

August 3, 2022

**The National Stock Exchange of India Limited, BSE Limited**

Exchange Plaza,  
Bandra-Kurla Complex,  
Bandra (E), Mumbai – 400051.

Floor 25, Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai — 400 001

Symbol: REDINGTON

Scrip: 532805

Dear Sir/Madam,

**Sub: Corporate Presentation**

This is further to our announcement on the Unaudited financial results for the quarter ended June 30, 2022, we enclose herewith a copy of the corporate presentation. The same will also be uploaded on the website of the Company at <https://redingtongroup.com/india/financials-and-reports/>

We request you to kindly take the above information on record.

Thanking you.

Yours truly,

M. Muthukumarasamy  
Company Secretary

# CORPORATE PRESENTATION

Aug 2022



# Table Of Content

- About Redington
- Board of Directors and Shareholders
- Our Strategy and Growth Vectors
- CSR
- Financials
- 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 India 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 India Limited undertakes no obligation to periodically revise any forward-looking statements to reflect future / likely events or circumstances.

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## About Redington



### Products , Service & Solutions Company

- An Emerging Markets Multinational with presence across 38 markets
- Distributor à entire gamut of IT products, Smartphones, Non-tech products, etc.
- Service & Solutions à Enterprise Professional Services, Cloud Managed Services, Logistics Services, Support Services, 3D Printing services



### Expansive Network & Strong Relationships

- Over 290+ brands associations and servicing 38,600+channel partners
- 4,518+ Redingtonians creating a culture of inclusion, creativity, and innovation



### Professionally run & Board-governed

- SEBI status - A listed entity with no promoter
- Independent Director as the Chairman since listing
- Majority of the Executive Leadership team with 15+ years of experience
- In Feb 2022, Redington (India) Ltd continued to maintain its rating of BBB rating in the MSCI ESG Ratings assessment\*



### Outstanding Financial Performance

- \$8.4bn+ company with a strong double digit-CAGR for 16 years
- ROE at 24% (~1.5X FY21) and ROCE at 66% (~2X FY21) in FY22

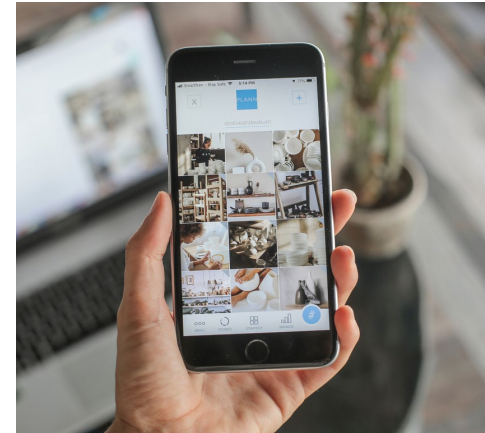




PCs, Laptops, Tablets



Printers & Print Supplies



Smartphones



Networking



Software



Server and Storage



License & Subscription

Consumer & commercial PCs, desktops, laptops, iPads and MacBooks

Printers & related consumables and accessories

Wide assortment of smartphones

Basic switching or routing to software-defined networking

Business productivity software to software used for specific business verticals

Building the optimal data strategy for customers

Licensing & Subscription services for Autodesk, Microsoft, etc.



Security



Cloud Re-sell & Managed Services



Printing Services



Logistics Services



Support Services



Solar

Enterprise security solutions

Cloud Management Platform enabled, S.M.A.R.T. Cloud Adoption Framework

Digital printing (HP Indigo) and 3D printing

ProConnect, -offering Warehousing, Transportation & VAS

Warranty services, Infrastructure Managed Services

Solar systems installation and after sales service



# Our Presence

Enviably “In country” presence in 30 countries and serving 38 markets

No.1 or No.2 position across all markets

“High potential” markets

Presence across product categories

Portfolio of Marquee brands



# Our Brand & Channel Partners



## CHANNEL PARTNERS

- Sub Distributors
- Retailers
- Large Format Retailers
- Multi Brand Retailers
- Branded Stores
- Resellers
- Corporate Resellers
- Value Added Resellers
- System Integrators
- Independent Software Vendors (ISVs)
- E-Commerce Players

Enviably Partnerships with over 290+ brands



# Board of Directors



## Independent Directors



**Prof. Ramachandran**  
Professor, Corporate  
Policy & Strategy  
IIM, Bengaluru



**V. S. Hariharan**  
Ex. VicePresident,  
Hewlett-Packard,  
Singapore



**Keith WF Bradley**  
Ex. President,  
Ingram Micro, North  
America



**B Ramaratnam**  
Professional Director



**Anita P Belani**  
Sr. Business &  
Human Capital  
Leader

## Executive Directors



**Rajiv Srivastava**  
Managing Director



**S V Krishnan**  
Whole- Time Director  
& Global CFO

## Non- Executive Directors



**Tu, Shu-Chyuan**  
VP, Group Business  
Strategy &  
Development  
Synnex Tech, Taiwan



**Chen, Yi-Ju**  
Vice Director, Finance  
Planning & Mgmt  
Synnex Tech, Taiwan  
IIM, Bengaluru



HDFC Mutual Fund



Fidelity Management & Research (FMR)



