

November 12, 2020

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

Dear Sir/Madam,

**Sub: Presentation to Investors/Analysts**

This is further to our letter dated November 2, 2020 on the Investor/Analyst call scheduled today.

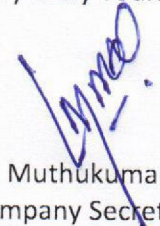
Pursuant to Regulation 30(2) and 46(2)(o) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of Investor Presentation that will be shared with the Analysts/Investors.

The same shall 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**

**Q2FY21 Earnings Presentation**

**Sept 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.*

# Financial Highlights

- **Q2FY21** – On a Global basis, Revenue grew by **12%** while EBITDA grew by **18%** and PAT grew by **35%**
  - **Global Distribution** – Revenue grew by **12%**, EBITDA grew by **26%** and PAT grew by **37%**
  - **India** – Revenue grew by **8%**, EBITDA degrew by **7%** and PAT grew by **37%**
  - **Overseas** – Revenue grew by **14%**, EBITDA grew by **42%** and PAT grew by **34%**
- **H1FY21** – On a Global basis, Revenue grew by **2%** while EBITDA grew by **7%** and PAT grew by **10%**
  - **Global Distribution** – Revenue grew by **2%**, EBITDA grew by **14%** and PAT grew by **18%**
  - **India** – Revenue degrew by **3%**, EBITDA degrew by **19%** and PAT degrew by **1%**
  - **Overseas** – Revenue grew by **5%**, EBITDA grew by **29%** and PAT grew by **17%**
- **Key Metrics**
  - Strong **positive FCF** generation of **Rs. 1,823mn** for Q2FY21 and **Rs.25,147mn** for H1FY21
  - On a Global basis, **WC days** for Q2FY21 is **14 days** and H1FY21 is **15 days**
  - On a Global basis, for the quarter, **ROCE** is **42.6%** and **ROE** is **15.8%**
  - **Gross Debt to Equity** is at **0.17x** and **Net Debt to Equity** is at **(0.47x)**

# Financial Highlights

## INDIA BUSINESS

- During the quarter,
  - India Distribution – Revenue grew by **9%**, EBITDA grew by **3%** and PAT grew by **33%**
  - **IT segment** grew by **14% YoY** led by growth in IT Consumer segment
  - **Interest expenses** declined by **64%** and **Opex** declined by **5%** on an YoY basis
  - **WC days** stood at **14 days** in Q2FY21 as against 29 days in Q2FY20
  - **ROCE** is strong at **45.0%**

## ProConnect India (PCS)

- Though PCS degrew revenues by **6% YoY**, it grew PAT by **25% YoY** on the back of sharp decline of interest expenses
- PCS registered **EBITDA margin of 13%** for the quarter

# Financial Highlights

## OVERSEAS BUSINESS

- During the quarter,
  - Overseas Distribution – Revenue grew by **14%**, EBITDA grew by **44%** and PAT grew by **39%**
  - Growth was led by strong performance of **Mobility segment** at **36% YoY**
  - **Interest expenses** declined by **18%** and **Opex** declined by **12%** on an YoY basis
  - **WC days** stood at **14 days** in Q2FY21 as against 32 days in Q2FY20
  - Strong **FCF** generation at **Rs. 4,986 mn**
  - **ROCE** is strong at **41.4%**

## Turkey Update

- During the quarter, Arena biz had a good quarter with exceptional growth in revenues and PAT



# Q2FY21 Highlights

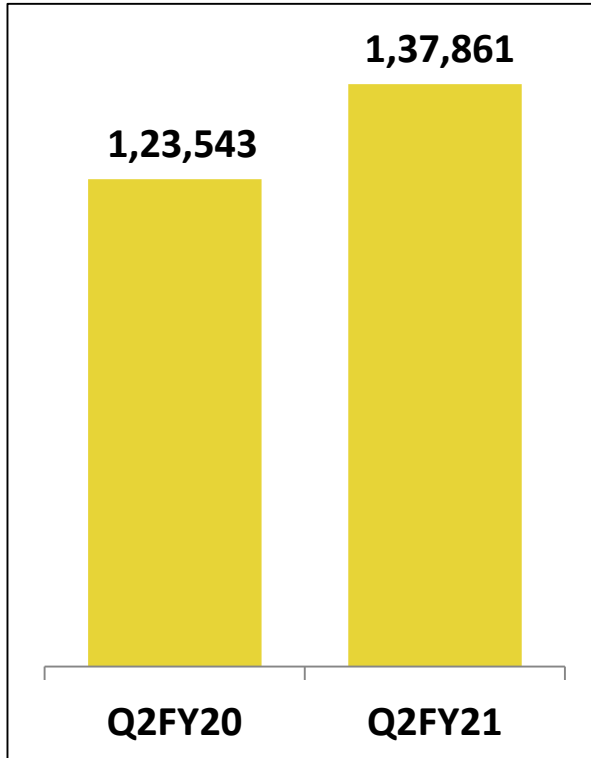


# Q2FY21 Redington Global Performance

₹ in million

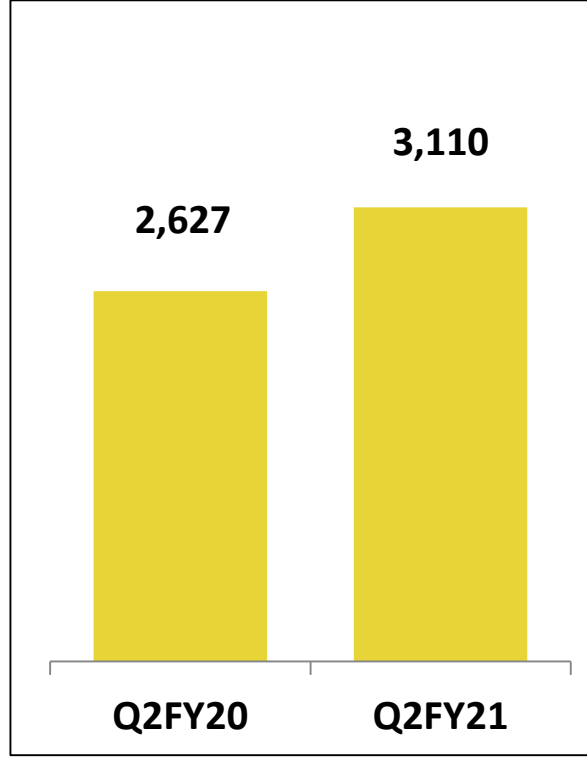
REVENUE

12% ▲



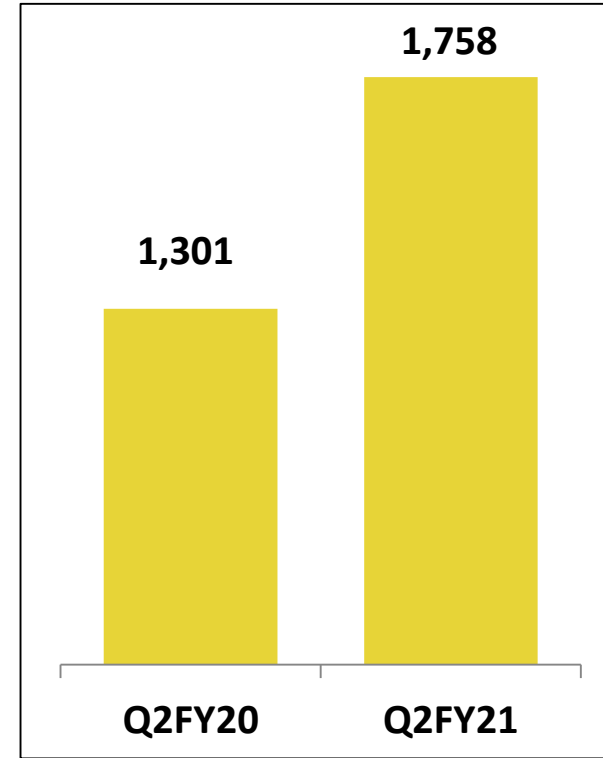
EBITDA

18% ▲



PAT

35% ▲



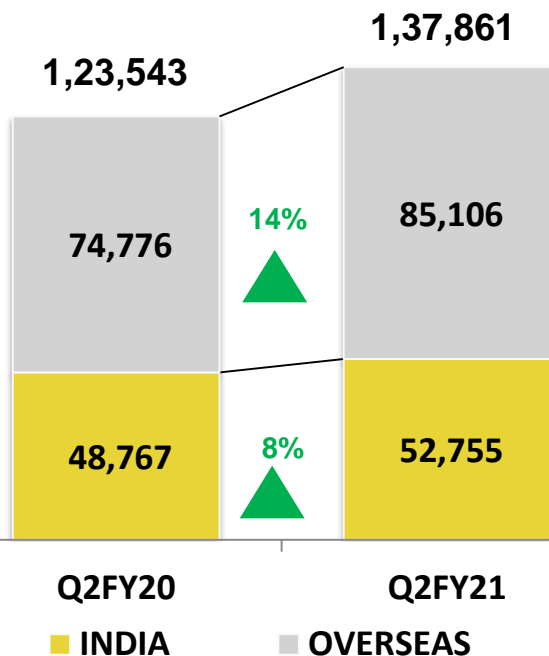


# Q2FY21 Performance by Market

₹ in million

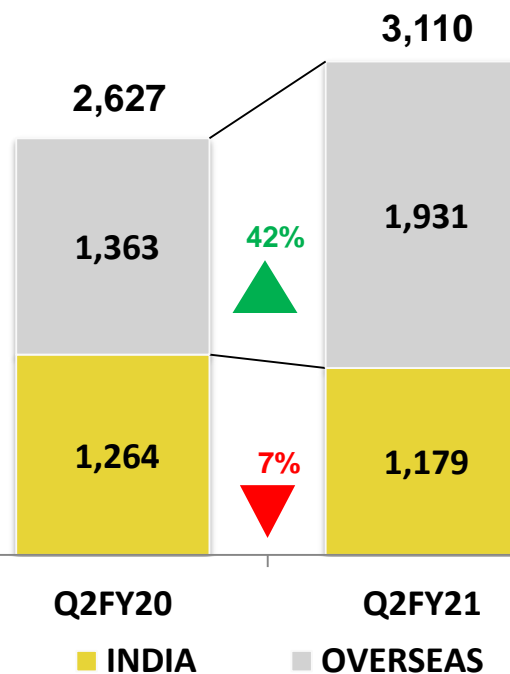
## REVENUE

12% ▲



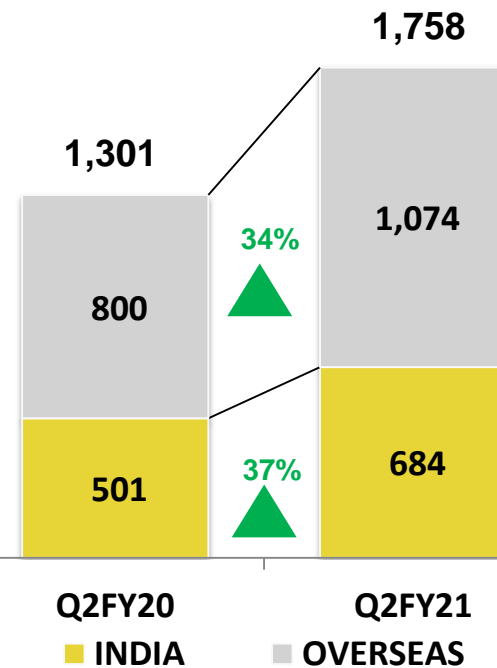
## EBITDA

18% ▲



## PAT

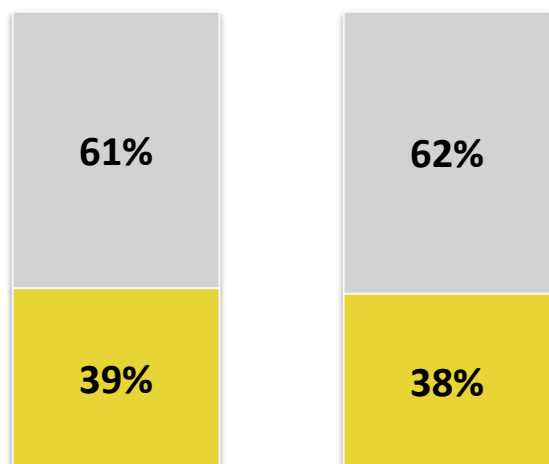
35% ▲



# Q2FY21 Contribution by Market

₹ in million

## REVENUE



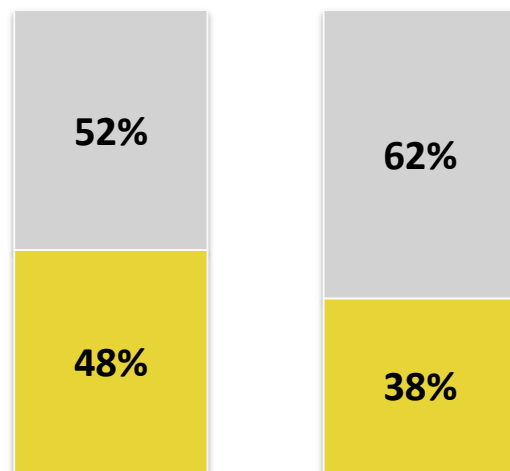
Q2FY20

INDIA

Q2FY21

OVERSEAS

## EBITDA



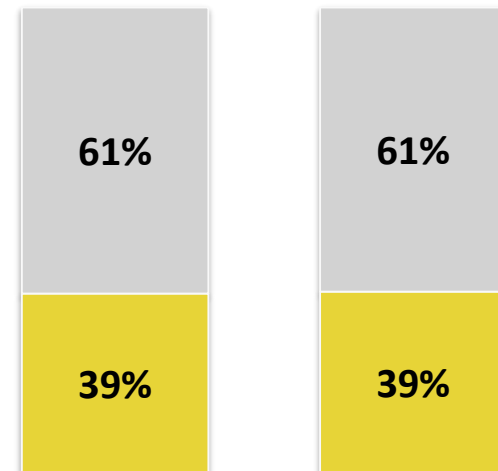
Q2FY20

INDIA

Q2FY21

OVERSEAS

## PAT



Q2FY20

INDIA

Q2FY21

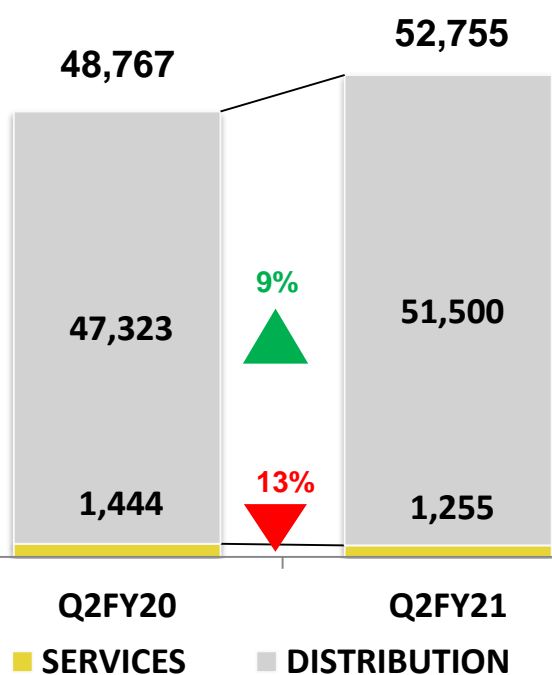
OVERSEAS

# Q2FY21 India Performance

₹ in million

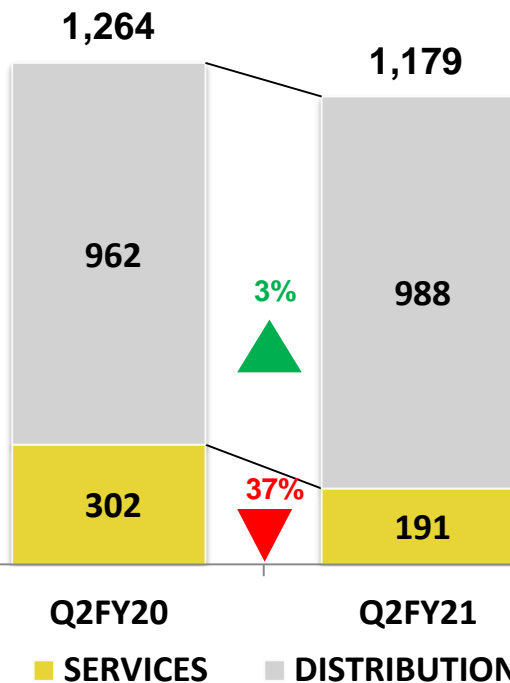
## REVENUE

8% ▲



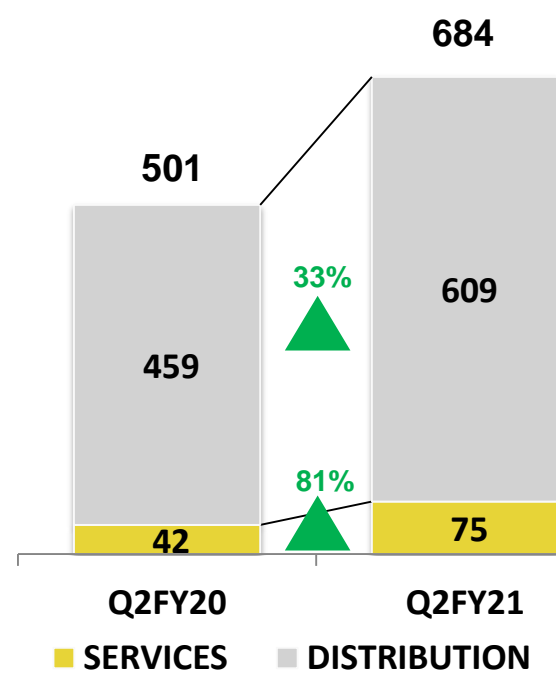
## EBITDA

7% ▼



## PAT

37% ▲



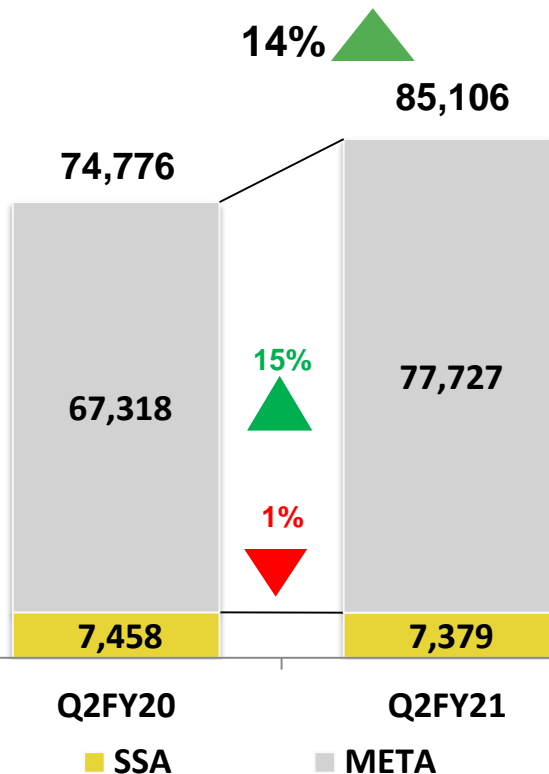
Note: Services represents ProConnect & Ensure

