

August 3, 2022

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

Dear Sir/Madam,

Sub: Presentation to Investor/ Analyst Meet

This is further to our announcement dated August 1, 2022, on the Analyst/Investors conference call on the audited financial results for the quarter ended June 30, 2022.

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of the Investor Presentation.

Pursuant to Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, 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



Q1FY23 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 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.

- **Q1FY23** – On a Global basis, Revenue grew by **25%** while EBITDA grew by **34%** and PAT grew by **33%**
 - **SISA** – Revenue# grew by **37%**, EBITDA grew by **37%** and PAT grew by **39%**
 - **ROW** – Revenue# grew by **16%**, EBITDA grew by **31%** and PAT grew by **29%**
- **Key Metrics - Global**
 - Negative FCF generation of **Rs. 23,167mn** for Q1FY23 due to higher WC utilisation
 - **WC days** for Q1FY23 stood at 28 days as against 18 days in Q1FY22
 - ROCE was **41%** and ROE was **21%**
 - Gross Debt to Equity was at **0.2x** and Net Debt to Equity was at **(0.1x)**

Note: #Revenue growth as per Gross a/c – SISA: 39% ; ROW: 17% ; Global: 27%
SISA : Singapore, India & South Asia
ROW : Rest of the World

SISA BUSINESS

India Distribution

- India Distribution has had two consecutive quarters of rapid growth
- Revenue grew by **40%**, EBITDA grew by **47%** and PAT grew by **55%**
- WC days stood at **21 days** in Q1FY23, same level as in Q1FY22

ProConnect India (PCS)

- PCS grew revenues by **18%** on YoY basis due to solid execution
- PCS EBITDA and PAT for Q1FY23 grew by **12%** YoY

SISA ROCE was strong at **50%** and ROE at **24%**

ROW BUSINESS

During the quarter,

- ROW Revenue performance was largely led by IT Enterprise and Commercial PC segments
- WC days stood at 36 days in Q1FY23 as against 18 days in Q1FY22
- ROCE was strong at **36%** and ROE at **19%**

Turkey Update

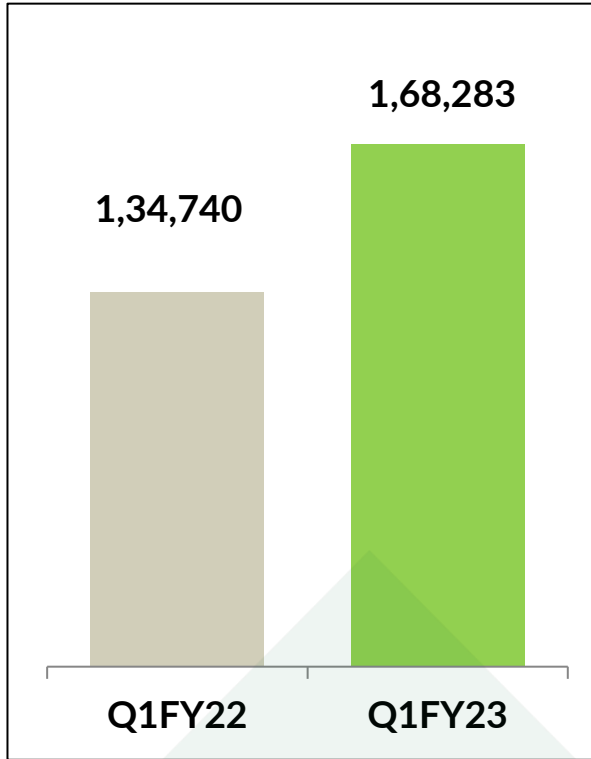
- During the quarter, Turkey grew by **51%** YoY
- Arena revenues grew by **56%** YoY, EBITDA grew by **67%** YoY and PAT grew by **273%** YoY aided by Brightstar consolidation