ICICI Pru Life Insurance



Franklin Templeton Investments



Massachusetts Institute Of Technology  
Investment Management Company



The Vanguard Group



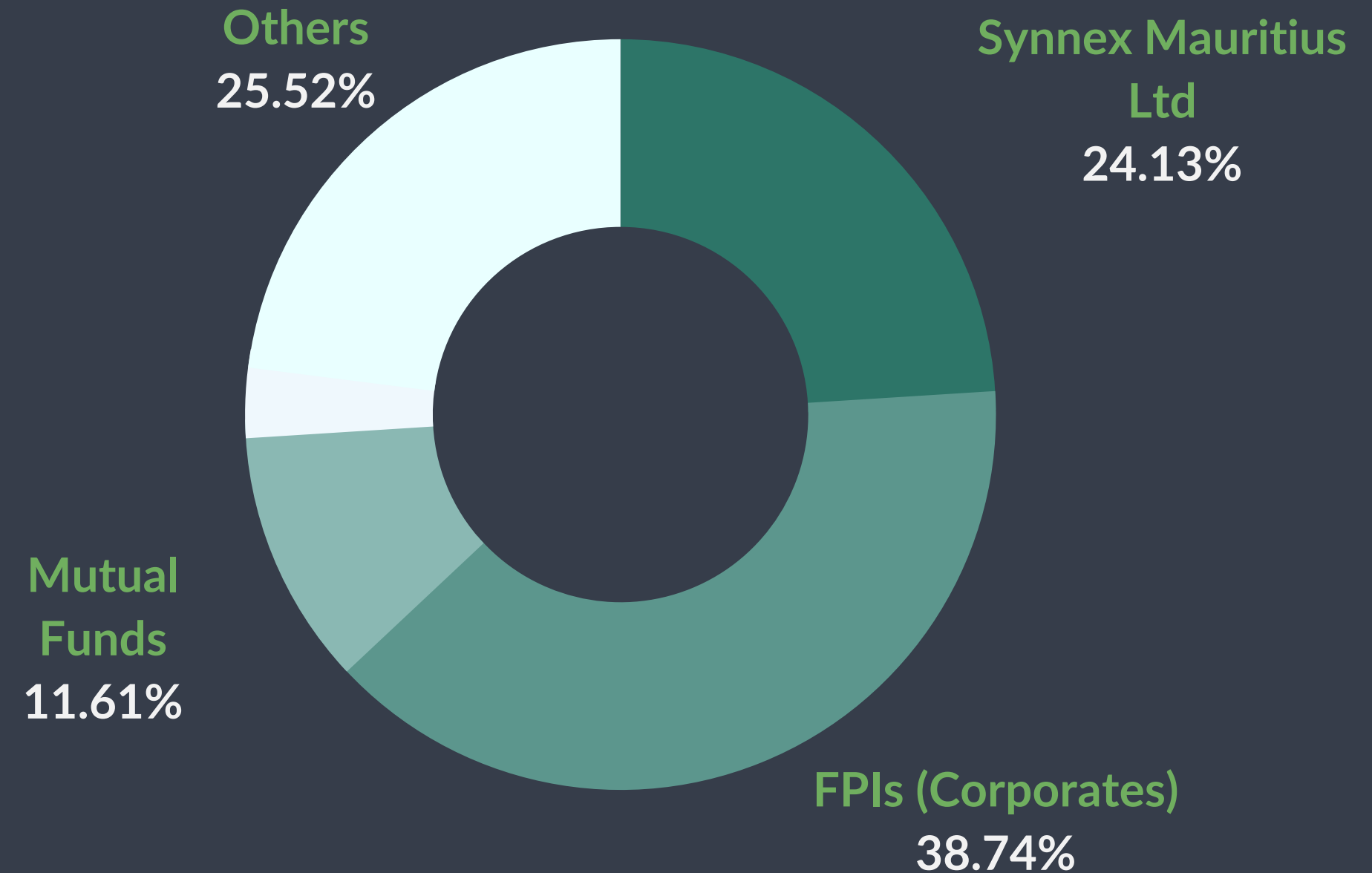
Tata MF



Ruane, Cunniff & GoldFarb



## Our Shareholders



# Our Strategy

Bringing innovation faster to market

Cloud, 3D printing, Metaverse, Quantum Computing, AR/VR, 5G, Borderless Network, Smart Analytics, Blockchain and cyber-security etc.



## Business Model Re-invention

- From brick & mortar to Omni-channel play
- From Products to Services play
- Moving towards XaaS revolution
- Consistent & Continuous Value-Addition to brands & channel partners

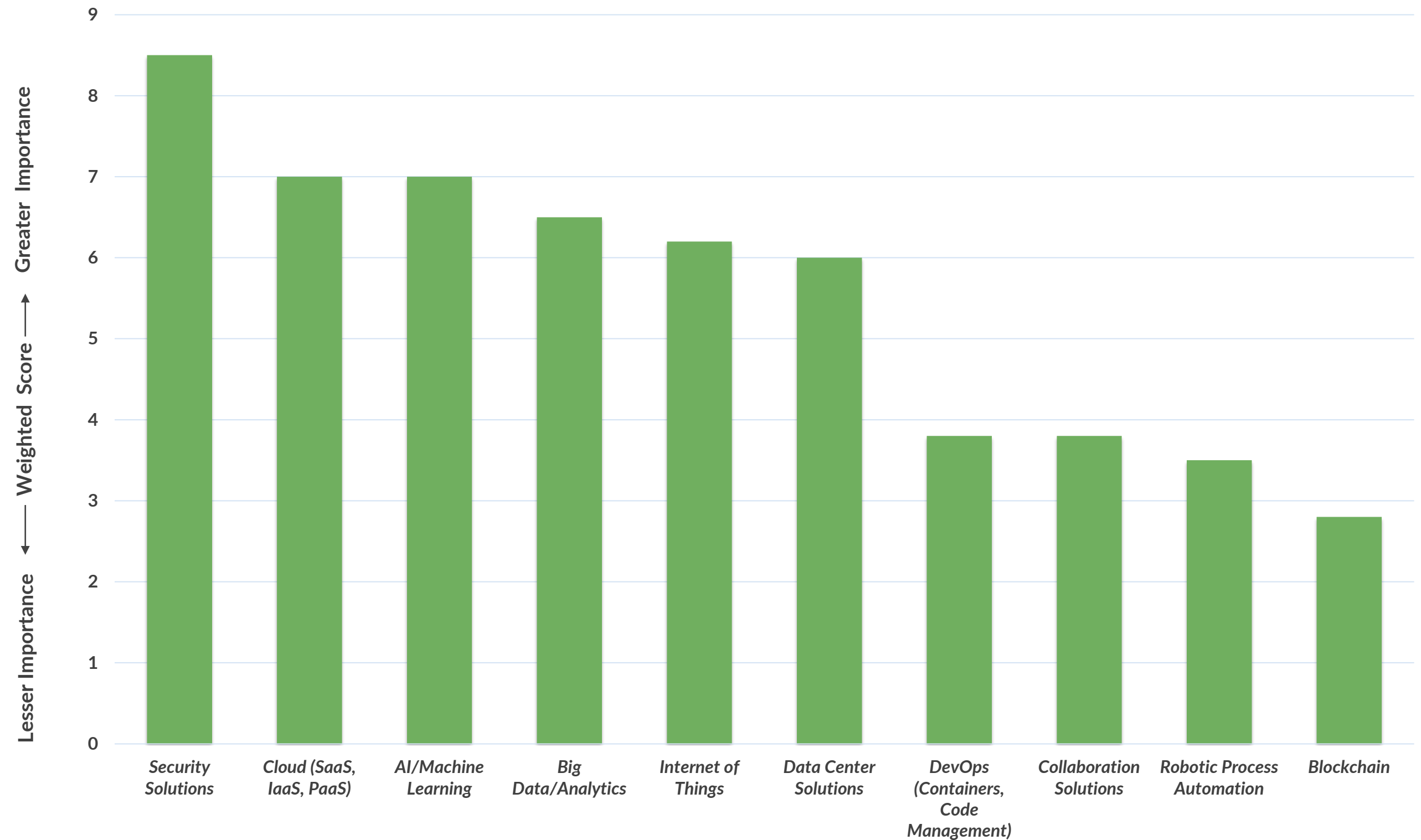
## Become an end to end technology service provider

Continue being a Key Player in Existing Tech Practices - Shared services, Marketing services , Business process services, Partner growth management.





# Technology Trends in the Future







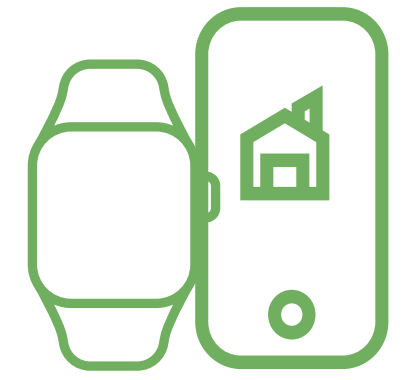
**Note:** GTDC commissioned Vation Ventures who surveyed and interviewed key constituents from distributors and their OEM vendor partners. The majority of study participants – nearly 69% – possess greater than a decade of experience working with technology distributors. Those new to distribution also represented a sizable 10% of the respondents, and approximately 21% indicated between 5-10 yrs. of distribution-related experience