Note: Services includes capital profits of Rs.4.4 crs on sale of Ensure India

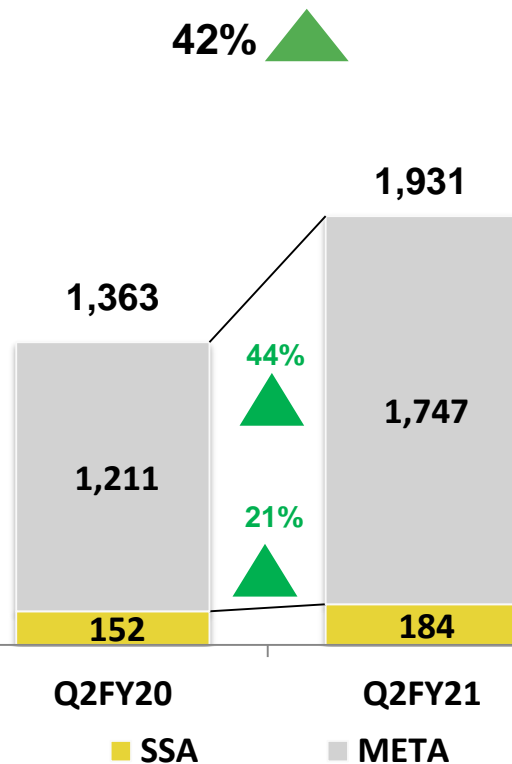
# Q2FY21 Overseas Performance

₹ in million

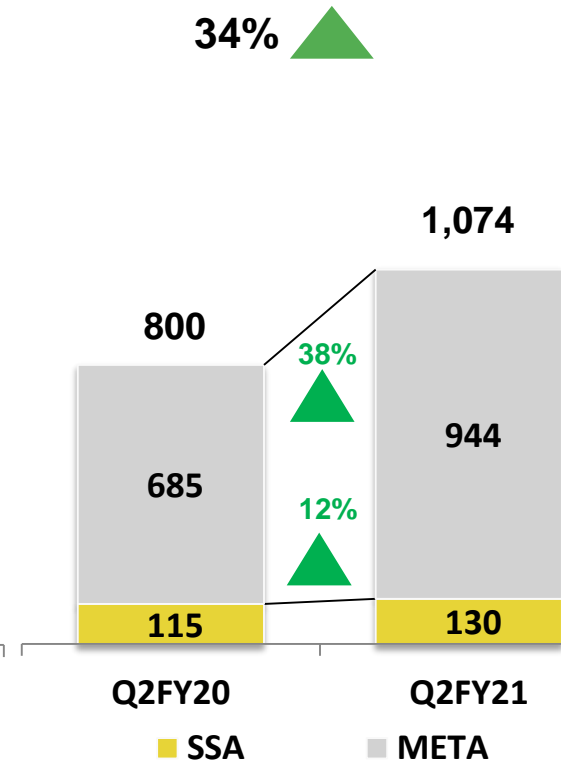
## REVENUE



## EBITDA



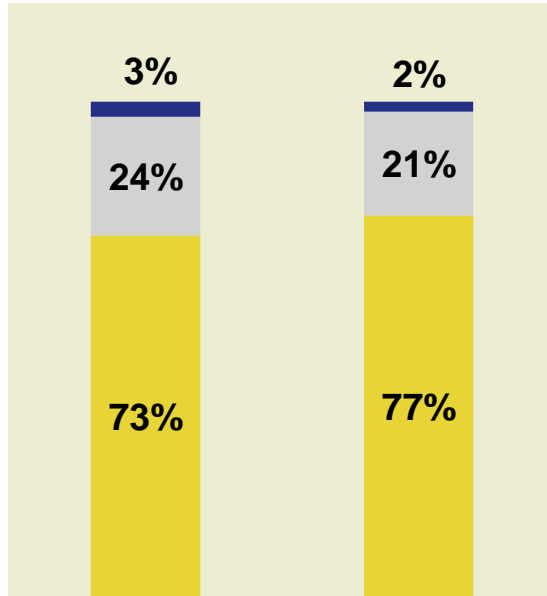
## PAT



Note: Overseas performance in c/c terms – Revenue 7%; EBITDA 33% ; PAT 26%

# Q2FY21 Revenue Performance by Verticals

## INDIA

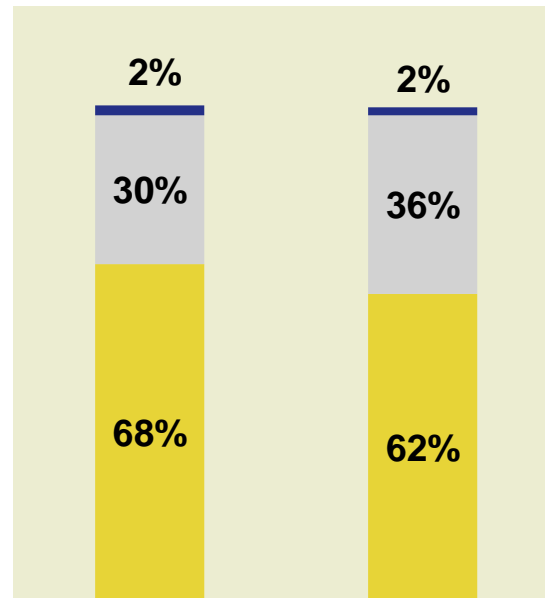


Q2FY20

Q2FY21

■ IT ■ Mobility ■ Services

## OVERSEAS

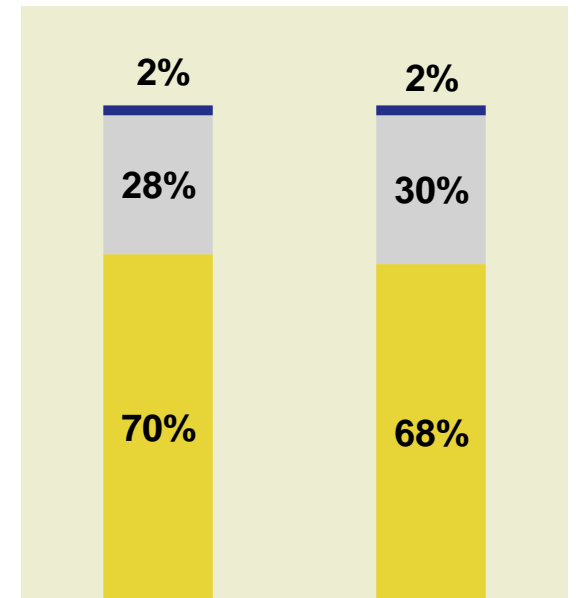


Q2FY20

Q2FY21

■ IT ■ Mobility ■ Services

## GLOBAL



Q2FY20

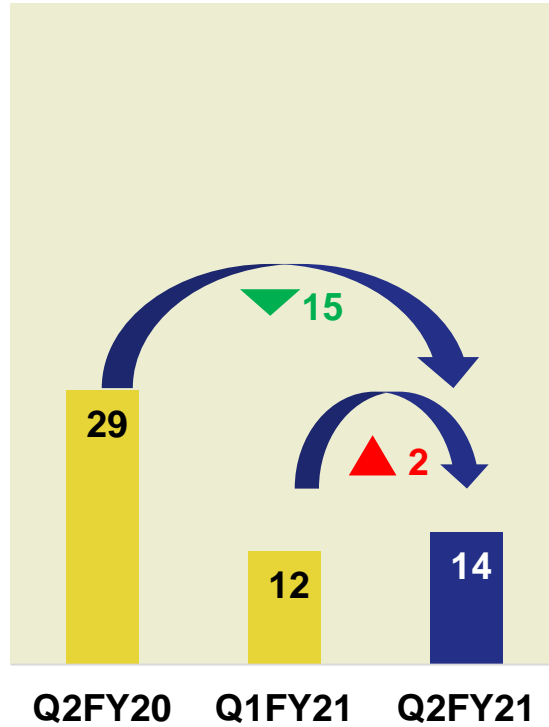
Q2FY21

■ IT ■ Mobility ■ Services

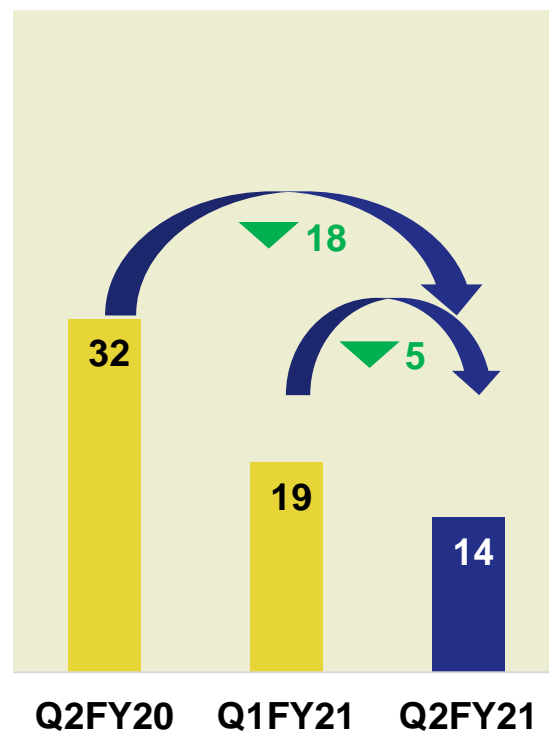
Note: Services represents ProConnect & Ensure

# Q2FY21 Working Capital Days

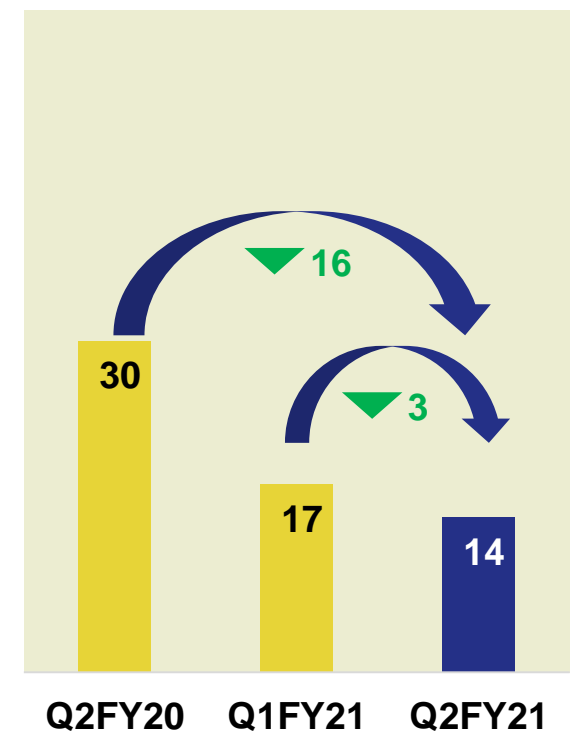
INDIA



OVERSEAS



GLOBAL



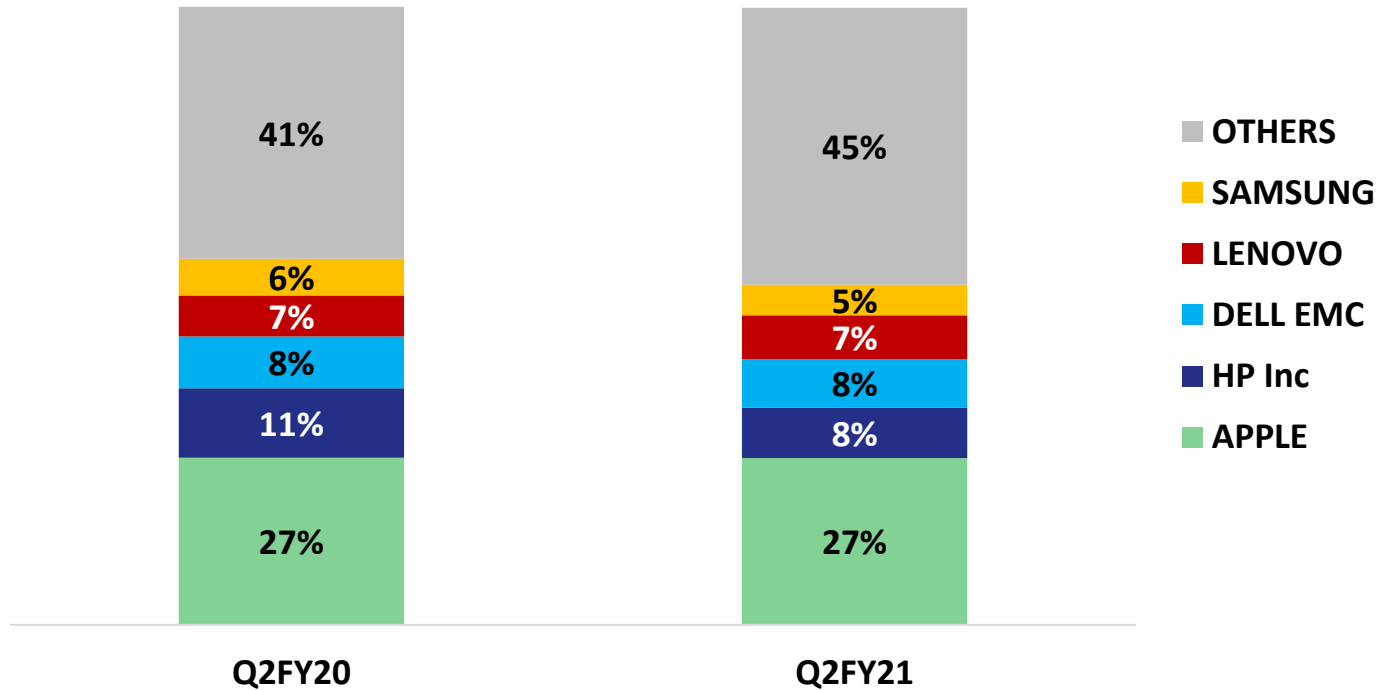
# Q2FY21 Free Cash Flow Statement

₹ in million

Particulars	Q2FY20	Q1 FY21	Q2FY21
<b>Profit Before Taxation</b>	<b>1,512</b>	<b>1,305</b>	<b>2,412</b>
Non-cash items	630	426	<b>465</b>
Outflow of Finance Cost	526	424	<b>171</b>
Changes in Working Capital	15,854	22,058	<b>(224)</b>
Direct Tax Paid	(628)	(288)	<b>(645)</b>
<b>Net Cash Flow from Operations</b>	<b>17,894</b>	<b>23,925</b>	<b>2,179</b>
Capex	(35)	(138)	<b>(118)</b>
Dividend	(1,287)	-	-
Outflow of Finance Cost	(499)	(463)	<b>(238)</b>
<b>Free Cashflow</b>	<b>16,073</b>	<b>23,324</b>	<b>1,823</b>

# Q2FY21 Top 5 Vendors

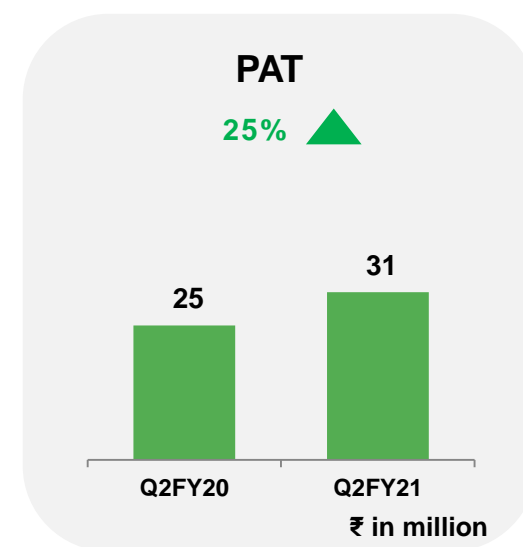
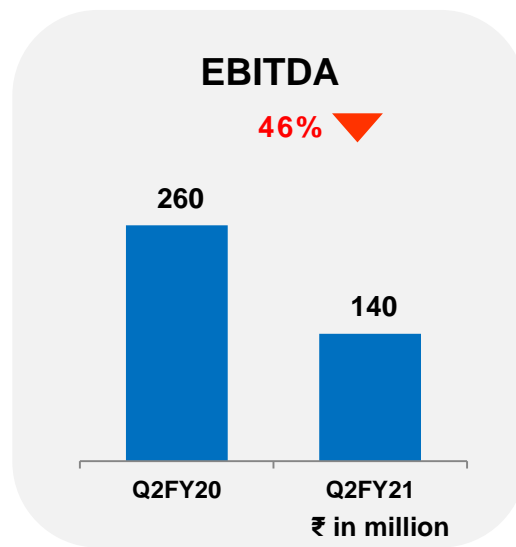
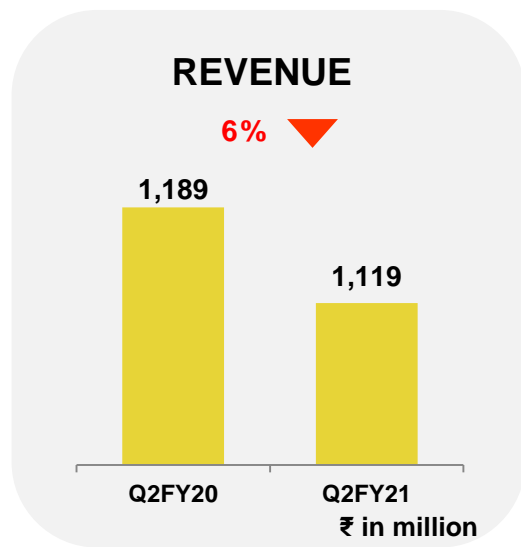
## REVENUE





