



Registered & Corporate Office
Redington Limited
Block3, Plathin, Redington Tower, Inner Ring
Road, Saraswathy Nagar West, 4th Street,
Puzhuthivakkam, Chennai -600091
Email: investors@redingtongroup.com
CIN: L52599TN1961PLC028758
www.redingtongroup.com
Ph: 044 4224 3111

May 19, 2025

The National Stock Exchange of India Limited,

Exchange Plaza,
Bandra-Kurla Complex,
Bandra (E), Mumbai – 400051.

Symbol: REDINGTON

BSE Limited

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

Scrip: 532805

Sir/Madam,

Sub: Presentation to Investor/Analyst Conference call

This is further to our announcement dated May 14, 2025, on Analyst/Investors Conference call to be held on May 20, 2025, we enclose herewith a copy of the Earnings and Corporate Presentation.

The same will also be uploaded on the website of the Company at <https://redingtongroup.com/financial-reports/>

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

Thanking you

For Redington Limited

**K Vijayshyam Acharya
Company Secretary**

Encl: a/a



EARNINGS PRESENTATION

Q4FY25



This presentation contains “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Redington Limited’s future business developments and economic performance.

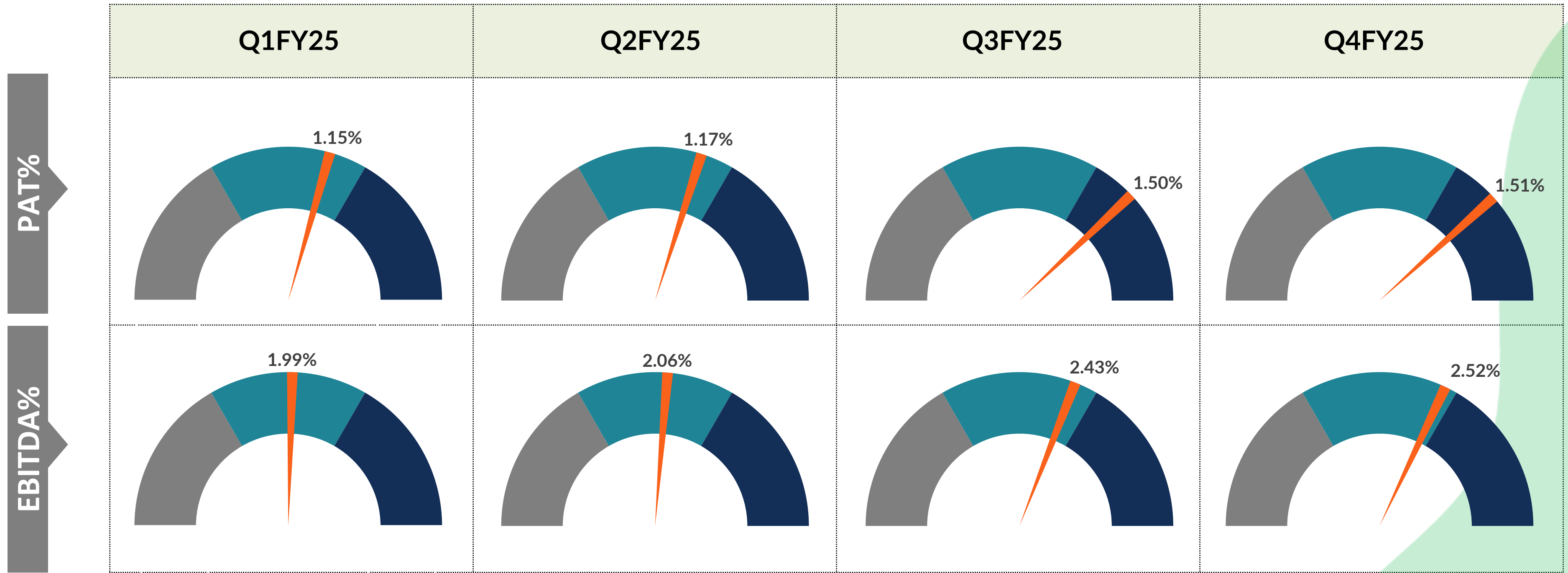
While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Redington Limited undertakes no obligation to periodically revise any forward looking statements to reflect future / likely events or circumstances.

Paynet Divestment completed in Q4FY25

- A definitive agreement was executed on May 06, 2024 between a step down subsidiary of the company, Arena Bilgisayar Sanayi Ve Ticaret A.S (“Arena”) and Iyzi Payment and Electronic Money Services Inc (“Iyzico”), **for the sale of 100% of the equity interest held by Arena in its fintech payments business, Paynet Ödeme Hizmetler A.Ş (“Paynet”),** which is a wholly owned subsidiary of Arena.
- **During the quarter ended March 2025, the divestment of Paynet has been completed post receipt of requisite approvals, for a consideration of ₹ 763.2 Crores (\$89.3 million). Gain on sale (net of related expenses) of ₹ 625.8 Crores (\$74.0 million) on the above transaction has been presented as an “Exceptional item” in the Consolidated Statement of Profit and Loss for the quarter and year ended March 31, 2025. The post-tax impact of this gain is ₹ 536.7 Crores (\$63.5 million) and ₹ 265.1 Crores (\$31.4 million) on the Consolidated Profit after tax (PAT) of the Company before and after Non-controlling interests respectively.**
- **We have excluded the impact of Paynet profits from all numbers presented in this presentation for Q4FY25 and FY25.**



Sequential improvement in profitability during CY25

Highest Ever PAT achieved in any Quarter
EBITDA and PAT grew faster than Revenue during the Quarter

- **Q4FY25** – YoY growth
 - **Global excl. Arena** - Revenue grew by **21%**, EBITDA grew by **26%** and PAT grew by **28%**
 - **SISA** – Revenue grew by **25%**, EBITDA grew by **21%** and PAT grew by **27%**
 - **ROW excl. Arena** – Revenue grew by **17%**, EBITDA grew by **32%** and PAT grew by **30%**
 - **Global incl. Arena**, Revenue grew by **18%**, EBITDA grew by **24%** and PAT grew by **23%**
- **FY25** – YoY growth
 - **Global excl. Arena** - Revenue grew by **14%**, EBITDA grew by **12%** and PAT grew by **16%**
 - **SISA** – Revenue grew by **18%**, EBITDA grew by **13%** and PAT grew by **21%**
 - **ROW excl. Arena** – Revenue grew by **9%**, EBITDA grew by **11%** and PAT grew by **10%**
 - **Global incl. Arena**, Revenue grew by **11%**, EBITDA grew by **5%** and PAT grew by **10%**

Quarterly Global PAT exceeded INR400cr for two consecutive quarters

- **Key Metrics – Global**
 - **WC days** for Q4FY25 is 34 days, no change on YoY basis
 - Q4FY25 - ROCE was **24%** and ROE was **20%**
 - Q4FY25 – CSG grew by **41%** on YoY basis and TSG grew by **28%**

SISA BUSINESS

Q4FY25

YoY Revenue grew by **25%**, EBITDA grew by **21%** and PAT grew by **27%**

ROCE was at **26%** and ROE at **22%**.

WC days stood at **30** days, reduced by **3 days** on YoY basis.

YoY Strong growth across all BUs - **MSG** grew by **36%**, **TSG** grew by **25%**, **ESG** grew by **17%** and **CSG** grew by **56%**.

INDIA DISTRIBUTION

- Q4FY25 YoY Revenue grew by **26%**, EBITDA grew by **15%** and PAT grew by **28%**

ROW BUSINESS


Q4FY25

YoY Revenue grew by **11%**, EBITDA grew by **28%** and PAT grew by **19%**

WC days stood at **37** days, up by **3** days on YoY basis

YoY Strong growth in **TSG** by **32%** and **CSG** by **30%**

PROCONNECT GLOBAL

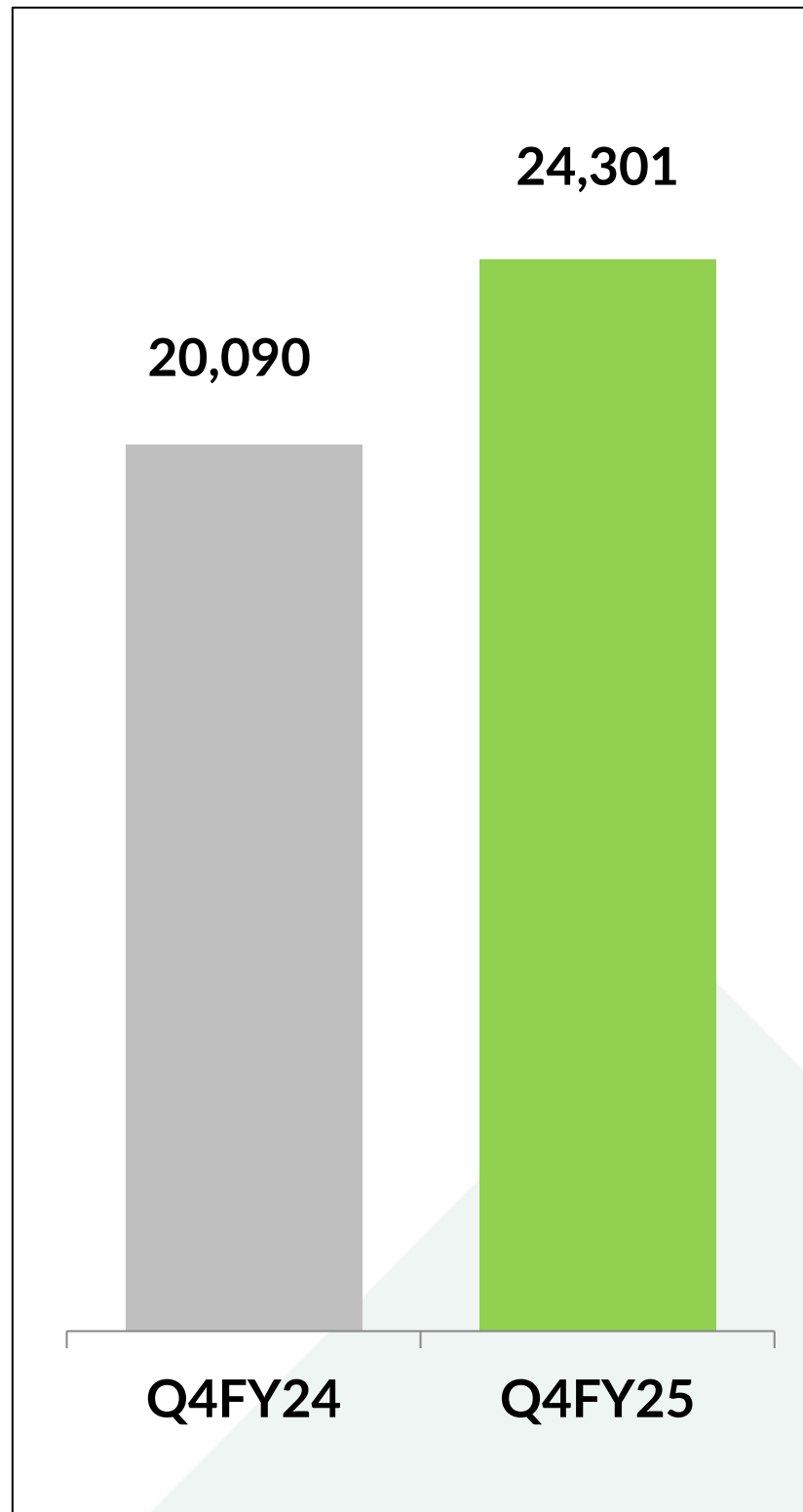
- Revenue: Q4FY25 YoY growth of **6%**, Full Year YoY growth of **10%**
 - EBITDA : FY25 EBITDA margin at **11%**, grown by **14%** YoY
- 

