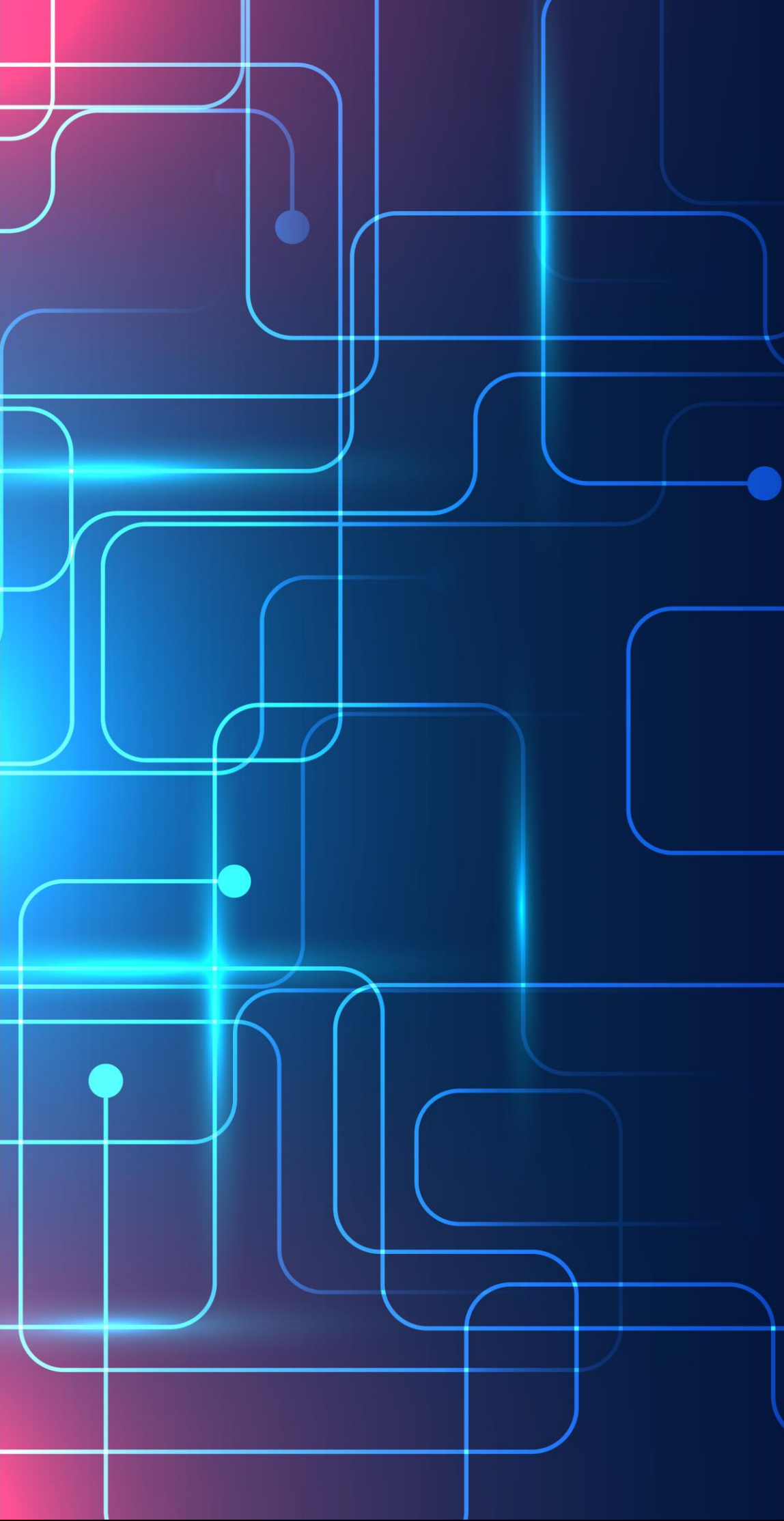


CORPORATE PRESENTATION

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
- 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



