



Registered & Corporate Office
Redington Limited
(Formerly Redington (India) Limited)
Block3, Plathin, Redington Tower, Inner Ring
Road, Saraswathy Nagar West, 4th Street,
Puzhuthivakkam, Chennai -600091
Email: investors@redington.co.in
CIN: L52599TN1961PLC028758
www.redingtongroup.com
Ph: 044 28460390

May 16, 2023

The National Stock Exchange of India Limited,
Exchange Plaza,
Bandra-Kurla Complex,
Bandra (E), Mumbai – 400051.

BSE Limited

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

Symbol: REDINGTON

Scrip: 532805

Sir/Madam,

Sub: Presentation to Investor/Analyst Meet

This is further to our announcement dated May 8, 2023, on Analyst/Investors Conference call to be held on May 17, 2023, we enclose herewith a copy of the Investor Presentations.

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

M Muthukumarasamy
Company Secretary

Encl a/a



Q4FY23 Earnings Presentation

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.

“Highest ever Full Year Revenue, EBITDA & PAT”

- **Q4FY23** – On a Global basis, Revenue# grew by **26%** while EBITDA grew by **15%** and PAT degrew by **11%**
 - **SISA** – Revenue# grew by **19%**, EBITDA grew by **16%** and PAT degrew by **1%**
 - **ROW** – Revenue# grew by **33%**, EBITDA grew by **14%** and PAT degrew by **17%**
- **FY23** – On a Global basis, Revenue# grew by **27%** while EBITDA grew by **20%** and PAT grew by **9%**
 - **SISA** – Revenue# grew by **26%**, EBITDA grew by **24%** and PAT grew by **13%**
 - **ROW** – Revenue# grew by **27%**, EBITDA grew by **18%** and PAT grew by **6%**
- **Key Metrics - Global**
 - **WC days** for Q4FY23 is 32 days and FY23 is 36 days
 - For the quarter, ROCE was **27%** and ROE was **19%**
 - Gross Debt to Equity was at **0.4x** and Net Debt to Equity was at **0.2x**

Note: #Q4 Revenue growth as per Gross a/c – SISA: 19% ; ROW: 34% ; Global: 27%

Note: #FY Revenue growth as per Gross a/c – SISA: 26% ; ROW: 27% ; Global: 27%

SISA : Singapore, India & South Asia

ROW : Rest of the World

SISA BUSINESS

ROCE was strong at **36%** and ROE at **23%** for FY23

FY23 Revenue grew by **26%**, EBITDA grew by **24%** and PAT grew by **13%**

India Distribution

- Strong double digit Revenue growth trend continues
- Q4FY23: Revenue grew by **22%**, EBITDA grew by **25%** and PAT grew by **2%**
- WC days stood at 33 days in Q4FY23

ProConnect India grew FY23 revenues by **7%** and Q4FY23 revenues by **6%**

ROW BUSINESS

ROCE was strong at **38%** and ROE at **22%** for FY23

FY23 Revenue grew by **27%**, EBITDA grew by **18%** and PAT grew by **6%**

During the quarter,

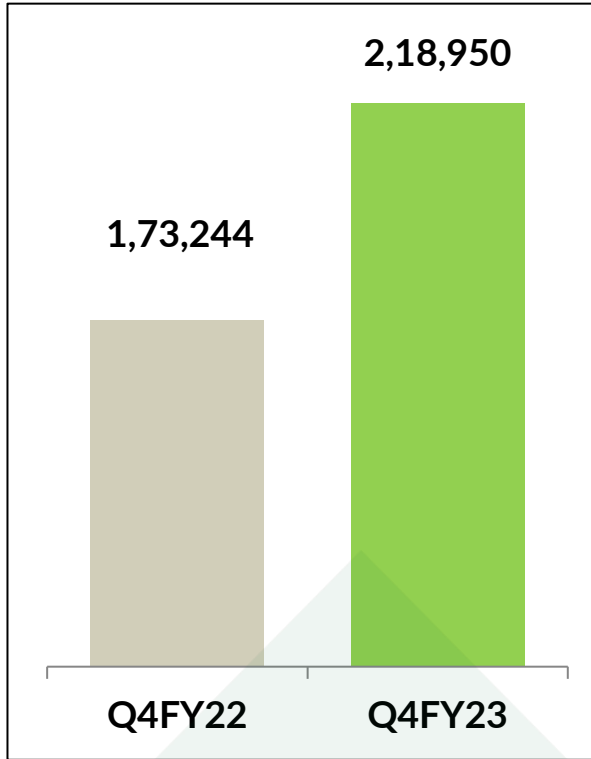
- Revenue grew by **33%**, EBITDA grew by **14%** and PAT degrew by 17%
 - WC days stood at 33 days
 - ROCE was at **32%** and ROE at **18%**
 - Arena Revenues grew by **50%** YoY
- 

Q4FY23 Performance



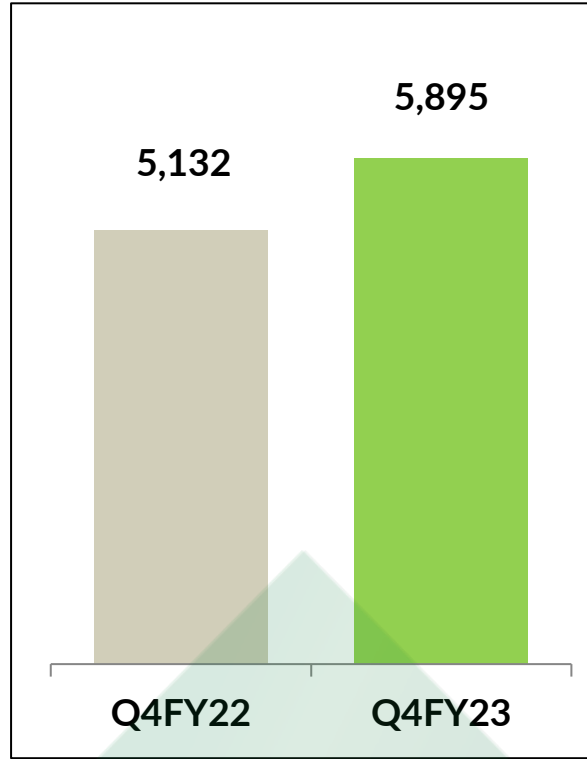
REVENUE#

26% ▲



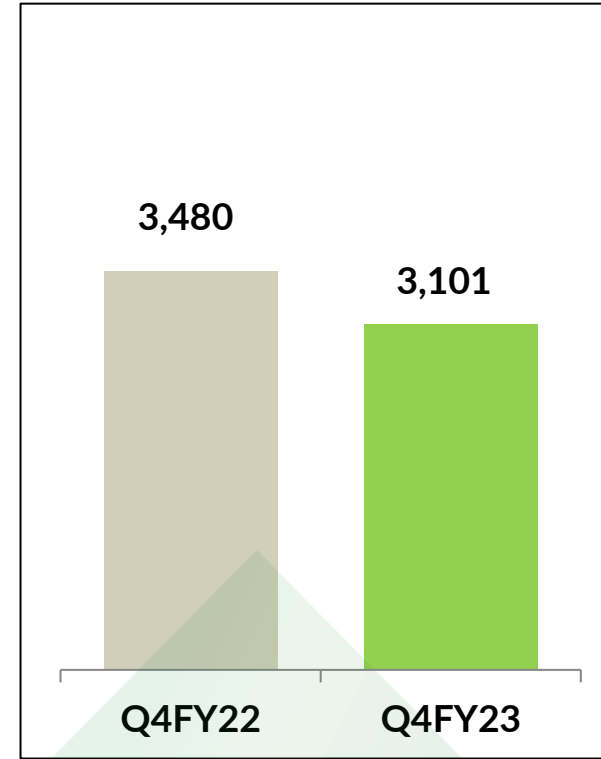
EBITDA

15% ▲



PAT

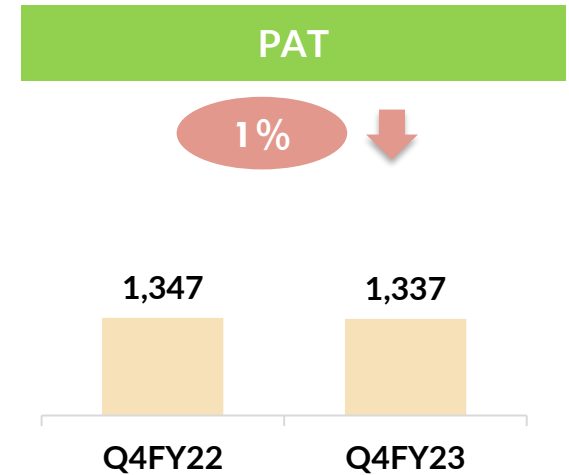
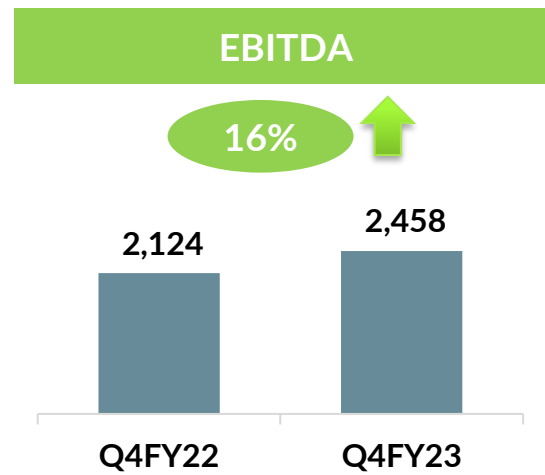
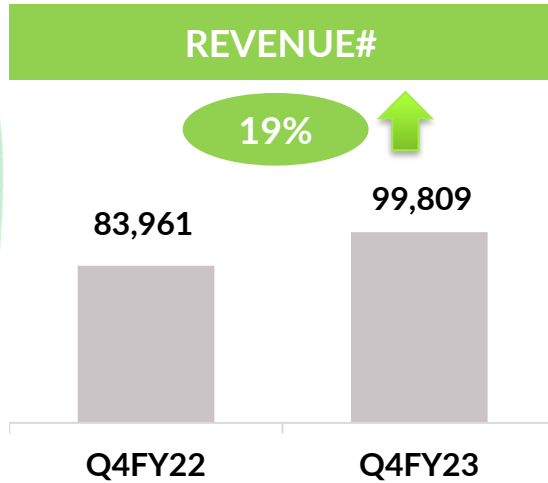
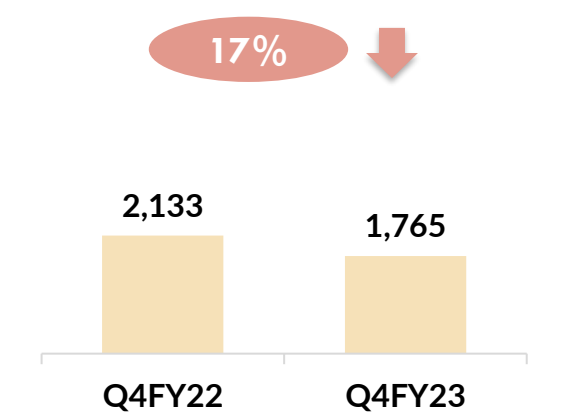
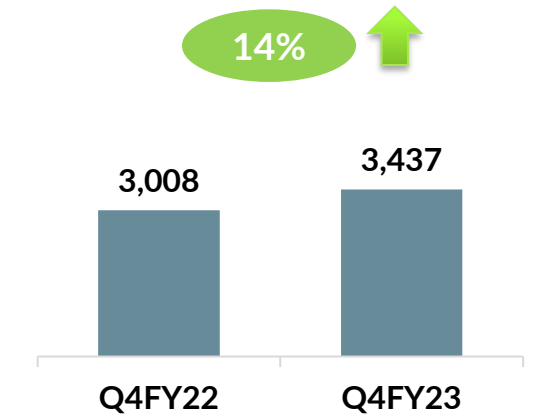
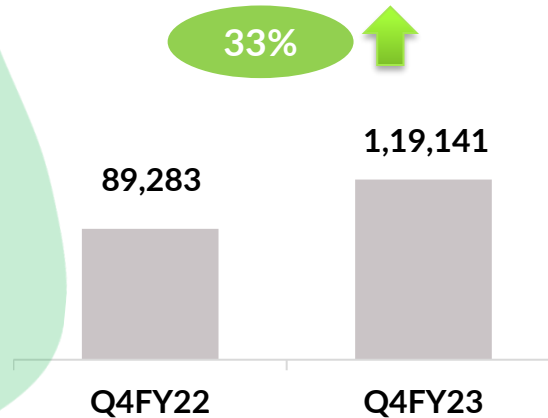
11% ▼



