

June 11, 2020

The National Stock Exchange of India Ltd.  
Exchange Plaza  
Bandra-Kurla Complex  
Bandra (E), Mumbai-400 051.

Dear Sir/Madam,

**Sub: Presentation to Investor/Analyst Meet**

This is further to our letter dated June 8, 2020 on the Investor/Analyst call scheduled today.

Pursuant to Regulation 30(2) and 46(2)(o) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of Investor Presentation that will be shared with the Analysts/Investors.

The same will be uploaded on our website [www.redingtongroup.com](http://www.redingtongroup.com)

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

Thanking you,

Very Truly Yours,



M. Muthukumarasamy  
Company Secretary

Cc: BSE Limited  
Floor 25, Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai – 400 001



# **REDINGTON (INDIA) LIMITED**

**Q4FY20 Earnings Presentation**

**March 2020**

# 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.*

# Covid 19 Update

## • Impact of Covid 19 on Q4FY20 revenues

- India Distribution : ~ **Rs 800 crs**
- META : ~ **US\$ 110 Mil**
- SSA : ~ **US\$ 27 Mil**

## • Operational & Other Updates

- Vendor Narrative: Vendors continue to hold the view that **from Q2FY21 onwards**, it should be **business as usual**
- ProConnect Update: With green and orange zones opening up, we were able to operate ~70% of Warehouses, which increased through the month of May'20. With further easing, we are able to **operate all warehouses** currently
- Office resumption/Work from Home: Resumption in a phased manner **from May 2<sup>nd</sup> week onwards**; Work from Home is successful and ably supported by our IT backbone
- CSR Initiatives: **Over 63,000 beneficiaries** in the sections like Migrant & Casual workers, Elderly care, Hospital Support, Special child, SCM/IT Sector
- 3D Printing For Covid: Partnered with HP for 3D printing 12 different parts for over **10,000 ventilators** through our 3D printing facility **"Visuali"**

## REDINGTON'S PLAYBOOK – THE 7 C'S

<b>Cash Flow</b>	Sufficient cash to take care of all operational expenses for atleast 1-2 quarters
<b>Collections</b>	Reasonable collections in both India and overseas
<b>Costs</b>	Aim to cut costs to the tune of 70% of the growth rate decline expected in revenues
<b>Customers</b>	Structured financial support for partners with Good customer base, Strong business practices and Healthy payment track-record
<b>Contracts</b>	<ul style="list-style-type: none"> <li>• Observed voluntary credit extension &amp; other support from vendors</li> <li>• Extension / staggered payment obtained from most vendors</li> </ul>
<b>Controls</b>	<ul style="list-style-type: none"> <li>• No automatic clearance of expenses,</li> <li>• Emphasis on quick cash cycle,</li> <li>• Set hard limits for capital for all biz,</li> <li>• Strict action on defaults,</li> <li>• Deferment of capex to H2FY21</li> <li>• Implementation &amp; Monitoring team for WFH</li> </ul>
<b>Communication</b>	Periodical communication by leadership at every level with employees, vendors, channel partners, bankers, etc

# Financial Highlights

- **Q4FY20** – On a Global basis, Revenue grew by **0.5%** while EBITDA degrew by **11%** and PAT degrew by **29%**
  - **Global Distribution – Revenue grew by 1%, EBITDA grew by 4% and PAT degrew by 3%**
  - India – Revenue degrew by 7%, EBITDA degrew by 38% and PAT degrew by 74%
  - Overseas – Revenue grew by 5%, EBITDA grew by 8% and PAT degrew by 14%
- **FY20** – On a Global basis, Revenue grew by **11%**, EBITDA grew by **10%** and PAT grew by **1%**
  - **Global Distribution – Revenue grew by 11%, EBITDA grew by 17% and PAT grew by 20%**
  - India – Revenue grew by 10%, EBITDA grew by 2% and PAT degrew by 16%
  - Overseas – Revenue grew by 11%, EBITDA grew by 17% and PAT grew by 10%
  - Revenue Landmark : Crossed **Rs.50,000 crs** in revenues in FY20
- Strong **positive FCF** generation of **Rs. 1,267 crs** for Q4FY20 and **Rs.967 crs** for FY20
- On a Global basis, **WC days** for Q4FY20 is **30 days** and FY20 is **31 days**
- On a Global basis, **ROCE** is **16.3%** in Q4FY20 and **18.1%** in FY20
- **Gross Debt to Equity** is at **0.54x** and **Net Debt to Equity** is at **0.03x**

# Financial Highlights

## India Distribution business

- During the quarter, India Distribution business degrew Revenues by 7%, EBITDA degrew by 4% but grew PAT sharply by 33% led by Mobility biz
- Reduction in Opex and savings in interest cost has led to improved PAT performance
- Working capital has been reduced to 33 days in Q4FY20 vs 43 days in Q4FY19
- Strong positive FCF generated by India operations

## ProConnect business

- During the quarter, ProConnect revenues declined by 12% YoY and registered loss at EBITDA and PAT level
- Impact on the profitability is on account of :
  - Continued slowdown in Logistics industry
  - Impact of Covid 19 in the second half of Mar'2020
  - Provision of Rs.20.7 crs on outstanding trade advances on behalf of subsidiary company
  - Impairment to the tune of Rs.3.6 crs taken on investment into subsidiary company

# Financial Highlights

## Overseas business

- During the quarter,
  - In spite of Covid 19 situation, Overseas business registered growth in revenues and EBITDA, driven by Mobility segment
  - Overseas business continues to maintain working capital at 29 days
  - Overseas business generated positive FCF
  - Arena (Turkey) continues its strong performance by registering double digit growth in both revenues and PBT level