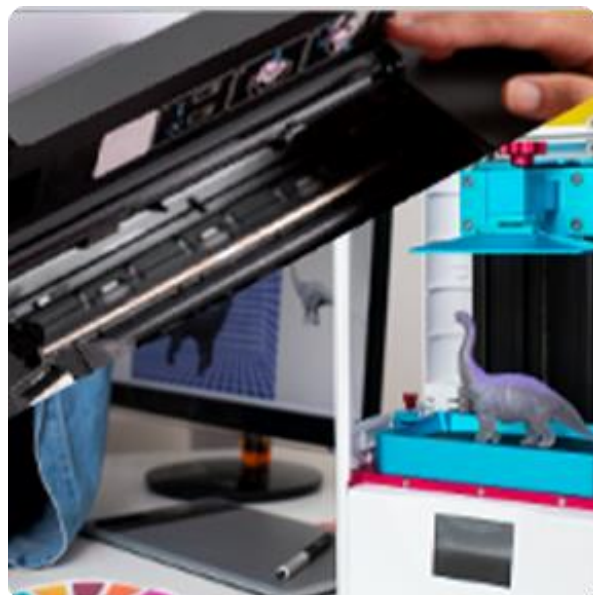
Mobility Solutions Group

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



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

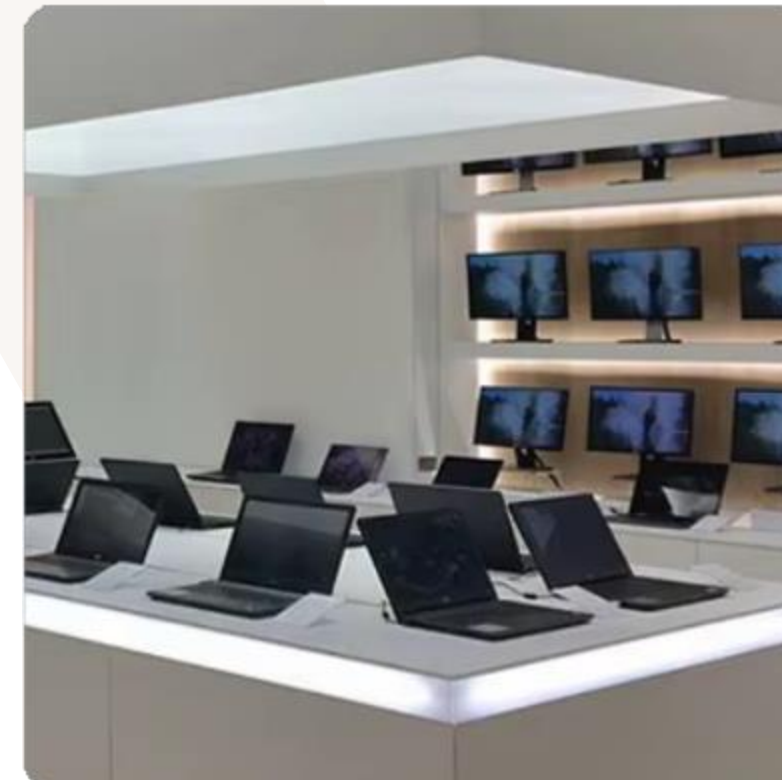
Channel partners



Commercial/Enterprise IT

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

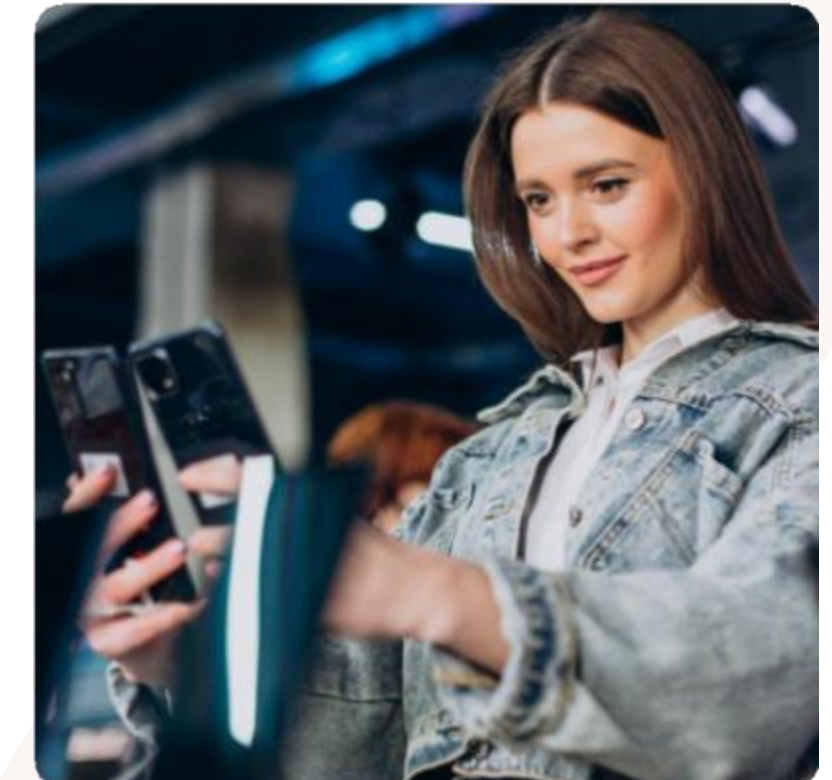
TSG, SSG, ESG



Consumer IT

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

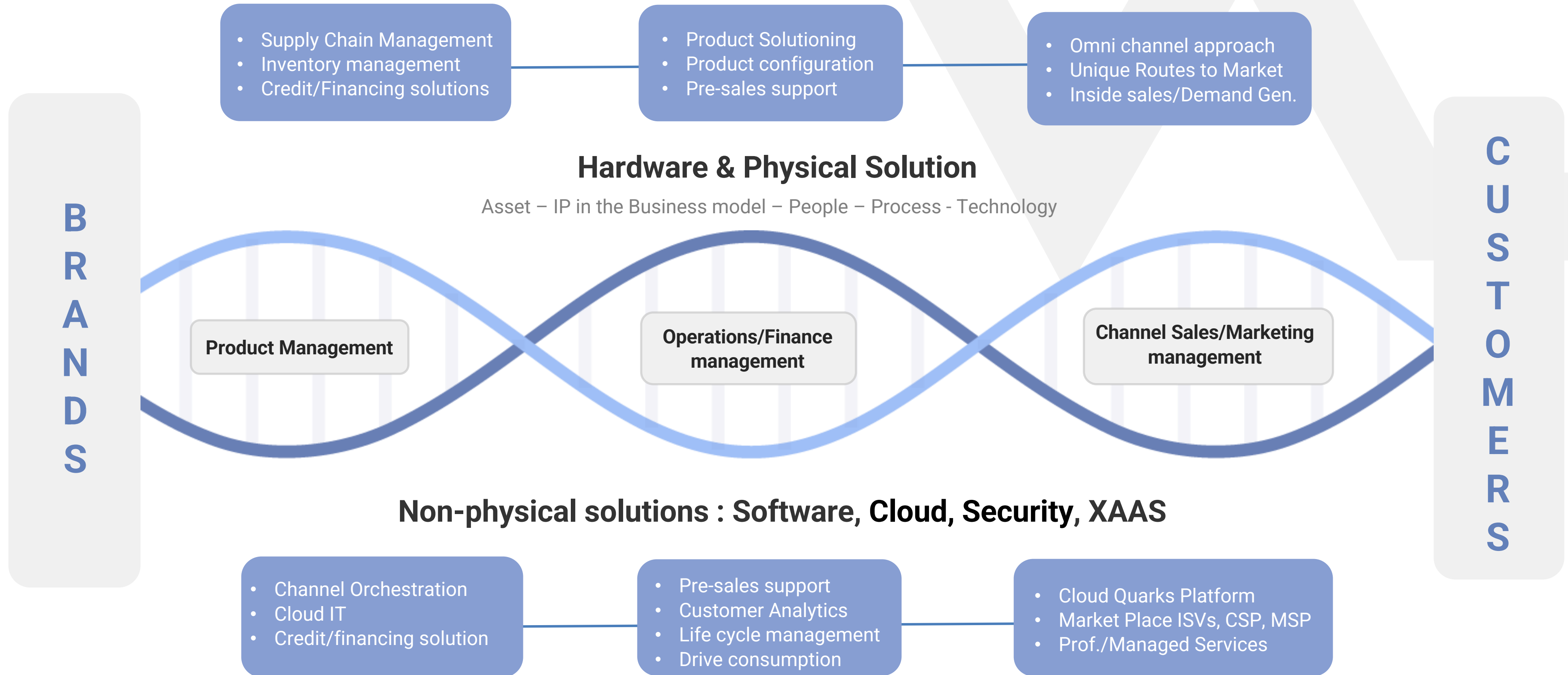
ESG & MSG



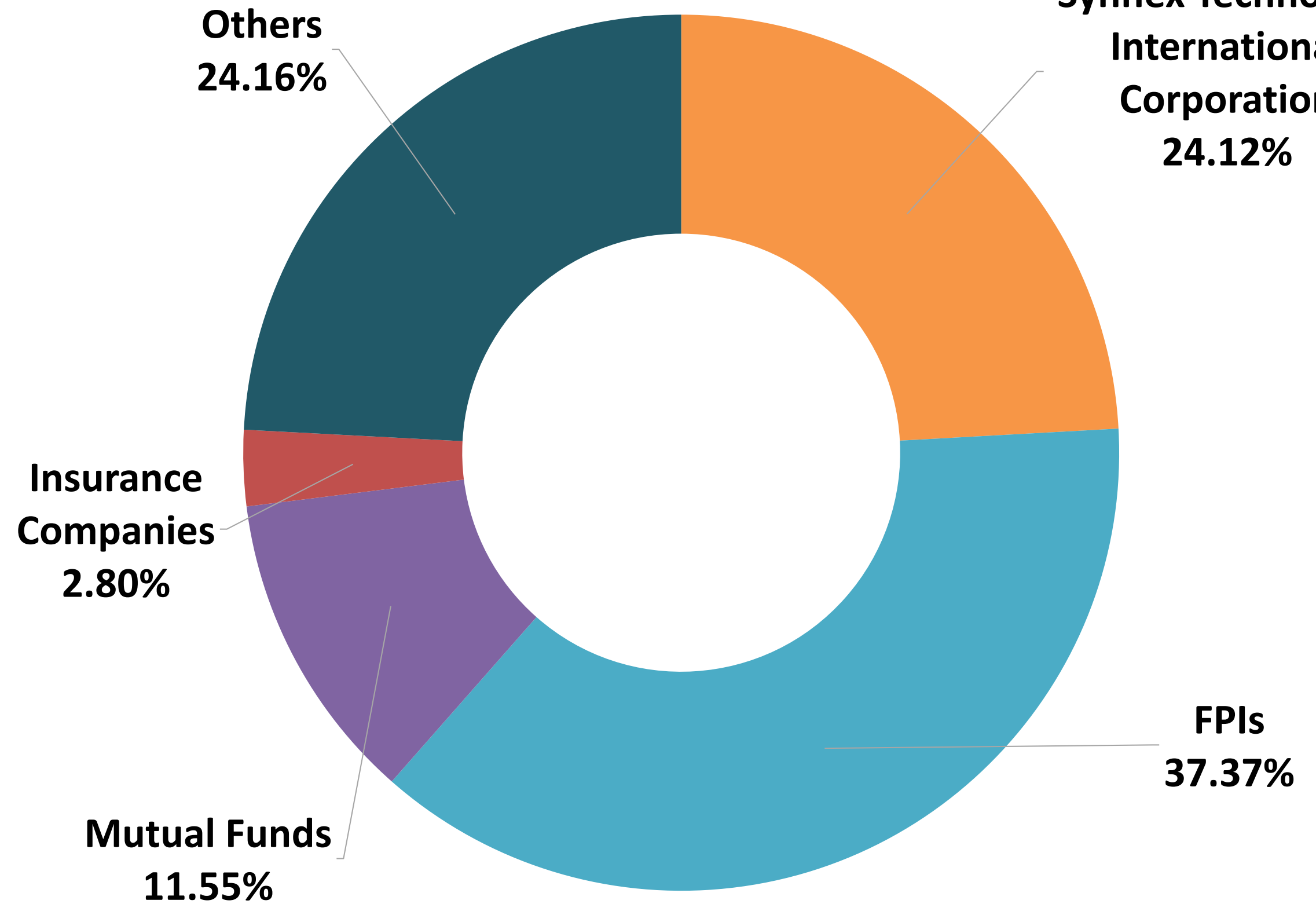
Mobility

- 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



Ramesh Natarajan
CEO, India & Middle East



Serkan Kutlu
Global Chief Strategy Officer



V. S. Hariharan
Managing Director & Group CEO



Serkan Çelik
CEO, Turkey, Africa, Egypt & CIS



Deepak Puligadda
Global Chief Technology Officer



R Venkatesh
Global Chief Sustainability Officer



S V Krishnan
Finance Director



Cem Borhan
CEO, Southeast & South Asia



Puneet Chadha
Global Chief Marketing Officer



Srinivasababu Vellanki
CEO, Redsolv Global



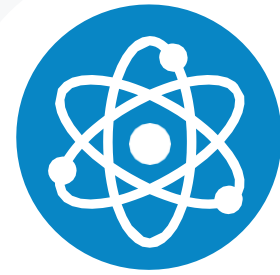
Sayantan Dev
