



# EARNINGS PRESENTATION

Q4FY26



## 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.*

# Key Presentation Notes

## Impact of Geopolitical Developments

With the onset of West Asia conflict on 28<sup>th</sup> February 2026, the financial performance of March was impacted due to external uncertainties. These had a temporary consequential effect on operations and financial outcomes for the quarter.

## Impairment of Investment in Arena

We have excluded the Arena impairment impact from all numbers presented for Q4FY26 / FY26 similar to the impact of Paynet gain for Q4FY25 / FY25. Arena impairment details in the next slide.

# Arena performance and impairment of investment

- Arena business performance during Q4FY26 : Revenue decreased by **46%** due to exit from Paynet and Turkish Lira denominated businesses. Net business loss during the quarter is **₹ 46 Crores (₹ 22.7 Cr is Redington share of Loss)**
- The Company's wholly owned subsidiary, **Redington Gulf FZE (RGF)** carried out an impairment exercise of its investment in its subsidiary at **Turkey, Arena Bilgisayar Sanayi Ve Ticaret A.S (Arena)**.
- Due to the challenging economic conditions in Turkey and revised future projections, an impairment loss of **₹ 152.3 Crores (₹ 75.2 Cr is Redington Share of Loss)** has been recognized and disclosed as an exceptional item in the financial results. Overall value of intangible was \$25.6 Mn, of which \$17.2 Mn has been impaired during the quarter.
- Gain of **₹ 625.8 Crores (Redington post-tax share of ₹ 265.1 Cr)** on sale of Paynet was presented as an exceptional item for the quarter/year ended March 31,2025.

# Financial Highlights

✓ *Highest Ever Revenue achieved in any Quarter*

✓ *Highest Ever PAT excl. Arena*

- Q4FY26 – YoY growth
  - Global excl. Arena - Revenue grew by **32%**, EBITDA grew by **7%** and PAT grew by **17%**
  - Global incl. Arena - Revenue grew by **25%**, EBITDA grew by **0.4%** and PAT grew by **16%**
  - SISA – Revenue grew by **48%**, EBITDA grew by **25%** and PAT grew by **42%**
  - ROW excl. Arena – Revenue grew by **12%**, EBITDA de-grew by 17% and PAT de-grew by 10%
  - ROW incl. Arena – Revenue grew by **2%**, EBITDA de-grew by 31% and PAT de-grew by 13%
- FY26 – YoY growth
  - Global excl. Arena - Revenue grew by **24%**, EBITDA grew by **14%** and PAT grew by **21%**
  - Global incl. Arena - Revenue grew by **20%**, EBITDA grew by **7%** and PAT grew by **17%**
  - SISA – Revenue grew by **30%**, EBITDA grew by **16%** and PAT grew by **23%**
  - ROW excl. Arena – Revenue grew by **17%**, EBITDA grew by **11%** and PAT grew by **18%**
  - ROW incl. Arena – Revenue grew by **10%**, EBITDA de-grew by 6% and PAT grew by **8%**

# Financial Highlights

- **Key Metrics – Global (Q4FY26)**
  - **WC days** is **30** days, reduced by **4** Days on YoY basis
  - TSG grew by **34%**, SSG grew by **31%** and ESG grew by **28%** on YoY basis
  - Debt to Equity was at **0.25x**
  - ROCE was at **22%** and ROE was at **17%**

# Financial Highlights – Q4FY26

✓ *India demonstrated exceptional revenue & PAT growth momentum*

## SISA BUSINESS

- YoY Revenue grew by **48%**, EBITDA grew by **25%** and PAT grew by **42%**
- ROCE was at **31%** and ROE at **27%**.
- WC days stood at **24** days, reduced by 6 days on YoY basis.
- YoY Strong growth across all BUs - **MSG** grew by **63%**, **ESG** grew by **46%**, **TSG** grew by **44%**
- **India Distribution:** YoY Revenue grew by **50%**, EBITDA grew by **35%** and PAT grew by **41%**

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

# Financial Highlights – Q4FY26

## ROW BUSINESS Incl. Arena

- Revenue grew by **2%**, EBITDA de-grew by 31% and PAT de-grew by 13%
- WC days stood at **40** days, increased by 3 days on YoY basis
- YoY Strong growth in **SSG** by **32%**

## ROW BUSINESS Excl. Arena

- Revenue grew by **12%**, EBITDA de-grew by 17% and PAT de-grew by 10%
- YoY Strong growth in **SSG** by **34%**, **TSG** by **31%**

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

# Financial Highlights – Q4FY26

✓ *ProConnect Global crossed ₹ 1000Cr mark in FY26 with Revenue and PAT at all-time high*

## PROCONNECT GLOBAL

- FY26 YoY Revenue grew by **14%**, EBITDA grew by **9%** and PAT grew by **10%**
- Q4FY26 YoY Revenue grew at **22%**, EBITDA grew at **16%** and PAT grew at **9%**
- Q4FY26 EBITDA margin at **11%** and PAT at **3%**
- Captive business at **28%** for the quarter