# Q4FY20 Highlights



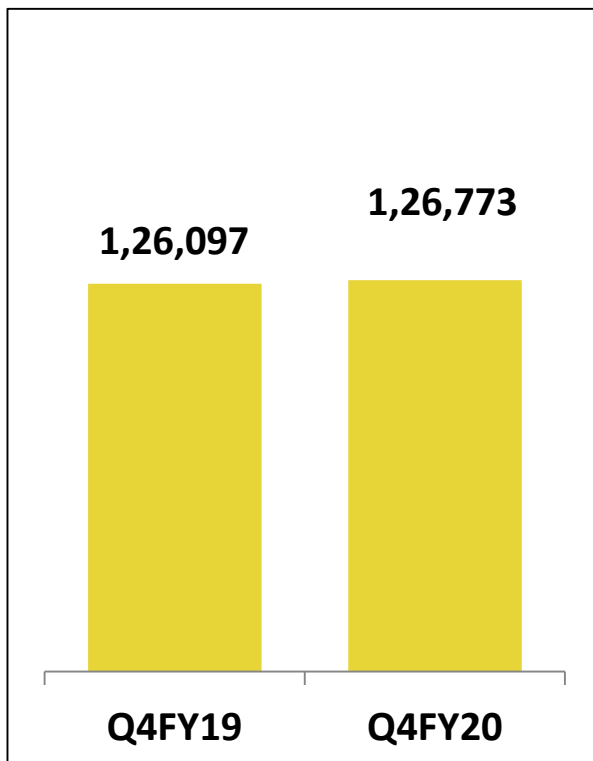


# Q4FY20 – Redington Global

₹ in million

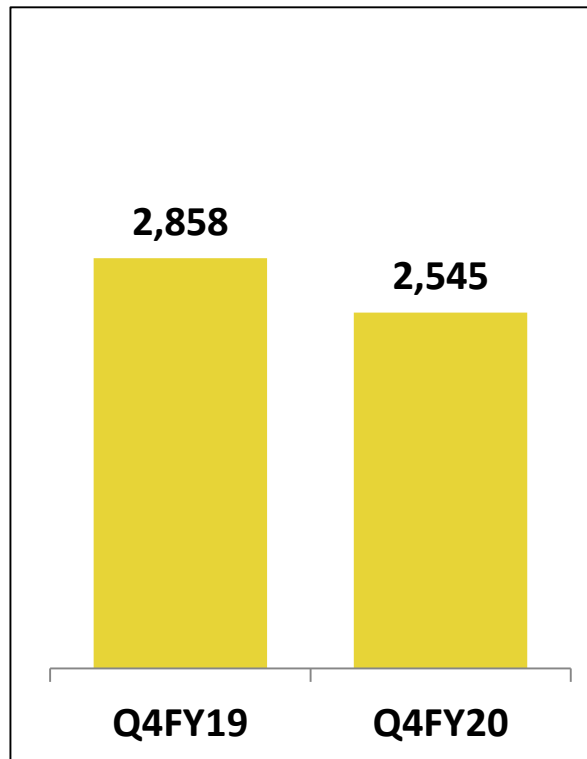
## REVENUE

0.5% ▲ 0.6\*% ▲



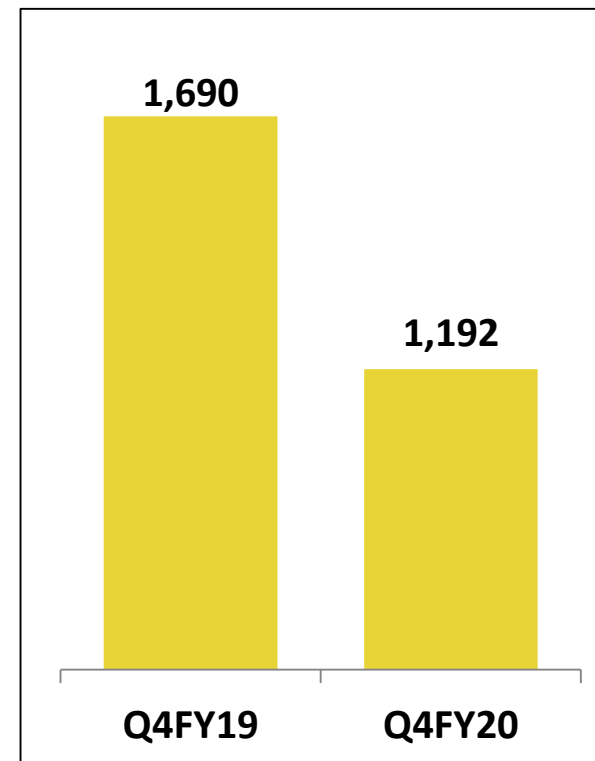
## EBITDA

11% ▼ 4\*% ▲



## PAT

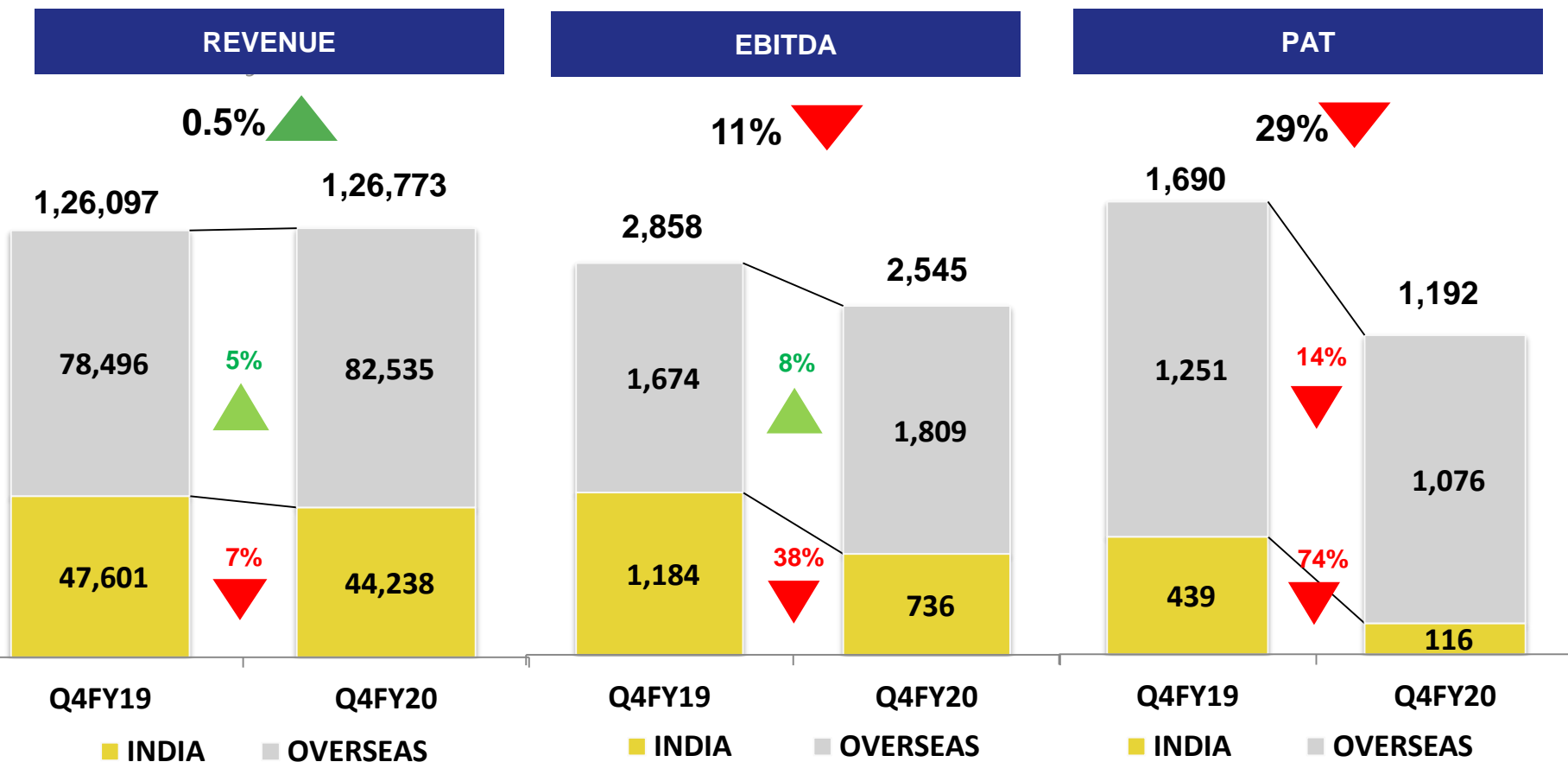
29% ▼ 3\*% ▼



\*Growth excluding ProConnect India biz

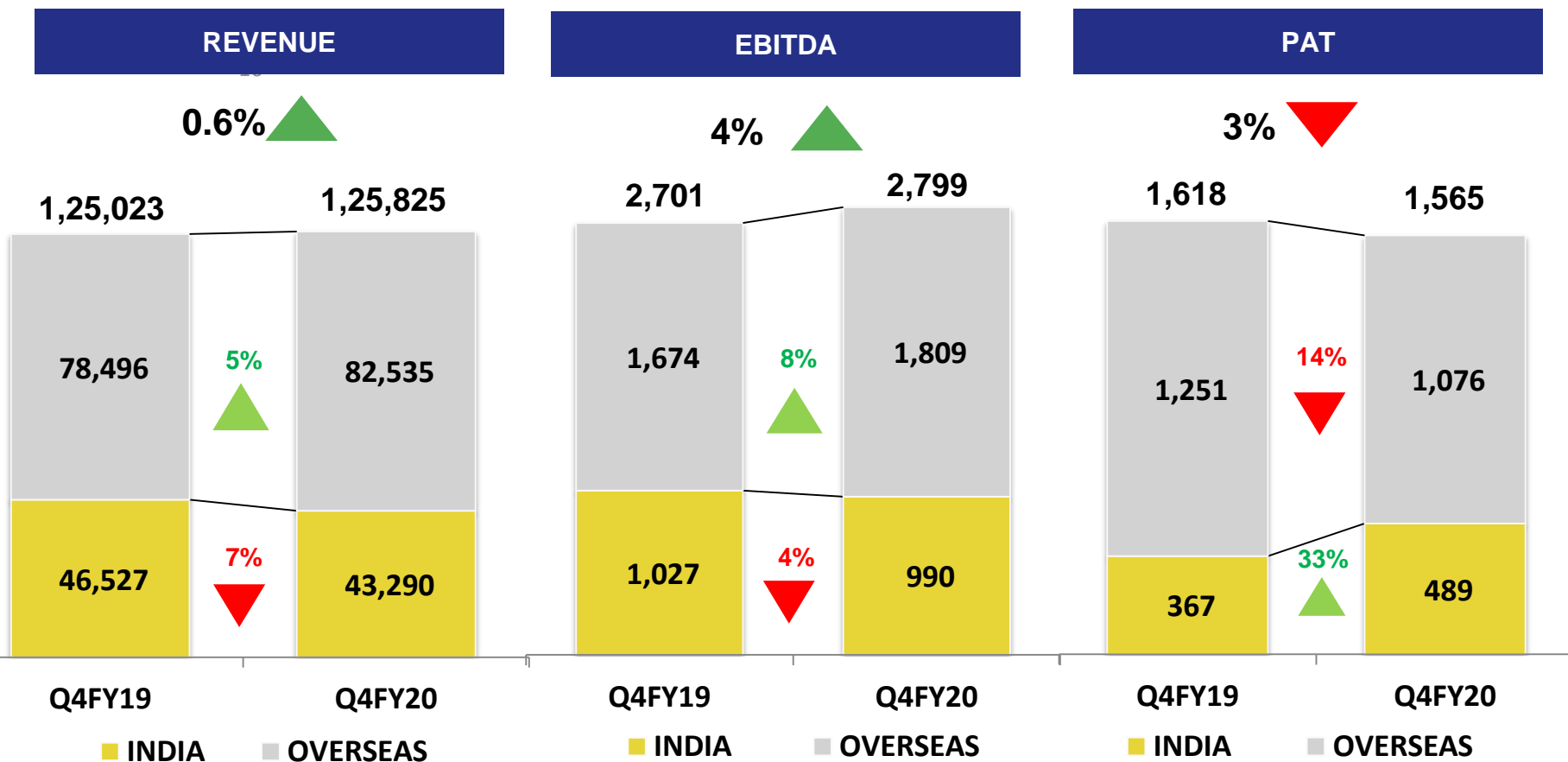
# Q4FY20 – Performance by Market

₹ in million



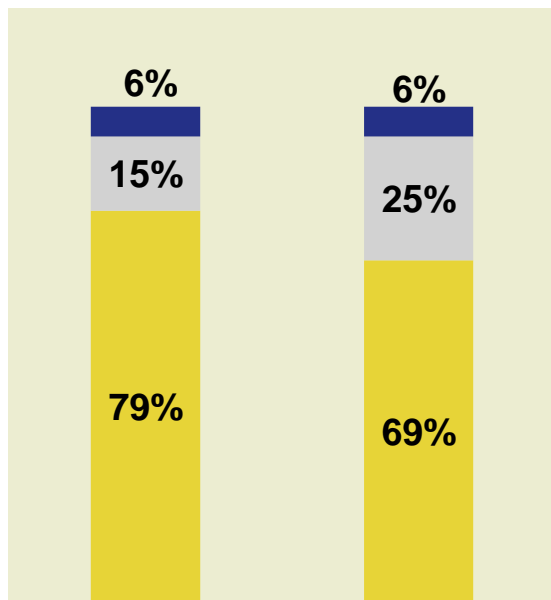
# Q4FY20 – Excluding ProConnect India

₹ in million



# Q4FY20 – Performance by Vertical

## INDIA

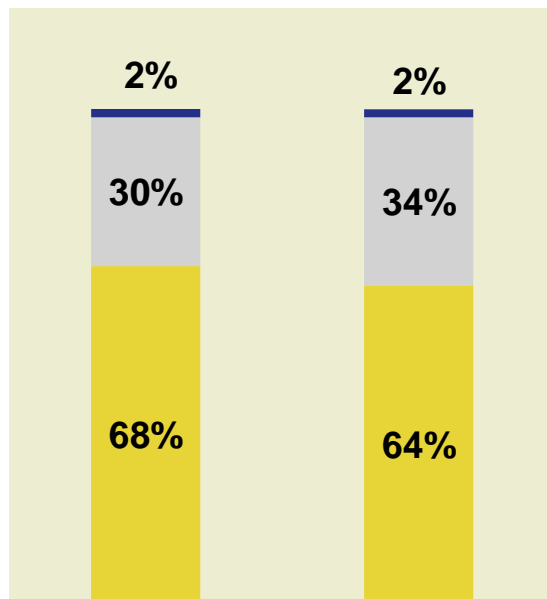


Q4FY19

Q4FY20

■ IT ■ Mobility ■ Services

## OVERSEAS

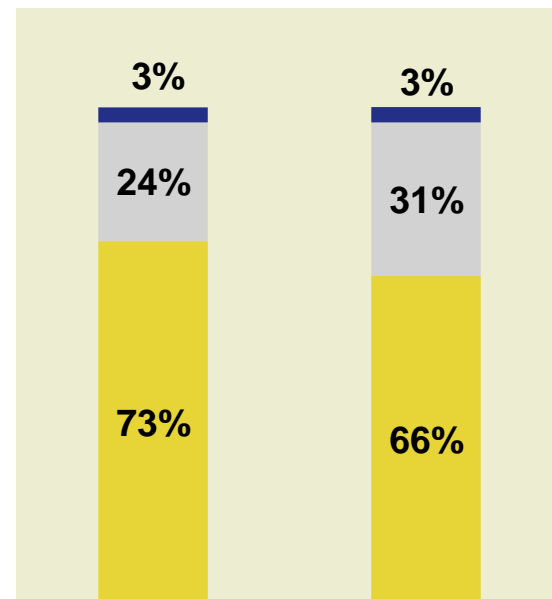


Q4FY19

Q4FY20

■ IT ■ Mobility ■ Services

## GLOBAL



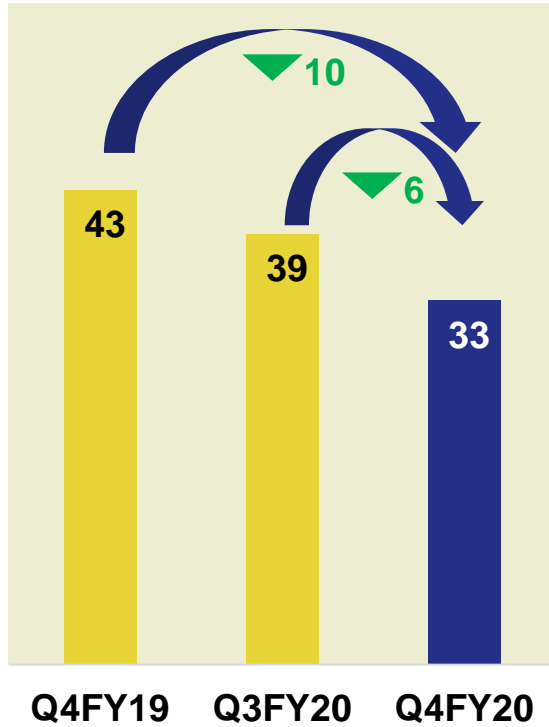
Q4FY19

Q4FY20

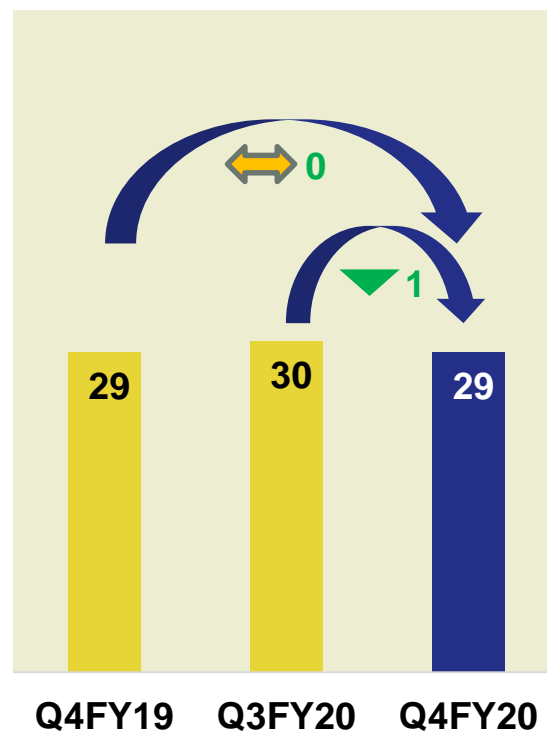
■ IT ■ Mobility ■ Services

# Q4FY20 – Working Capital Days

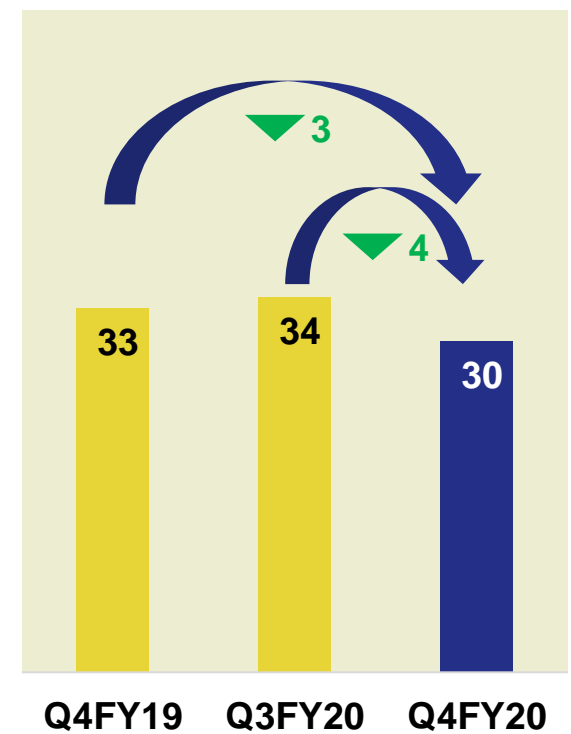
INDIA



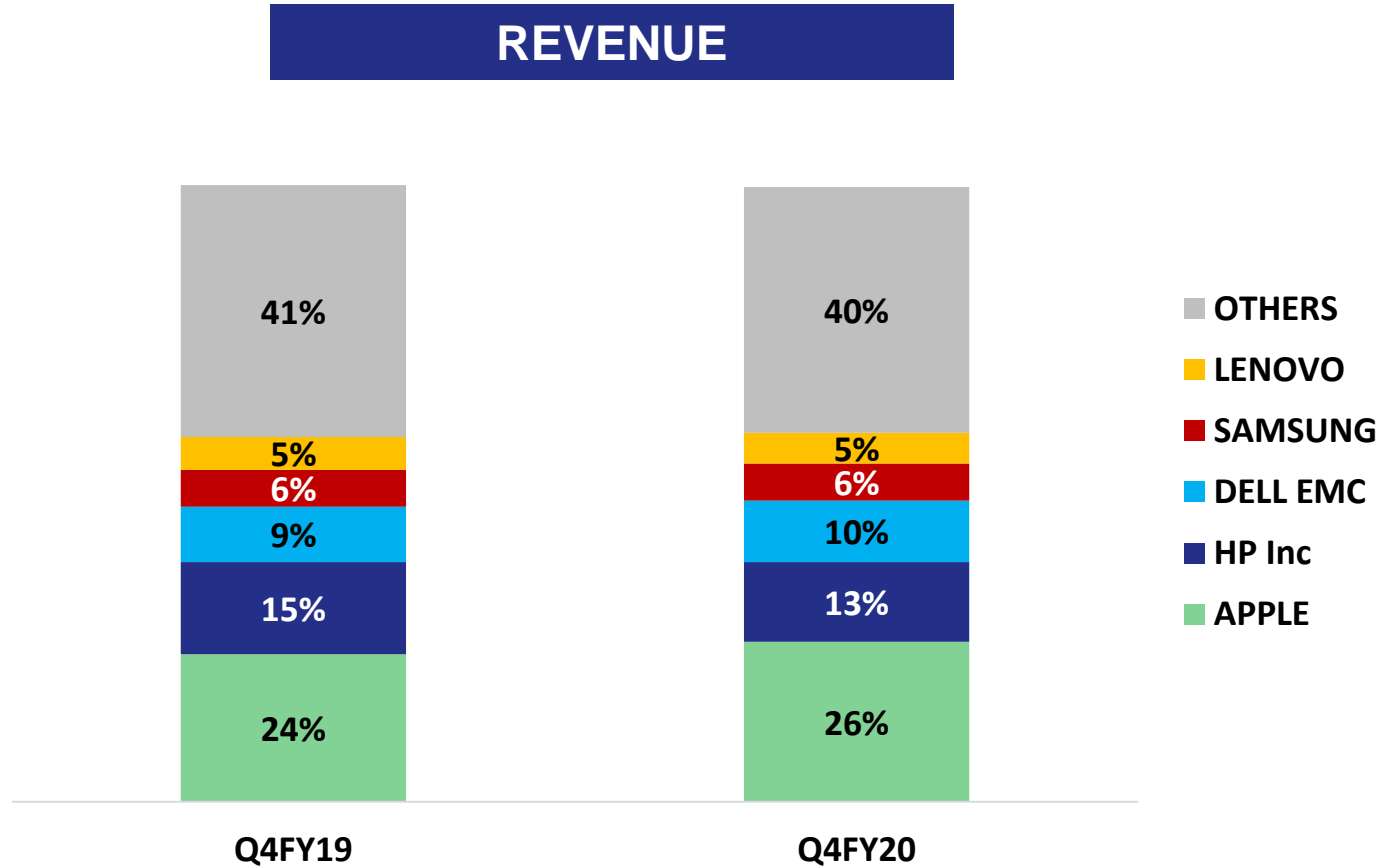
OVERSEAS



GLOBAL

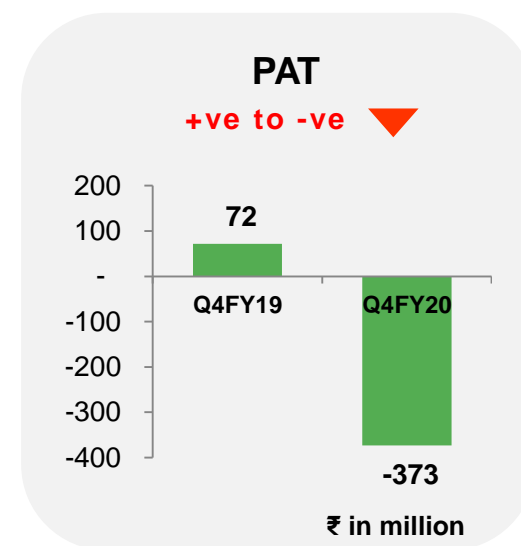
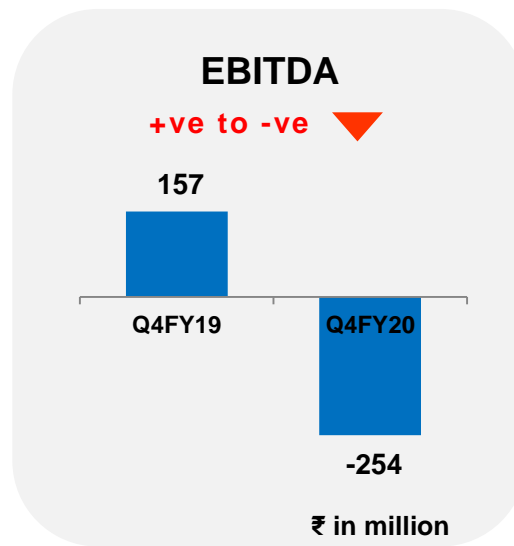
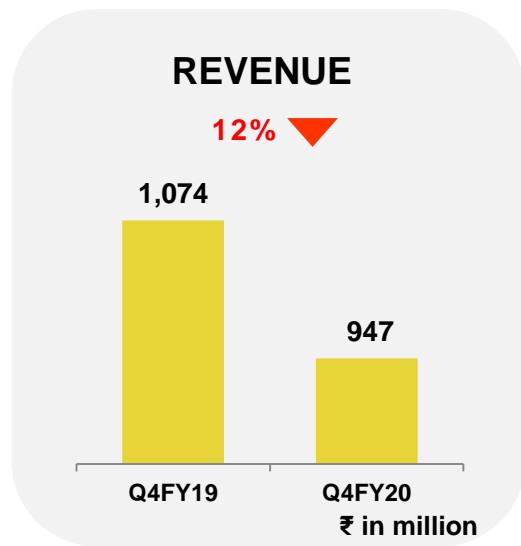


# Q4FY20 – Redington Global's Top 5 Vendors



# Q4FY20 – ProConnect India

- PCS degrew revenues by 12% YoY
- Impact on account of continued slowdown in Logistics industry accentuated further by Covid lockdown, Provision of Rs.207 mn on Advances on behalf of subsidiary company and impairment of Rs.36 mn on investment in a subsidiary company