Q1FY23 Highlights



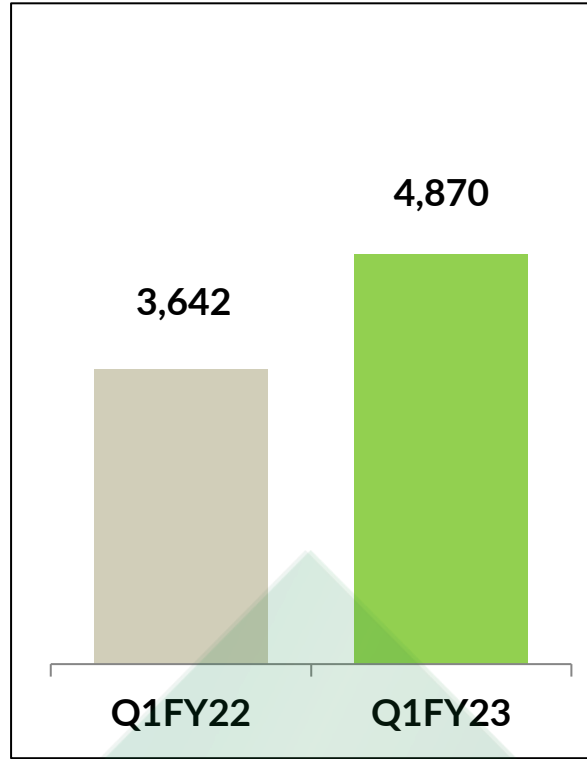
REVENUE#

25% ▲



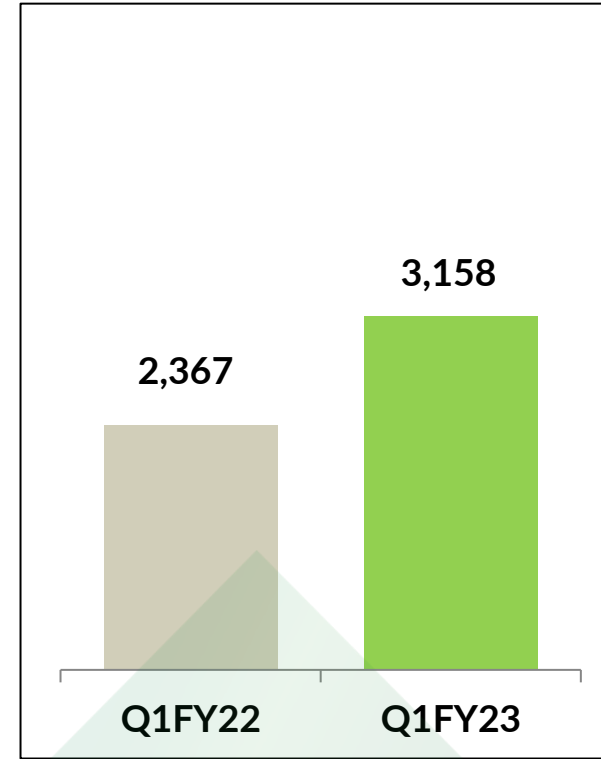
EBITDA

34% ▲



PAT

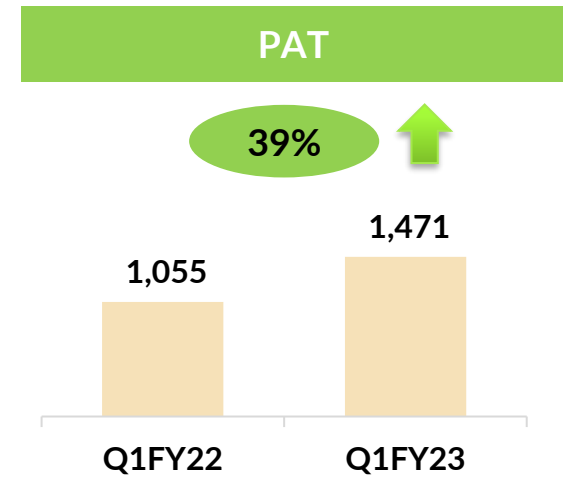