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



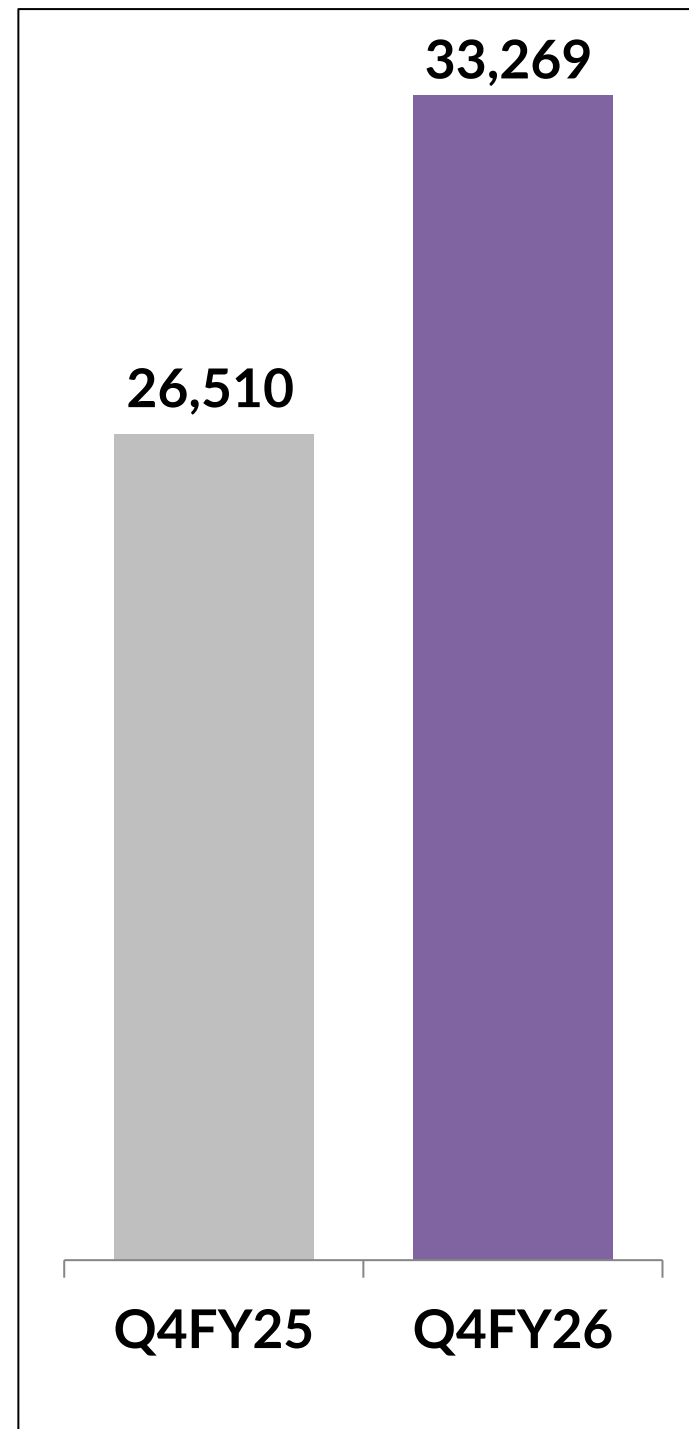
Q4FY26  
Performance  
Snapshot



# Q4FY26 Redington Global Performance

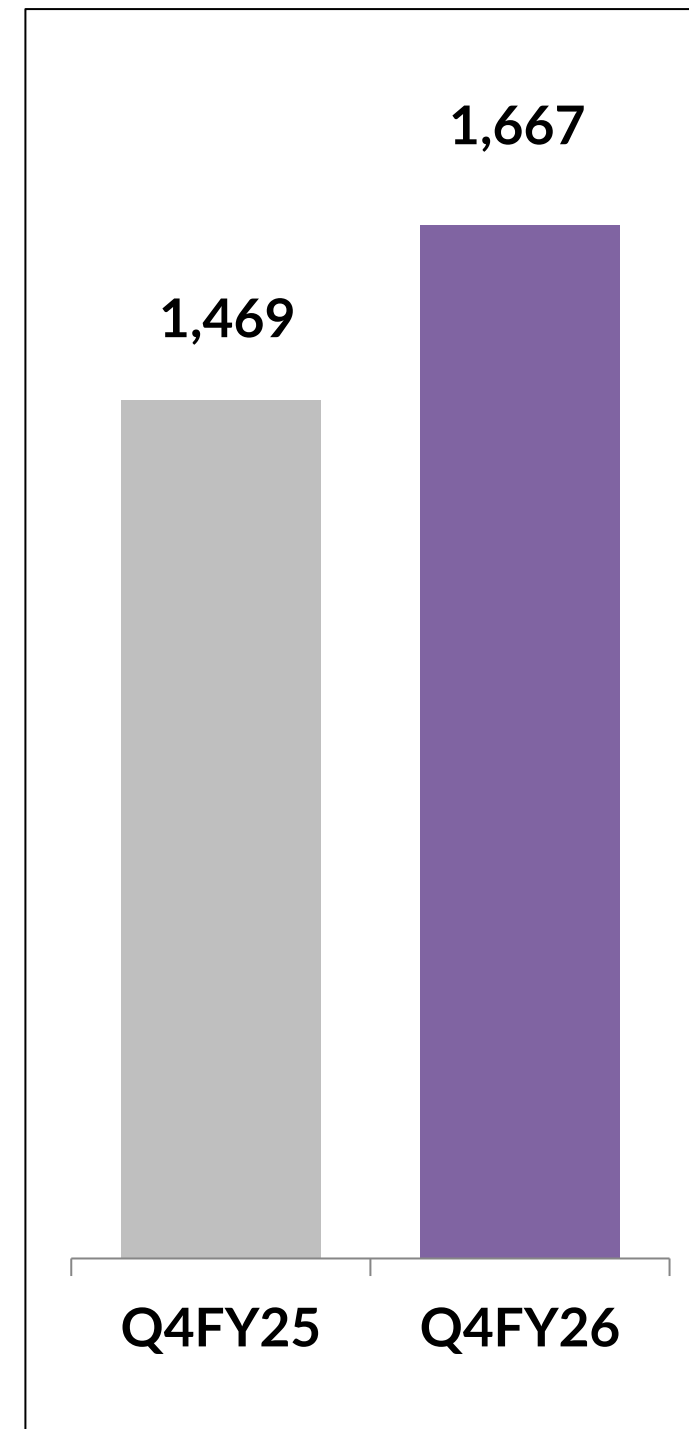
## REVENUE

25%



## GM

13%



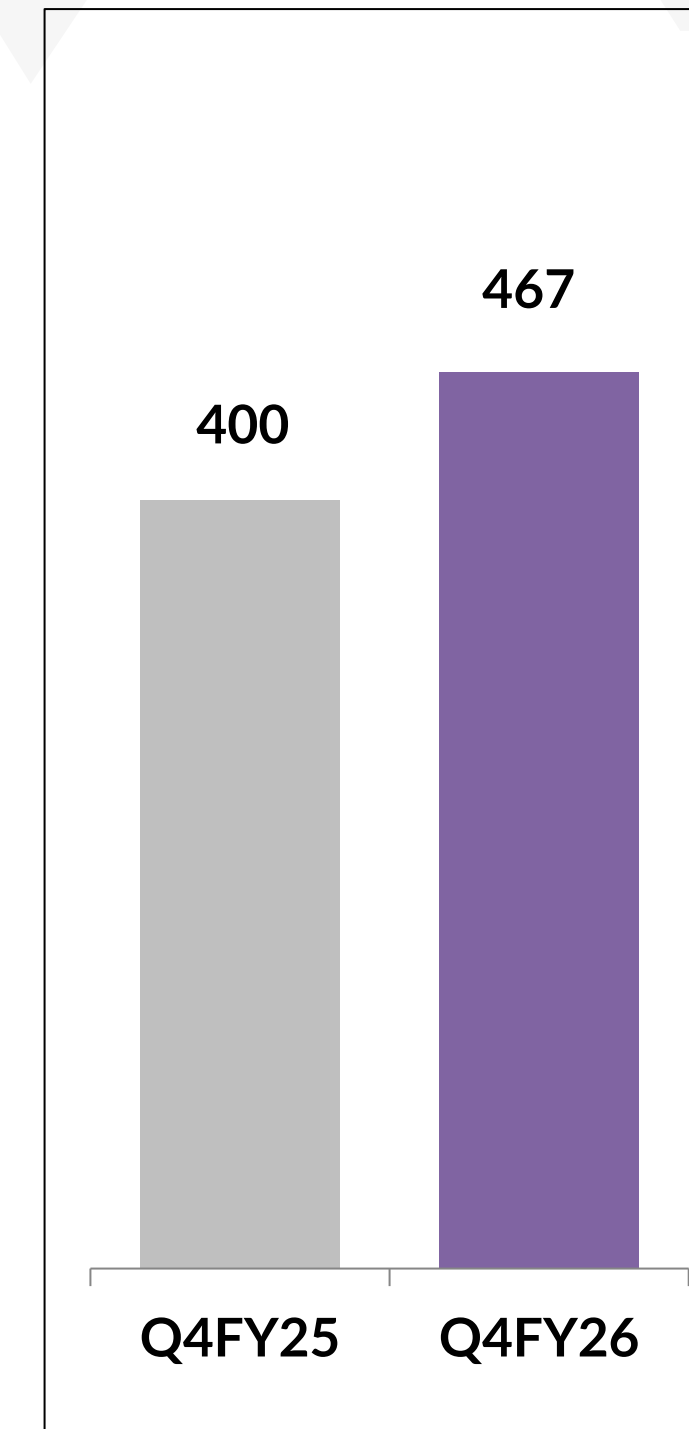
## EBITDA

0.4%



## PAT

16%

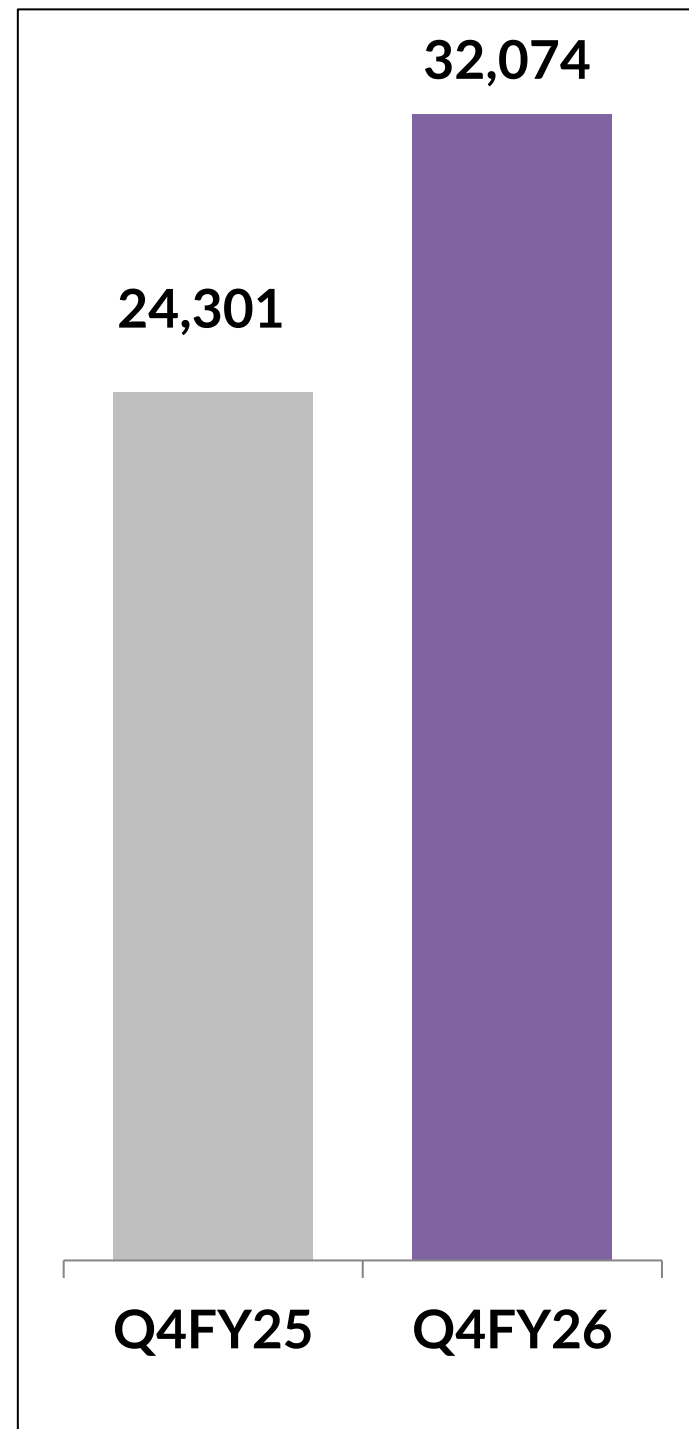


₹ in Cr

# Q4FY26 Redington Global Excl. Arena Performance

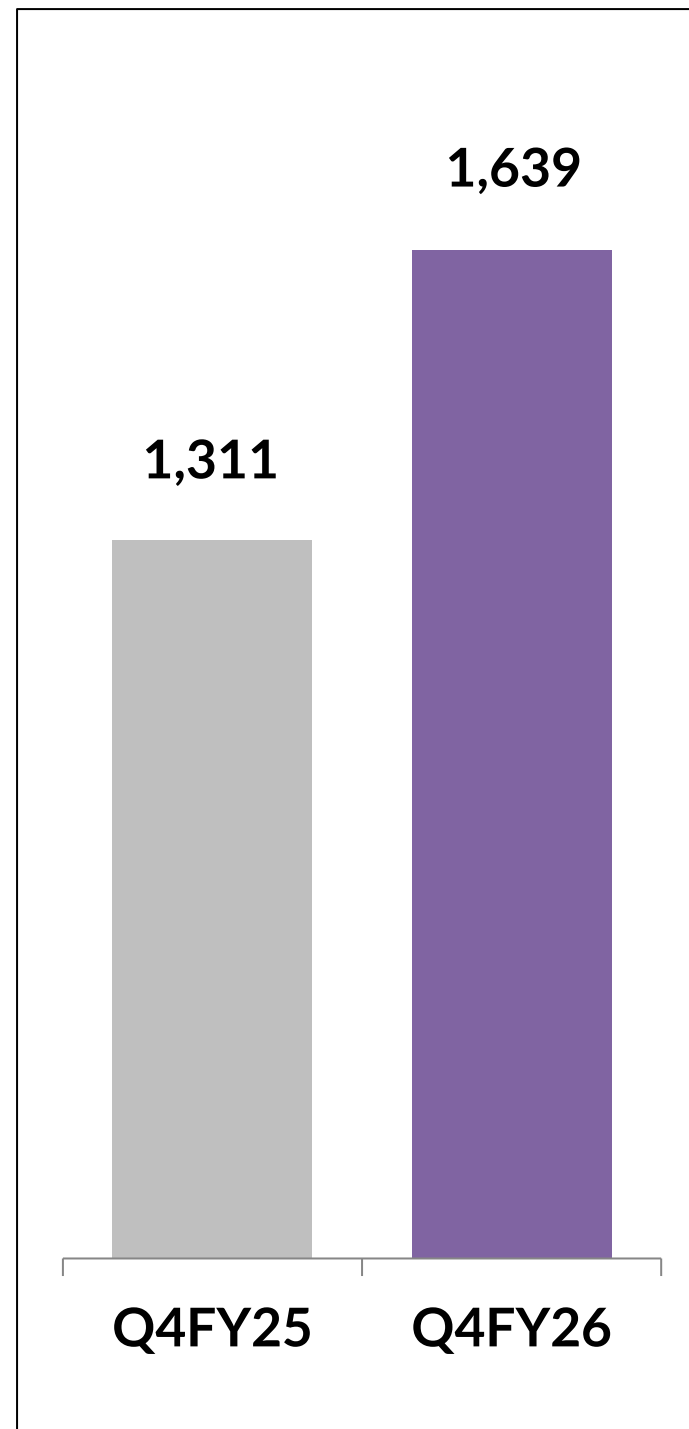
## REVENUE

32%



