



Registered & Corporate Office
Redington Limited
(Formerly Redington (India) Limited)
Block3, Plathin, Redington Tower, Inner Ring
Road, Saraswathy Nagar West, 4th Street,
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May 15, 2024

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

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

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

Scrip: 532805

Symbol: REDINGTON

Sir/Madam,

Sub: Presentation to Investor/Analyst Conference call

This is further to our announcement dated May 10, 2024, on Analyst/Investors Conference call to be held on May 16, 2024, we enclose herewith a copy of the Earnings and Corporate Presentation.

The same will also be uploaded on the website of the Company at <https://redingtongroup.com/financial-reports/>

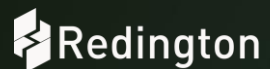
We request you to kindly take the above information on record.

Thanking you

For Redington Limited

**K Vijayshyam Acharya
Company Secretary**

Encl: a/a



EARNINGS PRESENTATION

Q4FY24



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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.

Highest ever Revenue in Redington History FY24 Revenue more than > \$10bn

₹ 89,610 cr.  **13% YoY**

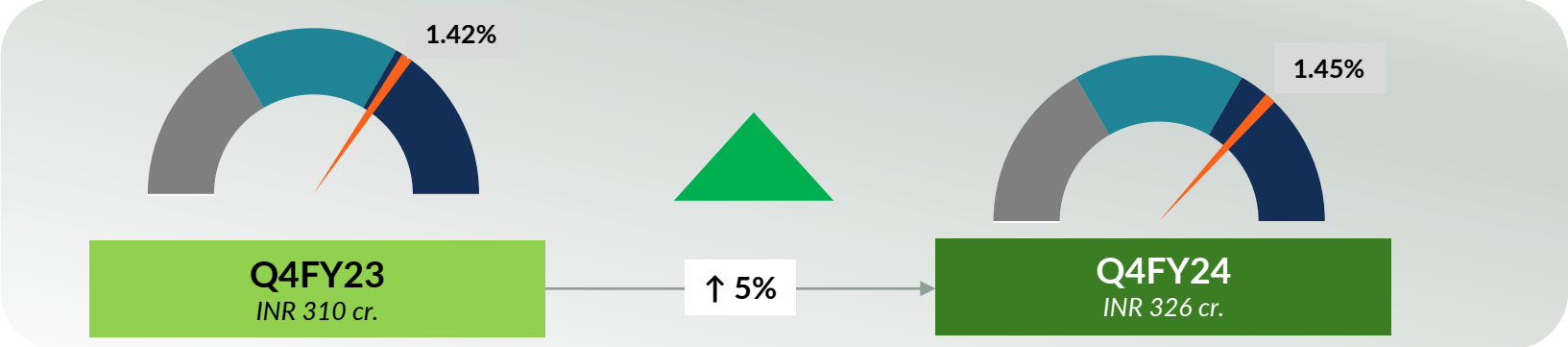
Revenue



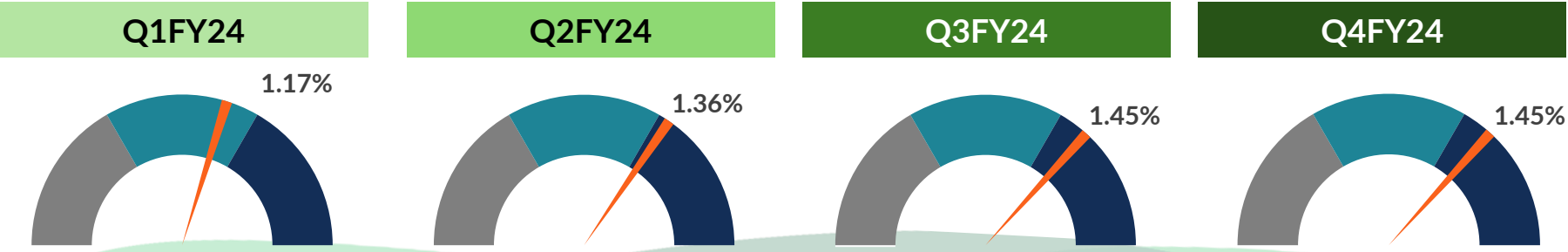
PAT



YoY growth in absolute PAT and PAT as a % of Revenue



Sequential improvement in PAT%



“Highest ever Quarter Revenue”

- **Q4FY24** – On a Global basis, Revenue grew by **3%**, GM grew by **3%**, EBITDA degrew by **9%** and PAT grew by **5%**
 - **SISA** – Revenue grew by **8%**, GM degrew by **0.2%**, EBITDA grew by **25%** and PAT grew by **28%**
 - **ROW** – Revenue degrew by **2%**, GM grew by **4%**, EBITDA degrew by **33%** and PAT degrew by **12%**
- **FY24** – On a Global basis, Revenue grew by **13%**, GM grew by **9%**, EBITDA degrew by **5%** and PAT degrew by **12%**
 - **SISA** – Revenue grew by **15%**, GM grew by **10%**, EBITDA grew by **17%** and PAT grew by **8%**
 - **ROW** – Revenue grew by **11%**, GM grew by **8%**, EBITDA degrew by **23%** and PAT degrew by **28%**
- **Key Metrics – Global (Quarter)**
 - **WC days** for Q4FY24 is 34 days **down by 2 days** from Q3FY24
 - For the quarter, ROCE was **21%** and ROE was **18%**
 - Debt to Equity was at **0.15x**
 - Strong QoQ growth in CSG by **29%**

SISA BUSINESS

FY24 Revenue grew by **15%**, GM grew by **10%**, EBITDA grew by **17%** and PAT grew by **8%**

ROCE was at **25%** and ROE at **20%** for FY24

FY24 WC days stood at **34** days, reduction seen both on yoy and sequential basis.

India Distribution

- Strong double digit Revenue growth trend continues
- FY24: Revenue grew by **18%**, GM grew by **17%**, EBITDA grew by **21%** and PAT grew by **10%**
- Strong growth in **MSG** by **43%** in FY24.

ProConnect India revenue grew in FY24 by **4%**, EBITDA grew by **34%** and PAT grew by **24%**

ROW BUSINESS

FY24 Revenue grew by **11%**, GM grew by **8%**, EBITDA degrew by **23%** and PAT degrew by **28%**

ROCE was at **20%** and ROE at **14%** for FY24

FY24 WC days stood at **34** days, reduction by **3** days on a yoy basis and remained flat on sequentially

Arena Revenue in FY24 grew by **13%** YoY



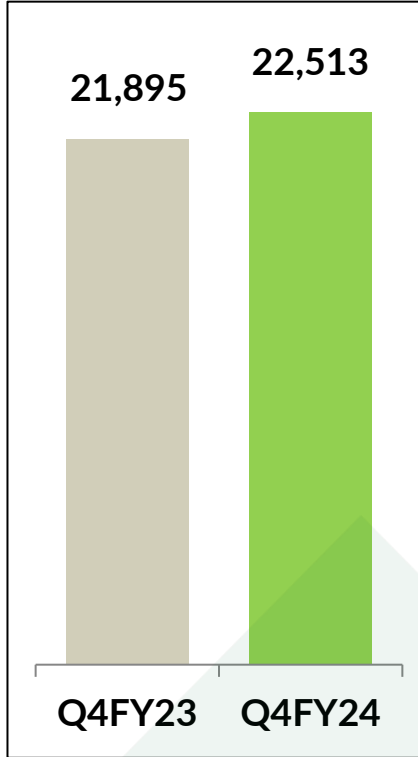
Q4FY24 Performance



Q4FY24 Redington Global Performance

REVENUE

3%



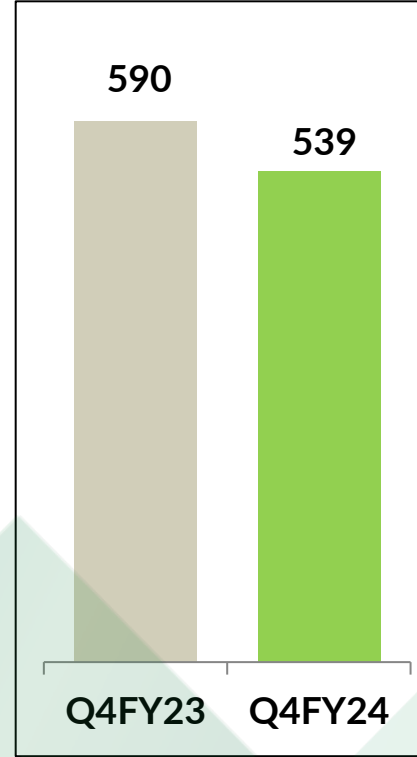
GM

3%



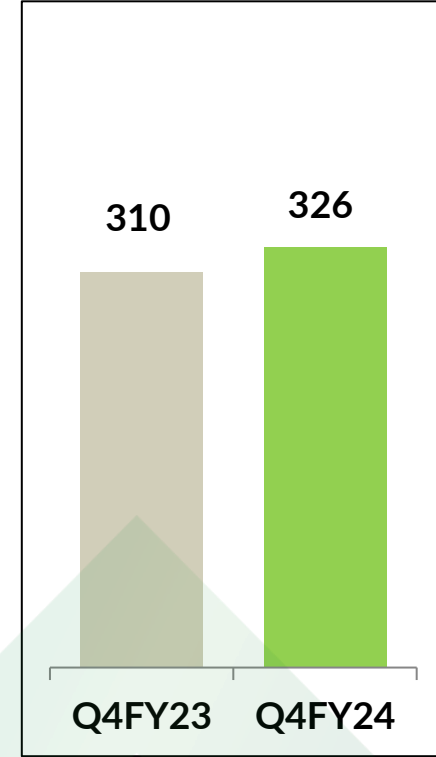
EBITDA

9%



PAT

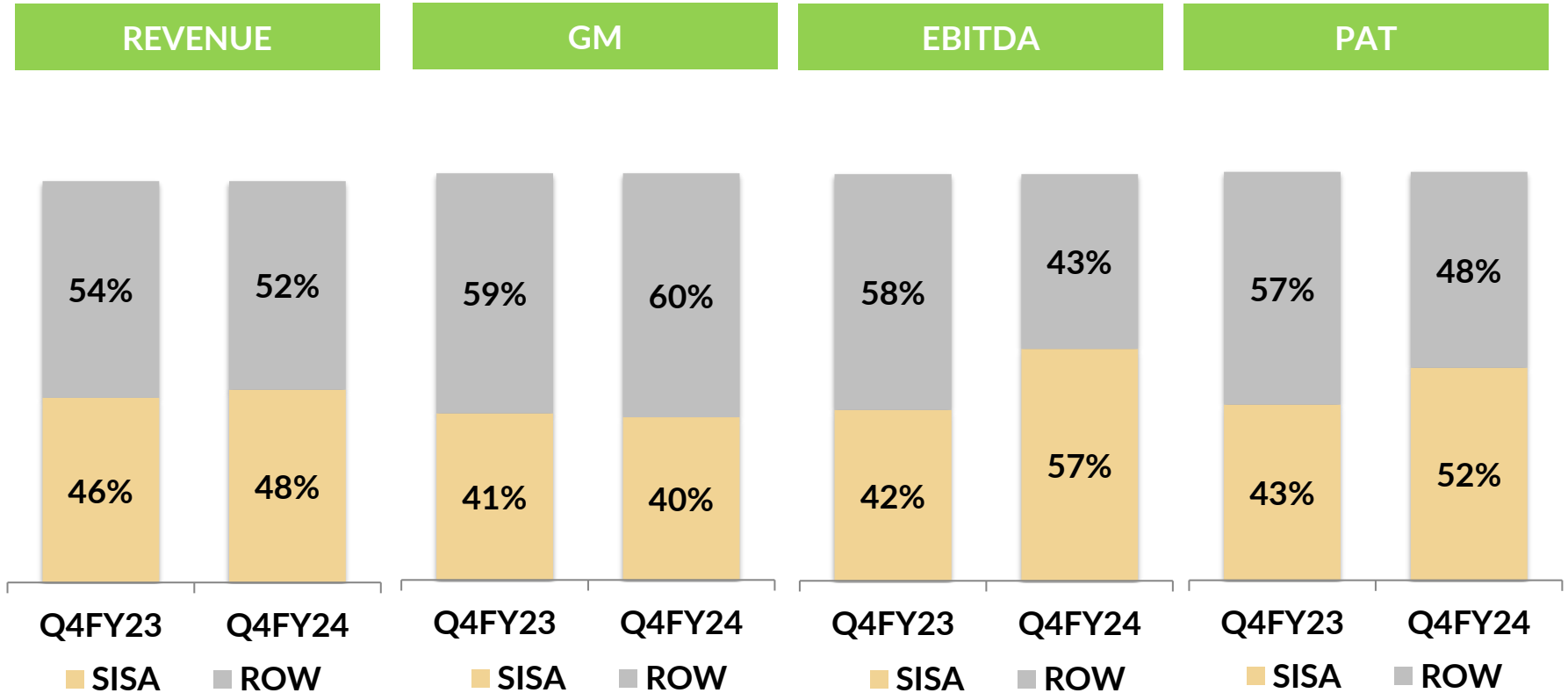
5%



Q4FY24 Performance by Market

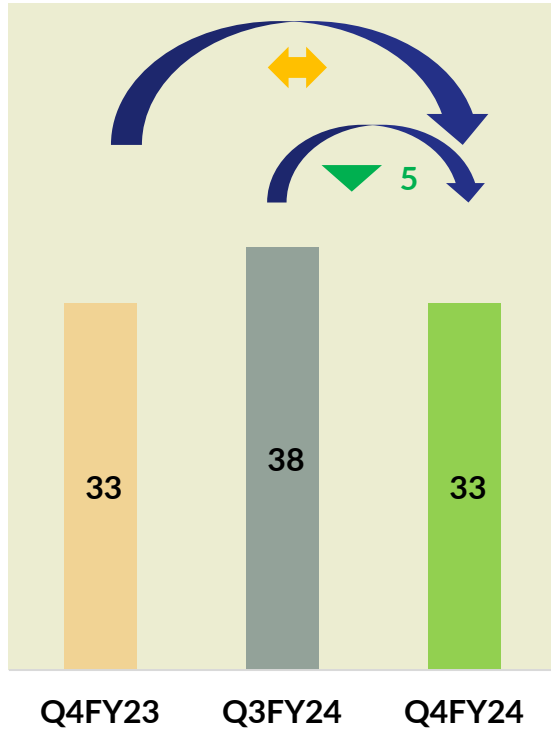
SISA
REVENUE
8% 
9,981
10,810
Q4FY23
Q4FY24
GM
0.2% 
540
539
Q4FY23
Q4FY24
EBITDA
25% 
246
307
Q4FY23
Q4FY24
PAT
28% 
134
171
Q4FY23
Q4FY24
ROW
2% 
11,914
11,703
Q4FY23
Q4FY24
4% 
772
806
Q4FY23
Q4FY24
33% 
344
231
Q4FY23
Q4FY24
12% 
176
155
Q4FY23
Q4FY24
₹ in Cr