Source: GTDC, Redington



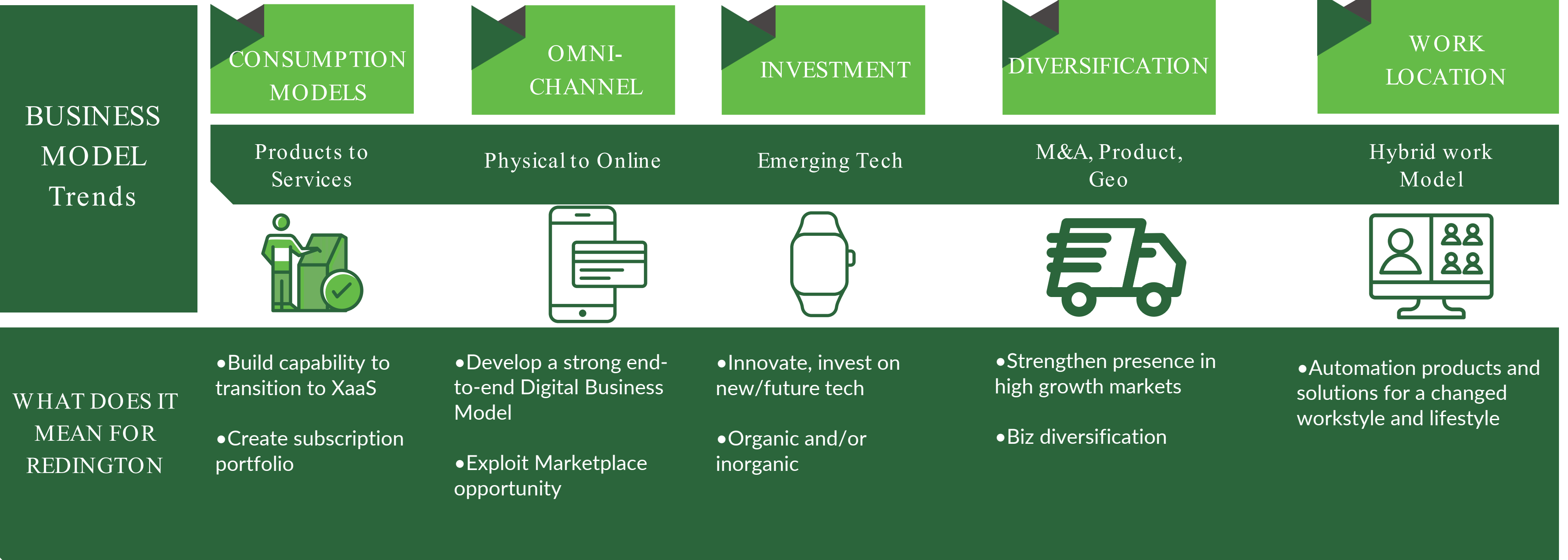
# Key Tech Trends

In 2022 : Global ICT spend growth at 5%, India \$111 Bn @6% and MENA \$170Bn @3%.

TECHNOLOGY TRENDS	HYBRID CLOUD	5G	CYBER SECURITY	DIGITAL ECONOMY	EMERGING TECH
					
TECH GROWTH CAGR % (2021-26)	IND: 25.0% META: 17.2%	META: 10.4 M Subs (2021 Est.)	IND: 20.0% META: 7.9%	IND: 26.0% META: 15.3%	IND: 20.2% META: 25.0%
WHAT DOES IT MEAN FOR REDINGTON	<ul style="list-style-type: none"> <li>• Capability creation- competency and digital required for high growth</li> <li>• Focus on alliances, partnerships, ISV's and service delivery</li> </ul>	<ul style="list-style-type: none"> <li>• Tech Refresh projects to suit 5G environment</li> <li>• Telecom, media &amp; entertainment.</li> <li>• Healthcare focus</li> <li>• Increased device demand</li> </ul>	<ul style="list-style-type: none"> <li>• High growth in Security products &amp; solutions</li> <li>• Opportunity to scale Managed Security Services Practice (MSSP)</li> </ul>	<ul style="list-style-type: none"> <li>• Digital platform and Digital Payment Solutions</li> <li>• Assess leverage of Turkey product Payne for quick roll out</li> </ul>	<ul style="list-style-type: none"> <li>• Adopt Emerging Tech for internal Automation</li> <li>• Product distribution opportunities</li> <li>• Solutions &amp; Services offerings</li> </ul>



# Biz Model Trends







# Cloud Trends

CLOUD Trends

VERTICAL-SPECIFIC SOLUTIONS

HYBRID/ MULTI-CLOUD SOLUTIONS

BACKUP & DISASTER RECOVERY

SERVERLESS ARCHITECTURE

CLOUD & EMERGING TECH

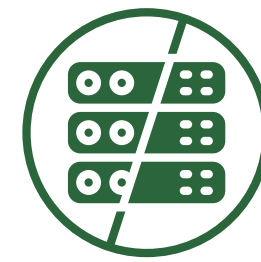
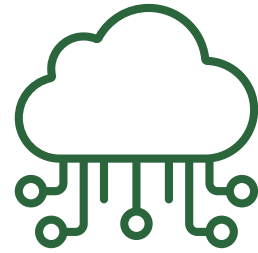
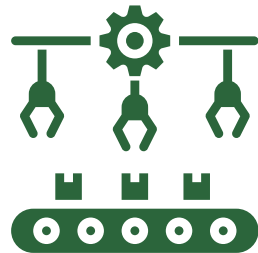
Infrastructure to Industry Verticals

