

September 14, 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: Investor Meet Presentation and Recording**

This is further to our intimation dated September 12, 2022, regarding investor meet. Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of the Investor Presentation. The same will be uploaded on the website of the Company at <https://redingtongroup.com/india/financials-and-reports/>

Further, the audio recording is also available in the Company's website at [https://redingtongroup.com/india/wp-content/uploads/sites/4/2022/09/GMT20220914-110042\\_Recording.m4a](https://redingtongroup.com/india/wp-content/uploads/sites/4/2022/09/GMT20220914-110042_Recording.m4a)

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

Thanking you.

**For Redington Limited**

**M Muthukumarasamy**  
**Company Secretary**

# INVESTOR PRESENTATION

14<sup>th</sup> Sep 2022



# Agenda

- About Redington
- Our Financials
- Trends and Redington Strategy
- Building capabilities
- Our approach to ESG
- Recognitions



# Our Global Leadership Team



**Rajiv Srivastava**  
Managing Director



**S V Krishnan**  
Whole Time Director  
& Global Chief  
Financial Officer



**Sriram Ganeshan**  
Global Chief  
Commercial Officer



**Serkan Kutlu**  
Global Chief  
Strategy Officer



**Soumitra Kumar Das**  
Global Chief HR  
Officer



**Ramesh Natarajan**  
Chief Executive Officer  
- Redington India,  
Singapore & South Asia



**Viswanath Pallasena**  
Chief Executive  
Officer - Redington  
Middle East & Africa



**E H Kasturi Rangan**  
Managing Director -  
ProConnect India



**Serkan Celik**  
Chief Executive  
Officer - Arena  
Group



**Cem Borhan**  
Chief Executive  
Officer - Redington  
Turkey



**Kumar Malay Shankar**  
Chief Executive  
Officer - ProConnect  
India



**Deepak Puligadda**  
Chief Executive Officer  
- Redserv Global  
Solutions



# About Redington

\$8.4Bn+



## Products , Service & Solutions Company



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

## Expansive Network & Strong Relationships



- Over 290+ brands associations and servicing 38,600+ channel partners
- 4,500+ 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

## Outstanding Financial Performance



- \$8.4bn+ company with a strong double digit-CAGR for 16 years
- ROE at 24% and ROCE at 66% in FY22

# Our Portfolio



PCs, desktops, laptops, iPads and MacBooks

Printers, consumables and accessories

Smartphones

Networking – switching, routing to SDN's

Software - productivity and Application

Building the optimal data strategy for customers

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

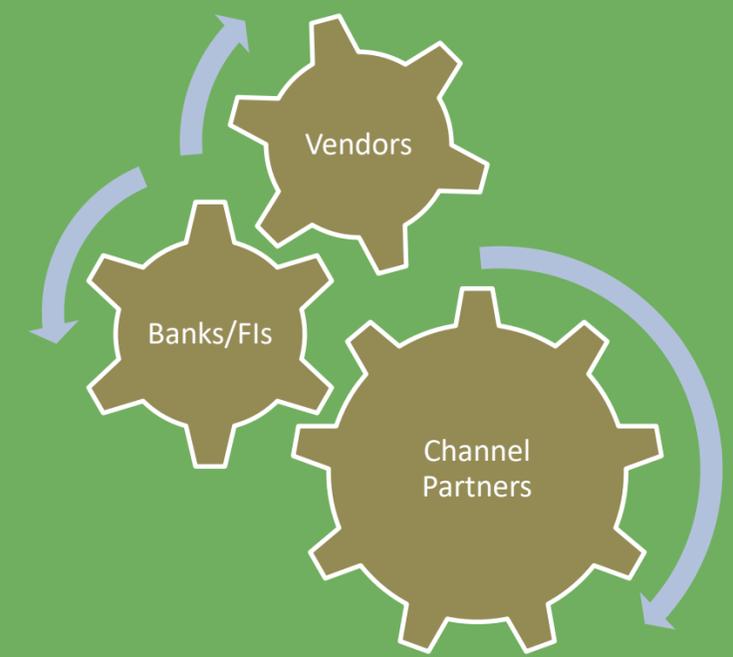
- Enviably "In country" presence serving 40 markets
- No.1 position in MEA  
No.2 position in India & other markets
- "High potential" markets
- FY22 Revenue  
India : \$3.7bn  
\$1bn each in UAE and Saudi
- Presence across product categories  
Portfolio of Marquee brands



# Our Brands & Channel Partners



## CHANNEL PARTNERS



Enviably Partnerships with over 290+ 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

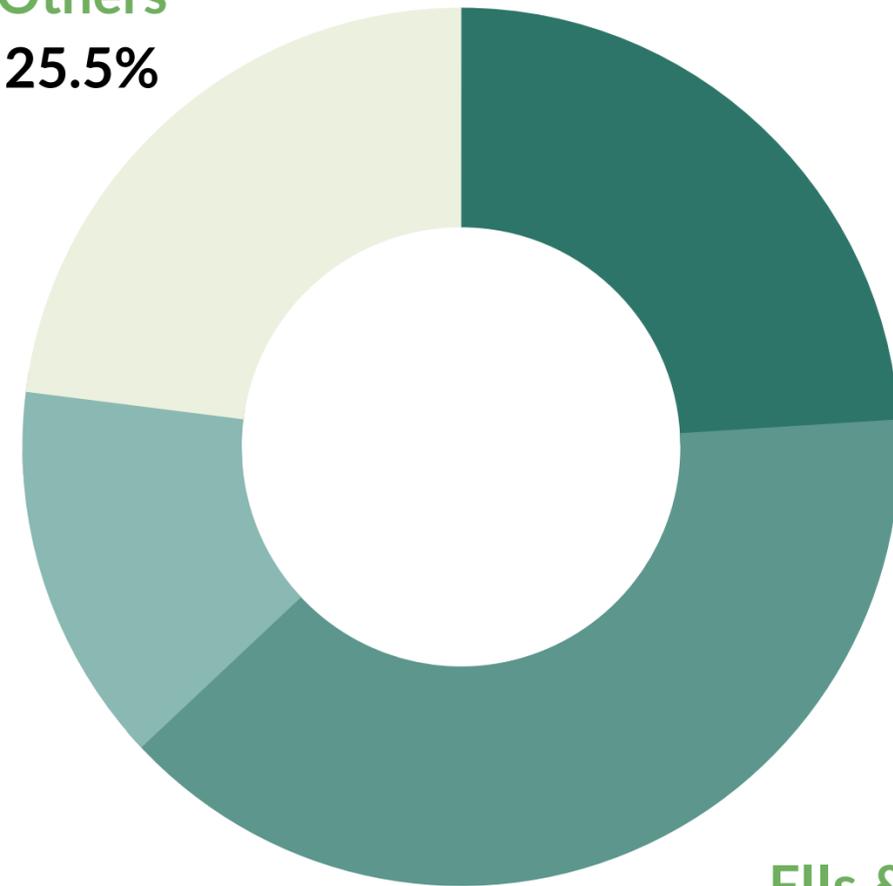


Ruane, Cunniff & GoldFarb



# Our Shareholders

Others  
25.5%



Synnex  
Mauritius  
Limited  
24.1%

Mutual  
Funds  
11.6%

FII & FPIs  
38.7%

# Agenda

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- **Our Financials**
- Trends and Redington Strategy
- Building capabilities
- Our approach to ESG
- Recognitions