Q4FY24 Contribution by Market

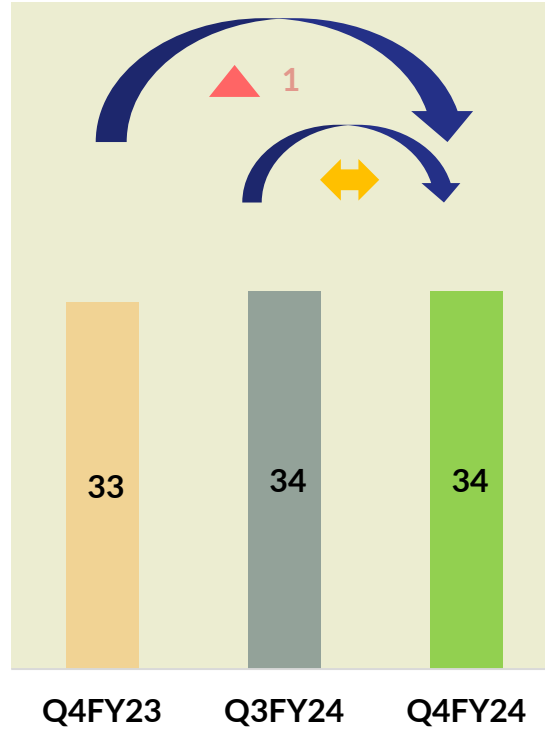


Q4FY24 Working Capital Days

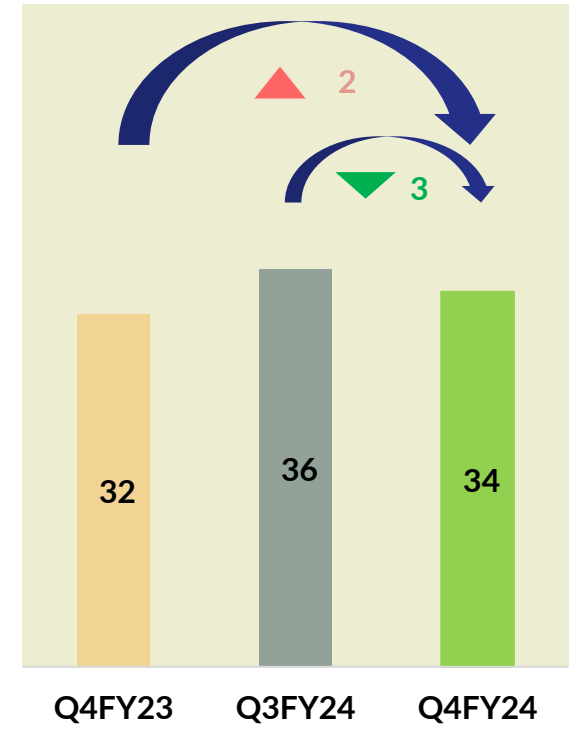
SISA



ROW

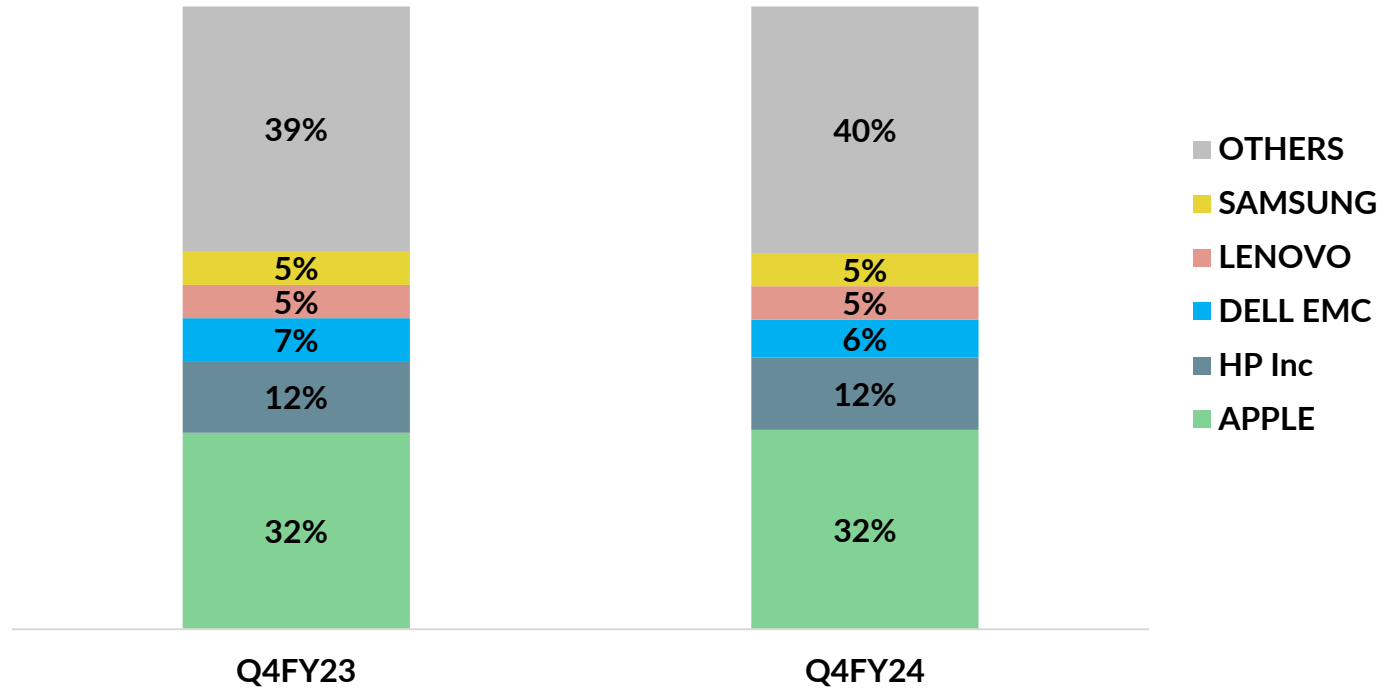


GLOBAL



Q4FY24 Top 5 Vendors

REVENUE



Q4FY24 Verticals Revenue

Verticals	SISA			ROW			GLOBAL		
	Q4FY23	Q4FY24	YoY	Q4FY23	Q4FY24	YoY	Q4FY23	Q4FY24	YoY
ESG	3,056	3,371	10%	3,647	3,874	6%	6,703	7,244	8%
TSG	3,297	3,489	6%	2,710	2,372	-12%	6,008	5,861	-2%
MSG	3,061	3,245	6%	4,867	4,644	-5%	7,928	7,889	0%
CSG	285	378	33%	401	506	26%	686	884	29%
Renewable energy	177	222	25%	60	4	-94%	237	225	-5%
Logistics	138	144	4%	77	89	16%	215	233	8%
Other Services	17	19	13%	151	245	62%	168	265	57%

Logistics & Other Services Revenue includes captive revenue
 Amounts may not add due to intercompany eliminations, rounding

₹ in Cr

Q4FY24 Free Cash Flow Statement

Particulars (₹ in Cr)	Q4FY23	Q3FY24	Q4FY24
Profit Before Taxation	455	434	381
Non-cash items	57	45	42
Finance Cost	70	53	74
Changes in Working Capital	(447)	(610)	768
Direct Tax Paid	(106)	(105)	(128)
Net Cash Flow from Operations	30	(183)	1,137
Capex	(86)	(56)	44
Outflow of Finance Cost	(69)	(33)	(79)
Free Cash Flow	(126)	(273)	1,102