**Q4 FY25
Performance
Snapshot**



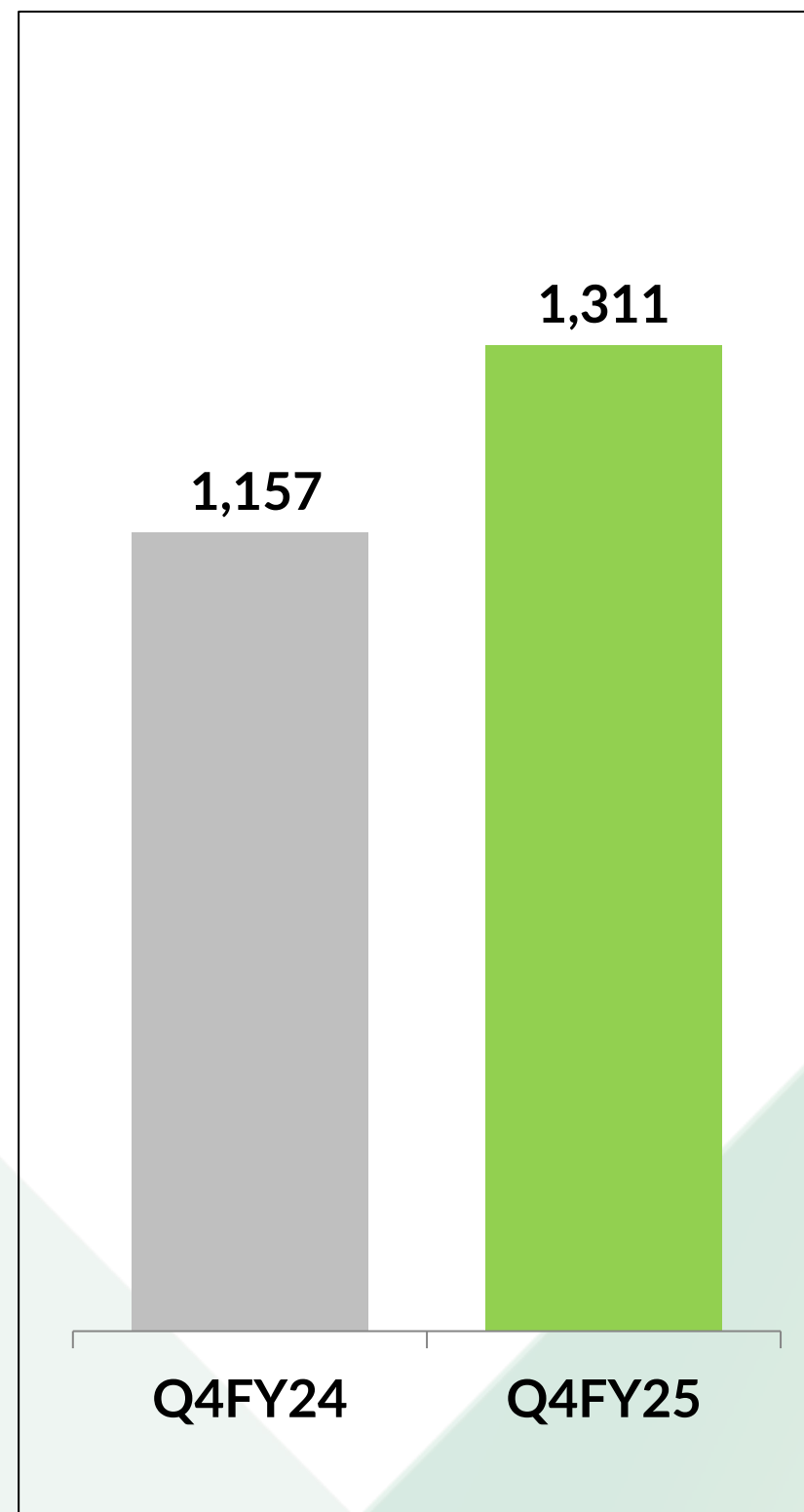
REVENUE

21% ▲



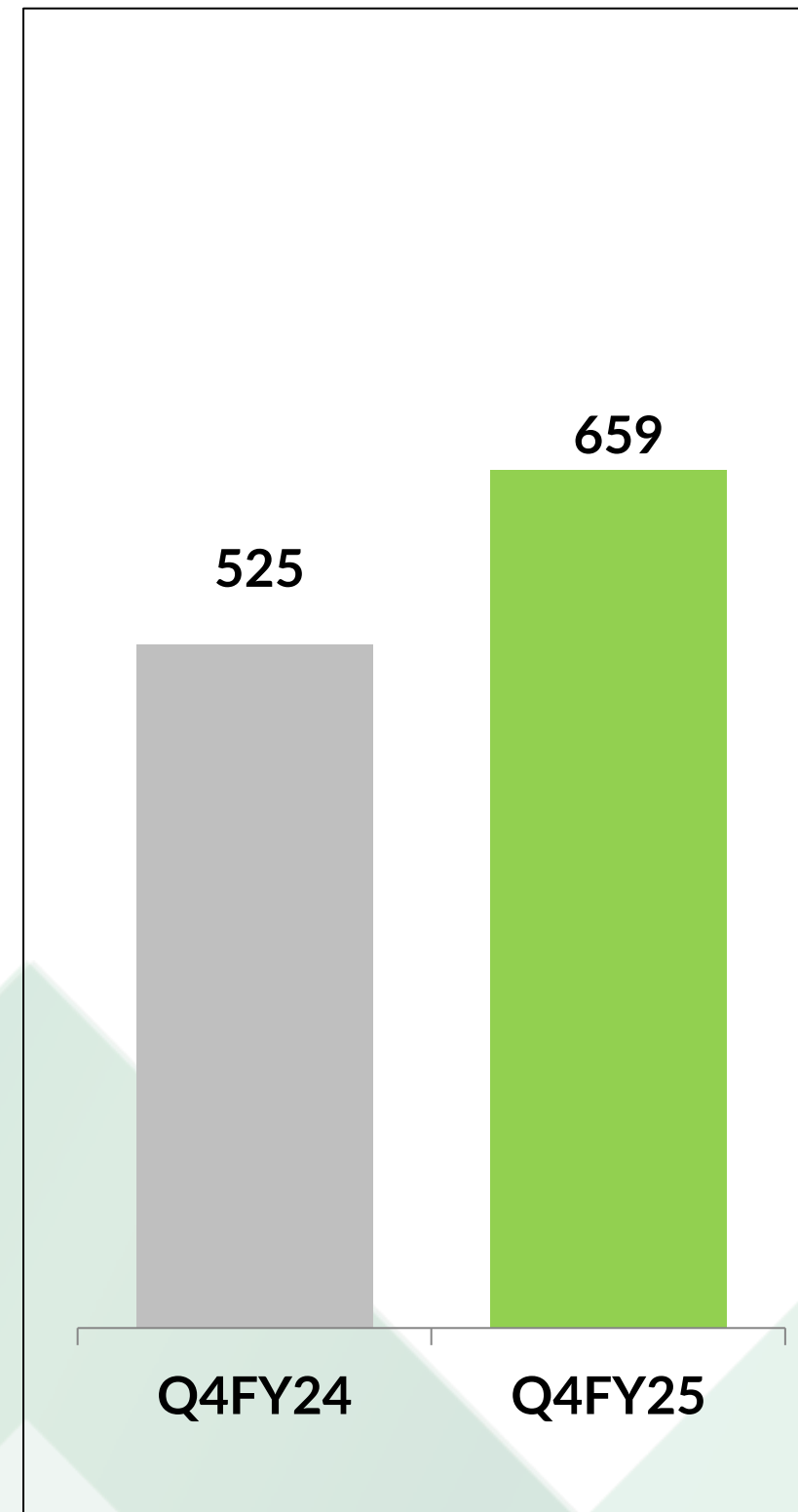
GM

13% ▲



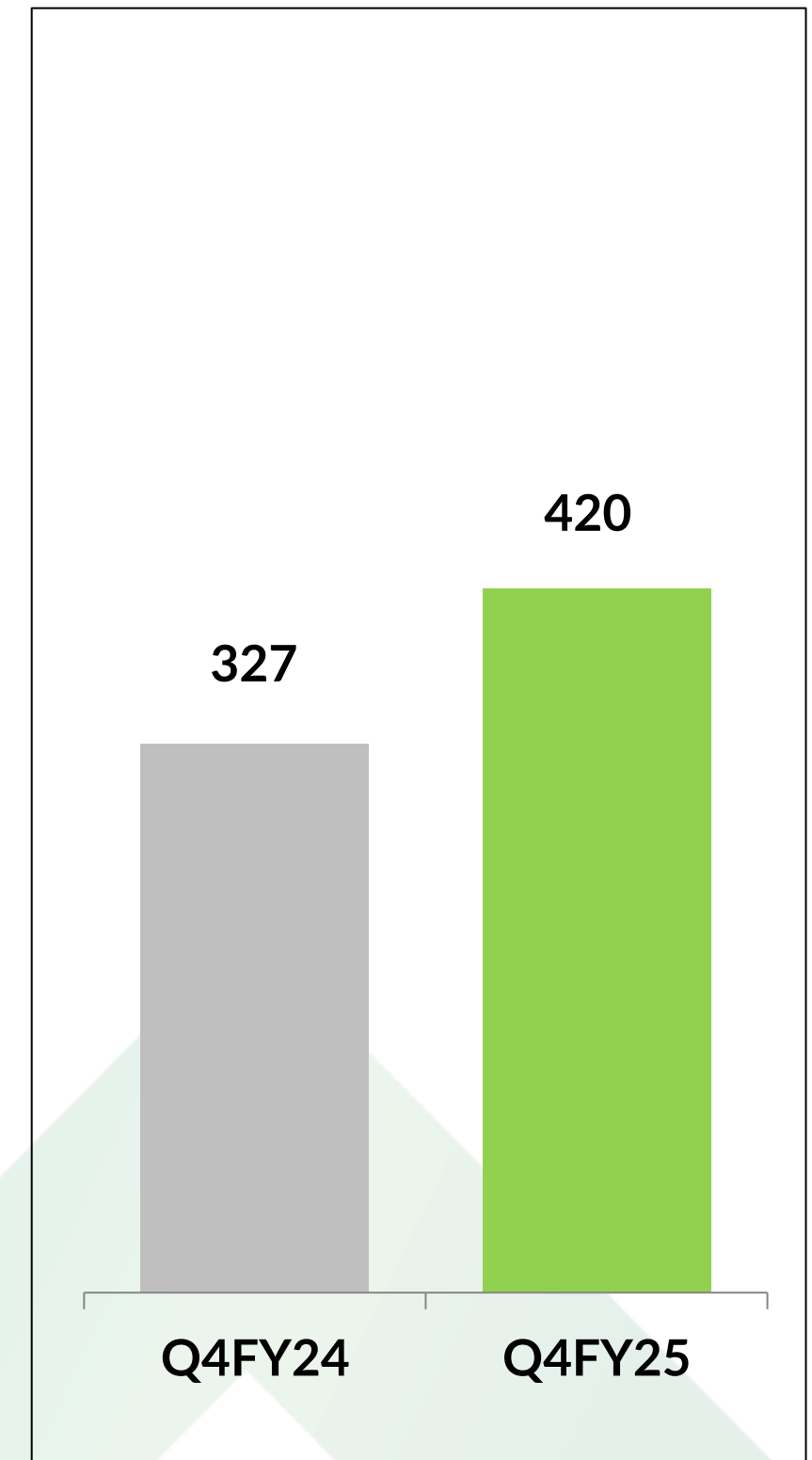
EBITDA

26% ▲



PAT


28% ▲

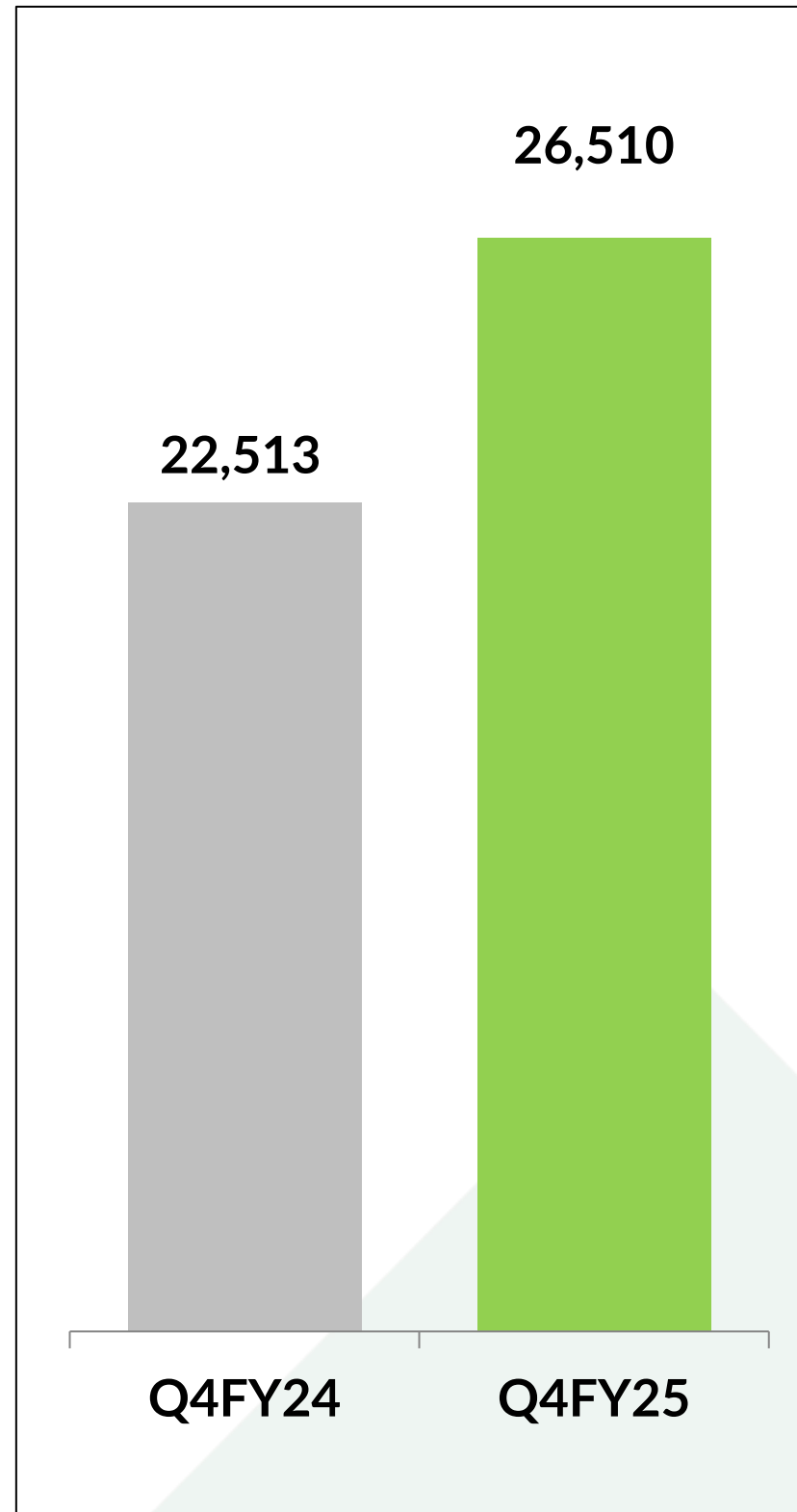


₹ in Cr

Q4FY25 Redington Global Performance