# Performance Since Listing

Surpassed Rs.600 Bn revenue milestone



### Revenue

CAGR : 14%

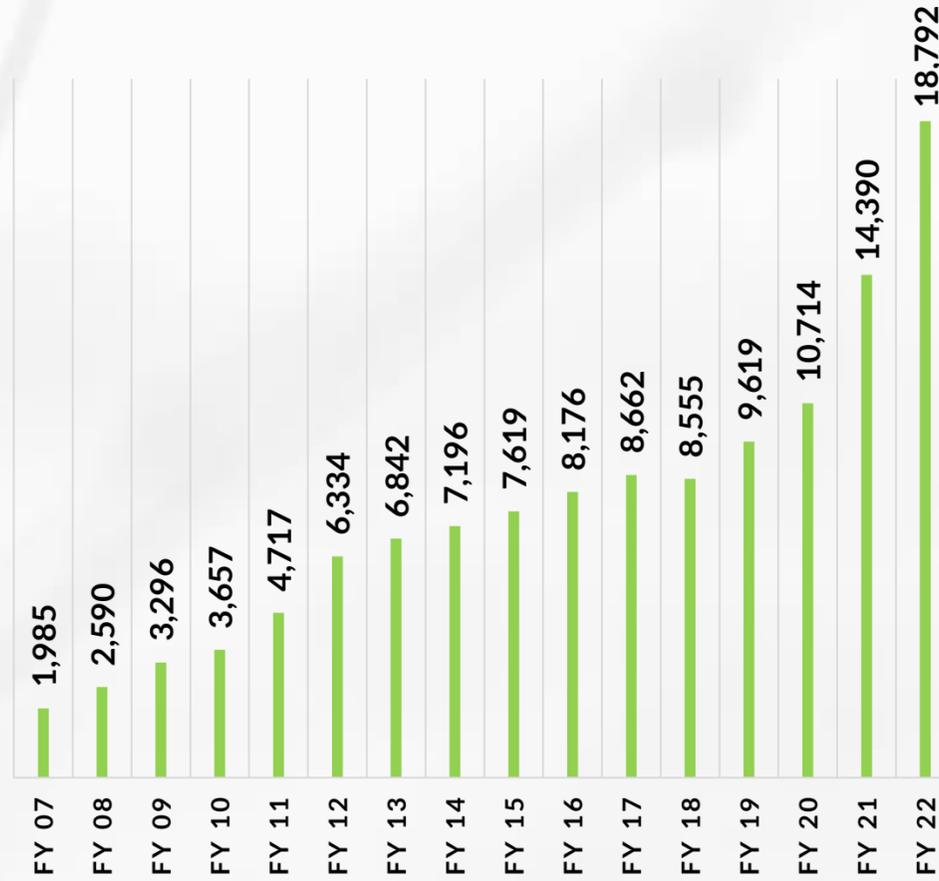
₹ in Mn



### EBITDA

CAGR : 16%

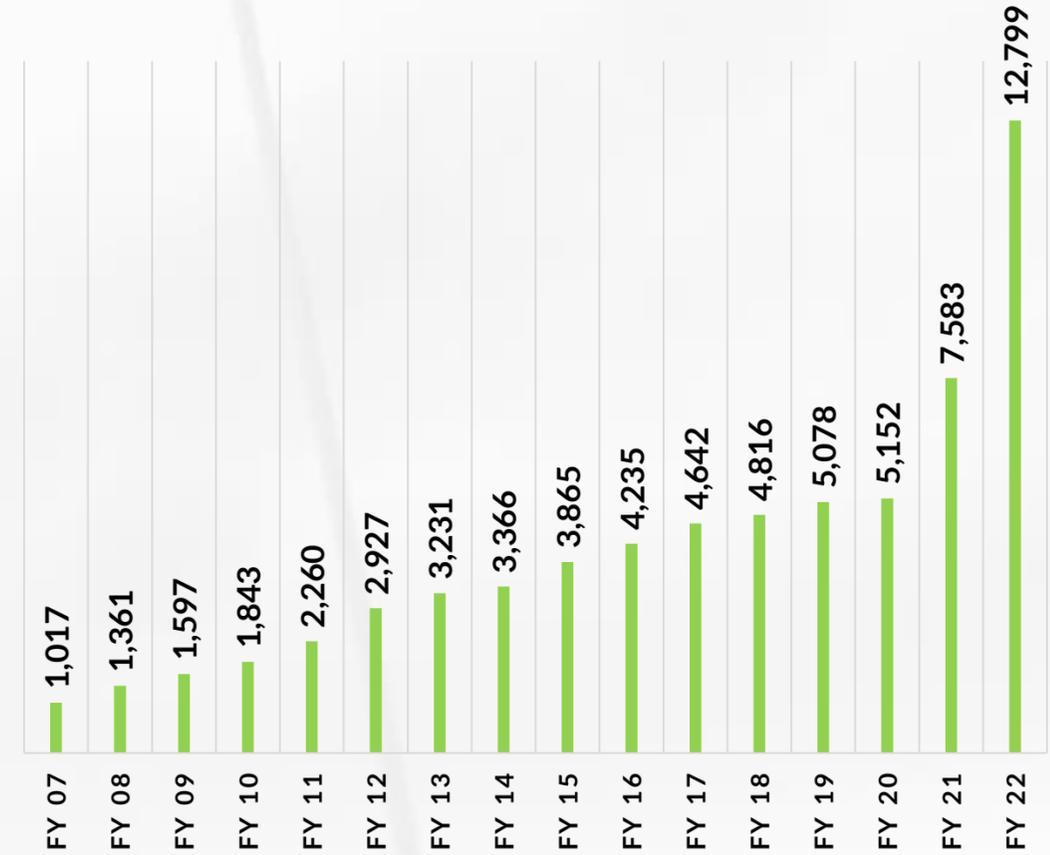
₹ in Mn



### PAT

CAGR : 18%

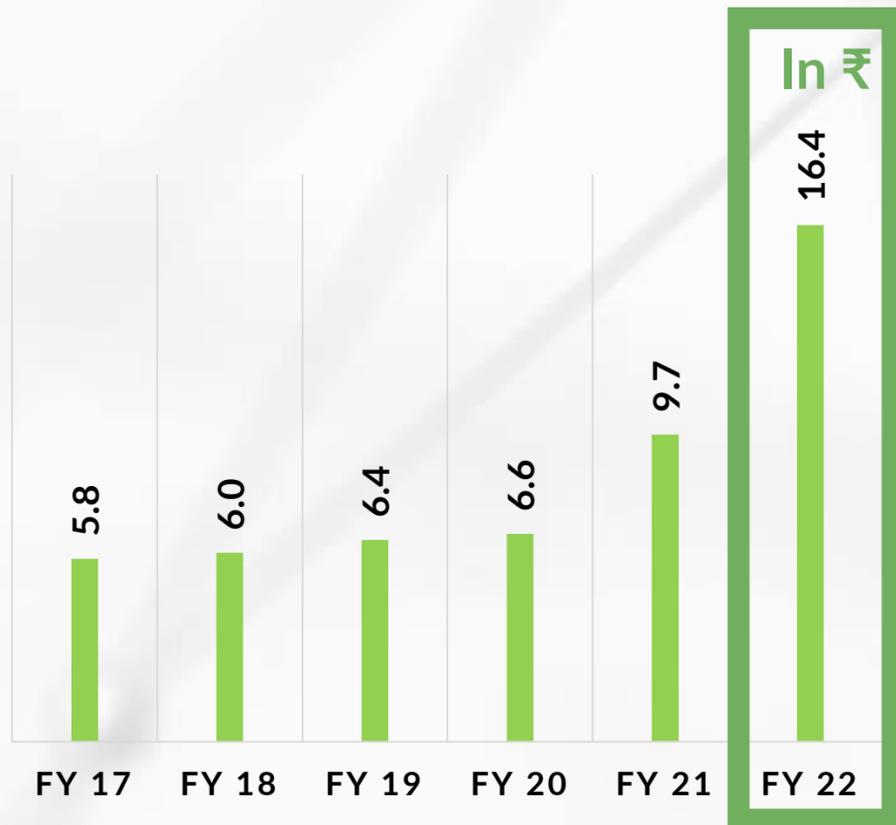
₹ in Mn



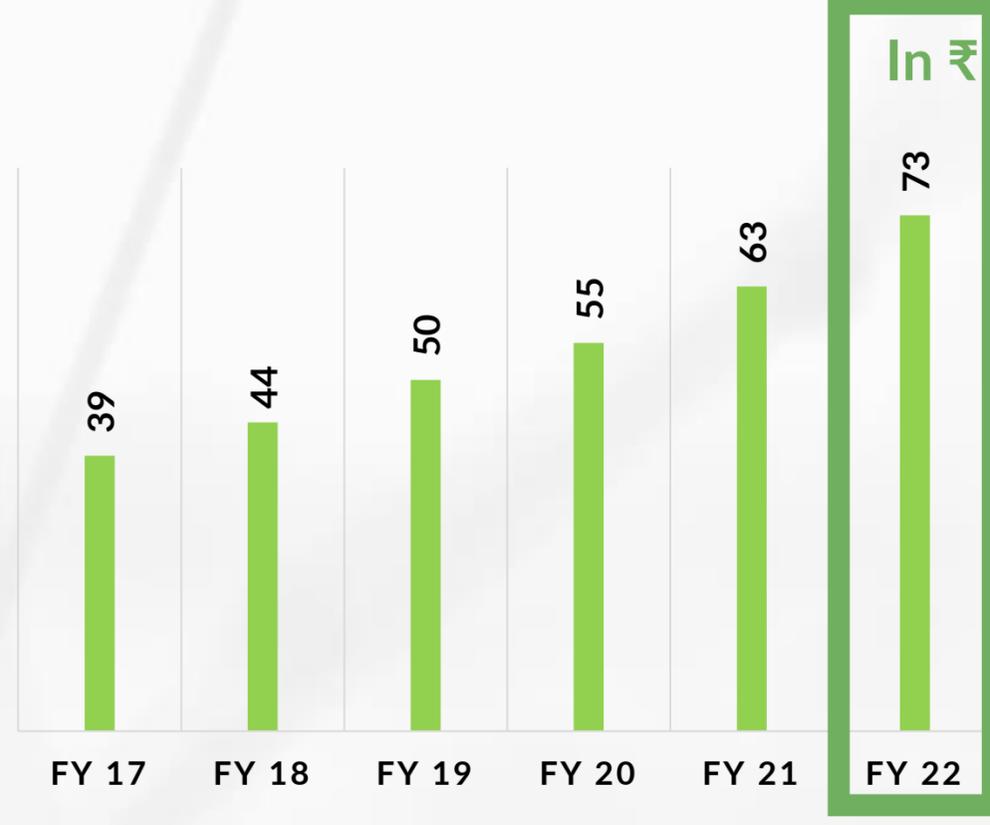
# Shareholder Value Creation



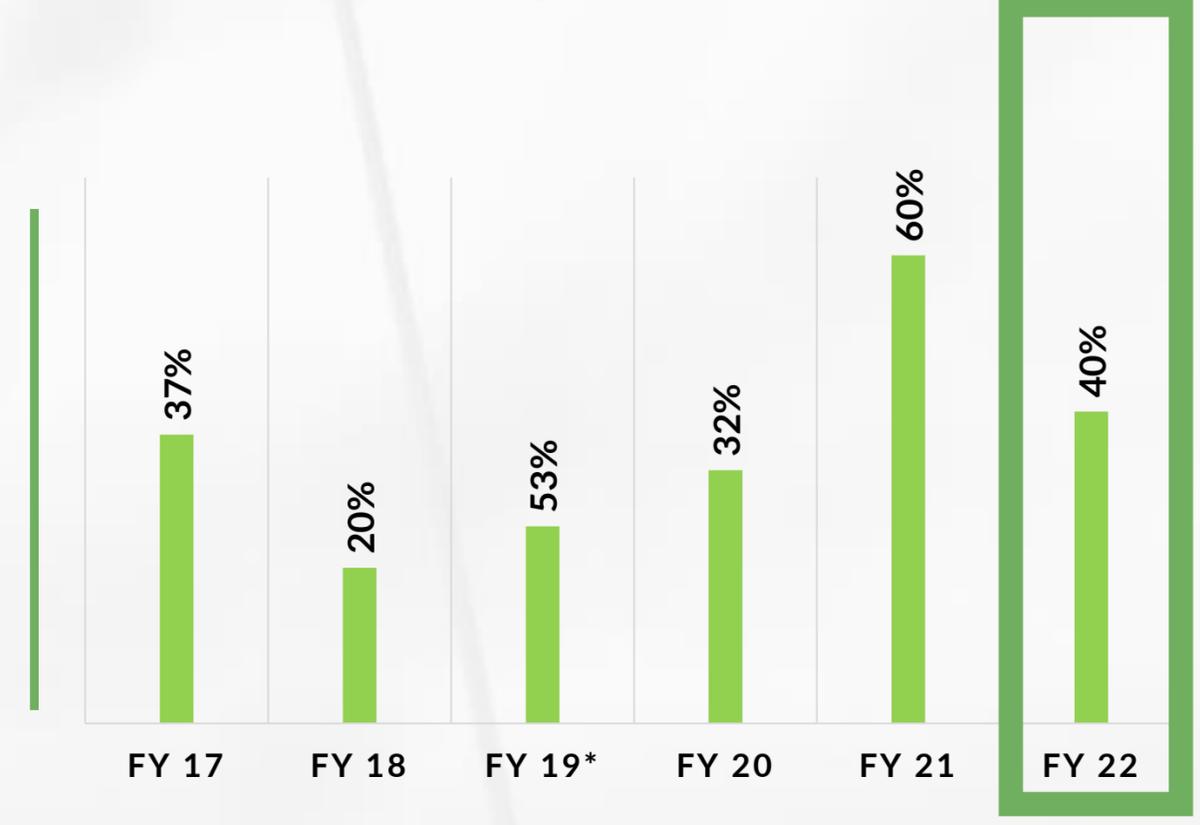
**EPS**  
CAGR : 23%



**Book Value/Share**  
CAGR : 13%

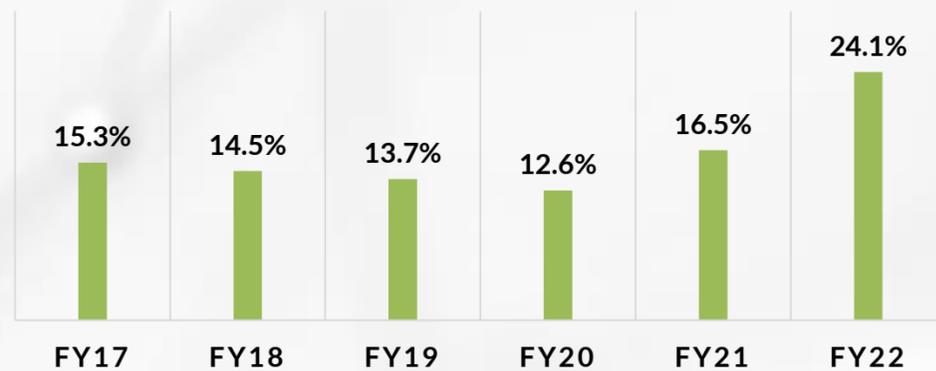


**Shareholder Payout\***  
~38% of profits earned

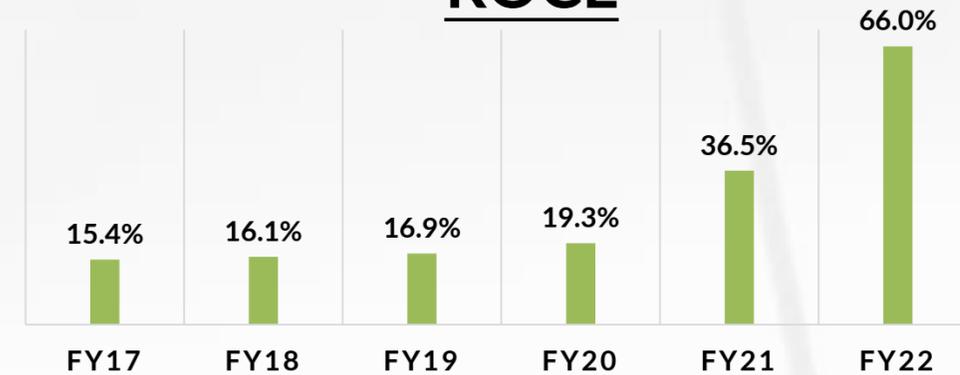


\*Including Buyback

**ROE**



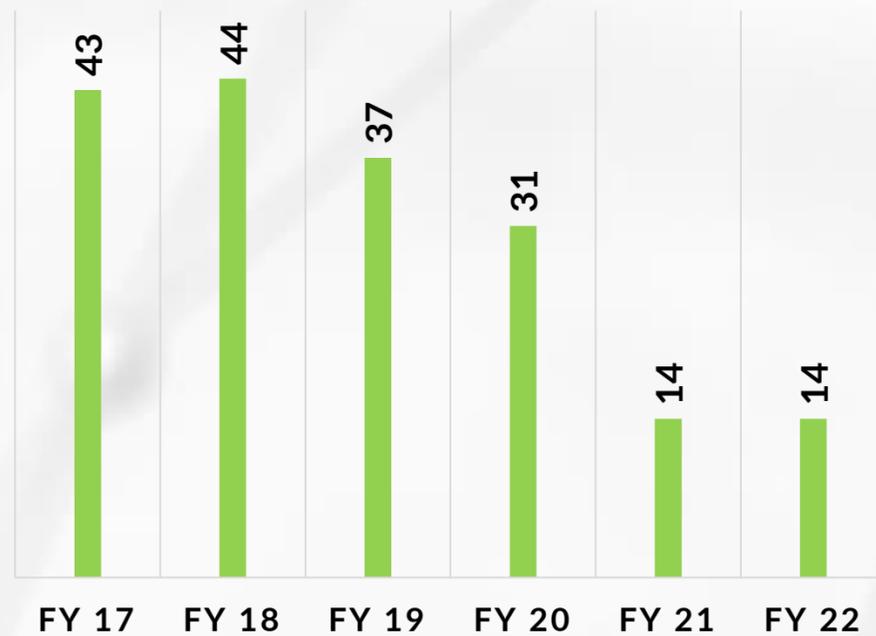