# Q2FY21 ProConnect India

- Though PCS degrew revenues by 6% YoY, it grew PAT by 25% YoY on the back of sharp decline of interest expenses
- PCS registered EBITDA margin of 13% for the quarter





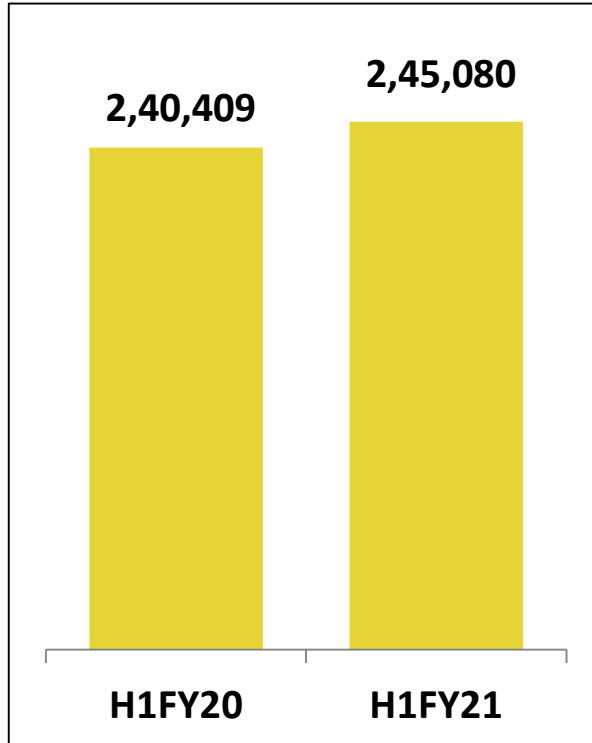
# H1FY21 Performance

# H1FY21 Redington Global Performance

₹ in million

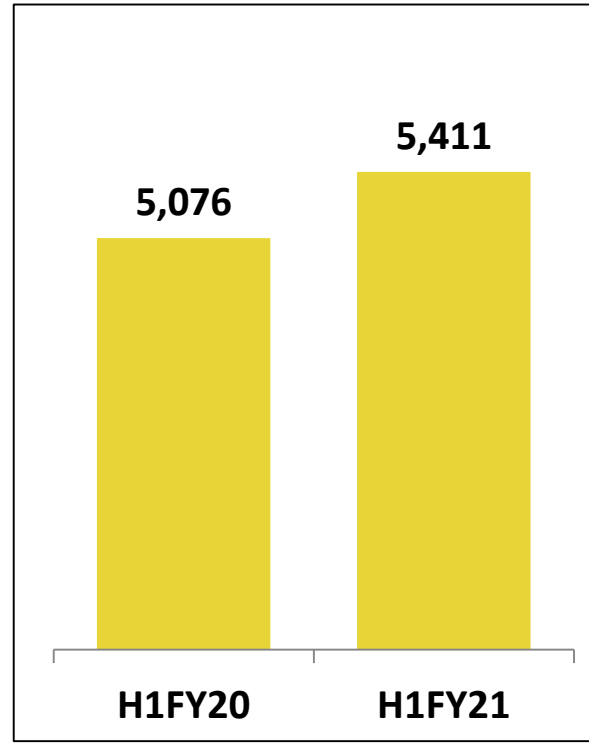
## REVENUE

2% ▲



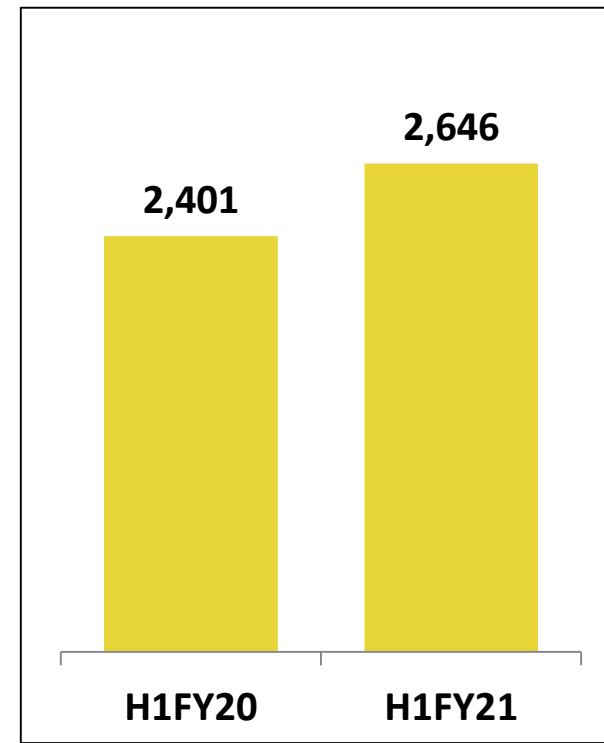
## EBITDA

7% ▲



## PAT

10% ▲



# H1FY21 Performance by Market

₹ in million

## REVENUE

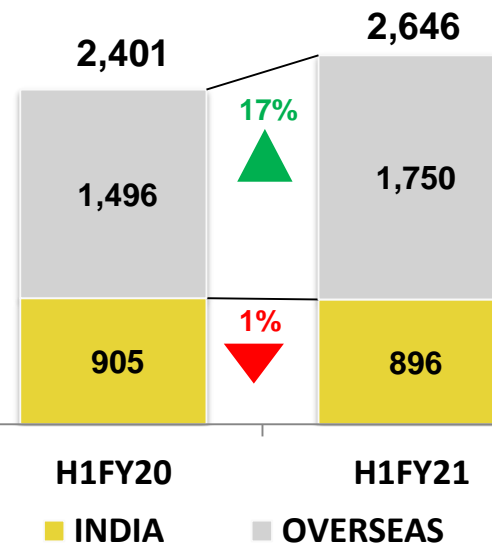
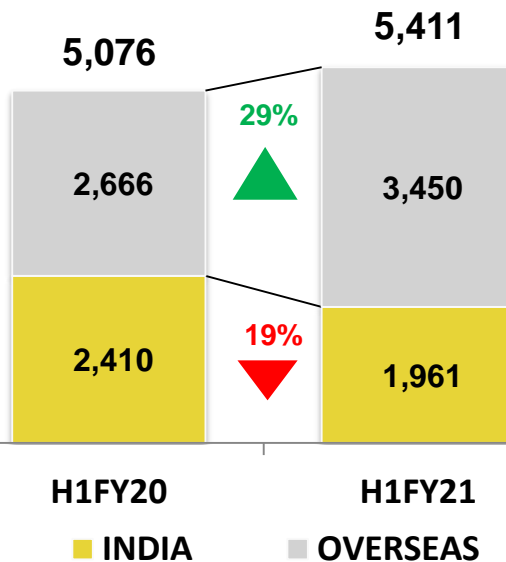
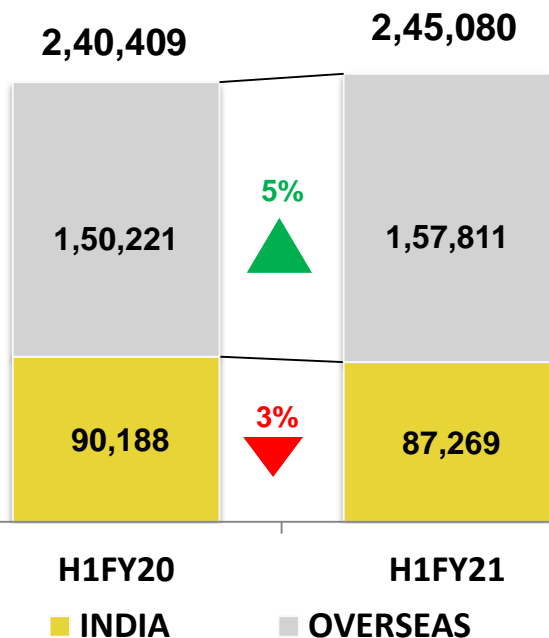
2% ▲

## EBITDA

7% ▲

## PAT

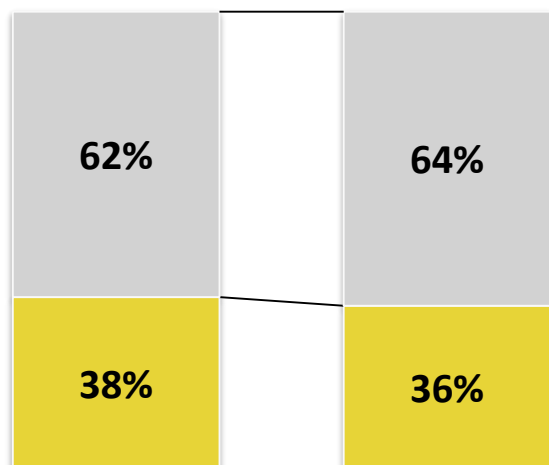
10% ▲



# H1FY21 Contribution by Market

₹ in million

## REVENUE



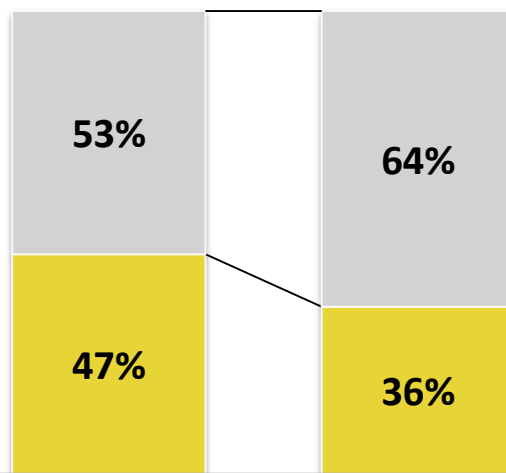
H1FY20

INDIA

H1FY21

OVERSEAS

## EBITDA



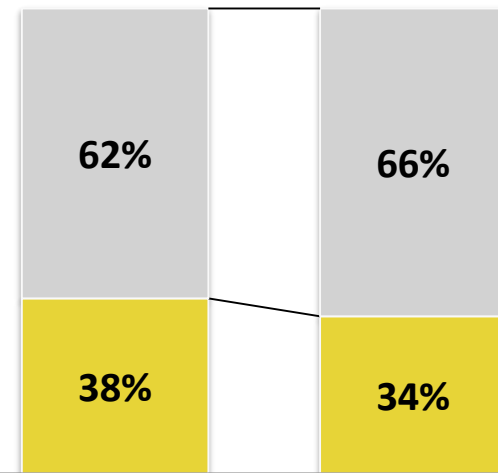
H1FY20

INDIA

H1FY21

OVERSEAS

## PAT



H1FY20

INDIA

H1FY21

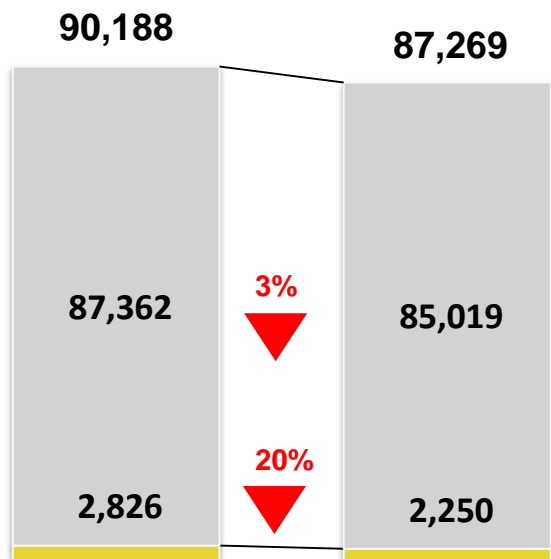
OVERSEAS

# H1FY21 India Performance

₹ in million

## REVENUE

3% ▼



H1FY20

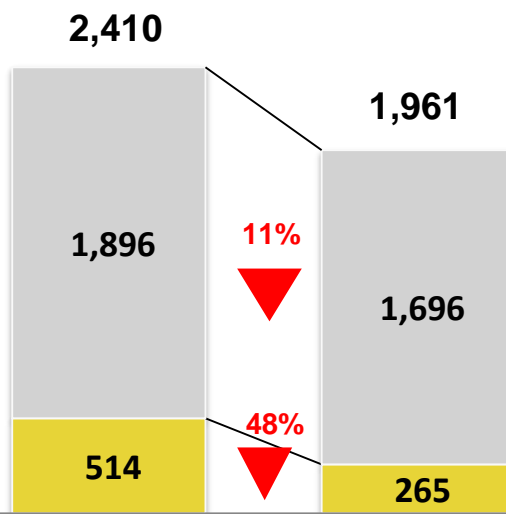
H1FY21

■ SERVICES

■ DISTRIBUTION

## EBITDA

19% ▼



H1FY20

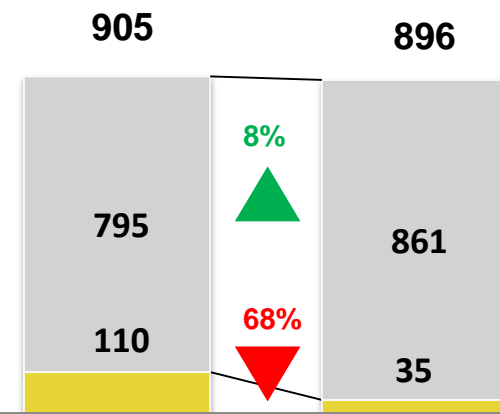
H1FY21

■ SERVICES

■ DISTRIBUTION

## PAT

1% ▼



H1FY20

H1FY21

■ SERVICES

■ DISTRIBUTION

Note: Services represents ProConnect & Ensure

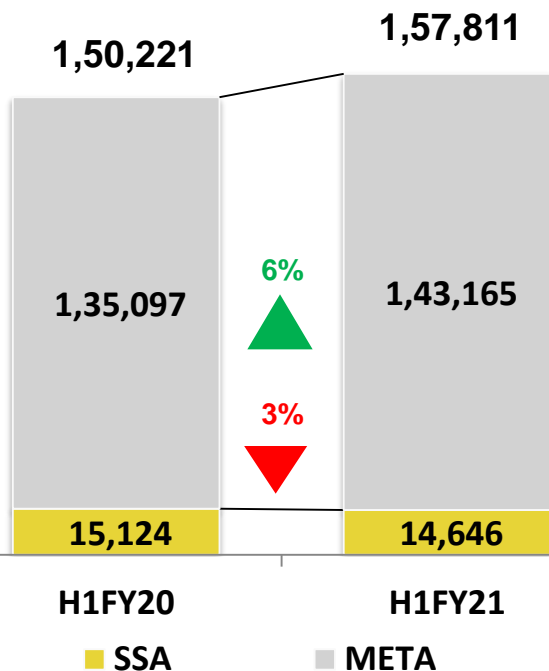
Note: Services includes capital profits of Rs.4.4 crs on sale of Ensure India