Revenue growth as per Gross a/c : 27%

₹ in mn

Q4FY23 Performance by Market

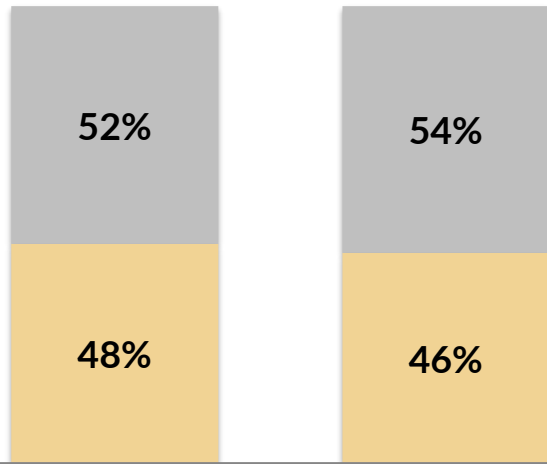
SISA

ROW


Revenue growth as per Gross a/c – SISA: 19% ; ROW: 34%

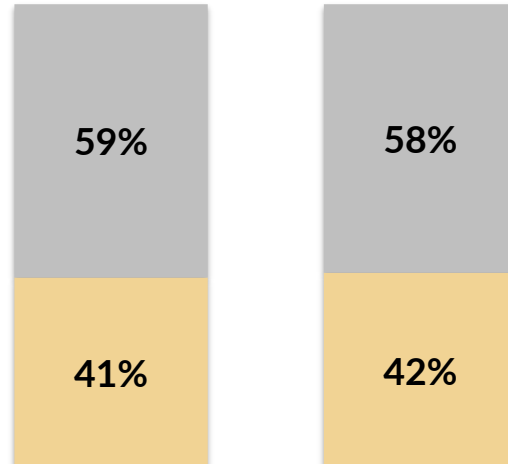
₹ in mn

Q4FY23 Contribution by Market

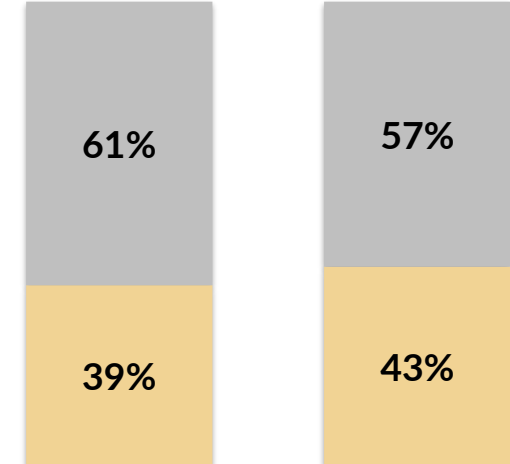
REVENUE



EBITDA



PAT



Q4FY22

■ SISA

Q4FY23

■ ROW

Q4FY22

■ SISA

Q4FY23

■ ROW

Q4FY22

■ SISA

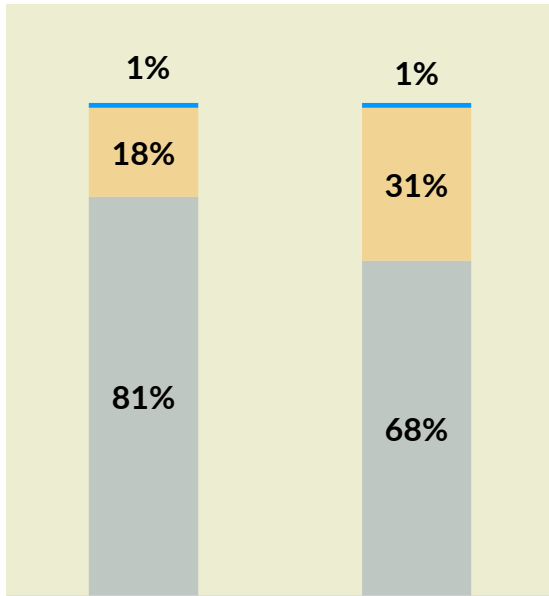
Q4FY23

■ ROW



Q4FY23 Revenue Performance by Verticals

SISA

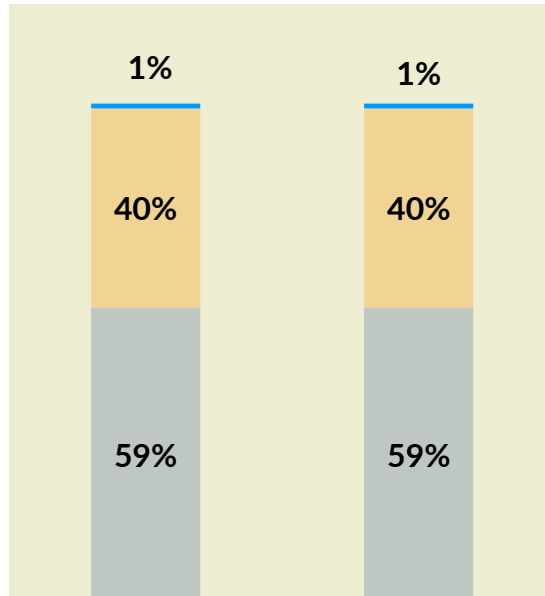


Q4FY22

Q4FY23

IT Mobility Services

ROW

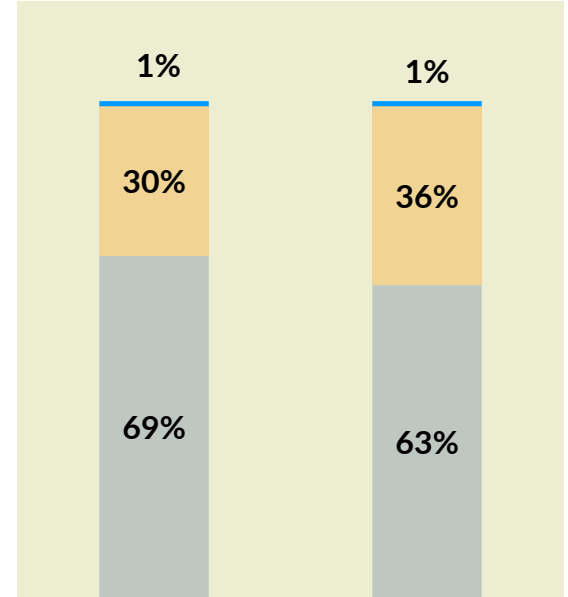


Q4FY22

Q4FY23

IT Mobility Services

GLOBAL



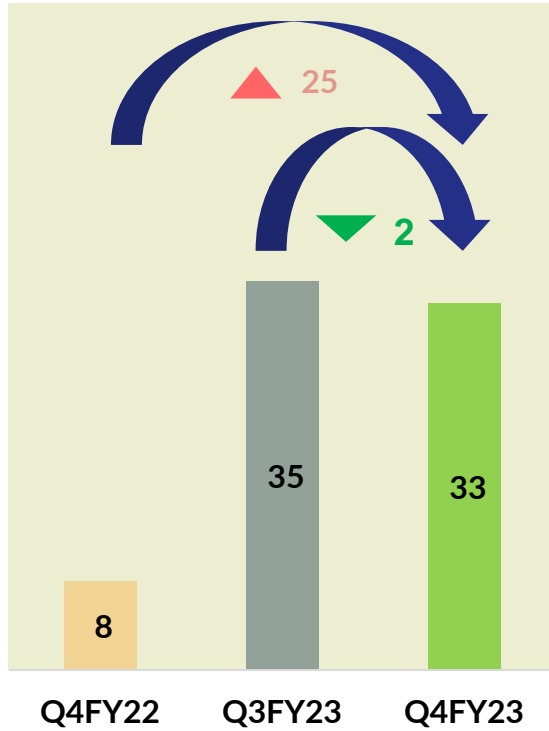
Q4FY22

Q4FY23

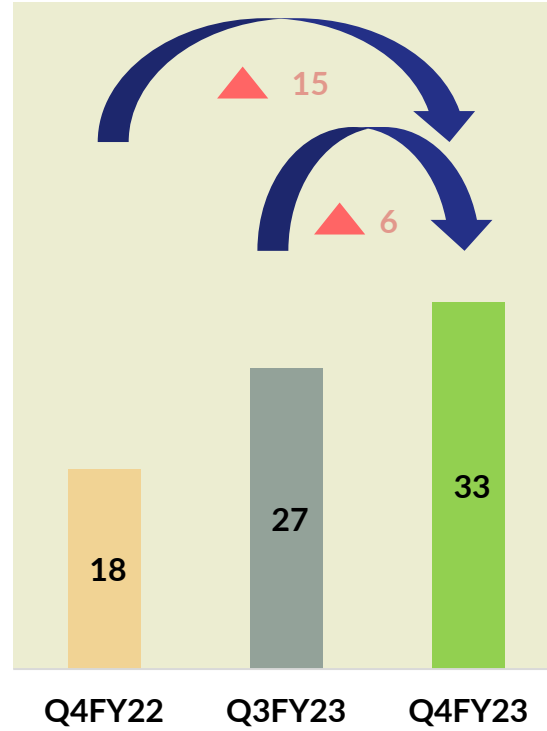
IT Mobility Services

Q4FY23 Working Capital Days

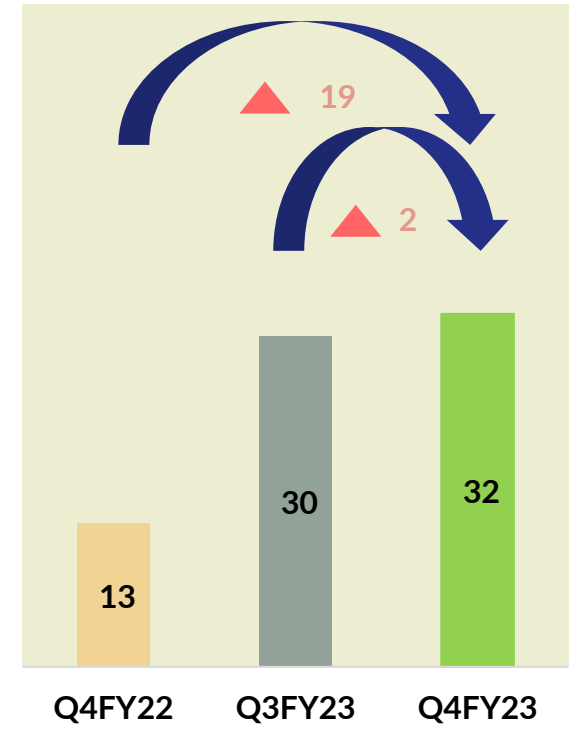
SISA



ROW



GLOBAL



Particulars (₹ in mn)	Q4FY22	Q3FY23	Q4FY23
Profit Before Taxation	4,435	4,942	4,547
Non-cash items	468	287	606
Finance Cost	162	727	705
Changes in Working Capital	(3,540)	(15,763)	(5,372)
Direct Tax Paid	(761)	(637)	(1,056)
Net Cash Flow from Operations	764	(10,444)	(571)
Capex	(110)	(233)	(862)
Dividend	1	(1)	(1)
Outflow of Finance Cost	(222)	(679)	(694)
Free Cash Flow	434	(11,357)	(2,127)

Global (₹ in mn)	Q4FY22	Q4FY23
Revenue	1,73,244	2,18,950
IT	69%	63%
Mobility	30%	36%
Services	1%	1%
EBITDA	5,132	5,895
PAT	3,480	3,101

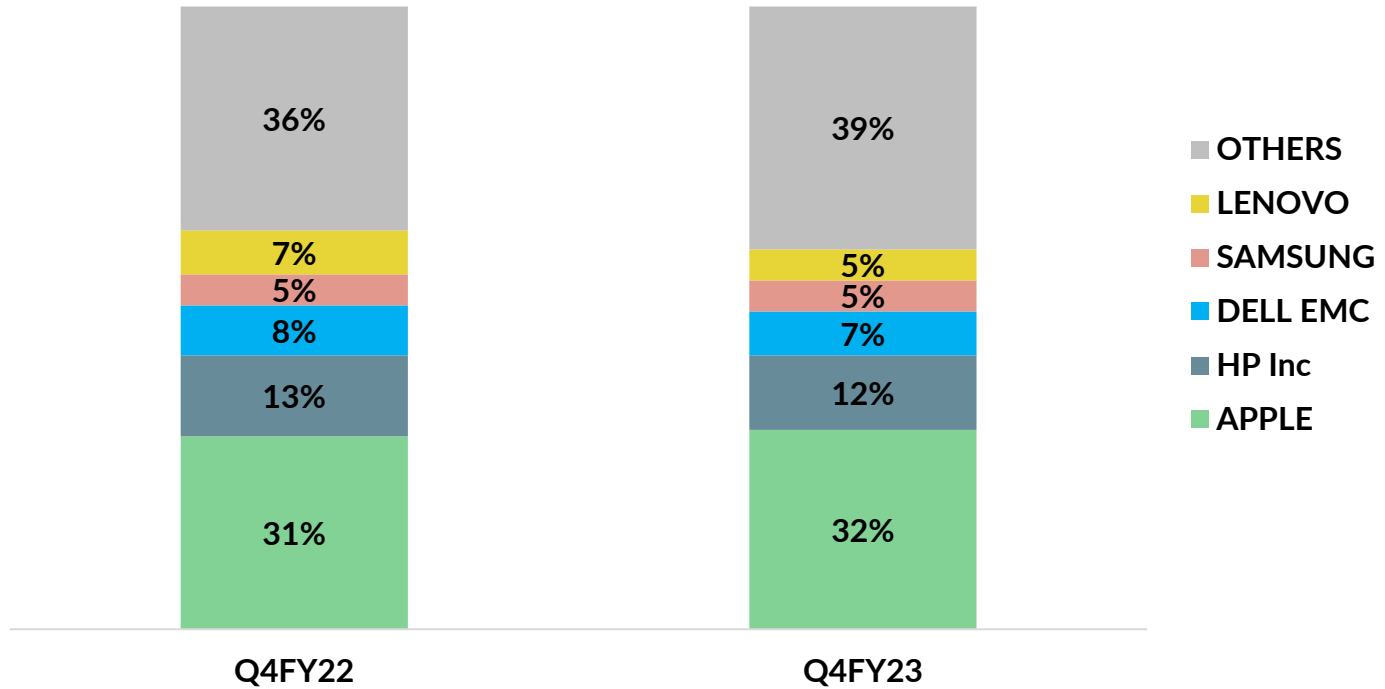
SISA (₹ in mn)	Q4FY22	Q4FY23
Revenue	83,961	99,809
IT	81%	68%
Mobility	18%	31%
Services	1%	1%
EBITDA	2,124	2,458
PAT	1,347	1,337

Working Capital Days	Q4FY22	Q4FY23
Global	13	32
SISA	8	33
ROW	18	33

ROW (₹ in mn)	Q4FY22	Q4FY23
Revenue	89,283	1,19,141
IT	59%	59%
Mobility	40%	40%
Services	1%	1%
EBITDA	3,008	3,437
PAT	2,133	1,765