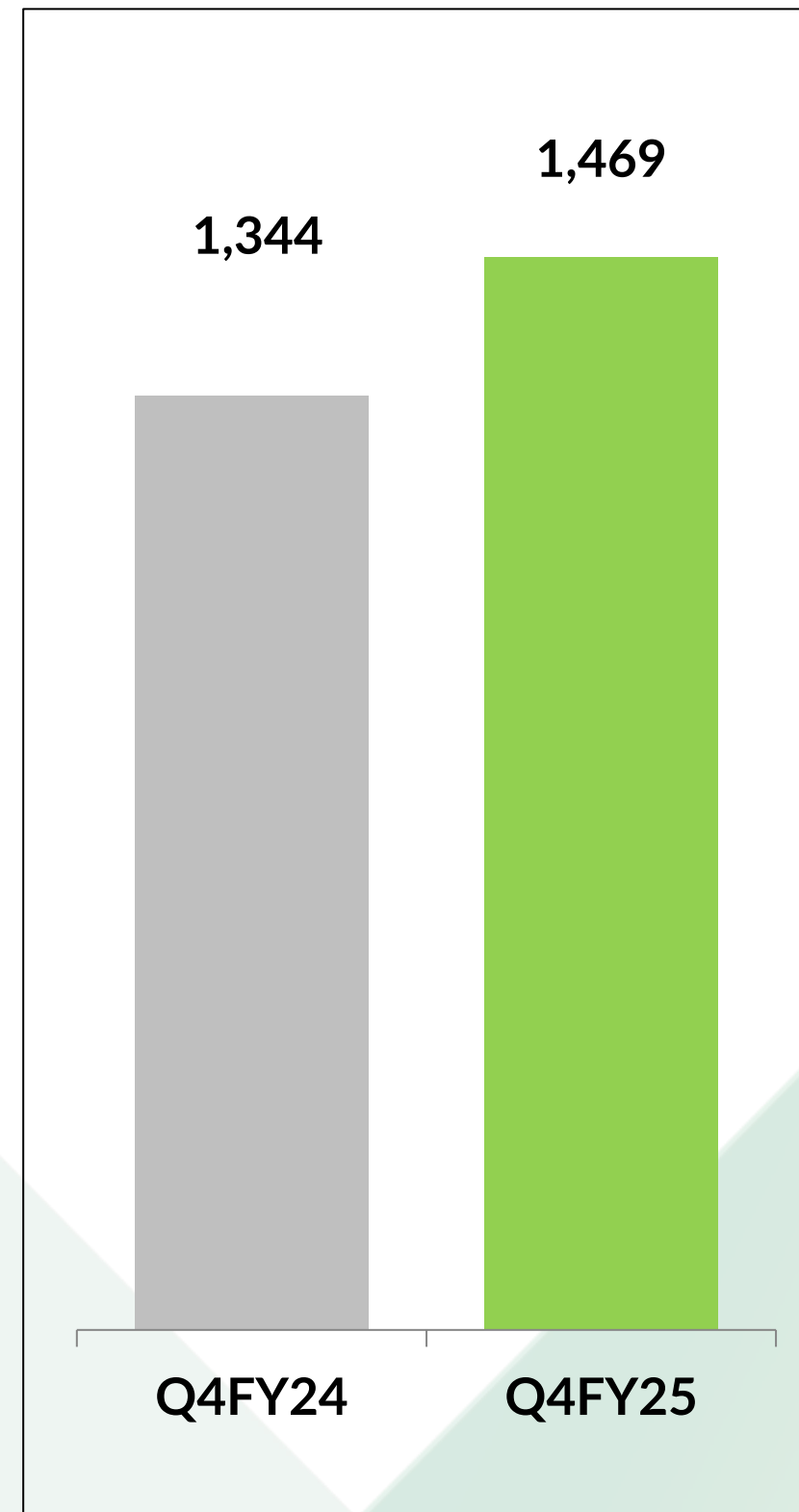
REVENUE

18% 




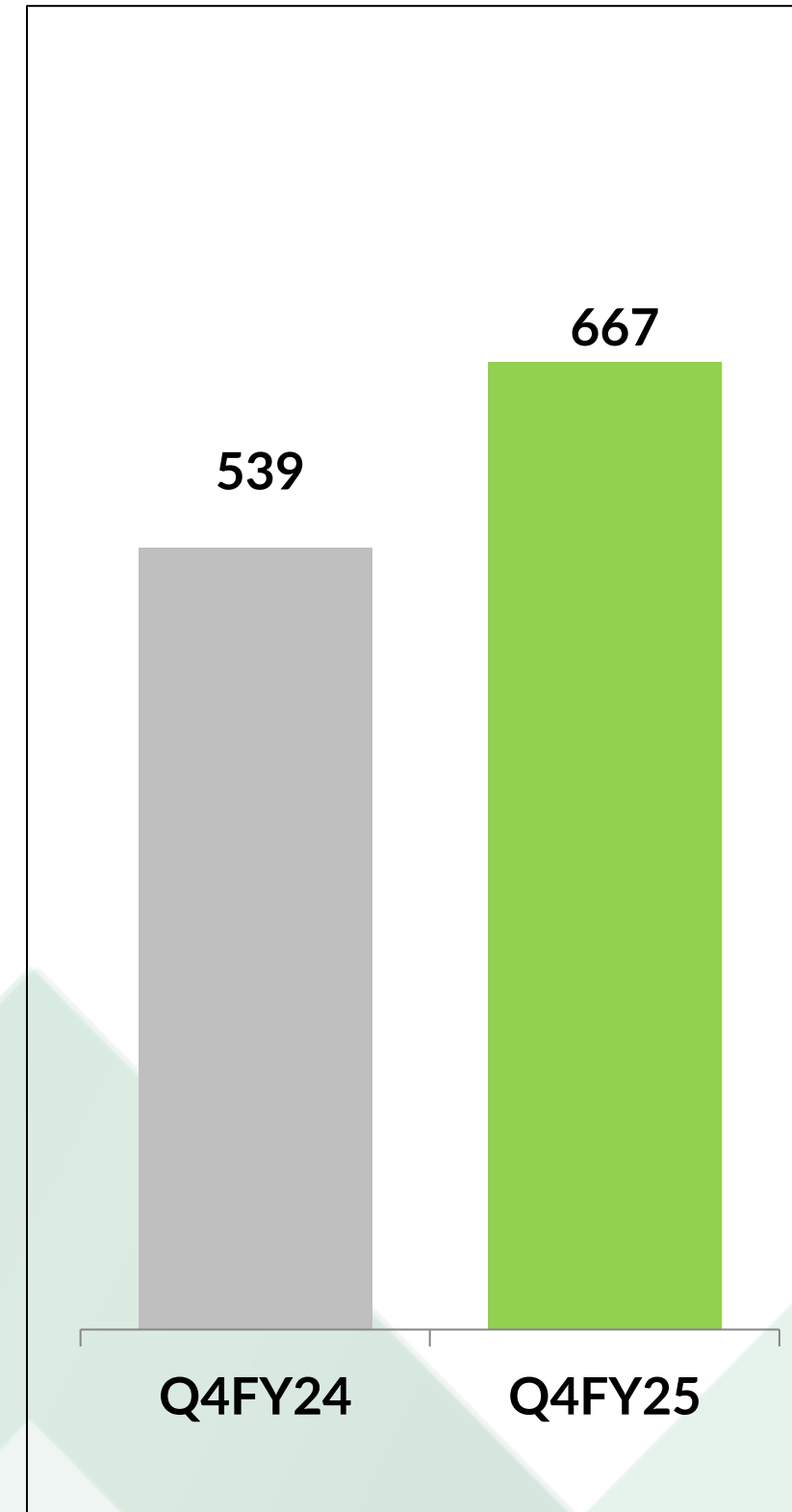
GM

9% 




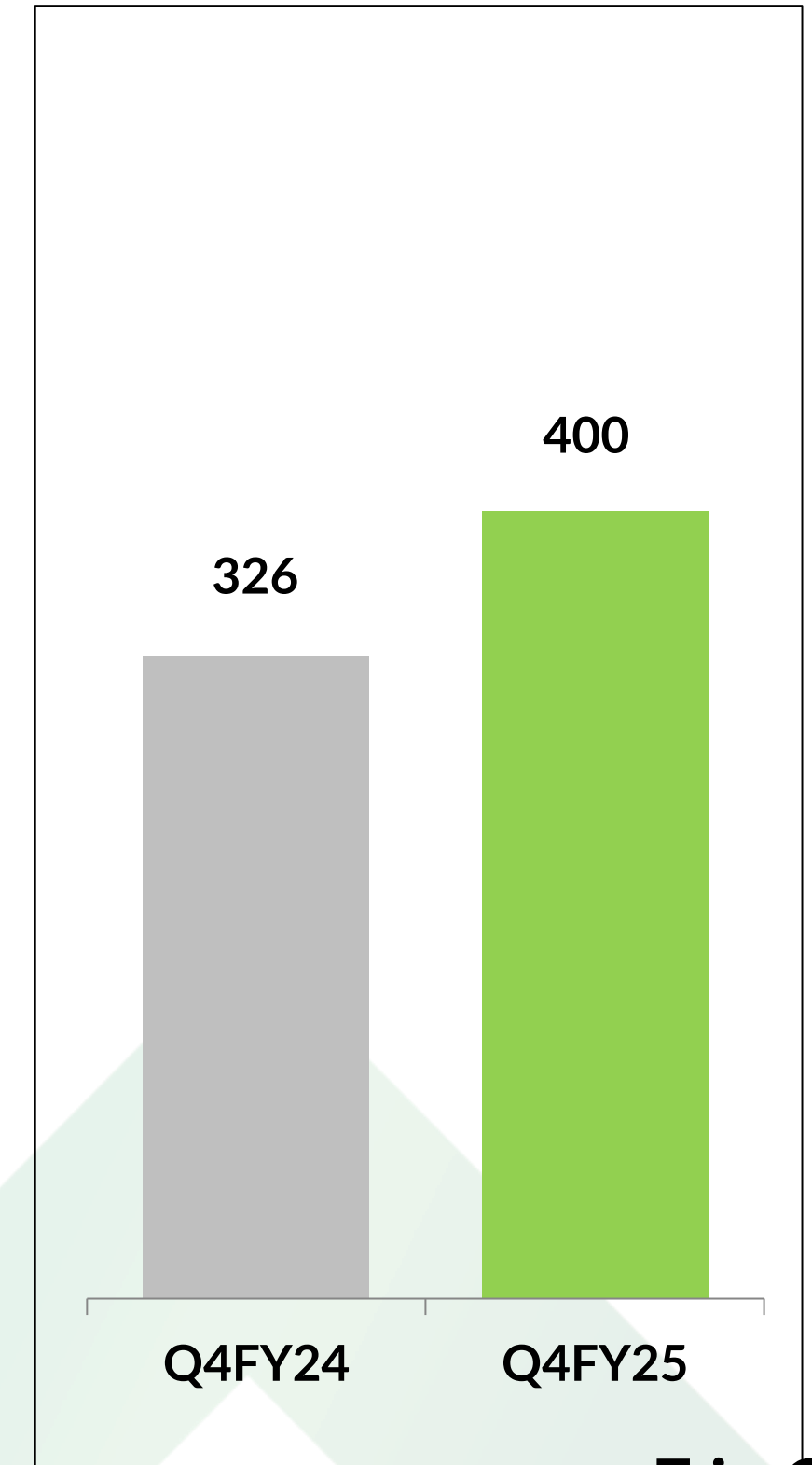
EBITDA

24% 



PAT

23% 



₹ in Cr

Q4FY25 Performance by Market

SISA

ROW

REVENUE

GM

EBITDA

PAT

25% ↑

23% ↑

21% ↑

27% ↑

10,810 13,465