# H1FY21 Overseas Performance

₹ in million

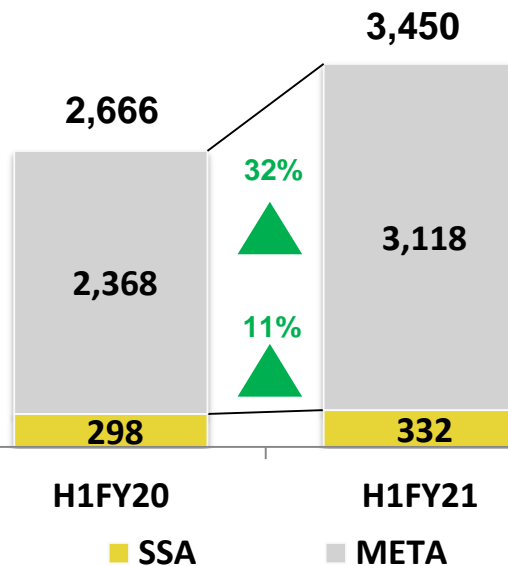
## REVENUE

5% 



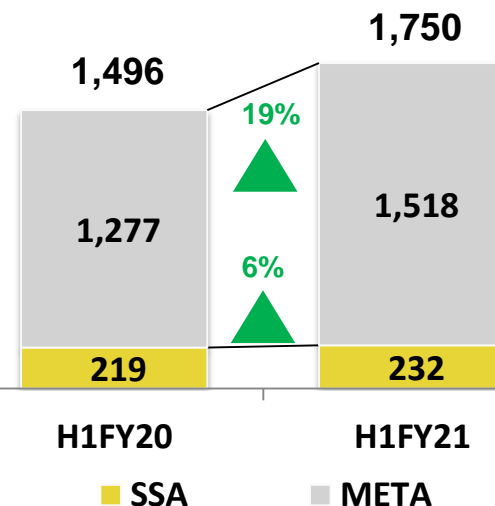
## EBITDA

29% 



## PAT

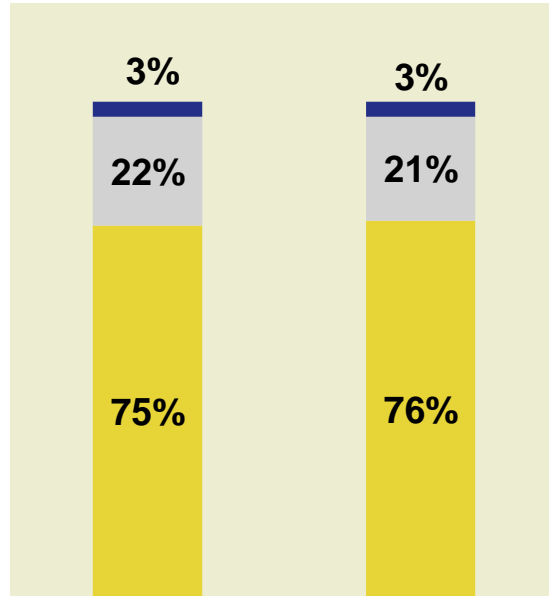
17% 



Note: Overseas performance in c/c terms – Revenue (2%); EBITDA 20% ; PAT 9%

# H1FY21 Revenue Performance by Verticals

## INDIA

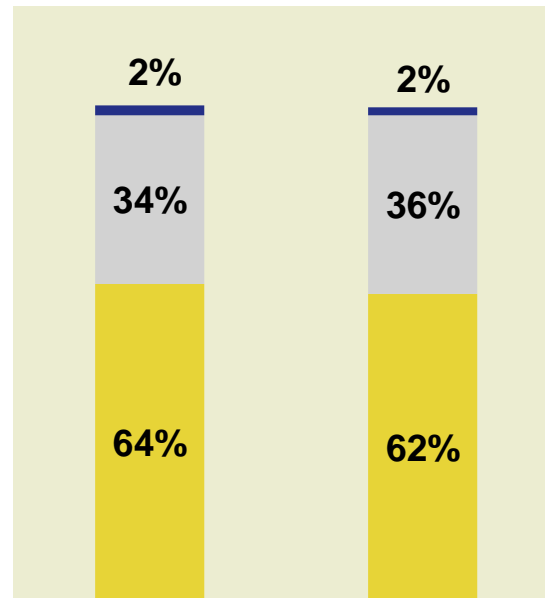


H1FY20

H1FY21

■ IT ■ Mobility ■ Services

## OVERSEAS

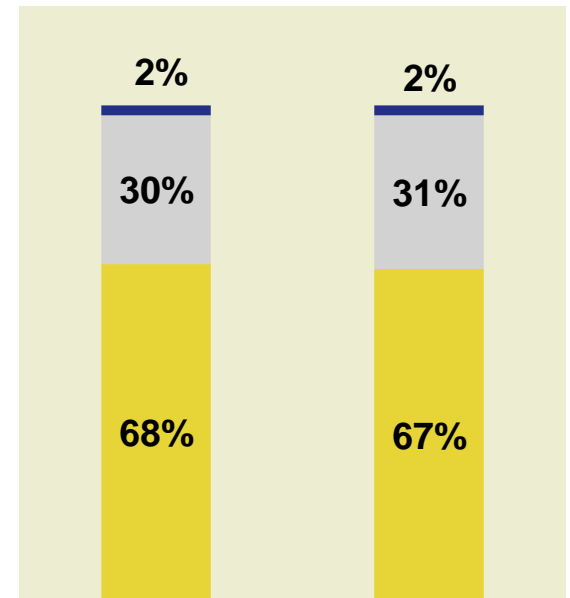


H1FY20

H1FY21

■ IT ■ Mobility ■ Services

## GLOBAL



H1FY20

H1FY21

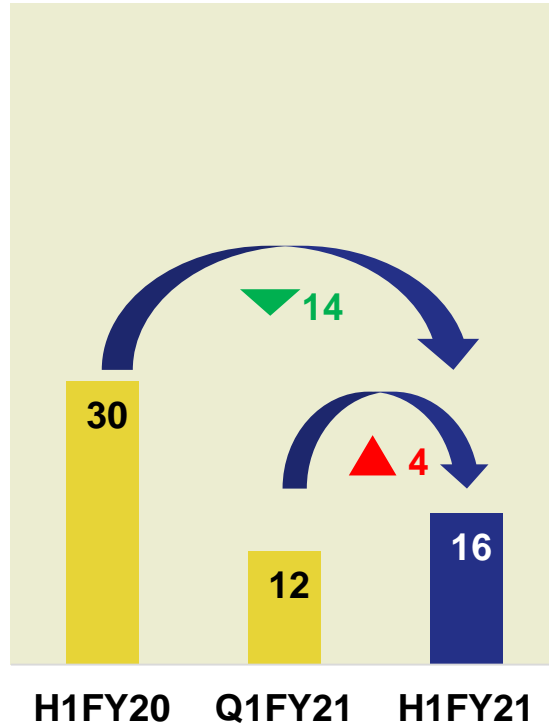
■ IT ■ Mobility ■ Services

Note: Services represents ProConnect & Ensure

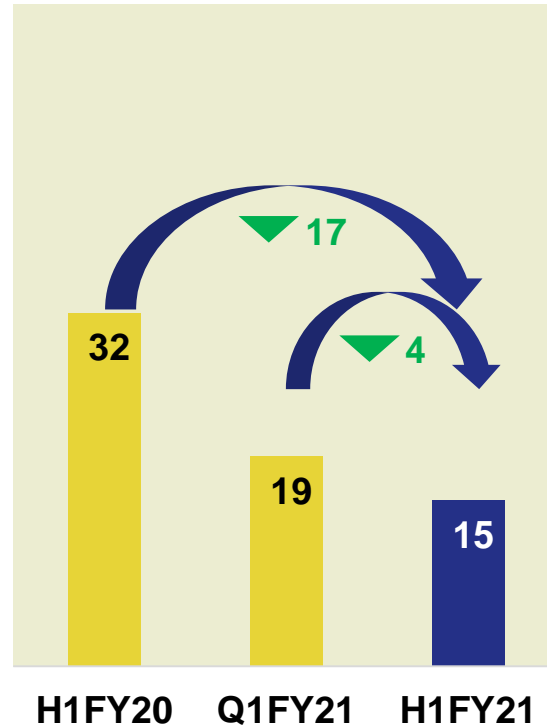


# H1FY21 Working Capital Days

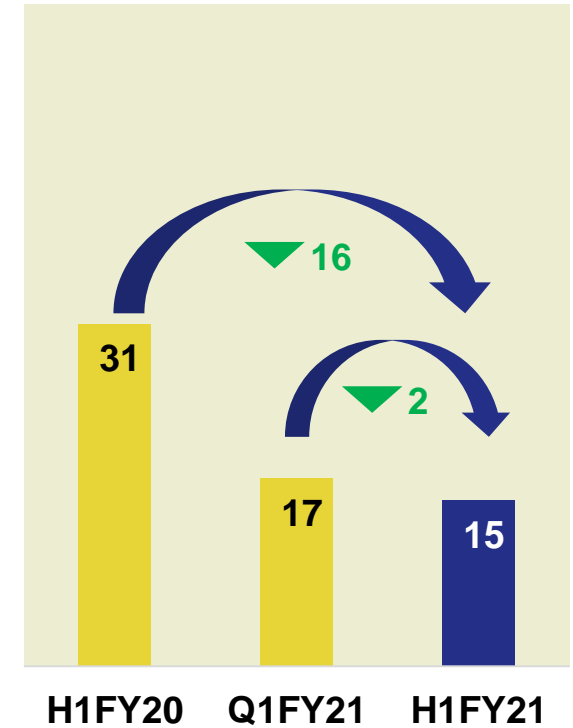
INDIA



OVERSEAS



GLOBAL



# H1FY21 Free Cash Flow Statement

₹ in million

Particulars	H1FY20	Q1 FY21	H1FY21
<b>Profit Before Taxation</b>	<b>2,982</b>	<b>1,305</b>	<b>3,717</b>
Non-cash items	976	426	891
Outflow of Finance Cost	1,104	424	595
Changes in Working Capital	5,141	22,058	21,834
Direct Tax Paid	(783)	(288)	(932)
<b>Net Cash Flow from Operations</b>	<b>9,420</b>	<b>23,925</b>	<b>26,105</b>
Capex	(363)	(138)	(257)
Dividend	(1,287)	-	-
Outflow of Finance Cost	(1,039)	(463)	(701)
<b>Free Cashflow</b>	<b>6,731</b>	<b>23,324</b>	<b>25,147</b>

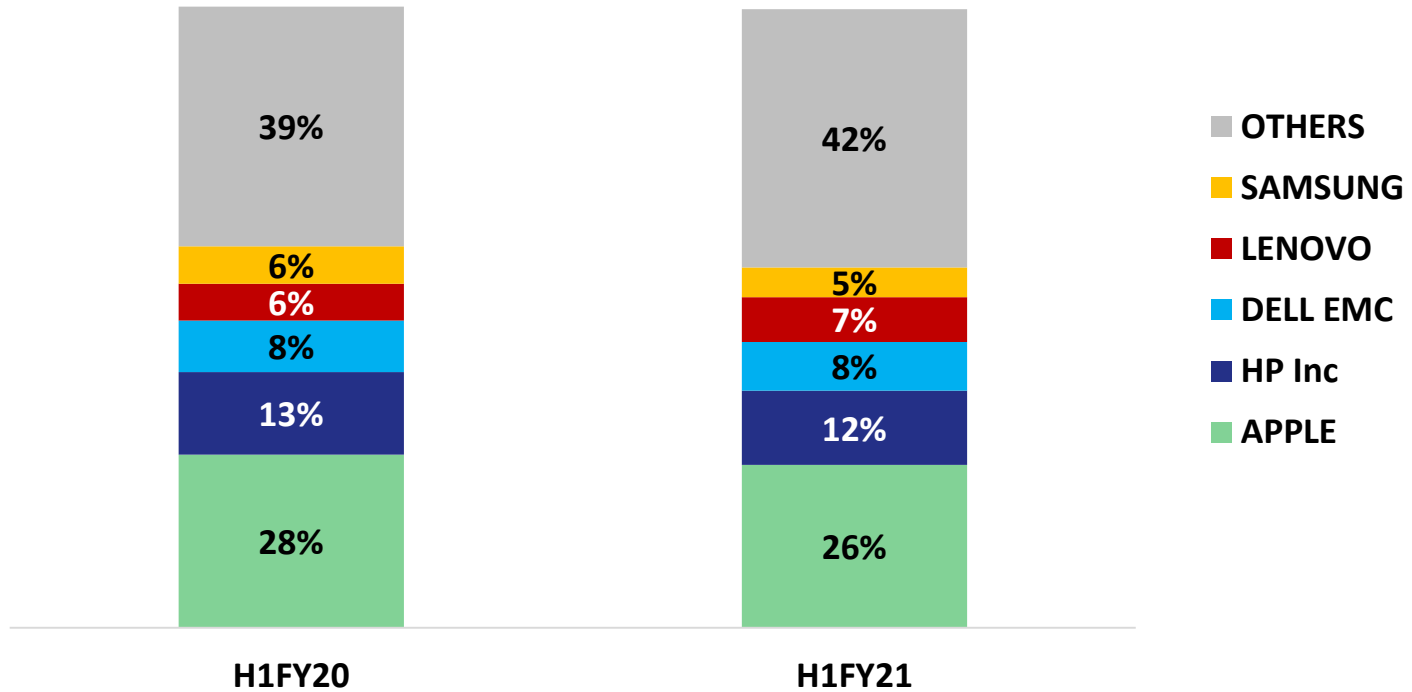
# H1FY21 Balance Sheet

₹ in million

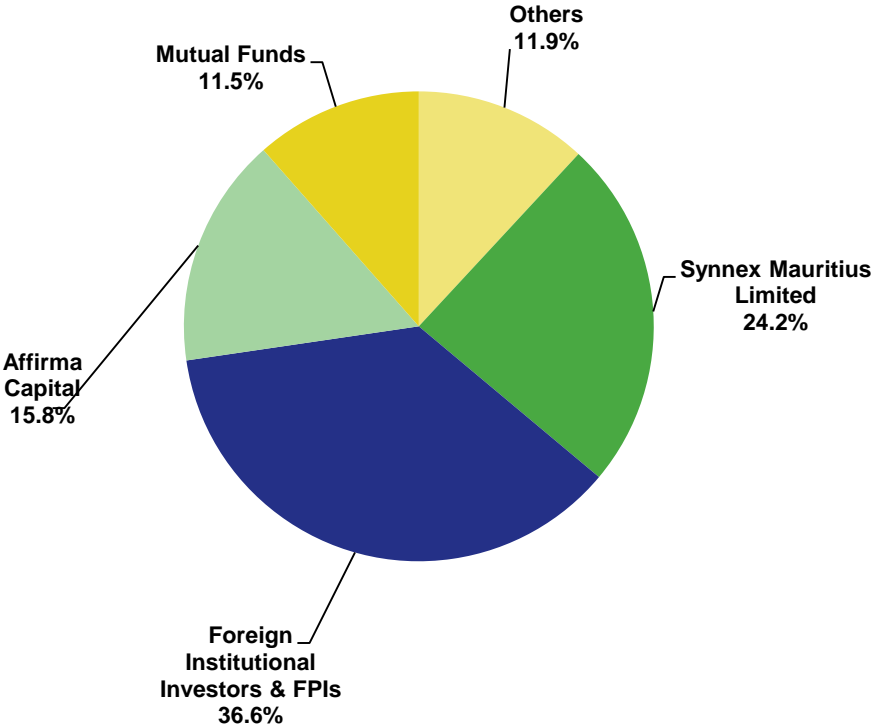
Particulars	30-SEP-19	30-SEP-20
<b>Source:</b>		
Networth	40,542	44,873
Net Debt	4,045	(22,912)
Minority Interest	3,558	3,727
<b>Total</b>	<b>48,145</b>	<b>25,688</b>
<b>Application:</b>		
Fixed Assets	4,558	4,610
Goodwill	218	183
Right to Use Assets	2,936	1,856
Net Assets	40,433	19,039
<b>Total</b>	<b>48,145</b>	<b>25,688</b>

# H1FY21 Top 5 Vendors

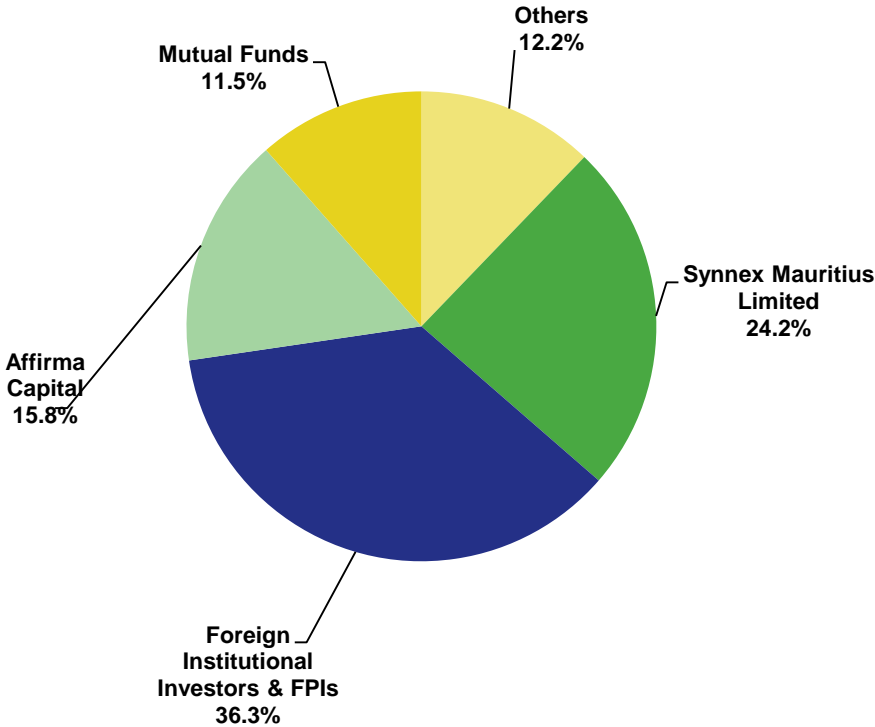
## REVENUE



# Shareholding Pattern



Jun-2020



Sep-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

Sept 2020

*An 'Emerging Markets Multinational'  
with a multi-faceted approach of*



**DISTRIBUTION**

**SERVICES**



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



Distribution of IT Consumer, IT Enterprise, & Mobility products



Expanding the reach & coverage for over 230+ brands through 38,230+ partners



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



Third Party Logistics Services through ProConnect



Support Services through Ensure



An Emerging Markets player with in-country presence





# 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 Transformation



From a **“Broadline Distributor”** to a **“Value Added Distributor”** to a **“Services & Solutions Company”**