# FY20 Performance



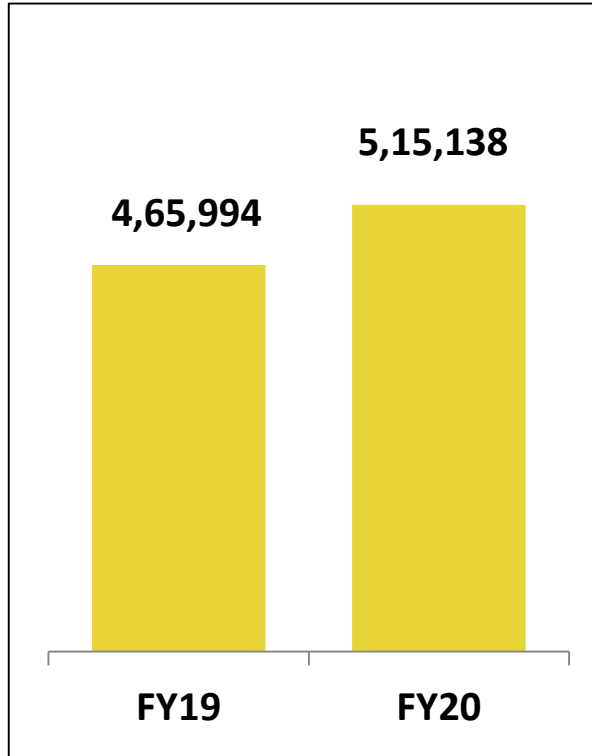


# FY20 – Redington Global performance

₹ in million

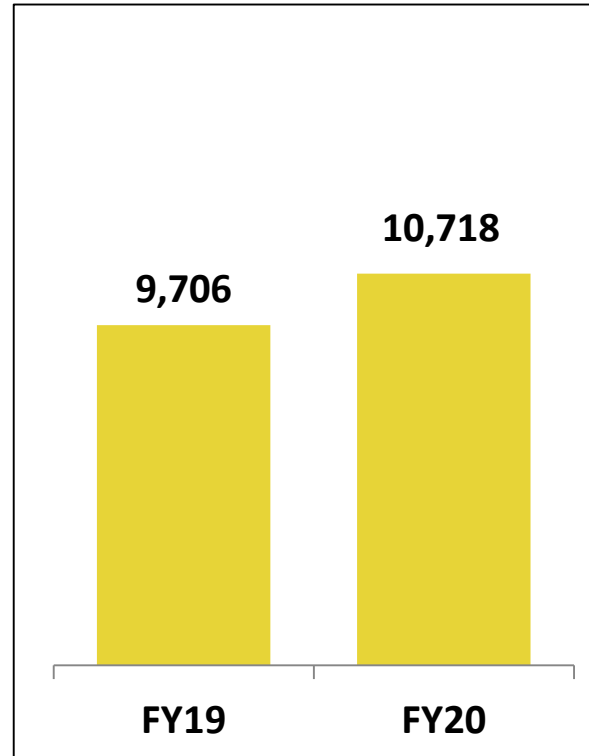
## REVENUE

11% ▲ 11%\* ▲



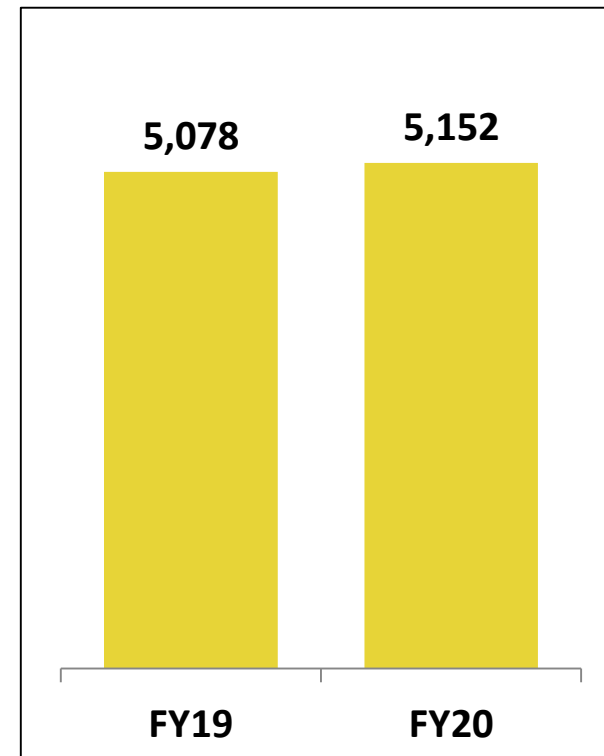
## EBITDA

10% ▲ 17%\* ▲



## PAT

1% ▲ 20%\* ▲



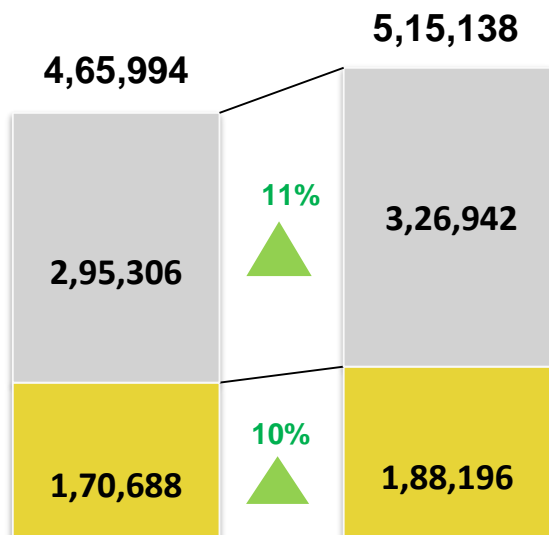
\*Growth excluding ProConnect India biz

# FY20 – Performance by Market

₹ in million

## REVENUE

11% ▲



FY19

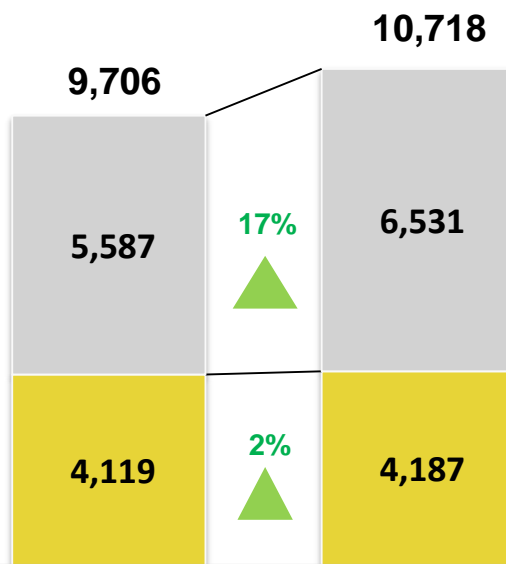
FY20

■ INDIA

■ OVERSEAS

## EBITDA

10% ▲



FY19

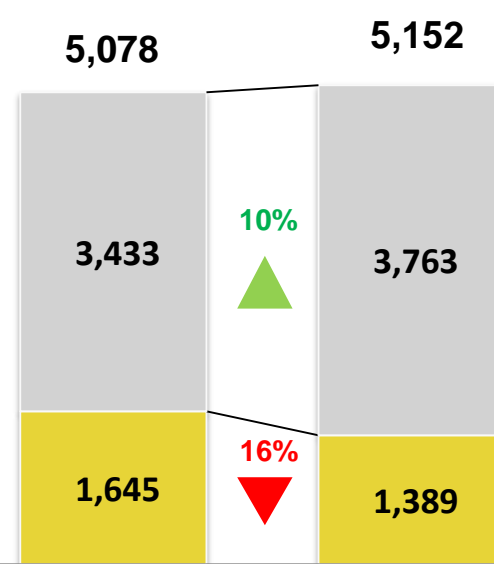
FY20

■ INDIA

■ OVERSEAS

## PAT

1% ▲



FY19

FY20

■ INDIA

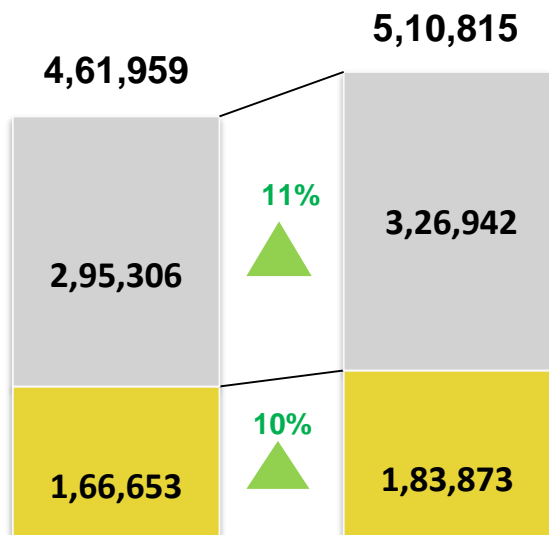
■ OVERSEAS

# FY20 – Excluding ProConnect India

₹ in million

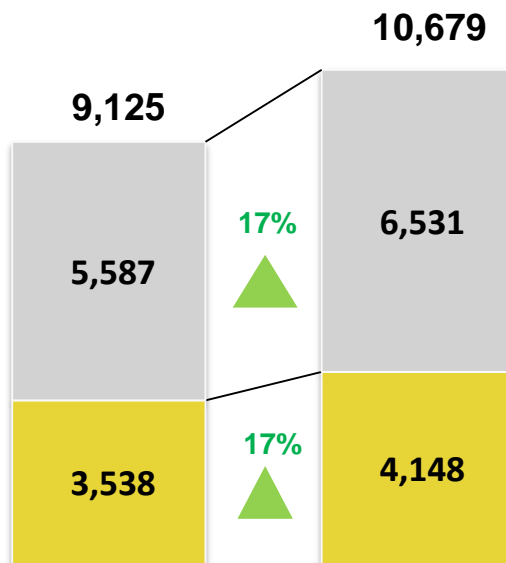
## REVENUE

11% ▲



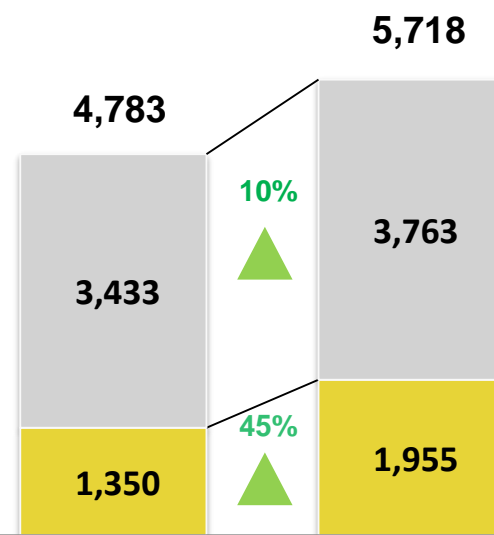
## EBITDA

17% ▲



## PAT

20% ▲



FY19

FY20

FY19

FY20

FY19

FY20

■ INDIA

■ OVERSEAS

■ INDIA

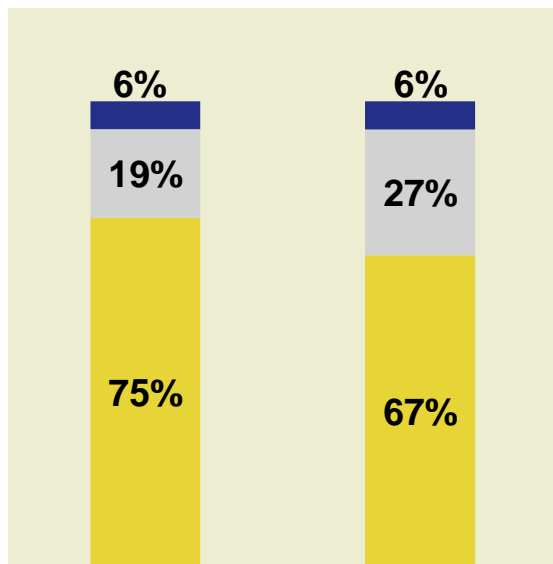
■ OVERSEAS

■ INDIA

■ OVERSEAS

# FY20 – Performance by Vertical

## INDIA

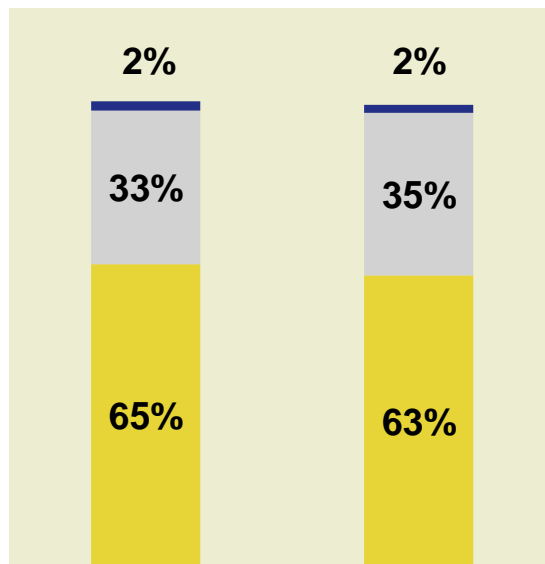


FY19

FY20

■ IT ■ Mobility ■ Services

## OVERSEAS

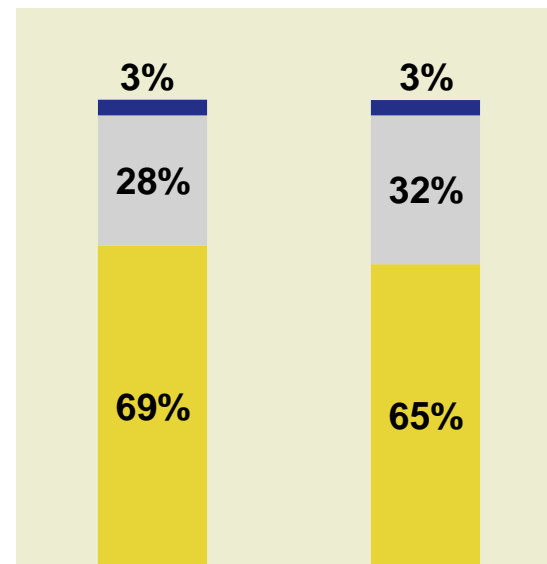


FY19

FY20

■ IT ■ Mobility ■ Services

## GLOBAL



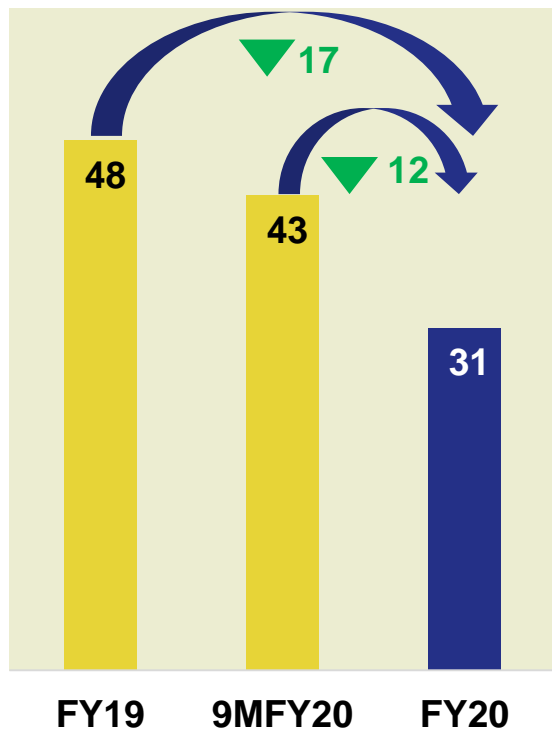
FY19

FY20

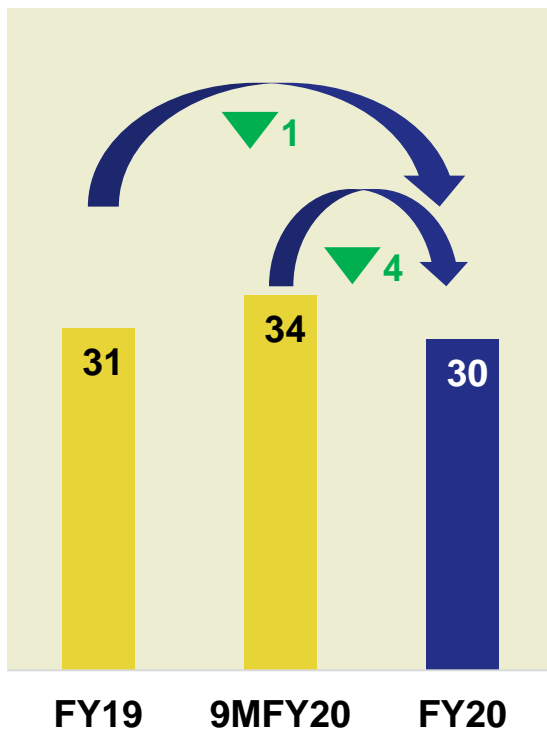
■ IT ■ Mobility ■ Services

# FY20 – Working Capital Days

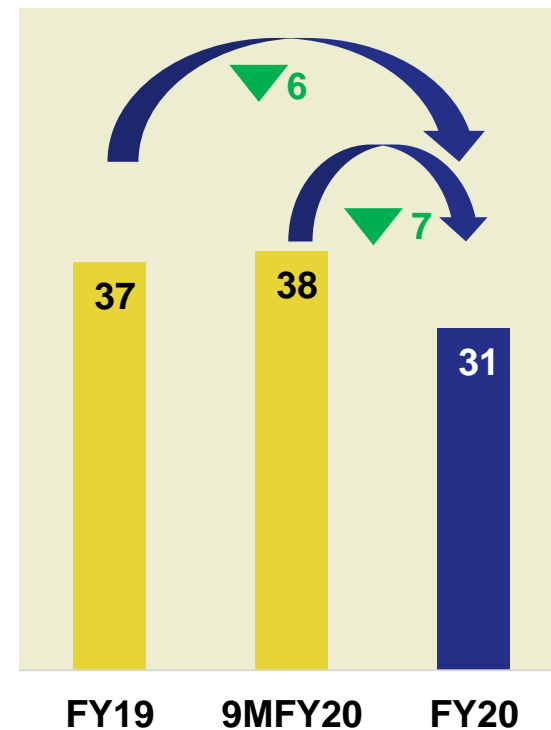
INDIA



OVERSEAS



GLOBAL



# Redington Global : Cash Flow Statement

₹ in million

Particulars	FY20	9MFY20	FY19
<b>Profit Before Taxation</b>	<b>6,923</b>	<b>5,262</b>	<b>6,233</b>
Non-cash items	2,612	1,892	1,956
Outflow of Finance Cost	1,954	1,486	1,805
Changes in Working Capital	5,756	(6,630)	2,907
Direct Tax Paid	(1,845)	(1,344)	(2,010)
<b>Net Cash Flow from Operations</b>	<b>15,400</b>	<b>666</b>	<b>10,891</b>
Capex	(838)	(390)	(828)
Dividend	(2,964)	(1,871)	(1,179)
Outflow of Finance Cost	(1,927)	(1,409)	(1,822)
<b>Free Cashflow</b>	<b>9,671</b>	<b>(3,004)</b>	<b>7,062</b>

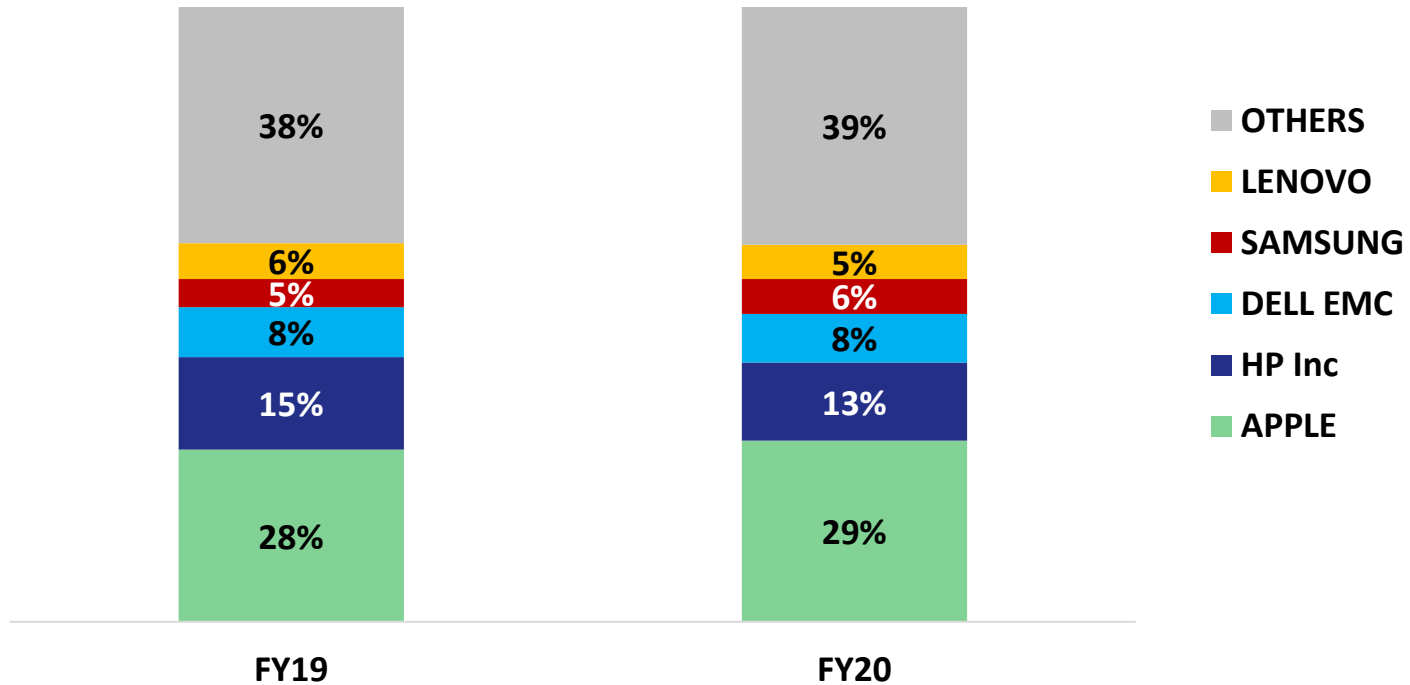
# Redington Global : Balance Sheet

₹ in million

Particulars	31-MAR-20	31-MAR-19
<b>Source:</b>		
Networth	43,089	39,060
Net Debt	1,603	10,612
Minority Interest	3,813	3,446
<b>Total</b>	<b>48,505</b>	<b>53,118</b>
<b>Application:</b>		
Fixed Assets	4,773	4,701
Goodwill	184	220
Right to Use Assets	2,303	-
Net Assets	41,245	48,197
<b>Total</b>	<b>48,505</b>	<b>53,118</b>

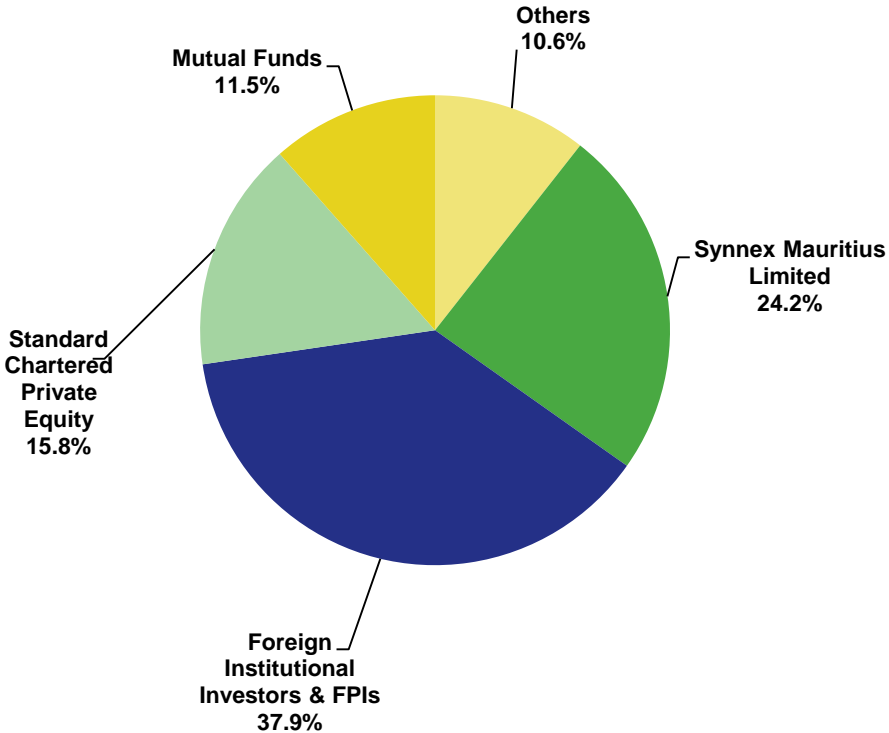
# FY20 – Redington Global's Top 5 Vendors

## REVENUE

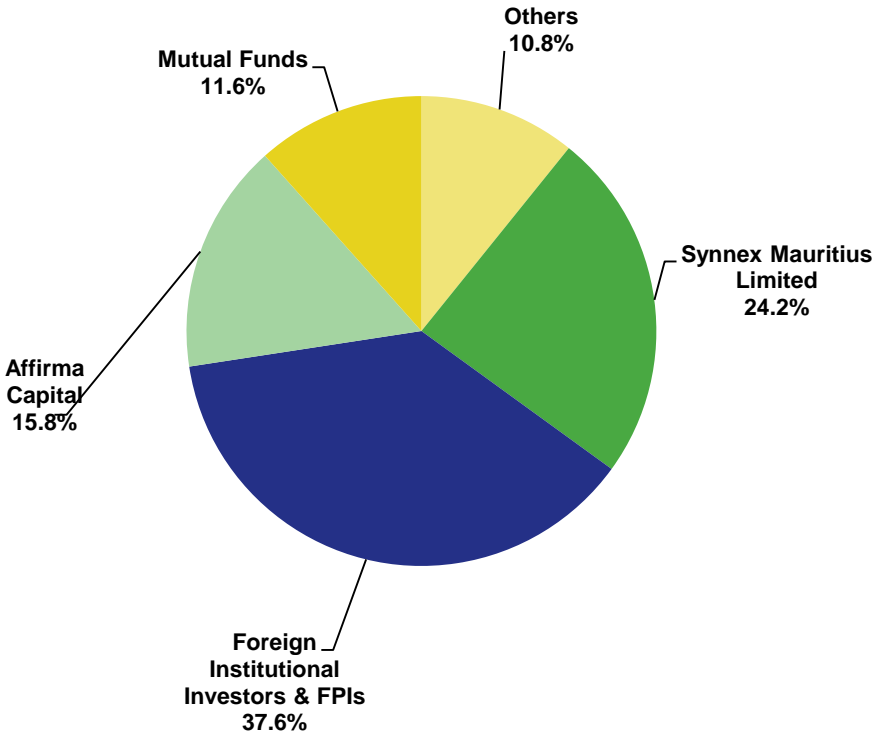




# Shareholding Pattern



**Dec-2019**



**Mar-2020**



## Investor Contacts

M. Muthukumarasamy

Compliance Officer

Redington (India) Limited

SPL Guindy House, 95 Mount Road,