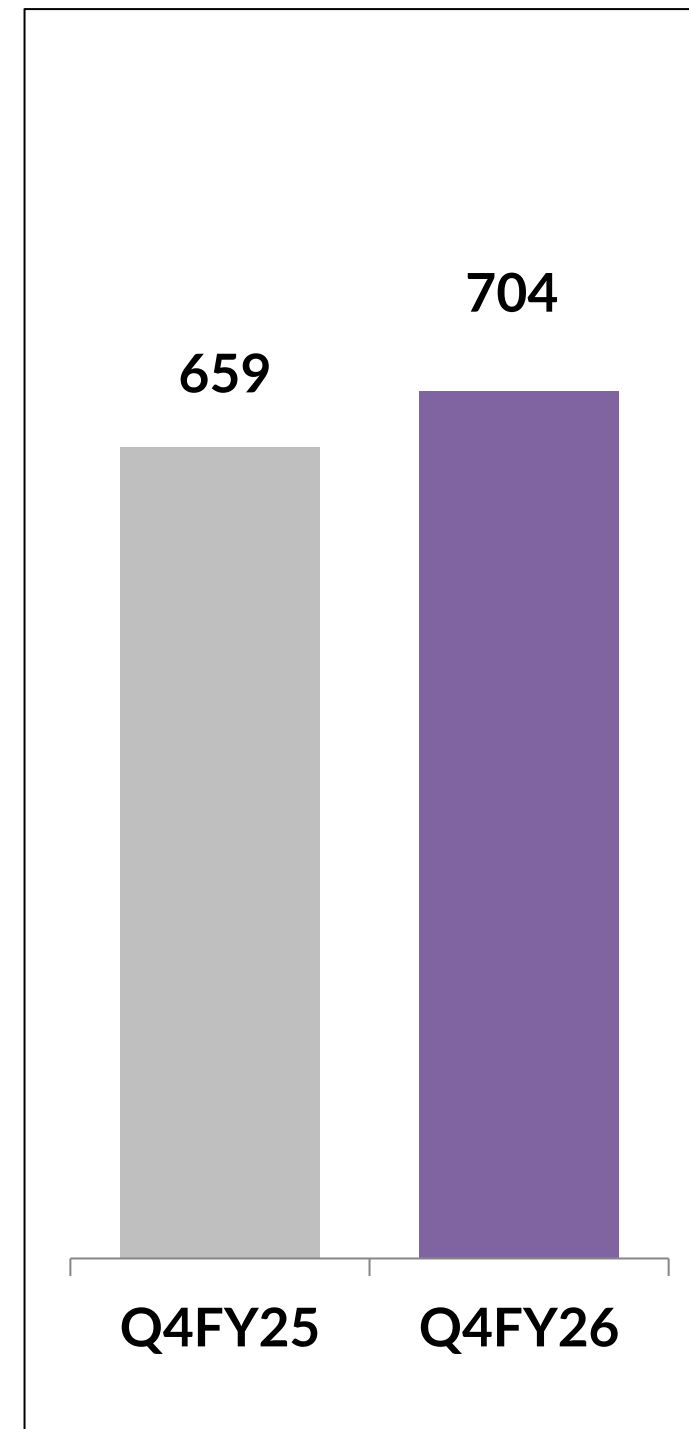
## GM

25%



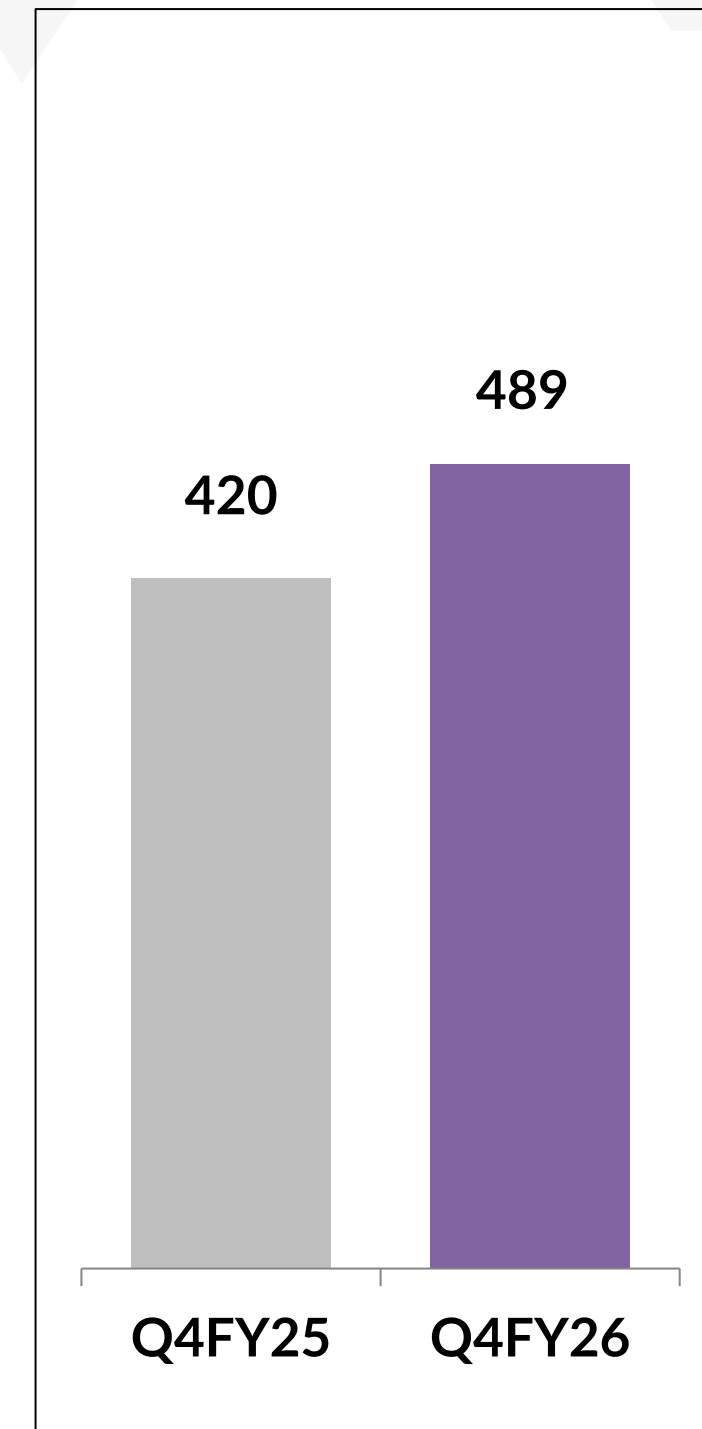
## EBITDA

7%



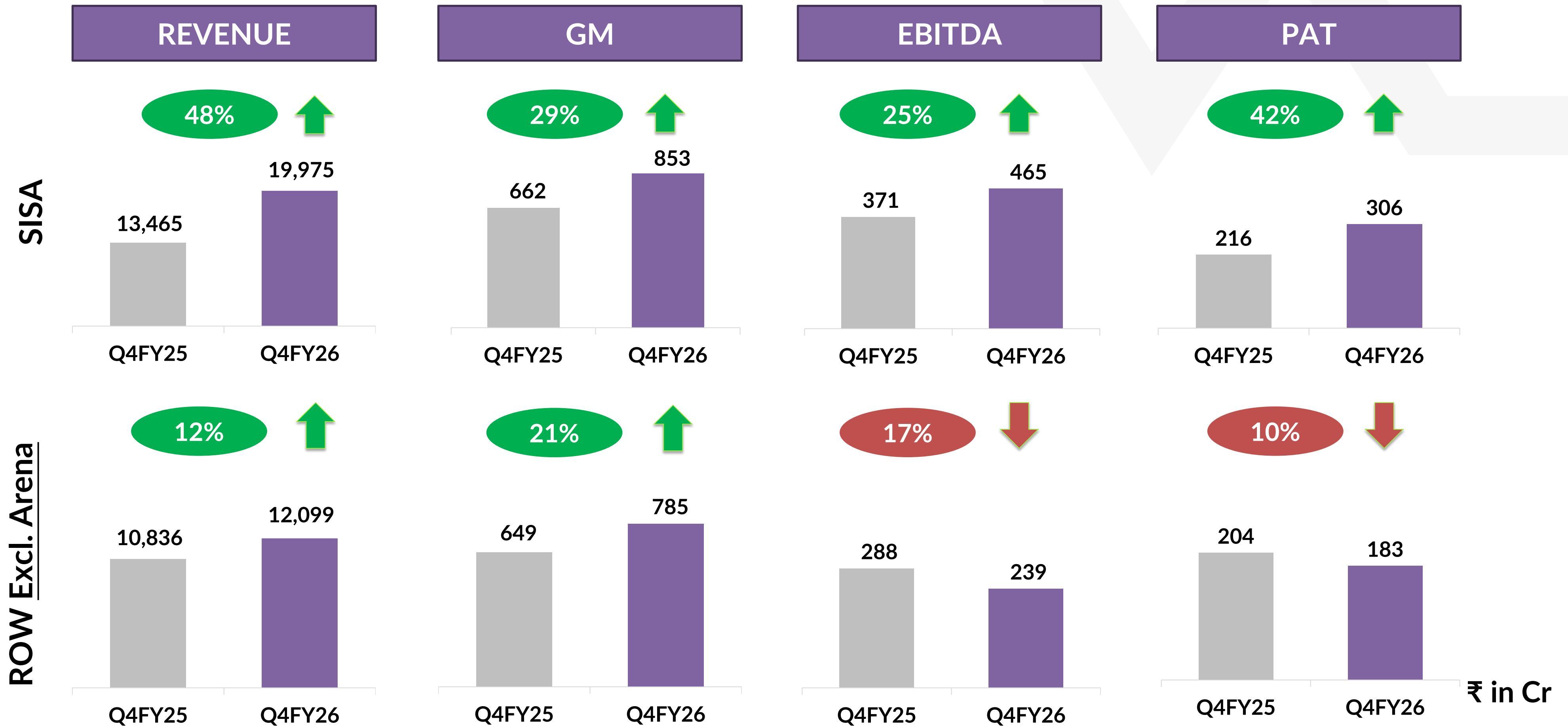
## PAT

17%

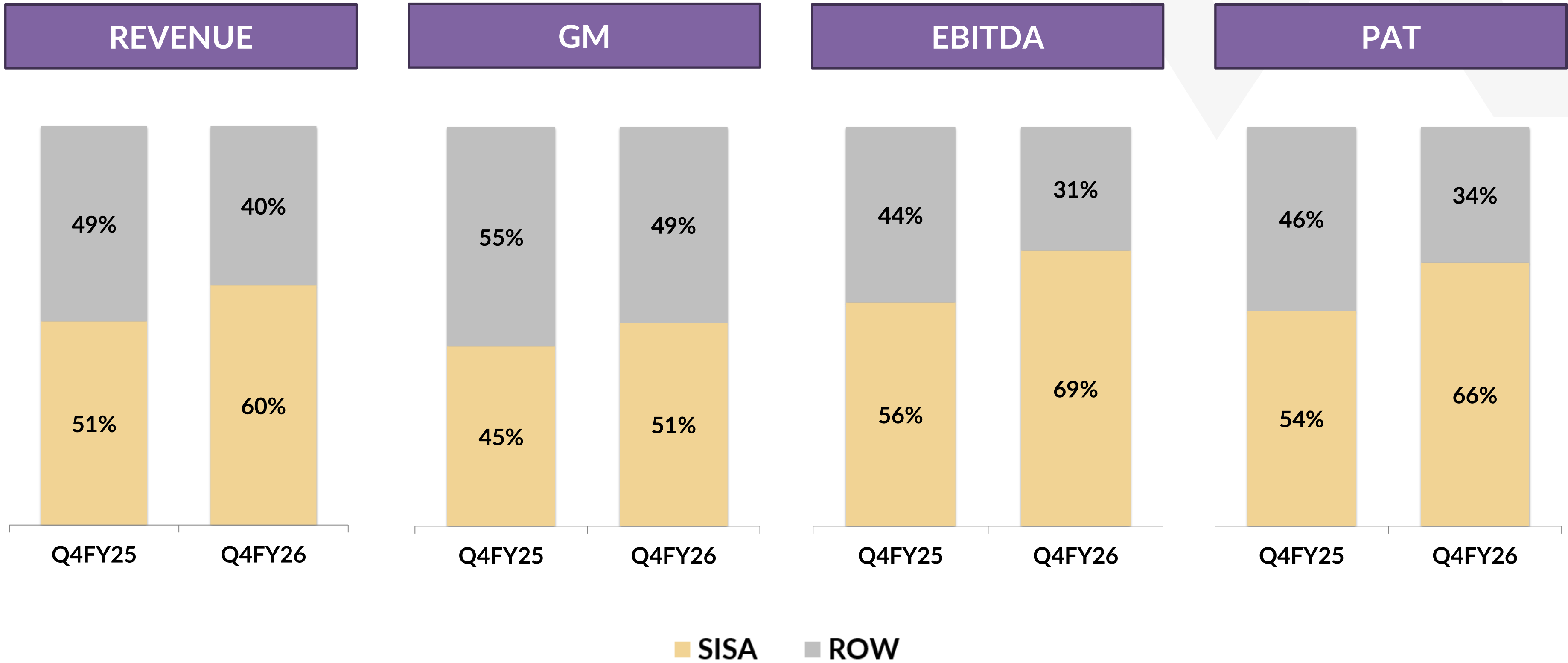


₹ in Cr

# Q4FY26 Performance by Market

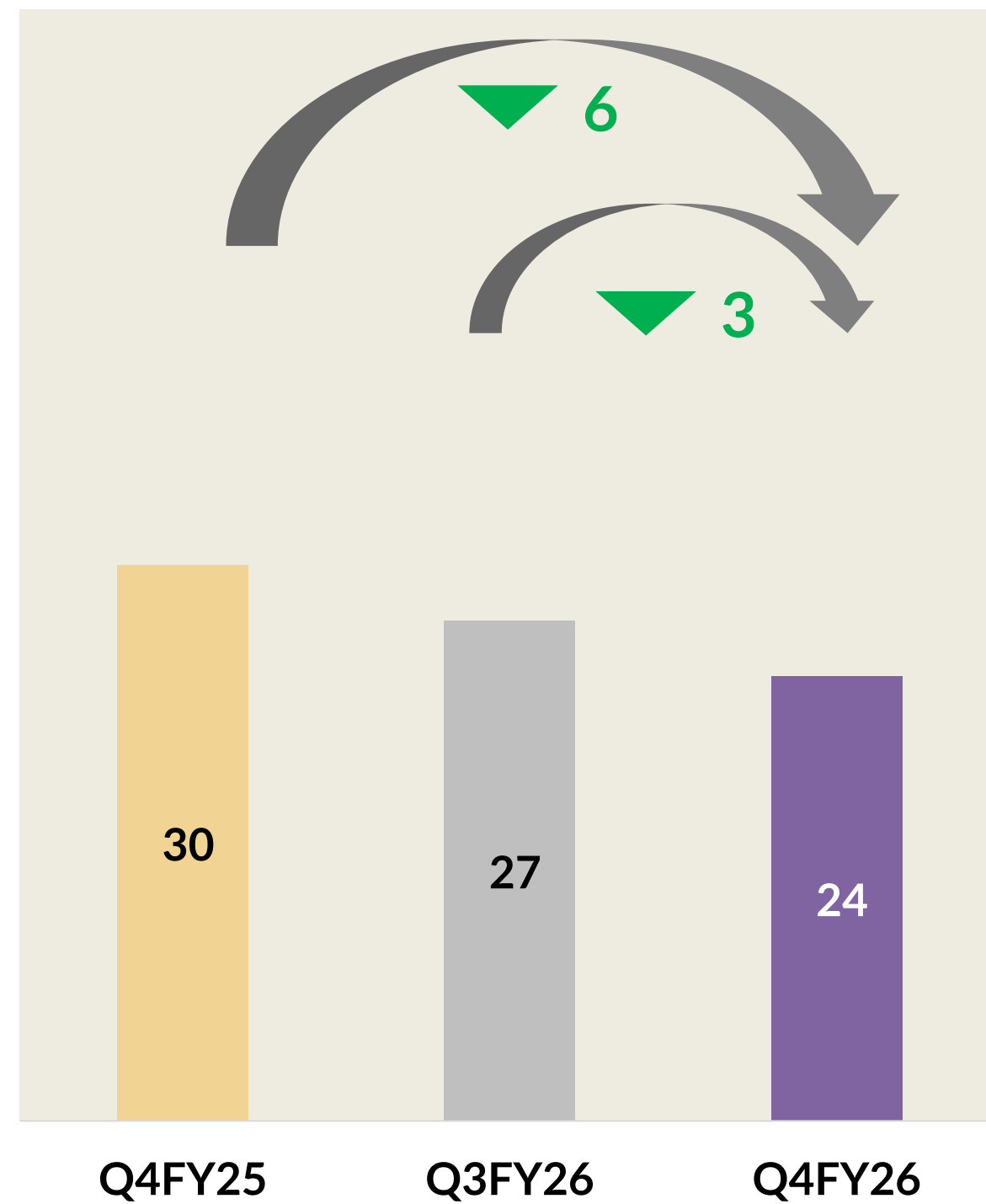


# Q4FY26 Contribution by Market

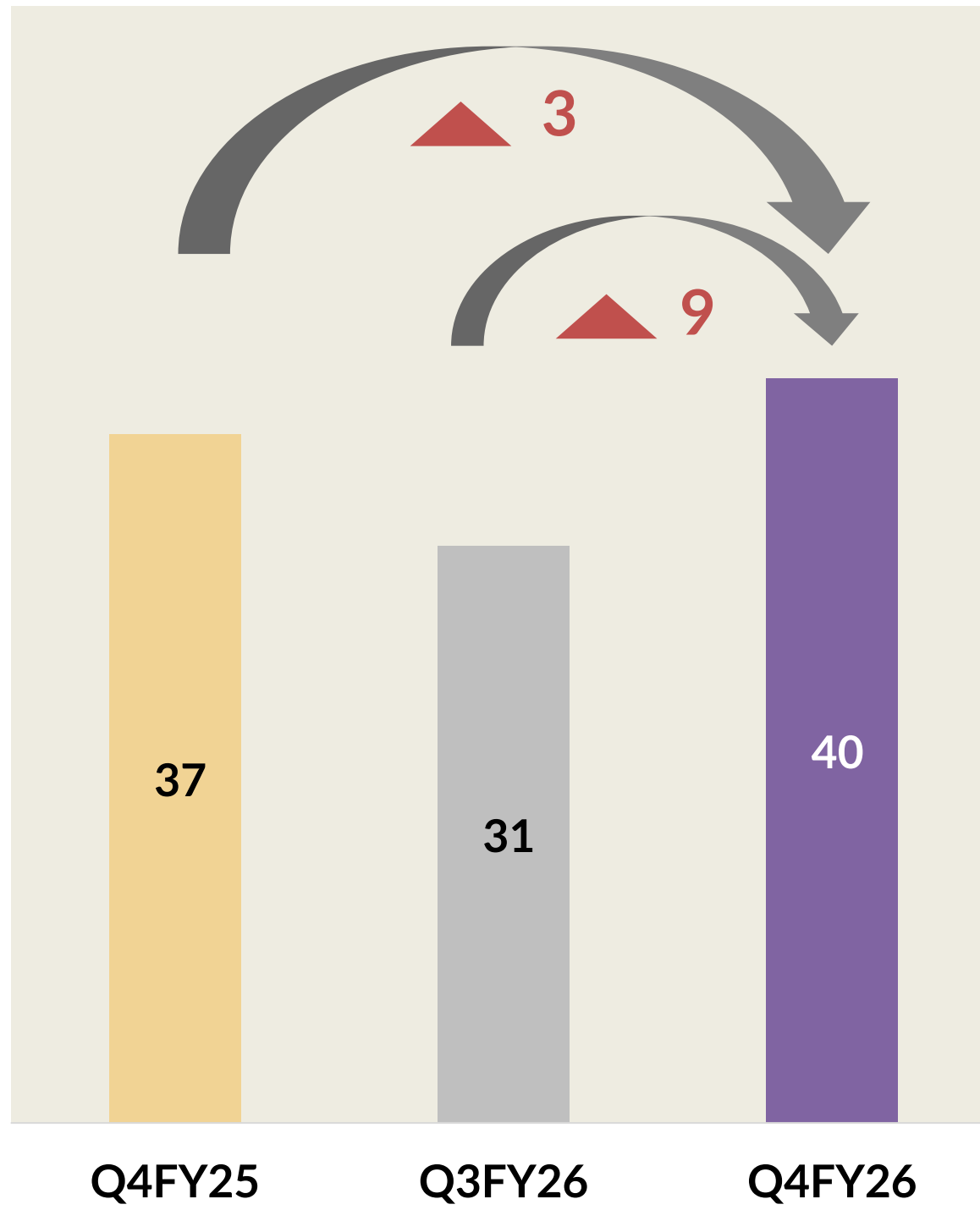


# Q4FY26 Working Capital Days

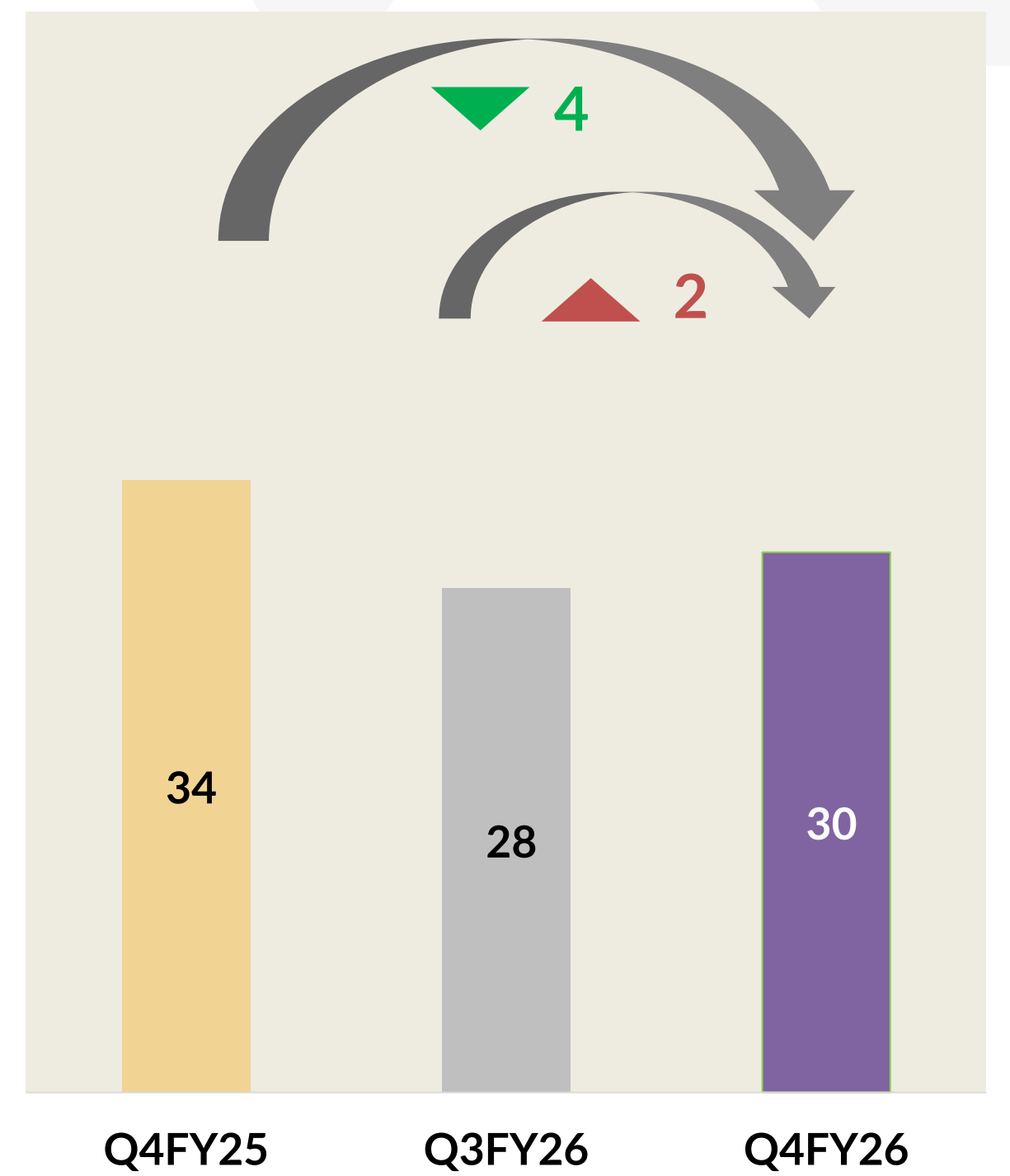
## SISA



## ROW

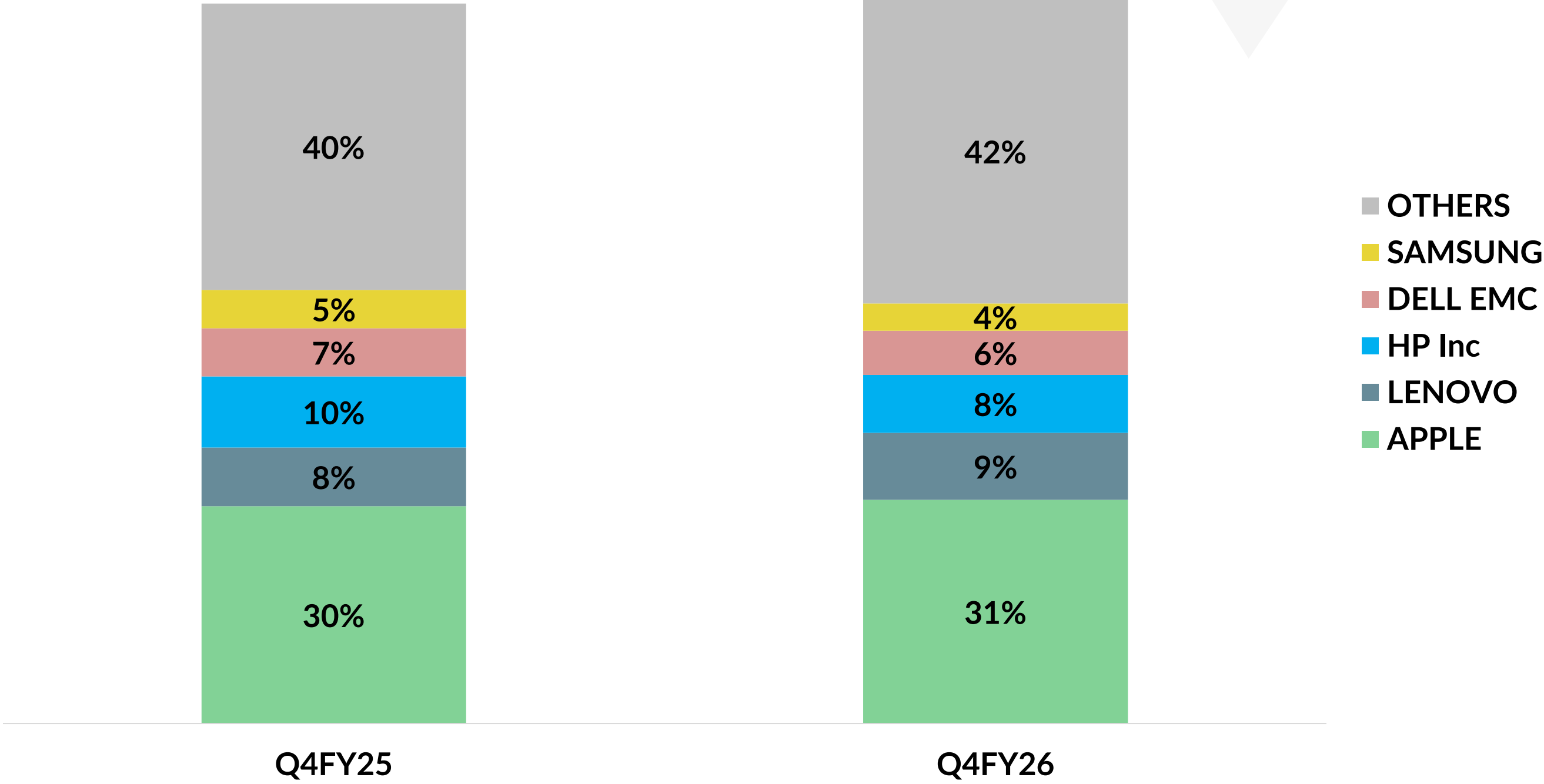


## GLOBAL



# Q4FY26 Top 5 Vendors

REVENUE



# Q4FY26 Verticals Revenue

Verticals	SISA			ROW			GLOBAL		
	Q4FY25	Q4FY26	YoY	Q4FY25	Q4FY26	YoY	Q4FY25	Q4FY26	YoY
ESG	3,991	5,839	46%	3,854	4,175	8%	7,845	10,014	28%
TSG	2,957	4,267	44%	1,709	1,981	16%	4,666	6,248	34%
SSG	1,943	2,513	29%	2,345	3,084	32%	4,289	5,597	31%
MSG	4,411	7,184	63%	4,933	3,930	-20%	9,345	11,115	19%
Renewable energy	43	29	-32%	2	3	19%	45	32	-29%
Logistics	156	192	23%	91	107	19%	247	300	22%
Other Services	21	21	0%	140	48	-65%	161	69	-57%