Q4FY23 Top 5 Vendors

REVENUE



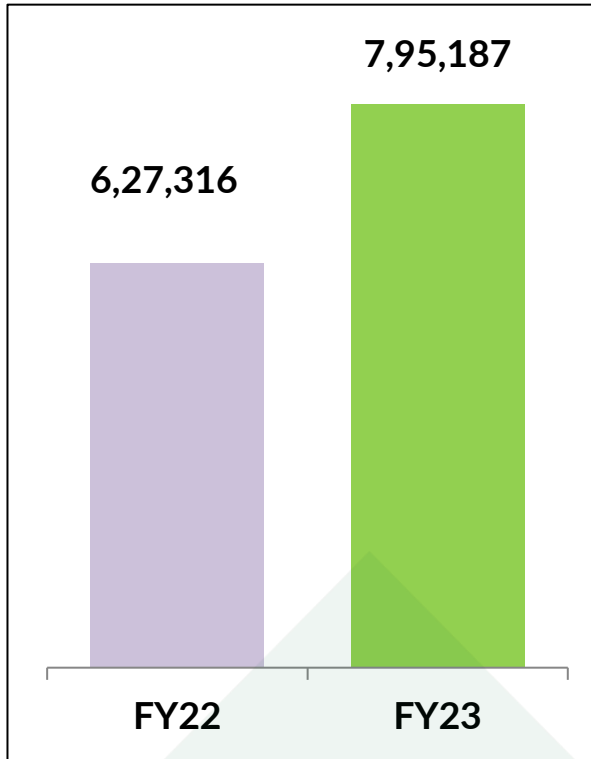
FY23 Performance



FY23 Redington Global Performance

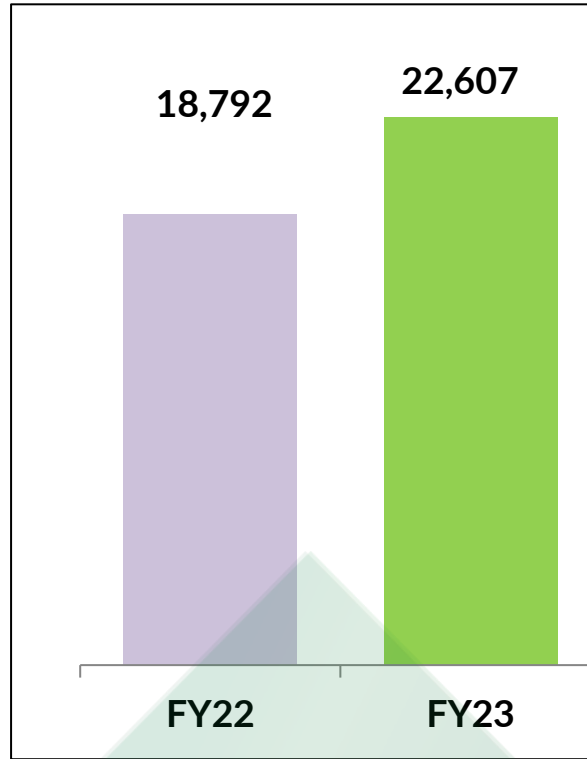
REVENUE#

27% ▲



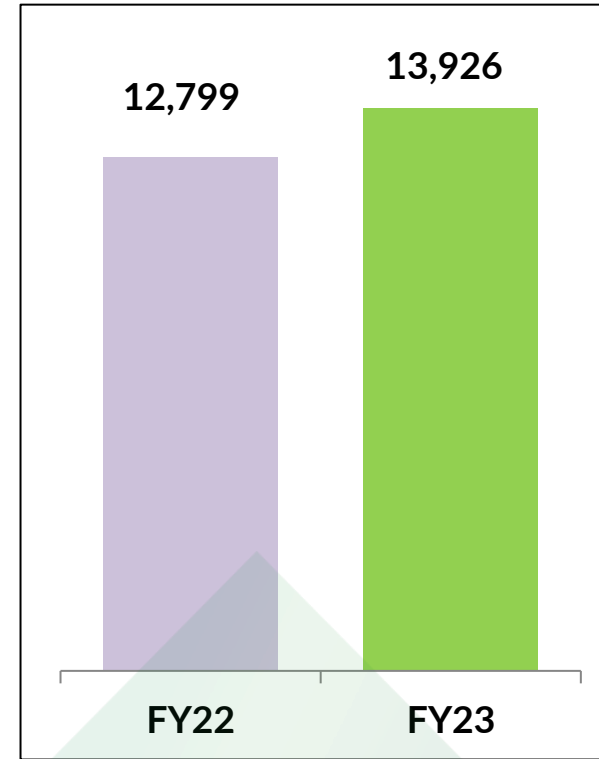
EBITDA

20% ▲



PAT

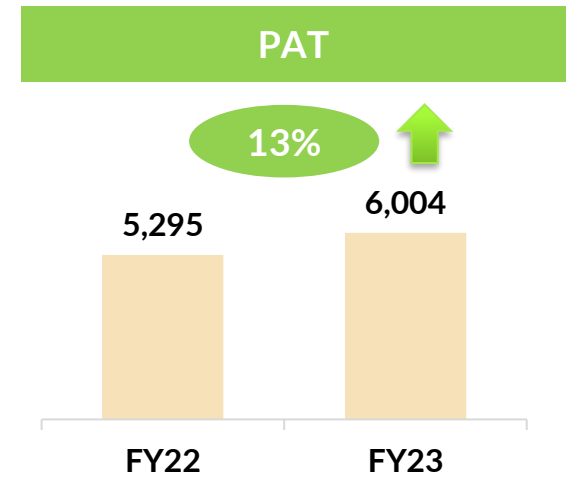
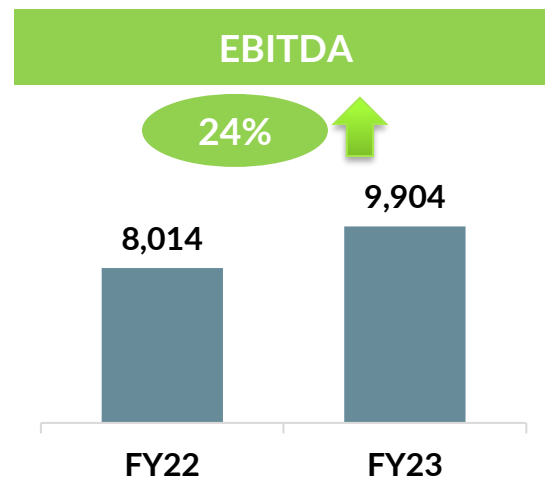
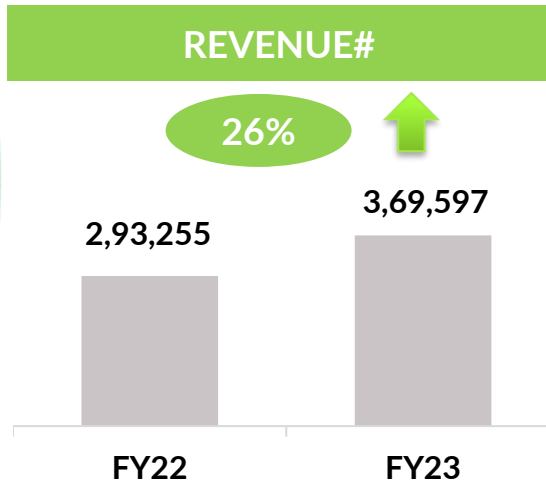
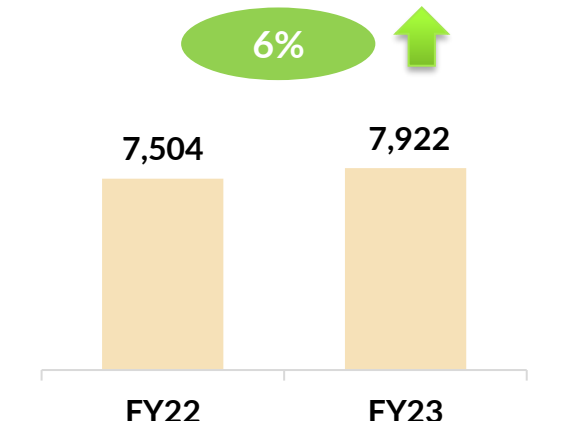
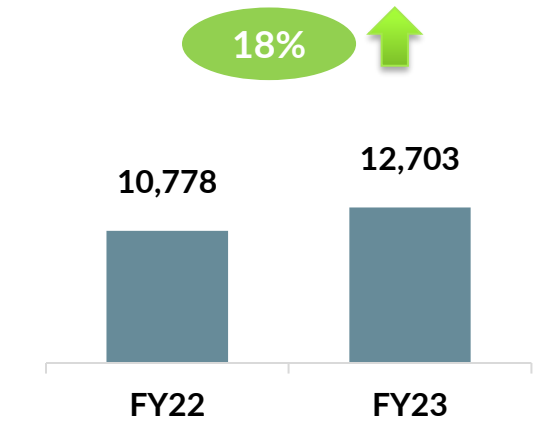
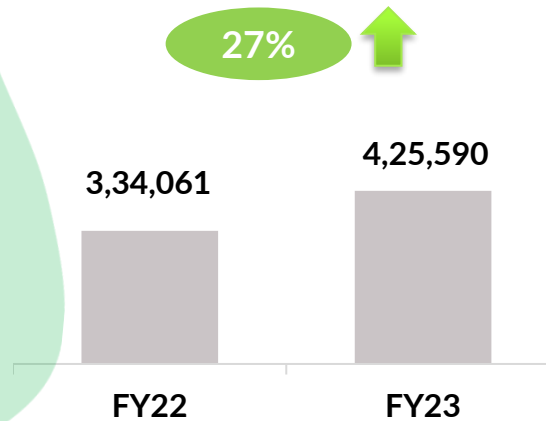
9% ▲