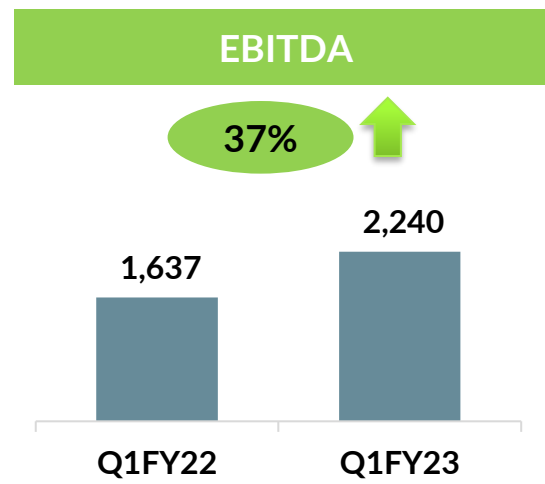
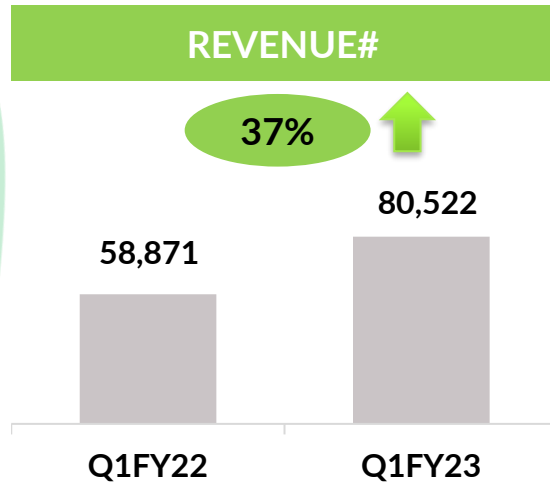
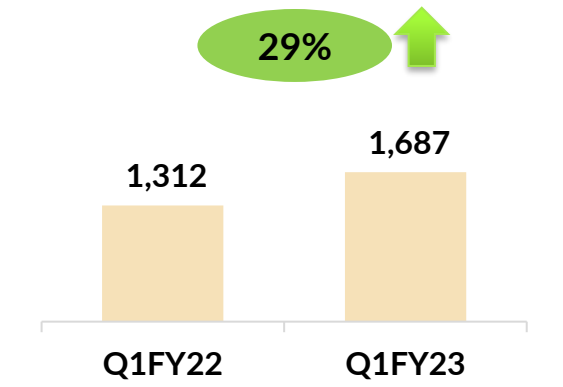
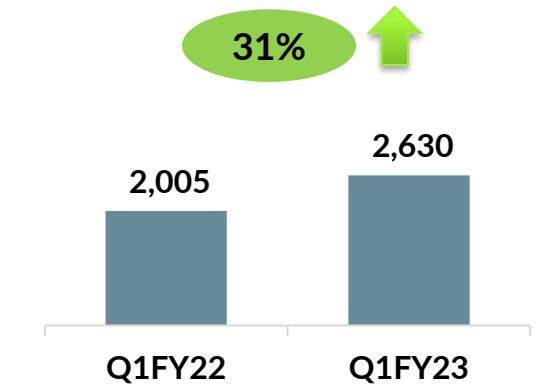
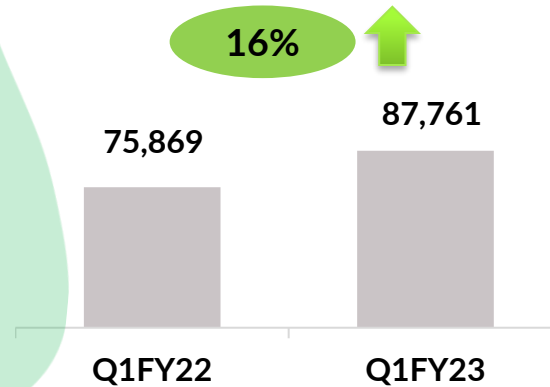
33% ▲