**ROCE**



# Hygiene Parameters



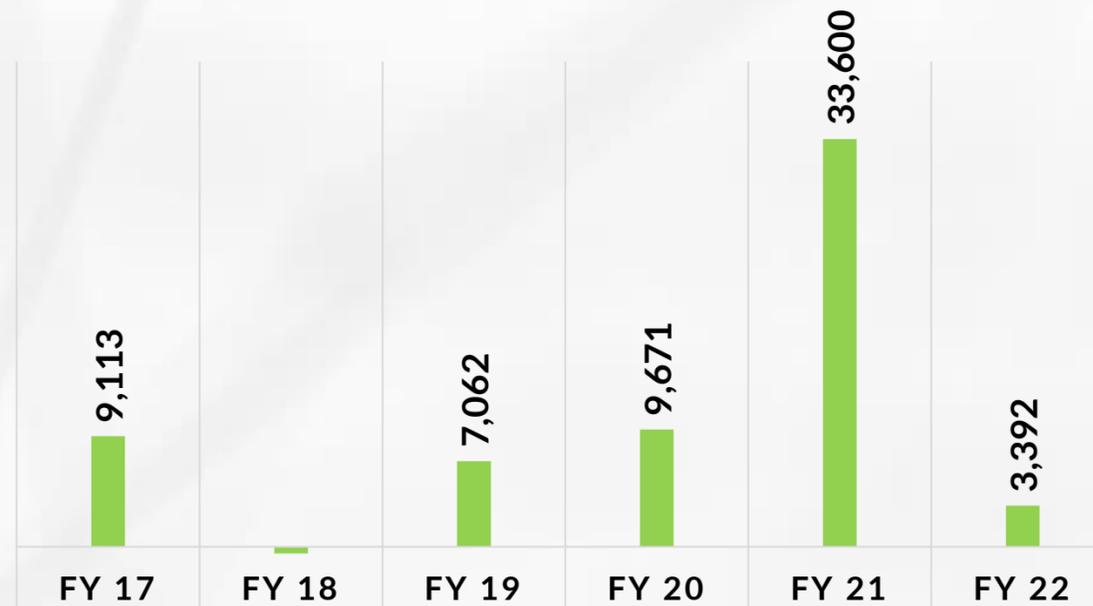
## WC Days



## Free Cash Flow

Six years Cumulative FCF:  
INR 62,273 Mn

₹ in Mn



## Provisions

Six years Average :  
Provision for AR : 0.10%  
Inventory Charge : 0.04%



— Provision for AR-% of Sales  
— Inventory charge-% of Sales

# Q1FY23 Performance Snapshot



## REVENUE

25% ▲

Q1FY23: Rs. 1,68,283 Mn  
Q1FY22: Rs. 1,34,740 Mn

## EBITDA

34% ▲

Q1FY23 : Rs.4,870 Mn  
Q1FY22 : Rs.3,642 Mn

## PAT

33% ▲

Q1FY23 : Rs.3,158 Mn  
Q1FY22 : Rs.2,367 Mn

## WC Days

28 Days

Q1FY22 : 18 days

## ROCE<sup>^</sup>

41.1%

Q1FY22 : 52.2%

## ROE

21.3%

Q1FY22 : 18.8%

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# Digital Will Impact Everyone, Everywhere