Private to Hybrid

Data Loss to Backup/ Recovery

Traditional to Serverless

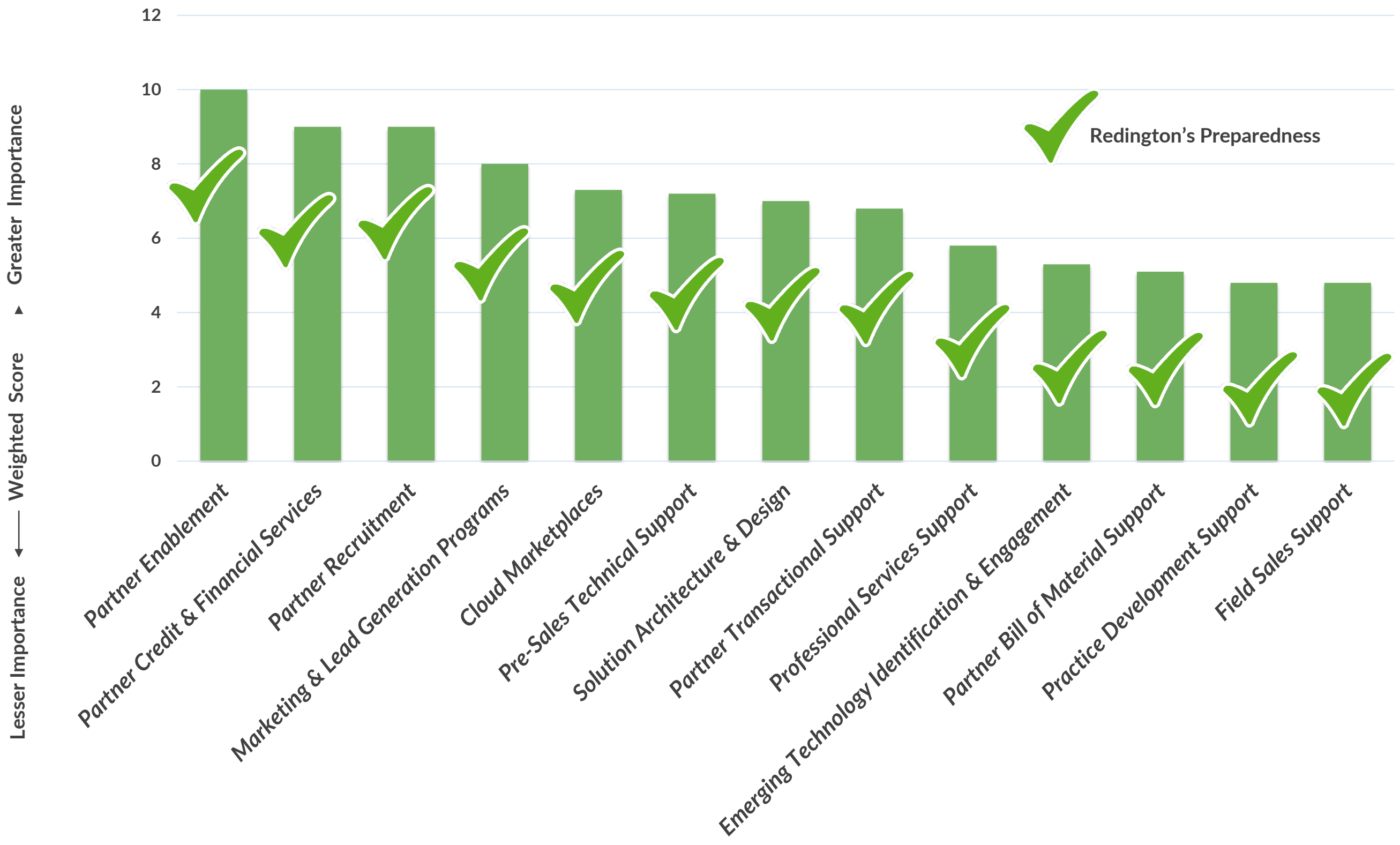
Standalone to Integrated



WHAT DOES IT MEAN FOR REDINGTON

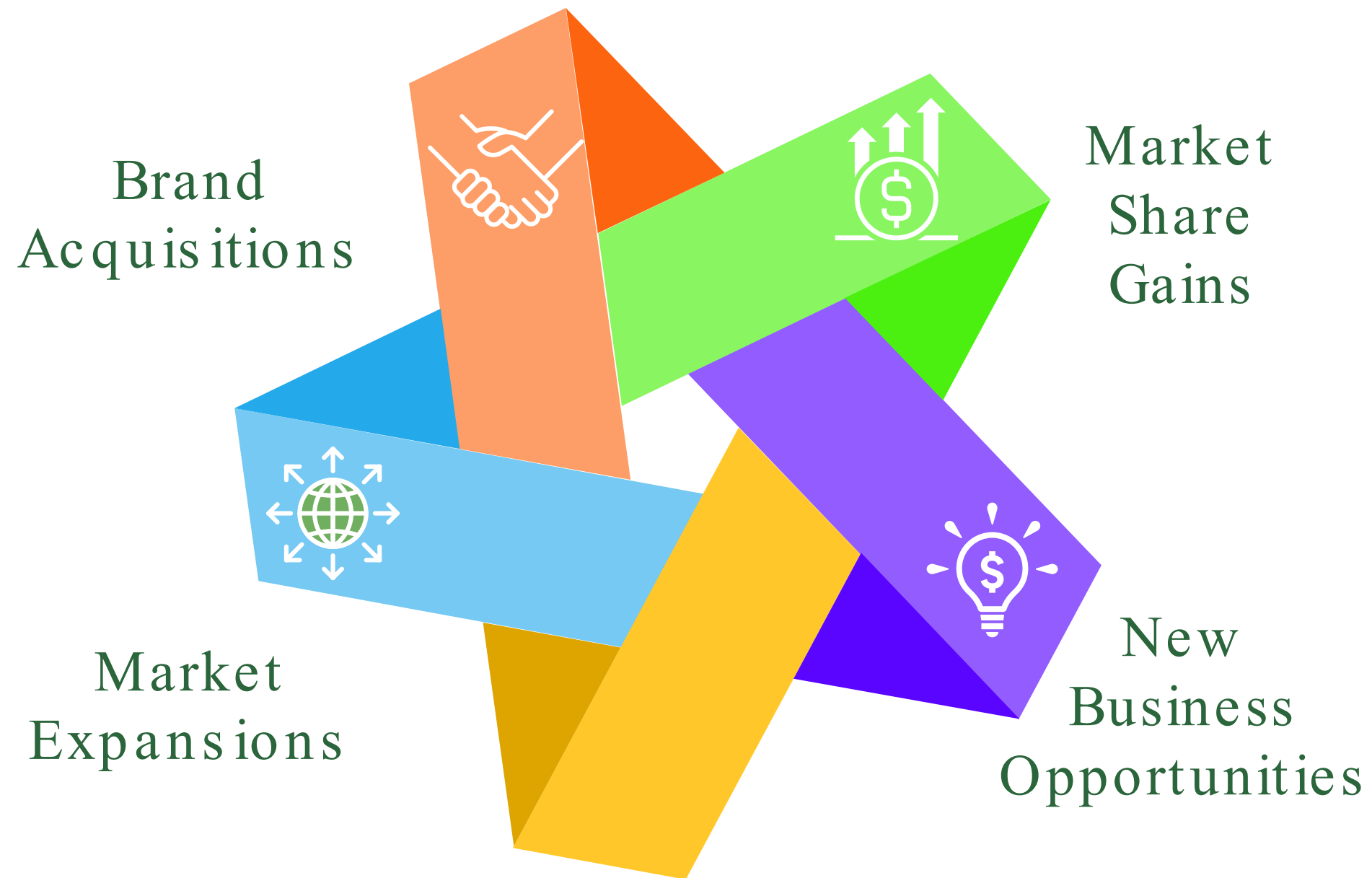
- Build a strong end-to end cloud solutions framework and capability across – assessment, planning, design, implementation, maintenance and support, migration, consulting and managed services
- Collaborate with key cloud vendors and ecosystem partners (Data centre, Servers, Storage, AI, IoT, Cybersecurity, Analytics, Collaboration & Edge Computing)
- Offer standalone as well as packaged, integrated B2B solutions; and XaaS

# Changing Distribution Needs & our Preparedness



**Note:** GTDC commissioned Vation Ventures who surveyed and interviewed key constituents from distributors and their OEM vendor partners. The majority of study participants – nearly 69% – possess greater than a decade of experience working with technology distributors. Those new to distribution also represented a sizable 10% of the respondents, and approximately 21% indicated between 5-10 yrs. of distribution-related experience

**Source:** GTDC, Redington



## Our Growth Vectors & Objectives

### Key Objectives:

- Aggressive share gain across Products, Brands & Markets
- Increase omni-channel presence
- Increase Digital adoption and provide everything “As a Service”
- Be the most admired organization
- Focus on scaling ESG portfolio



# Redington Corporate Social Responsibility



# Corporate Social Responsibility



Through its CSR initiatives, Redington played a role of catalyst for social development by implementing CSR Projects in the areas of Education, Health, Skill Development, Environment, Differently Abled and Disaster Response.

## Through Environment initiatives renovated & constructed:

- 4 Village Ponds ( This Increased the water storage 12,000 M3 & Water catchment by 36,000 Kilo Litres)
- 3 Model Bio Gas Plants
- 16 community wells
- 6 Rainwater Harvesting Structures (New Water Storage Capacity is 52 Kilo Litres)



**This has resulted** in increasing the water inflow and ground water-table at the respective villages, further enabled the villagers to access water all year round for domestic consumption and agriculture. Further reduced usage of fossil fuel by alternating with Biofuel.



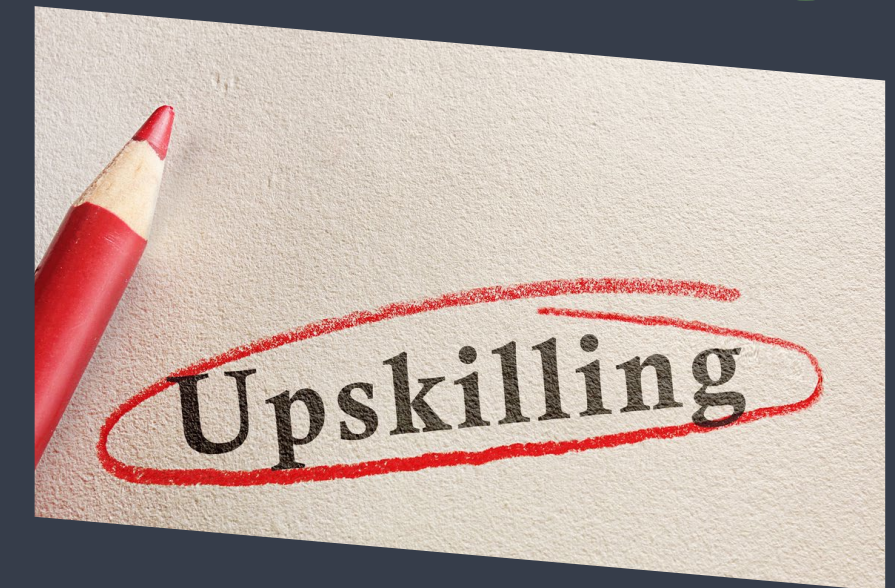
# Corporate Social Responsibility



## SKILL TRAINING 1 TAMILNADU

Trained and equipped unemployed youth to avail job opportunities and lead a financially independent life

- Provided training on SCM Skill and basic computer skills
- Trained 100 youth 20 are Differently Abled



## HEALTH 1 TUMKUR, KARNATAKA & VIJAYWADA, ANDHRA PRADESH

Provided basic health care to rural populace at their door step

- Telemedicine Consultation
- Mobile Health Van
- Reach out 25000 Villagers







## WASH PROJECT 1 ULUBERIA, WEST BENGAL

Ensured school children got access to WASH facilities at schools and improved their hygiene behaviour:

- Renovated 3 Sanatory Blocks
- Benefitted 2500 Students
- Students WATSAN Committee @ 3 Schools