Revenue growth as per Gross a/c : 27%

₹ in mn

FY23 Performance by Market

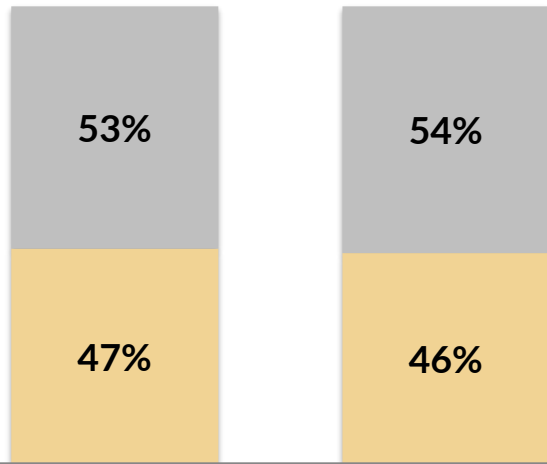
SISA

ROW


Revenue growth as per Gross a/c - SISA: 26% ; ROW: 27%

₹ in mn

FY23 Contribution by Market

REVENUE



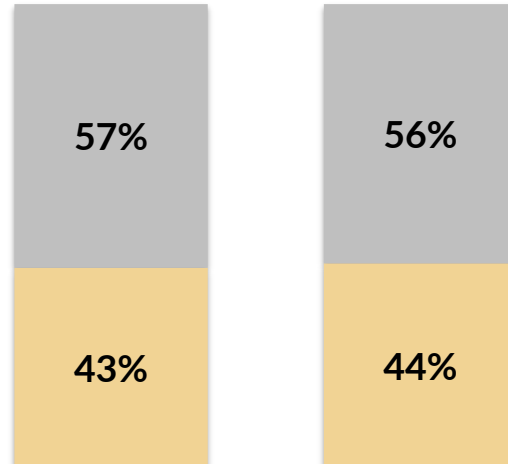
FY22

FY23

■ SISA

■ ROW

EBITDA



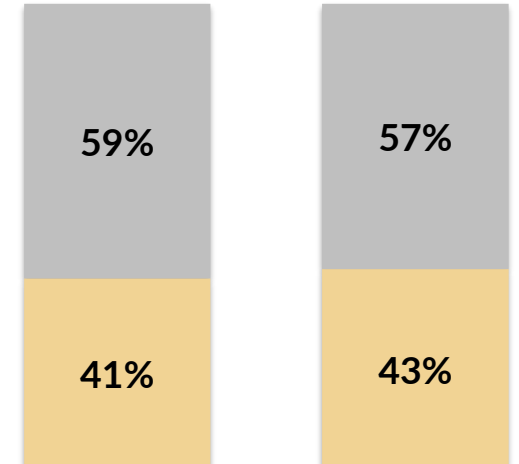
FY22

FY23

■ SISA

■ ROW

PAT



FY22

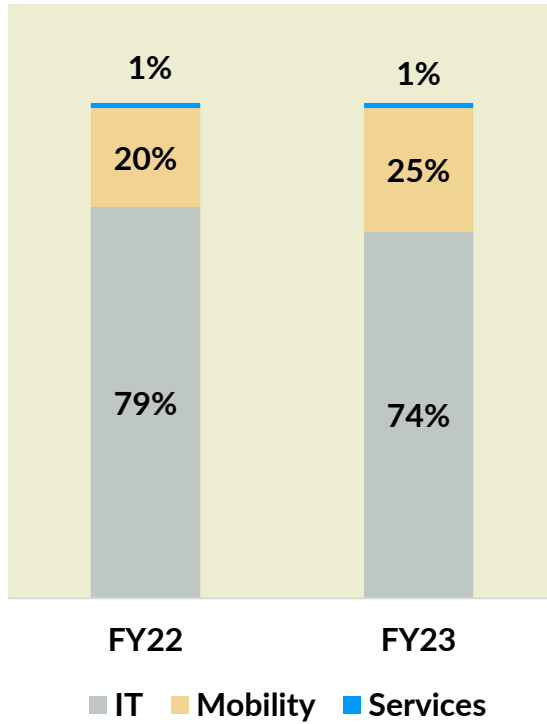
FY23

■ SISA

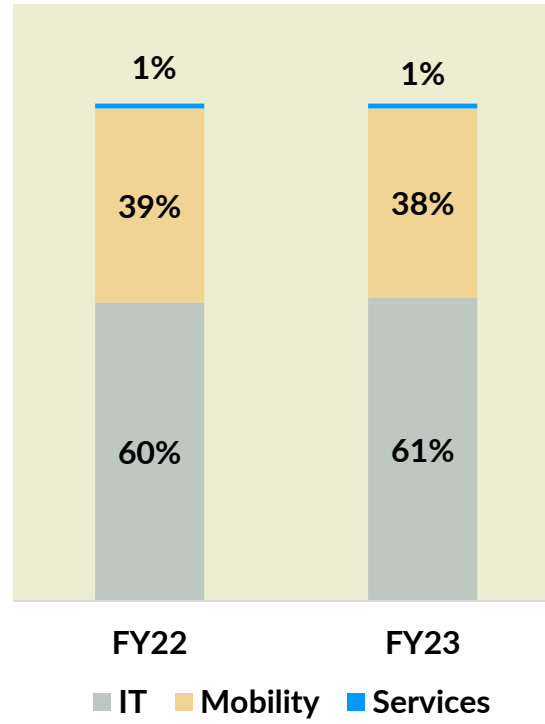
■ ROW

FY23 Revenue Performance by Verticals

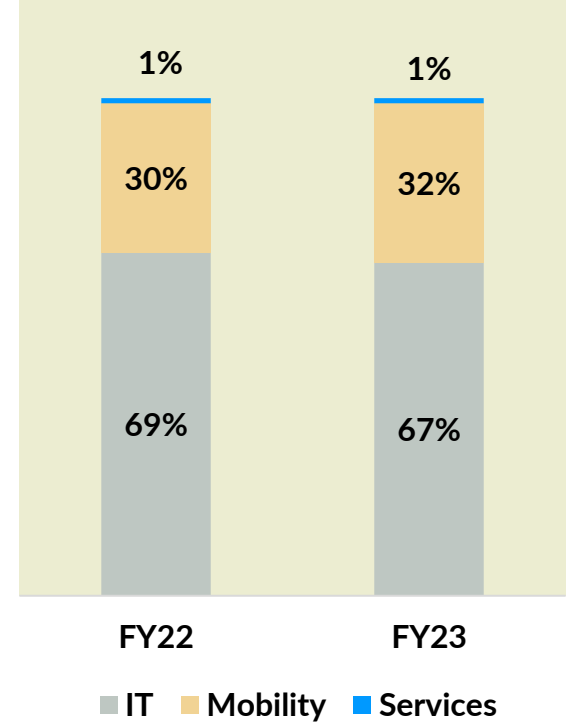
SISA



ROW

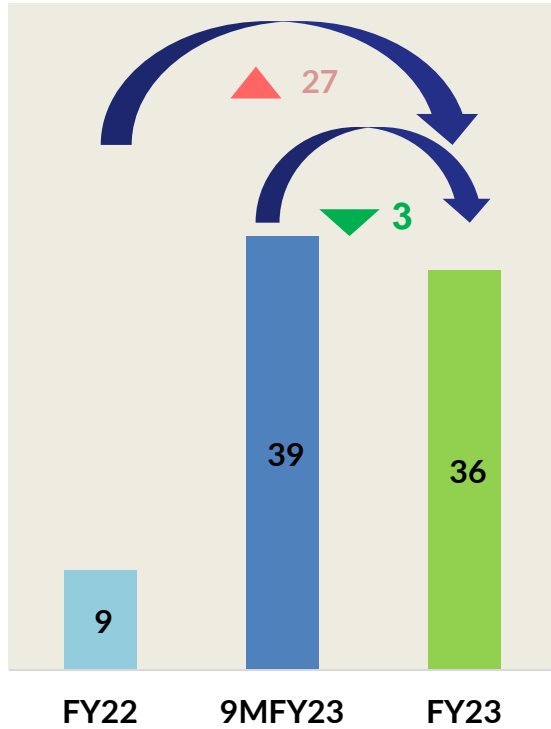


GLOBAL

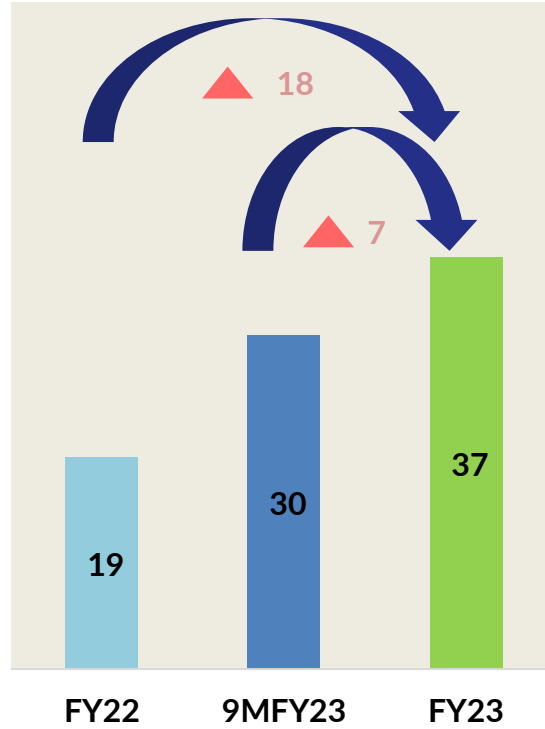


FY23 Working Capital Days

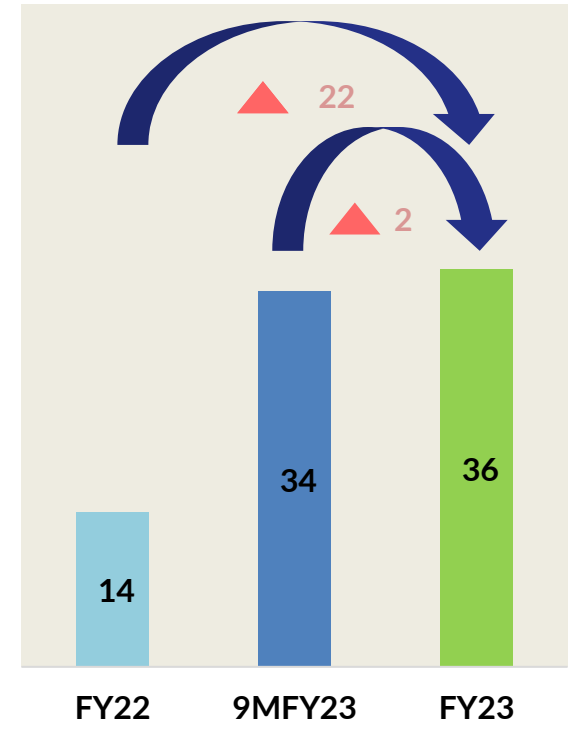
SISA



ROW



GLOBAL



Particulars (₹ in mn)	FY22	9MFY23	FY23
Profit Before Taxation	16,224	13,788	18,335
Non-cash items	1,944	1,316	1,921
Finance Cost	712	1,441	2,146
Changes in Working Capital	(6,236)	(46,153)	(51,525)
Direct Tax Paid	(2,764)	(2,293)	(3,349)
Net Cash Flow from Operations	9,880	(31,902)	(32,473)
Capex	(1,258)	(759)	(1,621)
Dividend	(4,604)	(5,221)	(5,221)
Outflow of Finance Cost	(623)	(1,383)	(2,077)
Free Cash Flow	3,395	(39,264)	(41,391)

Particulars (₹ in mn)	31-Mar-22	31-Mar-23
Source:		
Networth	57,847	69,274
Net Debt	(30,265)	11,767
Minority Interest	3,228	3,658
Total	30,809	84,699
Application:		
Fixed Assets	5,175	6,003
Goodwill	617	850
Right to use Assets	2,063	2,043
Net Assets	22,954	75,804
Total	30,809	84,699

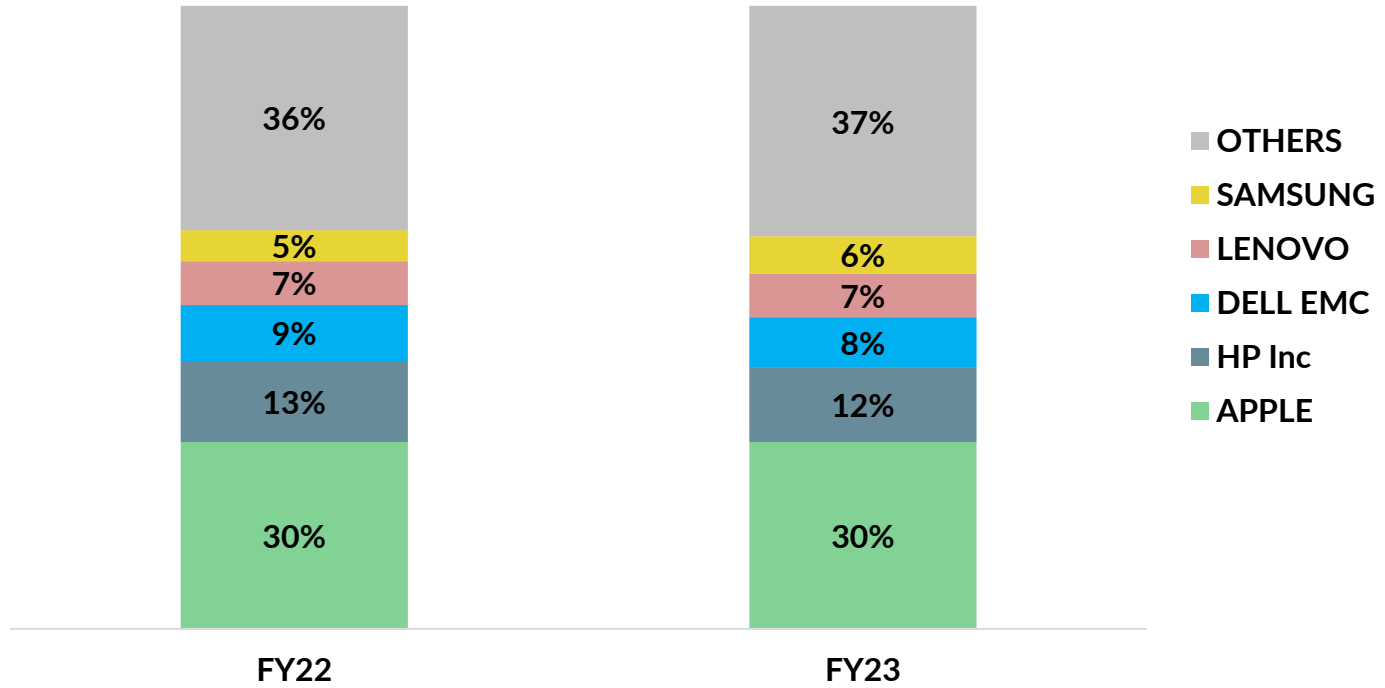
Global (₹ in mn)	FY22	FY23
Revenue	6,27,316	7,95,187
IT	69%	67%
Mobility	30%	32%
Services	1%	1%
Consolidated EBITDA	18,792	22,607
Consolidated PAT	12,799	13,926

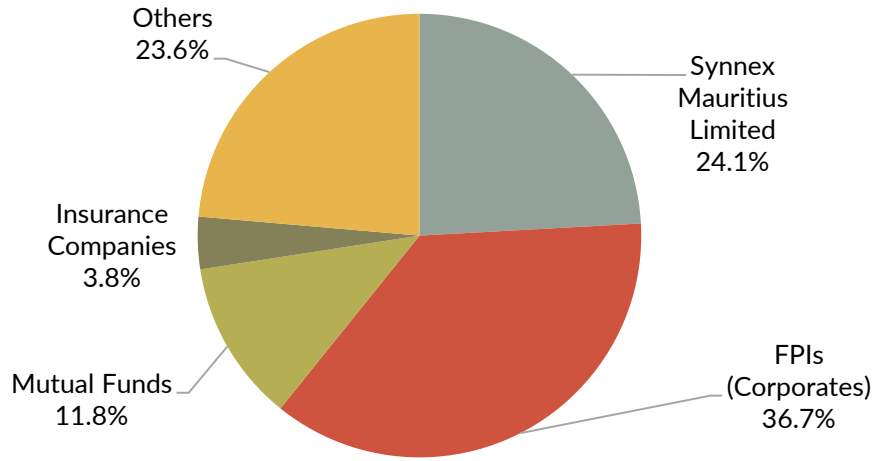
SISA (₹ in mn)	FY22	FY23
Revenue	2,93,255	3,69,597
IT	79%	74%
Mobility	20%	25%
Services	1%	1%
EBITDA	8,014	9,904
PAT	5,295	6,004

Working Capital Days	FY22	FY23
Global	14	36
SISA	9	36
ROW	19	37

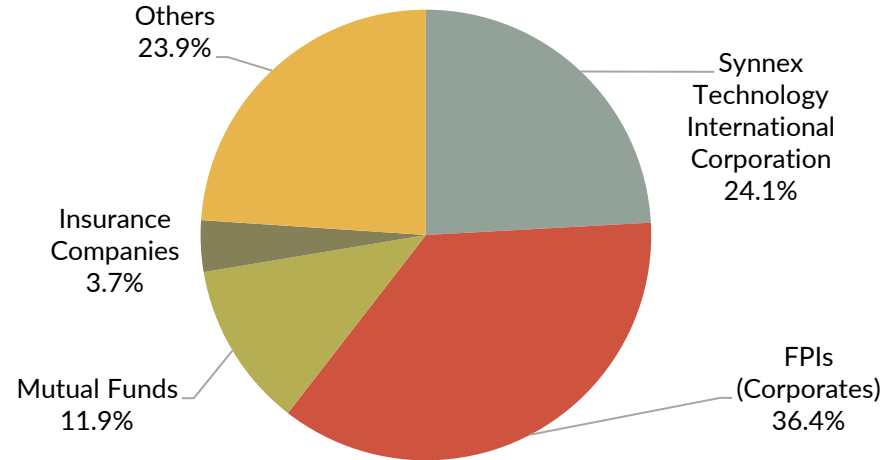
ROW (₹ in mn)	FY22	FY23
Revenue	3,34,061	4,25,590
IT	60%	61%
Mobility	39%	38%
Services	1%	1%
EBITDA	10,778	12,703
PAT	7,504	7,922

 REVENUE





Dec-2022



Mar-2023



Investor Contacts

M. Muthukumarasamy
Compliance Officer

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Block 3, Plathin, Redington Tower,
Inner Ring Road, Saraswathy Nagar West, 4th Street,
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<https://www.redingtongroup.com>

CIN - L52599TN1961PLC028758



CORPORATE PRESENTATION

Q4FY23



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About Redington



Products , Service & Solutions Company

- An Emerging Markets Multinational with presence across 38 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 300+ brands associations and servicing 43,000+ channel partners
- 4,700+ Redingtonians creating a culture of inclusion, creativity, and innovation



Professionally managed, Board-governed

- A listed entity with no promoter, Chairman is Independent Director
- AA+ long term rating by ICRA/CRISIL
- Experienced executive Leadership team
- 'BBB' ESG Rating from MSCI (as on Feb'22)



Outstanding Financial Performance

- \$9.9bn+ company with a strong double digit-CAGR for 17 years
- ROE at 22% and ROCE at 37% in FY23



PCs, desktops, laptops, iPads and MacBooks

Printers, consumables and accessories

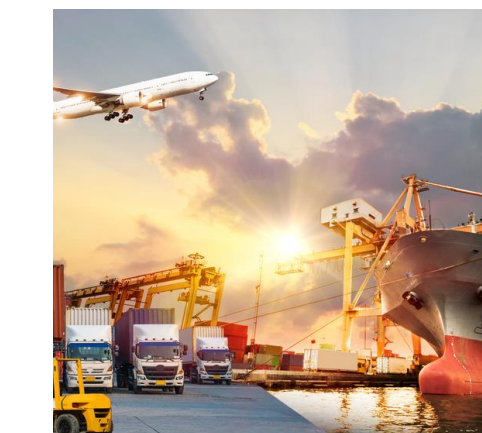
Smartphones

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 30 countries and serving 38 markets

No.1 or No.2 position across all markets

"High potential" markets

Presence across product categories

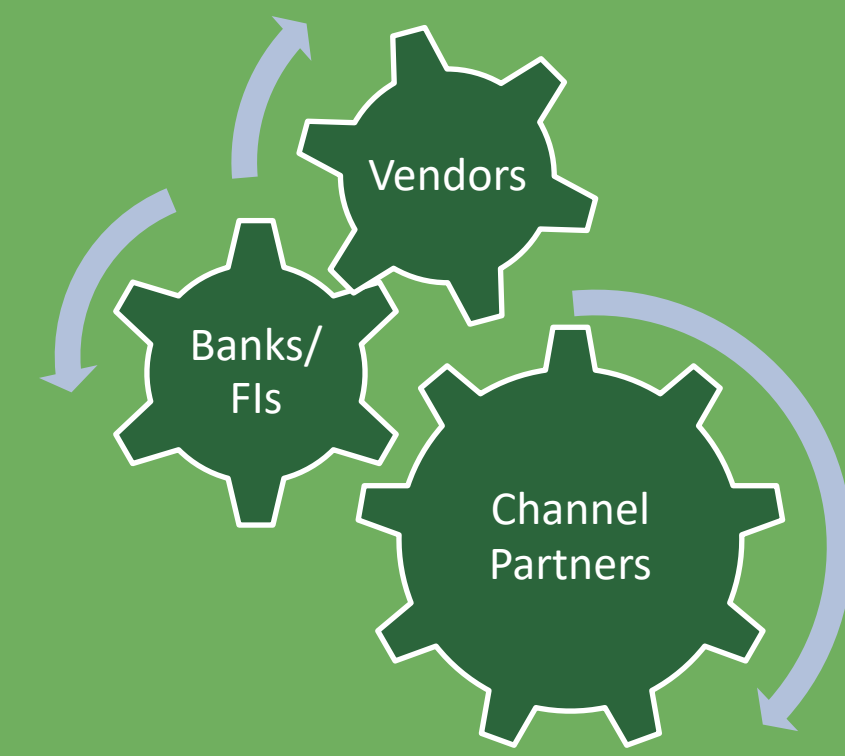
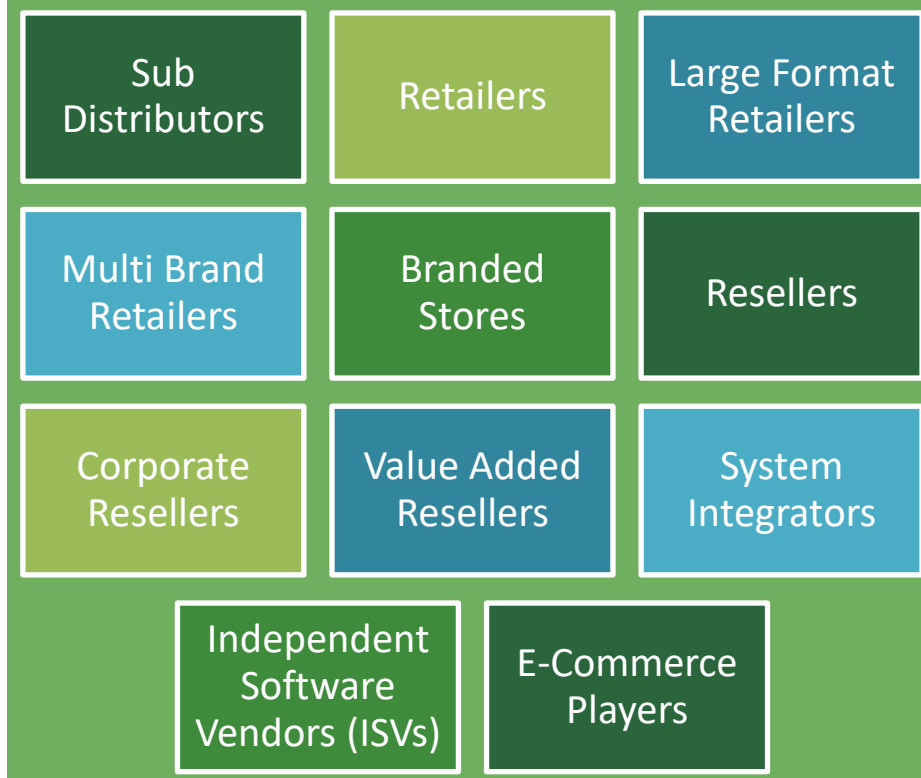
Portfolio of Marquee brands



