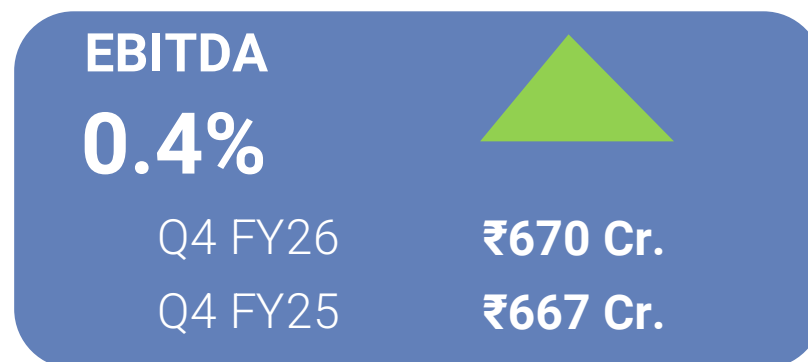
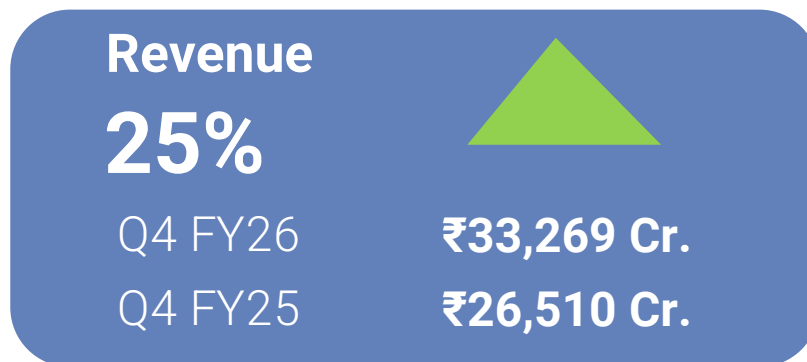


\* Excluding profits from divestment of step-down subsidiary, Paynet

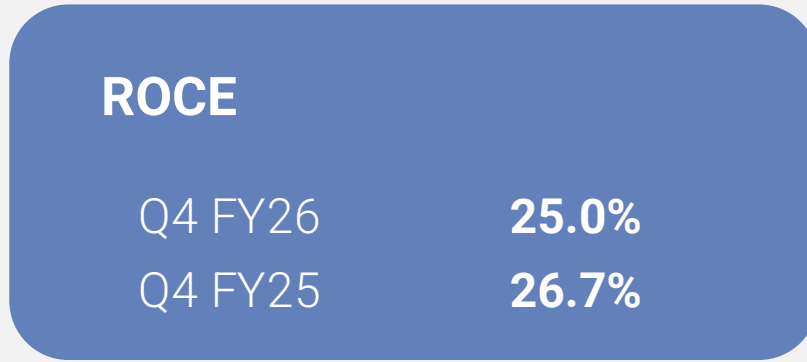
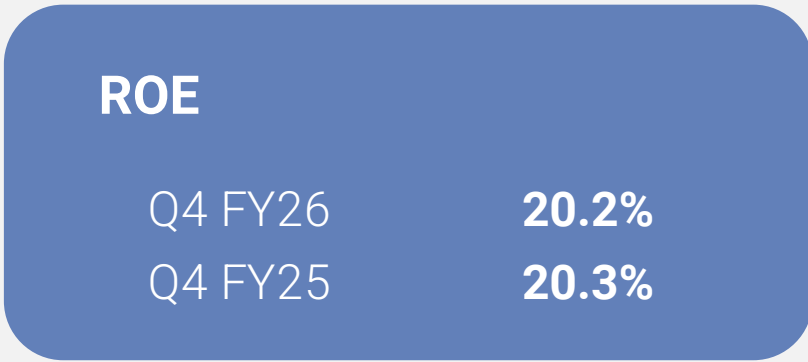
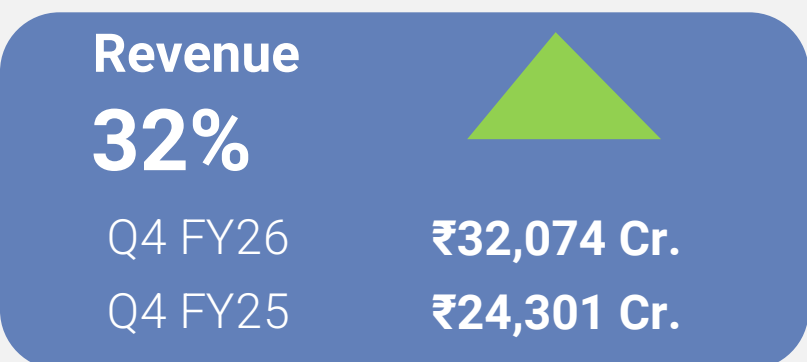
^ Excluding Arena investment impairment impact