Global Head, Software Solution Group



Vijay Raghavan
CEO, ProConnect

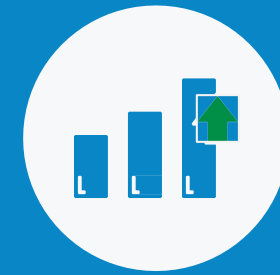
Corporate Strategy

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



Source: Grand View Research, Mordor, IMARC Group, MarketsandMarkets, Gartner, Information Security, Verdantix Sustainability

Biz Model Trends

Business Model Trends

What it means for Redington



Subscription Model

Product to Services

- 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



Ecosystem Orchestration

Owning the connective tissue

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



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



AI based Biz Models

AI-as-a-Service

- 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



Software Distribution through Marketplaces

Distribution Evolution

- 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 tCO₂e /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+

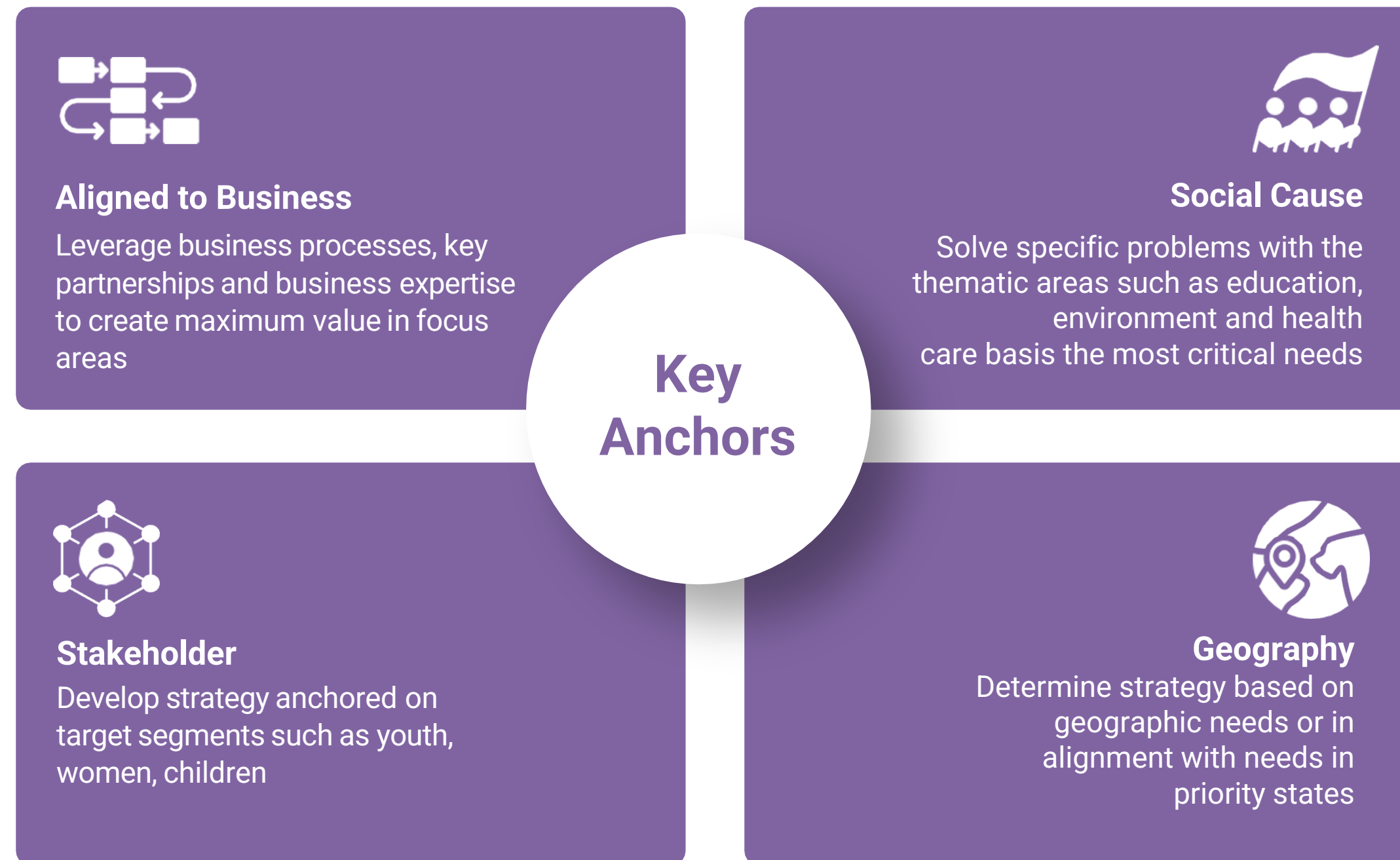
hours of Skill training through COLTE in partnership with the Government through Logistics Skill Council, an NGO set-up by the National Skill Development Corporation (NSDC)