FCF = NCFO - Capex - Finance cost

Amounts may not add due to rounding

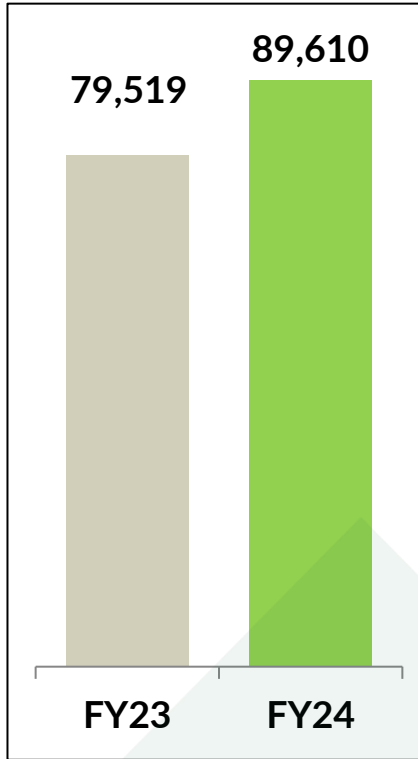
FY24 Performance



FY24 Redington Global Performance

REVENUE

13% ▲



GM

9% ▲



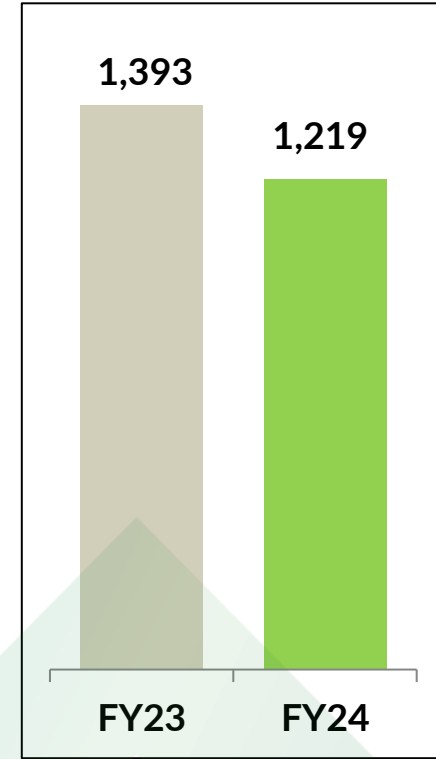
EBITDA

5% ▼

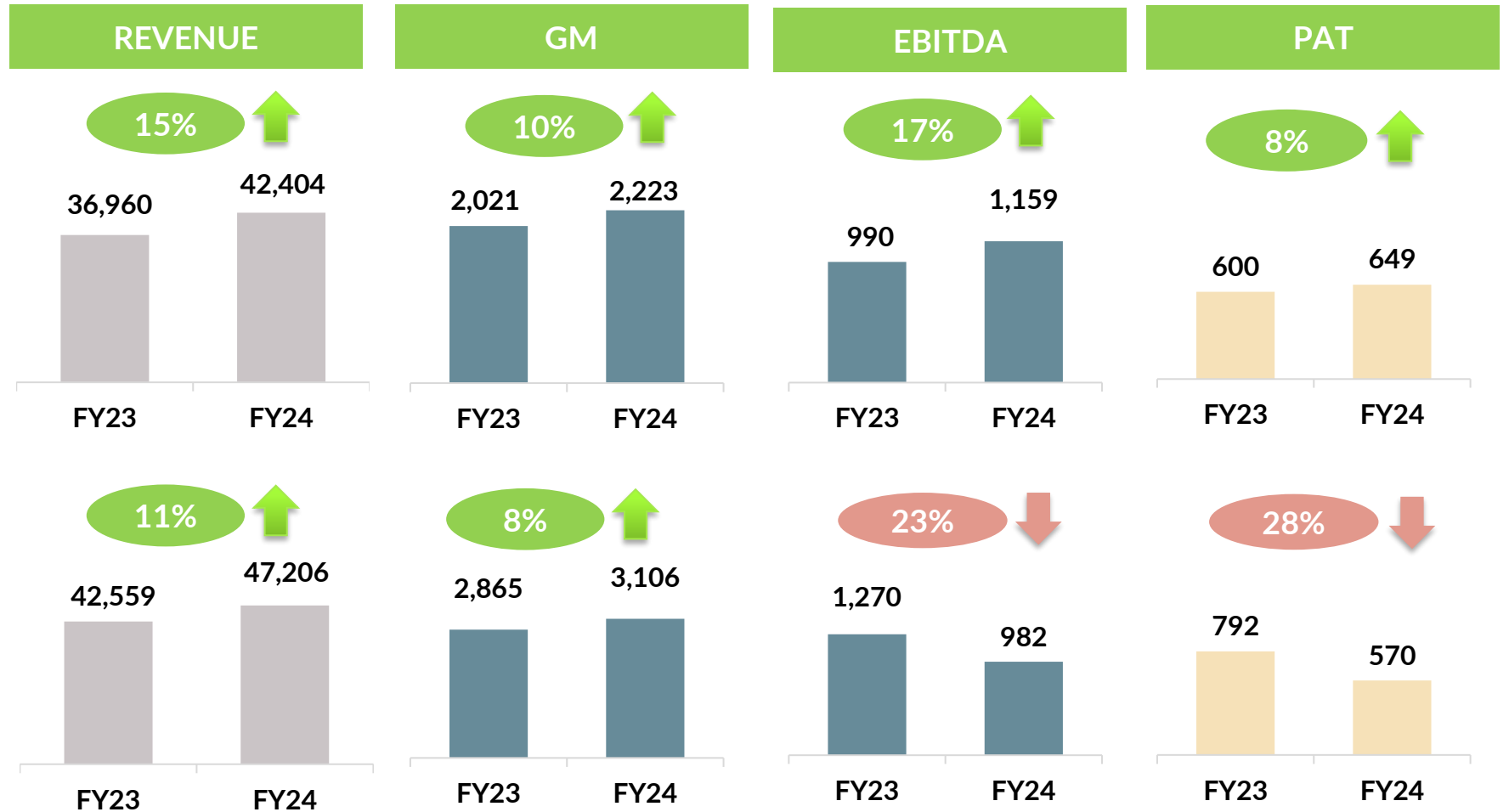


PAT

12% ▼

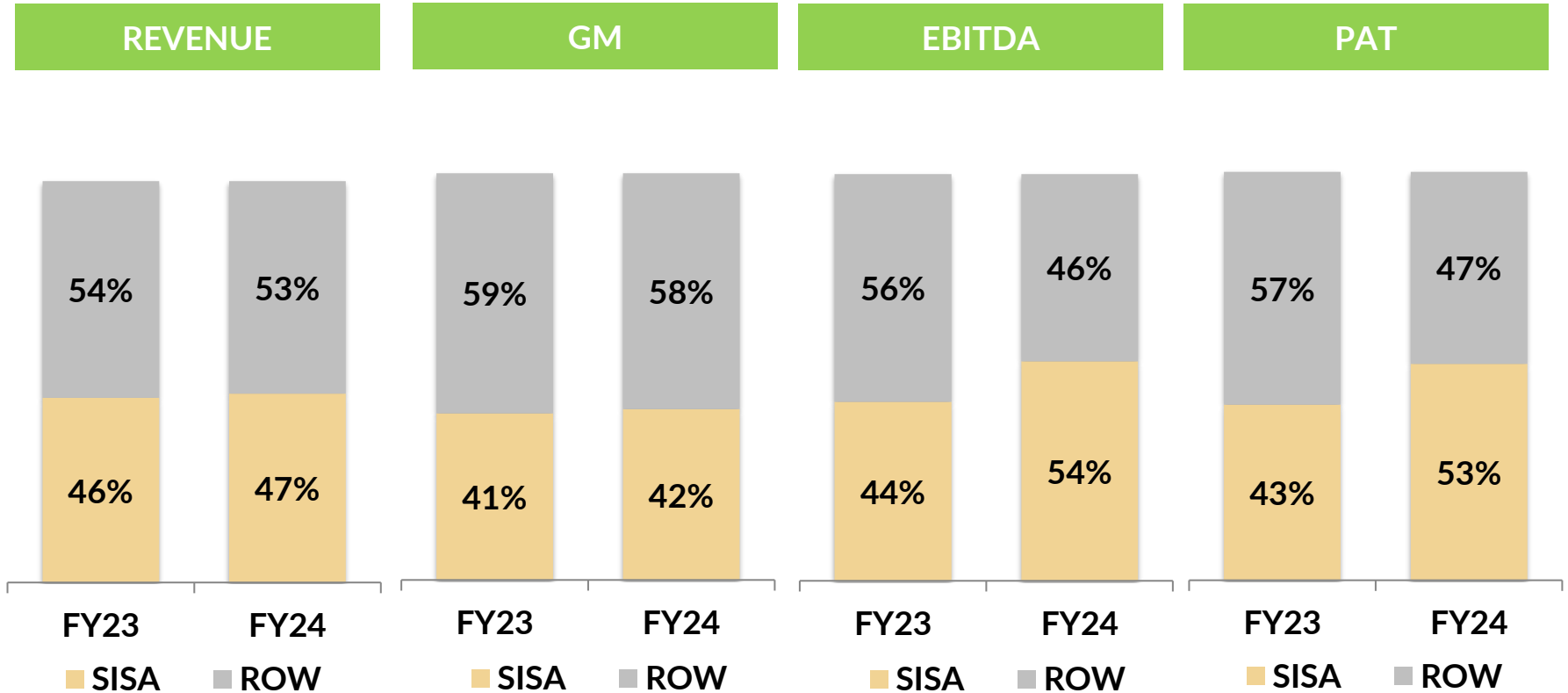


FY24 Performance by Market



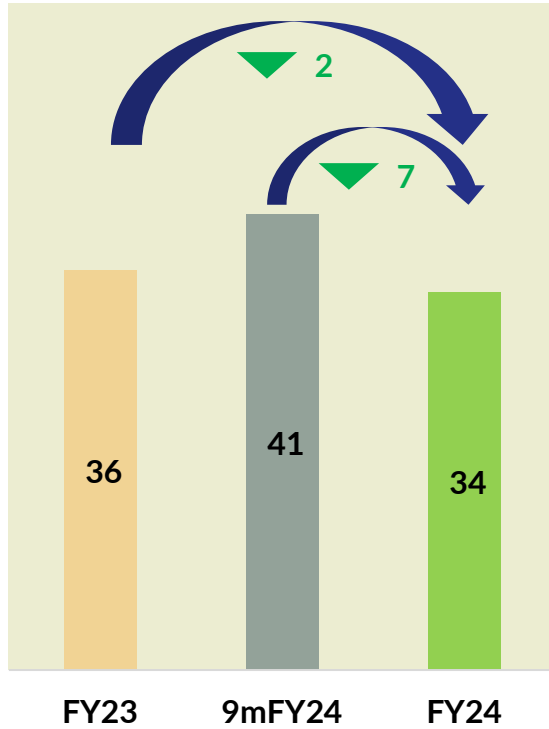
₹ in Cr

FY24 Contribution by Market

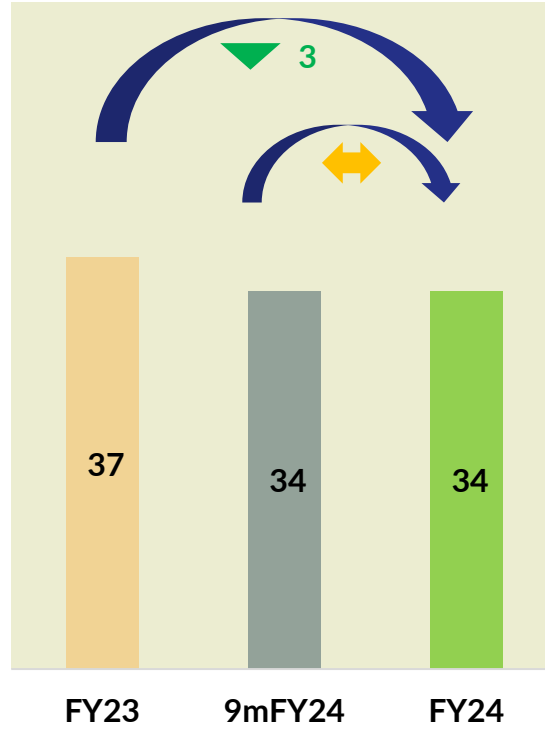


FY24 Working Capital Days

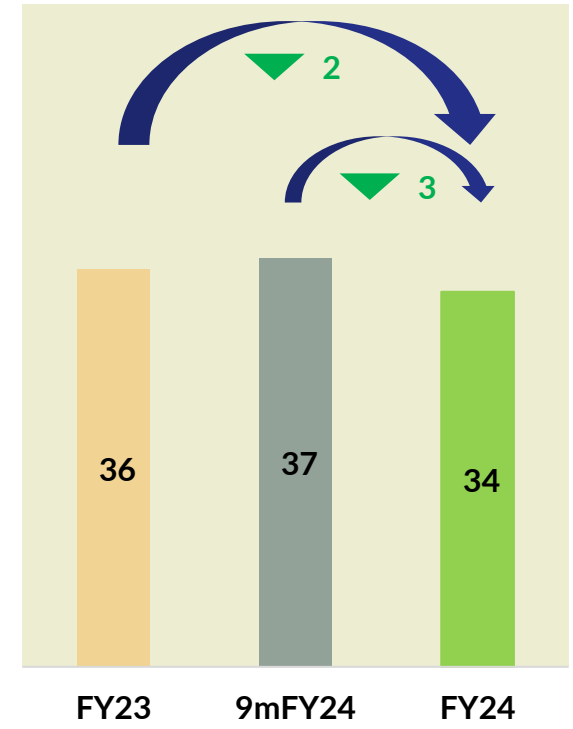
SISA



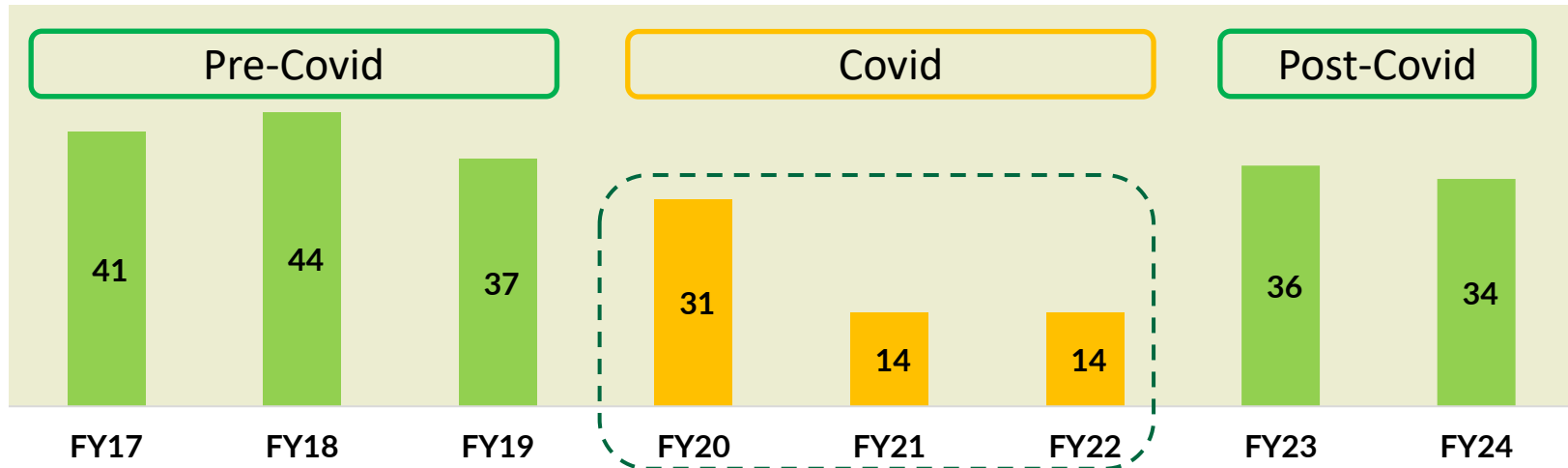
ROW



GLOBAL



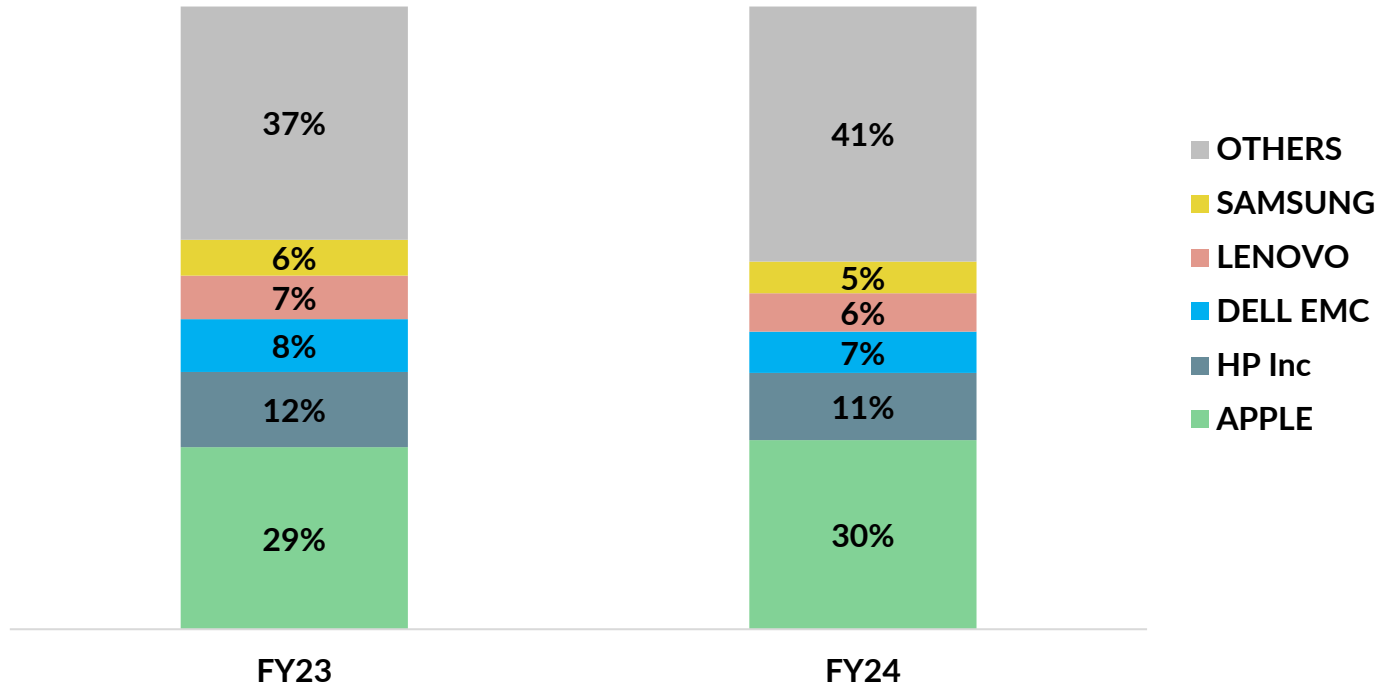
GLOBAL



WC levels were severely low during the Covid period as a result of demand supply situation during that time. However, WC has returned to normalized levels now.