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

# Q4FY26 Free Cash Flow Statement

Particulars (₹ in Cr)	Q4FY25	Q3FY26	Q4FY26
Profit Before Taxation	1,148	538	395
Non-cash items	(525)	129	257
Finance Cost	82	79	72
Changes in Working Capital	(361)	(117)	(1,465)
Direct Tax Paid	(141)	(165)	(142)
<b>Net Cash Flow from Operations</b>	<b>202</b>	<b>463</b>	<b>(883)</b>
Capex	(82)	(112)	(48)
Outflow of Finance Cost	(87)	(134)	(69)
<b>Free Cash Flow</b>	<b>34</b>	<b>217</b>	<b>(999)</b>

FCF = NCFO – Capex – Finance cost

Amounts may not add due to rounding



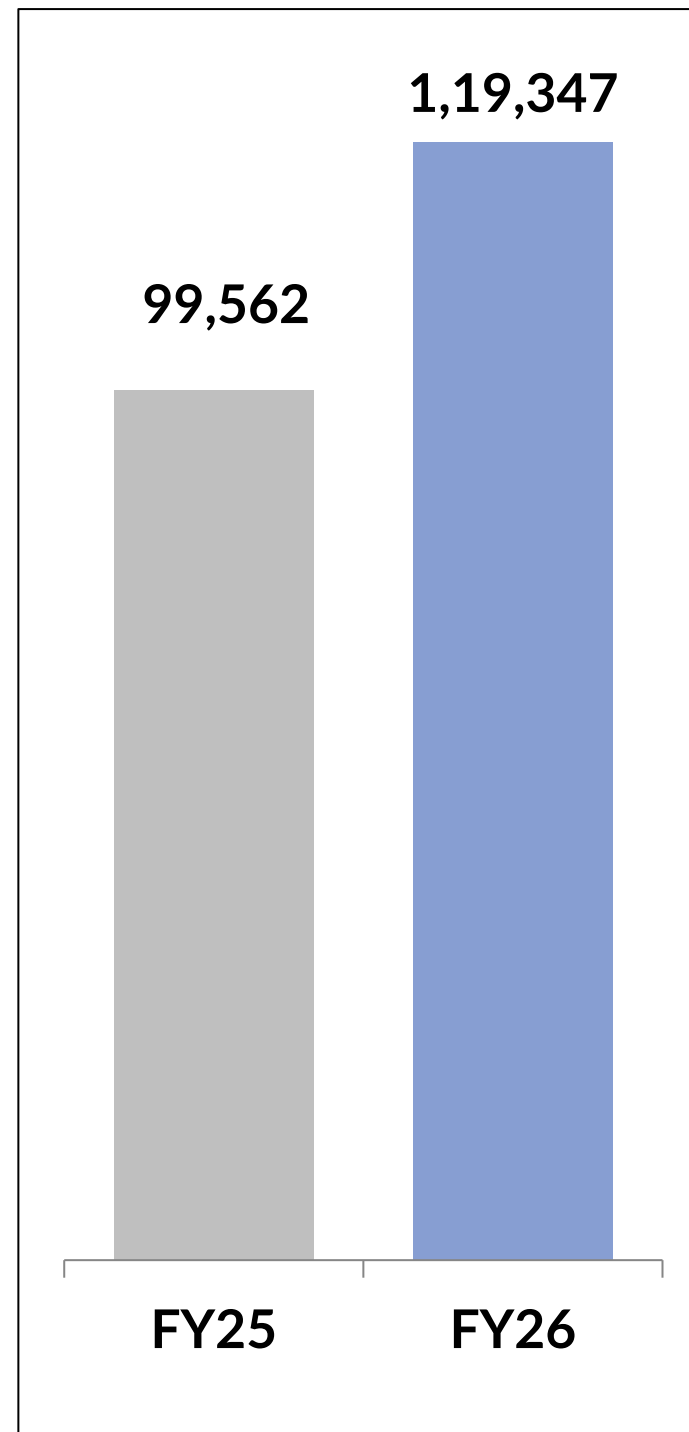
FY26  
Performance  
Snapshot



# FY26 Redington Global Performance

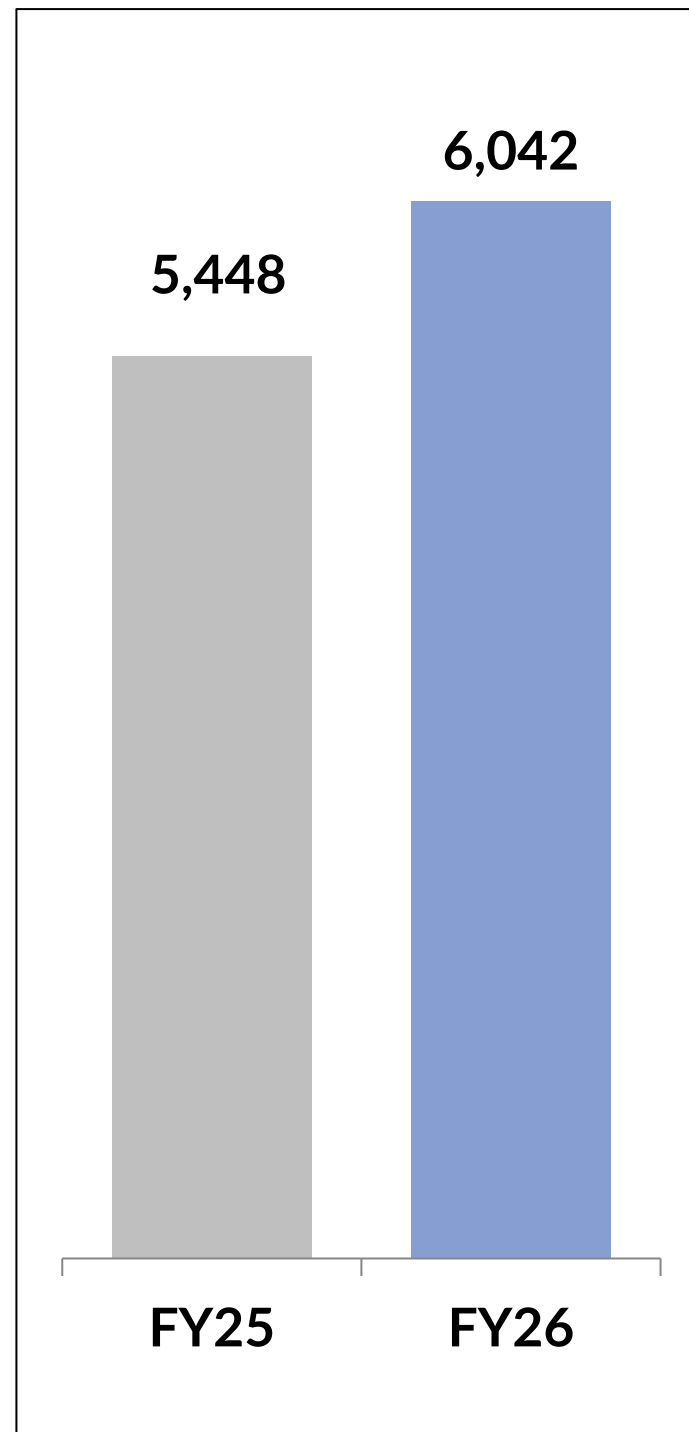