## EDUCATION 1 ULUBERIA, WEST BENGAL & NILGIRIS, TAMIL NADU

Improved functional literacy and numeracy among children (from grade 6 to grade 8) & basic skills of reading, writing and basic arithmetic

- GradeTech based education 6 to 8
- Live Worksheet
- Benefitted 1800 Students

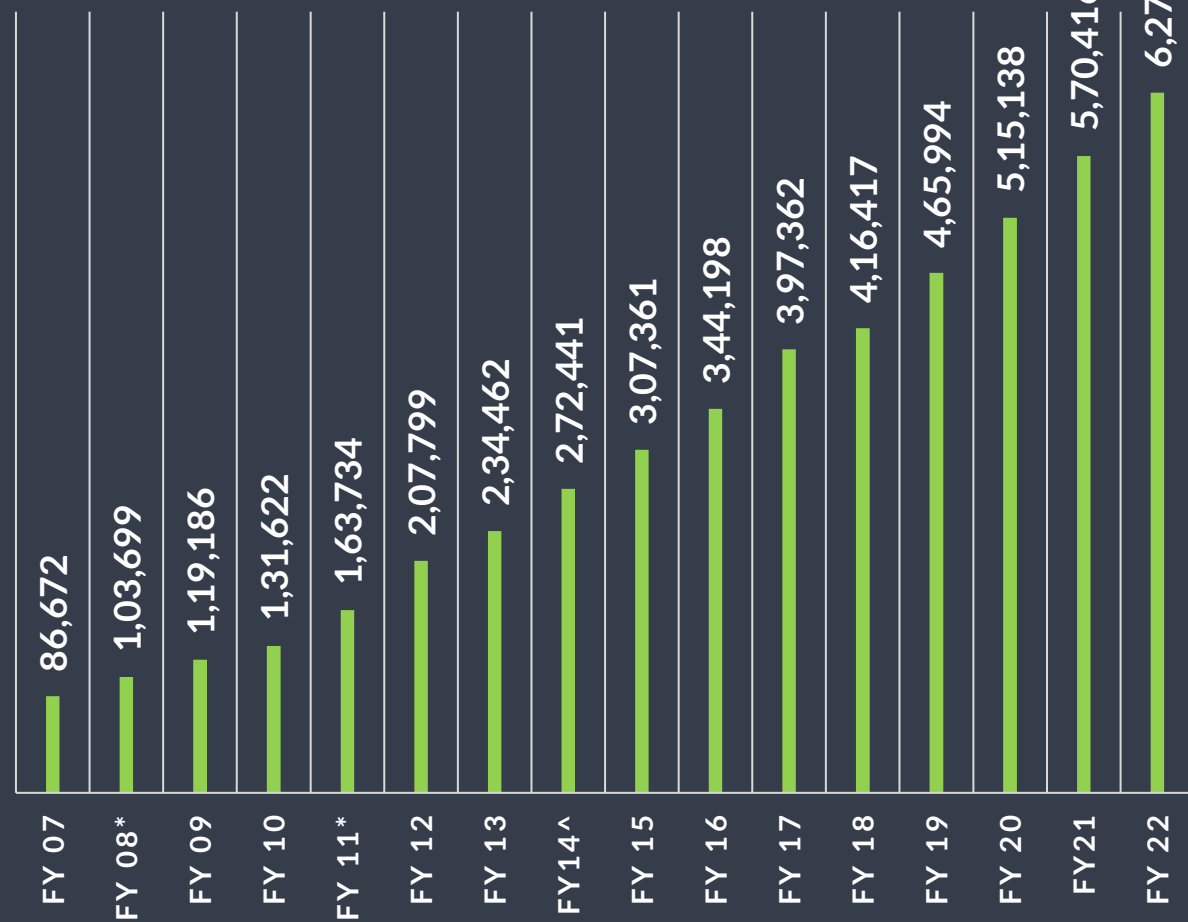


# Performance Since Listing

Surpassed **INR 600 Bn** milestone mark in Revenues