## Consumers



Evolving Lifestyles

## Acquiring Customers



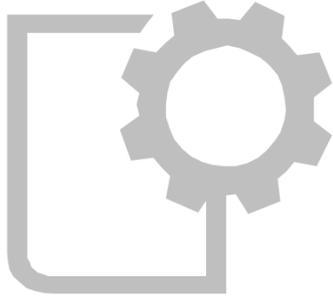
Customer Targeting and Engagement

## Engage



Workforce Efficiency

## Deliver Experience



Operational Excellence

## Innovate



New Products Services and Business Models

**Business Growth, Efficiency**

**Customer Experience**

# Key Technology Trends

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



## 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%

#### FOR REDINGTON

- Capability creation
- Focus on alliances,

- Tech Refresh projects
- Telecom, healthcare, M&E
- Device demand

- Security prods & solns
- Managed Security Services Practice

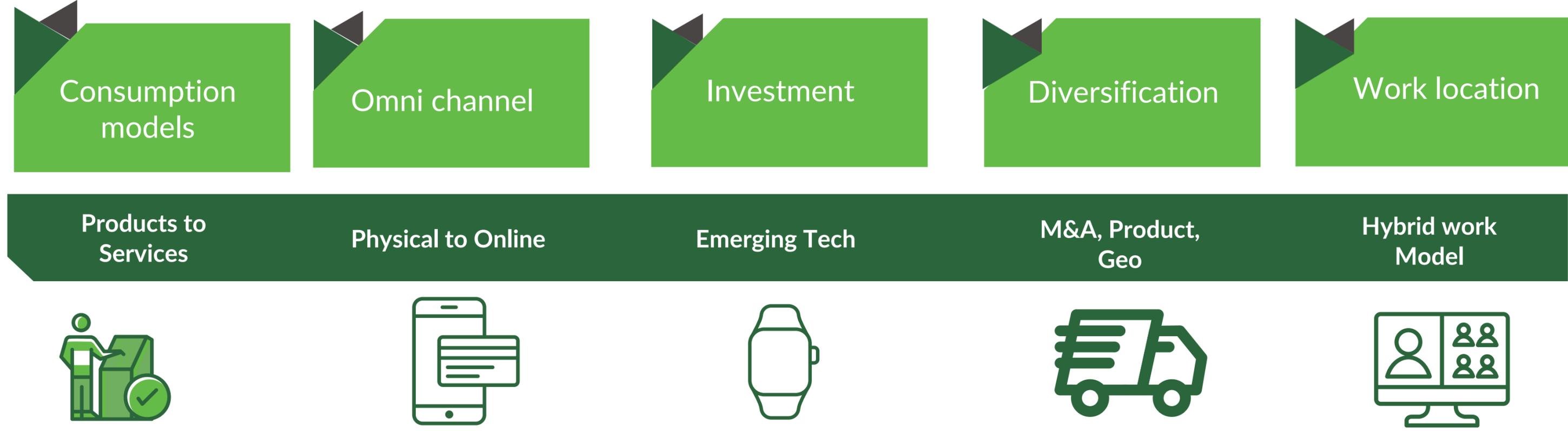
- Digital Payment solns
- Turkey Paynet

- Internal Automation
- Product opportunities

# Key Biz Model Trends



TRENDS



FOR REDINGTON

- Transition to XaaS
- Subscription portfolio
- Digital Business Model
- Marketplace opportunity
- Invest on future tech
- Organic or inorganic
- Strengthen high growth markets
- Biz diversification
- Workstyle and lifestyle solutions

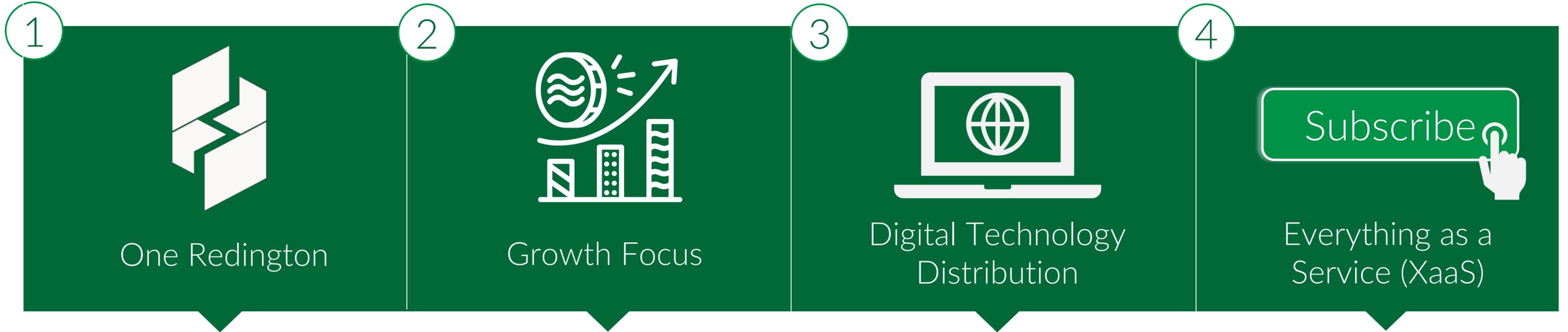
**Brand  
Acquisitions**



## 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

# Simple approach to business



## Objectives

Globally consistent processes, best practices  
Engage our ecosystem globally with consistent high-quality services and differentiated experience

#1 Technology Provider in all geographies we serve, reimagine the future of technology distribution

#1 Digital Technology Distributor of the World with end to end, digitally transformed business model

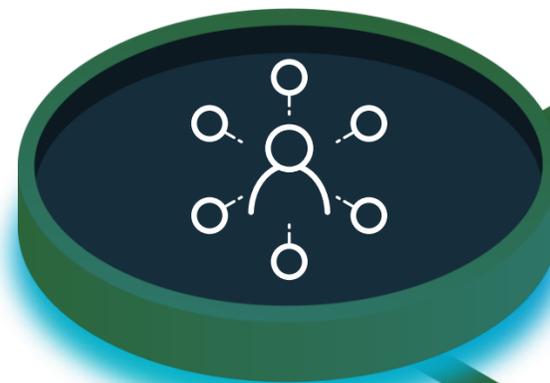
Establishing subscription based recurring services model.  
Enhancing relevance to changing end user behaviors,



# 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

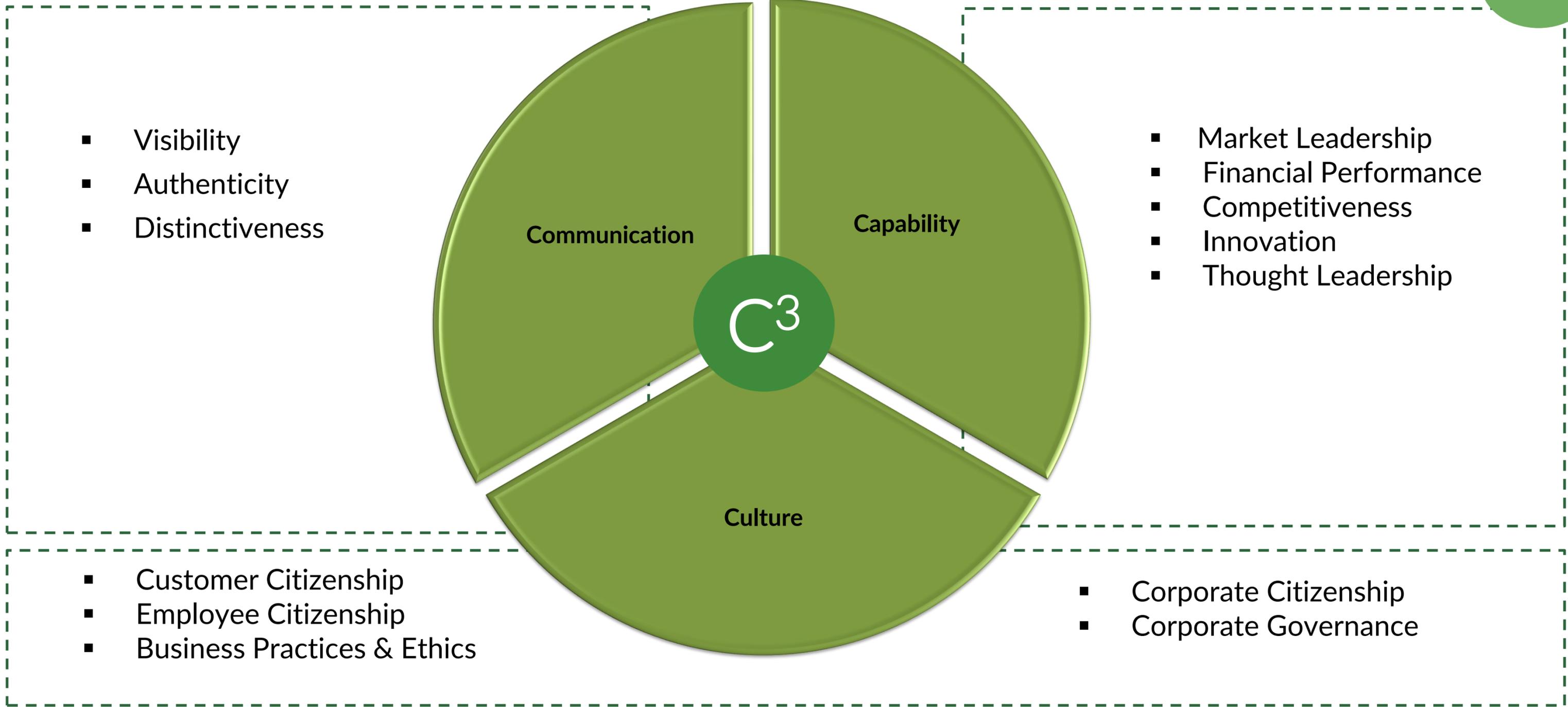
- From brick & mortar to Omni-channel
- From Products to Services
- Moving towards XaaS revolution
- Continuous innovation



## Value added technology service provider

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

# Strategic Admiration : Framework



# Agenda

- About Redington
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# Building a capable Redington: Business of people!