539 662

307 371

171 216

Q4FY24 Q4FY25

Q4FY24 Q4FY25

Q4FY24 Q4FY25

Q4FY24 Q4FY25

11% ↑

0% ↑

28% ↑

19% ↑

11,703 13,045

806 807

231 296

155 185

Q4FY24 Q4FY25

Q4FY24 Q4FY25

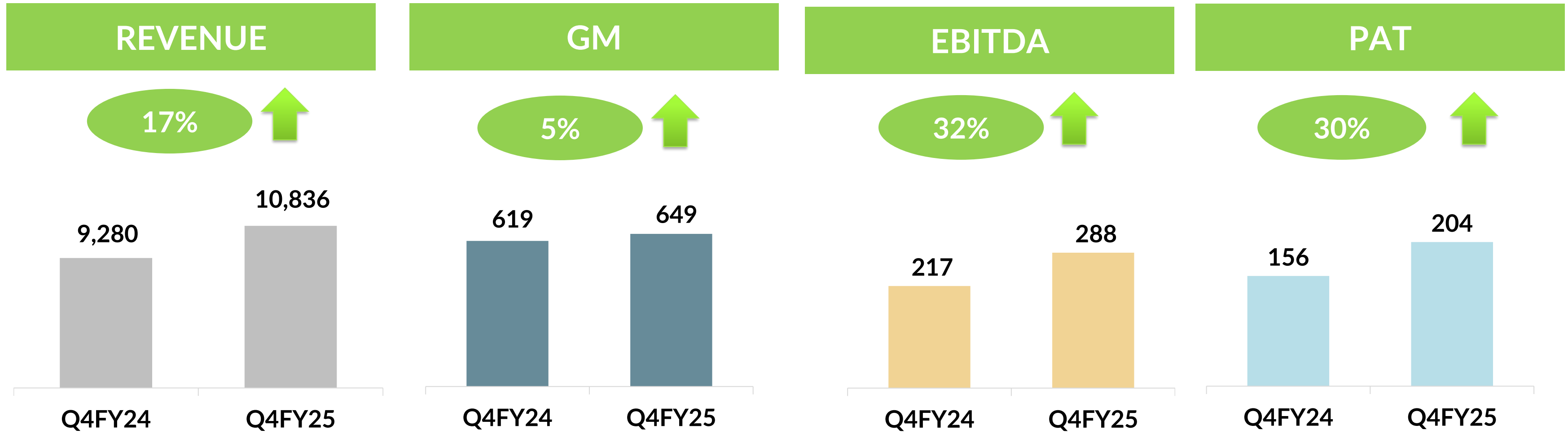
Q4FY24 Q4FY25

Q4FY24 Q4FY25

₹ in Cr

Q4FY25 Performance by Market (Excl. Arena)