Guindy, Chennai 600 032

<https://www.redingtongroup.com>

Sowmiya M

Senior Manager – Investor Relations

[sowmiya.manickam@redington.co.in](mailto:sowmiya.manickam@redington.co.in)

CIN - L52599TN1961PLC028758



# Corporate Presentation

March 2020

# WHO ARE WE?

*A prominent & leading  
“Technology Distributor”  
evolving into a  
“Services & Solutions company”*



# WHAT WE DO?

*We are ‘Business Enablers’,  
Seamlessly partnering with  
Brands and Channel partners  
in delivering value*



**No.1 Technology distributor in MEA and No.2 in India**



**Multi faceted approach of Distribution & Services**



**Expanding the reach & coverage for over 200+ brands through 38,350+ partners**



**An Emerging Markets player with in-country presence**



**\$7.3bn+ company with strong double digit 13 year CAGR (Revenue, EBITDA & PAT)**

# Our Mission and Values

*“Our mission is to offer a robust technology-powered platform to enable a seamless flow of products and services”*



**ADAPTABILITY**



**COLLABORATION**



**KNOW-HOW**



**OBJECTIVITY**



**SIMPLICITY**



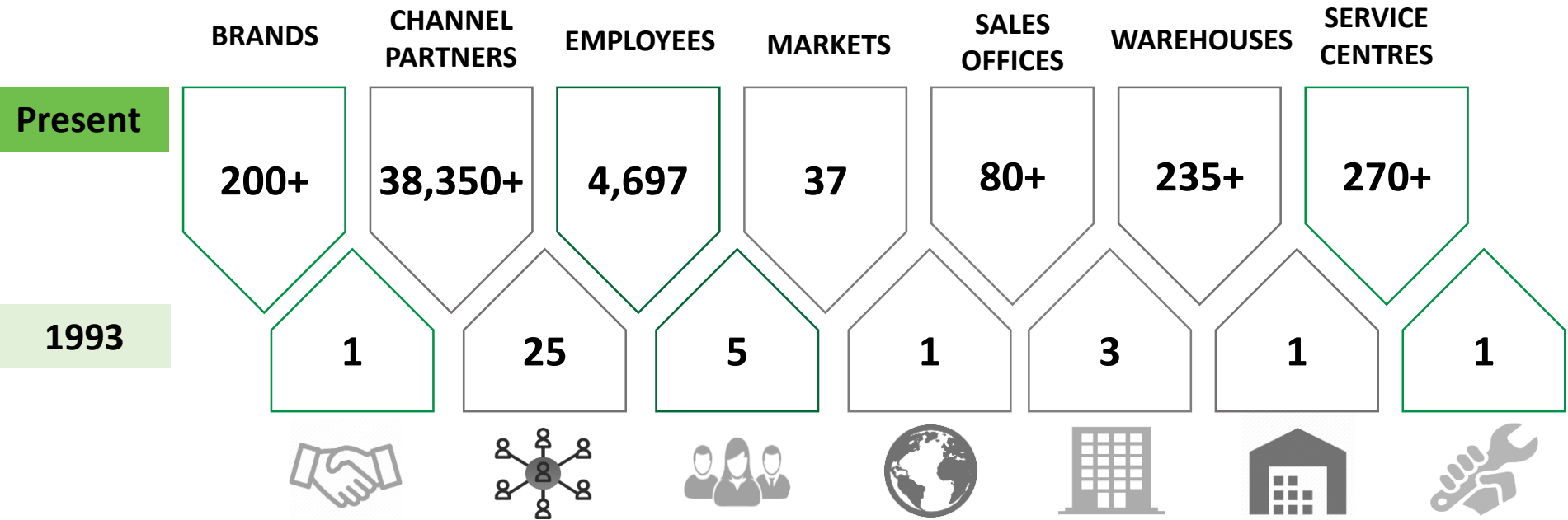
**TRUST**



**TRANSPARENCY**



# Our Expansion



*From a 'Home Grown Company' to an 'Emerging Markets Multinational'*

## Independent Directors

### CHAIRMAN



**Prof. Ramachandran**  
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, Operating  
Partner (Gaja Capital)

## Executive Directors



**Raj Shankar**  
Managing Director



**S V Krishnan**  
Whole time  
Director



**Tu, Shu-Chyuan**  
General Manager  
Business Development  
Synnex Tech, Taiwan



**Chen, Yi-Ju**  
Senior Manager –  
Finance Planning &  
Management  
Synnex Tech, Taiwan



**Udai Dhawan**  
Founding Partner &  
Head of India,  
Affirma Capital

## Non-Executive Directors

# Our Experienced Executive Team



**Raj Shankar**  
Managing Director



**P S Neogi**  
Chief of Staff



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



**Ramesh Natarajan**  
CEO, India  
Distribution



**J K Senapati,**  
COO, India  
Distribution



**E H Kasturi Rangan**  
MD, ProConnect  
Logistics, India



**Dr. R. Arunachalam**  
CEO, ProConnect  
Logistics, India



**S V Rao**  
CEO, Ensure  
Services, India



**Aloysius  
Fernandes**  
President,  
IT Volume,  
Africa



**Jeetendra Berry,**  
President,  
IT Volume,  
Middle East



**Rawad Ayash,**  
President,  
Mobility,  
Middle East



**Sayantan Dev**  
President,  
IT Value  
Distribution



**Jim Mathew**  
President,  
Mobility,  
Africa



**S Chidambaram**  
Sr. Vice President,  
Supply Chain  
Management, MEA



**Sriram Ganeshan**  
Director & Chief  
Financial Officer,  
MEA



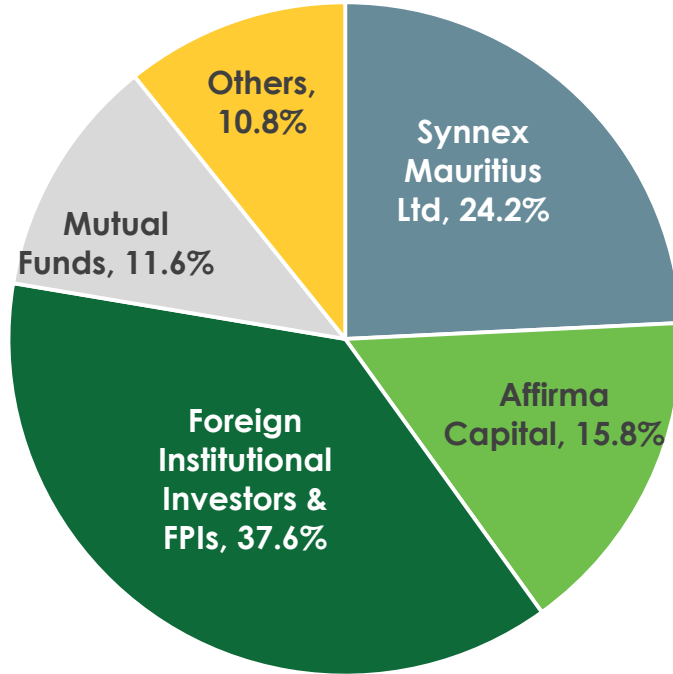
**S Sethuraman**  
Sr. Vice President,  
Ensure Services, MEA