Our Brands & Channel Partners



CHANNEL PARTNERS



Enviably Partnerships with over 300+ brands

Our Board of Directors



Independent Directors



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



V. S. Hariharan
Ex. Vice President,
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



HDFC Mutual Fund



Fidelity Management & Research (FMR)



ICICI Pru Life Insurance



Franklin Templeton Investments



Massachusetts Institute Of Technology
Investment Management Company



The Vanguard Group

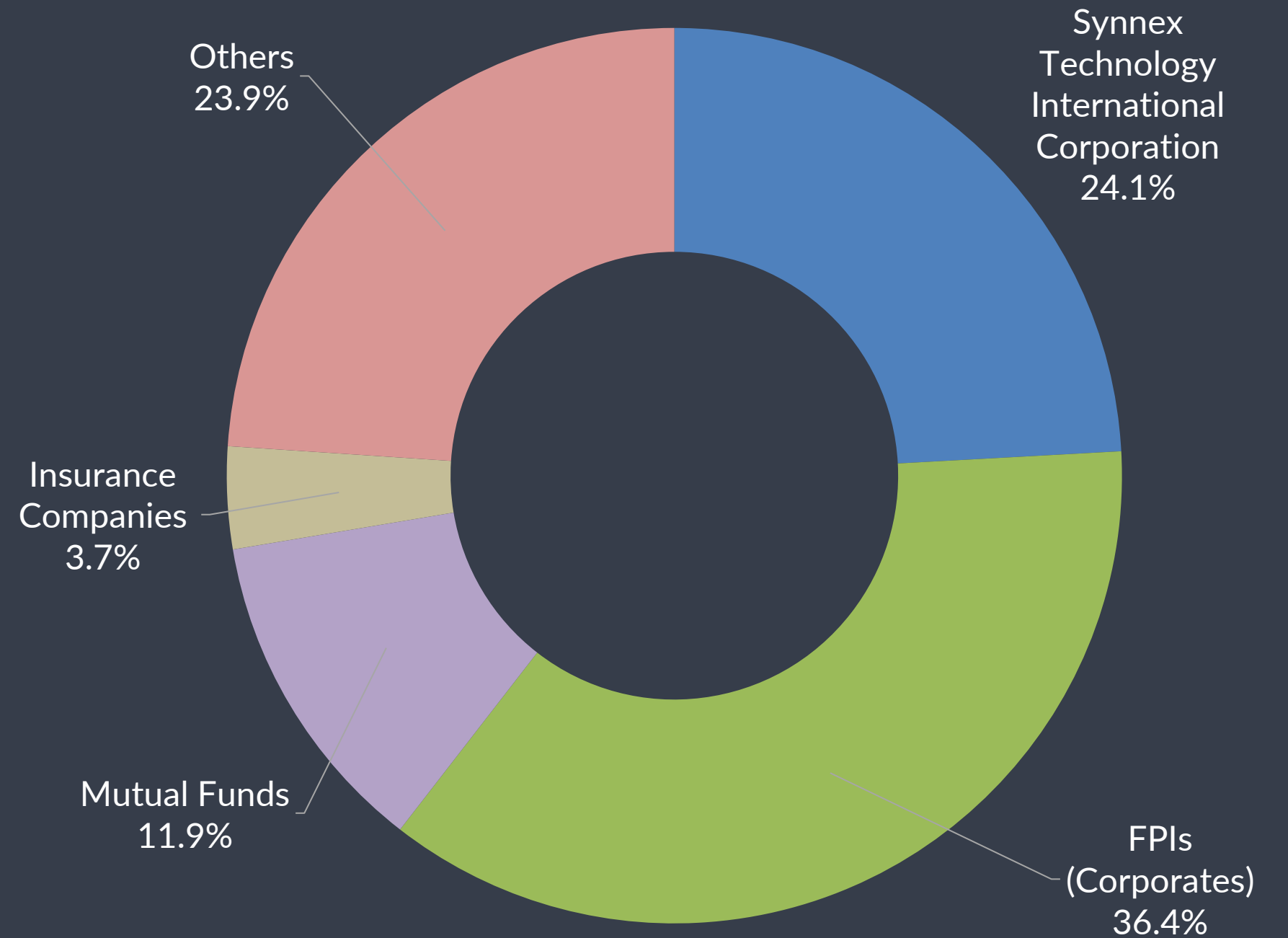


Tata MF



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...



Business Model Re-invention

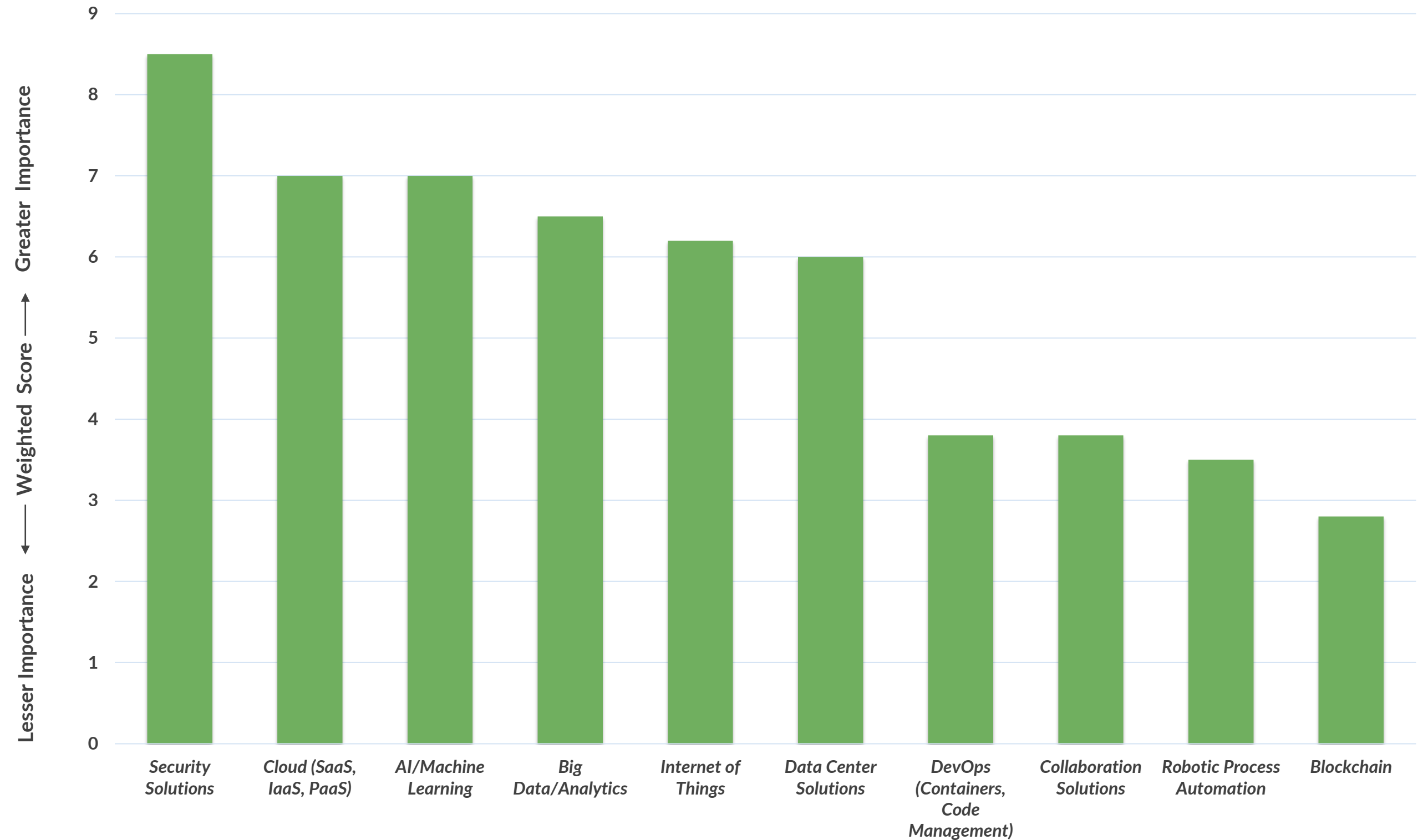
- From brick & mortar to Omni-channel
- From Products to Services
- Moving towards XaaS revolution
- Continuous innovation

Value added technology service provider

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



Technology Trends in the Future



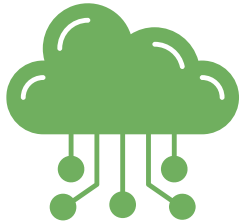




Note: GTDC commissioned Vation Ventures who surveyed and interviewed key constituents from distributors and their OEM vendor partners. The majority of study participants – nearly 69% – possess greater than a decade of experience working with technology distributors. Those new to distribution also represented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

Source: GTDC, Redington



Key Technology Trends

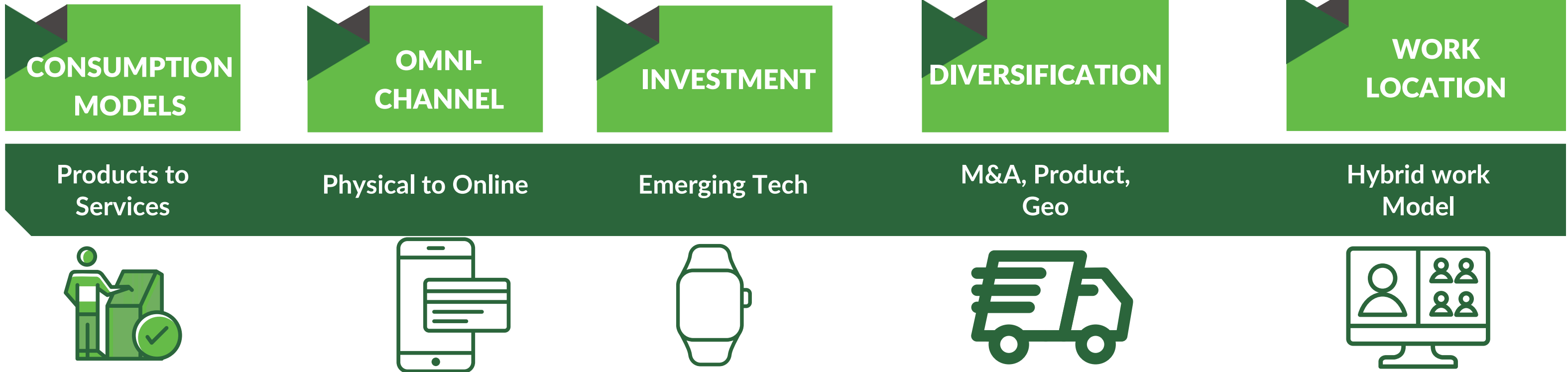
In 2022 : Global ICT spend growth at 5%, India \$111Bn @ 6% and MENA \$170Bn @ 3%.