ROW Excl. Arena



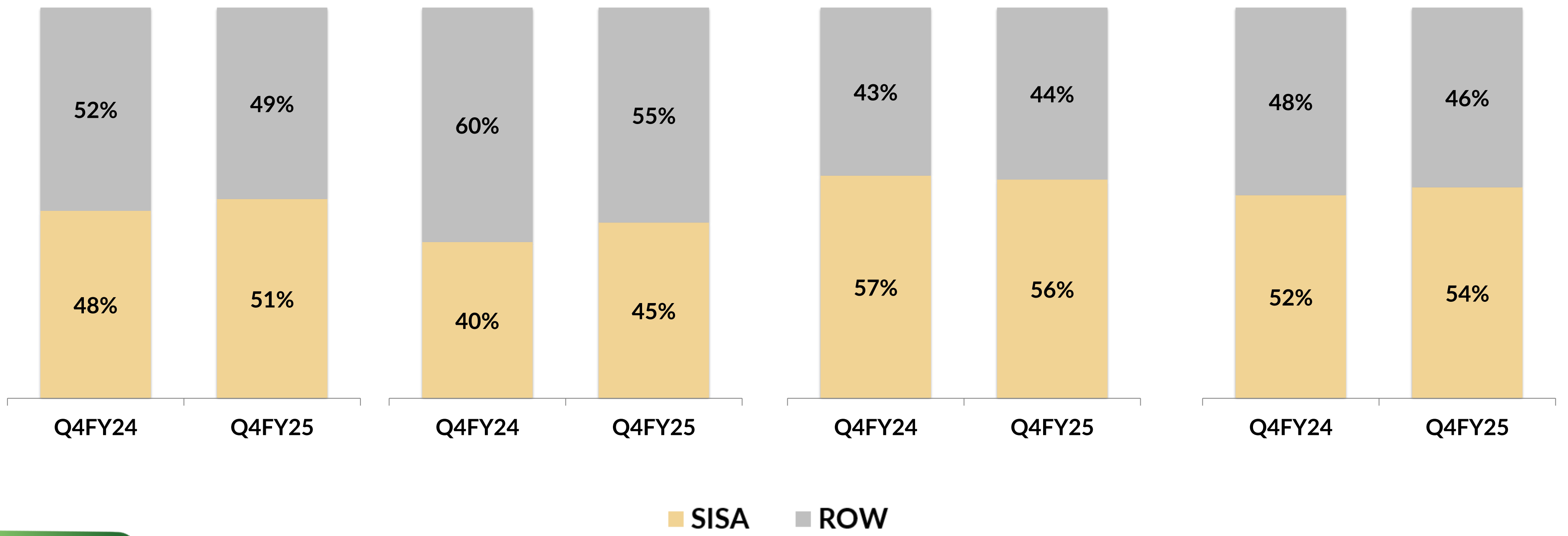
Q4FY25 Contribution by Market

REVENUE

GM

EBITDA

PAT

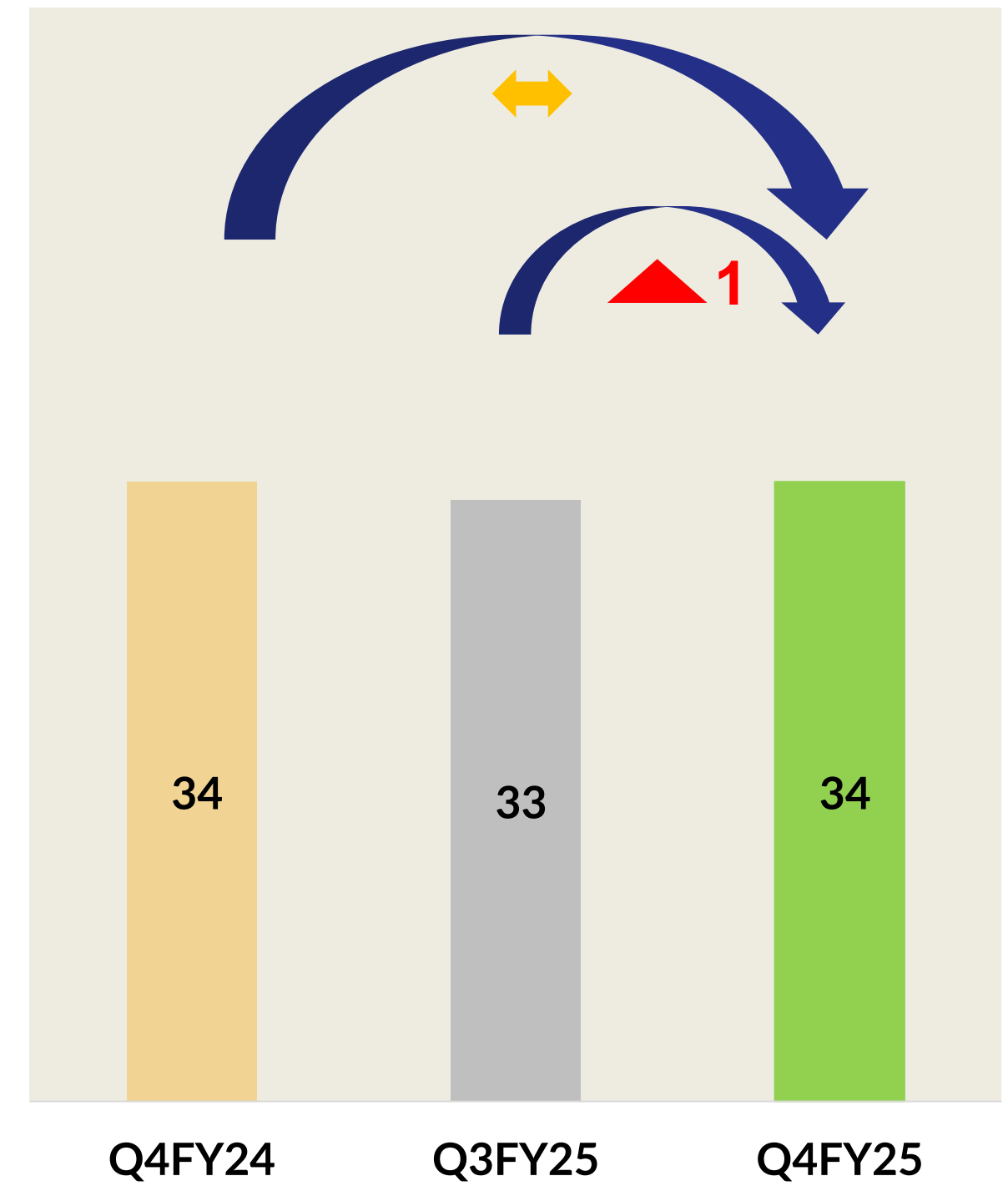
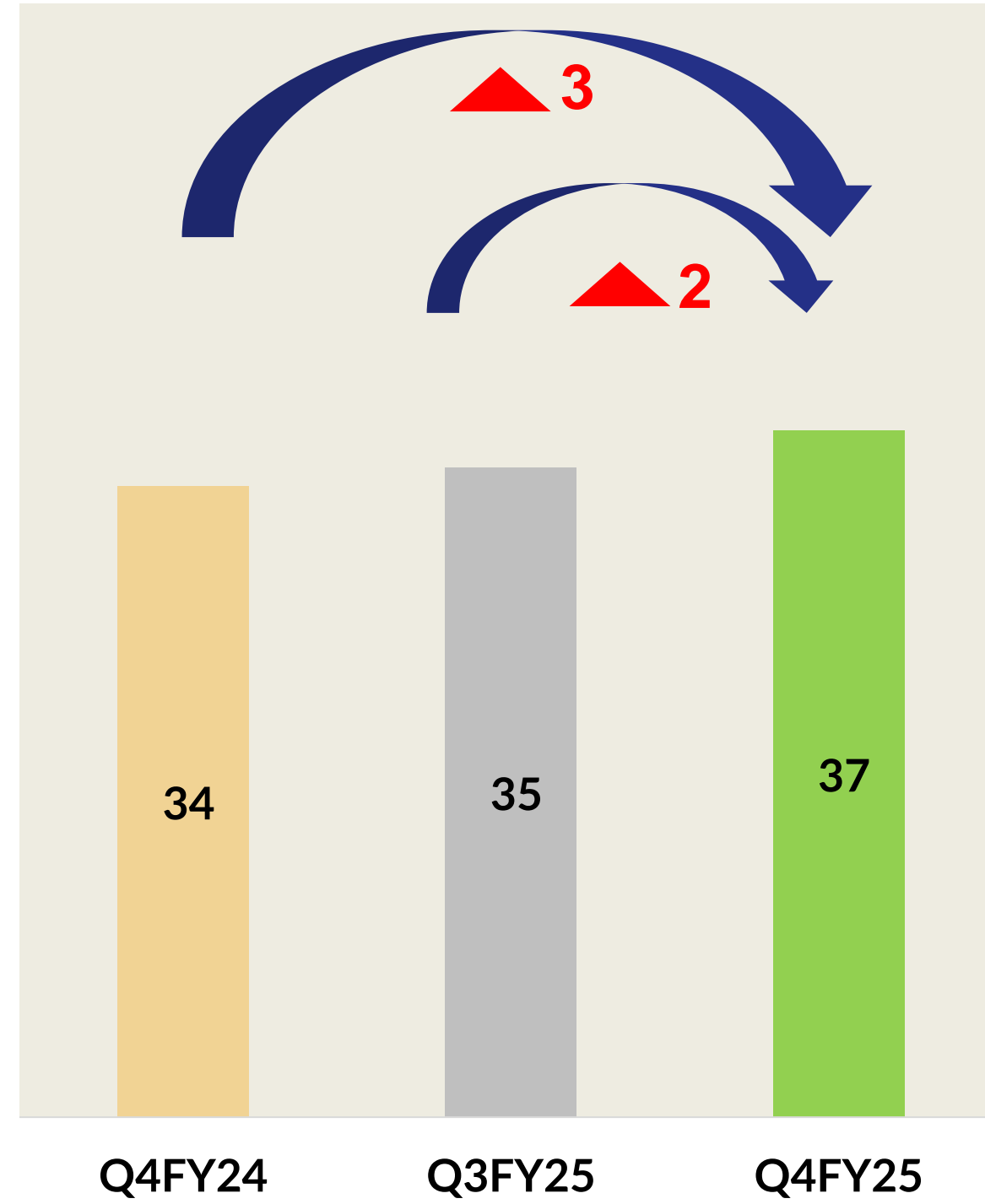
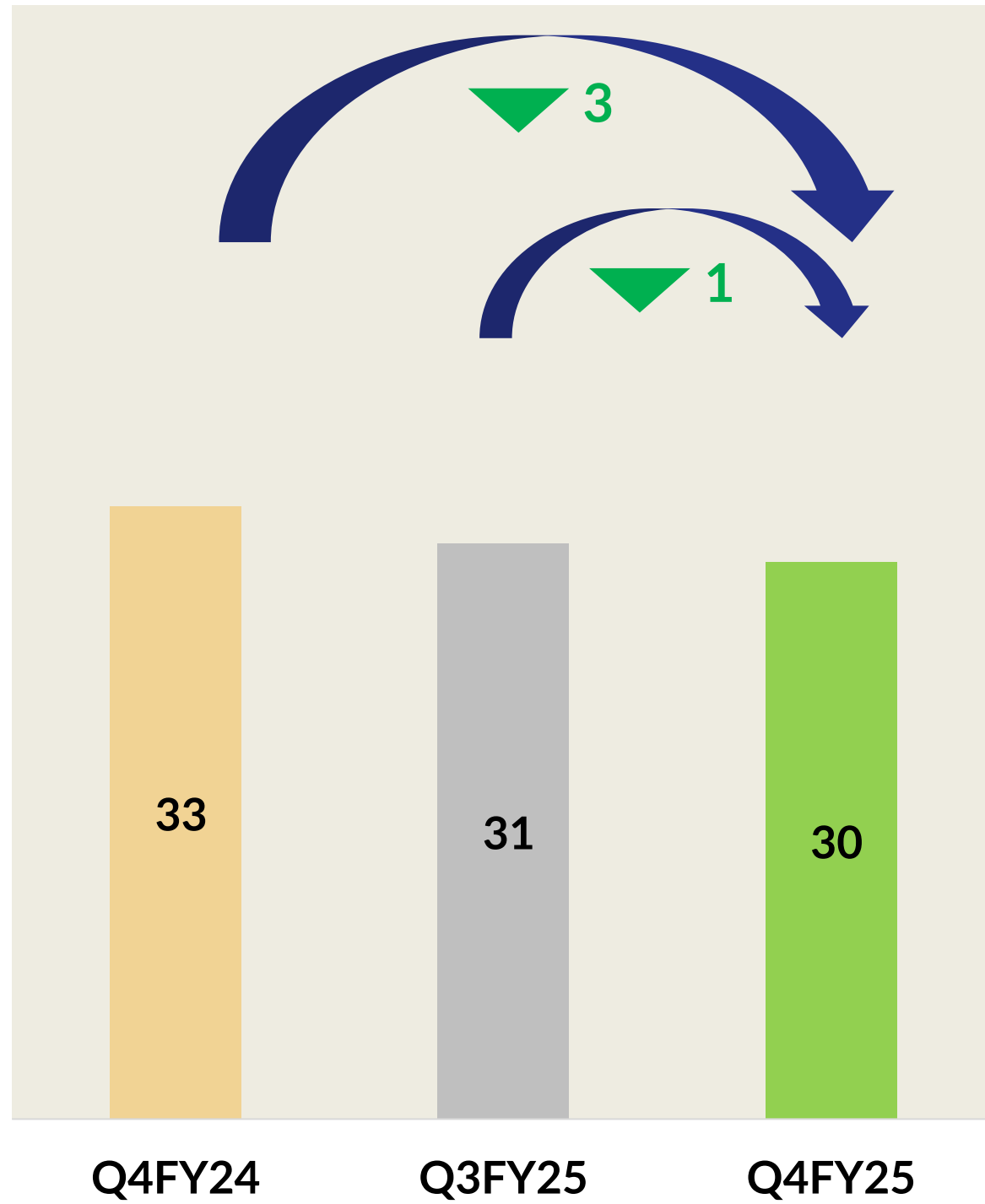