**Serkan Celik,**  
CEO, Arena,  
Turkey



# Our Shareholders



HDFC Mutual Fund



Fidelity Management & Research (FMR)



Franklin Templeton Investments



Fidelity International



ICICI Pru Life Insurance



Acacia Partners (Ruane Cunniff & Goldfarb)



Dimensional Fund Advisors

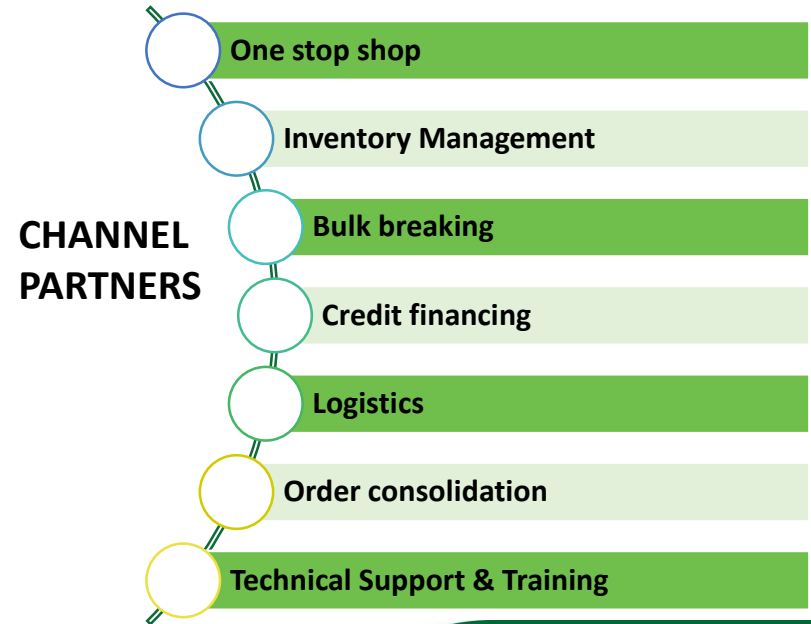
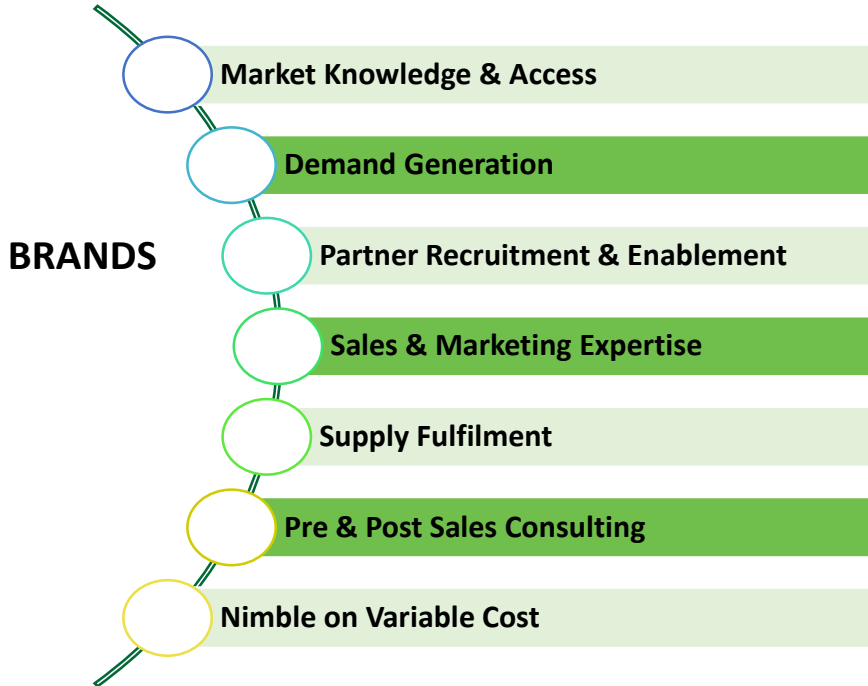
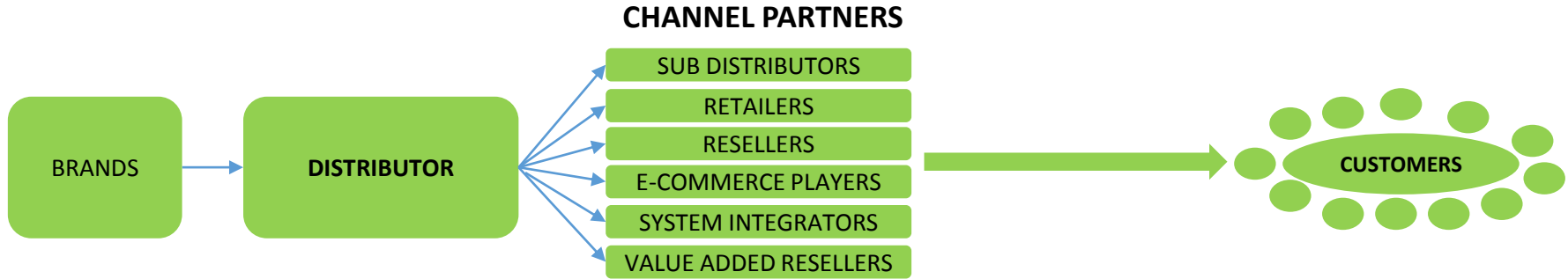


The Vanguard Group

# **Business Overview**



# Distribution Business Model



# Distribution Business

BUSINESS

INDIA

MIDDLE EAST

AFRICA

TURKEY

SINGAPORE

SOUTH ASIA

DISTRIBUTION



## IT CONSUMER

PCs



Laptops



Print Supplies



Printers



Consumer Lifestyle products



## IT ENTERPRISE

Networking



Software



Servers & Storage



Security



## MOBILITY

Smartphones

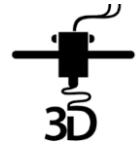


## EMERGING



Health & Medical Equipment

3D Printers & Scanners



Solar products

# Our Brands/Vendors



*Enviably Partnerships with over 200+ brands*

# Services Business



BUSINESS	INDIA	MIDDLE EAST	AFRICA	TURKEY	SINGAPORE	SOUTH ASIA
SERVICES	  					



 a Redington company				
Logistics services	Support services	Cloud services	Digital print services	3D Print Services

# ProConnect India



*Wholly Owned Subsidiary of Redington*



*Integrated Third Party Logistics partner*



*PAN India presence*



*170+ Warehouses*



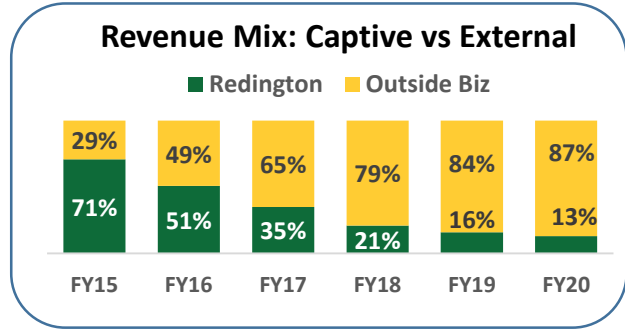
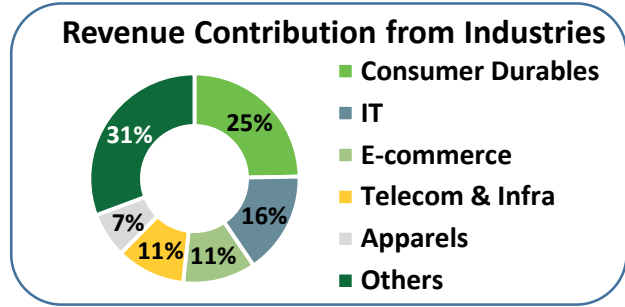
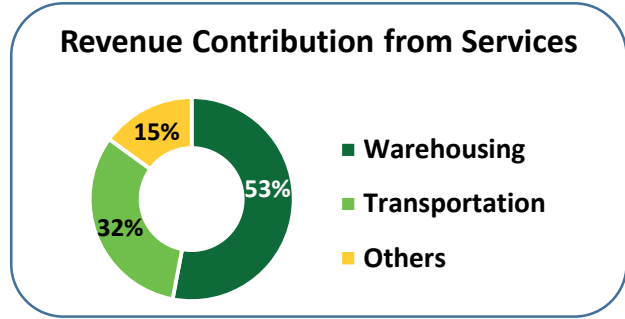
*6.2 mn Sq.ft. in operation*



*225+ Customers across 12+ Industries*



*20,200+ Pincodes*





*Wholly Owned Subsidiary of Redington*



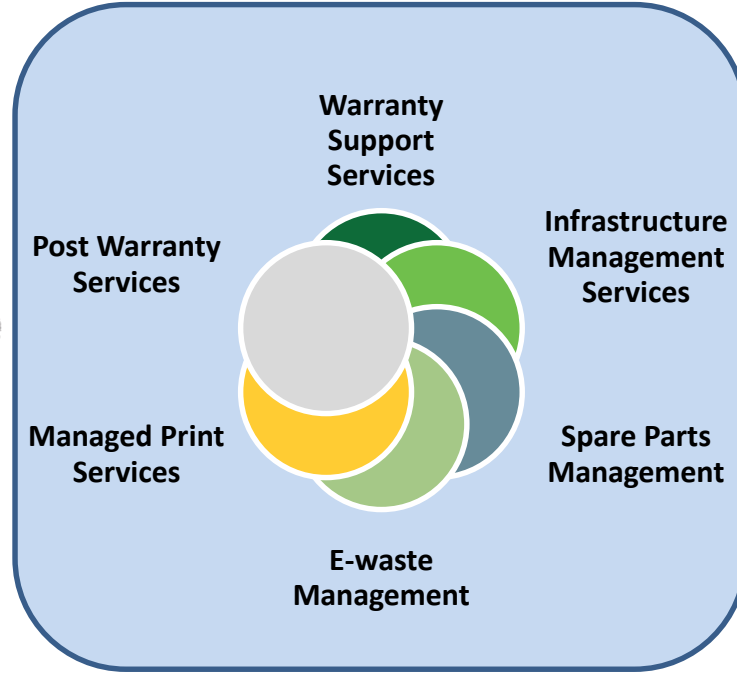
*PAN India presence with 50+ Owned service centres across India*



*Preferred Service partner with 180+ service partners across India*



*FY20 Revenues : Rs 1055 mn*  
*FY20 PAT : Rs 38 mn*



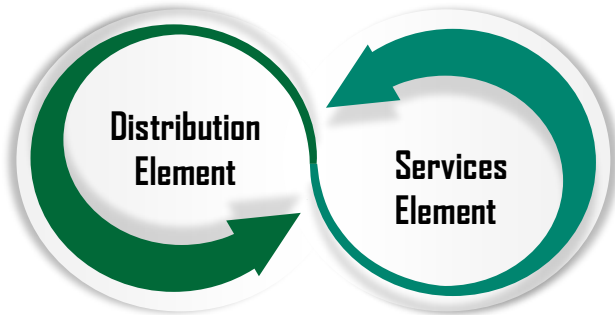
## Clients



\*Illustrative



## Our business



Down-selling of  
Cloud products



ORACLE

Redington team  
provides Managed  
Services, focussing  
on SME/Mid Market  
clientele

## Our Major Competencies

**Unified Digital  
Cloud Platform**

Enabling channel partners to auto provision, consume, view consumption reports, subscription management and monthly billing of Cloud services

**Investments in  
Manpower**

**Team Strength : 84**

Cloud Solution Architects, Cloud Consultants, Cloud Engineers, Advanced Pre-sales, Field Sales, Digital Marketing

**Redington  
Managed  
Cloud  
Solutions**

End to end solutions including 24\*7 support services, cloud monitoring, cloud management, reactive & proactive services

**Redington  
Cloud  
Academy**

Offering partner training and enablement services to help partners improve their value chain

**6000+**

Registered  
Partners

**2500+**

Customers

**350+**

Cloud  
Migrations

**100+**

Enterprise  
workloads



## FEATURES OF REDINGTON CLOUD MANAGED SOLUTIONS



**Assessment workshop**  
Redington and Partner works with Customer IT team to do assessment workshop and validate customer readiness for cloud



**Architect**  
Findings from application/Infra details via assessment, cloud solution is proposed to customers considering security and optimized cost



**Migrate**  
Step-by-Step processes of Migration in order of criticality and testing outcomes on Cloud



**Manage**  
Continuous processes with proactive monitoring to ensure the infra is ALWAYS managed & optimized with respect to utilization and new needs

## DIGITAL PRINT SERVICES



Exclusive Distributor of  
HP Indigo's "Digital  
Printing Press" in India

### REVENUE MODEL



Distribution of Printing Press



Annuity revenues from clicks



Parts & Labour



Ranked Grade  
"A" by HP  
Indigo  
(Third in the  
world)

## 3D PRINT SERVICES



Set up 3D Printing  
Facility in Chennai



ON DEMAND MFG



PROTOTYPING



SCANNING

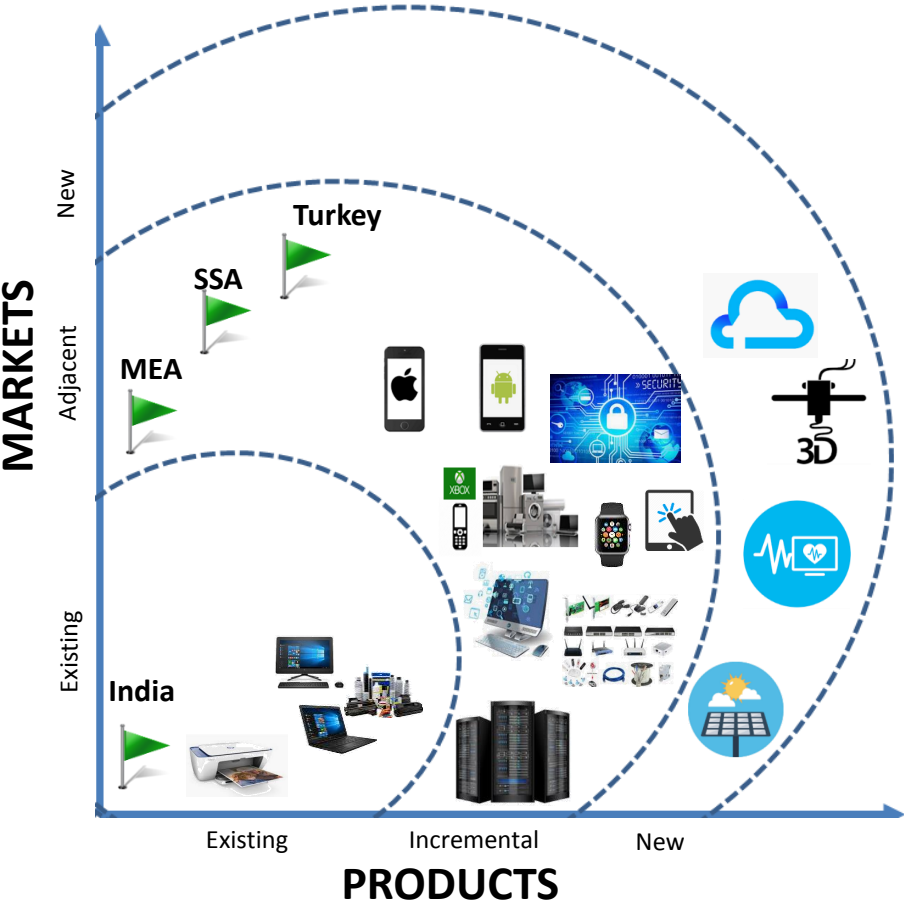


Partnered with  
HP in 3D printing  
12 categories of  
parts for 10,000  
ventilators