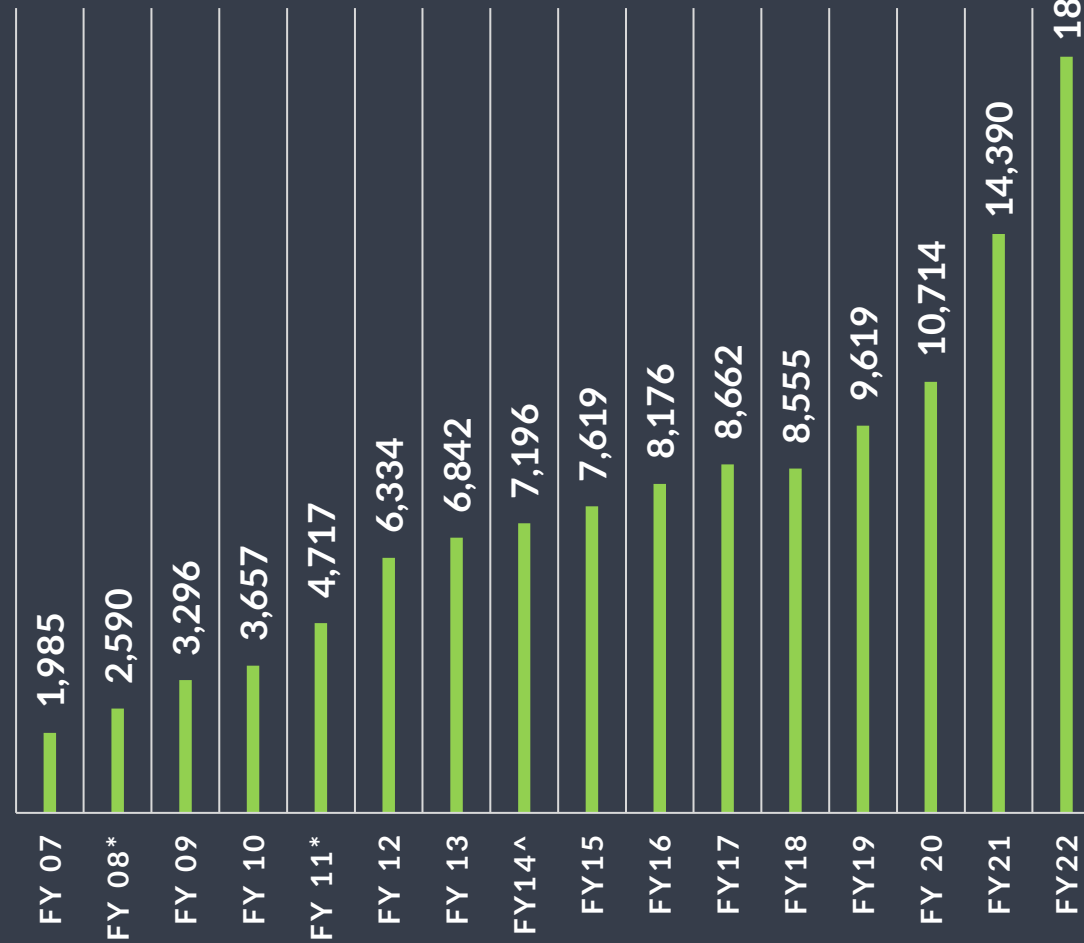
**Revenue**  
CAGR : 14%

₹ in Mn



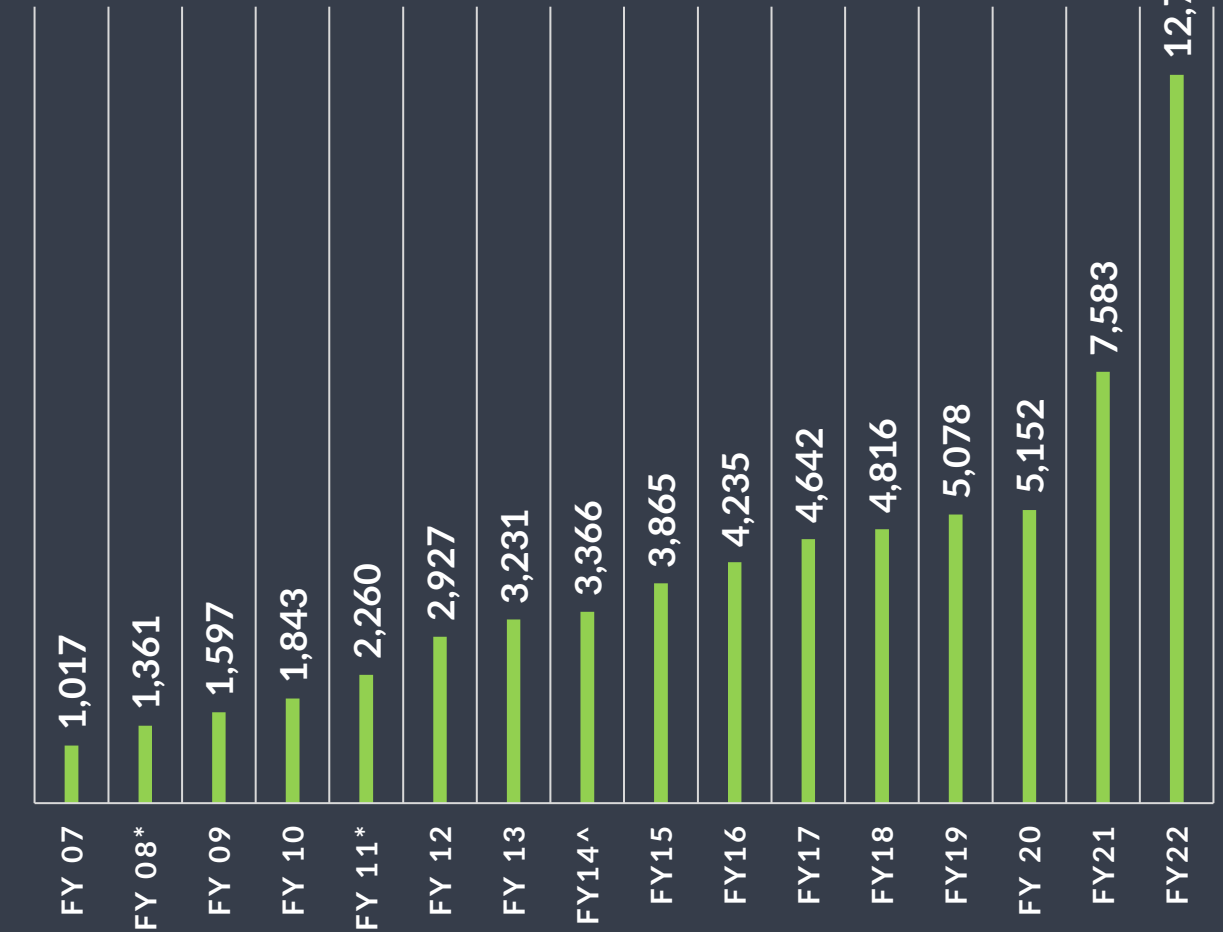
**EBITDA**  
CAGR : 16%

₹ in Mn



**PAT**  
CAGR : 18%

₹ in Mn

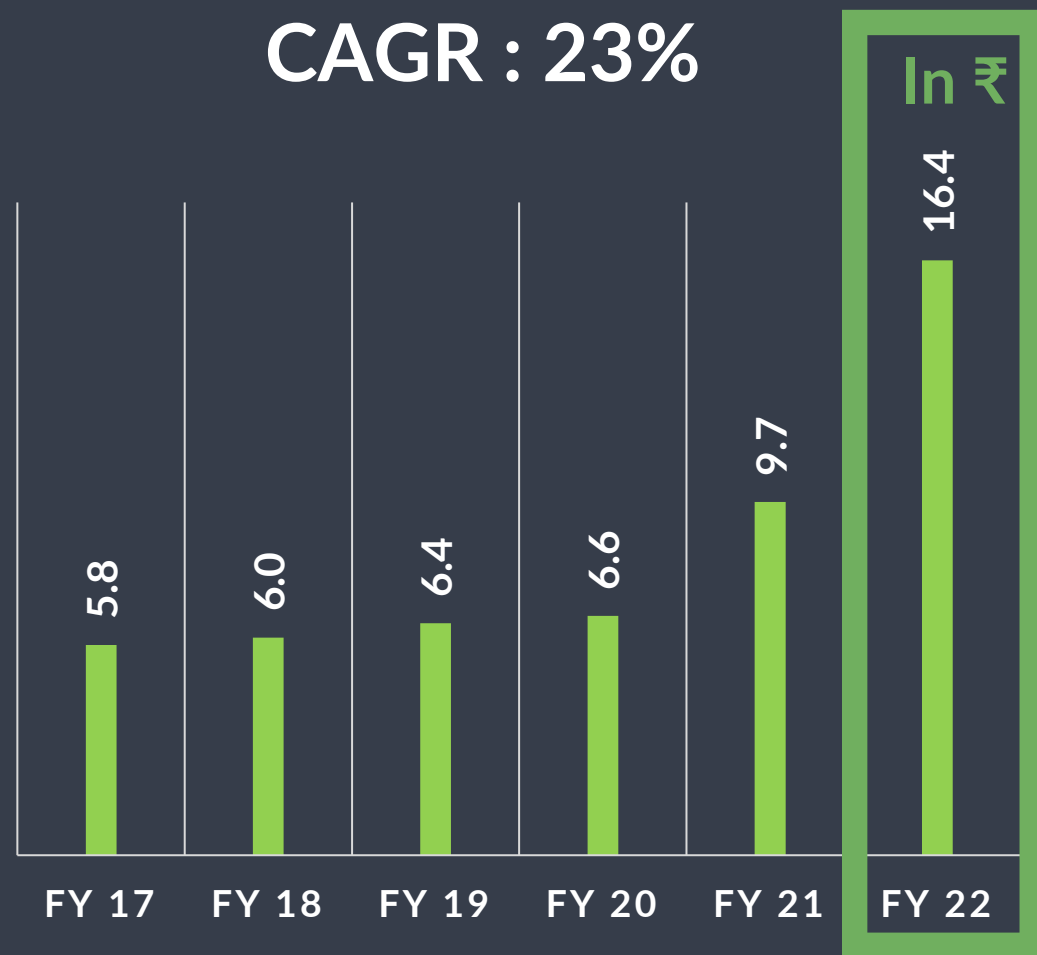


\*Post acquisition of Easyaccess Financial Services in FY 08 and Arena in FY 11. ^ Post sale of Easyaccess Financial Services FY21 PAT has been restated to provide RCS merger effect