FY24 Top 5 Vendors

REVENUE



Verticals	SISA			ROW			GLOBAL		
	FY23	FY24	YoY	FY23	FY24	YoY	FY23	FY24	YoY
ESG	13,936	13,443	-4%	14,658	16,346	12%	28,594	29,788	4%
TSG	11,861	13,408	13%	9,359	10,117	8%	21,220	23,525	11%
MSG	9,225	13,179	43%	16,255	18,079	11%	25,480	31,258	23%
CSG	980	1,374	40%	1,202	1,589	32%	2,182	2,963	36%
Renewable energy	542	580	7%	232	59	-75%	773	639	-17%
Logistics	532	556	4%	337	316	-6%	870	872	0%
Other Services	35	77	116%	517	823	59%	552	900	63%

Logistics & Other Services Revenue includes captive revenue
 Amounts may not add due to intercompany eliminations, rounding

₹ in Cr

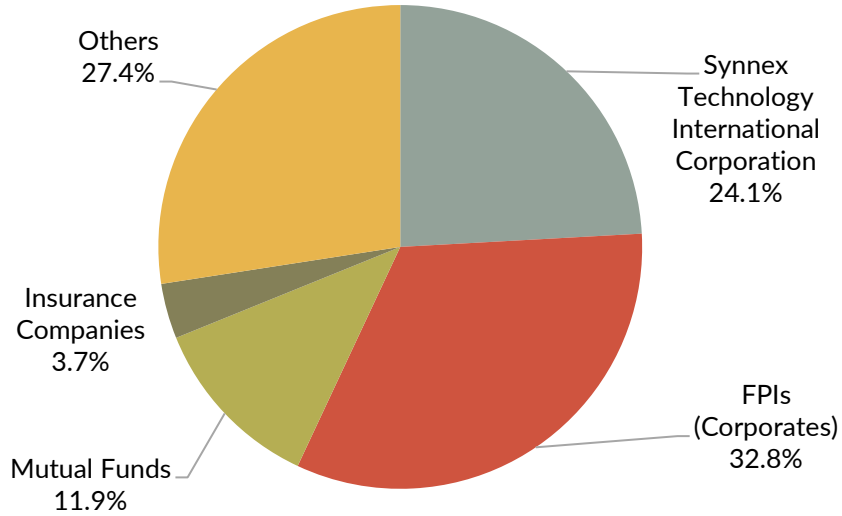
FY24 Free Cash Flow Statement

Particulars (₹ in Cr)	FY23	9mFY24	FY24
Profit Before Taxation	1,833	1,194	1,575
Non-cash items	189	125	167
Finance Cost	215	200	274
Changes in Working Capital	(5,153)	(1,340)	(572)
Direct Tax Paid	(335)	(331)	(459)
Net Cash Flow from Operations	(3,251)	(152)	985
Capex	(162)	(100)	0
Outflow of Finance Cost	(208)	(177)	(257)
Free Cash Flow	(3,620)	(429)	729

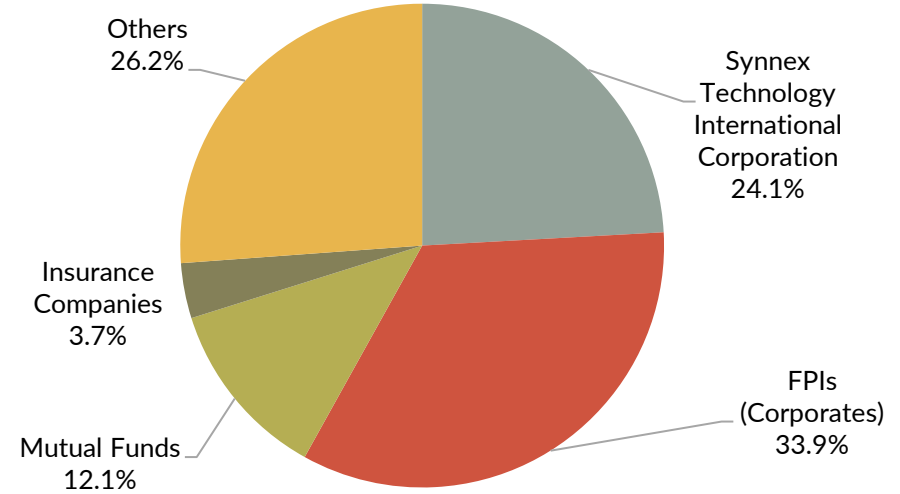
FCF = NCFO - Capex - Finance cost

Amounts may not add due to rounding

Shareholding Pattern



Dec-2023



Mar-2024



Investor Contacts

Vijayshyam Acharya K
Compliance Officer

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



CORPORATE PRESENTATION

Q4FY24



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About Redington



Products , Service & Solutions Company

- An Emerging Markets Multinational with presence across 40 markets
- Distributor → entire gamut of IT products, Smartphones, Solar, etc.
- Service & Solutions → Managed, Cloud, Logistics, BPM, BPO, 3D Printing services



Expansive Network & Strong Relationships

- Over 400+ brands associations and servicing 50,000+ channel partners
- 5,000+ Redingtonians creating a culture of inclusion, creativity, and innovation



Professionally managed, Board-governed

- A listed entity with no promoter, Chairman is Independent Director
- AA+/Stable long term rating by ICRA/CRISIL
- Experienced executive Leadership team
- 'A' ESG Rating from MSCI



Outstanding Financial Performance

- \$10.8bn+ company with a strong double digit-CAGR for 18 years
- ROE at 17% and ROCE at 23% in FY24



PCs, desktops, laptops, iPads and MacBooks

Printers, consumables and accessories

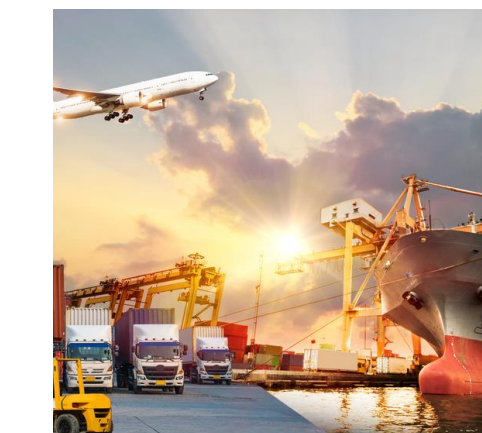
Smartphones

Networking – switching, routing to SDN's

Software - productivity and Application

Server and Storage – building optimal data strategy

Licensing & Subscription services



Enterprise security solutions

Cloud resell, managed services

Digital printing, Industry 4.0

Logistics, Warehousing, Transportation & VAS

Warranty services, Infrastructure Managed Services

Solar green energy products & services

BPM and BPO services

Our Presence

Enviably "In country" presence in 31 countries and serving 40 markets

No.1 or No.2 position across all markets

"High potential" markets

Presence across product categories

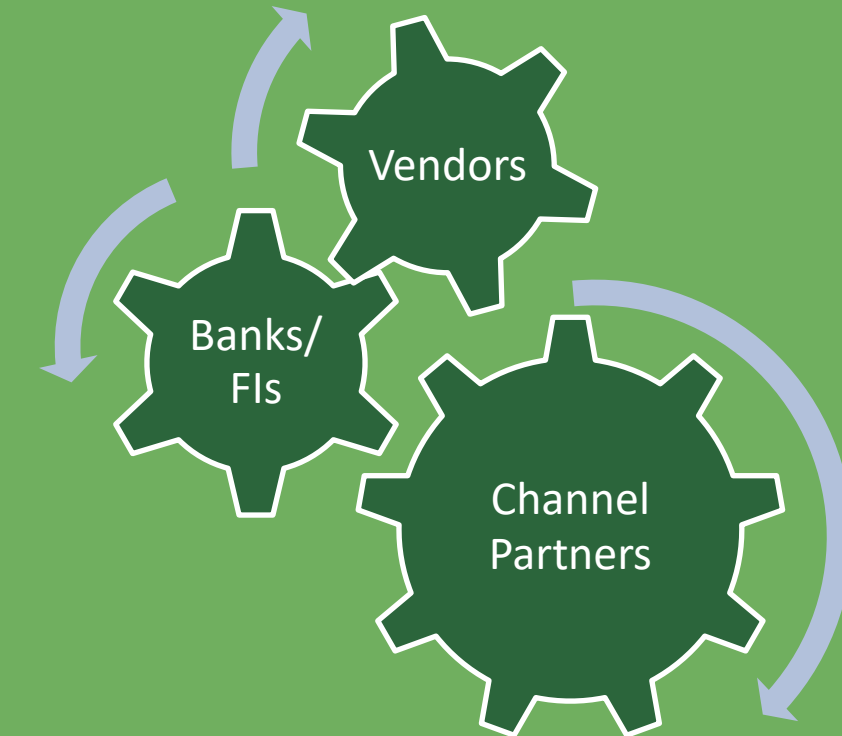
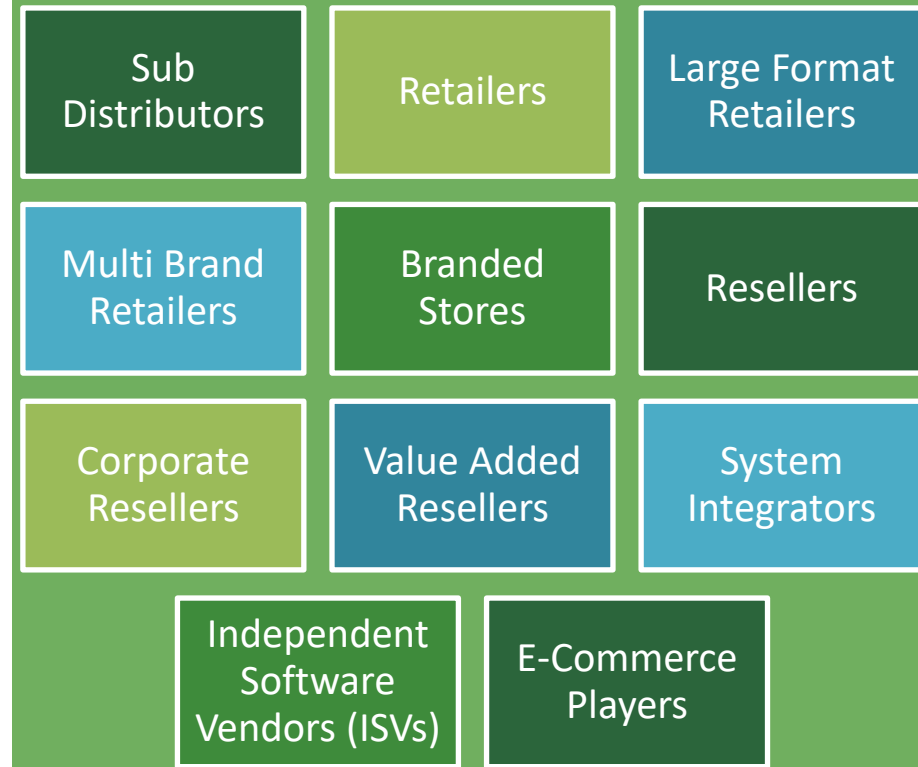
Portfolio of Marquee brands



Our Brands & Channel Partners



CHANNEL PARTNERS



Enviably Partnerships with over 400+ brands



HDFC Mutual Fund



Fidelity Management & Research (FMR)



ICICIPru Life Insurance



Franklin Templeton Investments



Massachusetts Institute Of Technology
Investment Management Company



The Vanguard Group

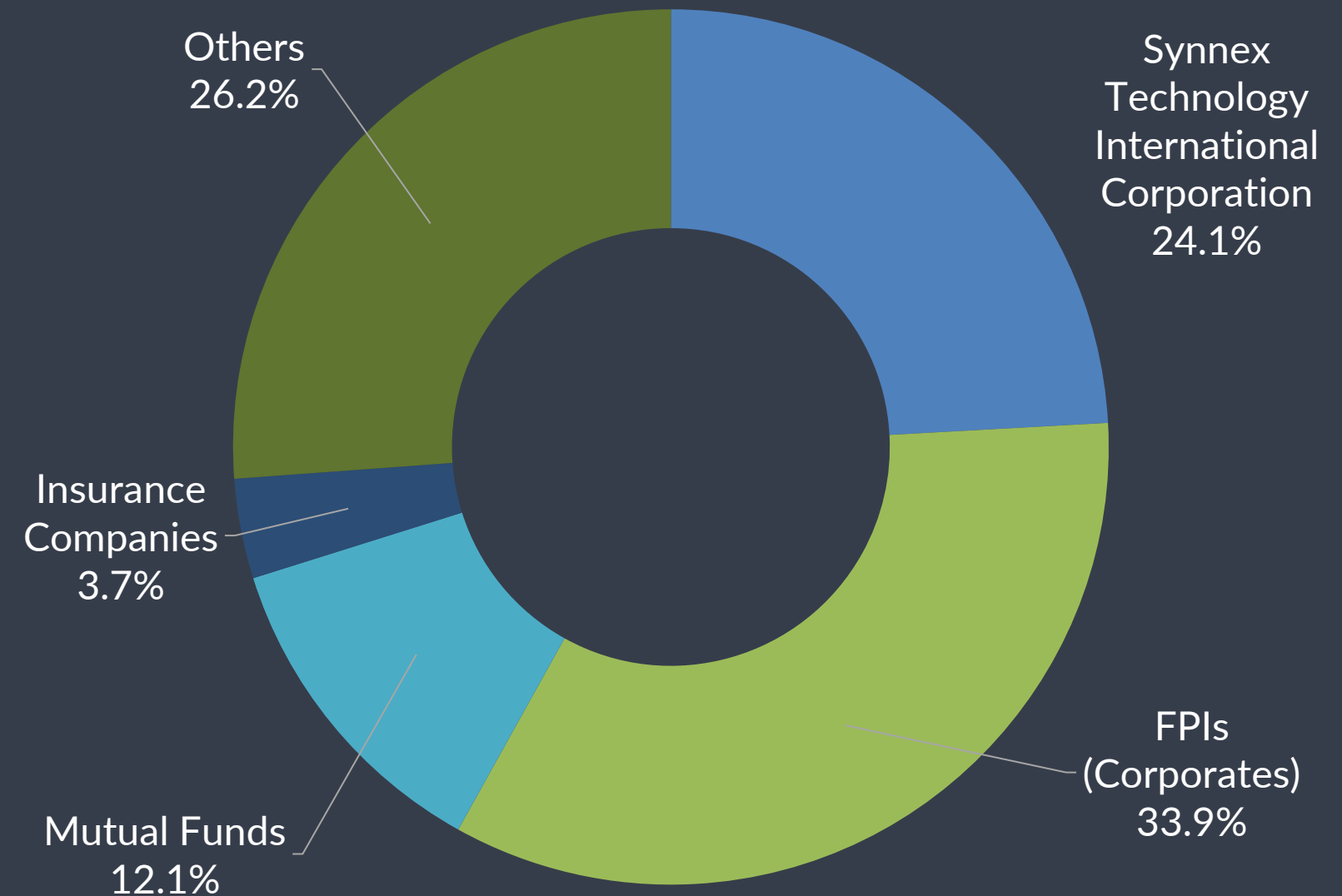


Tata MF



Ruane, Cunniff & GoldFarb

Our Shareholders



Our Board of Directors



Non-Executive Directors



Chairperson

Prof. Ramachandran

Retd. Professor, Corporate
Policy & Strategy
IIM, Bengaluru



Tu, Shu-Chyuan

VP, Group Business
Strategy &
Development
Synnex Tech, Taiwan



Chen, Yi-Ju

Vice Director, Finance
Planning & Mgmt
Synnex Tech, Taiwan

Executive Director



SV Krishnan

Finance Director
(Whole-time)