Q4FY25 Working Capital Days

SISA

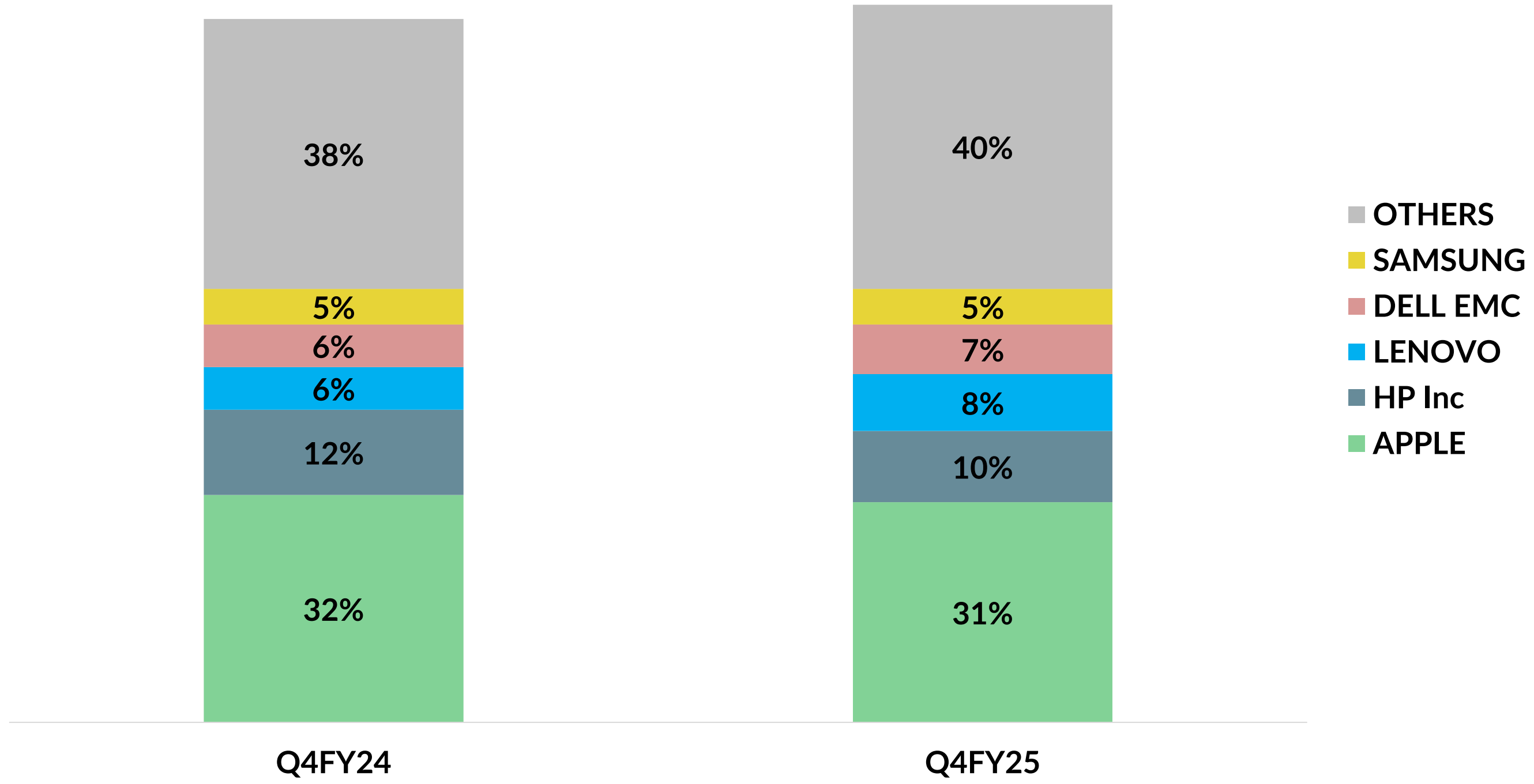
ROW

GLOBAL



Q4FY25 Top 5 Vendors

REVENUE



Verticals	SISA			ROW			GLOBAL		
	Q4FY24	Q4FY25	YoY	Q4FY24	Q4FY25	YoY	Q4FY24	Q4FY25	YoY
ESG	3,371	3,930	17%	3,862	4,115	7%	7,233	8,045	11%
TSG	3,487	4,374	25%	2,366	3,122	32%	5,853	7,496	28%
MSG	3,246	4,408	36%	4,655	4,948	6%	7,901	9,355	18%
CSG	378	590	56%	506	659	30%	884	1,249	41%
Renewable energy	222	43	-81%	3	3	-20%	225	45	-80%
Logistics	143	156	9%	89	90	1%	233	246	6%
Other Services	19	21	8%	252	139	-45%	271	160	-41%

Logistics & Other Services Revenue includes captive revenue
 Amounts may not add due to intercompany eliminations, rounding

Glossary:

Name	Description	Products / Services
ESG	End Point Solutions Group	Consumer & Commercial PCs, Print & Supplies
TSG	Technology Solutions Group	Networking, Security, Software, Server & Storage
MSG	Mobility Solutions Group	Smart Phones & Feature Phones
CSG	Cloud Solutions Group	Cloud Resell & Managed services
Renewable energy	Solar	Solar Panels & Inverters
Logistics	ProConnect Supply Chain Solutions	Logistics, Warehousing, Transportation & VAS
Other Services	Ensure, Paynet & RGS	Ensure : IT Services, Paynet : Fintech, RGS : Shared Services

₹ in Cr

Q4FY25 Free Cash Flow Statement

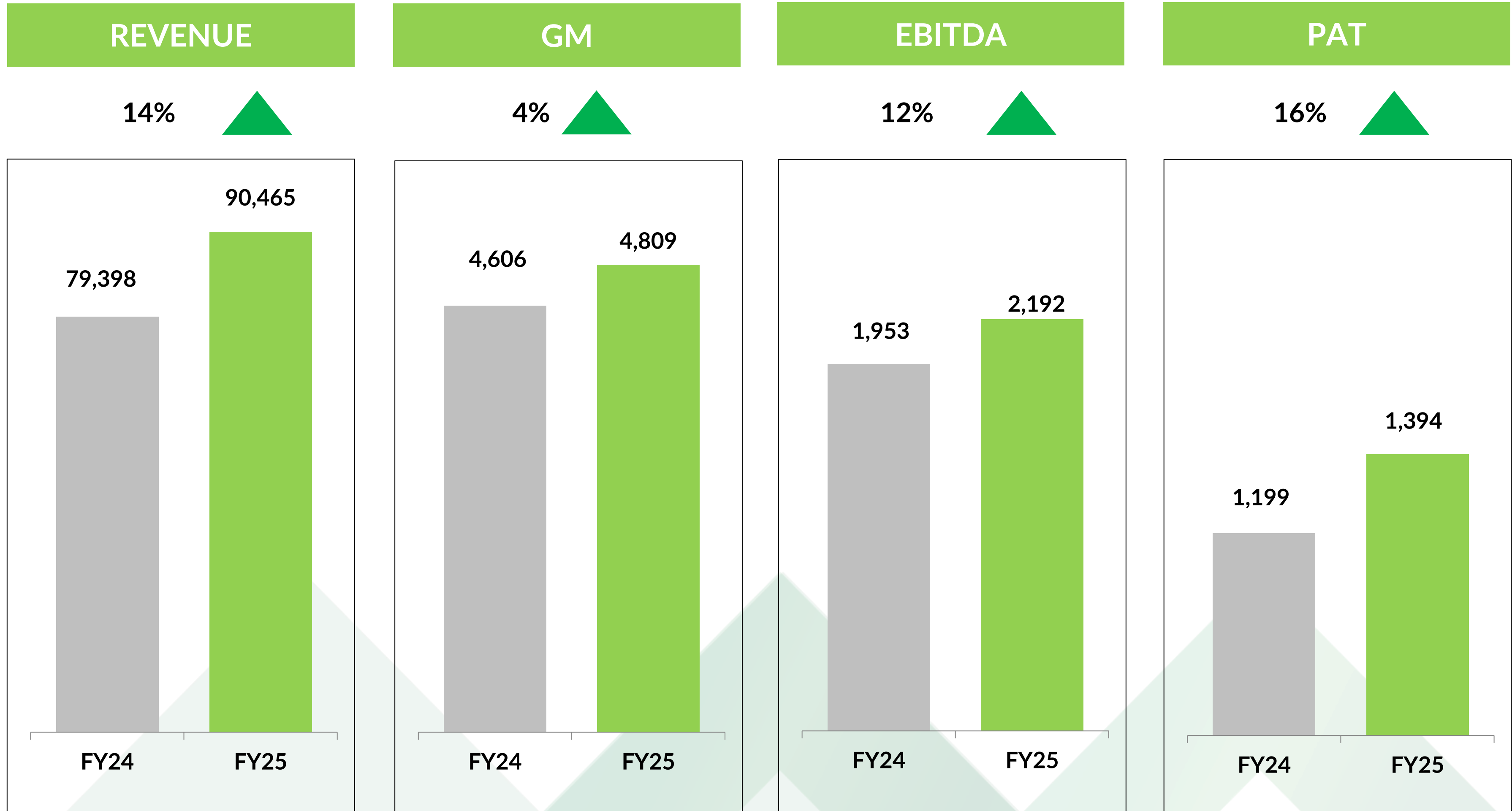
Particulars (₹ in Cr)	Q4FY24	Q3FY25	Q4FY25
Profit Before Taxation	381	513	1,148
Non-cash items	42	61	(525)
Finance Cost	74	84	82
Changes in Working Capital	768	(2,473)	(356)
Direct Tax Paid	(128)	(118)	(141)
Net Cash Flow from Operations	1,137	(1,933)	208
Capex	44	(39)	(82)
Outflow of Finance Cost	(79)	(74)	(87)
Free Cash Flow	1,102	(2,046)	40