**IT CONSUMER**

1993-2002 : The Emergence

**IT CONSUMER + IT ENTERPRISE + MOBILITY**

2003-2011 : The Proliferation

**IT + MOBILITY + LOGISTICS**

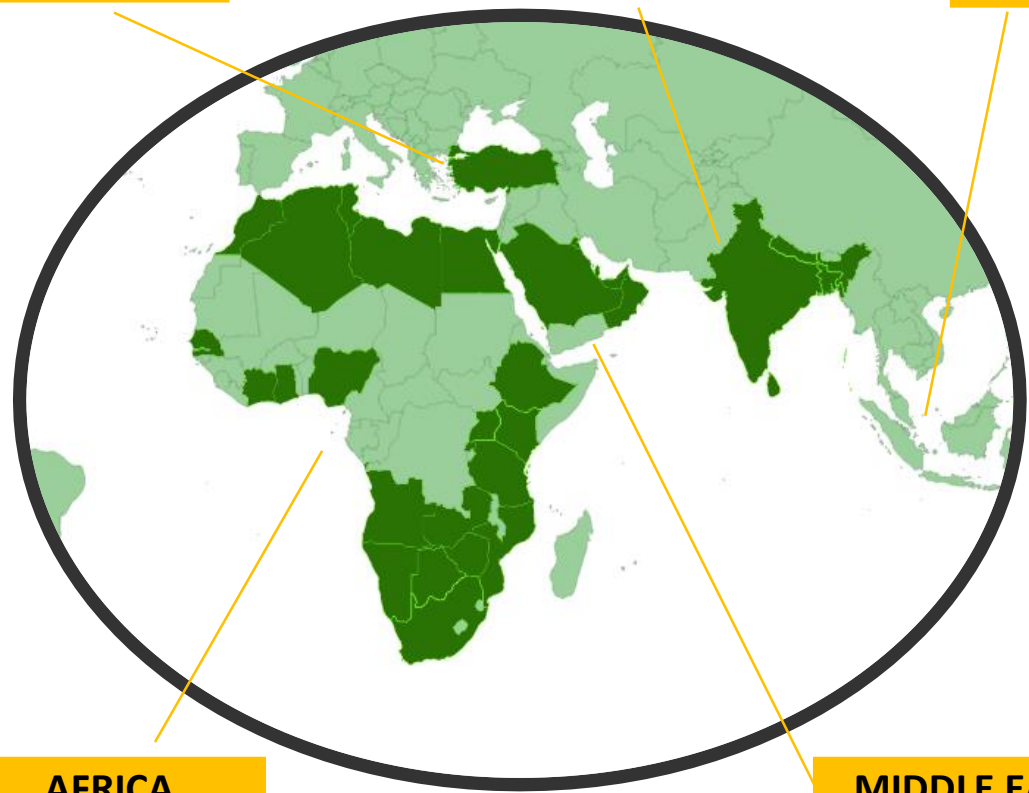
2012-2020 : The Expansion

# Our Presence

**TURKEY**  
1 market

**INDIA**  
1 market

**SSA**  
5 markets



**AFRICA**  
22 markets

**MIDDLE EAST**  
8 markets

*Enviably "In country" presence in 37 markets*

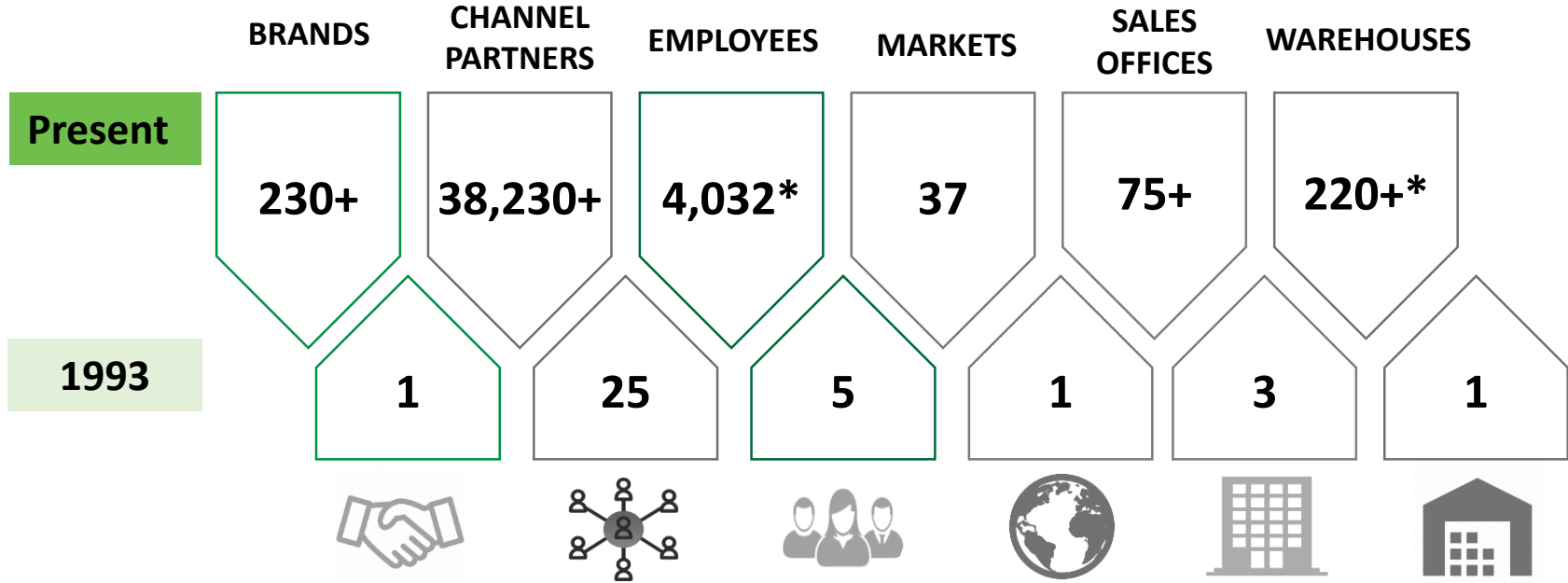
*No.1 or No.2 position across all markets*

*"High potential" markets*

*Presence across product categories*

*Portfolio of Marquee brands*

# Our Expansion



\*Figures does not contain the details of Ensure India which has been divested in Jul'20

# Our Board Of Directors

## 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

## 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 & Mgmt  
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



**Gautam Hukku,**  
President, Apple  
& Mobility Group



**R Venkatesh**  
President, Enterprise  
Business Group



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



**Dilip Sharma**  
COO, ProConnect  
Logistics, India



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



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



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



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



**Jim Mathew**  
President,  
Mobility,  
Africa



**Sayantan Dev**  
President,  
IT Value  
Distribution

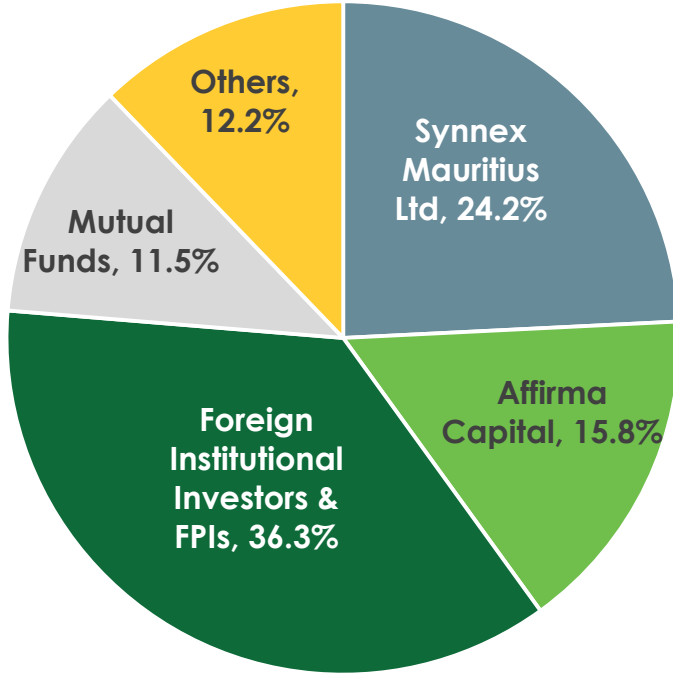


**S Chidambaram**  
Sr. Vice President,  
ProConnect  
Logistics, MEA



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

# Our Shareholders



-  **HDFC Mutual Fund**
-  **Fidelity Management & Research (FMR)**
-  **ICICI Pru Life Insurance**
-  **Fidelity International**
-  **Franklin Templeton Investments**
-  **Acacia Partners (Ruane Cunniff & Goldfarb)**
-  **Massachusetts Institute Of Technology Investment Management Company**
-  **Dimensional Fund Advisors**

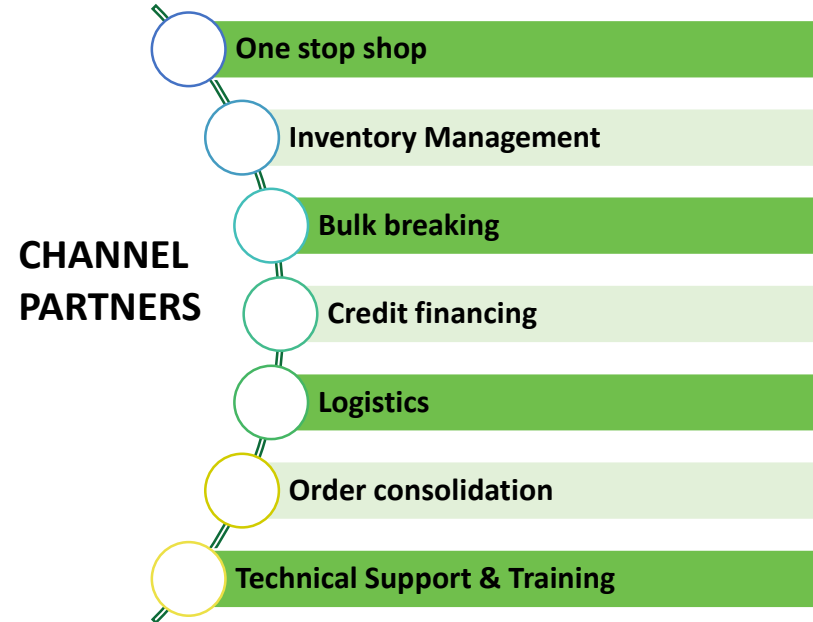
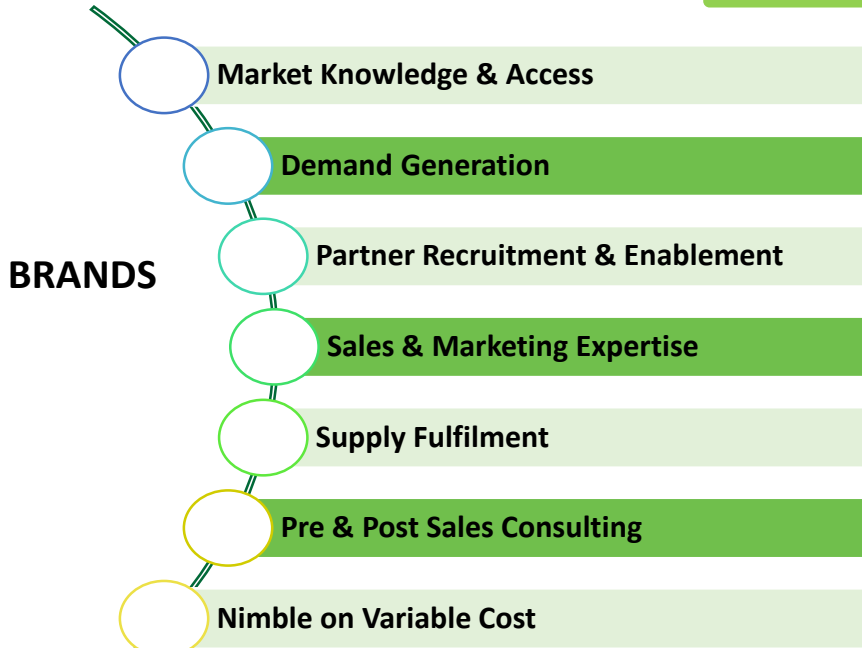
# **Business Overview**












# Distribution Business

# Distribution Business Model



\*Retailers include Retailers, Large Format Retailers (LFR), Multi Brand Retail, Brand Stores

# Distribution Business

BUSINESS	INDIA	MIDDLE EAST	AFRICA	TURKEY	SINGAPORE	SOUTH ASIA	
DISTRIBUTION	 LINK PLUS®						

## IT CONSUMER



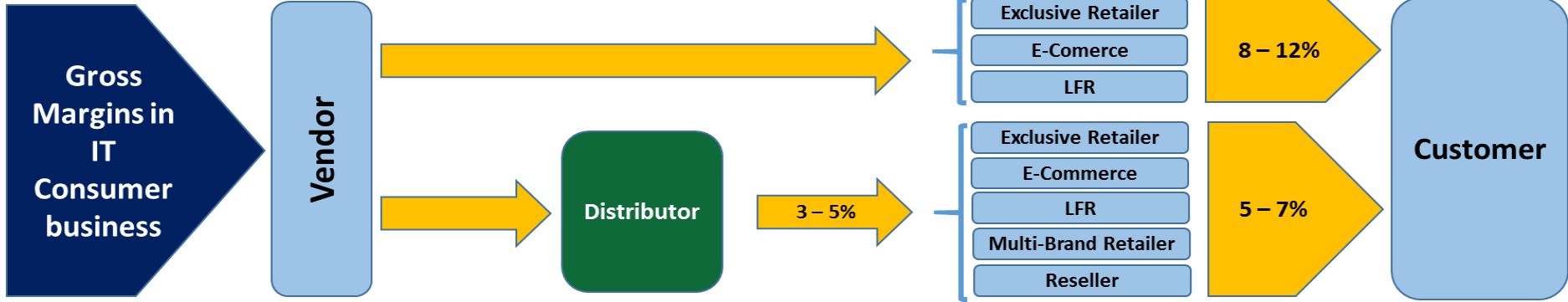
## IT ENTERPRISE



## MOBILITY



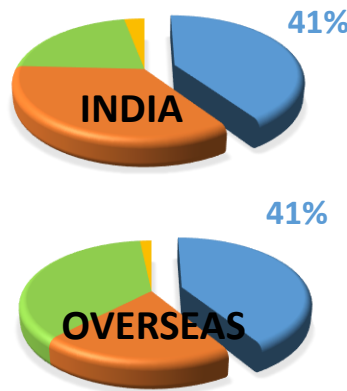
# IT Consumer Business



## PRODUCT CATEGORIES



## IT CONSUMER'S CONTRIBUTION TO REVENUES\*

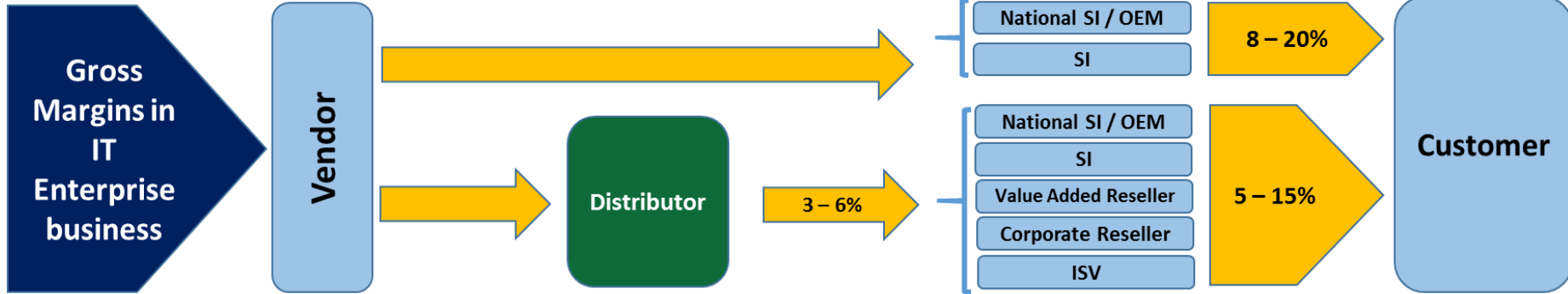


## BRANDS#



\*Figures as on H1FY21  
#Illustrative List

# IT Enterprise Business



### PRODUCT CATEGORIES

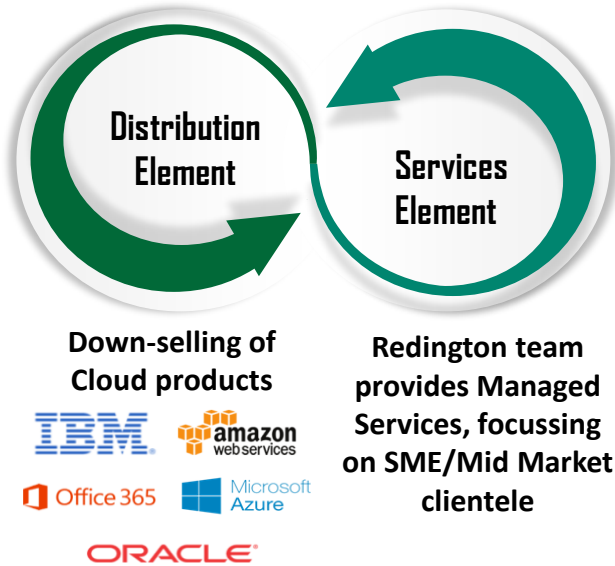
- Networking**: Routers, switches, cables, etc.
- Software**: Computer monitors, keyboards, software icons.
- Cloud**: Cloud icon with server connections.
- Servers & Storage**: Server racks, storage units.
- Security**: Security icons, padlock, circuitry.
- Licensing & Subscription**: License icons, subscription symbols.