#Q1 Revenue growth as per Gross a/c : 27%

₹ in mn

Q1FY23 Performance by Market

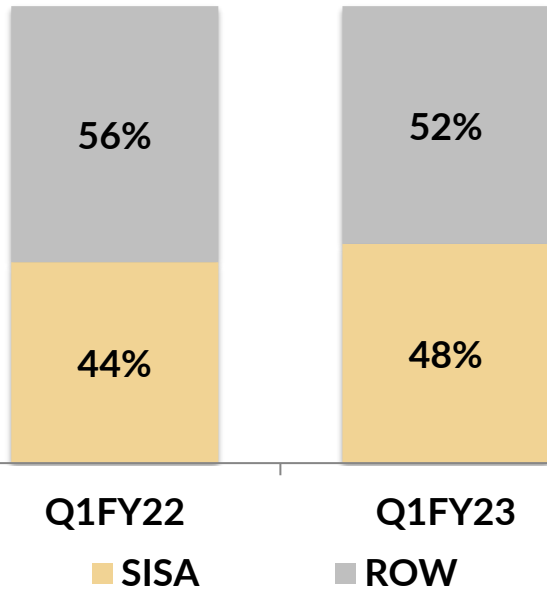
SISA

ROW


#Q1 Revenue growth as per Gross a/c – SISA: 39% ; ROW: 17%

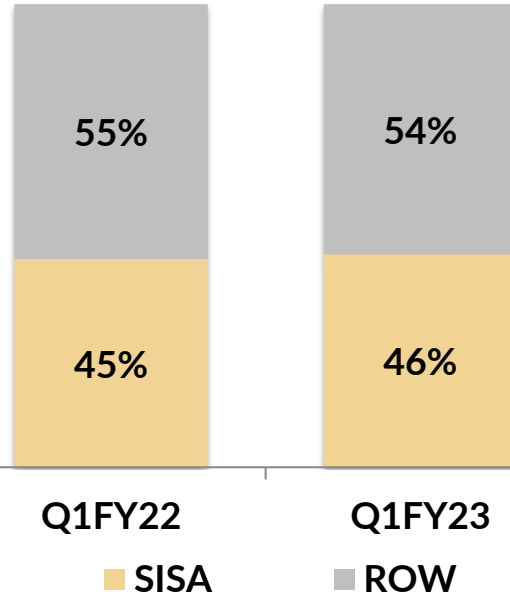
₹ in mn

Q1FY23 Contribution by Market

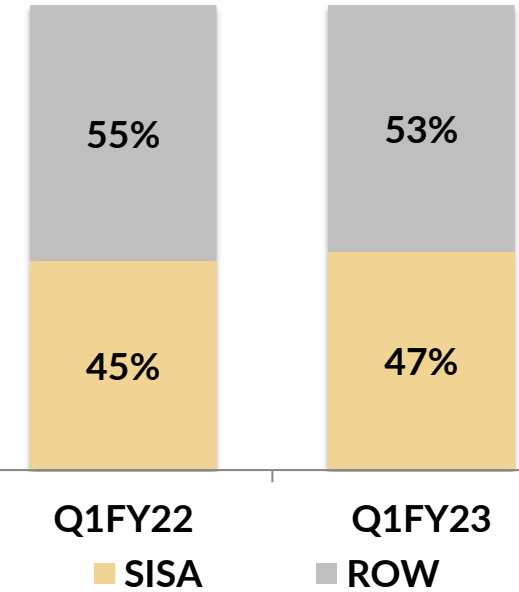
REVENUE



EBITDA

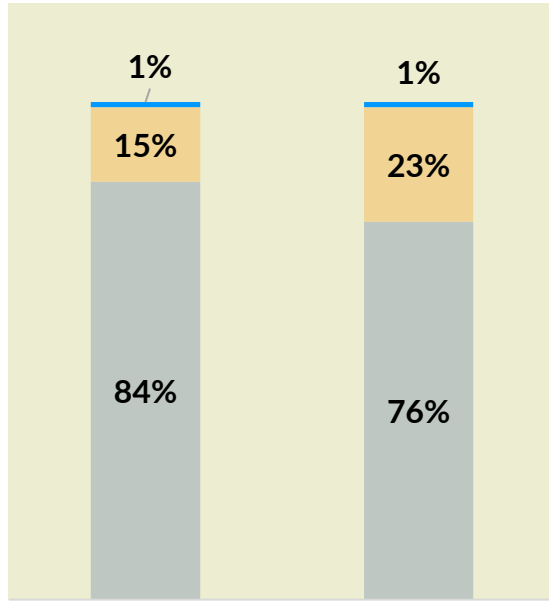


PAT