# Risk Management



# De-risking Strategy By Diversification



Our rich product portfolio consists of *diversified Brands* and *diversified product categories under the same brand*

*Presence in multiple markets* ensures diversification of risk as well as ensuring Kaizen's continuous improvement

Our strong and seamless partnerships and dynamic business model ensure that we *stay relevant in the everchanging technological environment*

*Foraying into new lines of businesses*, leading to incremental growth as well as diversification of risk

# Inherent Risks & Mitigation Measures



Risk	Measures	Effect of Mitigated Risk
<b>Inventory Risk</b>	<ul style="list-style-type: none"> <li>• Stock Rotation</li> <li>• Price protection</li> <li>• Marketing Support</li> <li>• Prudent Provisioning</li> </ul>	Inventory provisioning at <b>0.04% of Revenue</b> since 10 years
<b>Receivables Risk</b>	<ul style="list-style-type: none"> <li>• Collection of post dated Cheques</li> <li>• Performance linked pay-out only on collection</li> <li>• Strict internal parameters for overdues and bad debts</li> </ul>	AR Provisioning at <b>0.10% of Revenue</b> Since 10 years
<b>Currency Risk</b>	<ul style="list-style-type: none"> <li>• Hedging all exposures</li> <li>• India – ~84% of purchases in rupee dominated invoices, forward cover for the rest with premium becoming a part of COGS</li> <li>• MEA – Currencies pegged in USD and USD denominated transactions. Effective forward controls and local currency borrowings</li> </ul>	Consistent business performance despite <b>fluctuating currencies</b>

**Ensuring risk adjusted returns**

# Financial Performance



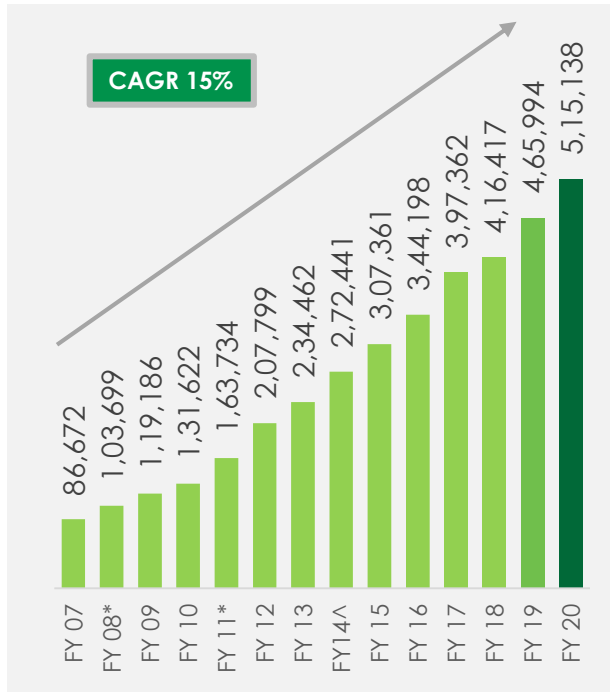
Performance track record



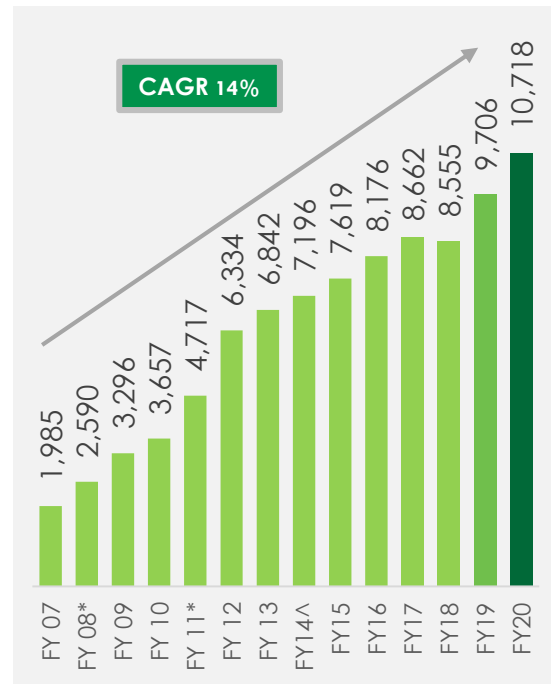
# Performance Since Listing

**Achieved Rs.5,00,000 mn milestone mark in Revenues**

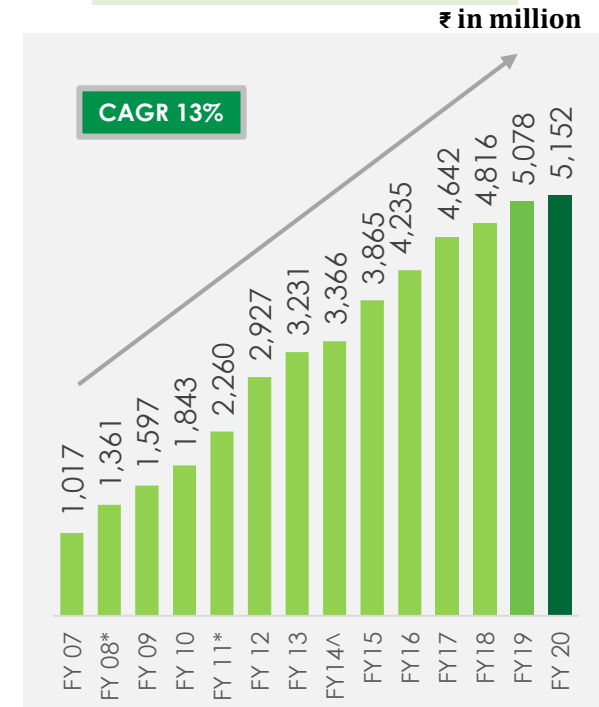
## REVENUE



## EBITDA



## PAT



# Annual performance track record

Particulars	FY20	FY19	FY18	FY17	FY16	FY15
Total Revenue	5,15,138	4,65,994	4,16,417	3,97,362	3,44,198	3,07,361
Growth YoY	10.5%	11.9%	5.8%	15.4%	12.0%	12.8%
EBITDA	1,072	9,706	8,555	8,662	8,176	7,619
Growth YoY	10.4%	13.5%	-1.2%	5.9%	7.3%	5.9%
PAT	5,152	5,078	4,816	4,642	4,235	3,865
Growth YoY	1.5%	5.4%	3.7%	9.6%	9.6%	14.8%
Networth	43,089	39,060	35,306	31,479	29,494	23,742
Capital Employed*	48,505	53,118	54,759	49,741	57,353	44,468
EBITDA Margins	2.1%	2.1%	2.1%	2.2%	2.4%	2.5%
PAT Margins	1.0%	1.1%	1.2%	1.2%	1.2%	1.3%
ROCE#	18.1%	16.9%	16.1%	15.4%	15.4%	16.9%
ROE	12.6%	13.7%	14.5%	15.3%	15.6%	18.2%
EPS (₹)	13.2	12.8	12.0	11.6	10.6	9.7
Book Value per share (₹)	110.3	99.8	87.7	78.2	73.2	57.6

\*Closing Capital Employed

#ROCE is calculated net of cash and on average capital employed

# ROCE vs Cost of Debt Capital

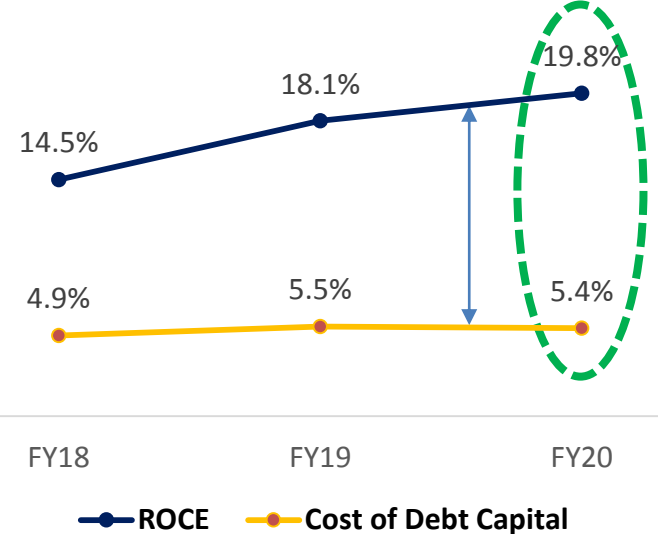
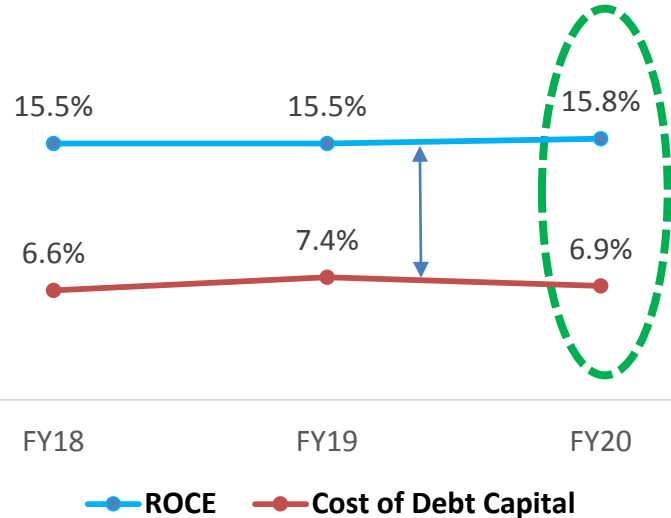
## Consistent Focus on Capital efficiency

### INDIA Return on Rupee capital

### OVERSEAS Return on Dollar Capital

Value Creation 8.9%

Value Creation 14.4%



\*ROCE is calculated net of cash and on average capital employed

# Quarterly performance track record

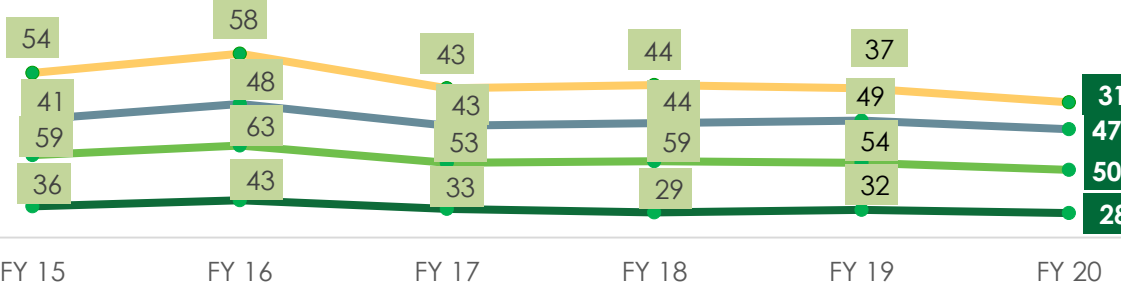
Particulars	Q4FY20	Q3FY20	Q2FY20	Q1FY20	Q4FY19
Total Revenue	1,26,773	1,47,956	1,23,543	1,16,866	1,26,097
Growth QoQ	<b>-14.3%</b>	<b>19.8%</b>	<b>5.7%</b>	<b>-7.3%</b>	<b>-0.2%</b>
EBITDA	2,545	3,094	2,627	2,450	2,824
Growth QoQ	<b>-17.7%</b>	<b>17.8%</b>	<b>7.2%</b>	<b>-13.2%</b>	<b>-1.8%</b>
PAT	1,192	1,559	1,301	1,100	1,690
Growth QoQ	<b>-23.5%</b>	<b>19.9%</b>	<b>18.2%</b>	<b>-34.9%</b>	<b>16.5%</b>
Networth	43,089	41,514	40,542	40,028	39,060
Capital Employed*	48,505	59,140	48,145	62,665	53,118
EBITDA Margins	2.0%	2.1%	2.1%	2.1%	2.2%
PAT Margins	0.9%	1.1%	1.1%	0.9%	1.3%
ROCE#	16.3%	20.3%	15.5%	15.7%	18.9%
ROE	11.4%	15.2%	12.9%	11.2%	17.9%
EPS (₹)	3.1	4.0	3.3	2.8	4.3
Book Value per share (₹)	110.3	106.1	103.6	102.3	99.8

\*Closing Capital Employed

#ROCE is calculated net of cash and on average capital employed

# Key Operating Metrics

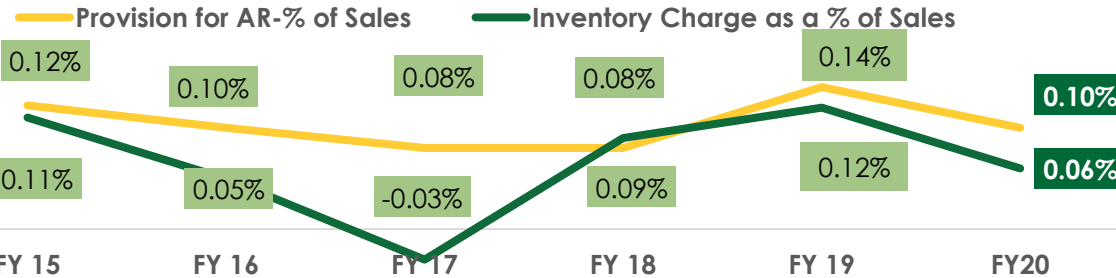
Inventory Days   Debtor Days   Creditor Days   Working Capital Days



Working Capital Days  
at sustainable levels

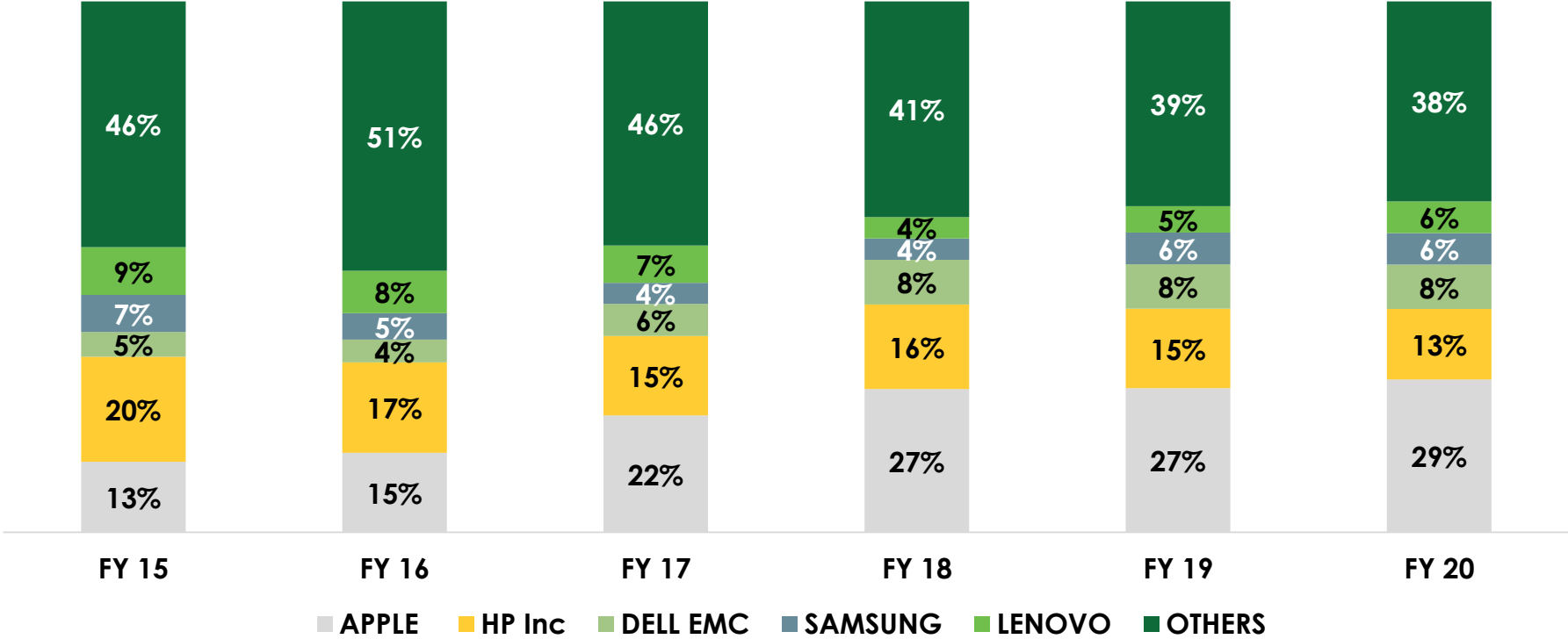
R\$ in mn	FY15	FY16	FY17	FY18	FY19	FY20
CFO	1,951	(1,922)	12,986	2,198	10,892	15,400
FCF	947	(5,054)	9,113	(565)	7,062	9,671