### BRANDS#

\*Figures as on H1FY21  
#Illustrative List

## Our business



## 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 : 78

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

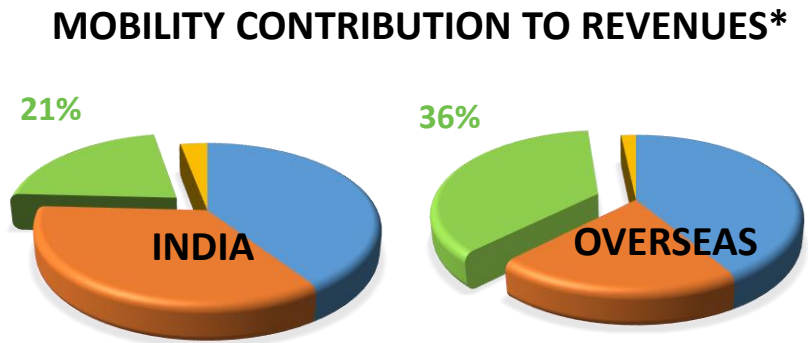
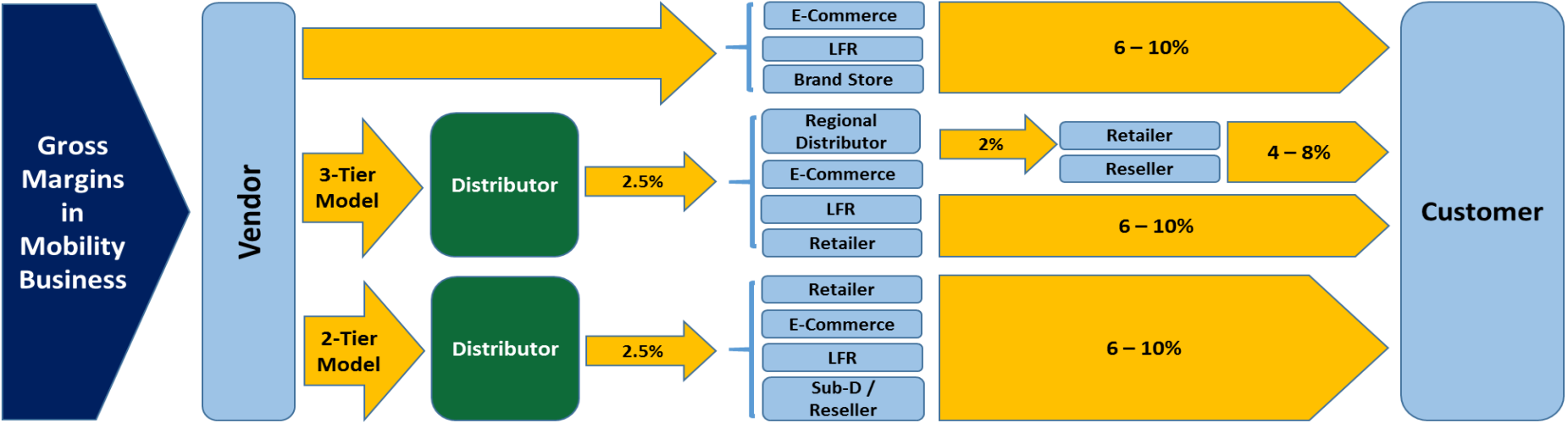
Step-by-Step processes of Migration in order of criticality and testing outcomes on Cloud



### Manage

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

# Mobility Business



\*Figures as on H1FY21  
#Illustrative List



Services Business

# Services Business

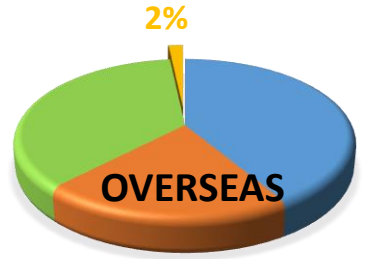
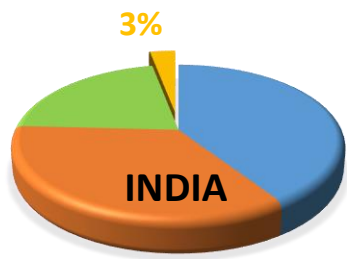


		INDIA	MIDDLE EAST	AFRICA
Logistics	→  ProConnect Integrated Logistics <small>a Redington company</small>			
Support Services	→  ensure services	Divested in Jul'20		



- Subsidiaries of Redington India Limited
- Third Party Logistics player offering
  - ✓ Warehousing;
  - ✓ Transportation;
  - ✓ Value added services

## SERVICES CONTRIBUTION TO REVENUES\*



\*Figures as on H1FY21

# ProConnect India



*Wholly Owned Subsidiary of Redington*



*Integrated Third Party Logistics partner*



*PAN India presence*



*160+ Warehouses*



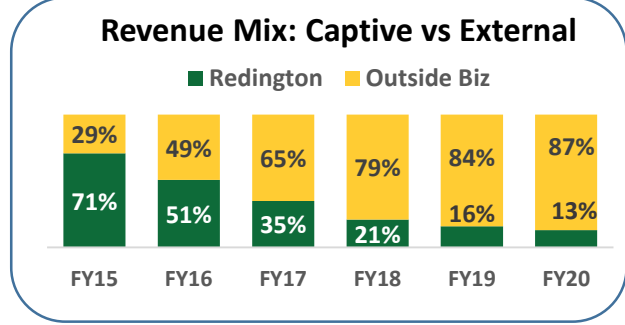
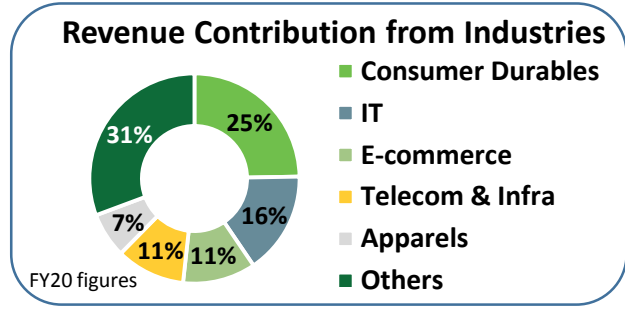
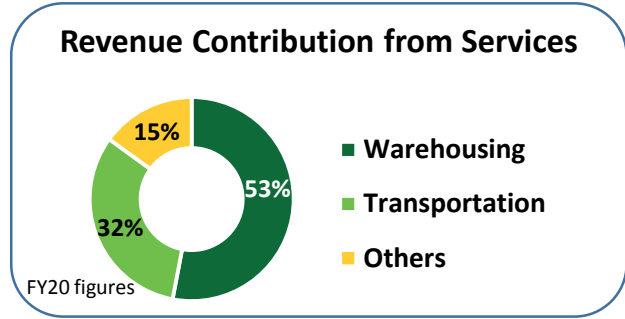
*6.4 mn Sq.ft. in operation*



*20+ Customers across 12+ Industries*



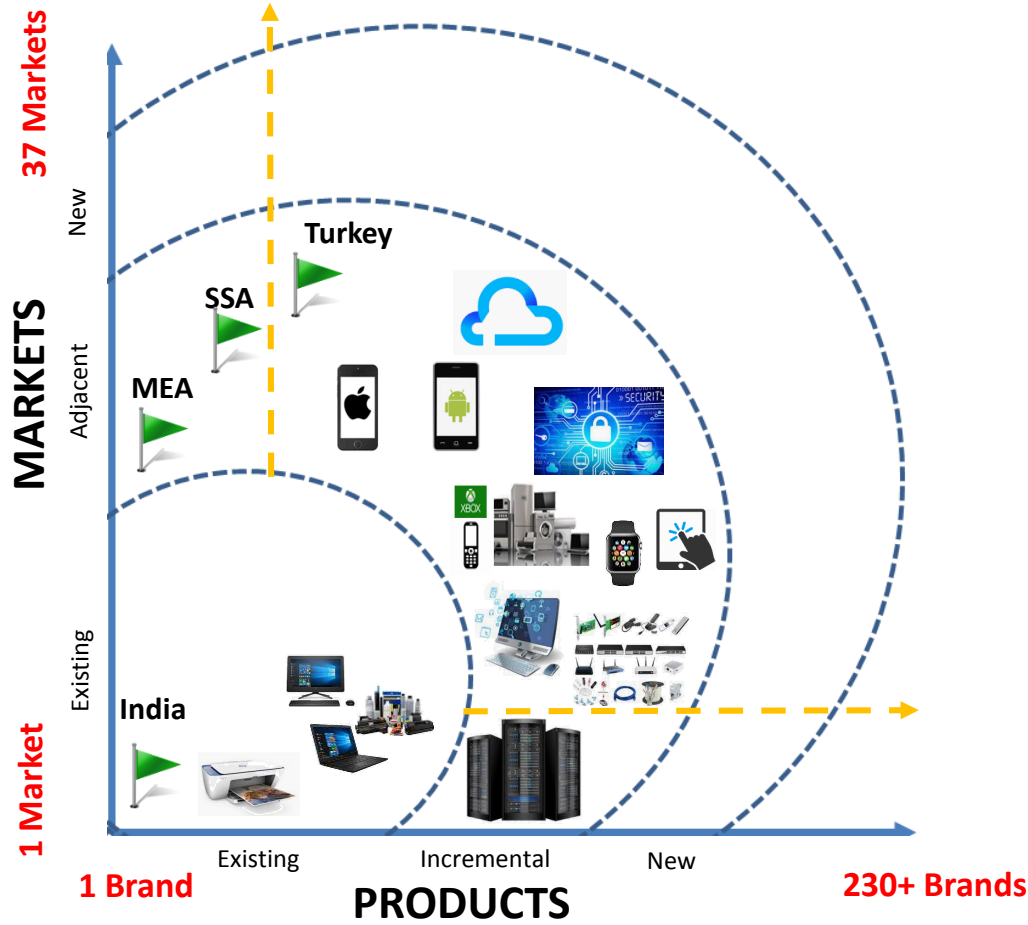
*20,200+ Pincodes*



# 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



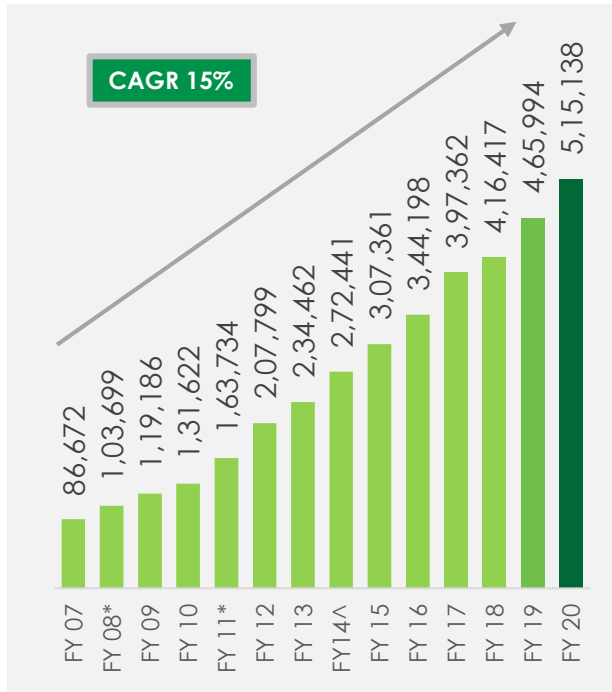
Performance track record



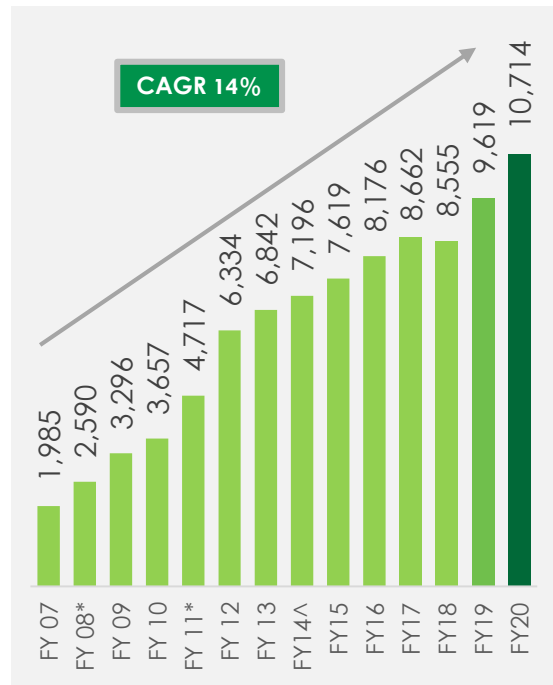
# Performance Since Listing

**Achieved Rs.500 bn milestone mark in Revenues**

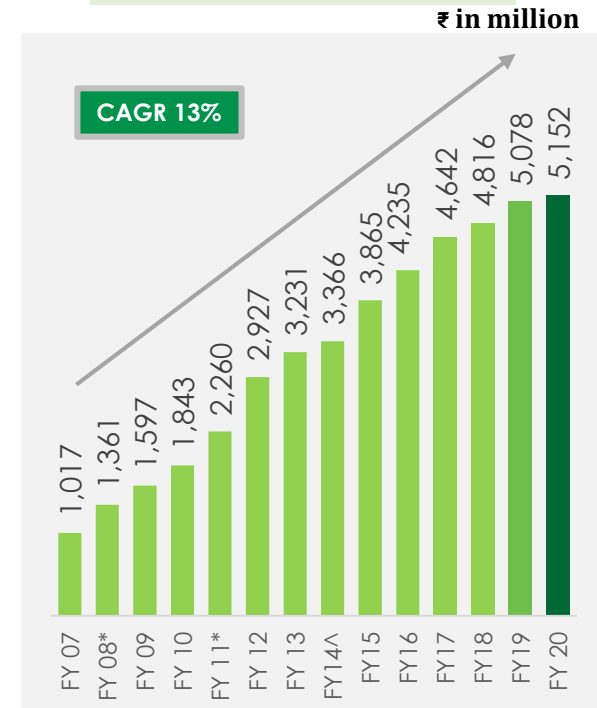
## REVENUE



## EBITDA

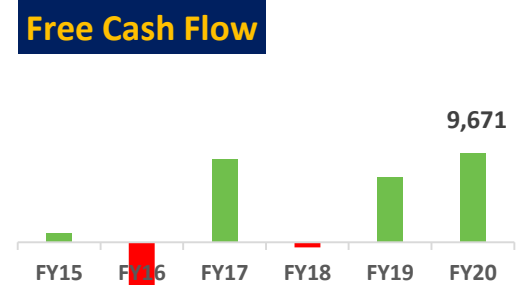
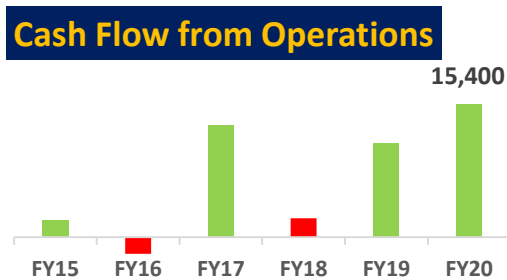
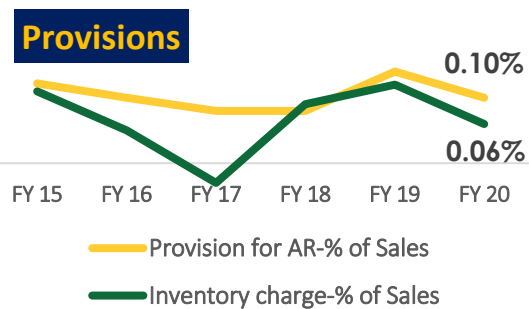
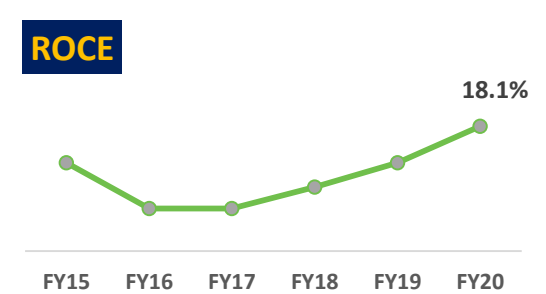
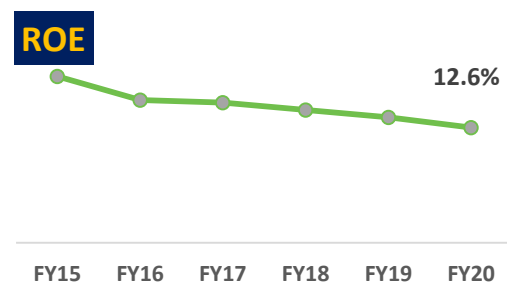
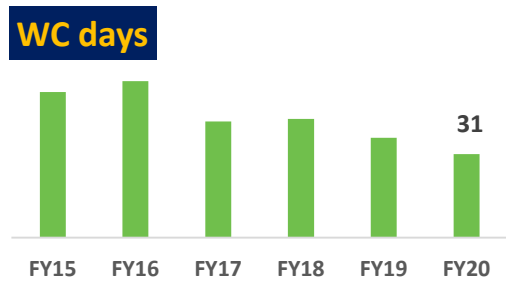
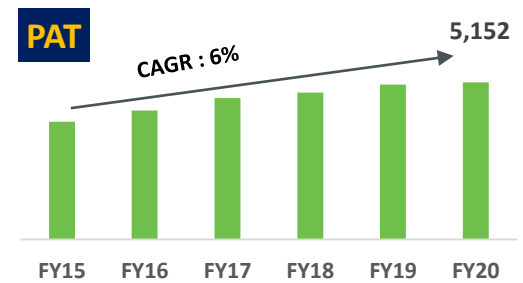
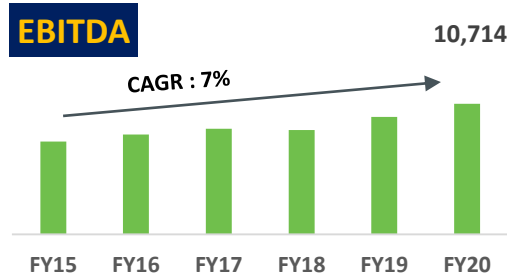
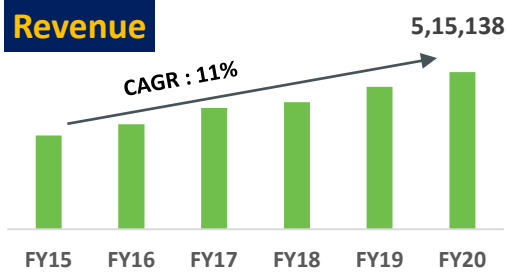


## PAT



\*Post acquisition of Easyaccess Financial Services in FY 08 and Arena in FY 11. ^ Post sale of Easyaccess Financial Services

# Performance Snapshot



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

# Annual performance track record

Particulars	H1FY21	FY20	FY19	FY18	FY17	FY16
Total Revenue	2,45,080	5,15,138	4,65,994	4,16,417	3,97,362	3,44,198
Growth YoY	1.9%	10.5%	11.9%	5.8%	15.4%	12.0%
EBITDA	5,411	1,0714	9619	8,555	8,662	8,176
Growth YoY	6.6%	10.4%	12.4%	-1.2%	5.9%	7.3%
PAT	2,646	5,152	5,078	4,816	4,642	4,235
Growth YoY	10.2%	1.5%	5.4%	3.7%	9.6%	9.6%
Networth	44,873	43,089	39,060	35,306	31,479	29,494
Capital Employed*	25,688	48,505	53,118	54,759	49,741	57,353
EBITDA Margins	2.2%	2.1%	2.1%	2.1%	2.2%	2.4%
PAT Margins	1.1%	1.0%	1.1%	1.2%	1.2%	1.2%
ROCE#	25.2%	18.1%	16.9%	16.1%	15.4%	15.4%
ROE	12.0%	12.6%	13.7%	14.5%	15.3%	15.6%
EPS (₹)	6.8	13.2	12.8	12.0	11.6	10.6
Book Value per share (₹)	114.9	110.3	99.8	87.7	78.2	73.2