Theme	Our actions
<b>Best in class leadership team</b>	<ul style="list-style-type: none"><li>• Diverse leadership team of deep domain experts</li><li>• Structure a combination of Global function and Geo business leaders</li><li>• Globally consistent, locally responsive – close to customers and partners</li></ul>
<b>High Performance Workplace</b>	<ul style="list-style-type: none"><li>• Best talent on biggest opportunities</li><li>• Well defined performance parameters linked to compensation</li><li>• Strong emphasis on learning and development</li></ul>
<b>Culture</b>	<ul style="list-style-type: none"><li>• Framework of values, core behaviours, leadership attributes</li><li>• Trust, transparency and openness</li><li>• Diverse and inclusive</li></ul>
<b>Employee first approach</b>	<ul style="list-style-type: none"><li>• Holistic approach towards employee wellness – physical, mental, emotional</li><li>• Global talent migration policy, global onboarding program</li><li>• Succession planning, leadership pipeline</li></ul>

# Building a capable Redington: Tech initiatives



Category	Initiatives	Description
Partner and Vendor experience	CRM Data Analytics	<ul style="list-style-type: none"> <li>Sales Automation, lead management, marketing and partner analytics</li> </ul>
Employee experience	Self service	<ul style="list-style-type: none"> <li>Visualization &amp; data governance models for insights and recommendations</li> <li>Employee life cycle, performance management</li> </ul>
Infrastructure capacity	Cloud adoption Cyber security	<ul style="list-style-type: none"> <li>Redundant infra and apps architecture</li> <li>ISO 27001 Cyber security certified</li> </ul>
Operational efficiency and productivity	RPA Workflow solutions	<ul style="list-style-type: none"> <li>RPA and advanced workflow solutions</li> <li>Finance Automation – audit, business planning, budgeting &amp; consolidation</li> </ul>
Internal governance	ERM	<ul style="list-style-type: none"> <li>Platform for registering and tracking enterprise-wide risks</li> </ul>

# Building a capable Redington: Digital Platform



## Digital Distribution

### Our Vision & Aspirations

- Be the **#1 Digital Technology Distributor in the world**
- Industry best in technology and innovation, full omni-channel experience

### What are we focused on

#### Technology

- Current: B2B platform
- Future: Feature rich B2B + marketplace with tools for full task automation

#### GTM

- Current: Ecom stock & sell txns
- Future: all sales motions back-to-back, dropship, D2R, fintech, cross-sell

#### Operations

- Current: Product & partner onboarding, ops excellence
- Future: Scale up, demand generation

### Outcomes

- **#1 Step to full digitalization: 50% revenues through our digital platform**
- GTM redefined, Vendor, customer and partner experience
- Innovation in offerings, portfolio

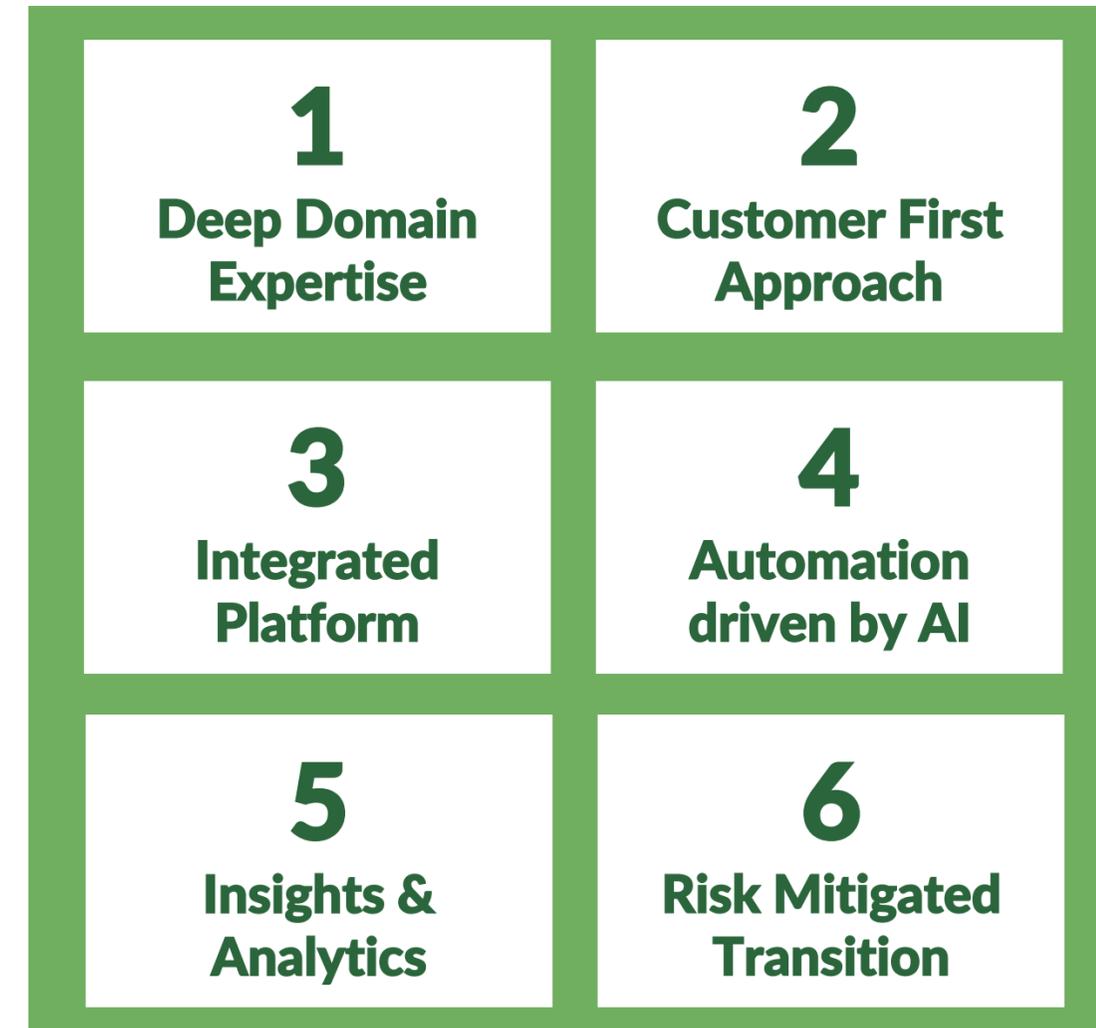
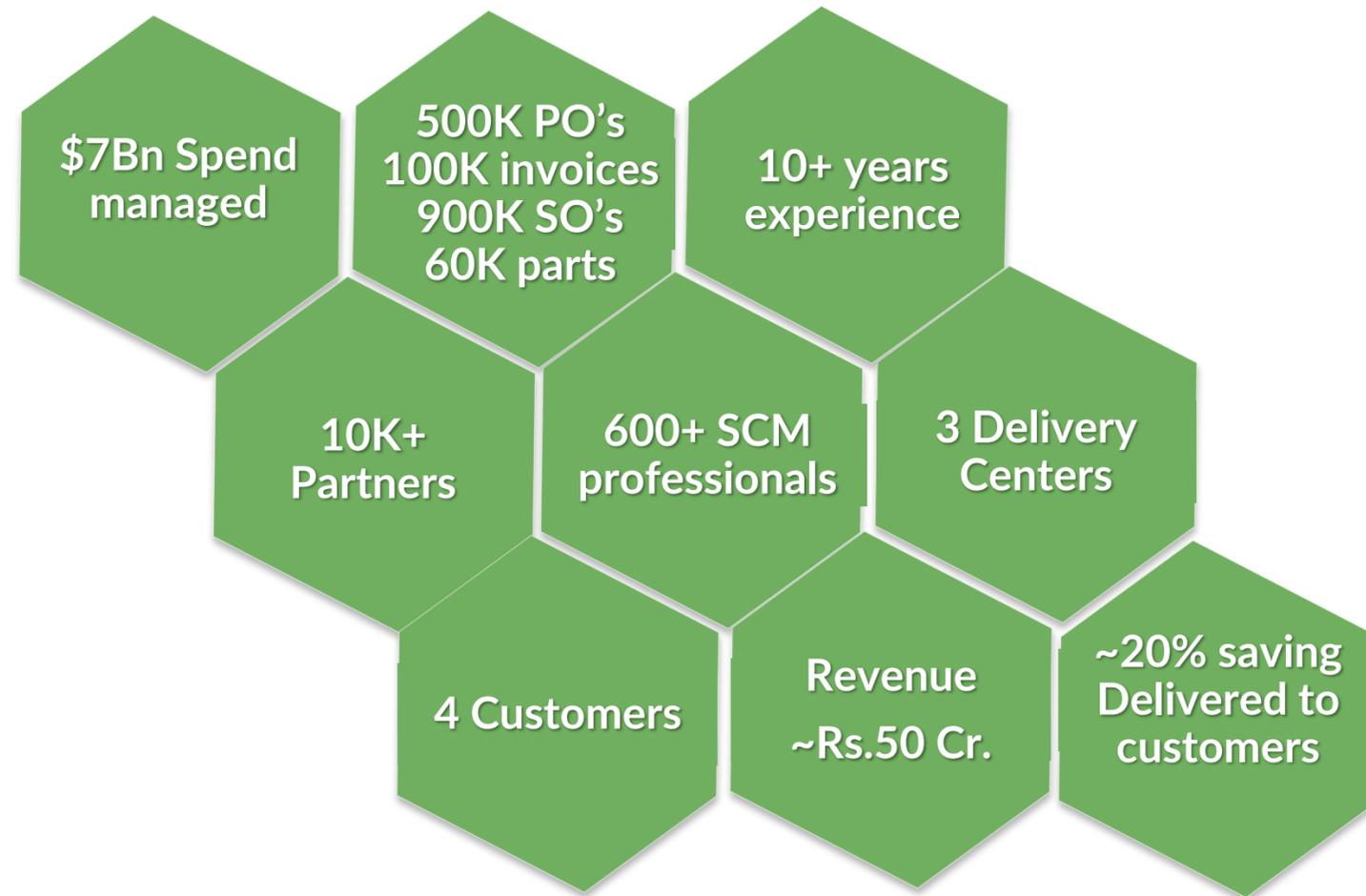
# Building a capable Redington: Supply Chain Services