Independent Directors



Sudip Nandy

Ex. MD & Op. Partner
Chrys Capital,
Investor & Director Artisan
Agrotech



B Ramaratnam

Professional
Director



Anita P Belani

Sr. Business & Human Capital
Leader

Our Global Leadership Team



V. S. Hariharan
Group Chief
Executive Officer



Ramesh Natarajan
Chief Executive Officer
- Redington SISA



Viswanath Pallasena
Chief Executive Officer -
Redington MEA



Serkan Celik
Chief Executive Officer -
Arena



Cem Borhan
Chief Executive Officer -
Redington Turkey



Deepak Puligadda
Chief Executive Officer -
Redserv Global Solutions



S V Krishnan
Global Chief Financial
Officer



Sriram Ganeshan
Global Chief
Commercial Officer



Serkan Kutlu
Global Chief
Strategy Officer



Soumitra Kumar Das
Global Chief
HR Officer



Our Strategy

Bringing innovation faster to market

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



Business Model Re-invention

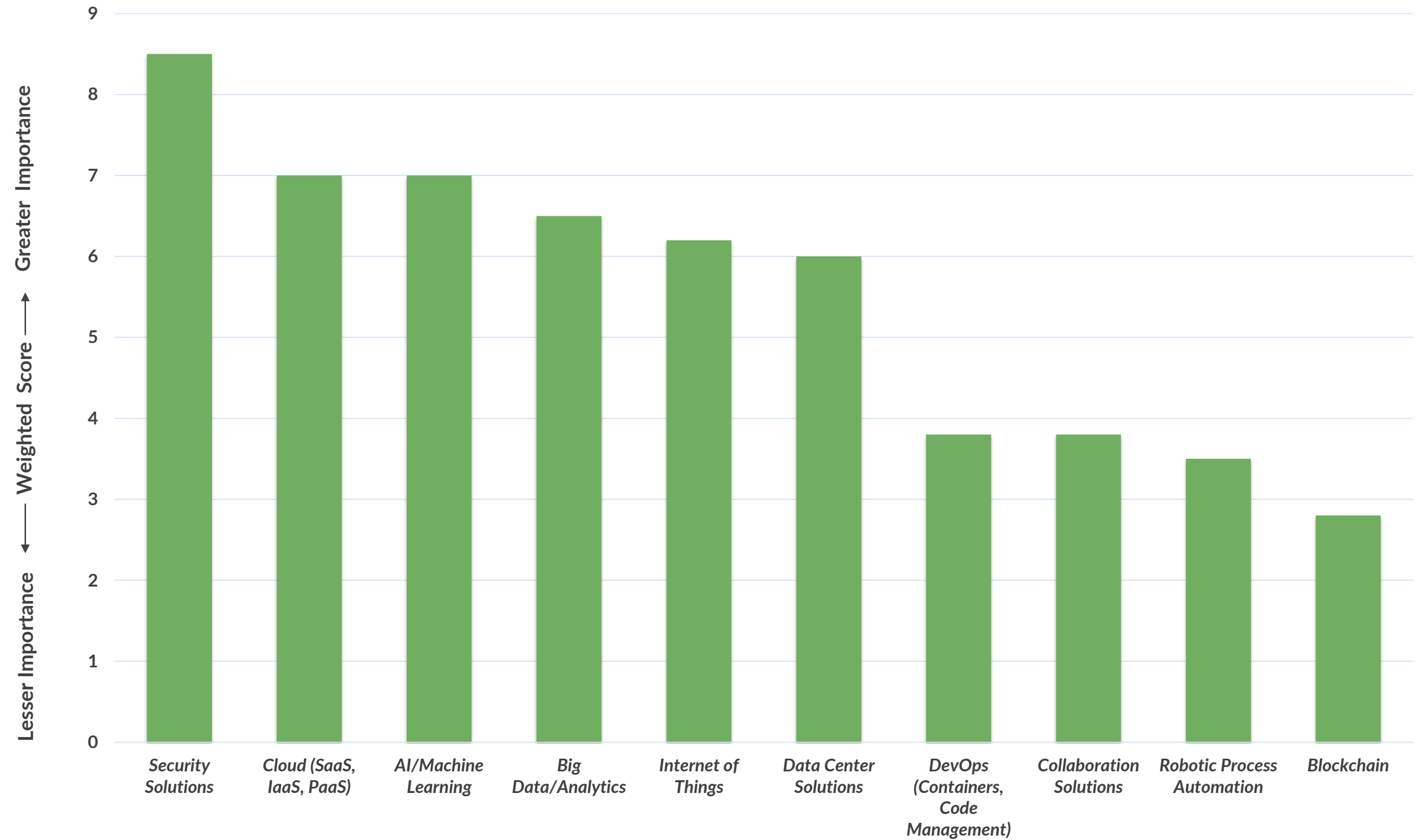
- From brick & mortar to Omni-channel
- From Products to Services
- Moving towards XaaS revolution
- Continuous innovation



Value added technology service provider

Tech Practices - Shared services, Marketing services, Business process services, GTM partnership, Partner development & management.

Technology Trends in the Future







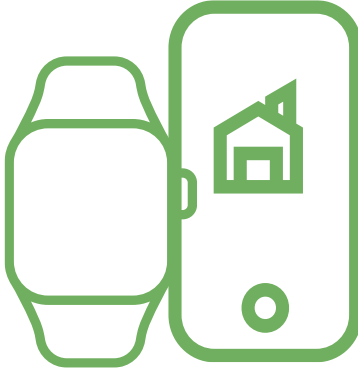
Note: GTDC commissioned Vation Ventures who surveyed and interviewed key constituents from distributors and their OEM vendor partners. The majority of study participants – nearly 69% – possess greater than a decade of experience working with technology distributors. Those new to distribution also represented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

Source: GTDC, Redington



Key Technology Trends

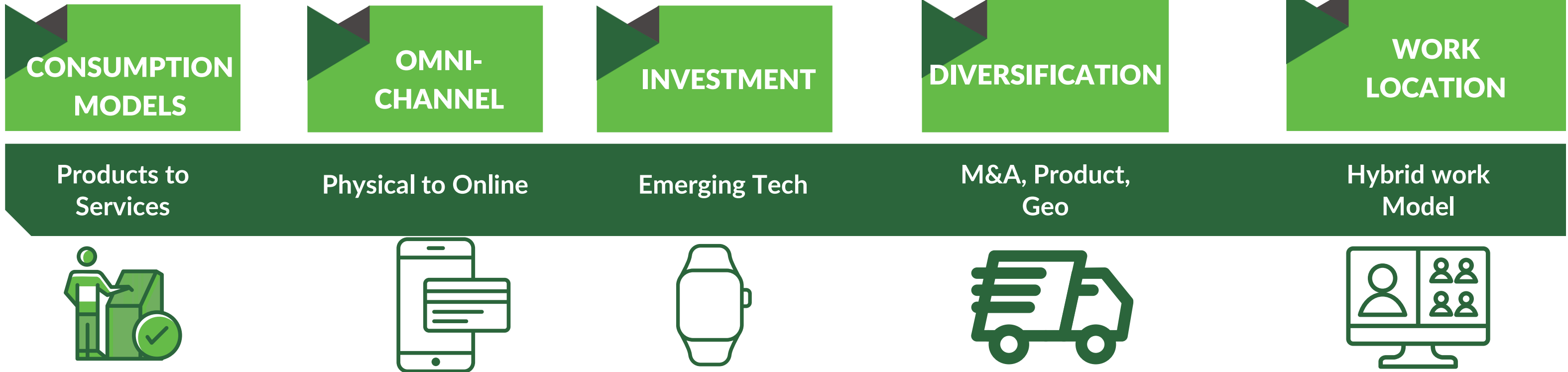
In 2024: Global IT spend growth at 6.8%, India \$138.6Bn at 11.1% and MENA \$183.4Bn at 6.4%

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"> • Capability creation – competency and digital - required for high growth • Focus on alliances, partnerships, ISV's and service delivery 	<ul style="list-style-type: none"> • Tech Refresh projects to suit 5G environment • Telecom, media & entertainment. • Healthcare focus • Increased device demand 	<ul style="list-style-type: none"> • High growth in Security products & solutions • Opportunity to scale Managed Security Services Practice (MSSP) 	<ul style="list-style-type: none"> • Digital platform and Digital Payment Solutions • Assess leverage of Turkey product Paynet for quick roll out 	<ul style="list-style-type: none"> • Adopt Emerging Tech for internal Automation • Product distribution opportunities • Solutions & Services offerings



Biz Model Trends

BUSINESS MODEL Trends



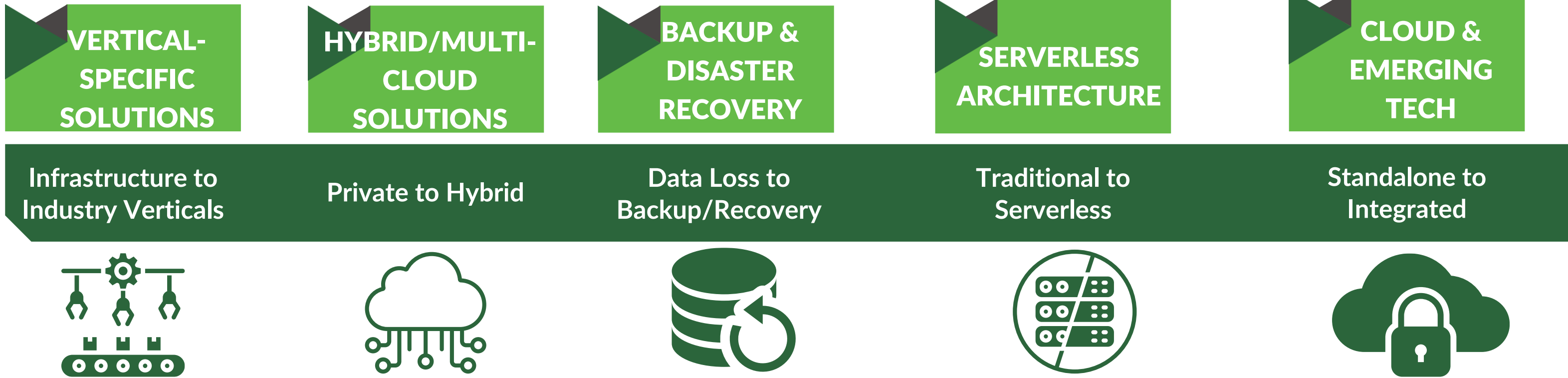
WHAT DOES IT MEAN FOR REDINGTON

- Build capability to transition to XaaS
- Create subscription portfolio
- Develop a strong end-to-end Digital Business Model
- Exploit Marketplace opportunity
- Innovate, invest on new/future tech
- Organic and/or inorganic
- Strengthen presence in high growth markets
- Biz diversification
- Automation products and solutions for a changed workstyle and lifestyle



Cloud Trends

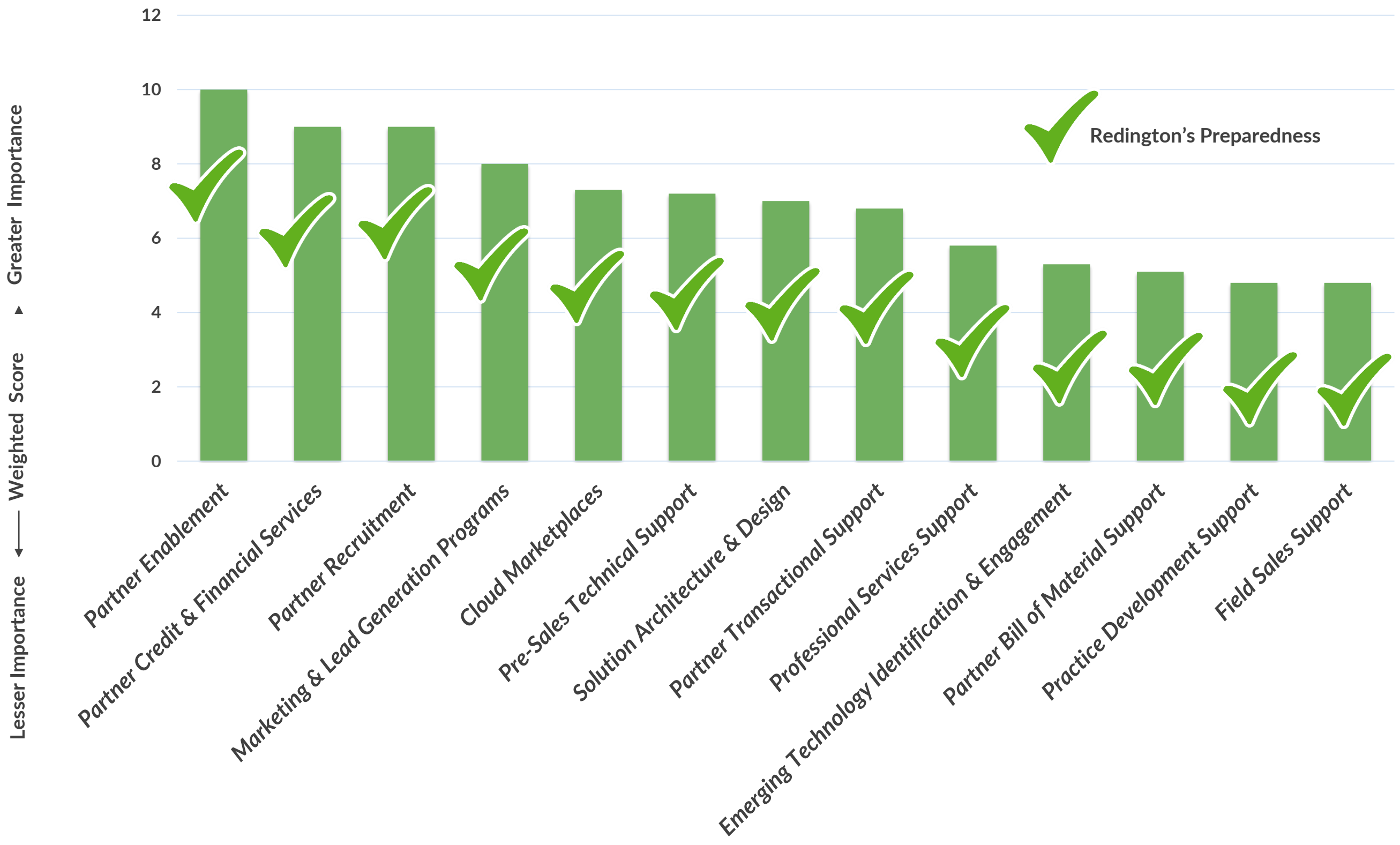
CLOUD Trends



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 Objectives

- Aggressive share gain across Products, Brands & Markets
- Customer choice, Omni-Channel presence
- Increase Digital adoption, provide everything “As a Service”
- Lead in ESG
- Be the most admired organisation

Our approach toward ESG

Our Purpose

Be the largest private sector catalyst in our industry to build & operate sustainable supply chains