\*Closing Capital Employed

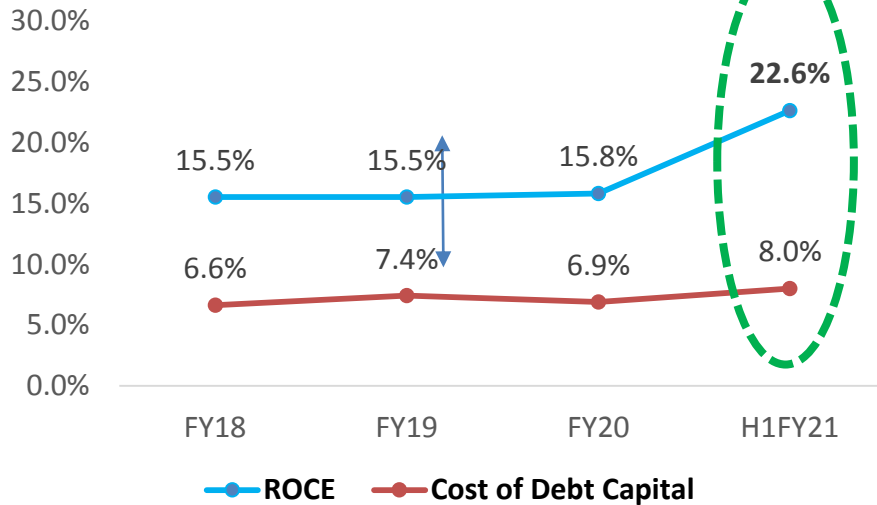
#ROCE is calculated net of cash and on average capital employed

# ROCE vs Cost of Debt Capital

## Consistent Focus on Capital efficiency

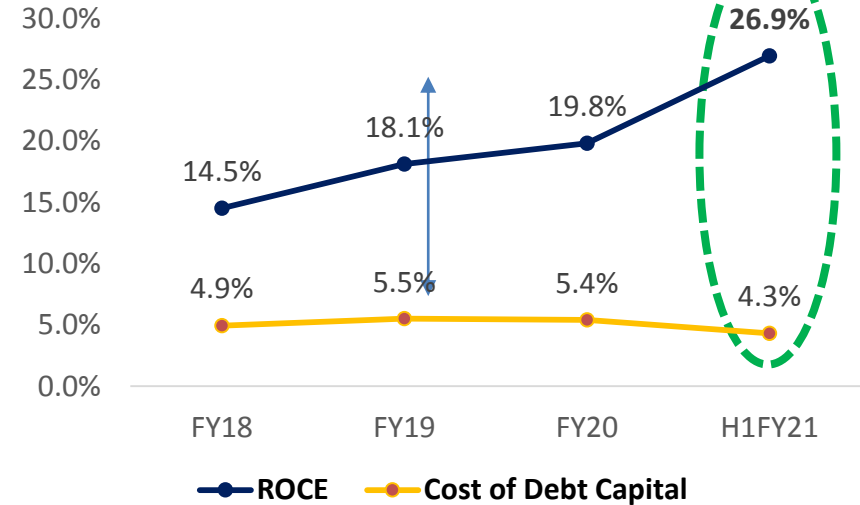
### INDIA Return on Rupee capital

Value Creation 14.6%



### OVERSEAS Return on Dollar Capital

Value Creation 22.6%



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

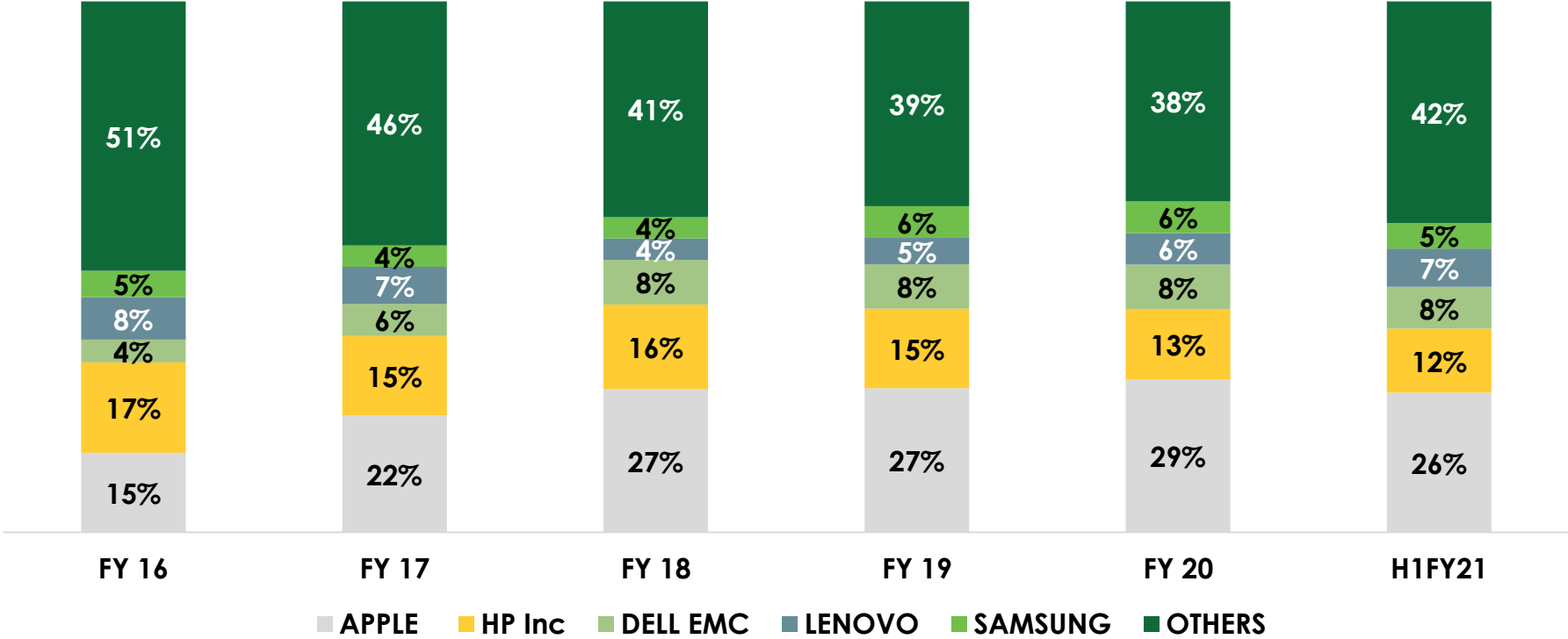
# Quarterly performance track record

Particulars	Q2FY21	Q1FY21	Q4FY20	Q3FY20	Q2FY20
Total Revenue	1,37,861	1,07,220	1,26,773	1,47,956	1,23,543
Growth QoQ	<b>28.6%</b>	<b>-15.4%</b>	<b>-14.3%</b>	<b>19.8%</b>	<b>5.7%</b>
EBITDA	3,110	2,301	2,545	3,094	2,627
Growth QoQ	<b>35.1%</b>	<b>-9.5%</b>	<b>-17.7%</b>	<b>17.8%</b>	<b>7.2%</b>
PAT	1,758	888	1,192	1,559	1,301
Growth QoQ	<b>98.0%</b>	<b>-25.5%</b>	<b>-23.5%</b>	<b>19.9%</b>	<b>18.2%</b>
Networth	44,873	43,904	43,089	41,514	40,542
Capital Employed*	25,688	26,138	48,505	59,140	48,145
EBITDA Margins	2.2%	2.1%	2.0%	2.1%	2.1%
PAT Margins	1.3%	0.8%	0.9%	1.1%	1.1%
ROCE#	42.6%	20.6%	16.3%	20.3%	15.6%
ROE	15.8%	8.2%	11.4%	15.2%	12.9%
EPS (₹)	4.5	2.3	3.1	4.0	3.3
Book Value per share (₹)	114.9	112.4	110.3	106.1	103.6

\*Closing Capital Employed

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

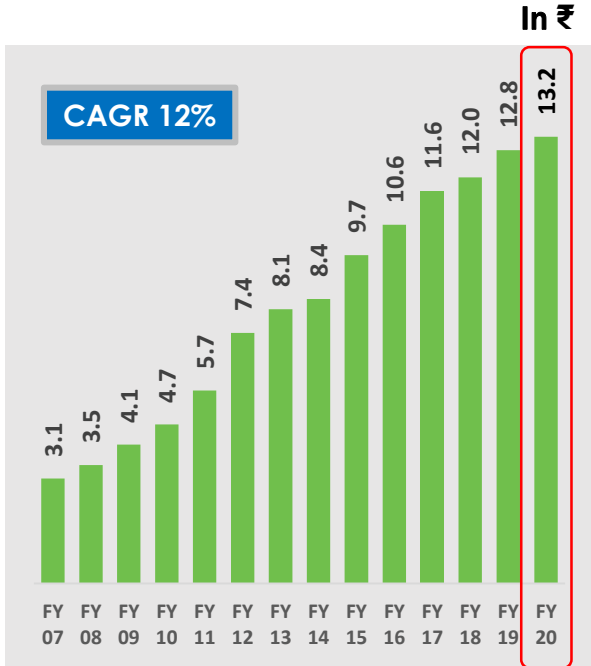
# Top 5 Vendors



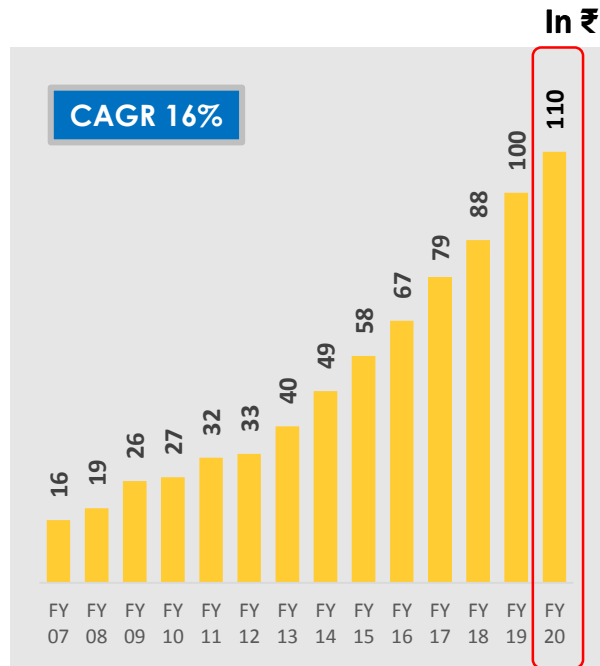
Note: Effect of Dell EMC merger is shown partly in FY17 figures and fully in FY18 figures