## REVENUE

20%



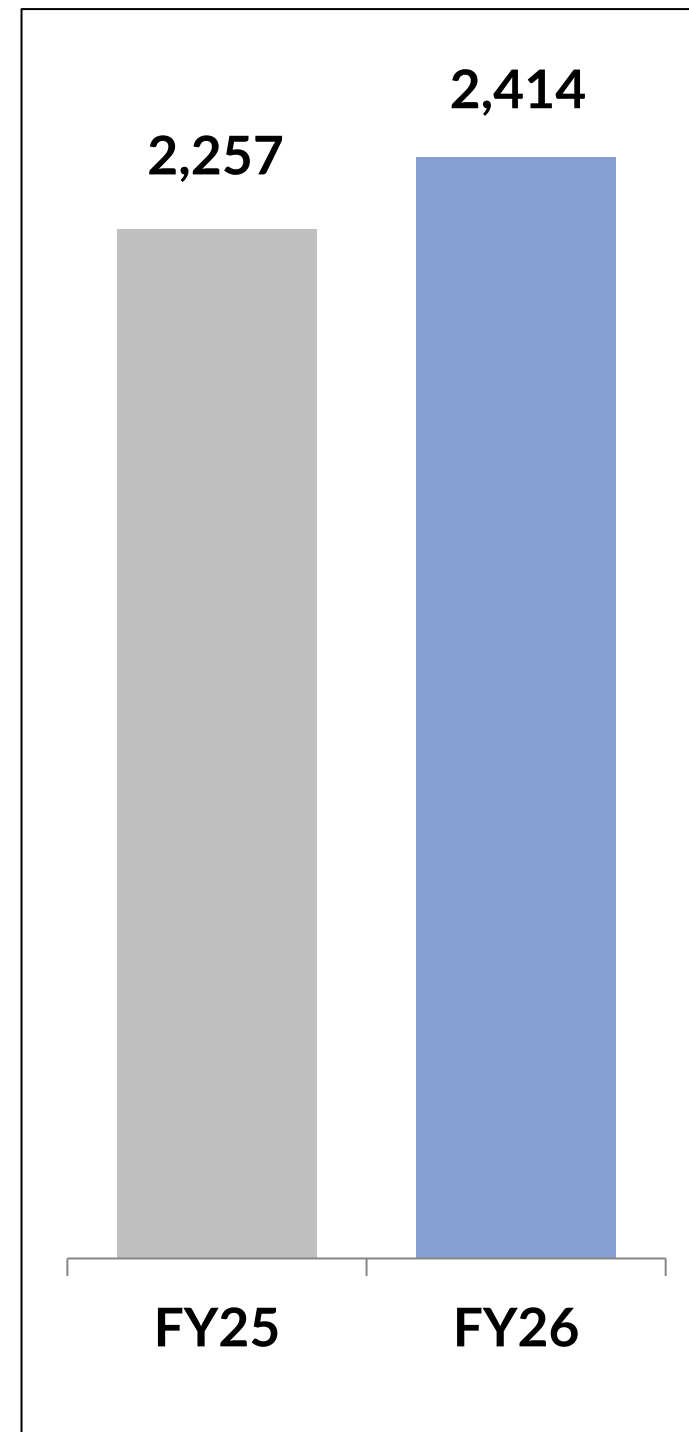
## GM

11%



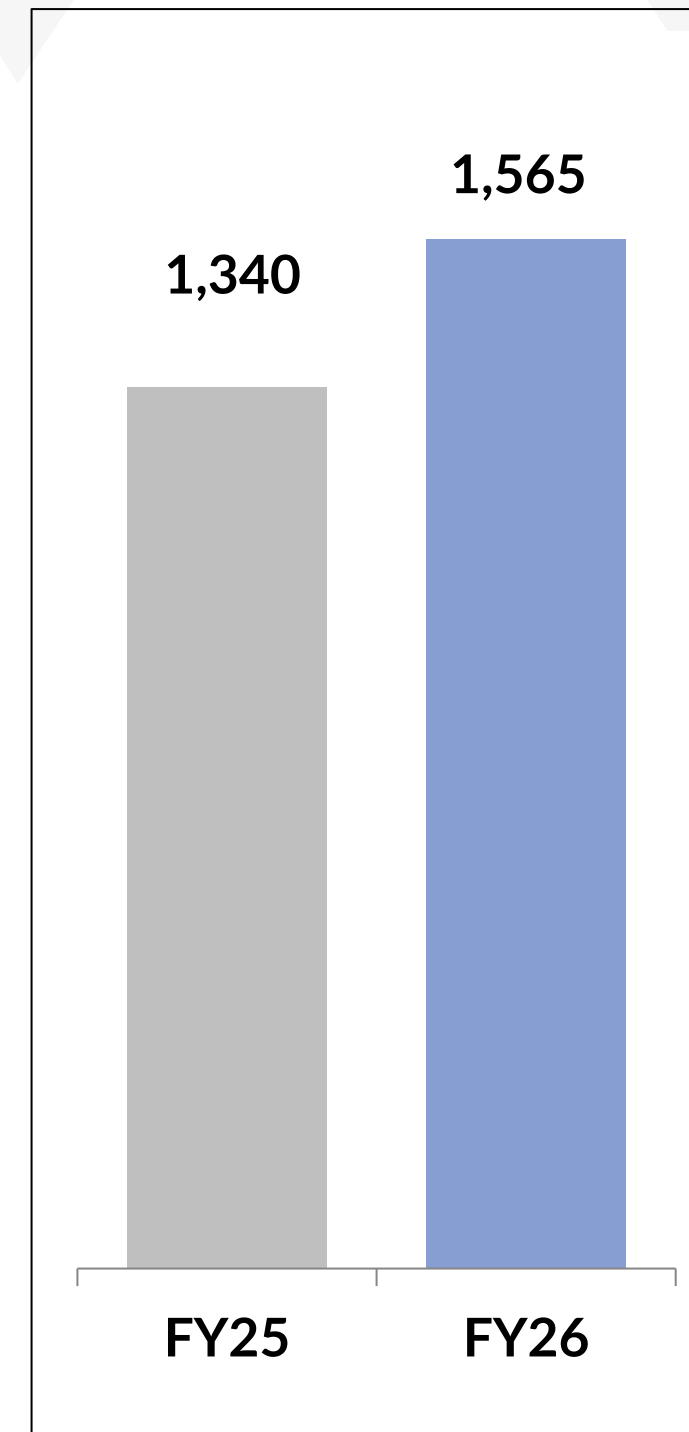
## EBITDA

7%



## PAT

17%

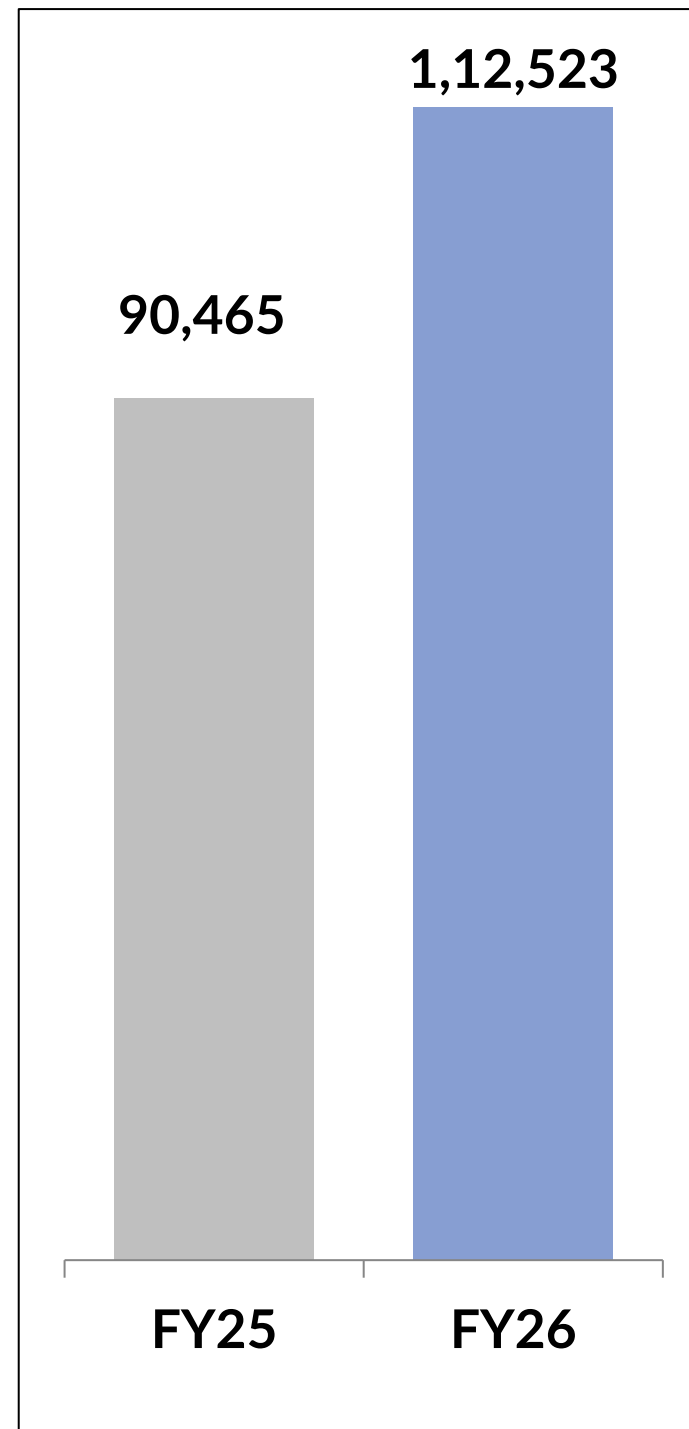


₹ in Cr

# FY26 Redington Global Excl. Arena Performance

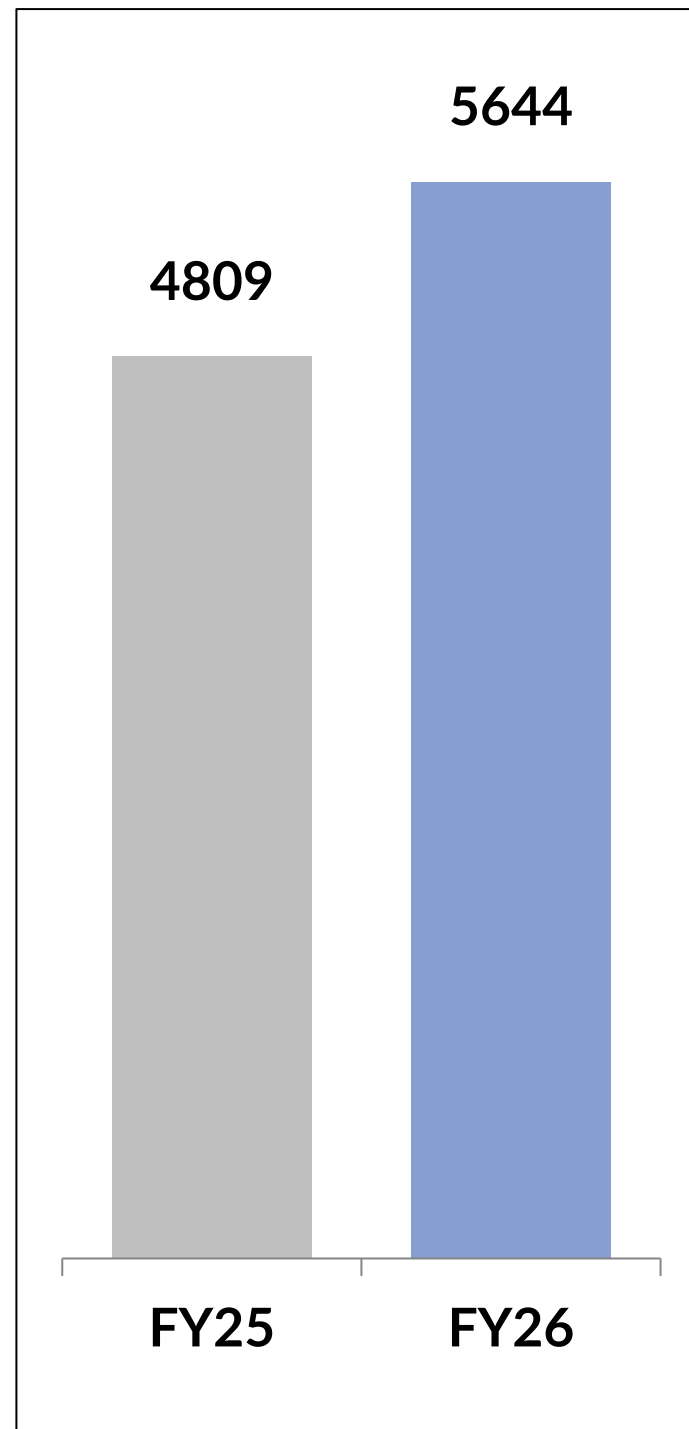
REVENUE

24%



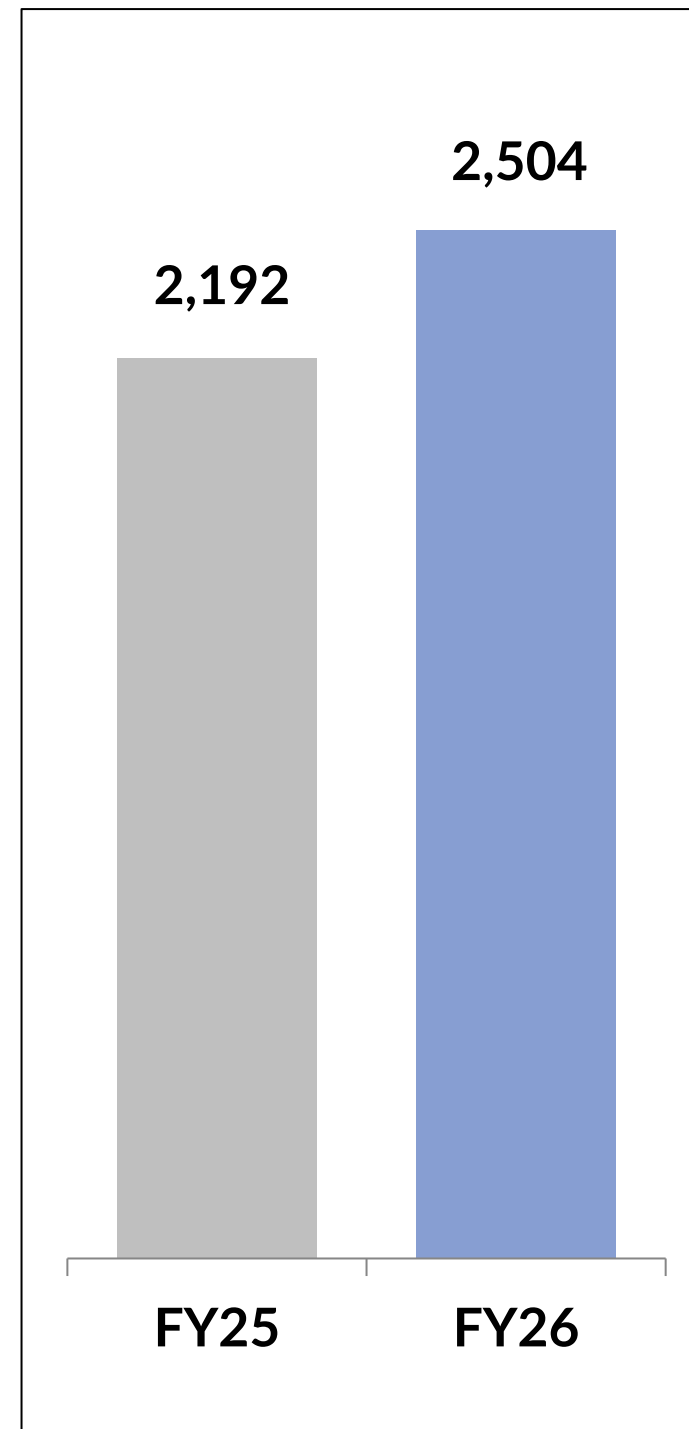
GM

17%



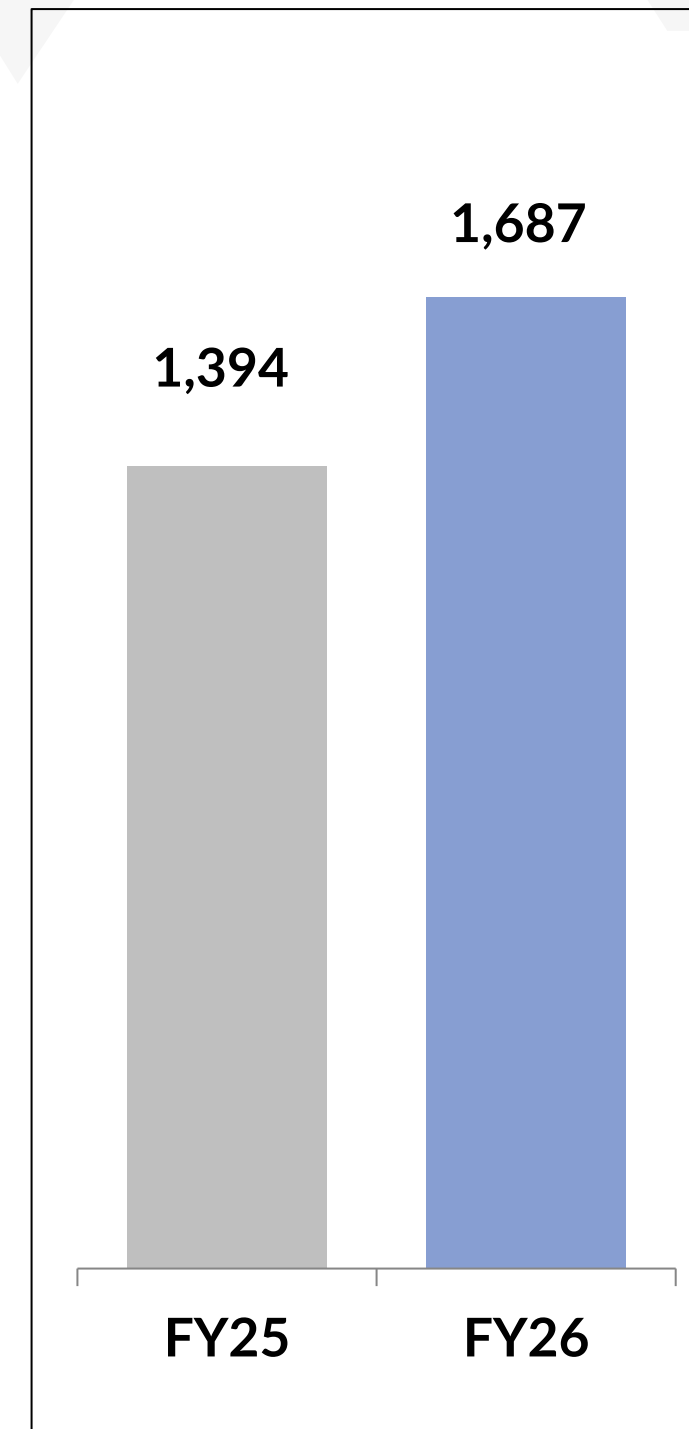
EBITDA

14%



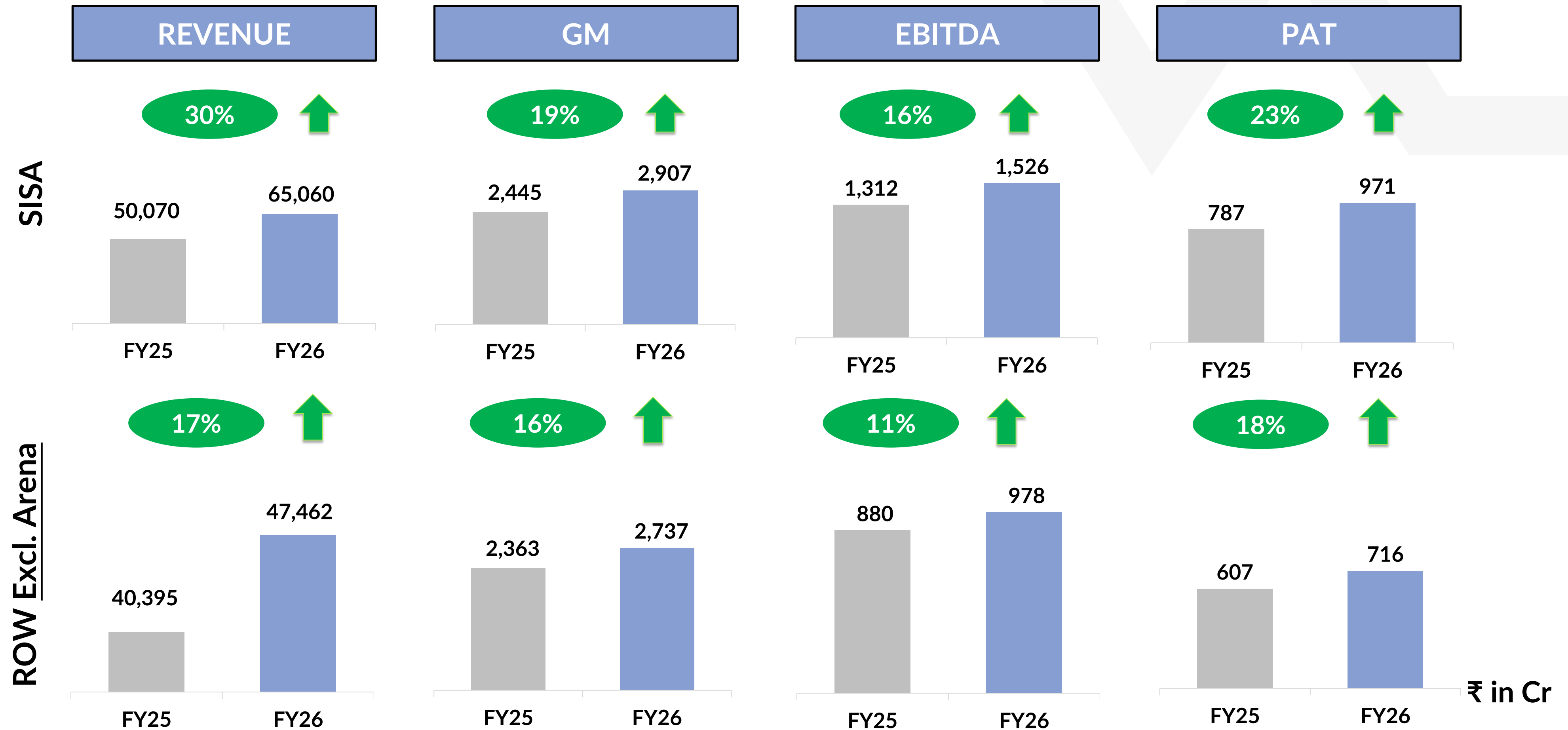
PAT

21%

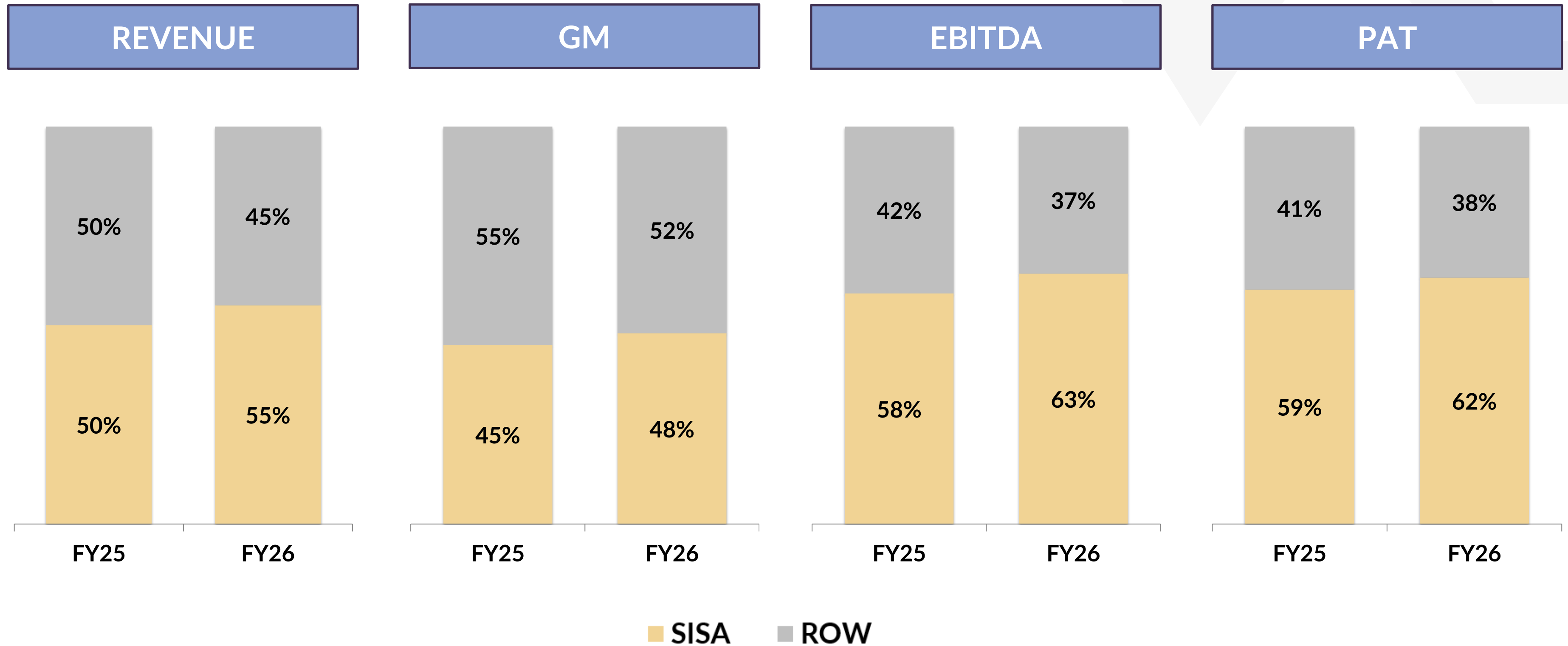


₹ in Cr

# FY26 Performance by Market

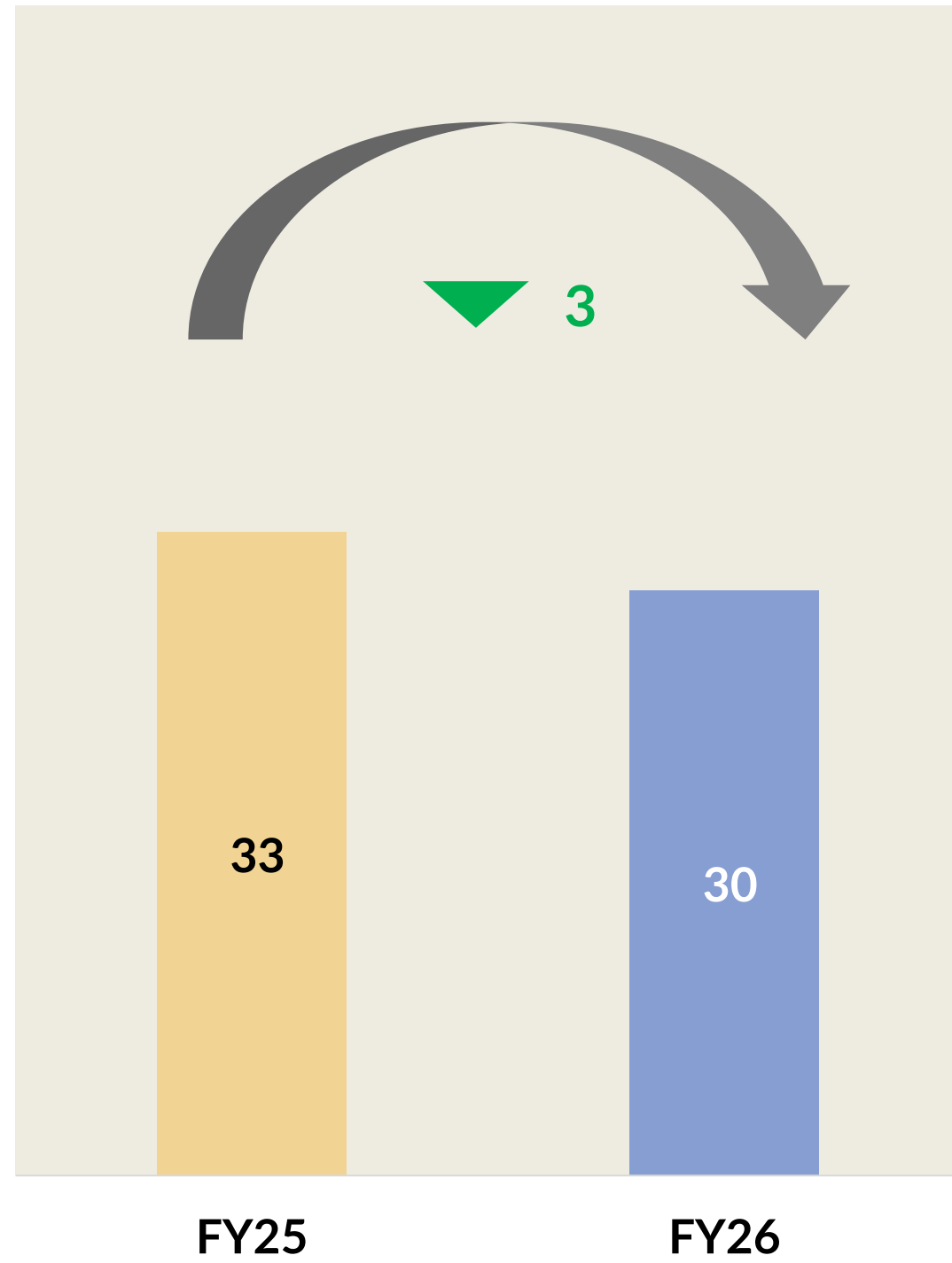


# FY26 Contribution by Market

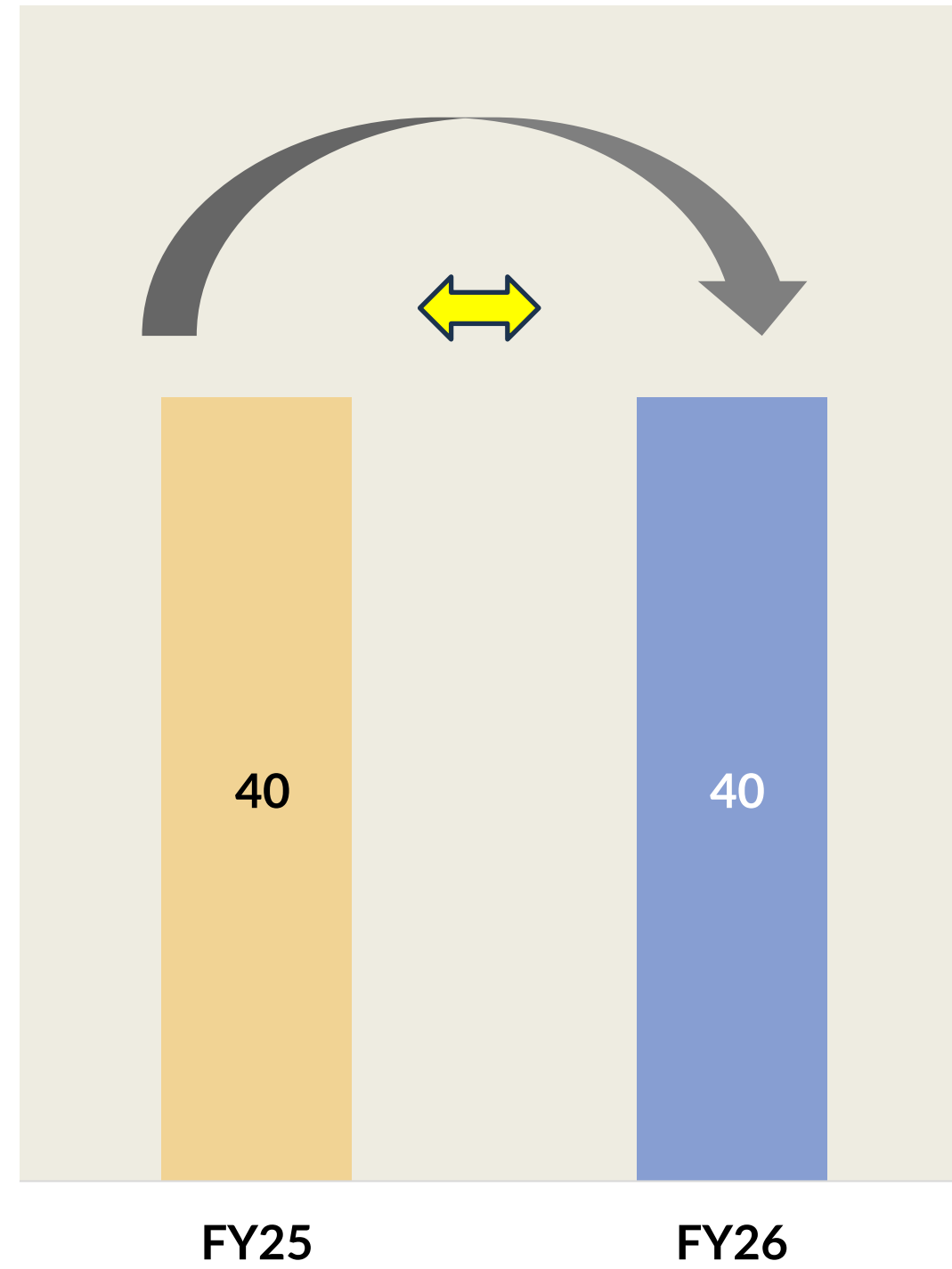


# FY26 Working Capital Days

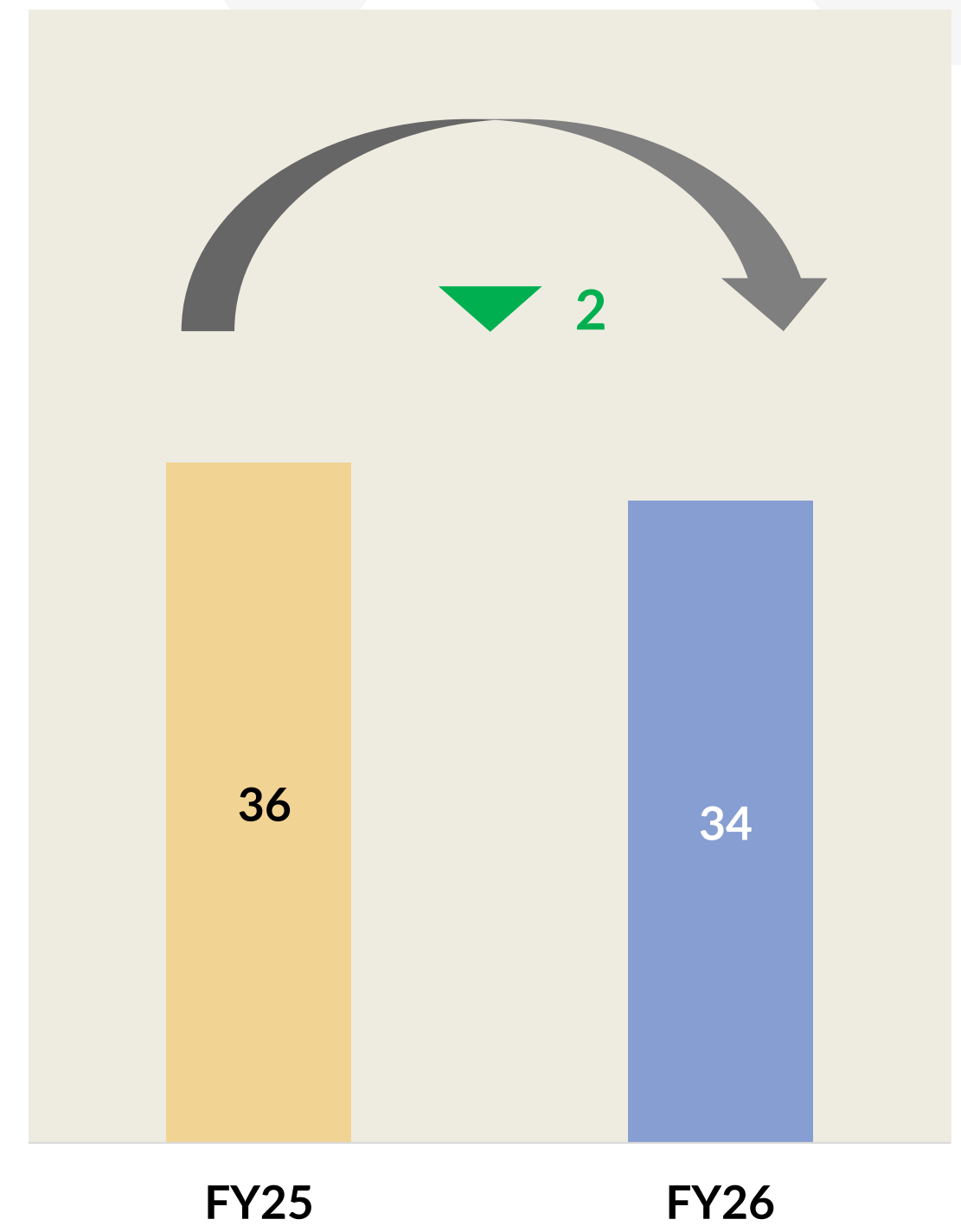