Our Strategic Pillars

Resilient Operations

Build sustainable low risk and diverse supply chain for our vendors & customers

Reimagined Workplace

Build an inclusive workplace focused on wellbeing, safety & development

Responsible Business Practices

Adopt policies, practices reflecting commitment to business ethics

Redefined Value Chain Engagement

Strive to create the best experiences for our stakeholders

Our Implementation Framework

Our Business Model

Presence in clean energy & refurbishment business; inclusive development focused GTM's

Our Business Ops

Adoption of ESG best practices within our operations

Our Giving

Support our community through efforts in Skill development, Education & WASH

TARGETS

- Materiality assessment completed
- Material topics identified
- Targets being formalized

OPERATIONS

- Roadmap developed for progress against targets
- Monitored through Group & Regional Leadership Committee on Sustainability

GOVERNANCE

- Board Oversight through CSR & ESG Committee of the board

COMMUNICATION

- ESG Section on Website
- ESG section on Annual Report & BRSR
- Social media updates

MEASUREMENT

- Upgrades in Rating : MSCI rating upgraded to "A" from "BBB"
- Progress against periodic target milestones

Won "Rural Development and Infrastructure Award" by Dalmia Bharat CSRBOX

CSR aligned to business values & vision



Inclusive Skills Development programme – TamilNadu



Toilets Constructed in Schools- West Bengal & Haryana



Well Restoration – Kalvarayan * Jawadhu Hills

1

Flagship

2

Strategic

3

Contingency

Project themes

Focus on skill development in related industries

- 3PL: Logistics / SCM
- Tech: IT/ITes
- Skills training for employment in Solar sector

Projects aligned to UN SDG goals

- Education
- Environment
- Health

Other projects

- Relief funds/ donations
- Other donations

1

- Logistics skills training provided to 1500+ unemployed Youth
- Well rounded focus across regions ; Pan India coverage

2

- Efforts in projects focused on UN SDG goals benefitting 5000+ families & 16000+ students
- Biogas & Pond restoration
 - Roof Water harvesting
 - Solar Lights
 - Toilet Construction
 - Digital Literacy
 - Tutoring