Redington Q1FY23 Revenue Performance by Verticals

SISA

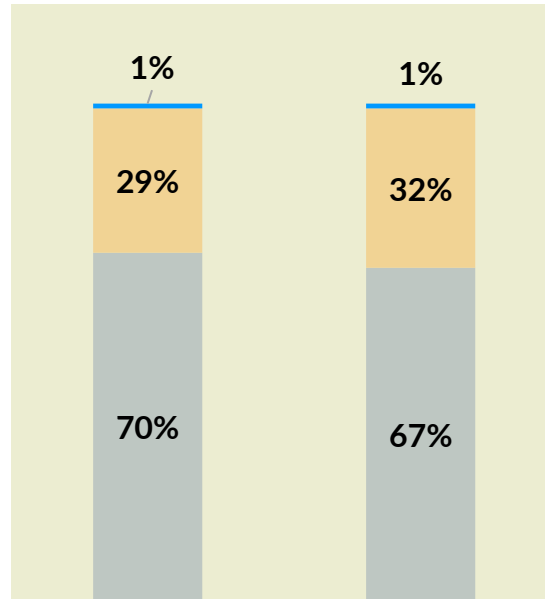


Q1FY22

Q1FY23

IT Mobility Services

ROW

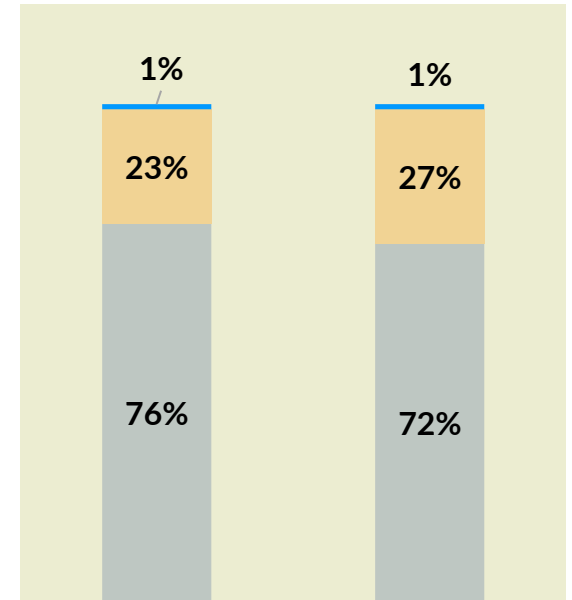


Q1FY22

Q1FY23

IT Mobility Services

GLOBAL



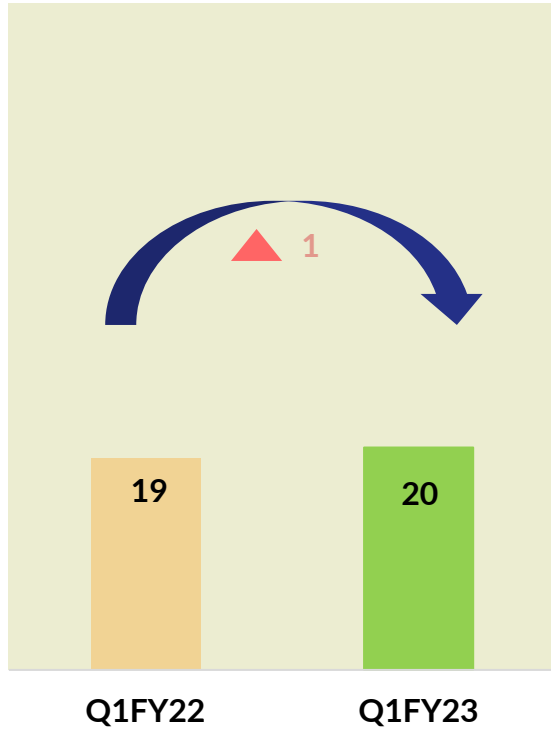
Q1FY22

Q1FY23

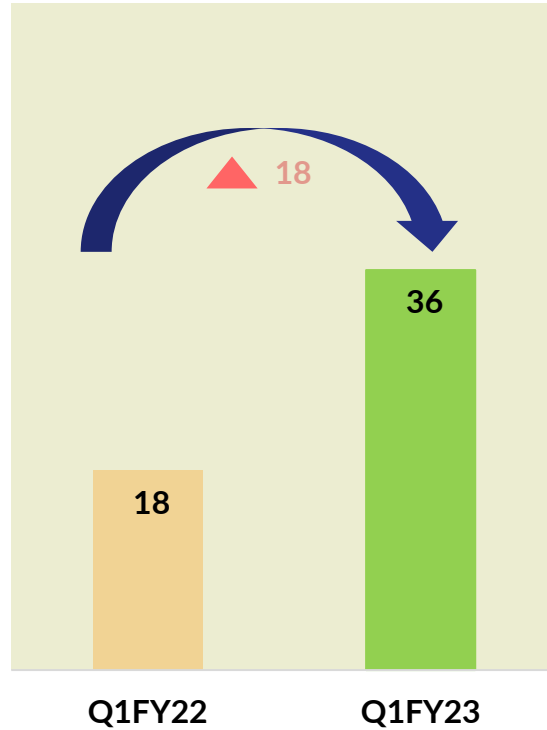
IT Mobility Services

Q1FY23 Working Capital Days