## Logistics Services

<p><b>Our Vision &amp; Aspirations</b></p>	<ul style="list-style-type: none"> <li>• Be the most innovative and technology enabled supply chain company in our chosen markets</li> <li>• Focused on gaining market share by leveraging capabilities and expertise</li> </ul>		
<p><b>What are we focused on</b></p>	<p><b>Technology</b></p> <ul style="list-style-type: none"> <li>• Digital platform</li> <li>• Smart/Intelligent</li> <li>• Control tower, analytics</li> <li>• Enquiry automation</li> <li>• Digital performance dashboard</li> </ul>	<p><b>GTM</b></p> <ul style="list-style-type: none"> <li>• Vertical-domain motion</li> <li>• Account-based structure</li> <li>• Customer service focus</li> <li>• Alliances</li> </ul>	<p><b>Operations/Talent</b></p> <ul style="list-style-type: none"> <li>• Pro-active and collaborative approach to expand capacity</li> <li>• Streamlined, uniform processes</li> </ul>
<p><b>Outcomes</b></p>	<ul style="list-style-type: none"> <li>• Hyper revenue growth</li> <li>• Industries (FMCG, FMCD, telecom, Healthcare)             <ul style="list-style-type: none"> <li>○ Geos (India, Middle East, Africa, Singapore)</li> <li>○ Products (Warehousing, Transportation, Freight Forwarding, LCL, etc)</li> </ul> </li> <li>• Best in customer experience</li> </ul>		

# Building a capable Redington: RedServ Overview



MDM      CRM      CHAT BOT      TRIAGE TEAM      BPM      PROCESS MINNING  
 HELPDESK      DIGITAL TRANSFORMATION      RPA      B2B PLATFORM      ARTIFICIAL INTELLIGENCE



# Building a capable Redington: Citrus Overview



**Citrus**  
*from Strategy to Execution*

- 20+ Vendor Partnerships
- 150+ Successfully completed projects
- 70+ Technical Resources
- 24/7 Service Coverage

1

## CLOUD TRANSFORMATION SERVICES

We walk the journey to the cloud and create the IT infrastructure platform for the future that supports business transformation

2

## DATA AND ANALYTICS SERVICES

We help customers transform into analytics driven enterprises and help them unlock value with advanced analytics driven by AI, ML

3

## CYBER SECURITY SERVICES

We deliver Interconnected Security to support and defend the business and promote responsible information security behavior

4

## INFRASTRUCTURE AND DEVELOPMENT SERVICES

We help to remove complexities in data centers, improve efficiency and reduce costs in IT operations and make IT agile and DevOps driven

# Building a capable Redington: Our approach in Cloud



India & SEA

META

Other markets

Where we want to be

- Leading Distributor and Technology Solution & Services provider with an integrated model for its partners and customers
- Build on the current road map to add partners (2X) & customer (5X+) in next 5 years

Financial

- Enable \$1 Bn cloud business for the group in next 5 years
- Services portfolio contributing a minimum of 10% across markets

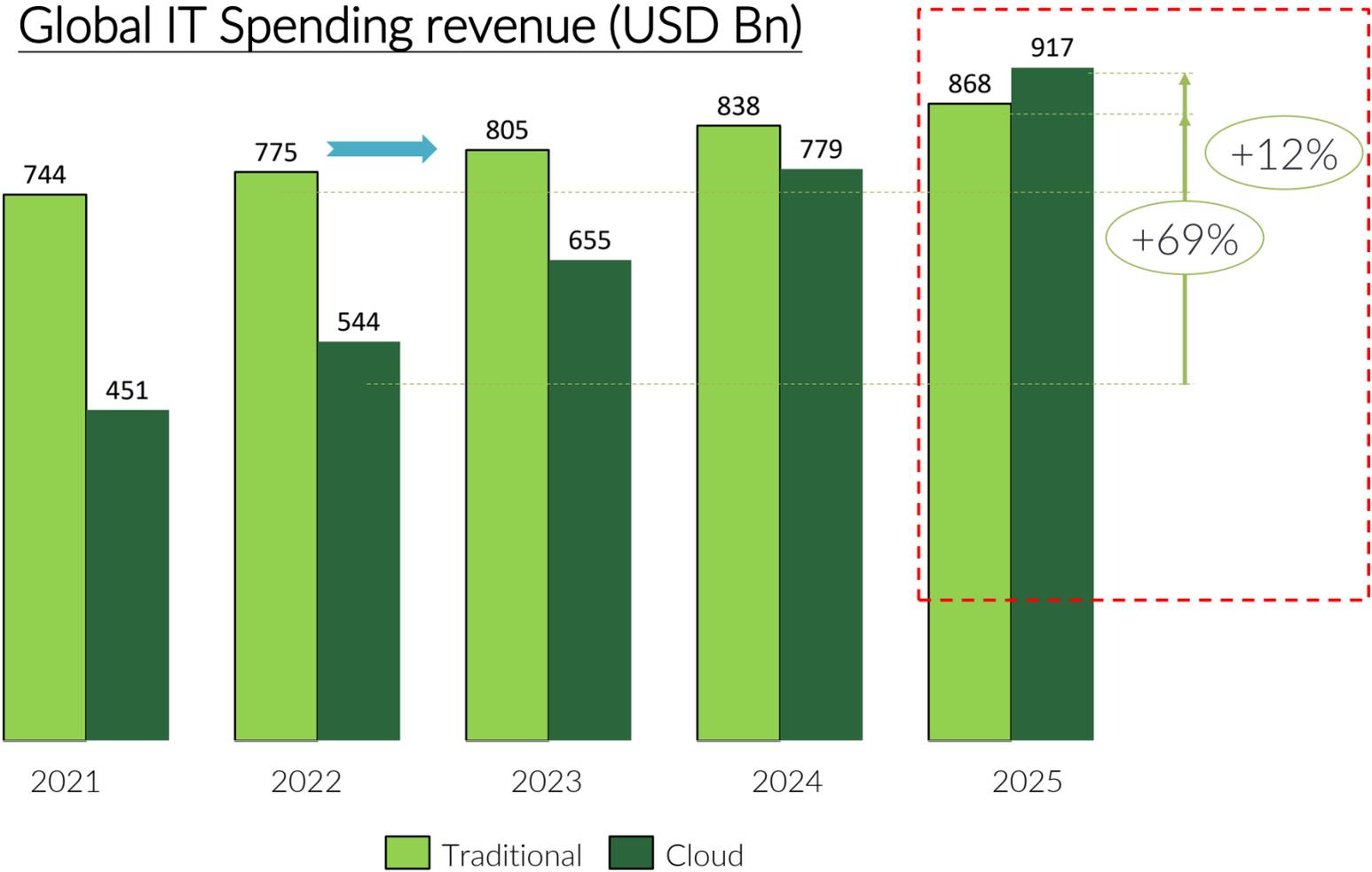
Enhance ecosystem

- Augment Platform capabilities
- Deepen strategic relationship with Cloud ecosystem – Hyperscalers
- Continued investments in technical skills, competencies and cloud solutions
- Strengthen Partner and Customer outreach