FCF = NCFO – Capex – Finance cost
 Amounts may not add due to rounding

**FY25
Performance
Snapshot**

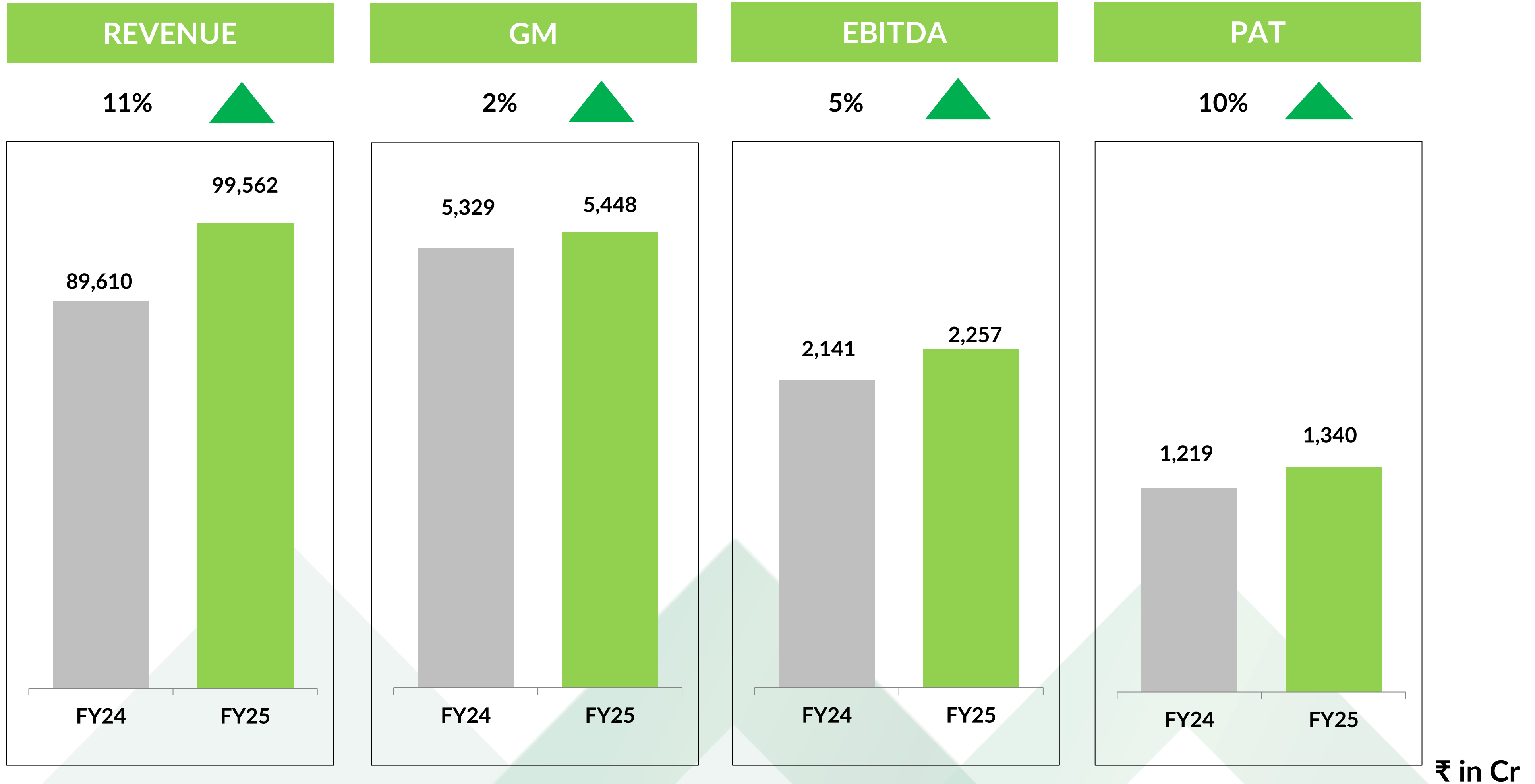


FY25 Redington Global Excl. Arena Performance



₹ in Cr

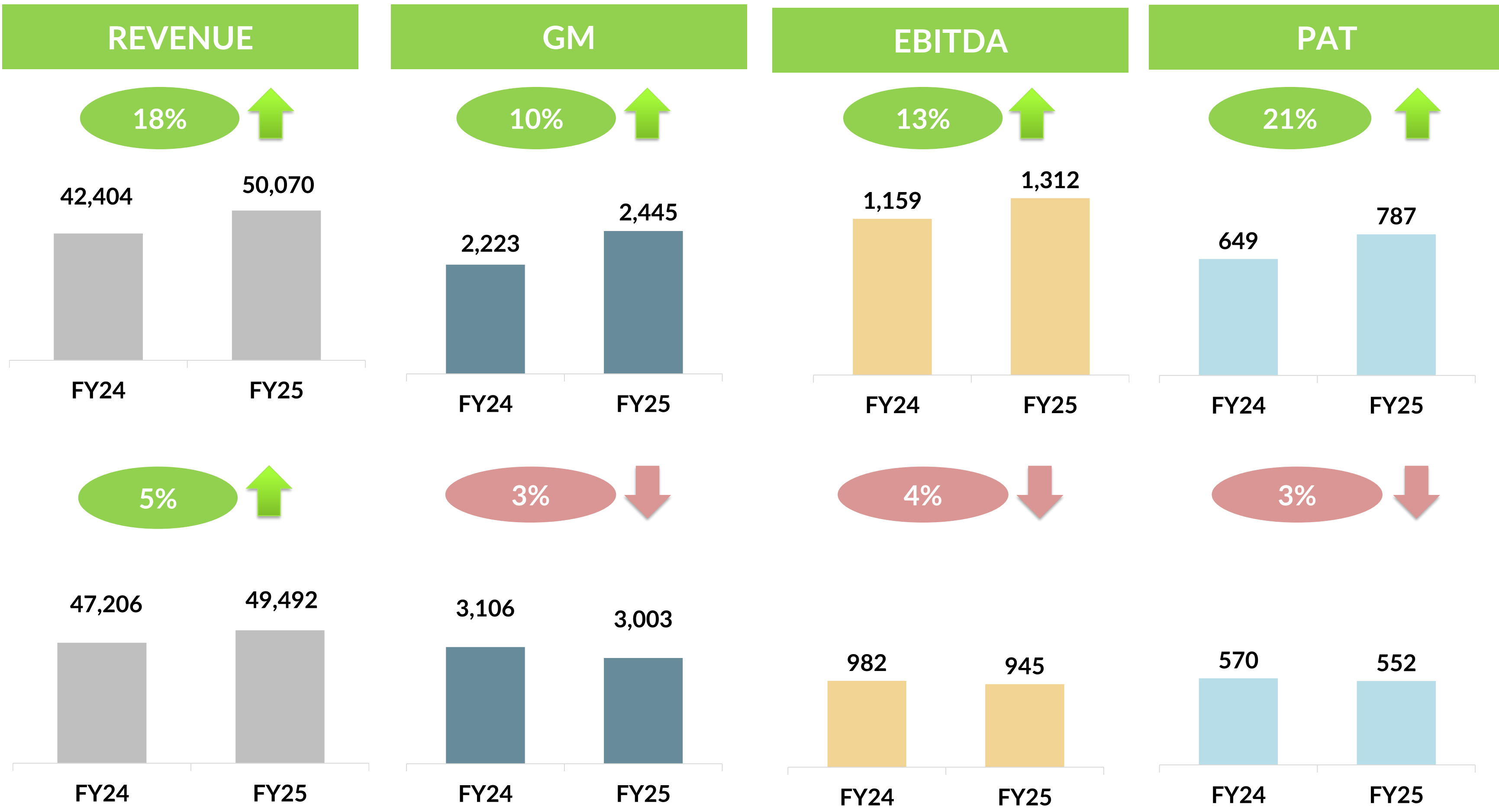
FY25 Redington Global Performance



FY25 Performance by Market

SISA

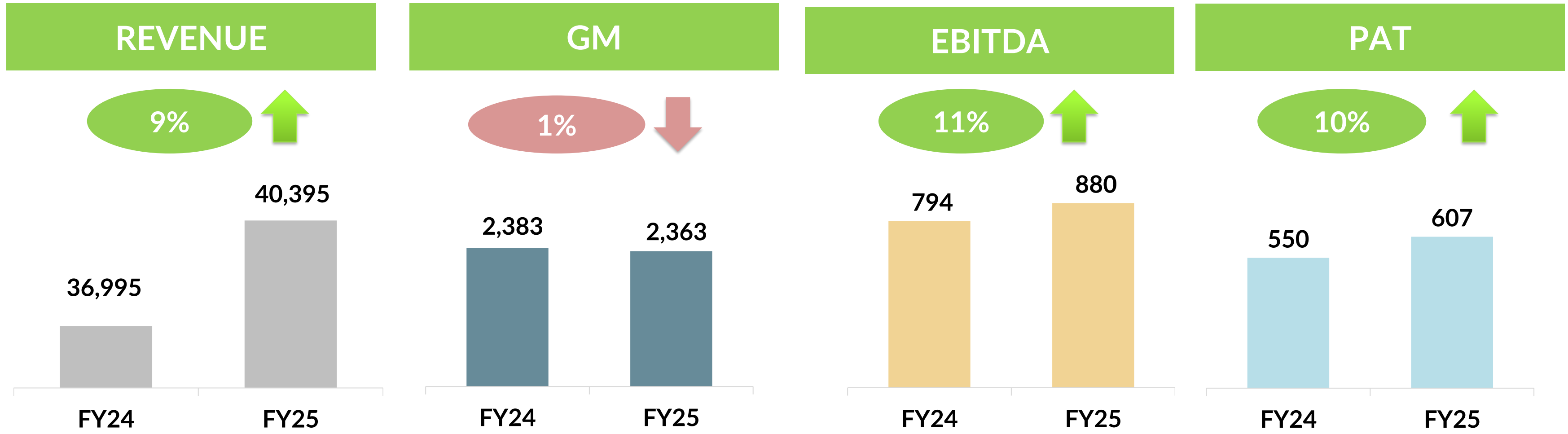
ROW



₹ in Cr

FY25 Performance by Market (Excl. Arena)