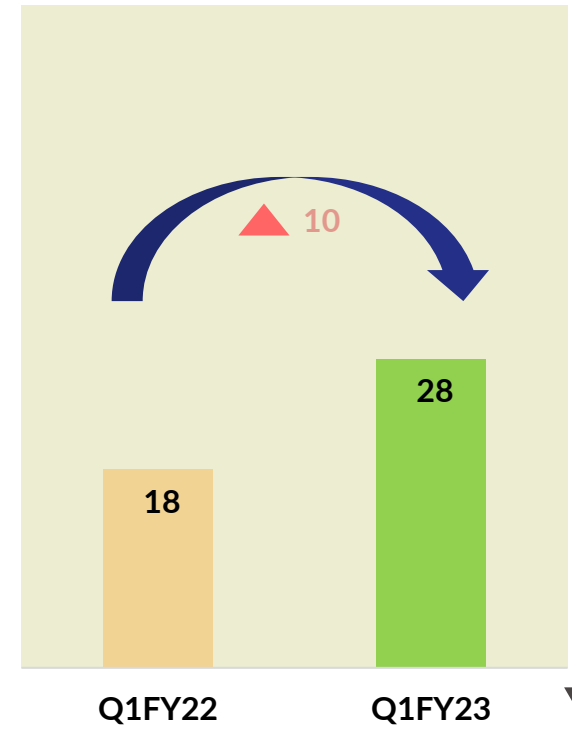
SISA



ROW

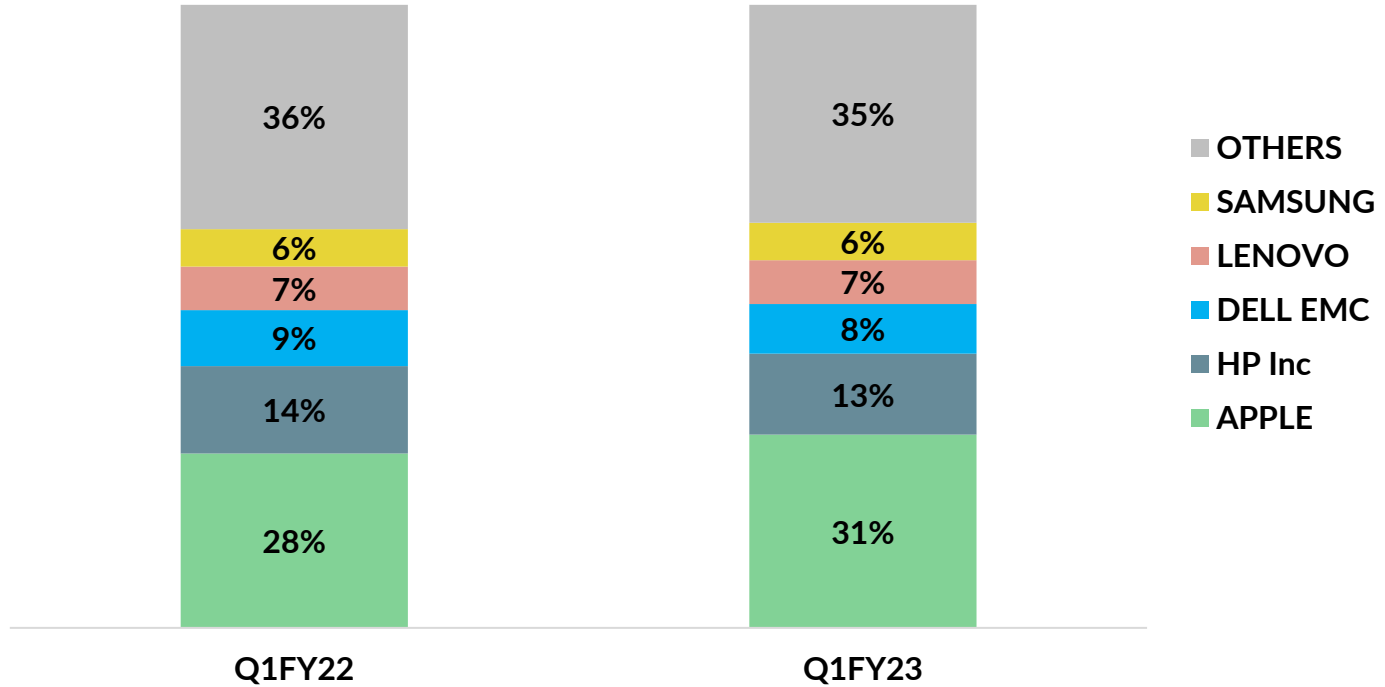


GLOBAL



Q1FY23 Top 5 Vendors

REVENUE

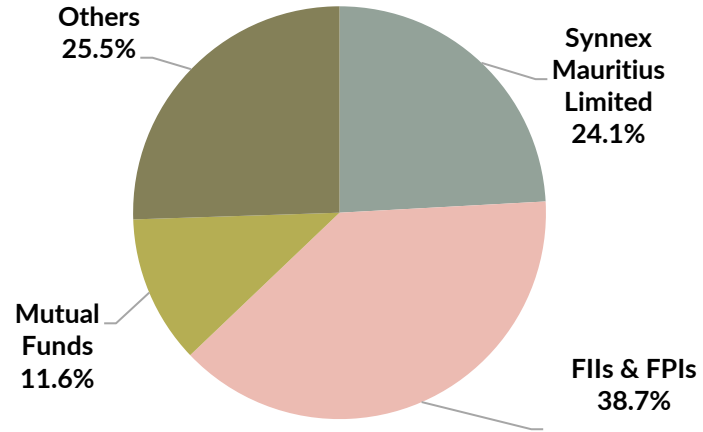


GLOBAL (₹ in mn)	Q1FY22	Q1FY23
Revenue	1,34,740	1,68,283
IT	76%	72%
Mobility	23%	27%
Services	1%	1%
EBITDA	3,642	4,870
PAT	2,367	3,158

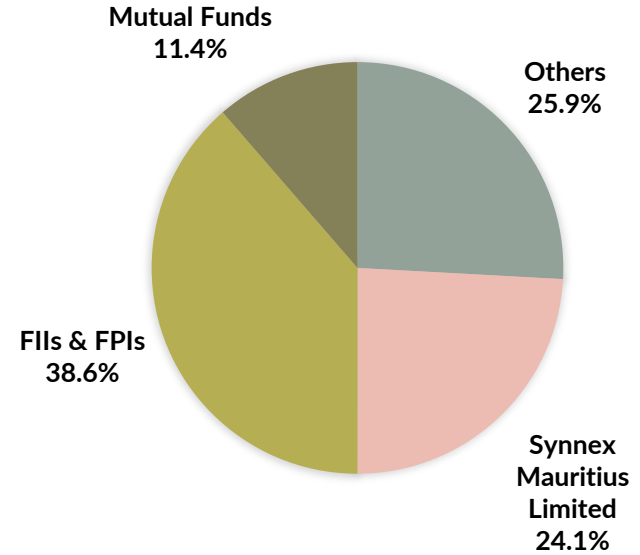
SISA (₹ in mn)	Q1FY22	Q1FY23
Revenue	58,871	80,522
IT	84%	76%
Mobility	15%	23%
Services	1%	1%
EBITDA	1,637	2,240
PAT	1,055	1,471

Working Capital Days	Q1FY22	Q1FY23
Global	18	28
SISA	19	20
ROW	18	36

ROW (₹ in mn)	Q1FY22	Q1FY23
Revenue	75,869	87,761
IT	70%	67%
Mobility	29%	32%
Services	1%	1%
EBITDA	2,005	2,630
PAT	1,312	1,687



Jun-2022



Mar-2022





Investor Contacts

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