3

- Global CSR efforts including
- Turkey relief fund
 - Scholarships/ Donations

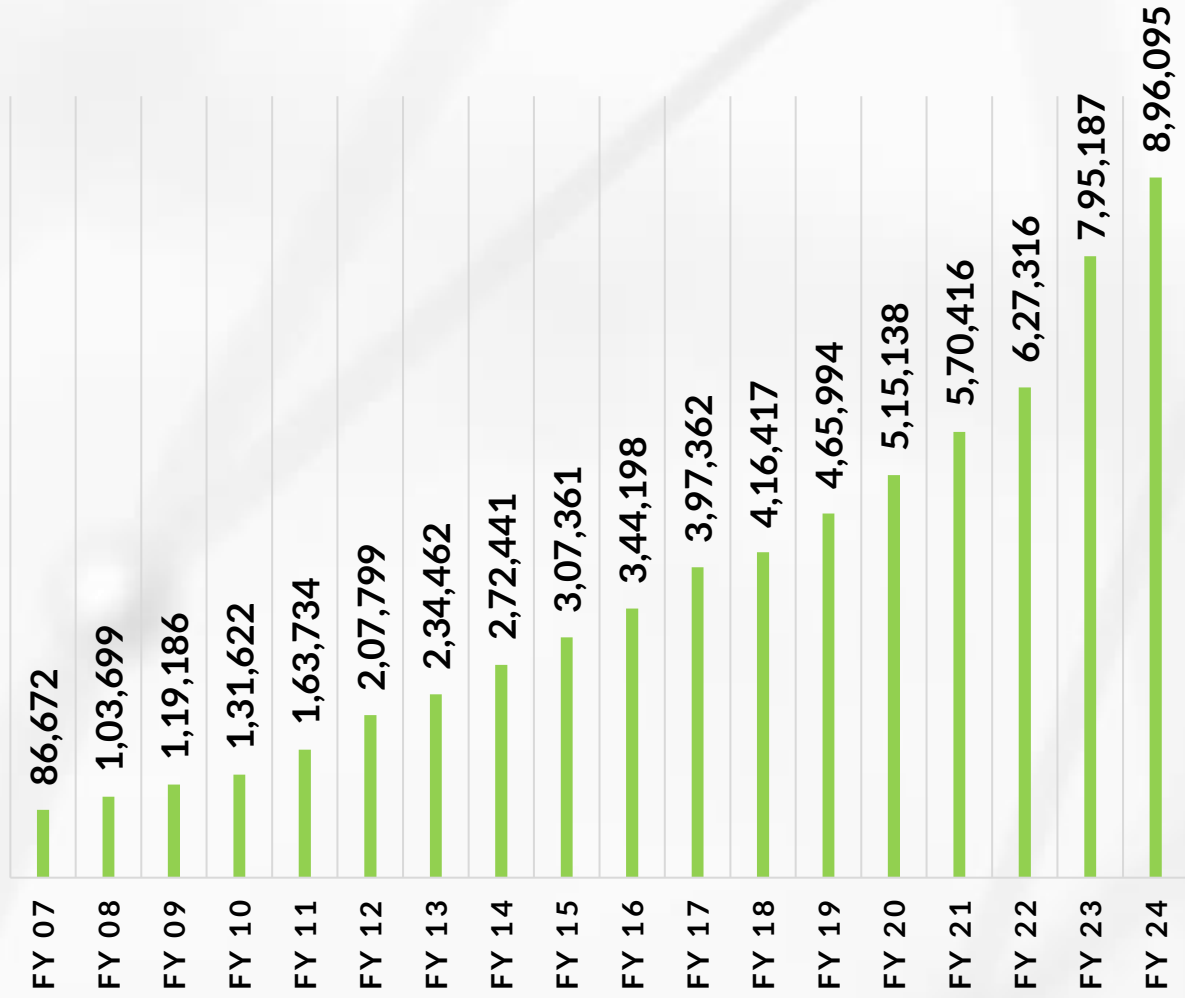
Performance Since Listing

Surpassed US\$10 Bn Revenue



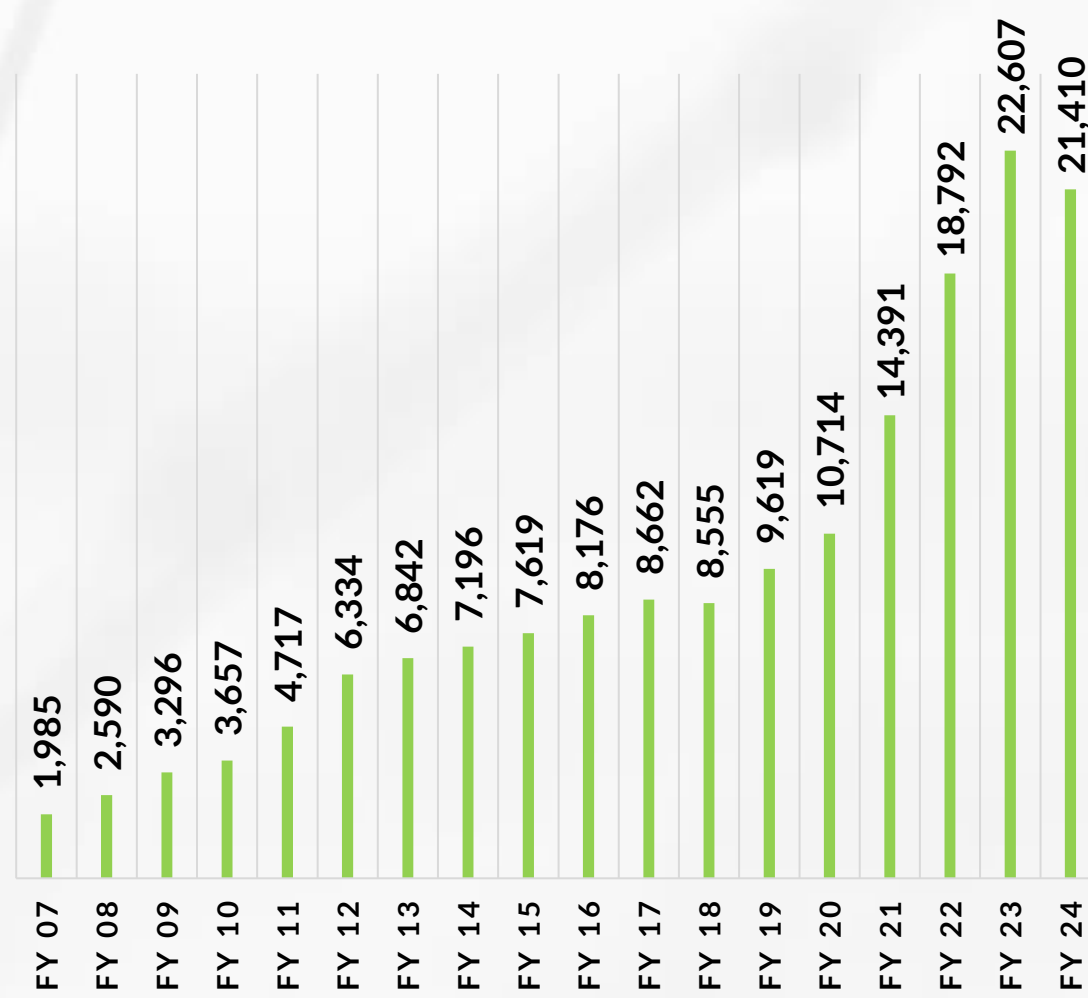
Revenue
CAGR : 15%

₹ in Mn



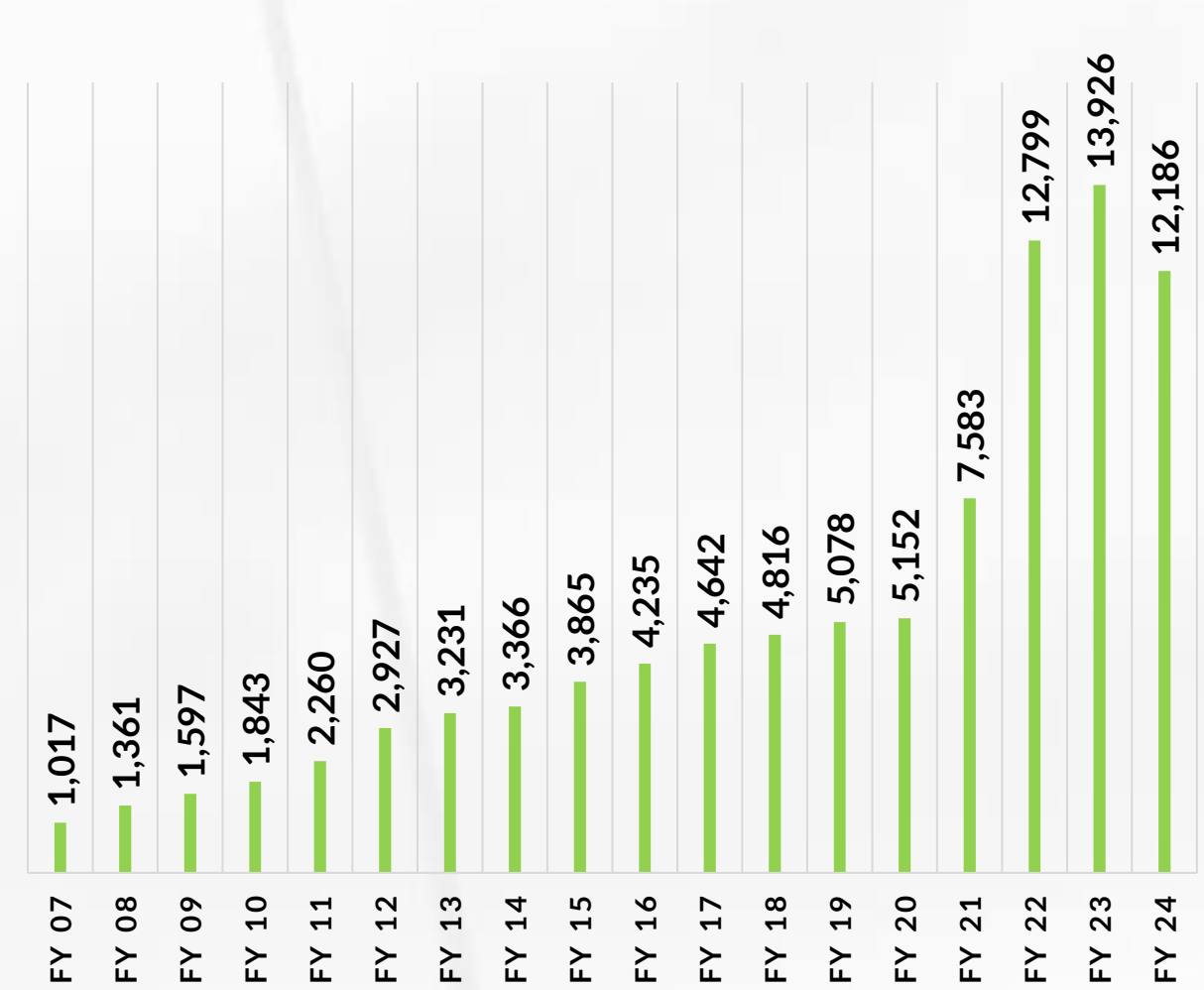
EBITDA
CAGR : 15%

₹ in Mn



PAT
CAGR : 16%

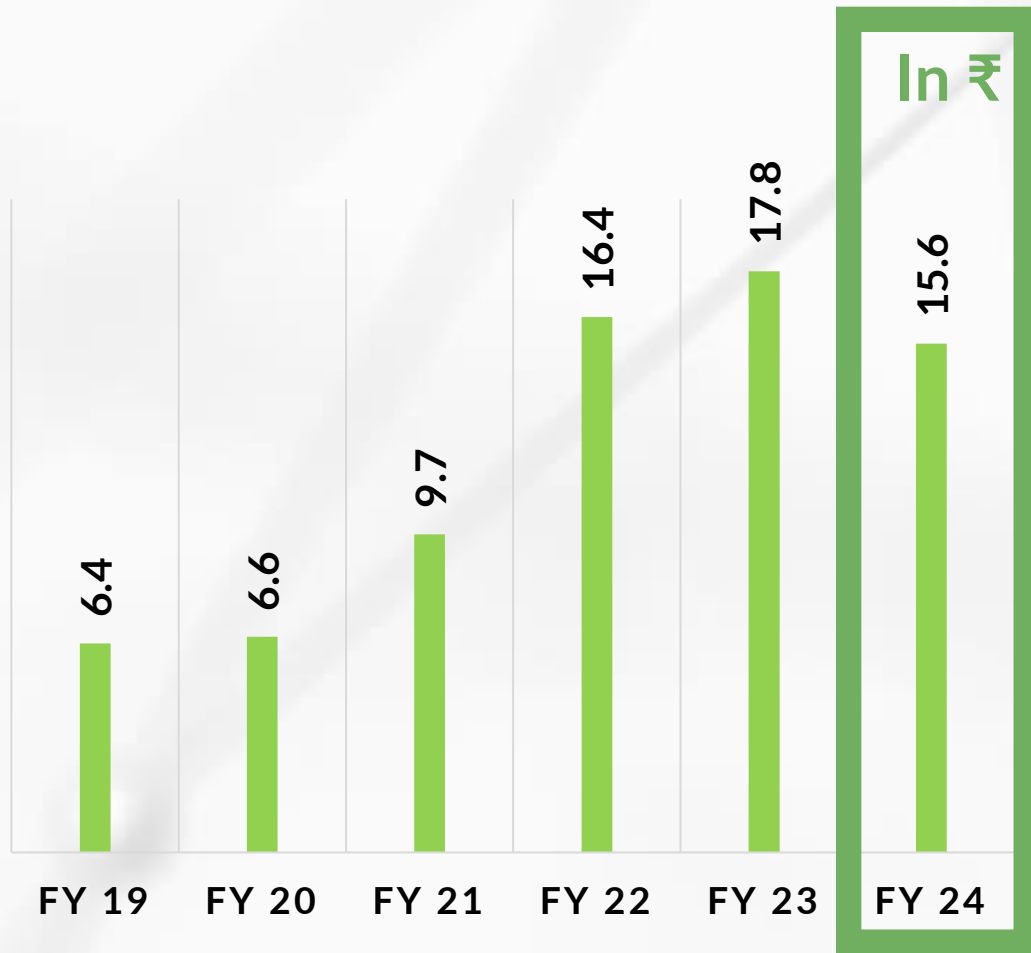
₹ in Mn



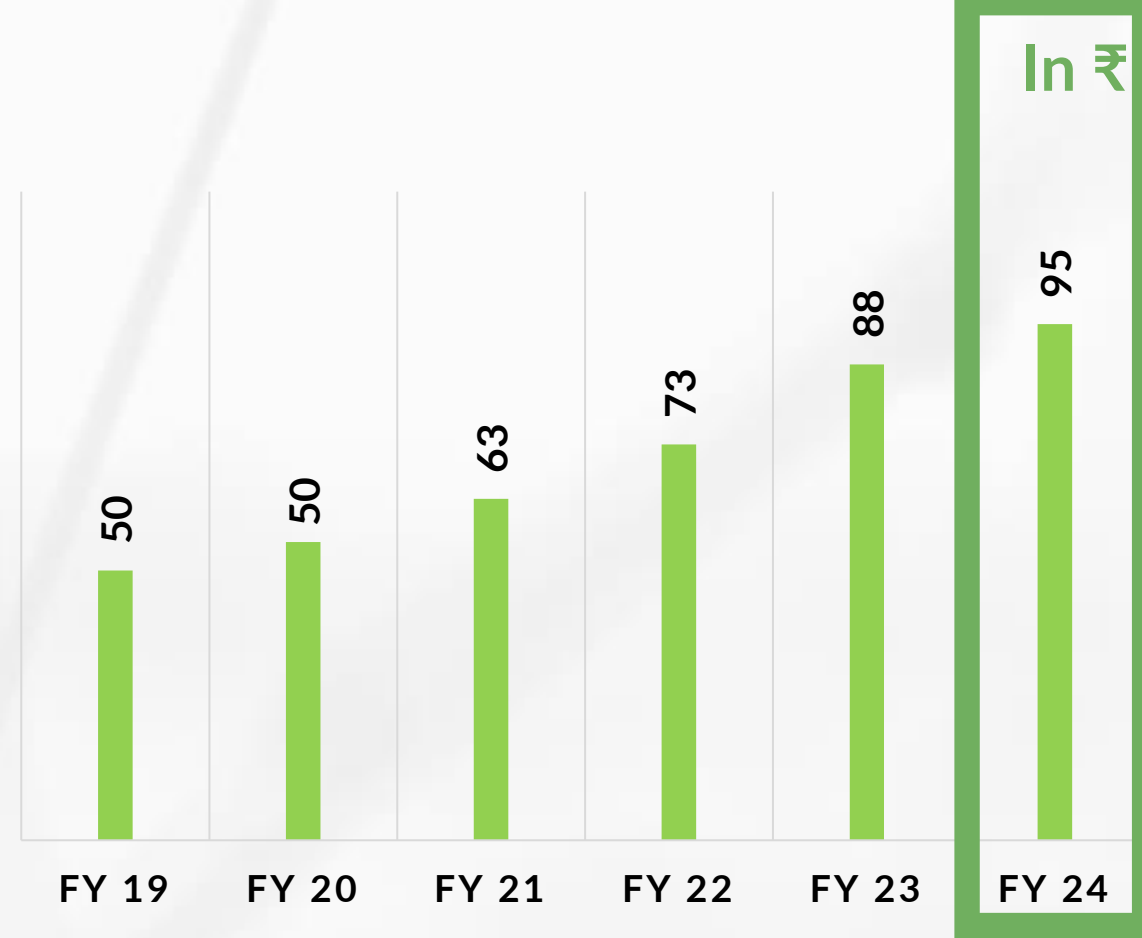
Shareholder Value Creation



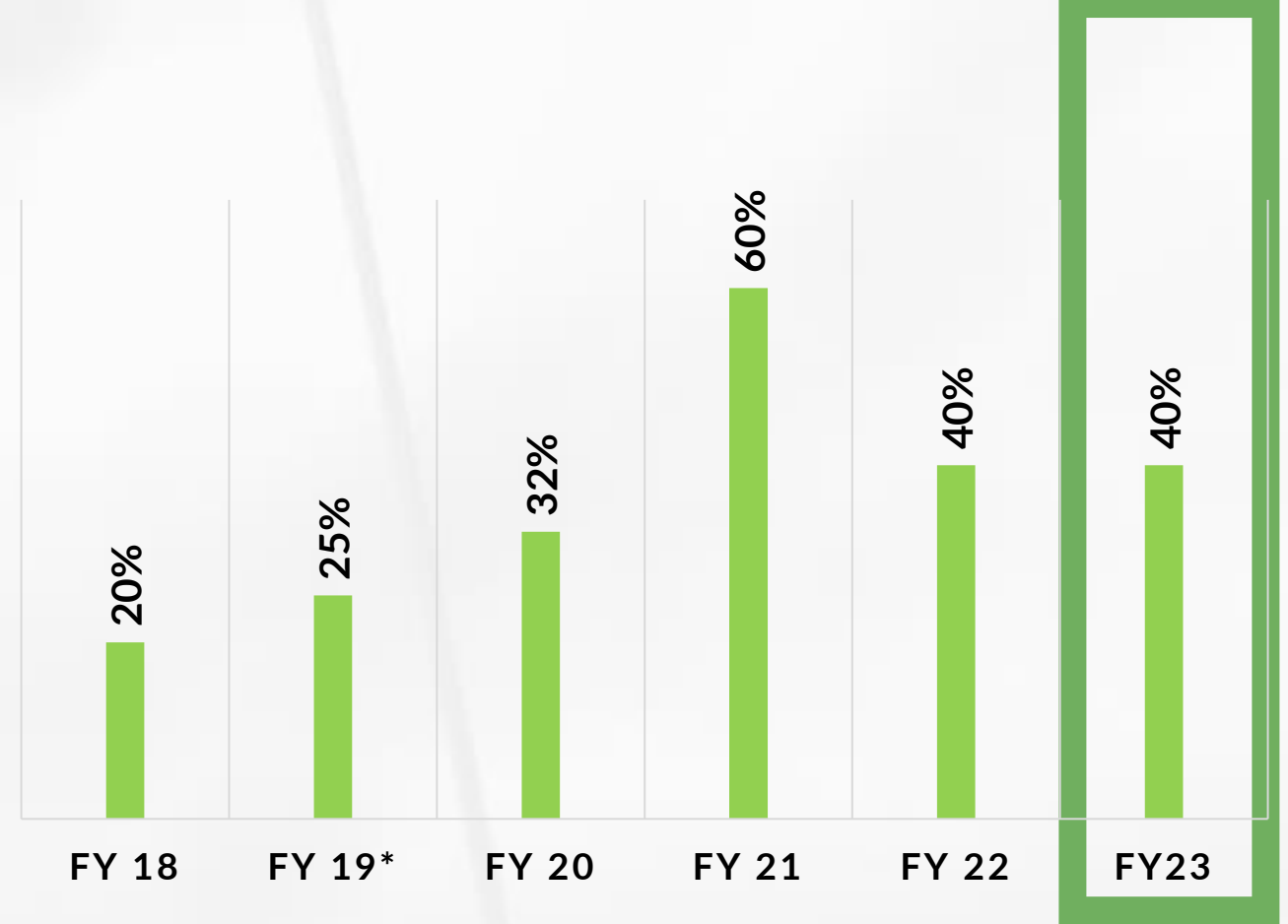
EPS
CAGR : 20%



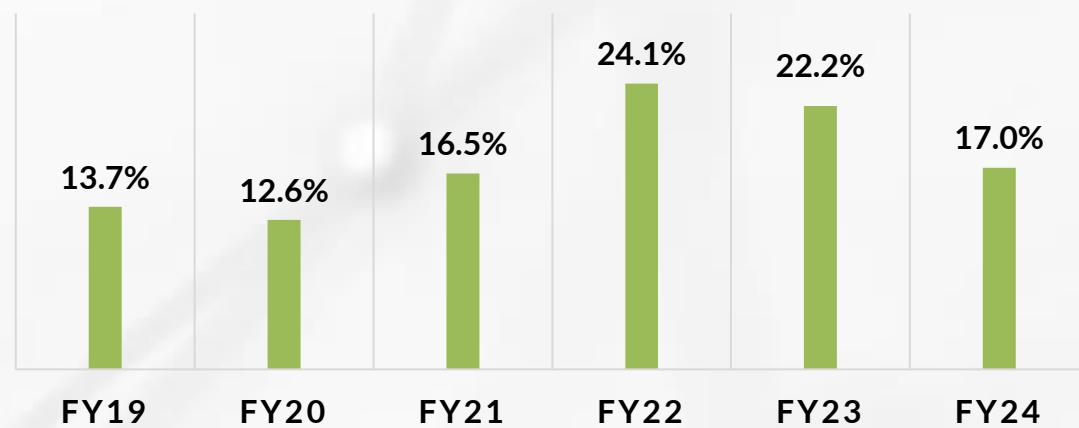
Book Value/Share
CAGR : 14%



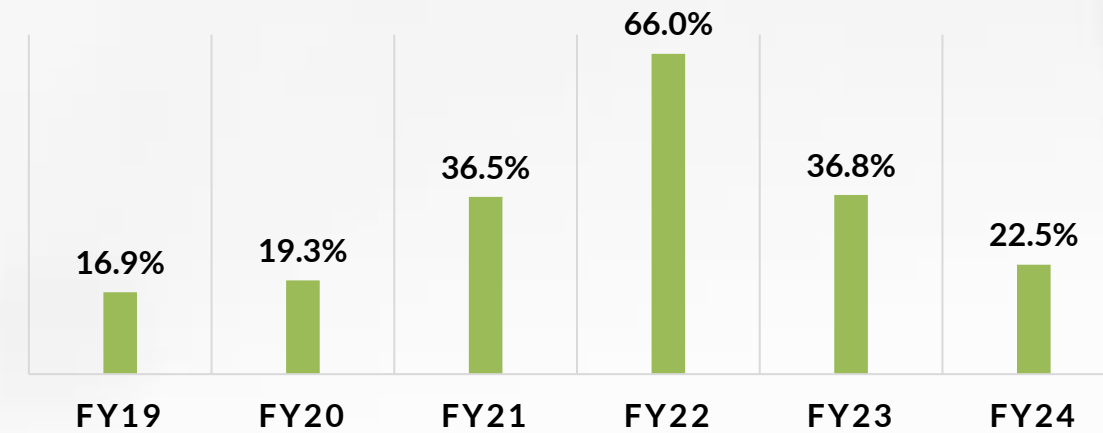
Shareholder Payout*
~36% of profits earned