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"> • 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



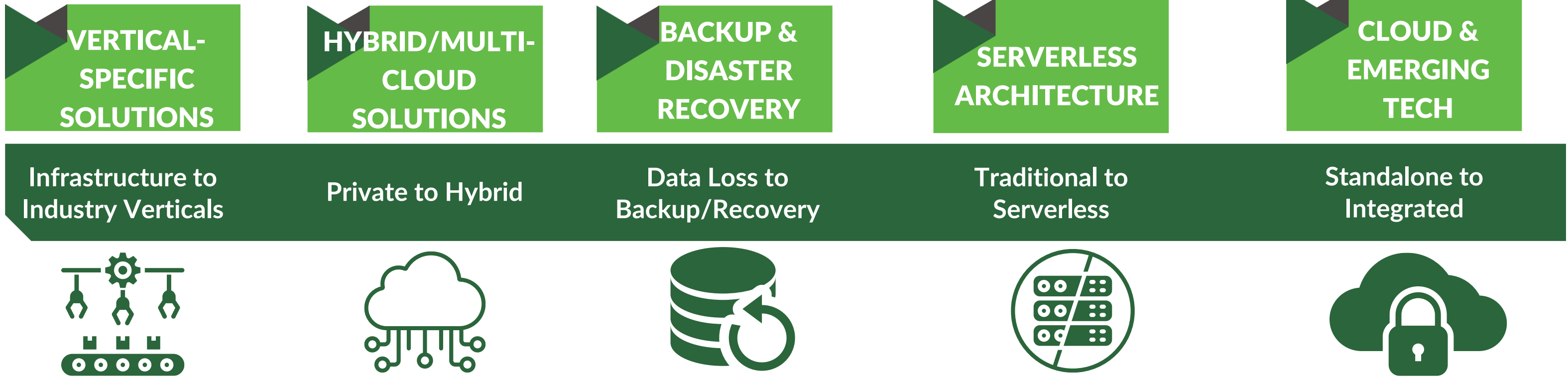
WHAT DOES IT MEAN FOR REDINGTON

- 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

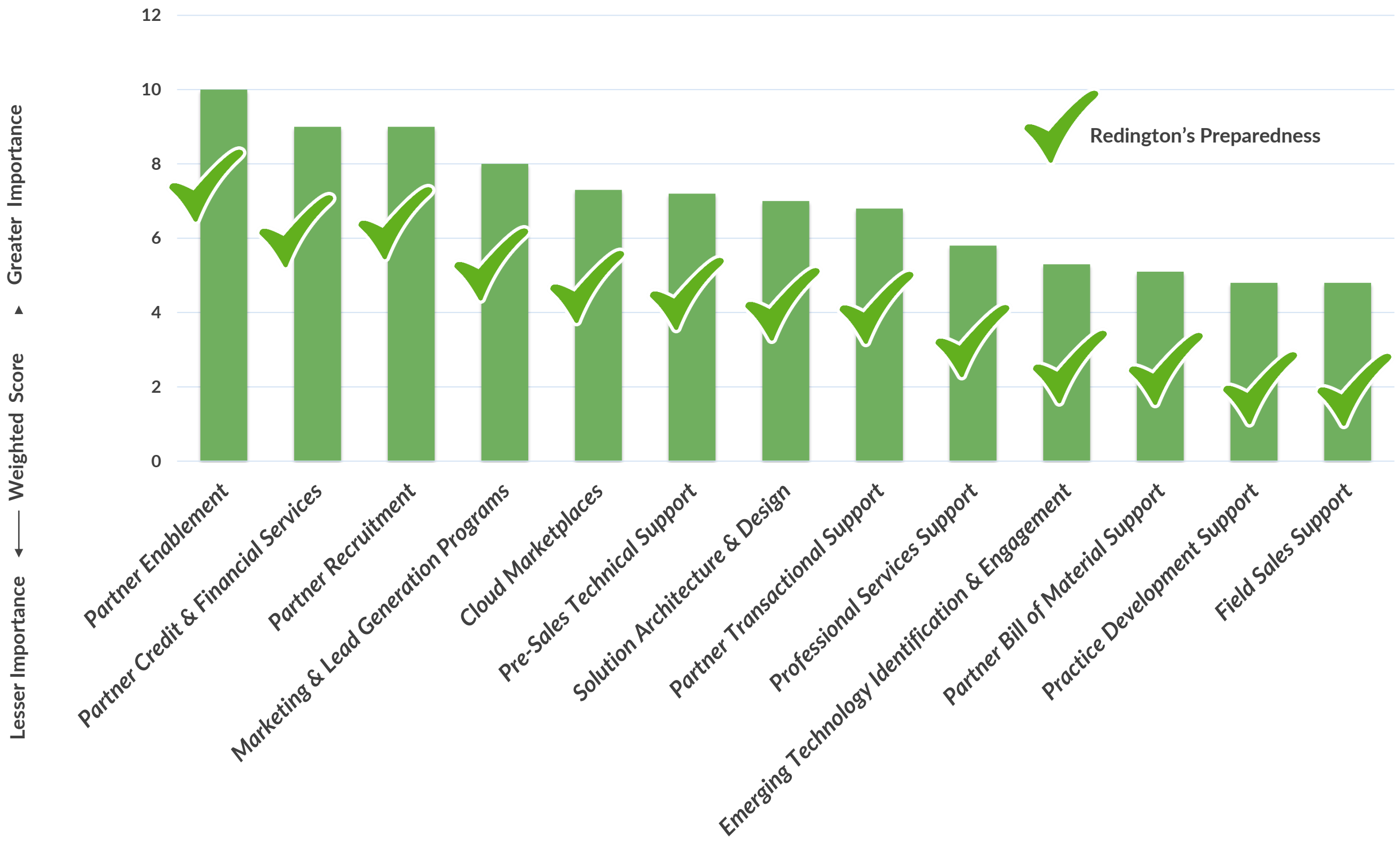
CLOUD Trends



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


Environment

Social

Governance
Our Journey so far...

- Relevance through Clean energy business
- Met EPR obligations for E-Waste disposal
- ESG integration in projects executed through CSR including:
 - ❑ Biogas
 - ❑ Pond and well restoration
 - ❑ Rainwater harvesting

- Employee engagement program - Survey and Initiatives
- 100% Insurance coverage
- Great Place To Work (GPTW) certificate in many facilities in MEA
- 85% Employee Engagement
- CSR projects linked to SDGs

- Board Independence
- Committee driven oversight
- Fair disclosure
- Tax Transparency

Progress in FY'23...

- Global baseline assessment for GHG inventorization complete
- LEED certification underway for the new Corp HQ in Chennai
- Implementation of rooftop solar in the largest office in India & largest WH in MEA

- DEI council set up ; 100% inclusion training
- 100% Annual Health check up coverage
- Paternity benefits introduced
- Employee Engagement on conduciveness of workplace amenities- Global survey run
- Independent Safety audits conducted in 6+ facilities

- Material ESG Risks Identified
- ESG strategy & framework in place
- Stakeholder engagement on ESG commenced
- Set up of global ESMS complete
- Strengthened Grievance redressal – Introduced whistleblower hotline