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

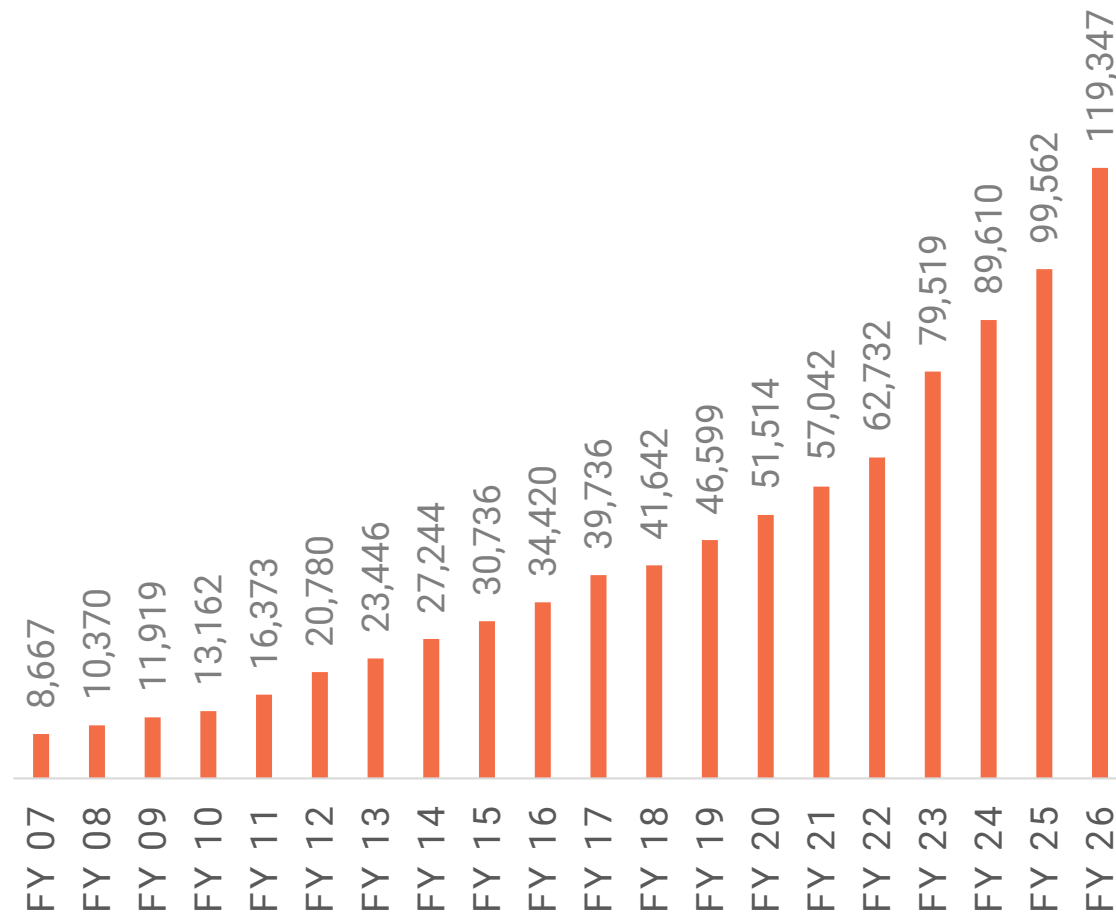


Community Development
Social progress through environmental programmes, preventive healthcare interventions, integrated village development programmes, need-based interventions aligned to disaster relief, etc.