# Value Creation for our Stakeholders

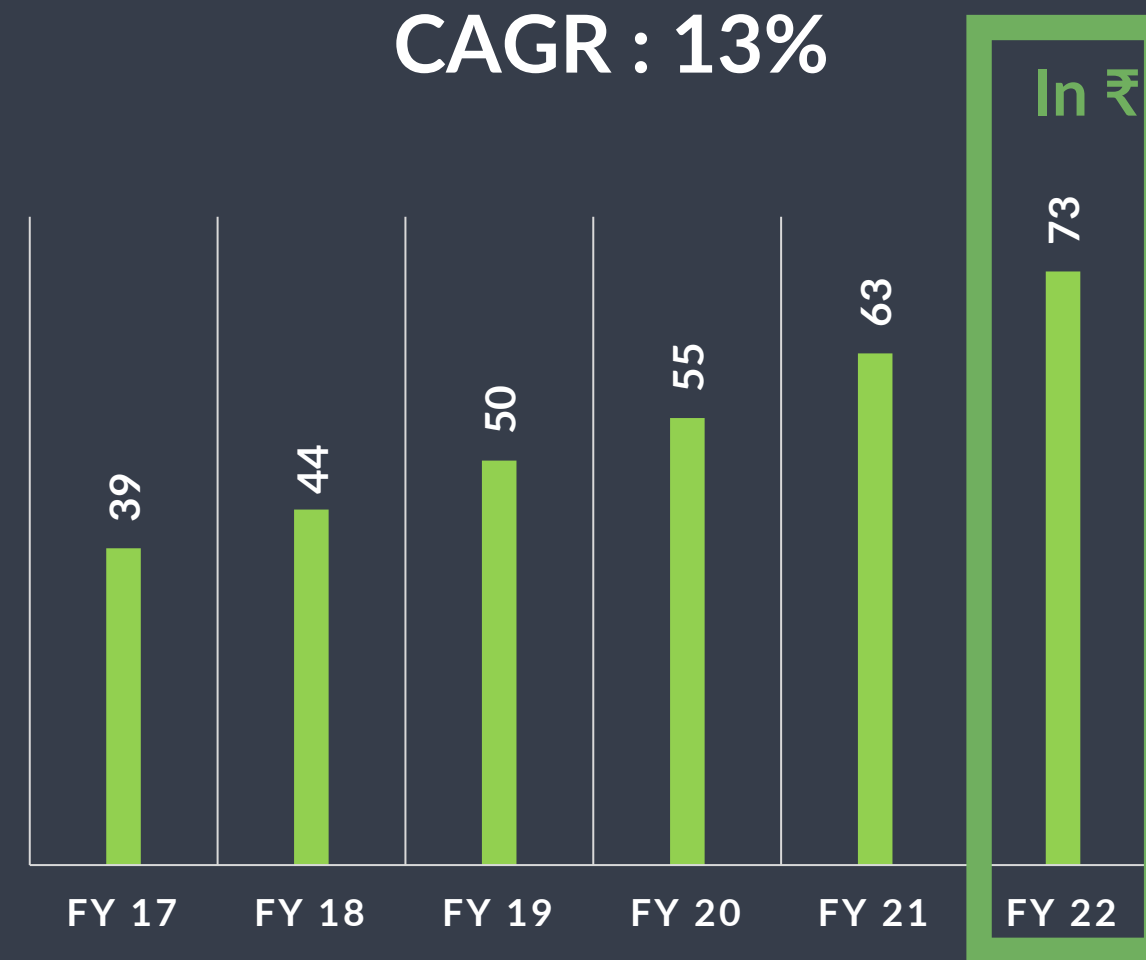
## EPS

CAGR : 23%



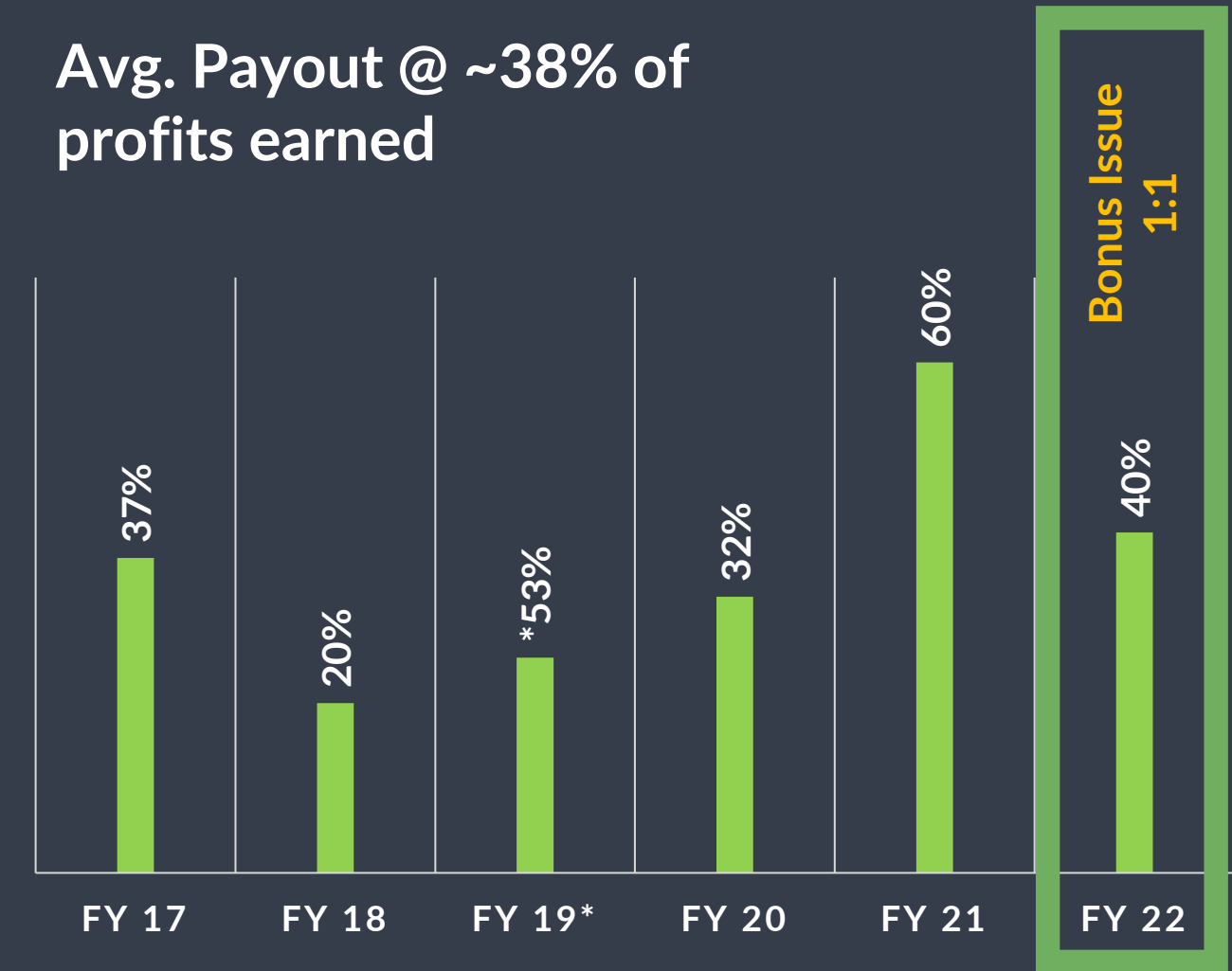
## BOOK VALUE/SHARE

CAGR : 13%



## PAYOUT TO SHAREHOLDERS

Avg. Payout @ ~38% of profits earned



\*Includes both dividend & buyback

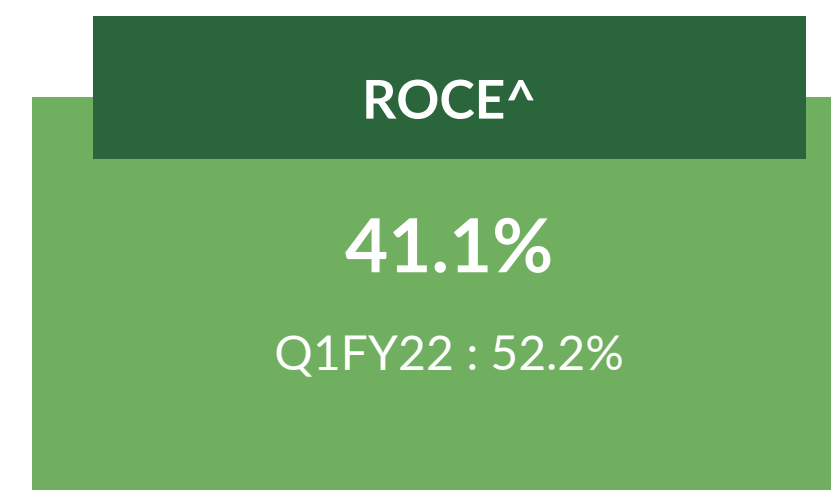
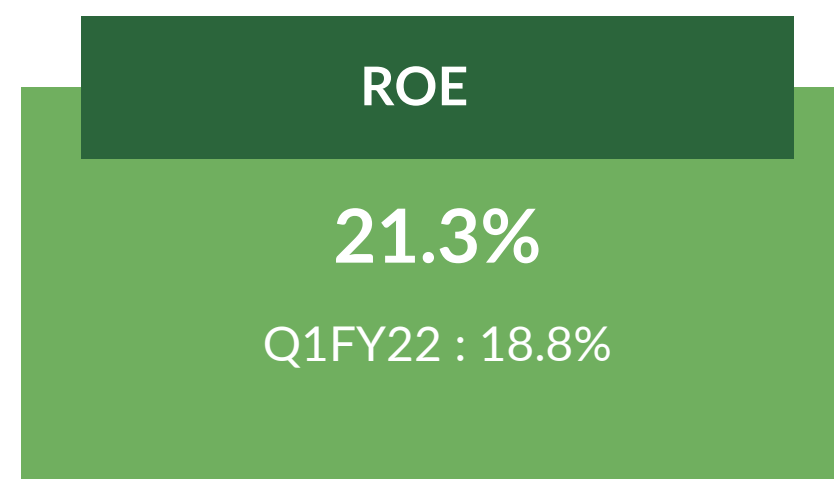
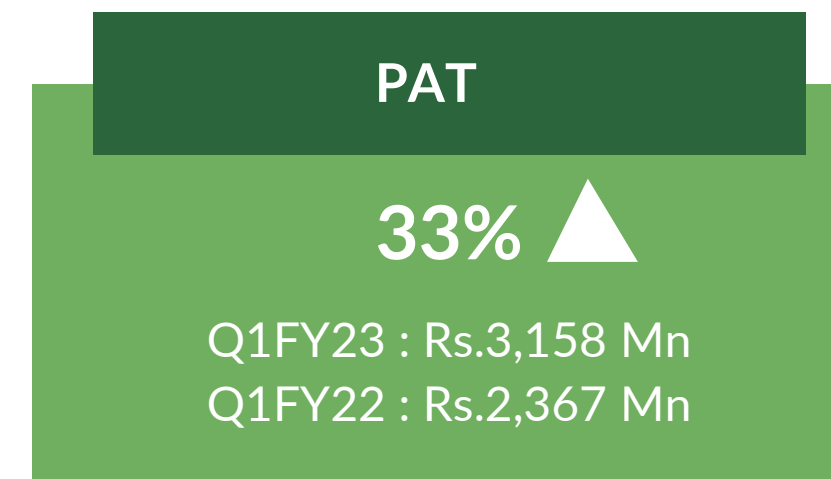
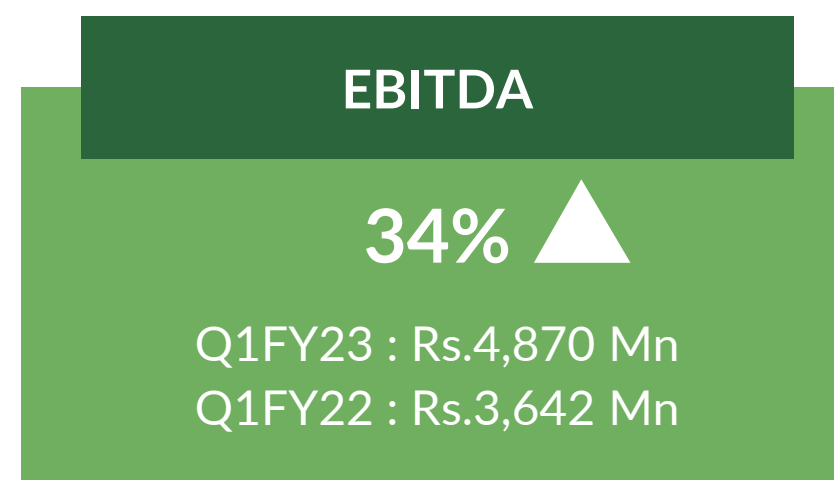
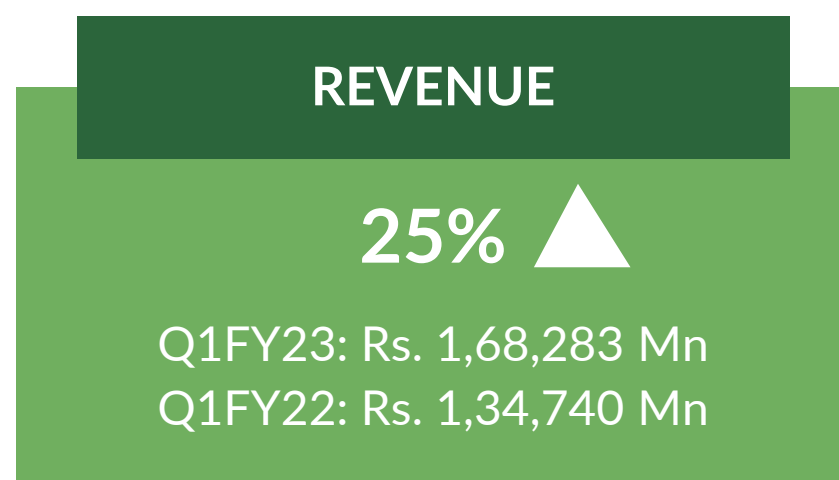
Note: Bonus issue of 1:1 declared in FY22, in recognition of superior performance

Note: Special dividend declared in FY21, in recognition of superior performance

Note: Special dividend declared in FY17, to commemorate 10 years of listing

Note: FY21 EPS has been restated to provide RCS merger effect

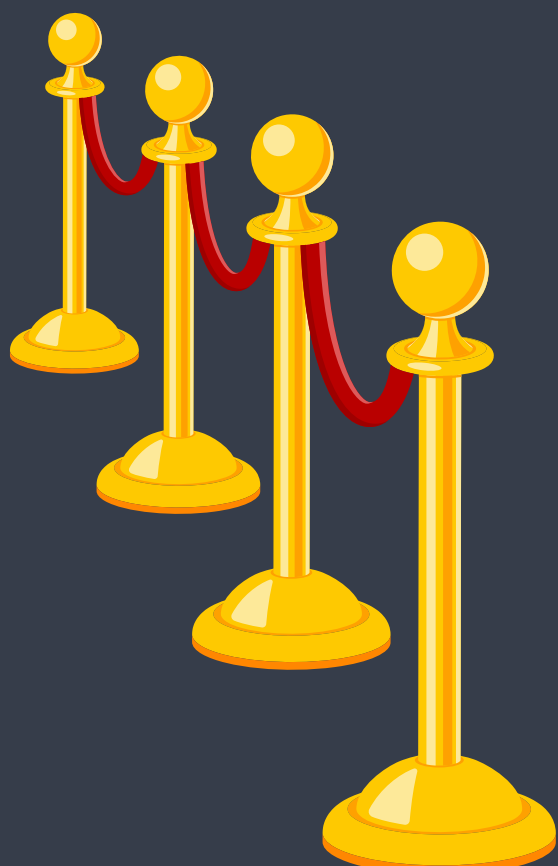
# Q1FY23 Performance Snapshot







Redington  
Recognitions





# Redington Recognitions

2022

- **Palo Alto**- Best Distributor in JAPAC for PA400 initiative
- **Oracle** - Linux & Virtualization Distributor of the year
- **Veeam**- Distributor of the year
- **Cisco**- Scale distribution partner of the year
- **Dell**- Biggest distributor of the year
- **Cisco**- Highest number of Active partners
- **Cisco** - Best Practices among APJC Distributors
- **HP Indigo** - Supplies Excellence Award – APJ
- **HP Indigo** - Services Excellence Award – APJ
- **Hitachi** - Best Distributor - South Region
- **Intel** - Partner of the year-2022 (APAC & Japan)
- **Microsoft** - Best Distributor Microsoft Surface Pro Business

2021

- **IBM**- Distribution- IBM Partner EcoSystem Summit Awards
- **PTC**-Partner Network Award
- **NetApp**- Best National Distributor
- **McAfee**- Distributor for the Year - FY20
- **Nutanix**- Distributor Partner of the Year

2020

- **IBM**- ISA Business Excellence Awards 2020
- **Sophos** Distributor of the Year 2020
- **HPE** India Distributor of the year 2020
- **IBM** Best Digital Marketing Planning Awards – India Asia Pacific. (2020)
- **Dell** Excellence in Digital Marketing 2020
- **Juniper** Distribution Partner of the Year 2020



Thank You



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