# Value Creation for our Shareholders

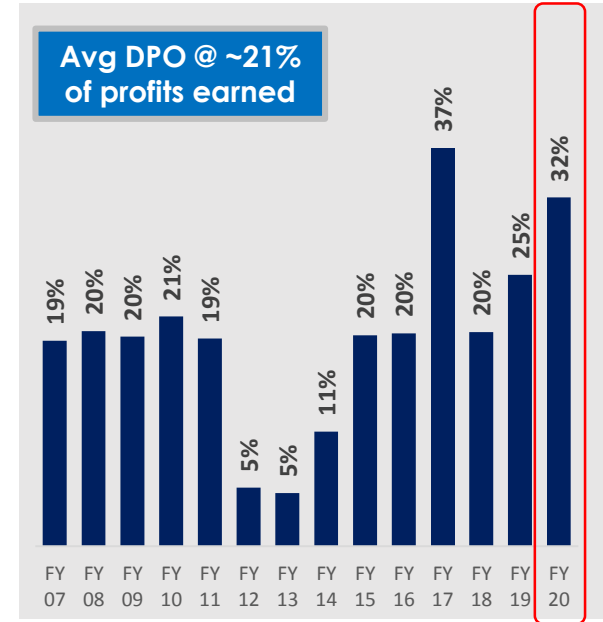
## EPS



## BOOK VALUE/SHARE



## DIVIDEND PAYOUT



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

Note: Two interim dividends totalling to Rs.4.3 declared in FY20

Current year performance



# H1FY21 Performance Snapshot

## REVENUE

**2%** 

H1FY21: Rs.2,45,080 mn  
H1FY20: Rs.2,40,409 mn

## EBITDA

**7%** 

H1FY21: Rs.5,411 mn  
H1FY20: Rs.5,076 mn

## PAT

**10%** 

H1FY21: Rs.2,646 mn  
H1FY20: Rs.2,401 mn

## WC DAYS

**15 days**

H1FY20: 31 days

## ROE

**12.0%**

H1FY20: 12.1%

## ROCE#

**25.2%**

H1FY20: 18.1%

## INVENTORY CHARGE

**-0.08%**

H1FY20: 0.07%

## AR PROVISION

**0.04%**

H1FY20: 0.07%

## FREE CASH FLOW

**Rs.25,147 mn**

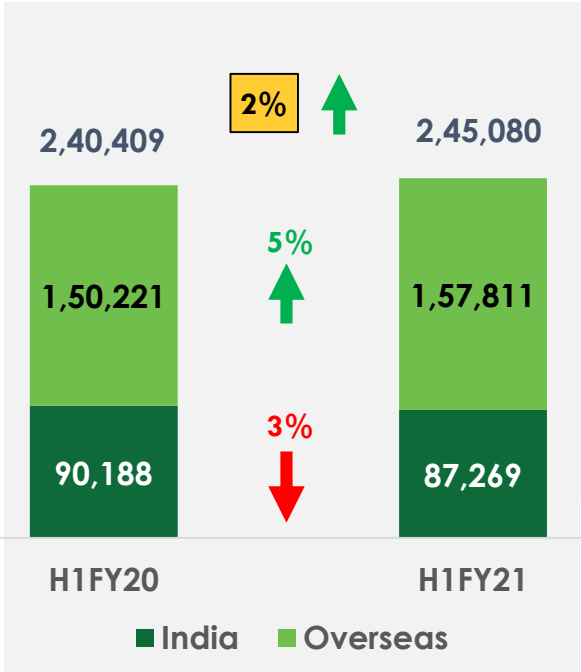
H1FY20: Rs.6,731 mn

# Performance By Market

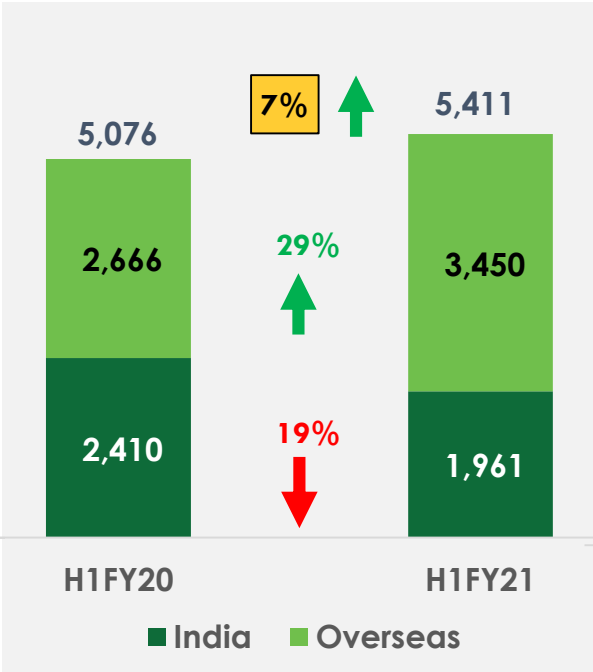


₹ in million

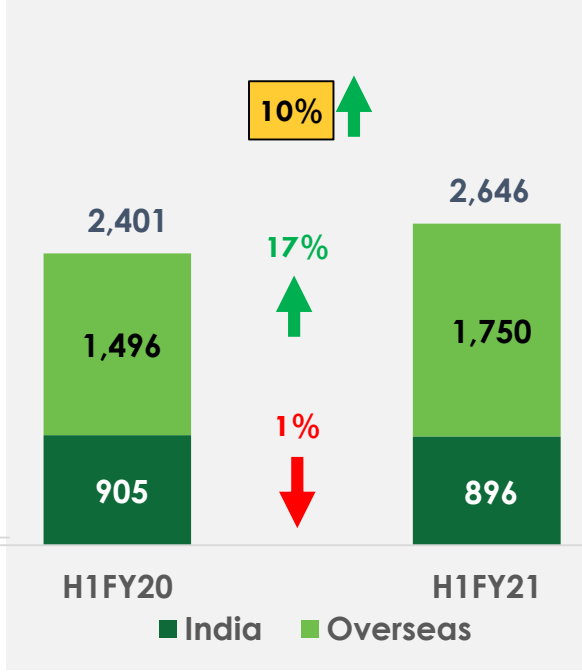
## REVENUE



## EBITDA



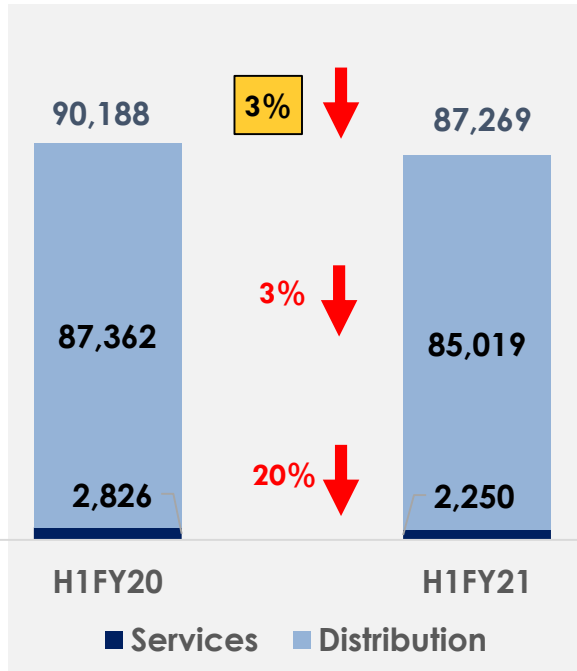
## PAT



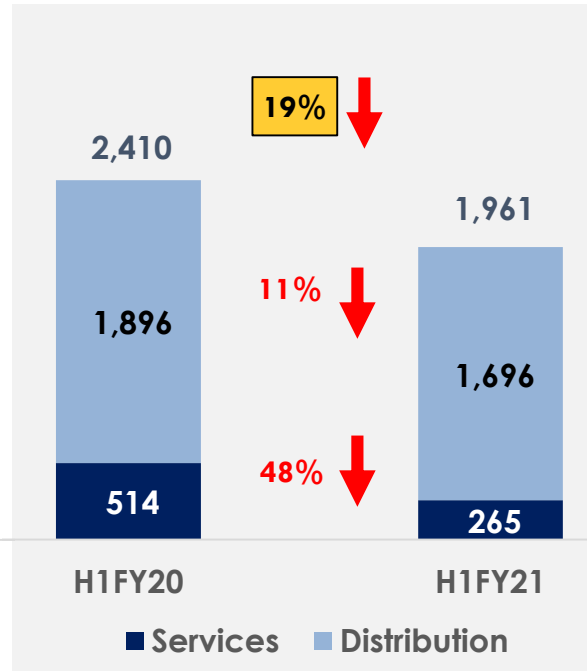
# India Performance

₹ in million

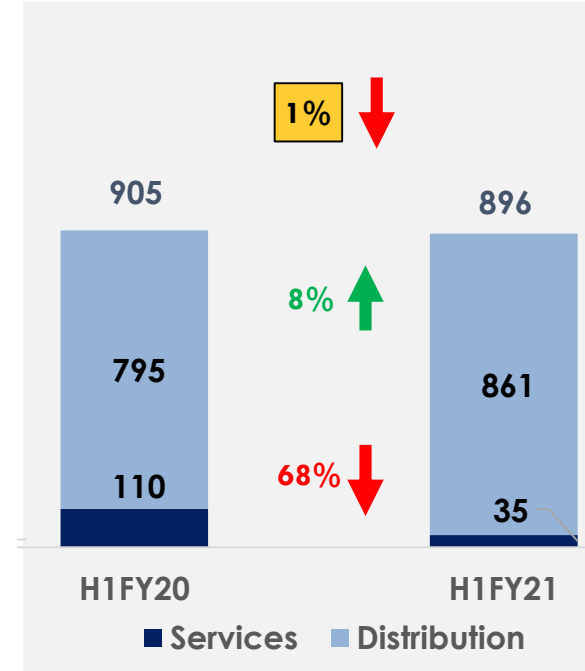
## REVENUE



## EBITDA



## PAT



Note: Services represents ProConnect & Ensure

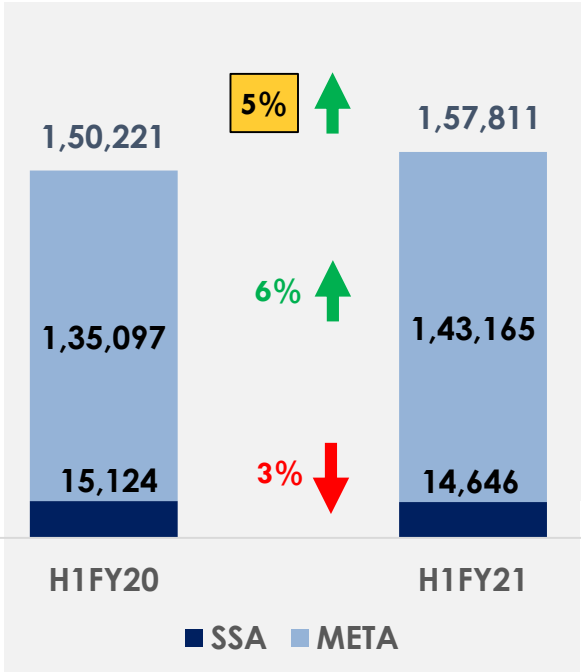
Note: Services includes capital profits of Rs.4.4 crs on sale of Ensure India

# Overseas Performance

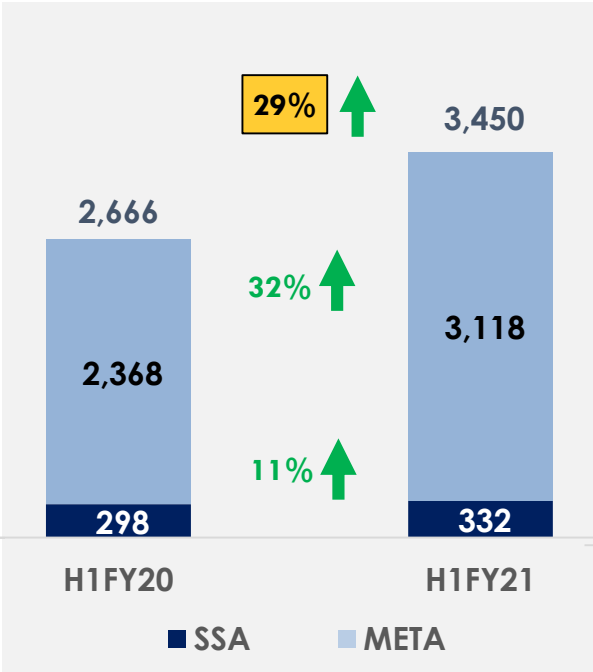


₹ in million

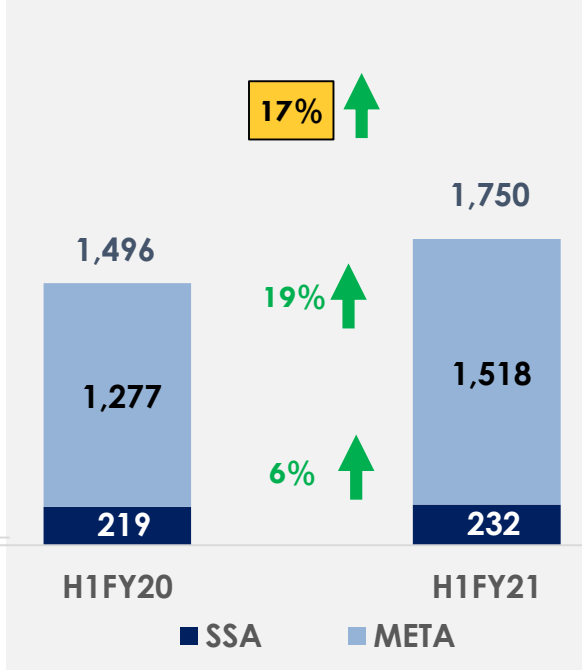
## REVENUE



## EBITDA



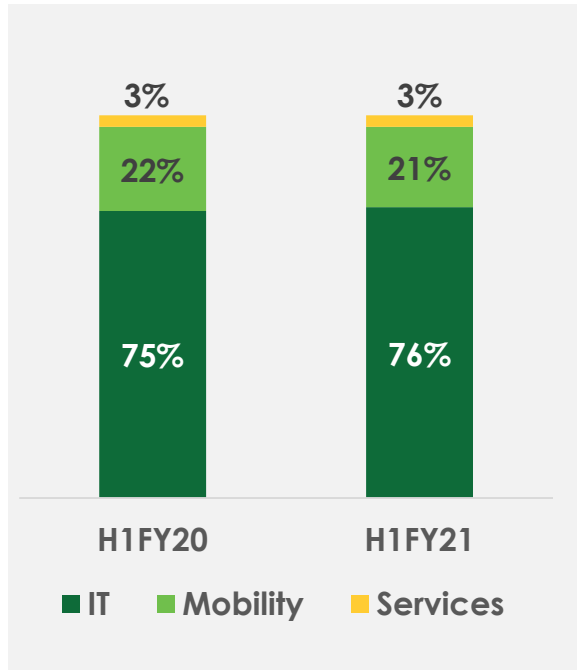
## PAT



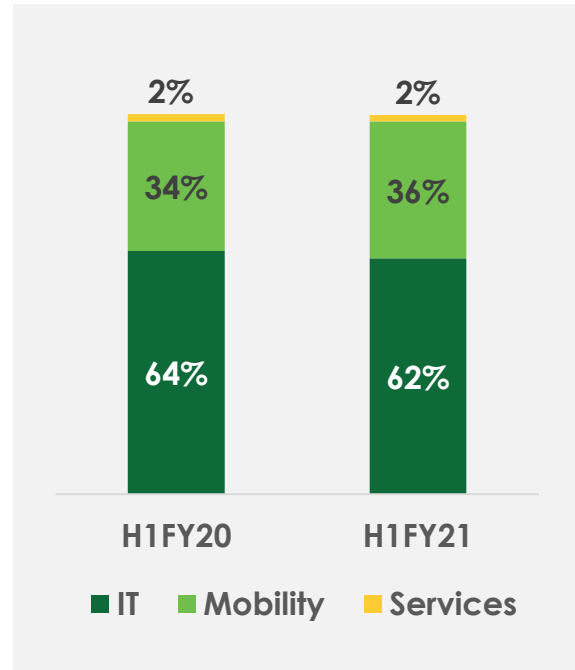
Note: Overseas performance in c/c terms – Revenue (2%); EBITDA 20% ; PAT 9%

# Performance By Vertical

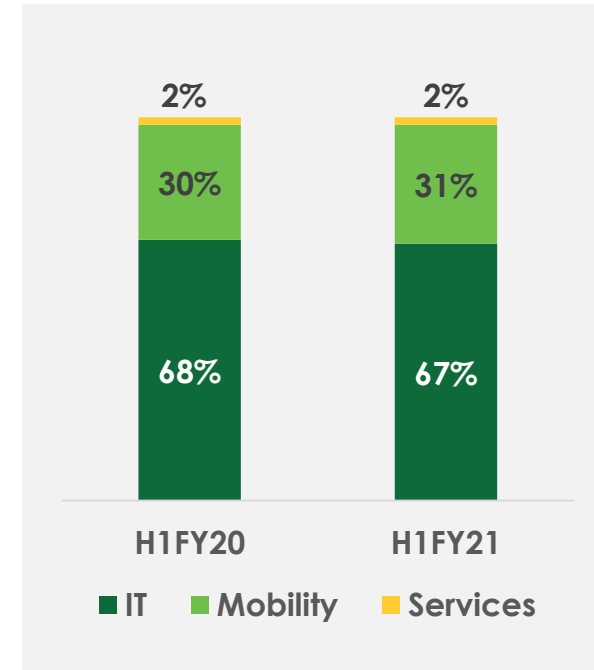
## INDIA



## OVERSEAS

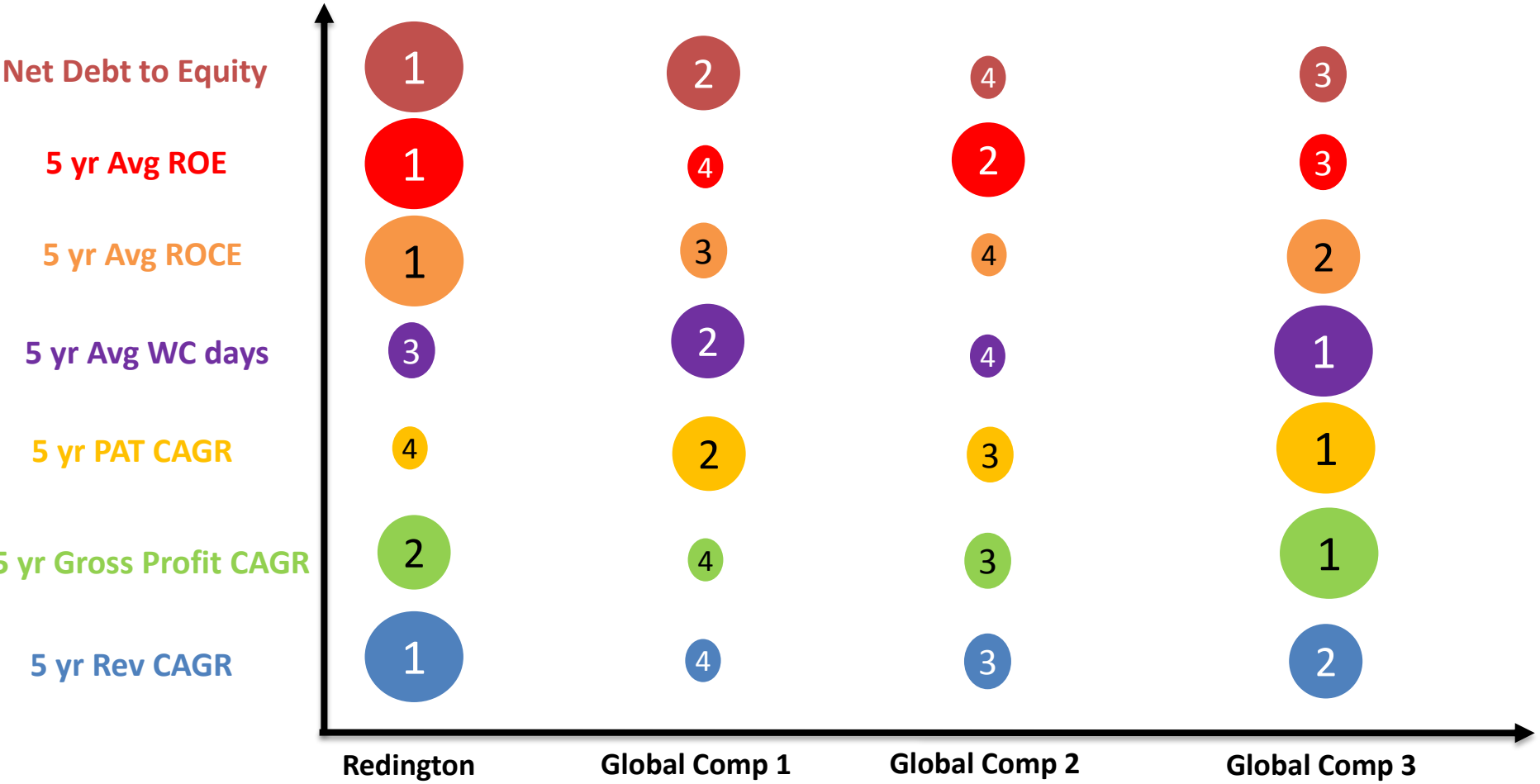


## GLOBAL



Note: Services represents ProConnect & Ensure

# Redington Vis-à-vis Global Peers



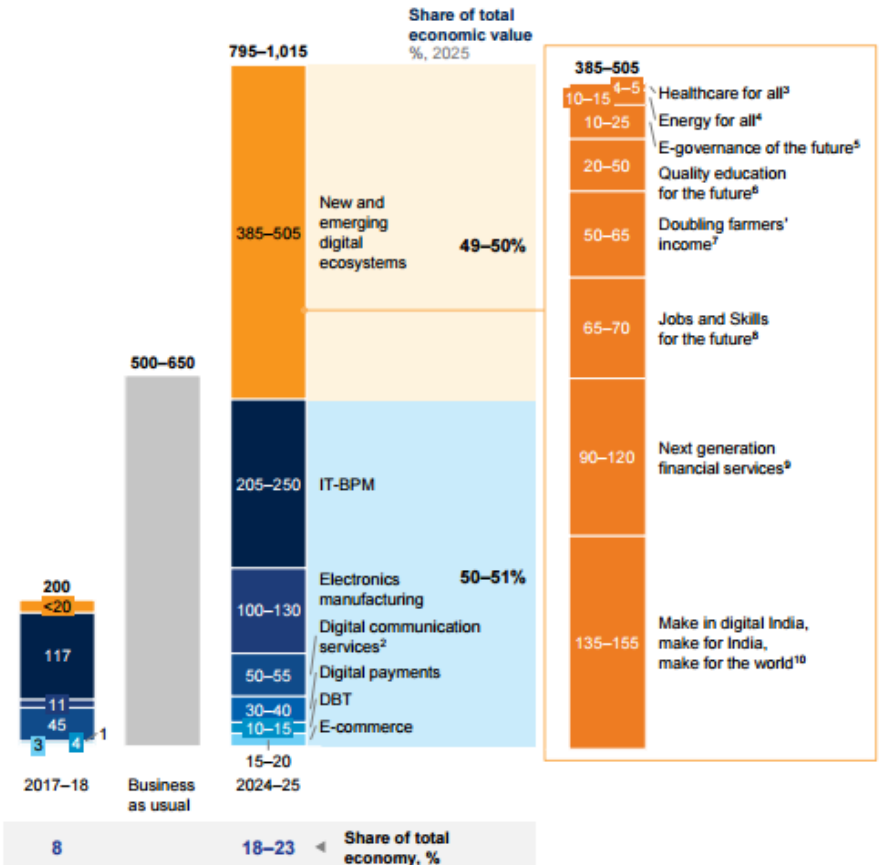
# **Our Opportunities**



# 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



# India Opportunities

- Covid 19 impact - CIOs to invest more in **Security, Collaboration, Mobility & Cloud**
- **5G** to comprise **18% mobile subscriptions** in India **by 2025**
- **Enterprise networking market** is expected to post a **CAGR of 5%** between 2019 and 2024
- **India public cloud market** to reach **Rs 63,000 crs** by 2025
- India's **overall software market** is estimated to grow at a **CAGR of 8%** between 2019-2024
- **India Managed Security Services Market** is expected to grow at a **CAGR of 22%** until 2024
- **Indian cybersecurity services** industry to hit **\$14 billion** by 2025
- **Digitalisation of SMBs** could add as much as **\$216 billion to India's GDP** by 2024
- **SMBs** can account for **30% of India's public cloud market**
- Both executives (69%) and employees (55%) acknowledge the **need for further investment in digital transformation as the top priority for organizations** seeking to leverage any pandemic-induced cost savings
- India's **digital transformation market** is expected to reach **\$710 billion** by 2024

# META Opportunities



- **Government ICT spending** in MEA to reach **\$15 billion by 2023**
- **Total smartphone connections** in MENA will **exceed 500 million by 2025**
- **AI-based spending** in META region will increase at a **CAGR of 19% by 2023**
- **IoT revenue to more than double** in Middle East and Africa **by 2023**
- **Cybersecurity market** in MEA region is expected to register a **CAGR of 14%** during 2020-2025
- **Investments in digital transformation and innovation** will account for **30% of all IT spending** in the META region by 2024, up from 18% in 2018
- **Public cloud spending** in META region will top **\$7 billion in 2024**
- Tech trends influencing Middle East ranges from **5G and 4G adoption, upheaval in finance, to shifts in retail and AI**

*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

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



**THANK YOU**