Performance Since listing

Revenue

CAGR 15%

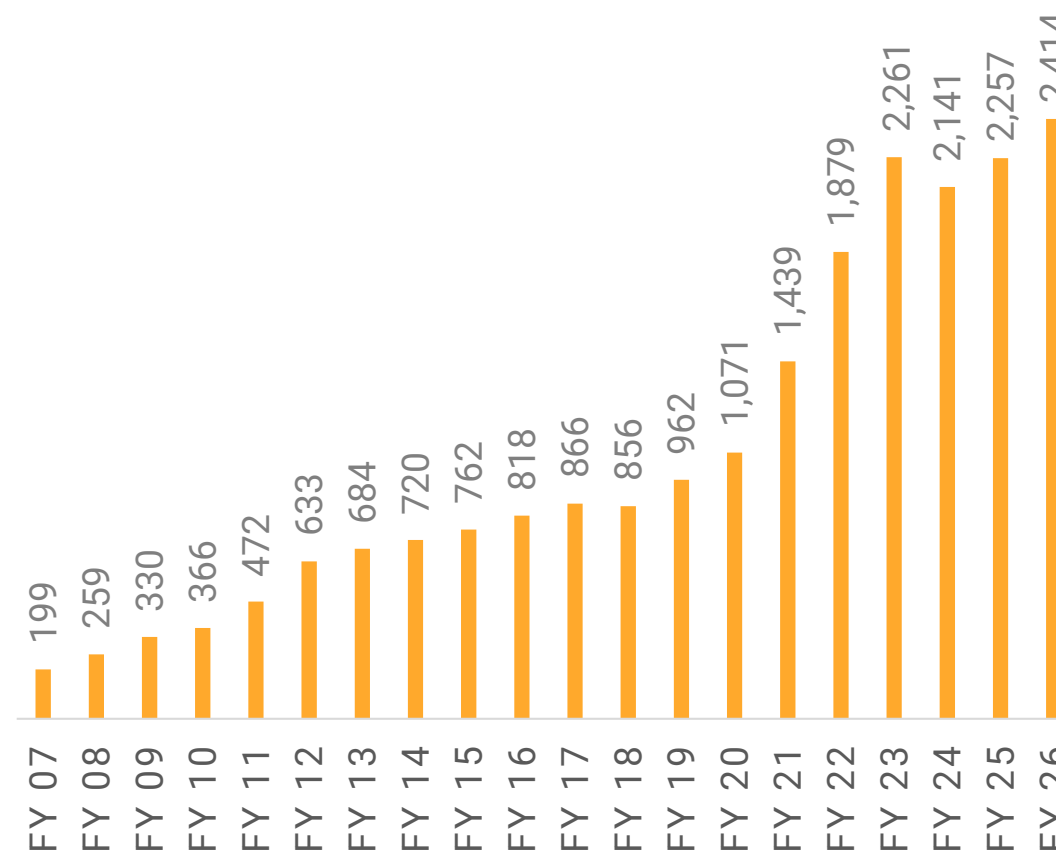


₹ in Cr.