Cumulative  
generation of cash  
flows



Ensuring Risk adjusted  
Returns

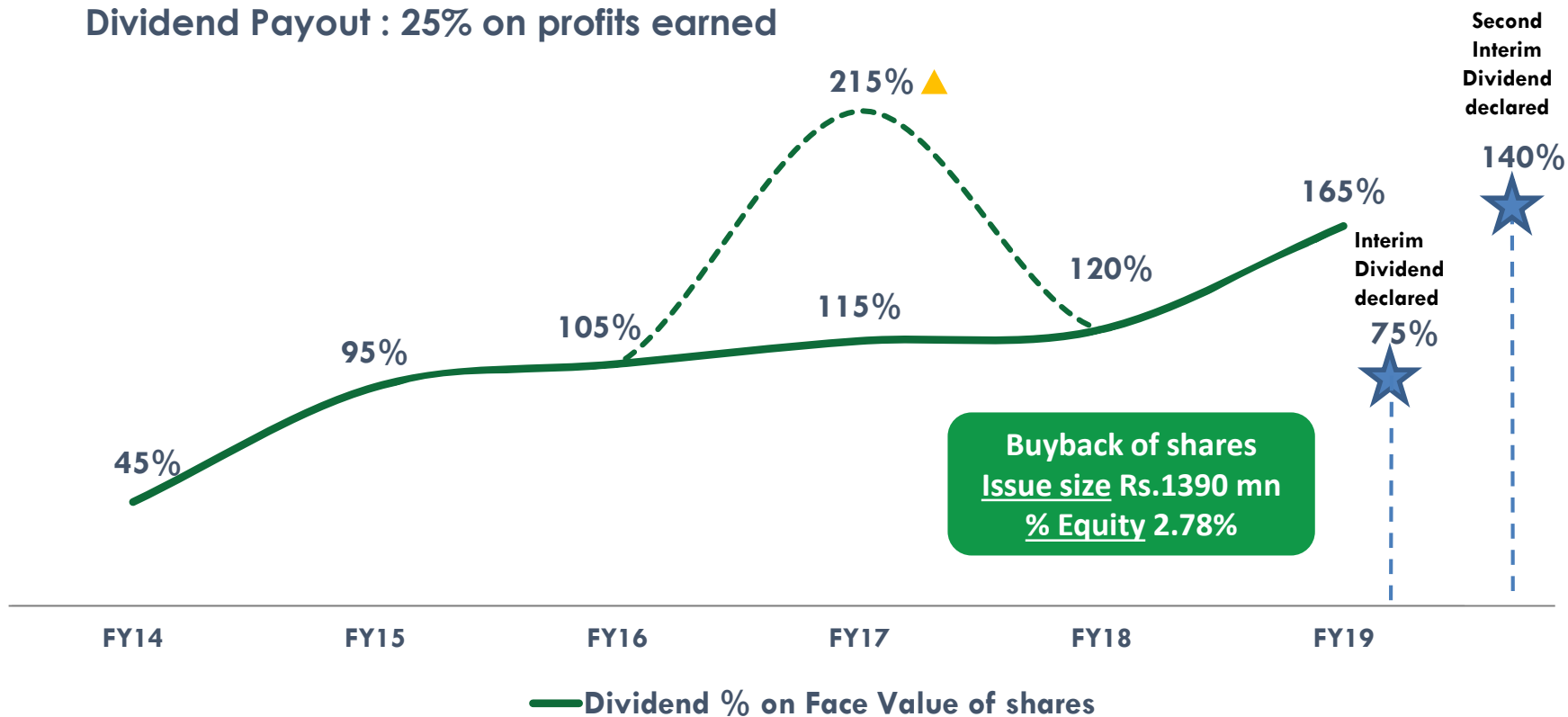
# Top 5 Vendors



Note: Effect of Dell EMC merger is shown partly in FY17 figures and fully in FY18 figures