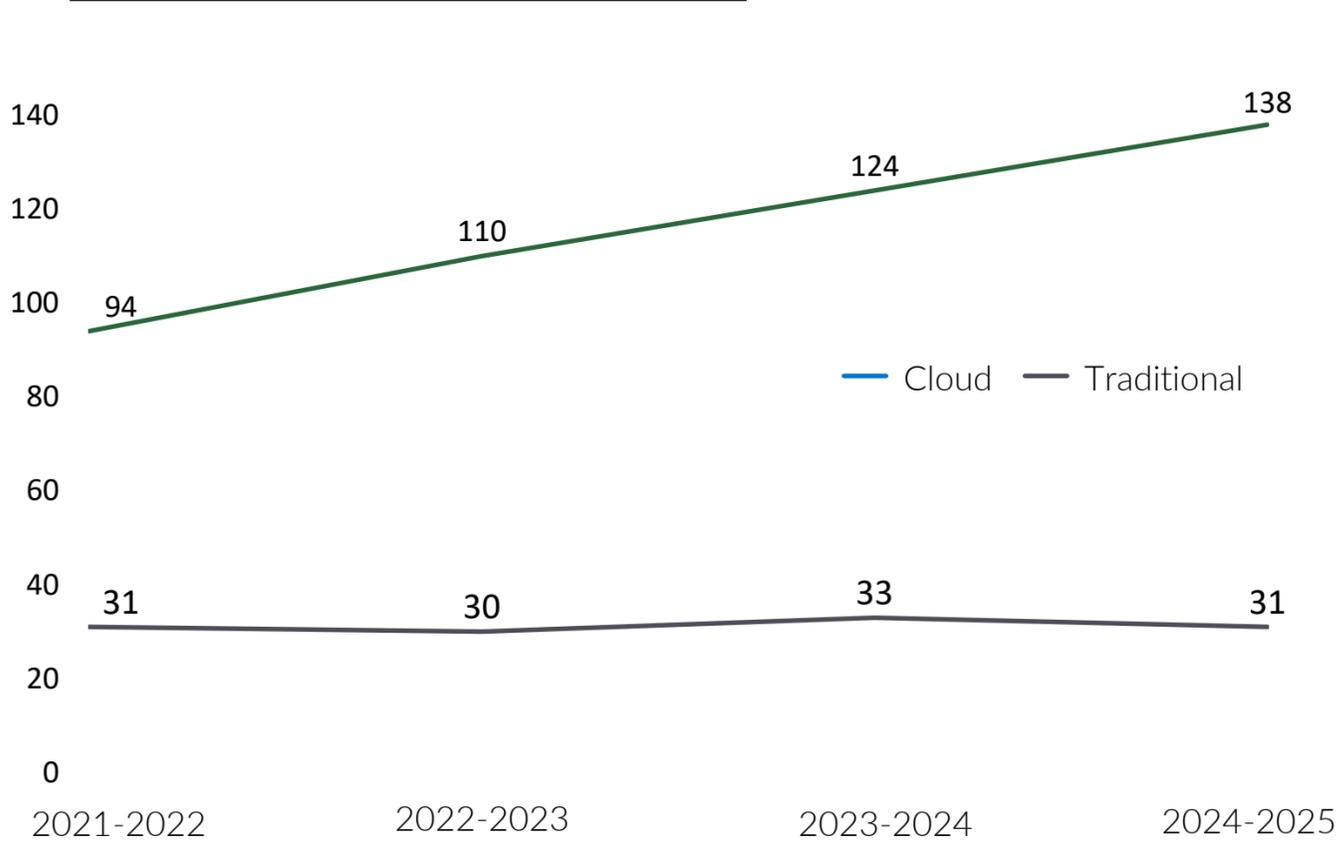
# Why cloud is important ...



Global IT Spending revenue (USD Bn)



Growth in revenue (USD Bn)



Enterprise IT categories that can transition to cloud, within the application and infra software, business process services and system infrastructure

- Key takeaways**
- ▶ Shift towards Cloud spending will result in 55%+ of Enterprises shifting to public cloud by 2026
  - ▶ Over 83% Enterprise now spend over \$100k per month on Public Cloud, with 36% spending over \$1m

# Cloud Trends



TRENDS

VERTICAL-SPECIFIC SOLUTIONS

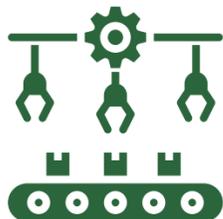
HYBRID/MULTI-CLOUD SOLUTIONS

BACKUP & DISASTER RECOVERY

SERVERLESS ARCHITECTURE

CLOUD & EMERGING TECH

Infrastructure to Industry Verticals      Private to Hybrid      Data Loss to Backup/Recovery      Traditional to Serverless      Standalone to Integrated



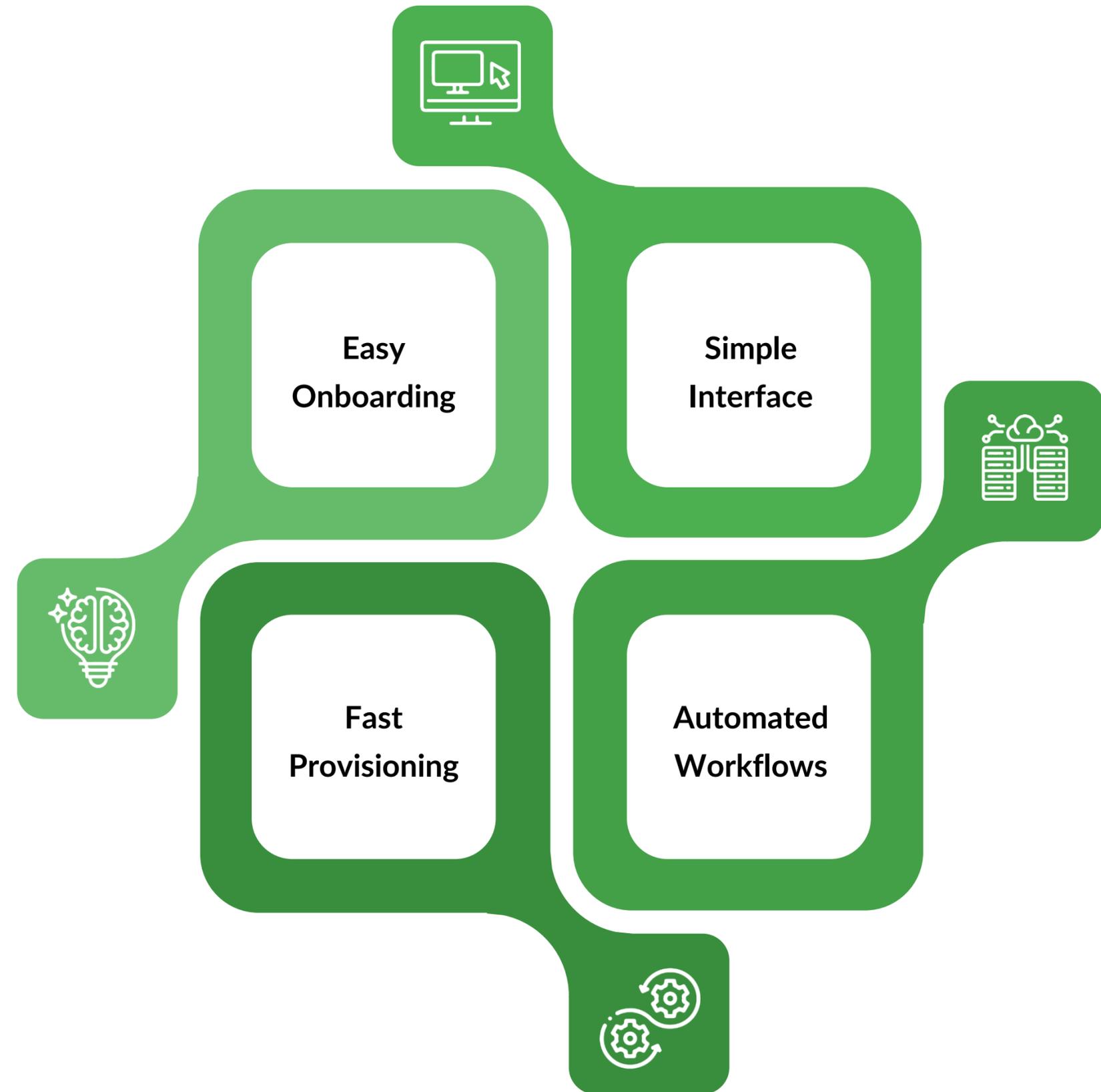
FOR REDINGTON

- Cloud solutions capability – consulting, assessment, design, migration and implementation, managed services
- Alliances with cloud ecosystem partners (Data centre, Servers, Storage, AI, IoT, Cybersecurity, Analytics, Collaboration & Edge Computing)
- Offer standalone as well as packaged, integrated B2B solutions; and XaaS

# CloudQuarks

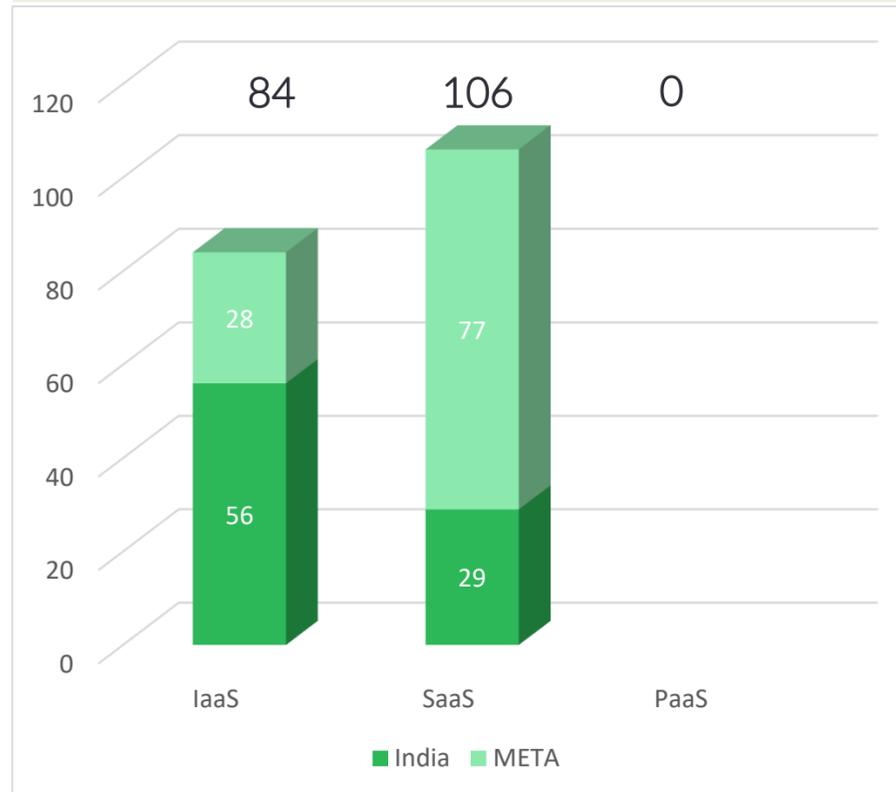
Next gen platform for all cloud services