FY26 Revenue \$13.5 Bn

EBITDA

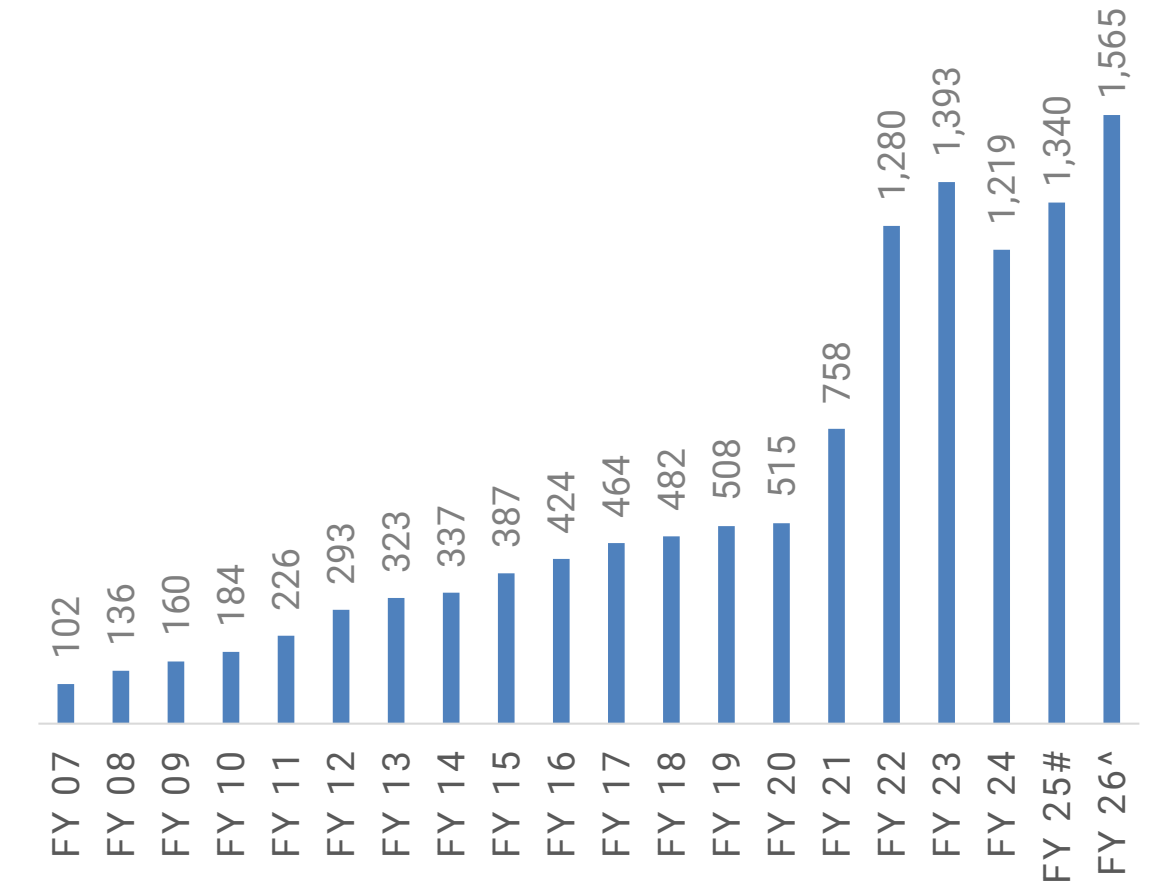
CAGR 14%



₹ 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

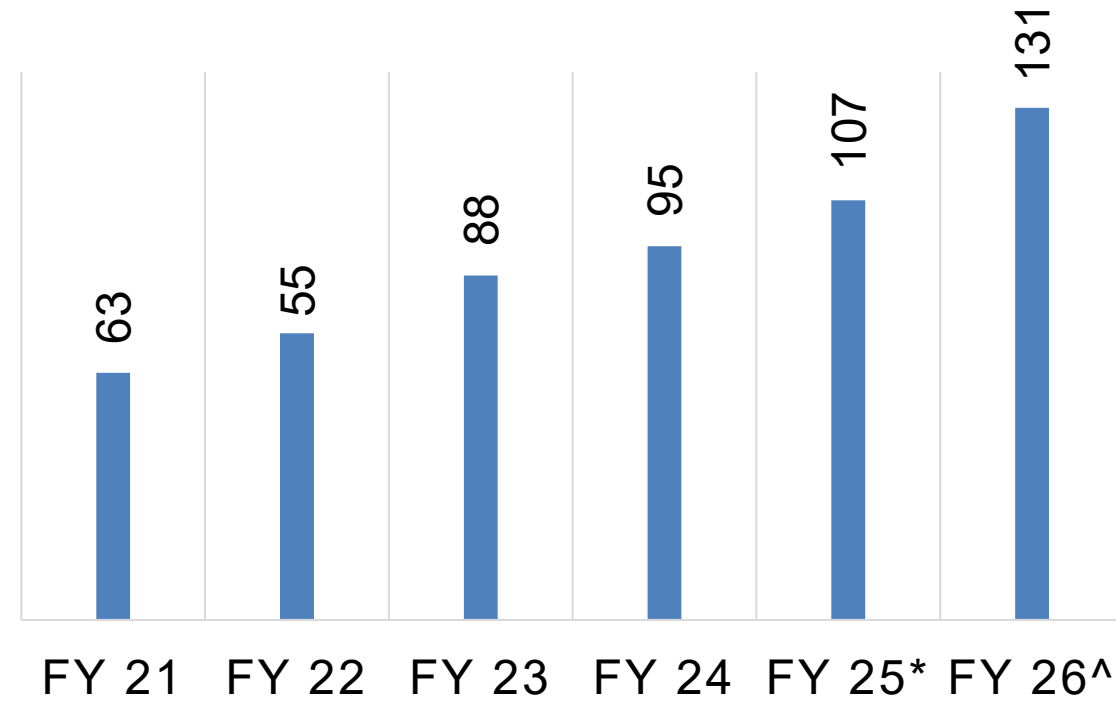
EPS

CAGR 16%



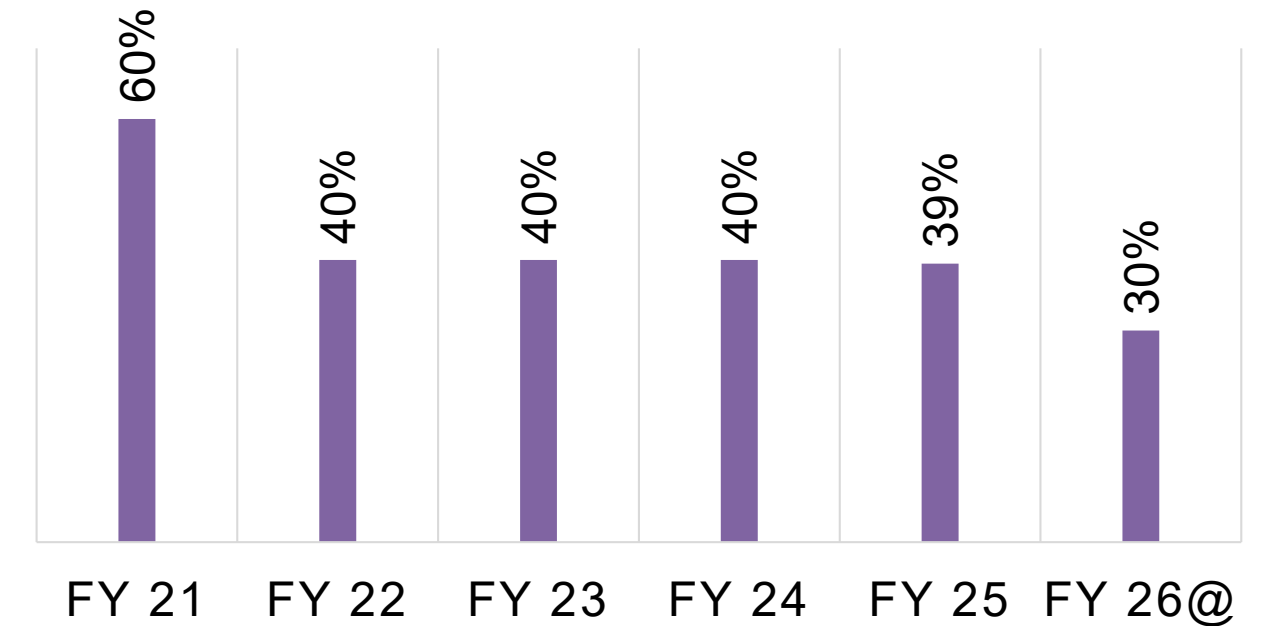
Book Value/Share

CAGR 16%

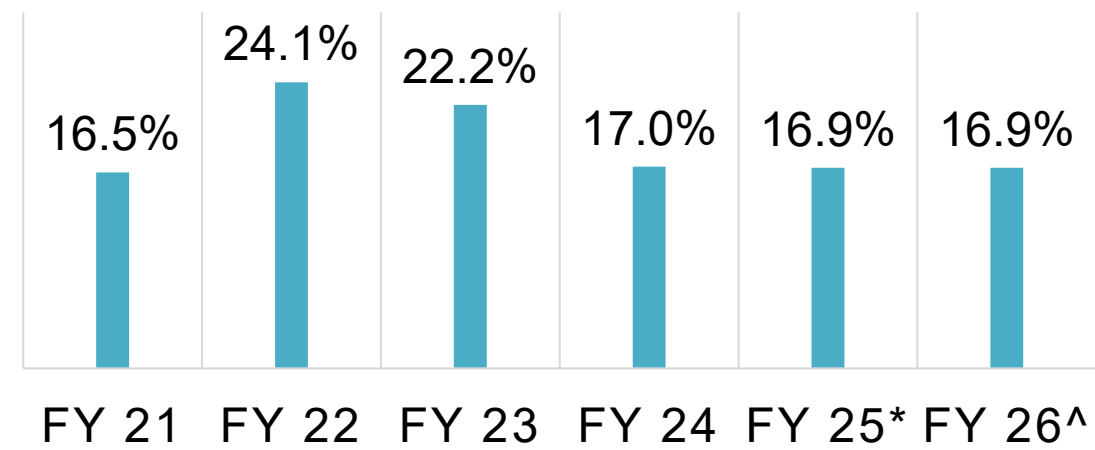


Shareholder Payout

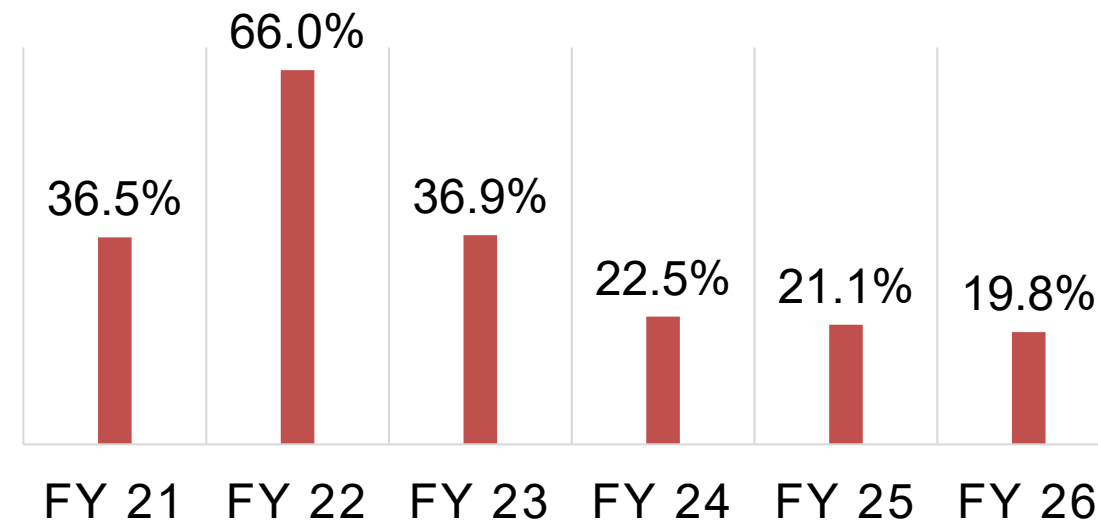
~42% of profit earned



ROE



ROCE

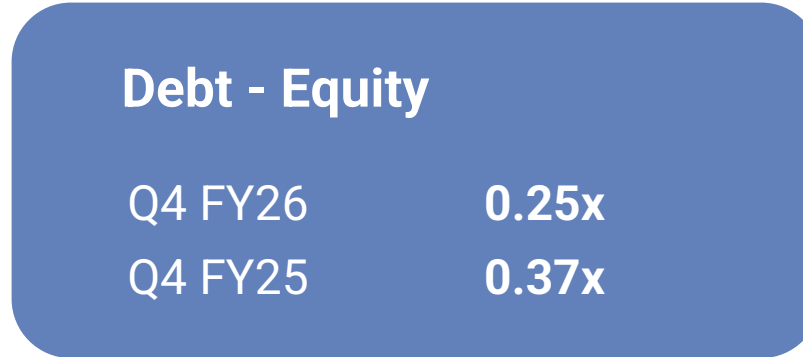