# Dividend Distribution

Dividend Payout : 25% on profits earned



▲ Final dividend plus Special Interim Dividend declared

Current year performance

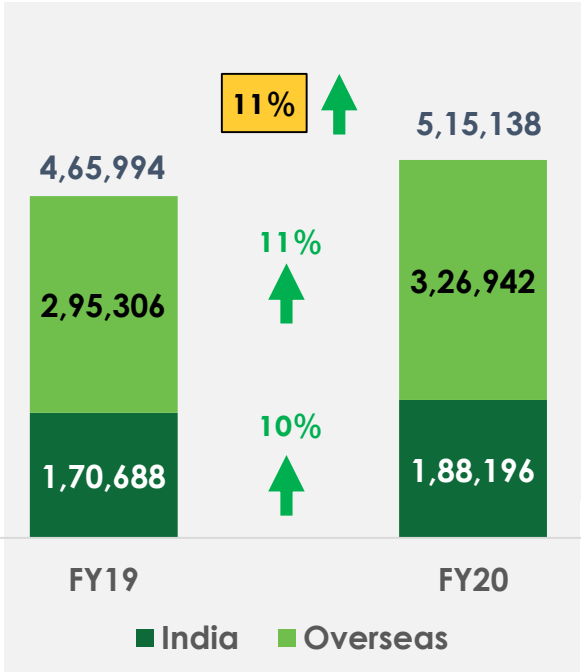


# Performance By Market

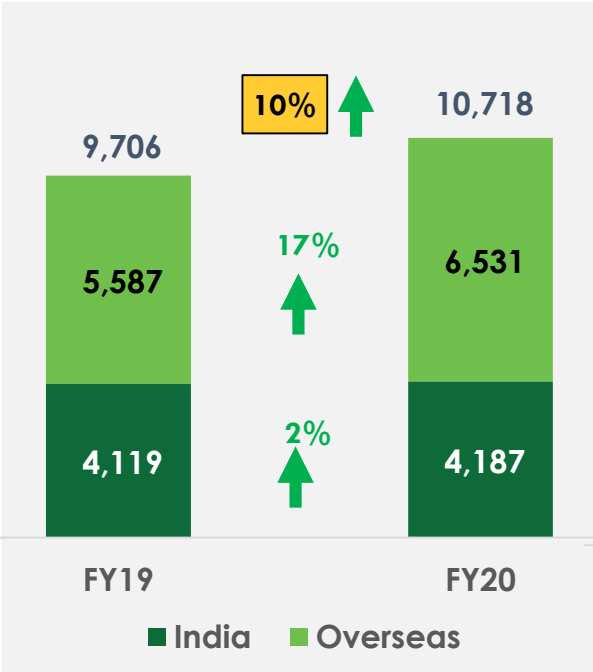


₹ in million

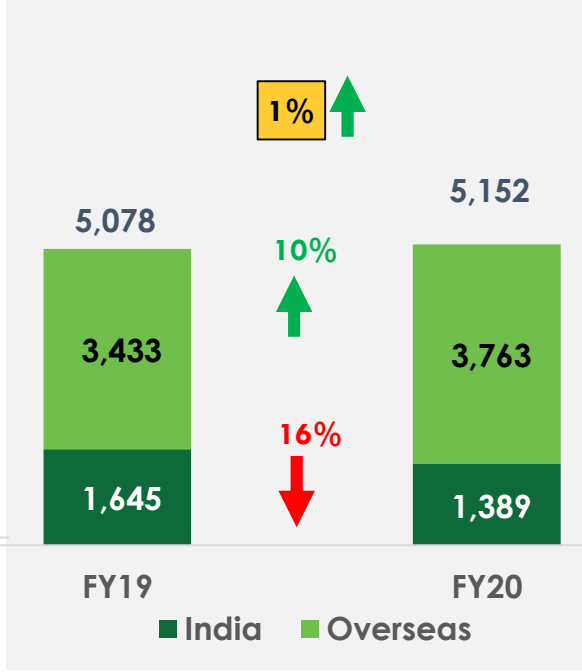
## REVENUE



## EBITDA



## PAT

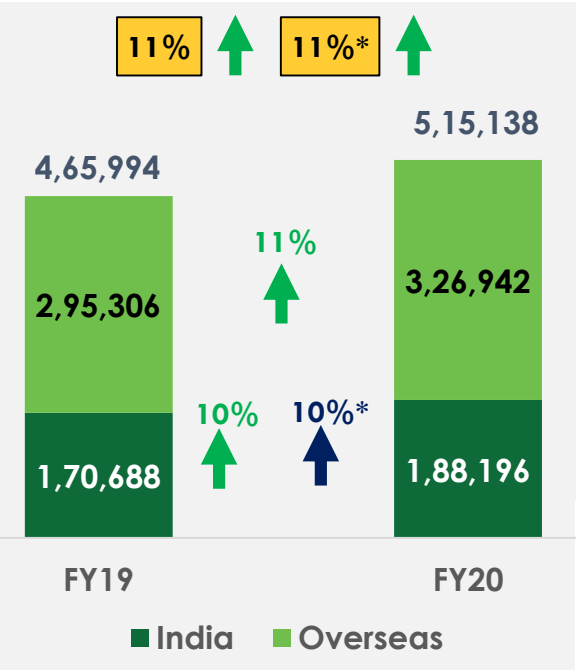


# Performance By Market

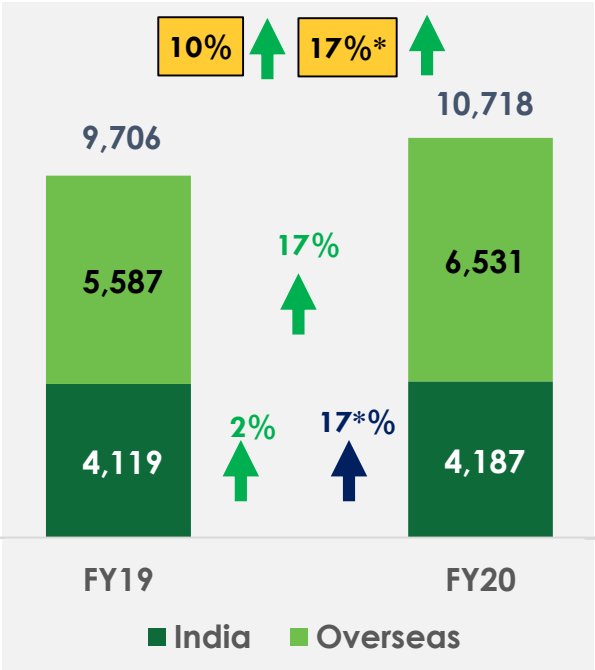


₹ in million

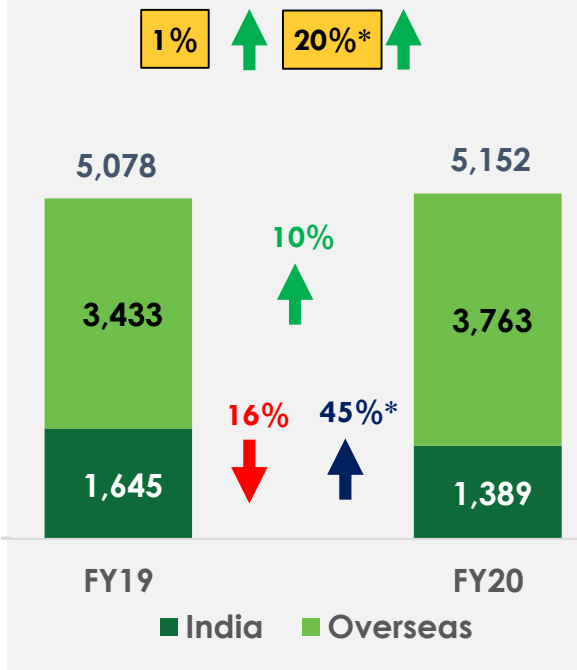
## REVENUE



## EBITDA



## PAT



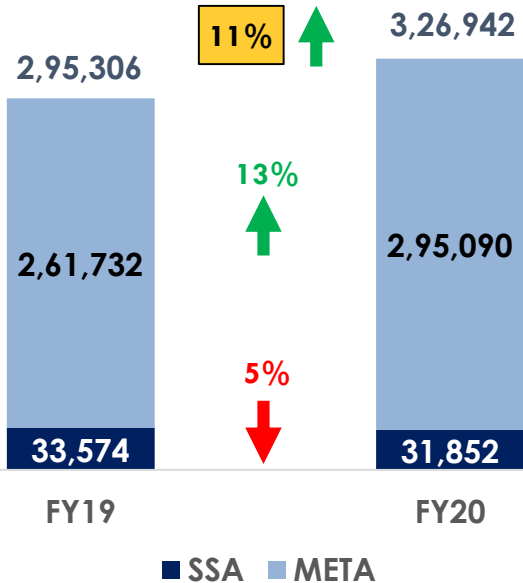
\*Growth excluding ProConnect India

# Overseas Performance (in INR terms)

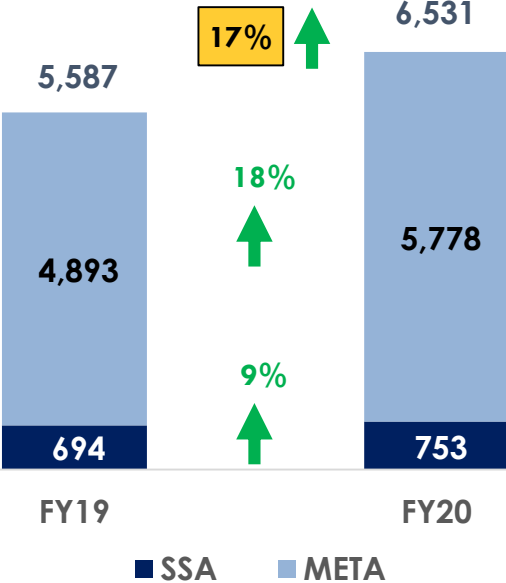


₹ in million

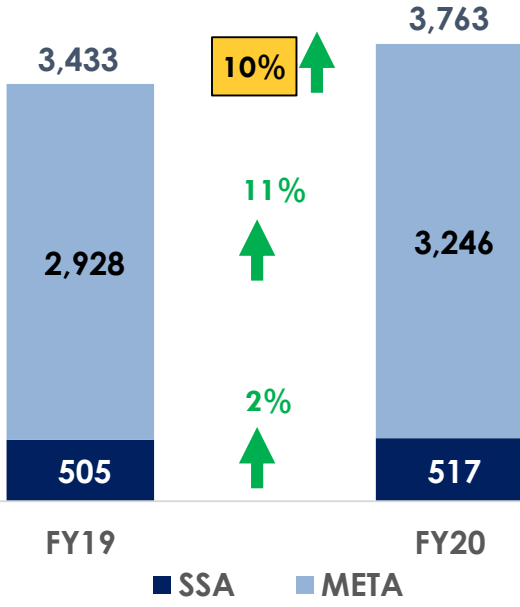
## REVENUE



## EBITDA



## PAT

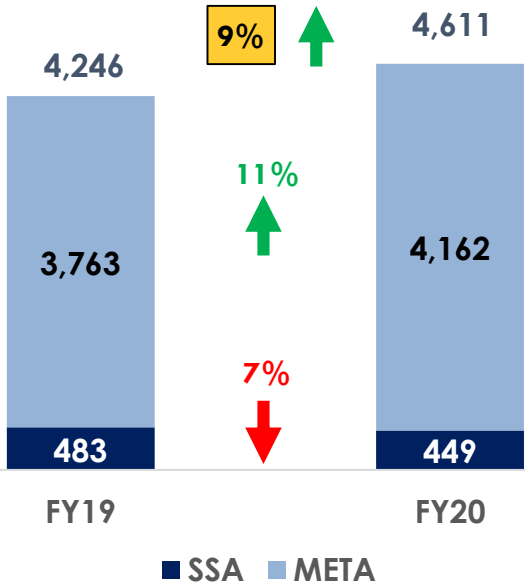


# Overseas Performance (in USD terms)

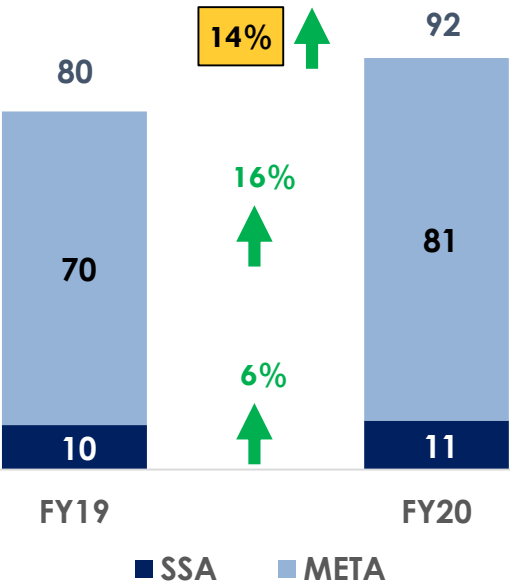


USD in million

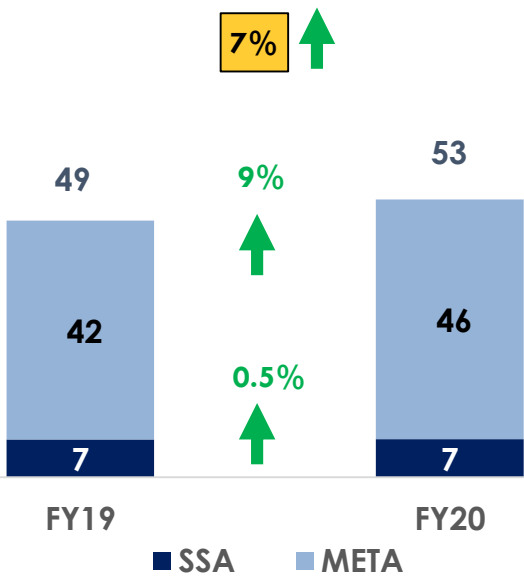
## REVENUE



## EBITDA

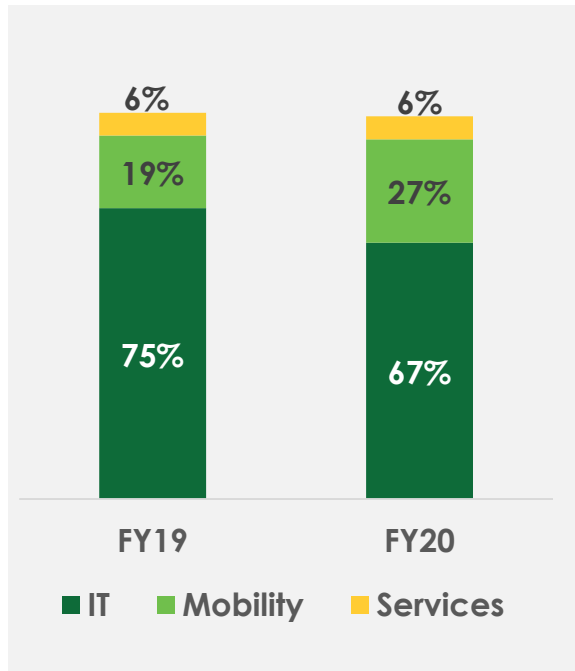


## PAT

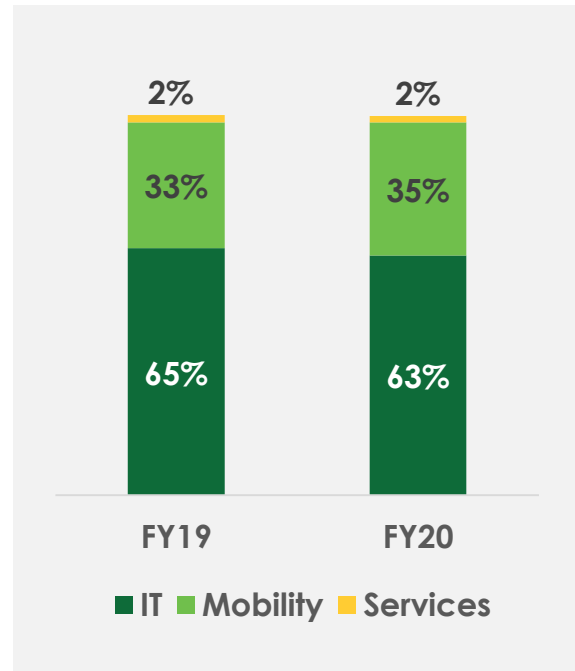


# Performance By Vertical

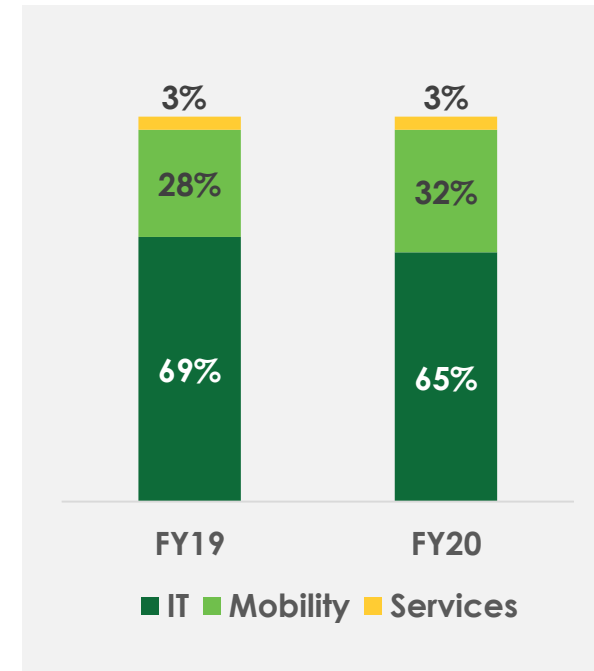
## INDIA



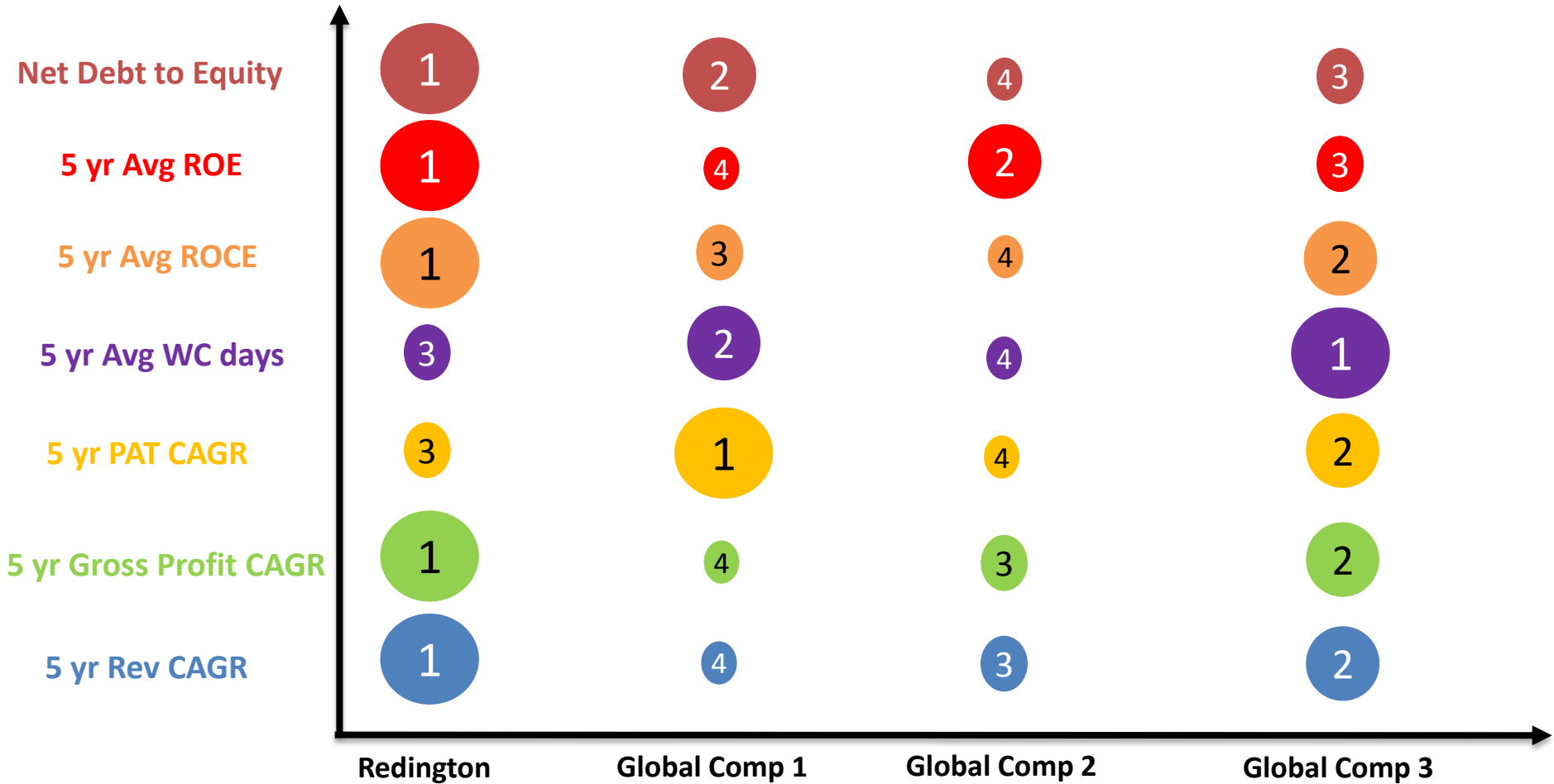
## OVERSEAS



## GLOBAL



# Redington Vis-à-vis Global Peers



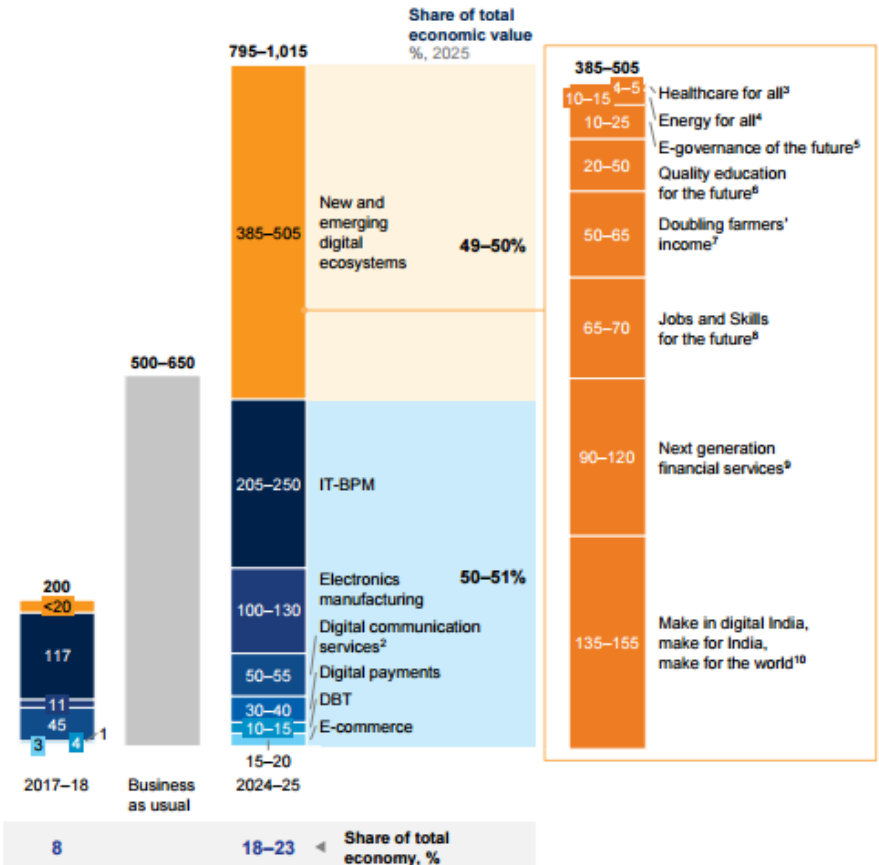
# Our Opportunities



# India: Govt spending opportunities



Size of India's digital economy, \$ billion, nominal



India to attain a trillion dollar of economic value of digital economy by 2025

India's digital economy could contribute 18-23% of overall economic activity by 2025, with more than half the potential coming from scaling up new and emerging digital ecosystems

Source: MEITY-McKinsey report



- Covid 19 impact - CIOs to invest more in **Security, Collaboration, Mobility & Cloud**
- **Smartphone market in India** is expected to expand at a CAGR of **~14.6% between FY 2018-23**
- **Enterprise Networking** to become a **\$3.6 billion** market **by 2024**
- **India's public cloud market** could reach **\$8.0 billion by 2023**
- India's **overall software market** is estimated to grow at a **CAGR of 14.1%** between 2018-2023
- **IT Services market** will grow at a **CAGR of 8.6%** between 2019-2023 to reach **\$14.0 billion** by the end of **2023**
- The **Cyber security market** is expected at a **CAGR of 15.6%** to **\$3.1 billion by 2022**
- **SMB spending on IT hardware, software, and services**, including business services, is expected to reach **\$684.0 billion in 2021**.
- India will be one of the fastest growing markets for **IT spending in SMBs**, growing at **7.0% CAGR from 2016-2021**
- The **India digital transformation market**, in 2018, generated a revenue of \$24.5 billion, and it is projected to advance at a **CAGR of 74.7%** during the forecast period (2019–2024)

# META Opportunities



**USD 56.3 billion**

Technology opportunity by 2022

- **Government ICT spending** in MEA to reach **\$15 billion by 2023**
- **Consumer IT spending** in META will total **\$43 billion** in **2021**, with mobile phones contributing 80% of the value
- **Enterprise spending on AI** in Middle East and Africa is expected to grow at a **CAGR of 22.0%** to reach **\$530 million in 2022**
- **IoT spending** in the MEA region will grow **15.9% year on year** in 2019 and reach **\$18 billion by 2023**
- The Middle East and Africa **cybersecurity market** is predicted to expand at a **CAGR of 11.9%**, and is expected to be valued at **\$23 billion by 2023**
- **Digital transformation spending** in META set to top **\$38 billion by 2021**
- The **Cloud market** in Middle East and Africa regions are projected to **grow 24.0% a year** on average, reaching **\$5 billion in 2022**

*Foundation for CSR @ Redington (Redington Foundation), a trust formed by Redington (India) Limited to implement various CSR activities towards the betterment of the society*



## Employability Skills Training

- ➔ Communication Skills
- ➔ Computer Skills
- ➔ Personality Development
- ➔ Office Etiquette
- ➔ Domain Knowledge Skills

## Vocational Skills Training

- ➔ Disability inclusive support  
Improving quality of  
education through  
Technology
- ➔ Sign Language for hearing  
impaired
- ➔ Holistic self development
- ➔ Employment Generation

## Equipping Activities

- ➔ Setting up smart class  
rooms
- ➔ Monetary support to  
students
- ➔ Recognition to teachers
- ➔ Revamping of School infra

## Smart Schools

- ➔ Setting up Smart class  
rooms
- ➔ Strategic association with  
Schools for academic  
upliftment
- ➔ Promoting schools in rural  
areas

# CONTACT US

## Compliance Officer

**M. Muthukumarasamy**

**Redington (India) Limited**

**SPL Guindy House, 95 Mount Road,  
Guindy, Chennai 600 032**

**<https://www.redingtongroup.com>**

**CIN - L52599TN1961PLC028758**

## Investor Contact

**Sowmiya M**

**Senior Manager – Investor Relations**

**[sowmiya.manickam@redington.co.in](mailto:sowmiya.manickam@redington.co.in)**

**IR Materials - <https://redingtongroup.com/india/financials-and-reports/>**



**THANK YOU**