Our approach toward CSR

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

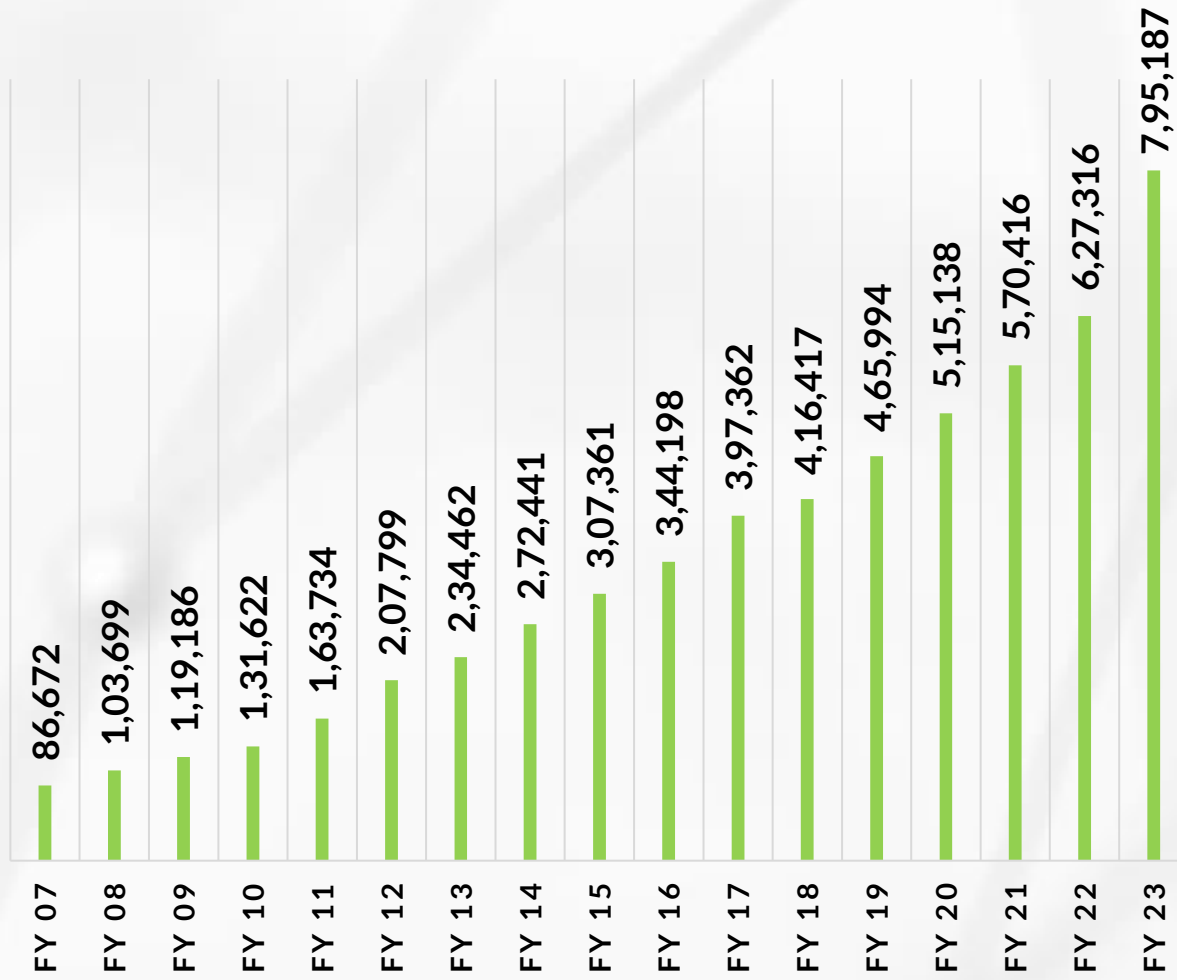
Performance Since Listing

Surpassed Rs. 795 Bn Revenue



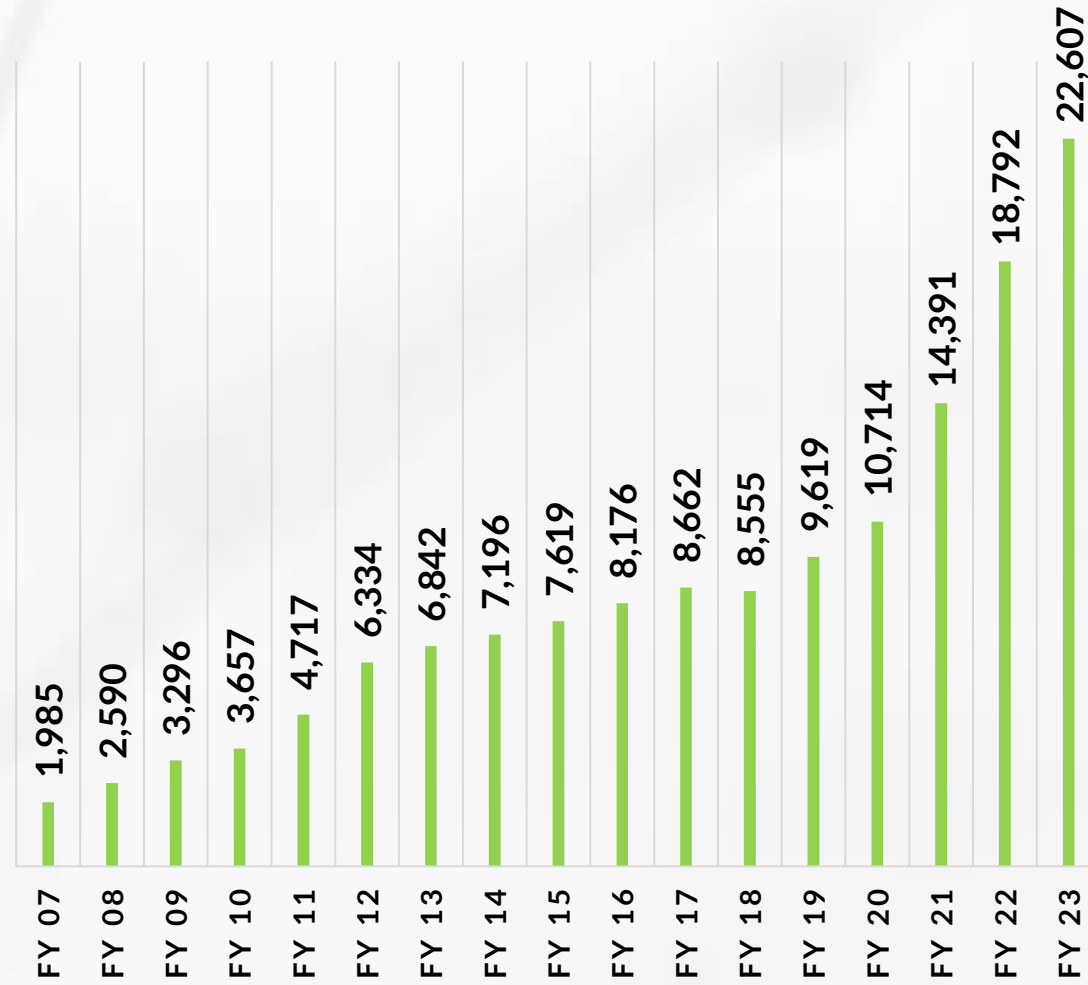
Revenue
CAGR : 15%

₹ in Mn



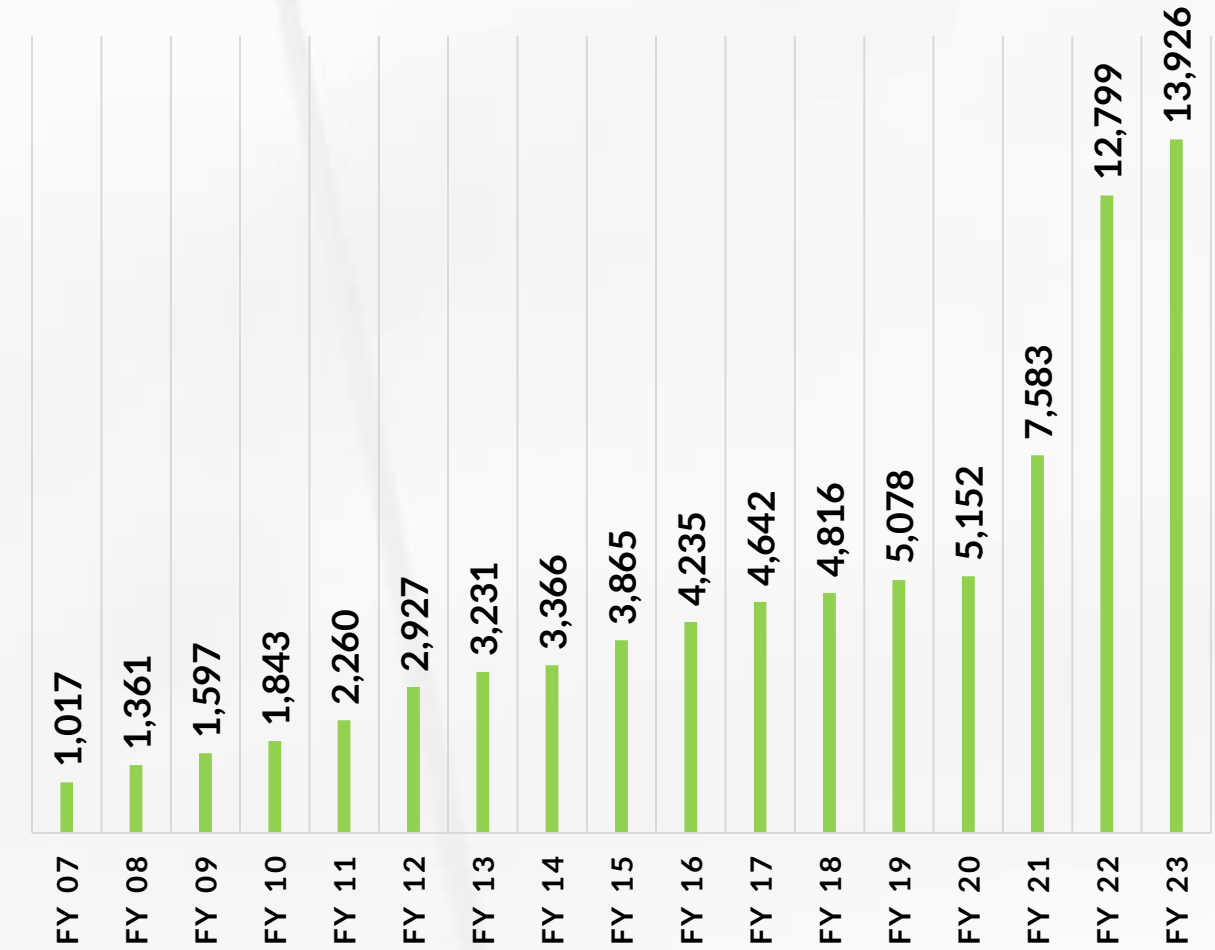
EBITDA
CAGR : 16%

₹ in Mn



PAT
CAGR : 18%

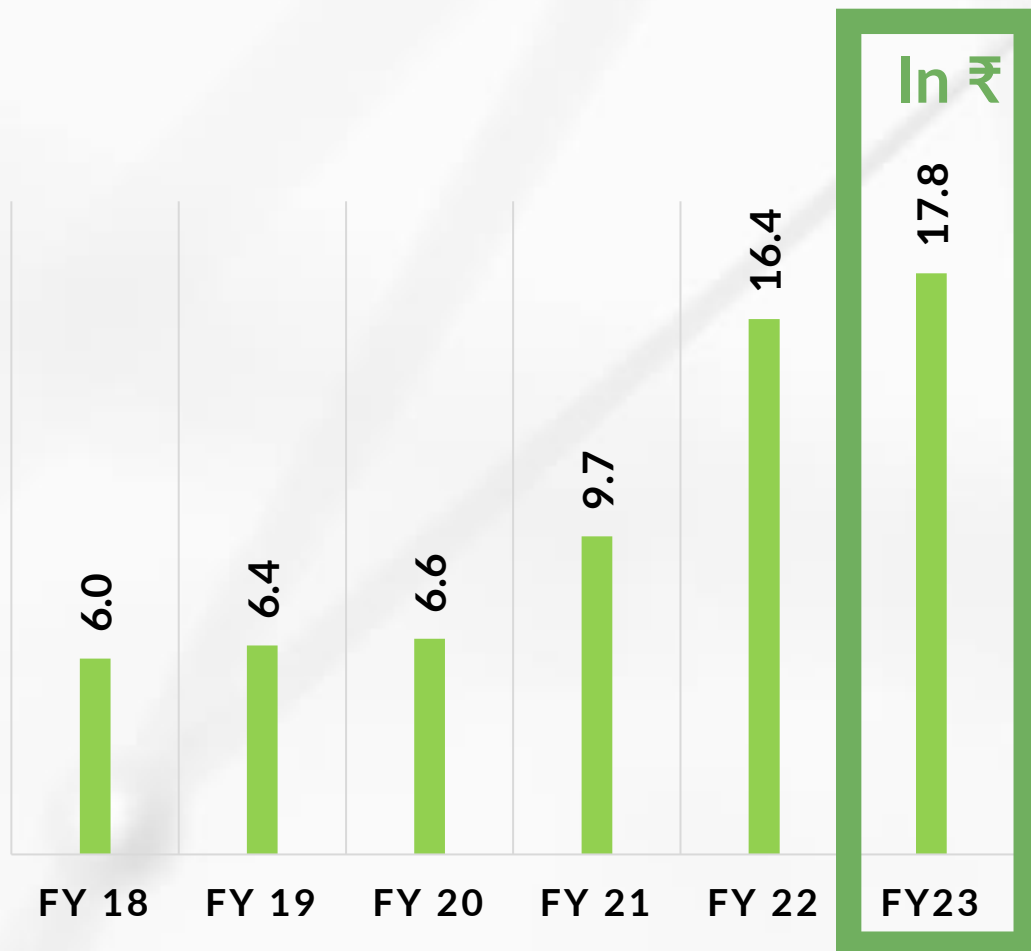
₹ in Mn



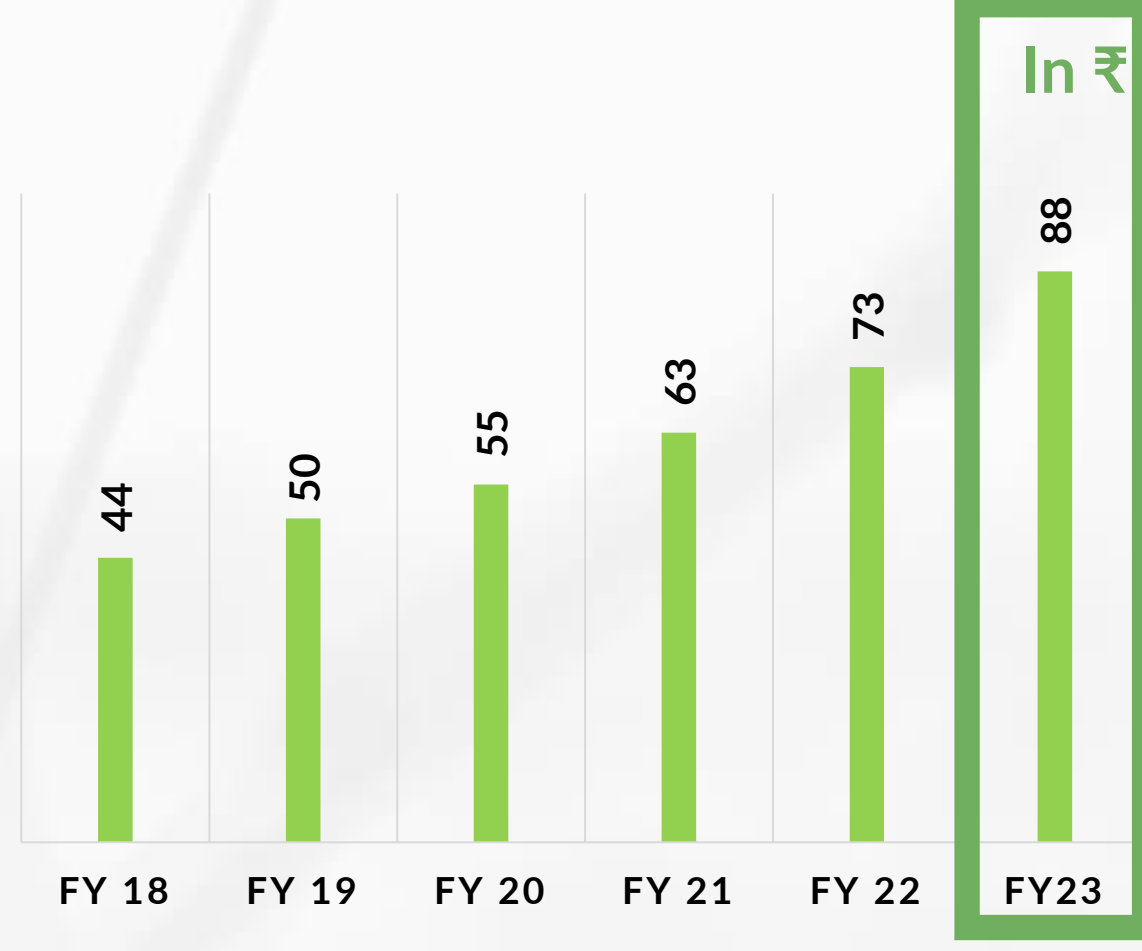
Shareholder Value Creation



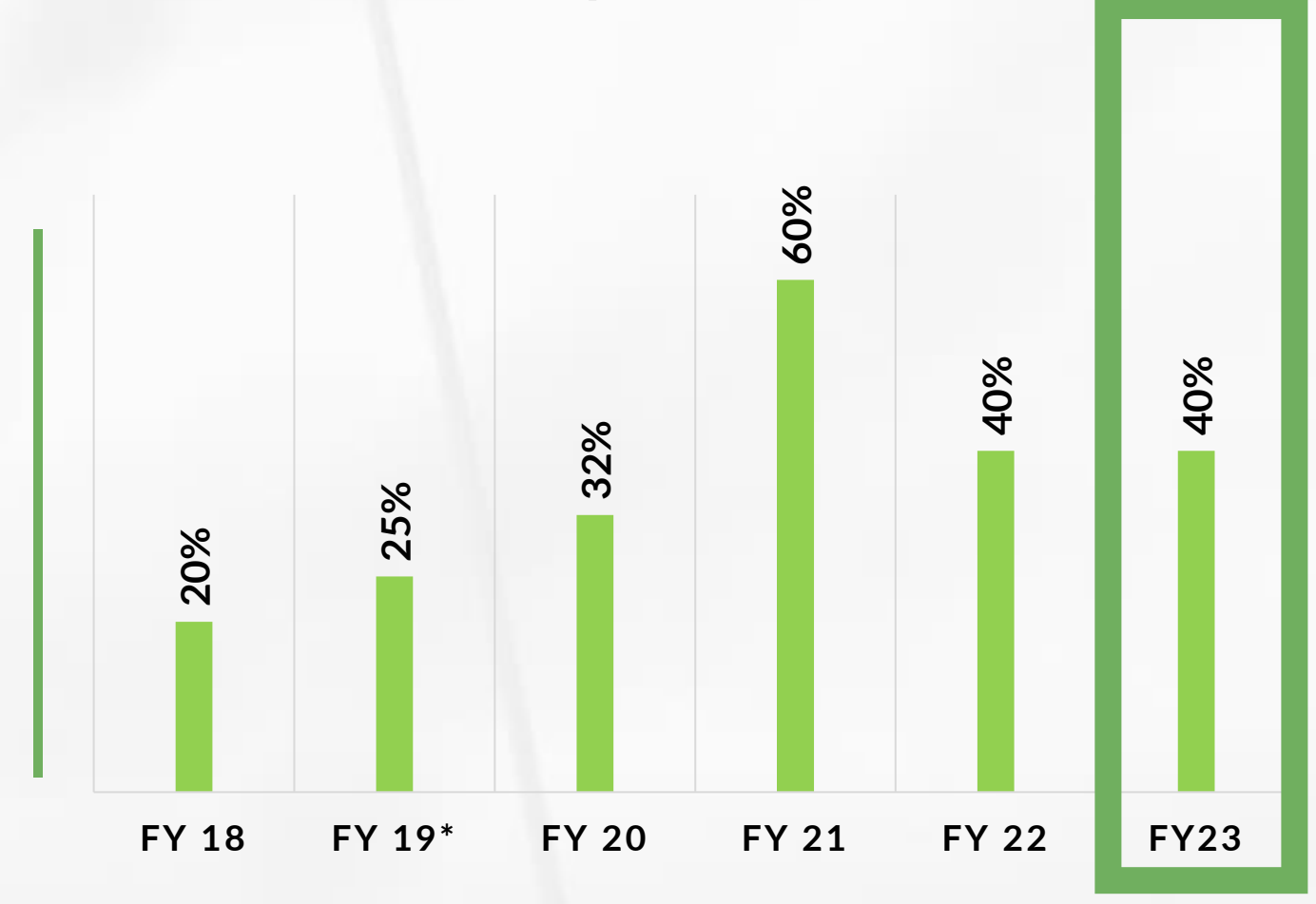
EPS
CAGR : 24%



Book Value/Share
CAGR : 15%

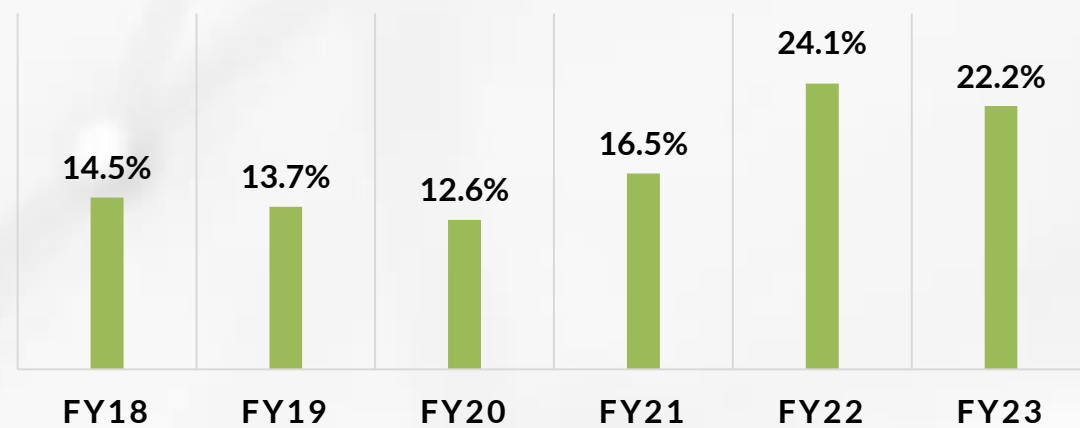


Shareholder Payout*
~36% of profits earned

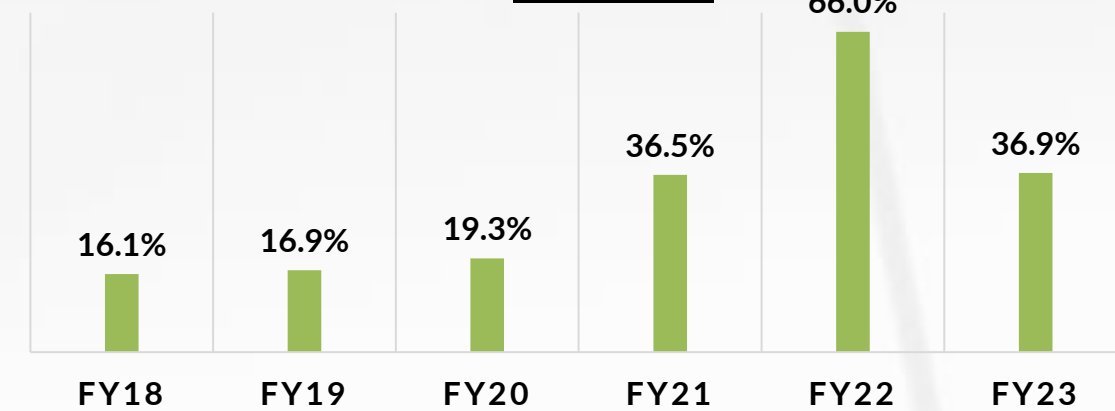


*Including Buyback

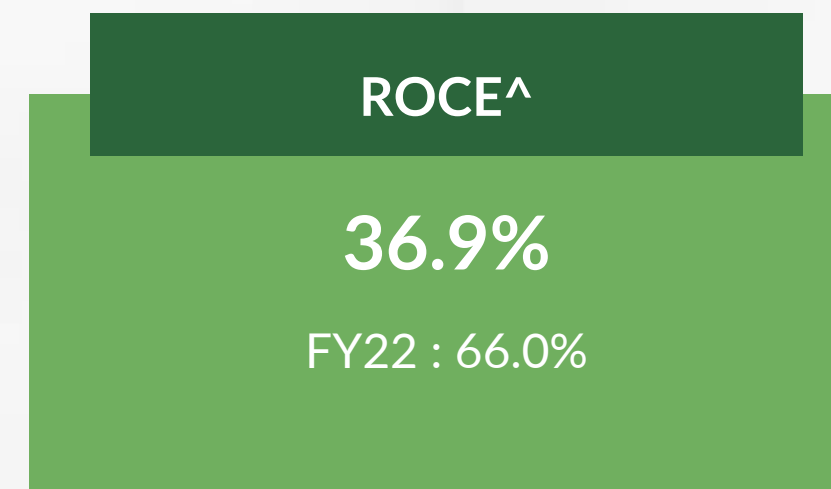
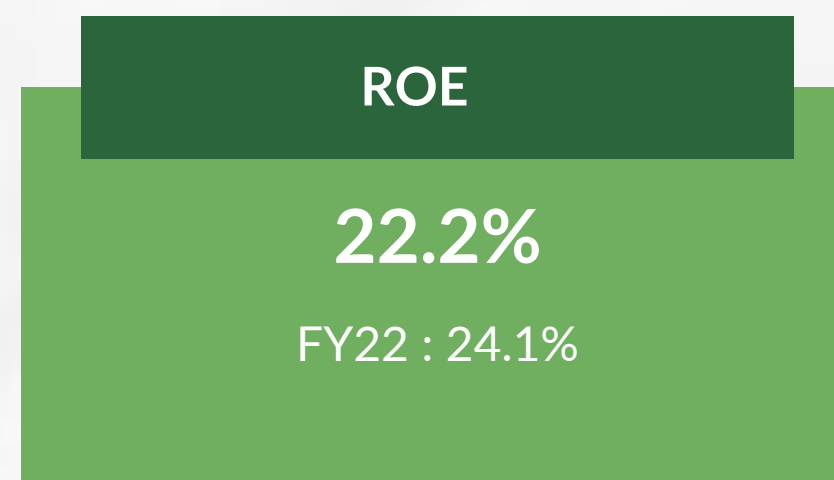
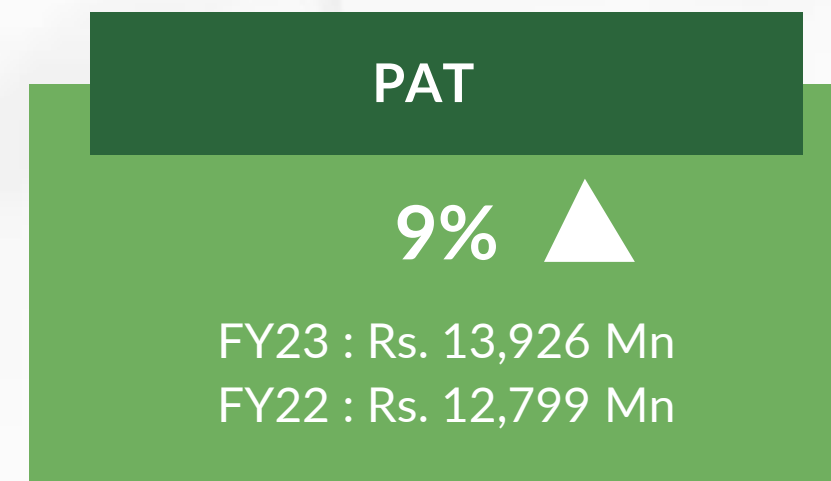
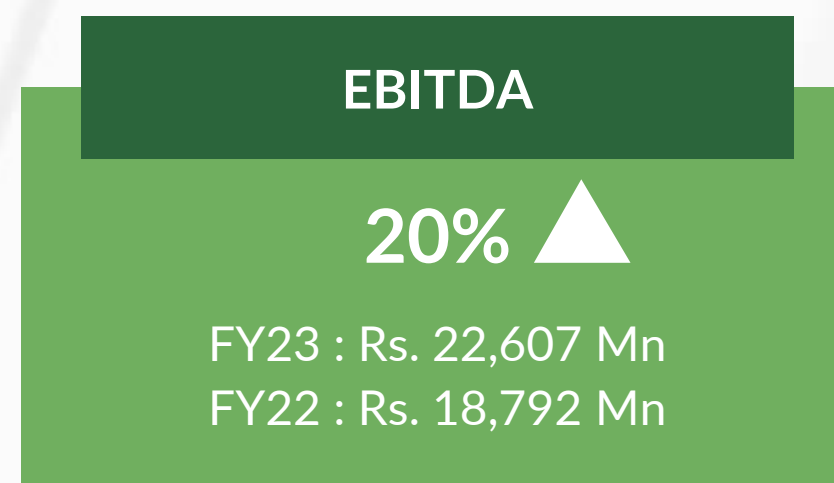
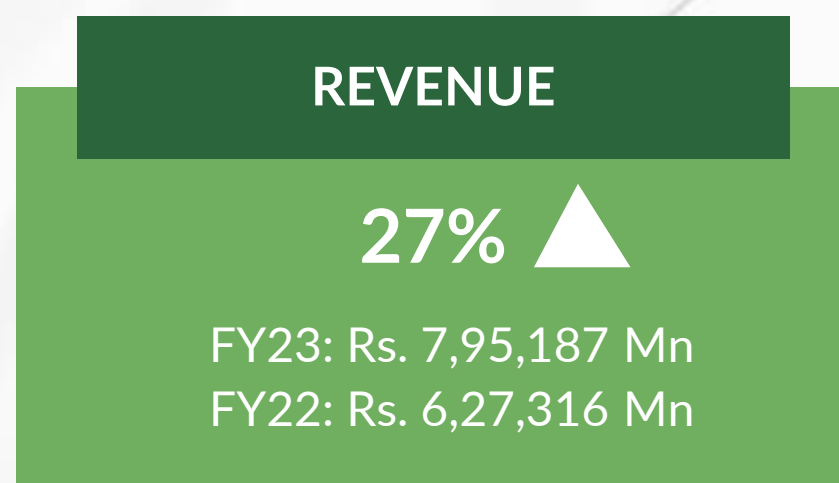
ROE



ROCE



FY23 Performance Snapshot





MEA 39 Awards

INDIA and SSA 36 Awards

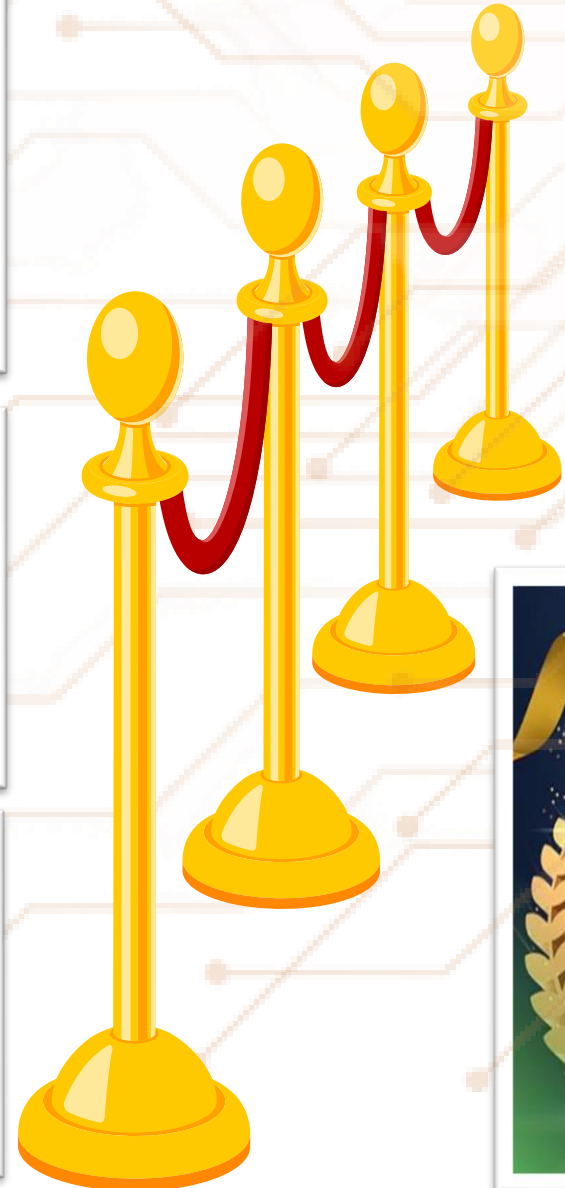
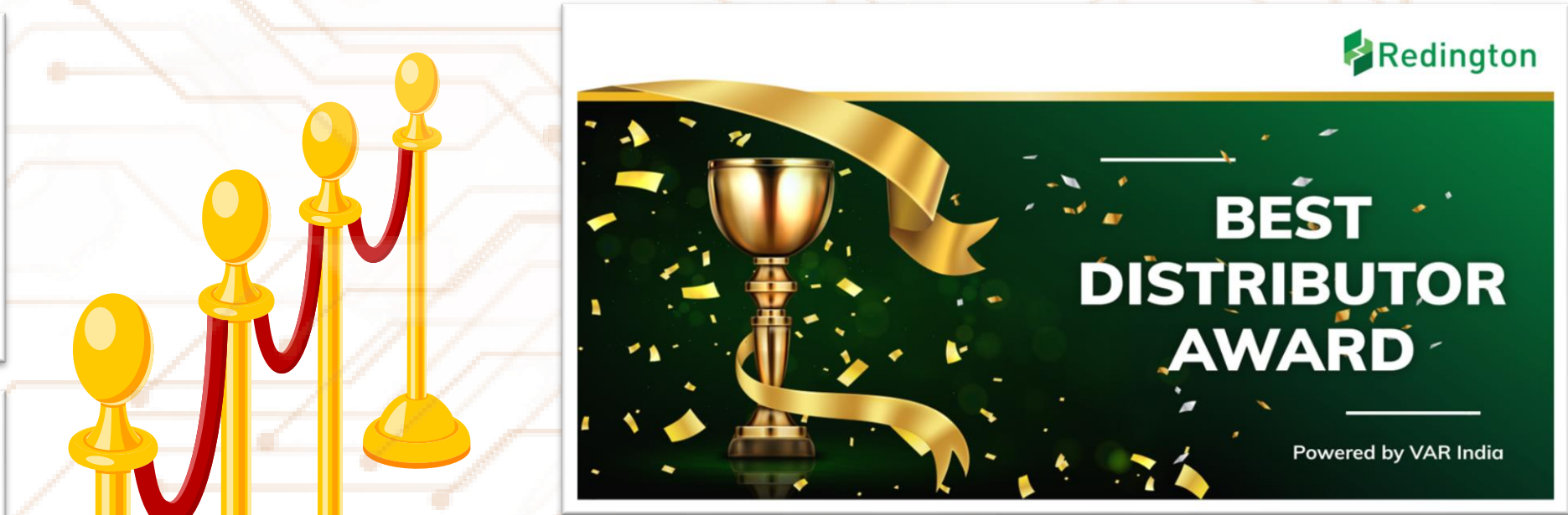
- Great Place To Work Award
- Gulf Distributor of the Year from HPE
- Saudi Distributor of the Year from HPE
- Distributor of the Year from Nutanix
- Global Distributor of the Year from Secureworks
- Top SBP Growth Distributor from HPE
- Regional Distributor of the Year from Huawei- Africa
- Cloud Quarks- Cloud Market Place of the Year at CXO DX Future Workspace Summit and Awards
- Best distributor marketing of the year award by Huawei Middle East
- Regional distributor of the year award at Huawei Middle East
- Growth distributor of the year for Fortinet
- Best distributor in Egypt award by Huawei Middle East
- Best Partner Award- Samsung
- Best Service Center- Samsung
- HP Distributor of the Year for PS & Printing- HP
- SCA Best Distributor of the Year 2021- Samsung
- HP Distributor of the Year for Personal Systems- HP
- Advance Sales Award- HIKVISION
- HP Distributor of the Year PC - Egypt- HP
- EMEA Partner Award Winners FY2022- Veritas
- Most Value added Distributor of the year 2021 - Egypt- Huawei
- Best Logistics Award-UAE- Huawei

- Best Distributor Marketing of the Year- Huawei
- Consumer Distributor of the Year-Gulf- Lenovo
- Consumer Distributor of the Year-Africa- Lenovo
- Consumer Distributor of the Year-Egypt- Lenovo
- Best performing CIS Dell Service Partner-UAE & Kuwait- Dell