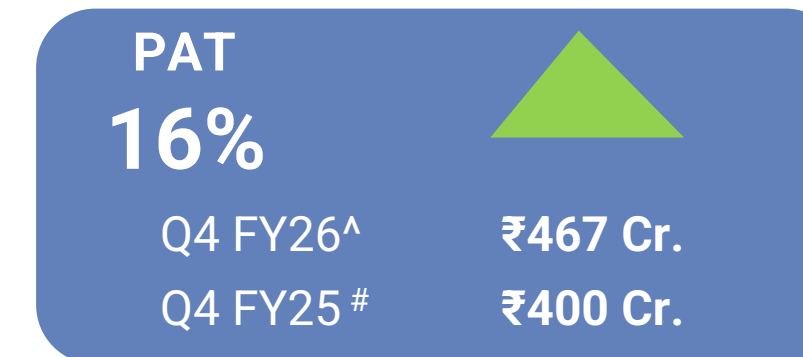
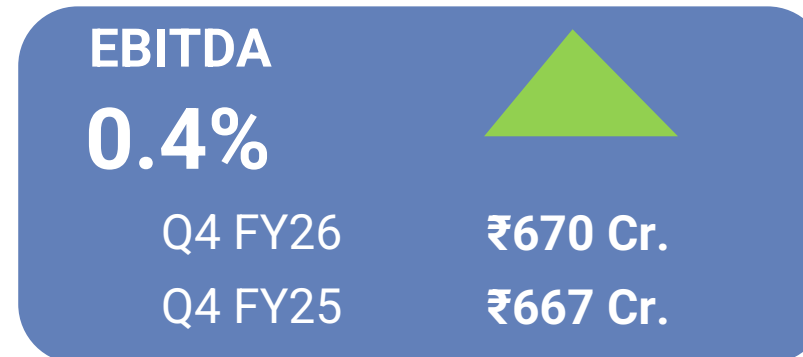
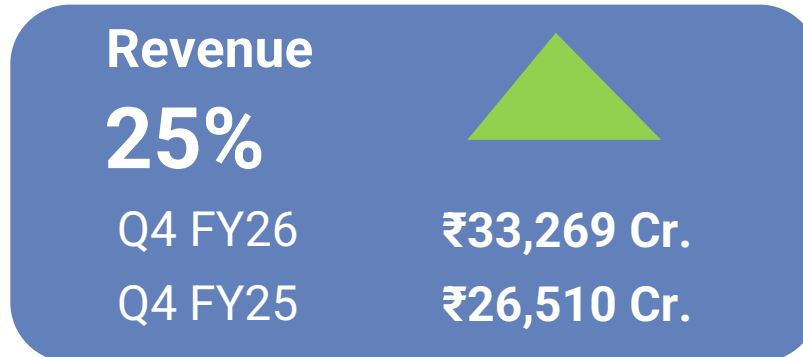


* Excluding profits from divestment of step-down subsidiary, Paynet

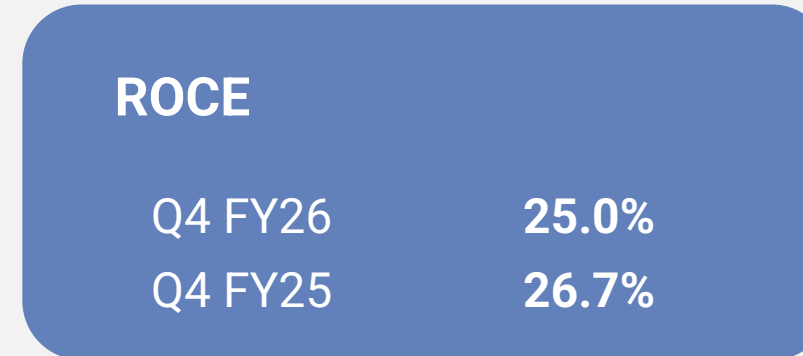
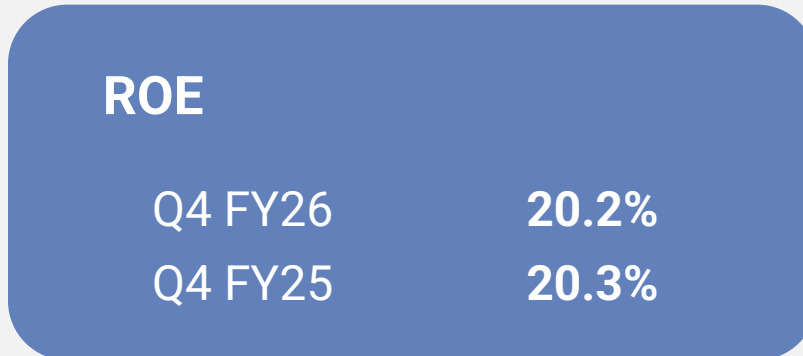
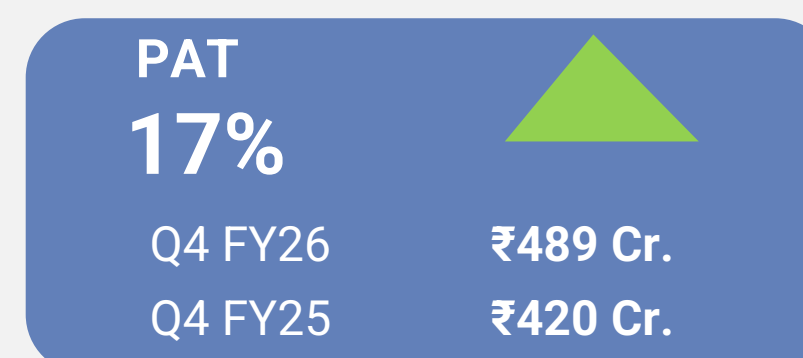
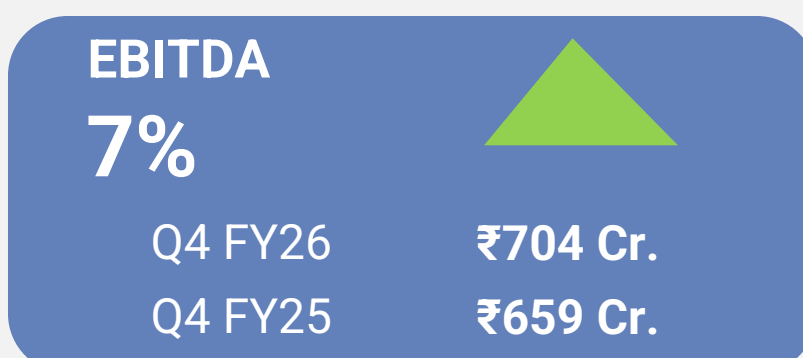
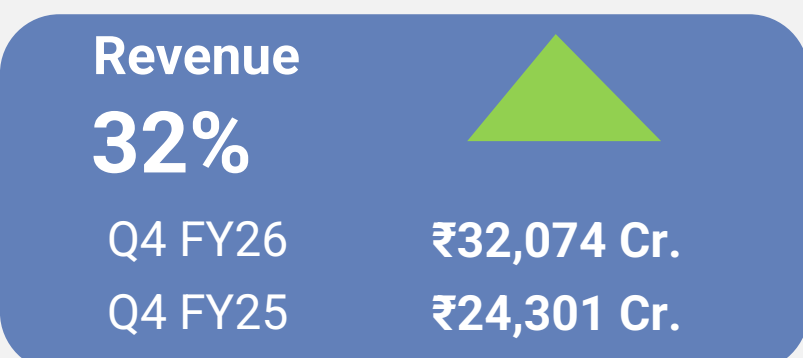
^ Excluding Arena investment impairment impact