- Onboard Cloud Services on One Digital Platform with Self-Service Capabilities.
- Enhances experience with on demand reporting & analytics for cloud service consumption patterns.
- Access to our Cloud experts enables Consulting, Migration, Modernization, Services discussions.
- CloudQuarks sets the right fundamentals for cloud motion and ensures seamless business excellence

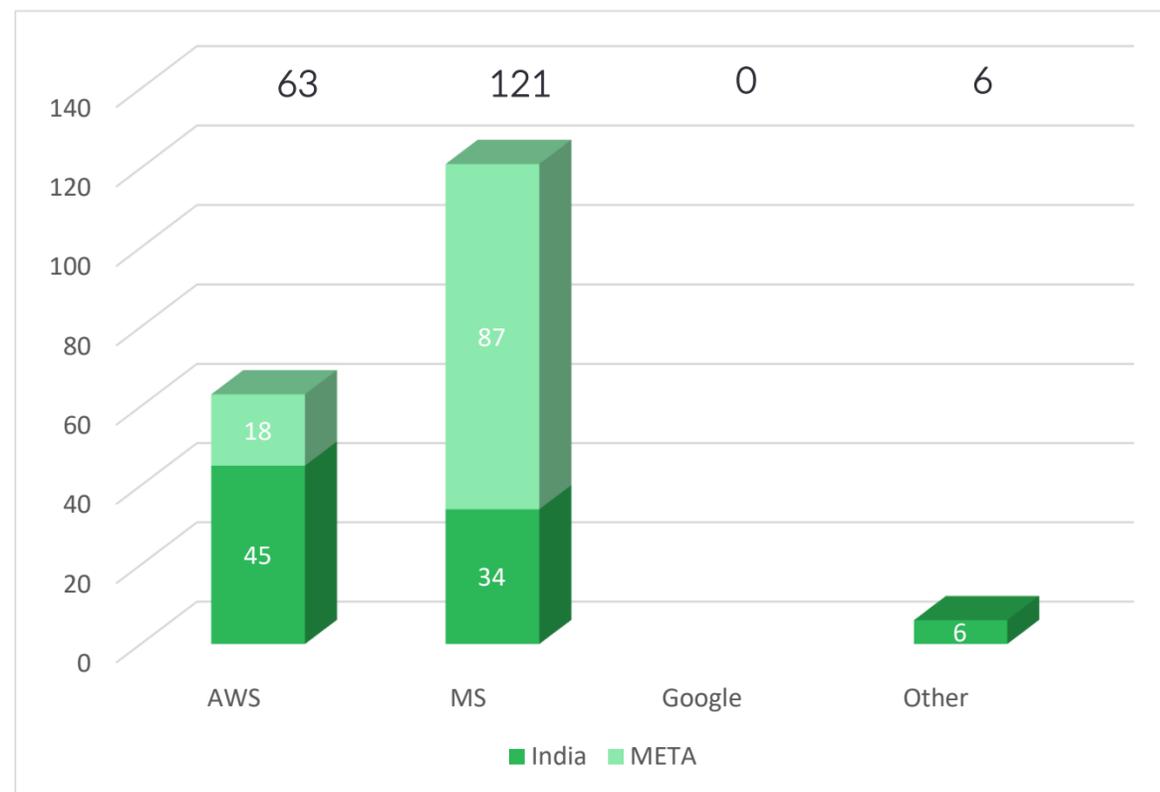


# Licensing FY22: Annual Recurring Revenue ~\$190 Mn

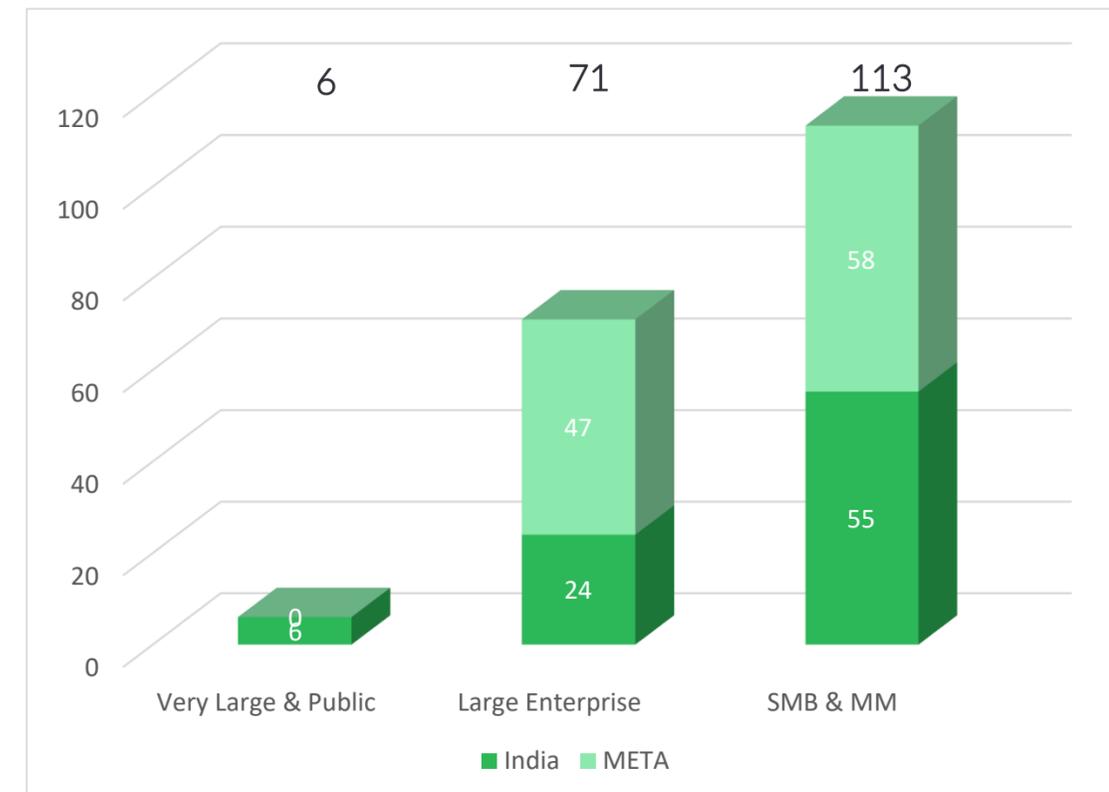
### By Licensing Category\*



### By Brand



### By Customer Segment



IaaS GPM

META: 5%-7.5%

India: 6%

SaaS GPM

META: 3%-8%

India: 5%

AWS GPM

META: 7.5%

India: 6%

MS GPM

META: 3%-6%

India: 5%



\* IaaS: AWS, Microsoft Azure

SaaS: Microsoft O365, Microsoft Business Applications, Salesforce, Freshworks, IBM, Oracle, SAP

PaaS: Gitlab



# Business Alliances

- Partner with 250+ leading technology brands across the world
  - Strategic partnerships with top 15
- Cloud providers: strategic relationships with AWS, MS, Google
- GTM presence in 40 countries, 35000+ partners
- Alliances with leading System Integration partners, Big 4
- Coverage of all vertical segments, SMB and consumer



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# Our approach towards ESG



## 'BBB' ESG Rating from MSCI\*

1

Corporate Governance

- Board Independence
- Committee driven oversight
- Fair disclosures
- Tax transparency

2

Social

- GPTW certification
- 82% Employee retention
- CSR projects on Skills, Education & Health

3

Environment

- Clean energy business
- Pond & Well Restorations
- Rain water harvesting
- E-Waste Disposal

## Way forward

1

Creating a comprehensive ESG framework for the group

2

Aligning CSR efforts to organisational ESG priorities

3

Creating & furthering our decarbonisation strategy- Phase I- LEED certification for new office

4

Prepare for BRSR disclosures in FY23

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# Redington Industry Recognitions

2022

- **Palo Alto**- Best Distributor in JAPAC for PA400 initiative
- **Oracle**- Linux & Virtualization Distributor of the year
- **Veeam**- Distributor of the year
- **Cisco**- Scale distribution partner of the year
- **Dell**- Biggest distributor of the year
- **Cisco**- Highest number of Active partners
- **Cisco** - Best Practices among APJC Distributors
- **HP Indigo**- Supplies Excellence Award – APJ
- **HP Indigo**- Services Excellence Award – APJ
- **Hitachi**- Best Distributor - South Region
- **Intel**- Partner of the year-2022 (APAC & Japan)
- **Microsoft**- Best Distributor Microsoft Surface Pro Business



2021

- **IBM**- Distribution- IBM Partner EcoSystem Summit Awards
- **PTC**-Partner Network Award
- **NetApp**- Best National Distributor
- **McAfee**- Distributor for the Year - FY20
- **Nutanix**- Distributor Partner of the Year

2020

- **IBM**- ISA Business Excellence Awards 2020
- **Sophos** Distributor of the Year 2020
- **HPE** India Distributor of the year 2020
- **IBM** Best Digital Marketing Planning Awards – India Asia Pacific. (2020)
- **Dell** Excellence in Digital Marketing 2020
- **Juniper** Distribution Partner of the Year 2020



**MOST  
TRUSTED  
COMPANY**



# Thank You