@ subject to shareholder approval

# Q4FY26 Global Performance Snapshot



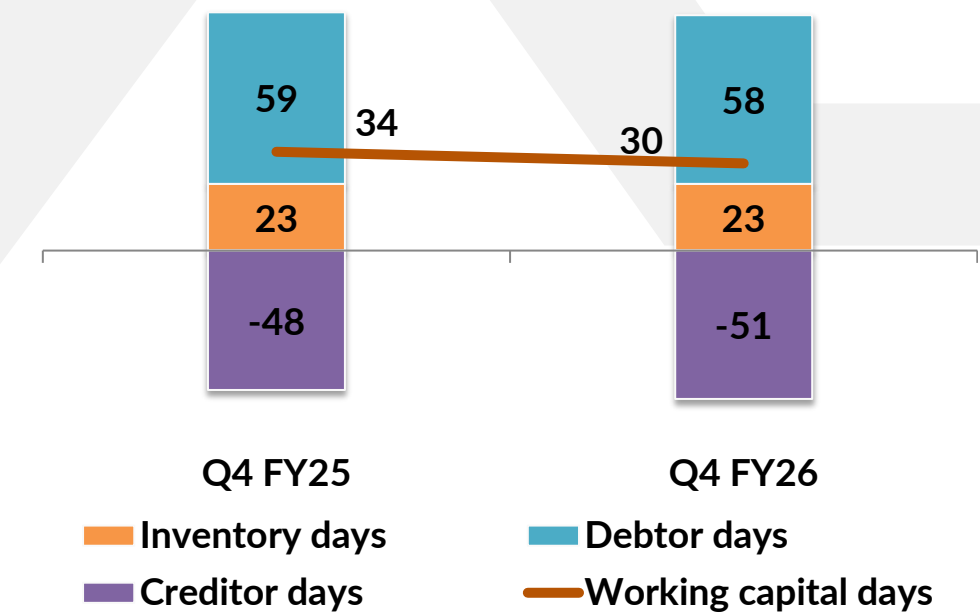
## Excluding Arena Performance



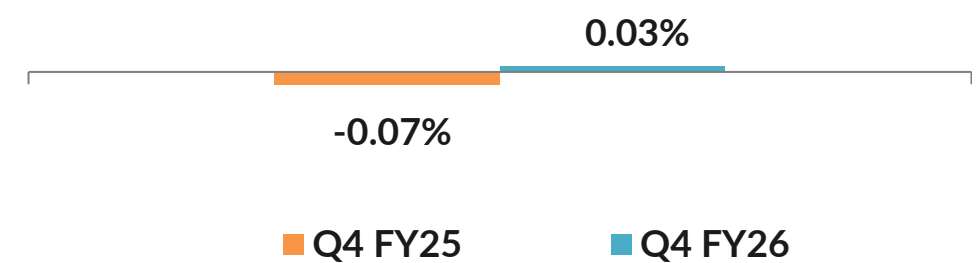
# Excluding profits from divestment of step-down subsidiary, Paynet

^ Excluding Arena investment impairment impact

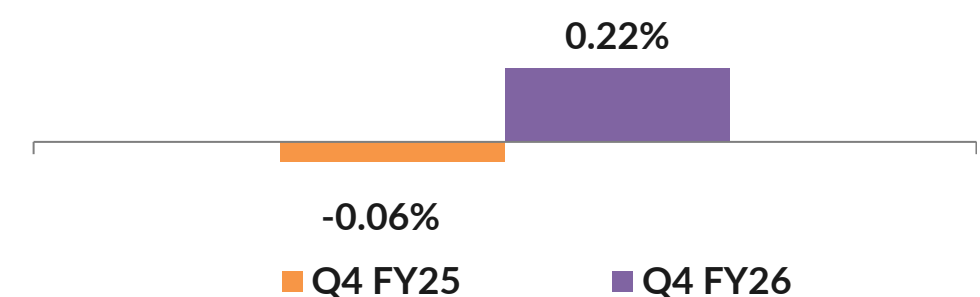
## WC Components (days of sale)



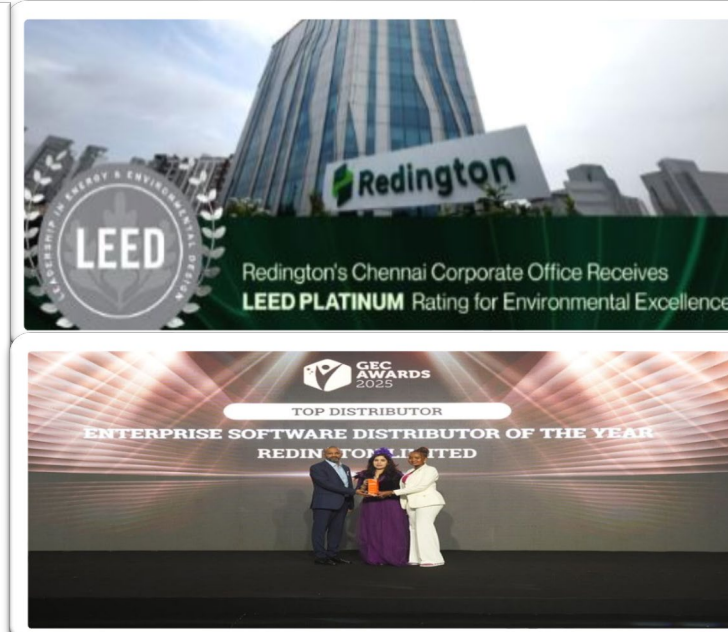
## Inventory Charge (% of sale)



## AR Provision (% of sale)



# Awards



Thank You