@ subject to shareholder approval

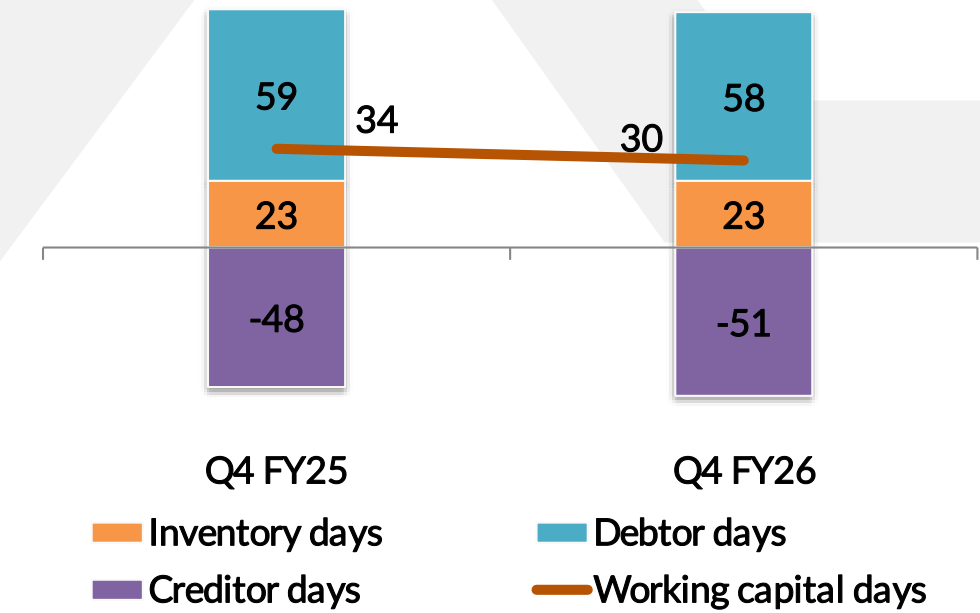
Q4FY26 Global Performance Snapshot



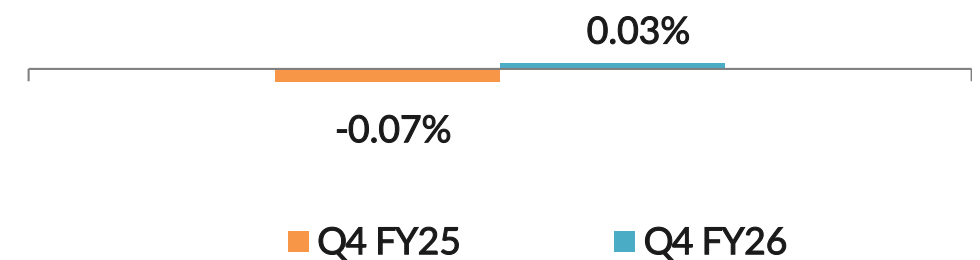
Excluding Arena Performance



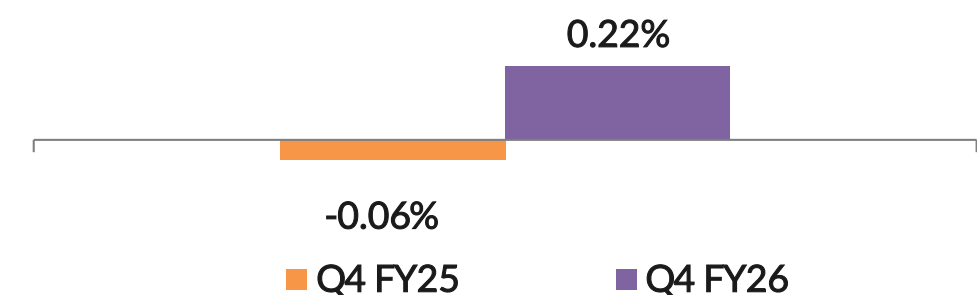
WC Components (days of sale)



Inventory Charge (% of sale)



AR Provision (% of sale)



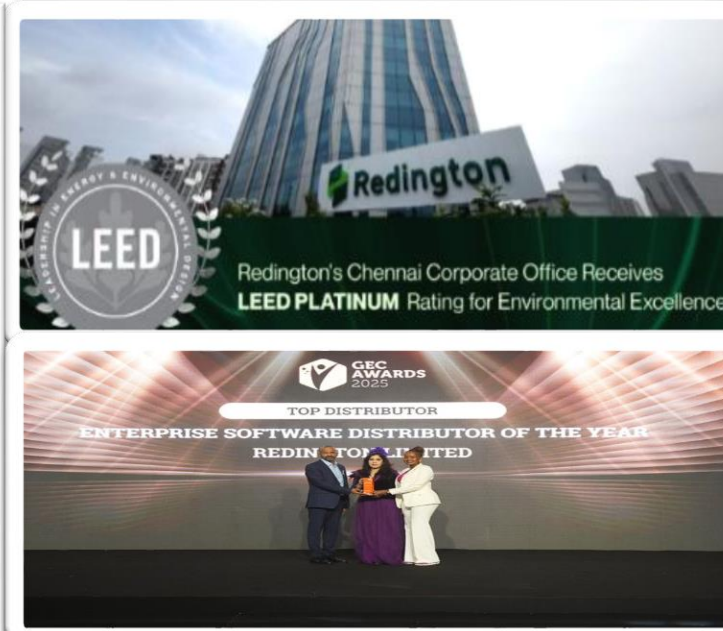
Excluding profits from divestment of step-down subsidiary, Paynet

^ Excluding Arena investment impairment impact

Awards

Great Place To Work®
Certified MEA

LinkedIn
TOP 2024 COMPANIES India



Thank You