ROE

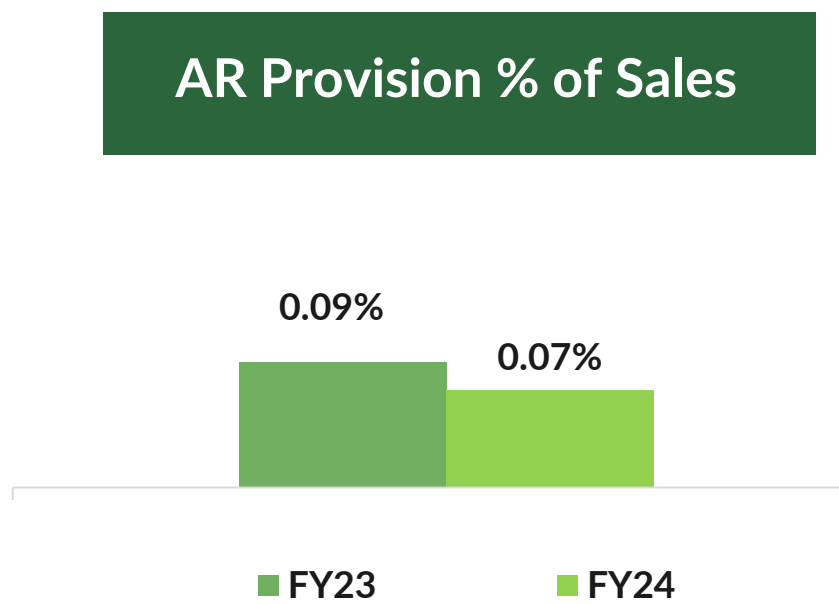
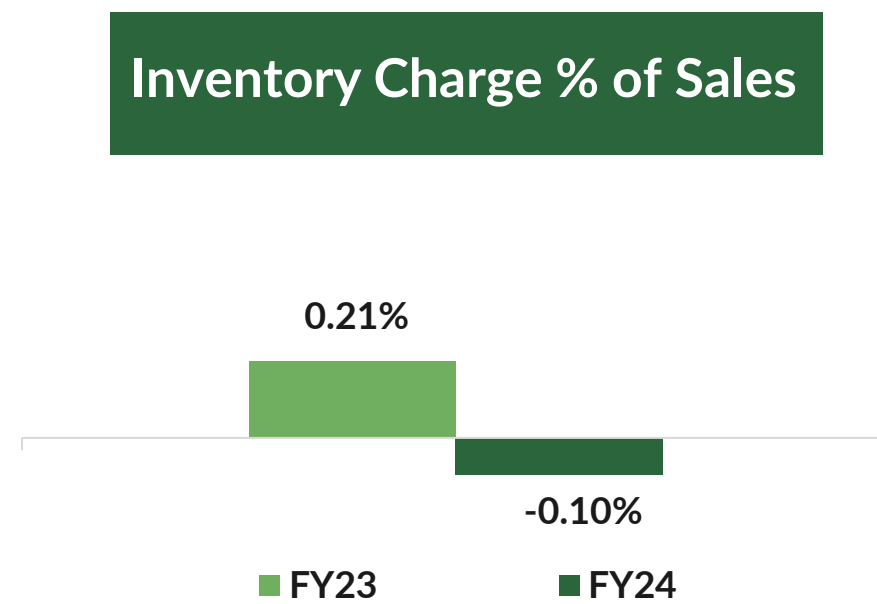
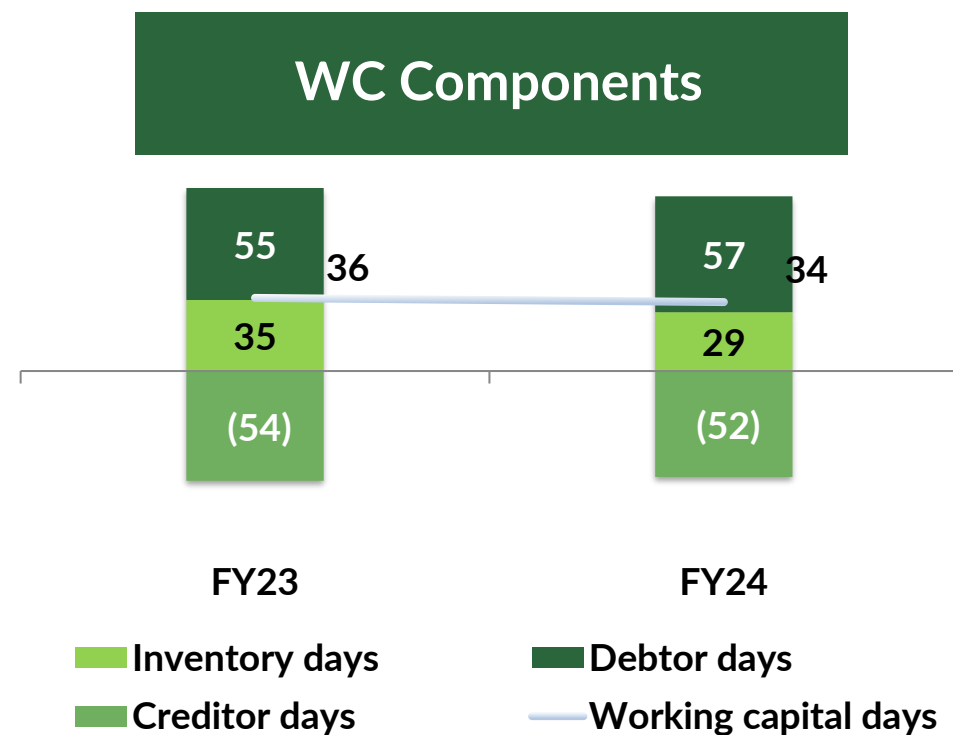
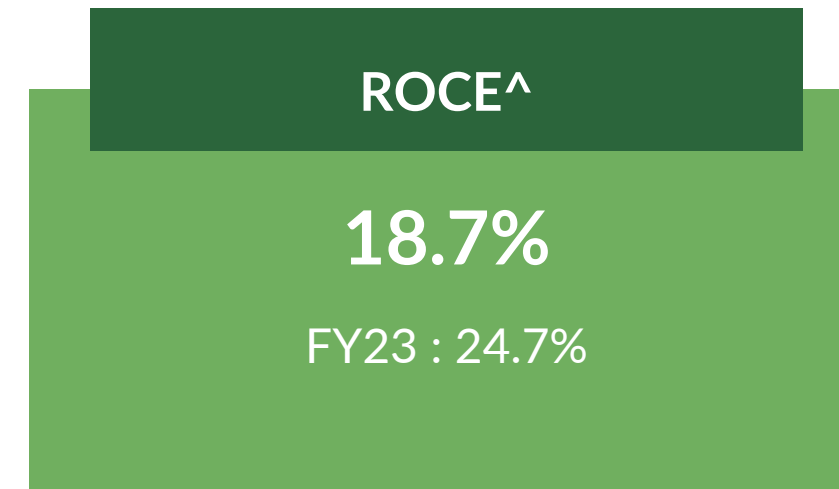
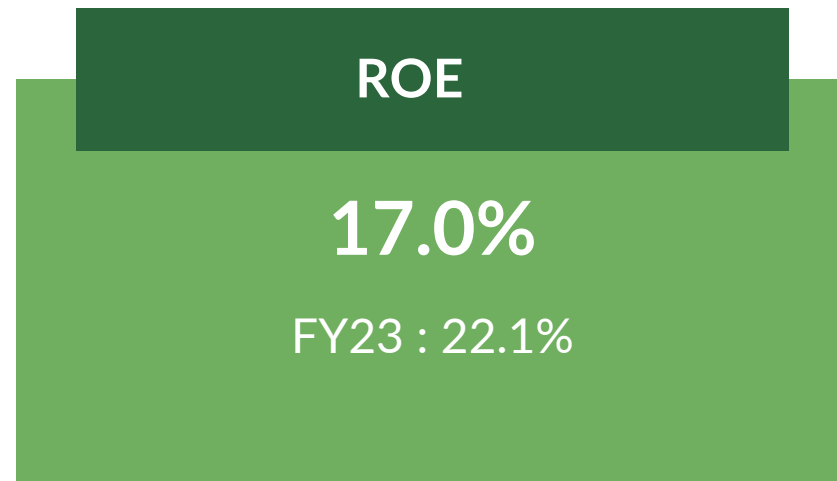
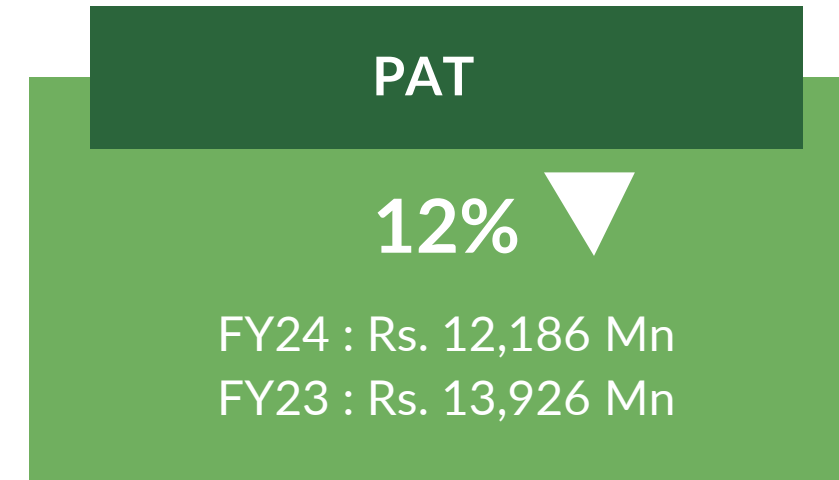
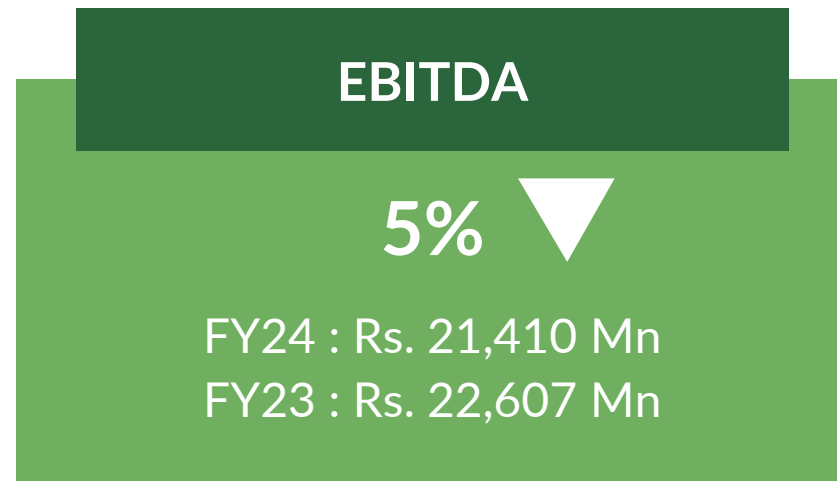
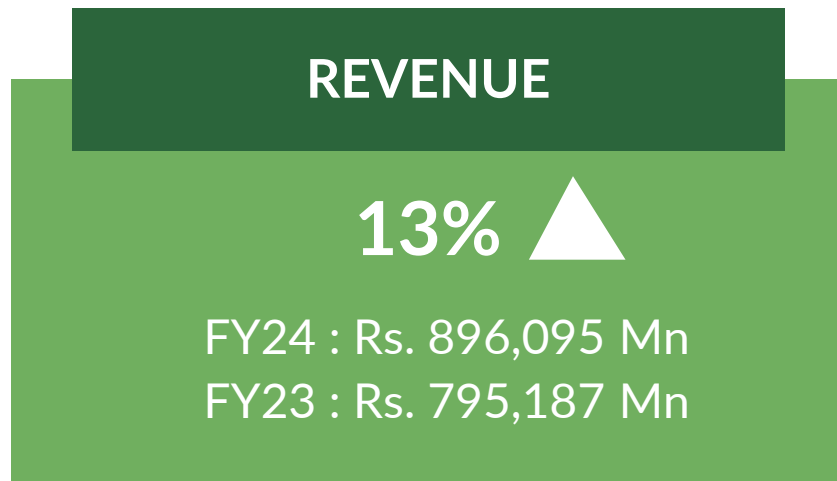


ROCE



*Including Buyback

FY24 Performance Snapshot



[^]ROCE is calculated on average capital employed

Redington: FY24 Awards

MEA

- Best Distributor - Broadline Award (Channel Summit MENA)
- Broadline Distributor of the year (Epson Middle East Channel)
- Middle East and CIS Top Distributor of 2023 - Redington Saudi Arabia by VEEAM
- HP Computing Distributor of the Year for UAE
- HP Computing Distributor of the Year for HP PSG business in GCC
- Distributor of the Year award by Epson
- Platinum Distributor of the Year Award by MSI
- Lenovo Consumer & Commercial Distributor for Gulf Award FY 2023
- Veritas Sustainable Growth Distributor for Africa FY 2023
- HP Print & Supplies Distributor of the Year Award KSA
- HP Computing Distributor of the Year Award KSA
- Lenovo Consumer Distributor Award for Egypt
- Great Place to Work Certified- UAE, KSA, Qatar & Kuwait)
- Consumer Distributor of the Year Award for KSA By Lenovo
- Commercial Distributor of the Year Award for KSA by Lenovo

34 Awards

- Top 10 Happy Companies To Work in Dubai- GEC
- VMWare Hyperscaler Pioneer of the Year Award (Gitex 2023)
- Value-Added Distributor of the Year (Edge Technology Leadership Awards) by ITP Media Group
- Top Distributor for Digital Transformation 2023 by GEC
- Best Cloud Distributor of the Year 2023 (Future Enterprise Awards 2023) by CPI Media Group
- PNY Star Performer Components for Middle East
- Huawei Gold Distribution Partner KSA
- Huawei Top Performer Award KSA
- Volume Distributor of the Year
- Zoom Up Rising Distributor Partner of the Year
- Technology Integration Recognition
- Best B2B E-Commerce Platform
- Success SMB Channel Award
- VMware's Distributor of the Year for East Africa in FY2
- Distributor Partner of the Year EMEA
- Distributor of the Year in ME
- Red Hat Distributor CY 23 Award
- Huawei Distributor Award for CY 23
- Sales Champion 2023 KSA by Huawei

51 Awards

- LinkedIn India's Top 25 Companies
- AMD Achievers Club- Best T1 distributors
- HPE Aruba Distributor of the Year
- Distributor of the Year' Cisco
- Best Distributor by HP
- VEEAM- Best Trailblazer Distributor
- India's Greatest CHRO Award
- HP Award in 'Execution of Drop Shipment
- Marketing Excellence Award by Aruba
- Power Performer in Schneider's Ace Power Performance
- Most Admired Company of the year (IT Industry) by ET Ascent
- Best VAD Award
- Mid-market Champion distribution Award for Veritas
- Excellence Award by Dell Technologies
- Nutanix APJ Distributor of the year
- Schneider Progressive Distributor
- Best Organization for Women by ET Edge
- Distributor of the year by Veeam
- Coverage Distributor of the year By HPE
- HPC & AI Distributor of the year by HP
- Most Valuable Partner by ESRI
- Most Trusted Company 2023 -VAR India
- Most Trusted and Innovative Tech Aggregator by VAR India

INDIA & SSA

- Top Lenovo 360 Distributor
- Company of the Year by Outlook
- CXO Cloud Innovation Award f
- HPE Distributor of the Year by HPE
- APJ Partner of the Year by Dell
- Distributor of the Year- Sophos
- Best Distributor' for Excellence in Operations by AMD
- AMD Achivers Club Award by AMD
- India Partner of the Year - SMB by Microsoft
- Top Distributor Award by IBM
- Best Distributor Partner by Fortinet
- Rural Development and Infrastructure Award by Dalmia Bharat CSRBOX
- Best Distributor by Freshworks
- SMB GWS Rising Star (2023) by Google WS
- Value Added Distributor of the Year - FY23
- AMD Achievers
- Marksmen- Most Preferred Workplace 2023
- APJ Distribution Partner of the Year 2023
- Global Marketing Excellence Award by World Marketing Congress
- No.1 IT Distributor in India -VARINDIA
- Global Distributor Award- Cisco
- Best Distributor Partner - Fortinet
- Top Distributor Software by IBM
- Best Distribution Partner by Fortinet
- Best Pre-Sales Distributor SE - West India by Palo Alto
- Best Pre-Sales Distributor SE - North/East India by Palo Alto

Great Place To Work[®]
Certified
MEA



Redington Gets Recognised In
The AMD Achievers Club
Best T1 Distributors



Thank You