## SISA



## ROW

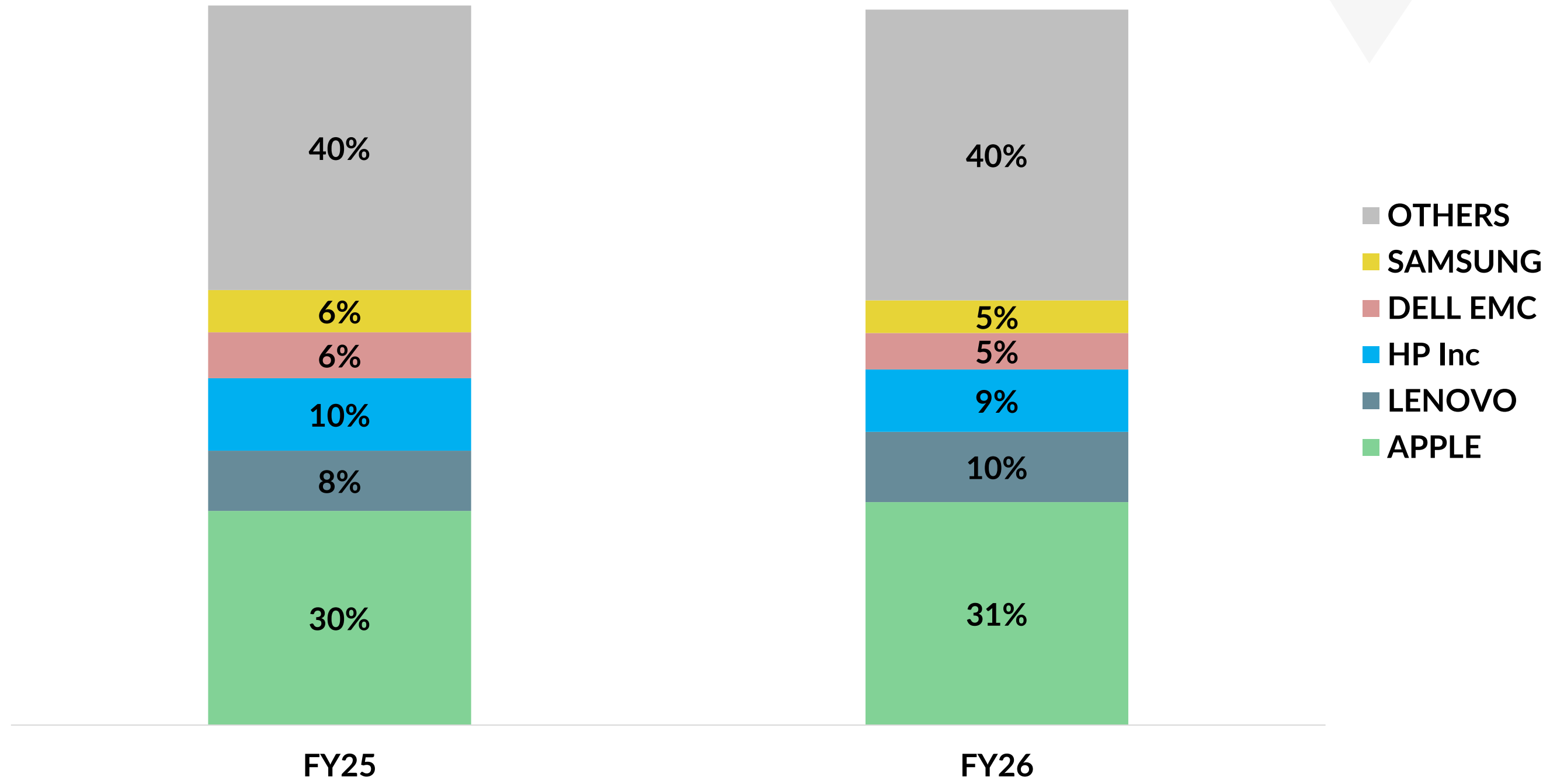


## GLOBAL



# FY26 Top 5 Vendors

REVENUE



# FY26 Verticals Revenue

Verticals	SISA			ROW			GLOBAL		
	FY25	FY26	YoY	FY25	FY26	YoY	FY25	FY26	YoY
ESG	15,613	19,825	27%	16,183	17,003	5%	31,796	36,828	16%
TSG	11,061	12,625	14%	6,022	6,670	11%	17,084	19,295	13%
SSG	6,283	8,737	39%	8,145	11,096	36%	14,428	19,834	37%
MSG	16,543	23,267	41%	17,864	19,018	6%	34,407	42,285	23%
Renewable energy	126	96	-24%	28	7	-73%	154	103	-33%
Logistics	584	689	18%	382	410	7%	967	1098	14%
Other Services	83	83	-1%	997	212	-79%	1080	295	-73%

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

# FY26 Free Cash Flow Statement

Particulars (₹ in Cr)	FY25	FY26
Profit Before Taxation	2,335	1,697
Non-cash items	(380)	498
Finance Cost	330	359
Changes in Working Capital	(1,468)	(1,809)
Direct Tax Paid	(525)	(514)
<b>Net Cash Flow from Operations</b>	<b>293</b>	<b>232</b>
Capex	(155)	(106)
Outflow of Finance Cost	(325)	(324)
<b>Free Cash Flow</b>	<b>(187)</b>	<b>(199)</b>

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

# Investor Contacts

**Vijayshyam Acharya K**  
Compliance Officer

**Palak Agrawal**  
Head – Investor Relations

**Registered office:**

Block 3, Plathin, Redington Tower,  
Inner Ring Road, Saraswathy Nagar West, 4th Street,  
Puzhuthivakkam,  
Chennai - 600 091

<https://www.redingtongroup.com>

**CIN - L52599TN1961PLC028758**

Thank You