- HP Recognition Award for Ensure Services Outstanding Performers- HP
- Outstanding Revenue Growth for Printing Category- KSA- Canon
- Best Cloud Platform Award- Channel Insights ME
- Red Hat Covid Distributor Award-Africa- Red Hat
- Best IT strategy Consulting Provider- Insight Media
- Redington Kenya Ltd. Ranked 3rd in Kenya's best companies to work- GPTW
- HP Computing Distributor of the year 2022 for UAE- HP
- HP Computing Distributor of the year 2022 for HP PSG business in GCC- HP
- Distributor of the Year award- Epson
- MSI 2022 Platinum Distributor of the Year Award - Micro Star International



- Best Pre-Sales Distributor SE - West India - PaloAlto
- Best Pre-Sales Distributor SE - North/East India - PaloAlto
- Marketing Excellence Award FY 22 - Aruba
- Power Performer in Schnedier's Ace Power Performance - APC
- Most admired company of the year (IT Industry) - ET Ascent
- Best VAD Award - PTC
- Mid-market Champion distribution Award for Veritas - Vertias
- Excellence Award in MDF Utilization & Returns for Dell Technologies - Dell
- HPE Best Distribution Performance - HPE
- Nutanix APJ Distributor of the year - Nutanix
- Schneider Progressive Distributor of the year - Schneider
- Best Distributor in JAPAC for PA400 initiative - PaloAlto
- Oracle Linux & Virtualization Distributor of the year - Oracle
- Distributor of the year - Veeam
- Scale distribution partner of the year - Cisco
- Biggest distributor of the year - Dell
- APJC Design Award - Cisco

- APJC Award - Cisco
- Highest Revenue Growth in Client Computing Group - Intel
- Best Partner of the Year FY'21 - Hitachi
- HP Indigo - Supplies Business - HP
- HP Indigo - Service Business - HP
- Best Distributor in Microsoft Surface Pro Business - Microsoft
- Best Distributor - FY21 - South Region - Hitachi
- Top Growth Commercial Partner - ThinkPad (IN) - SOSB - Lenovo
- Top Growth ISG Distributor - Lenovo
- Dynabond Award - DynaBook
- Most Trusted Brand - VAR INDIA
- The Employee Excellence - The Economic Times
- Excellence in MDF utilization & returns - Dell
- Distributor Partner of the Year in Asia Pacific & Japan - AWS
- Services & Supplies Excellence Award in APJ - HP Indigo
- 'Best Distributor' award for the year 2022 - VAR India
- Most Preferred Workplace- IT&ITES - MARKSMEN DAILY
- The most admired company of the year- IT - ET Ascent
- The Economic Times, Powered by Femina - Best Organisation for Women



Thank You