ROW Excl. Arena



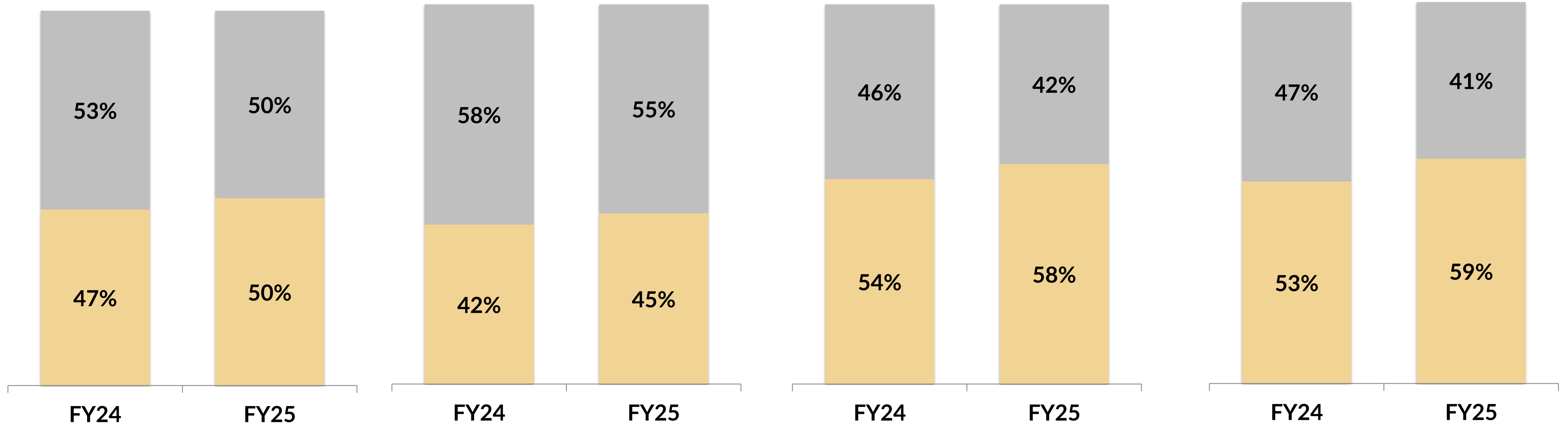
FY25 Contribution by Market

REVENUE

GM

EBITDA

PAT



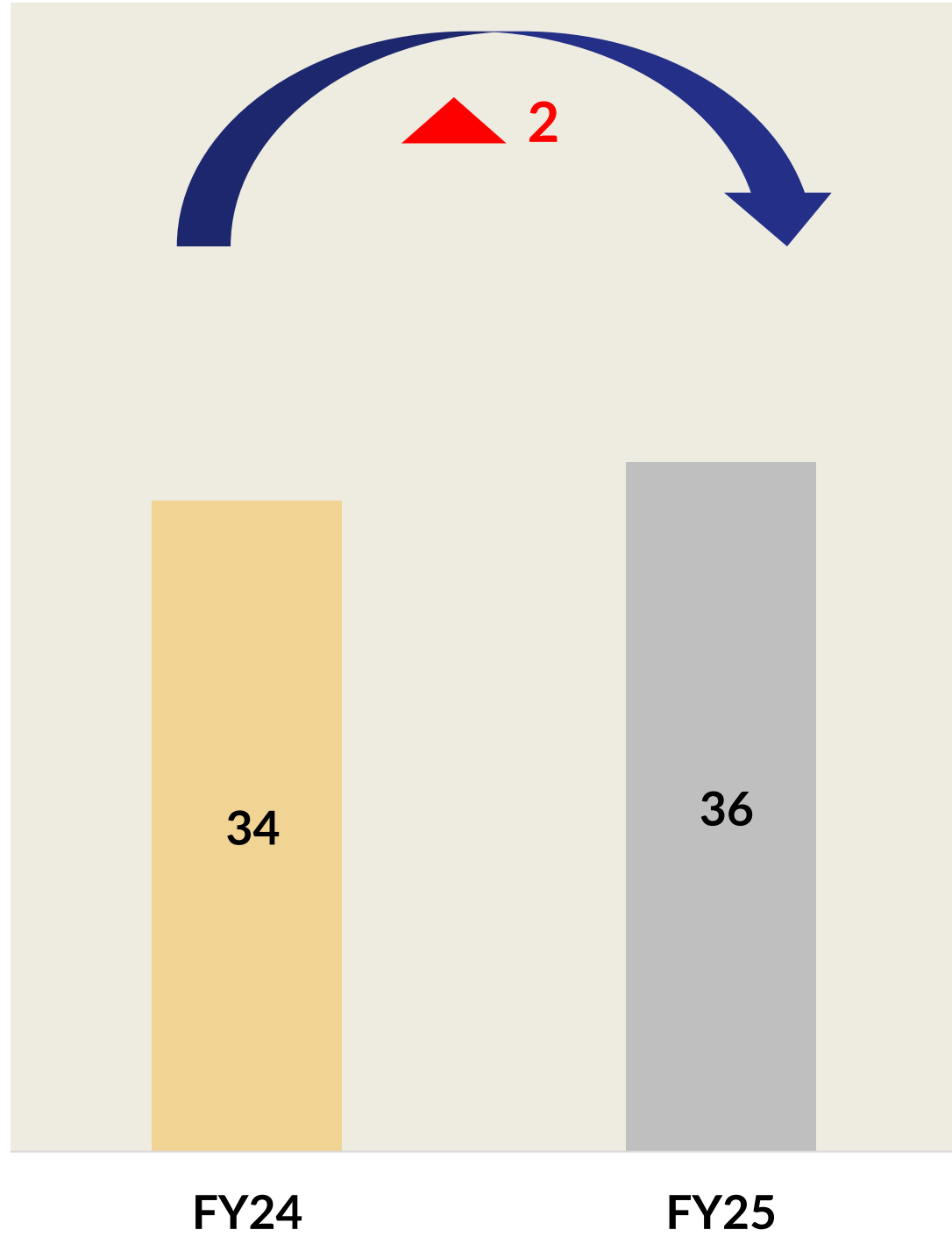
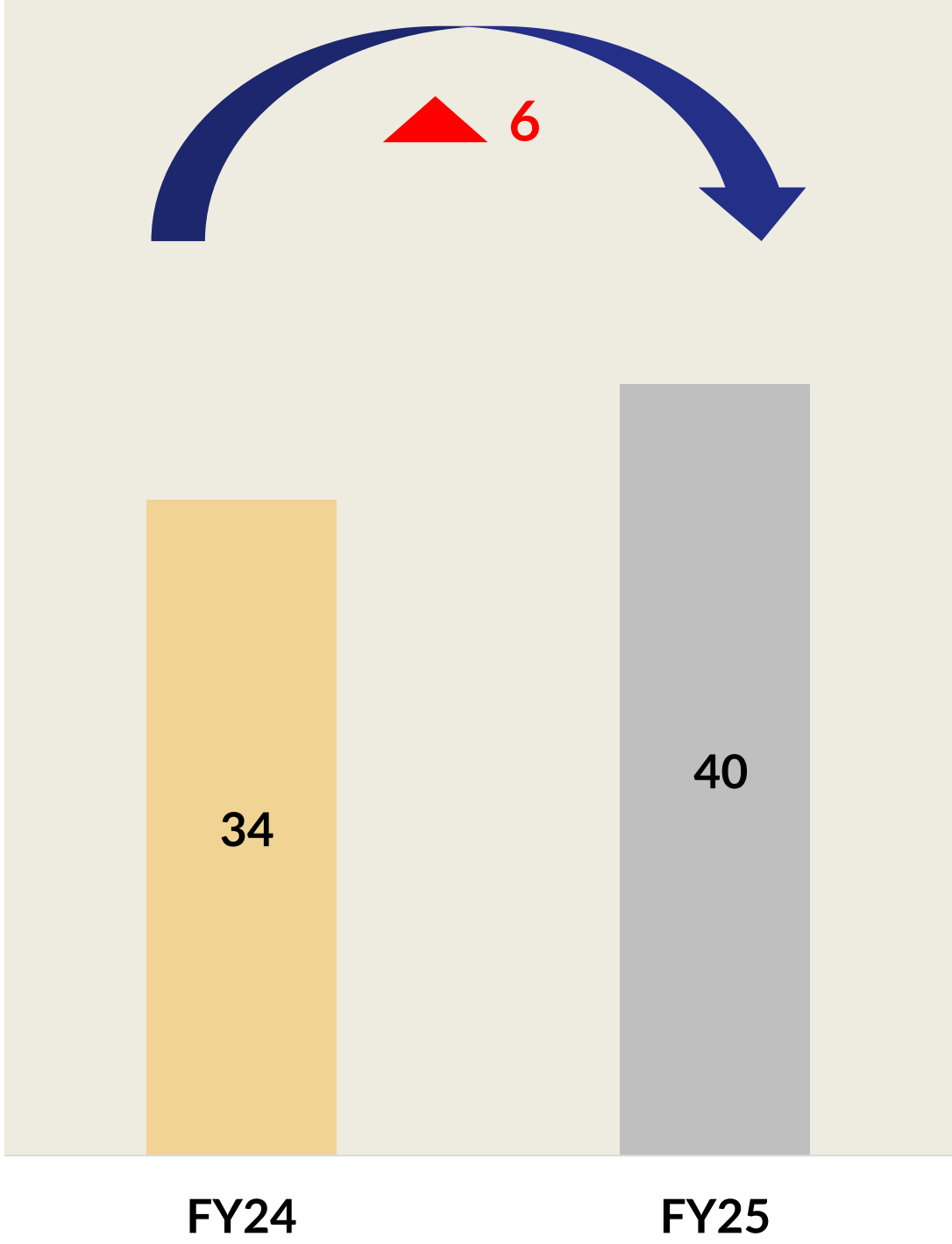
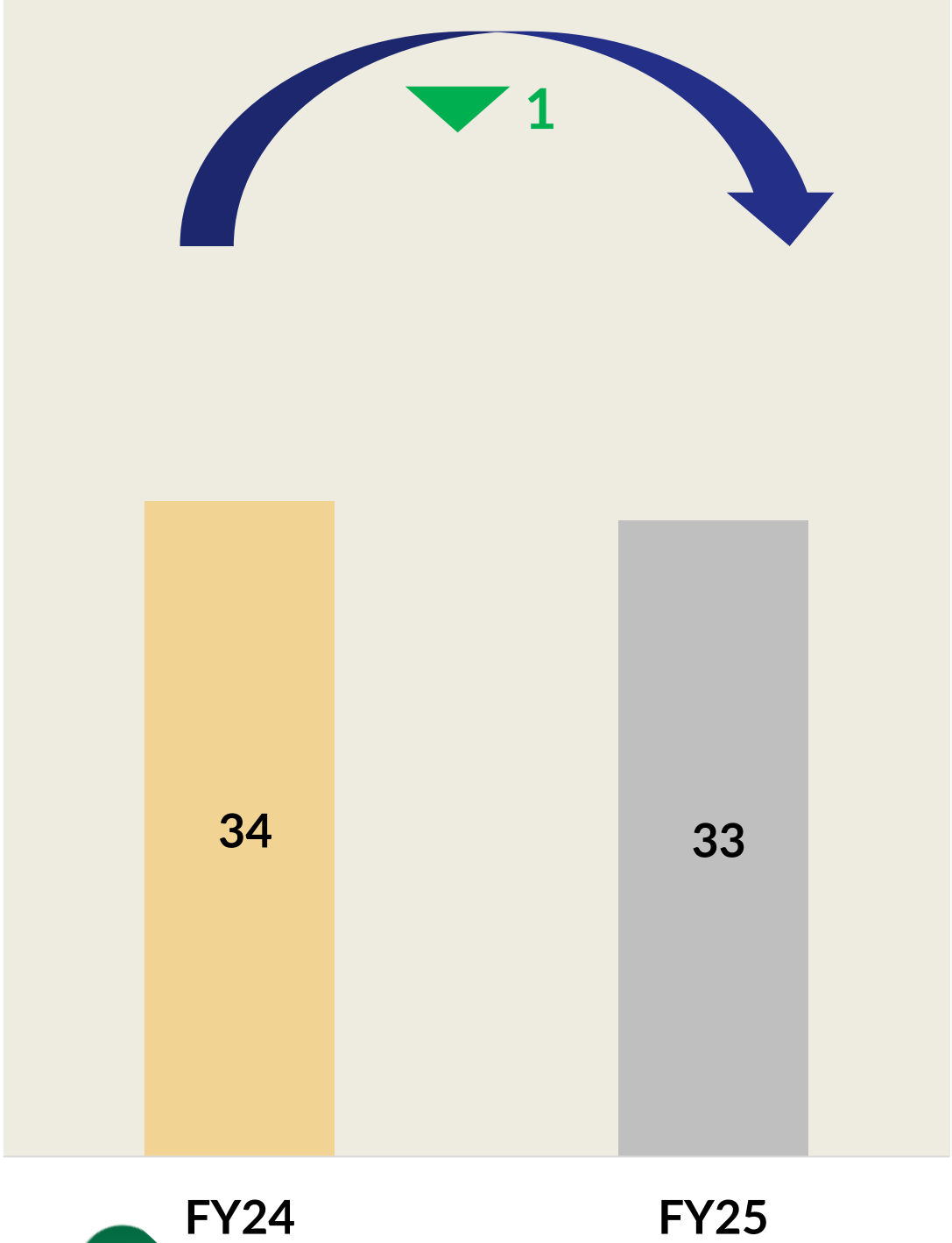
■ SISA ■ ROW

FY25 Working Capital Days

SISA

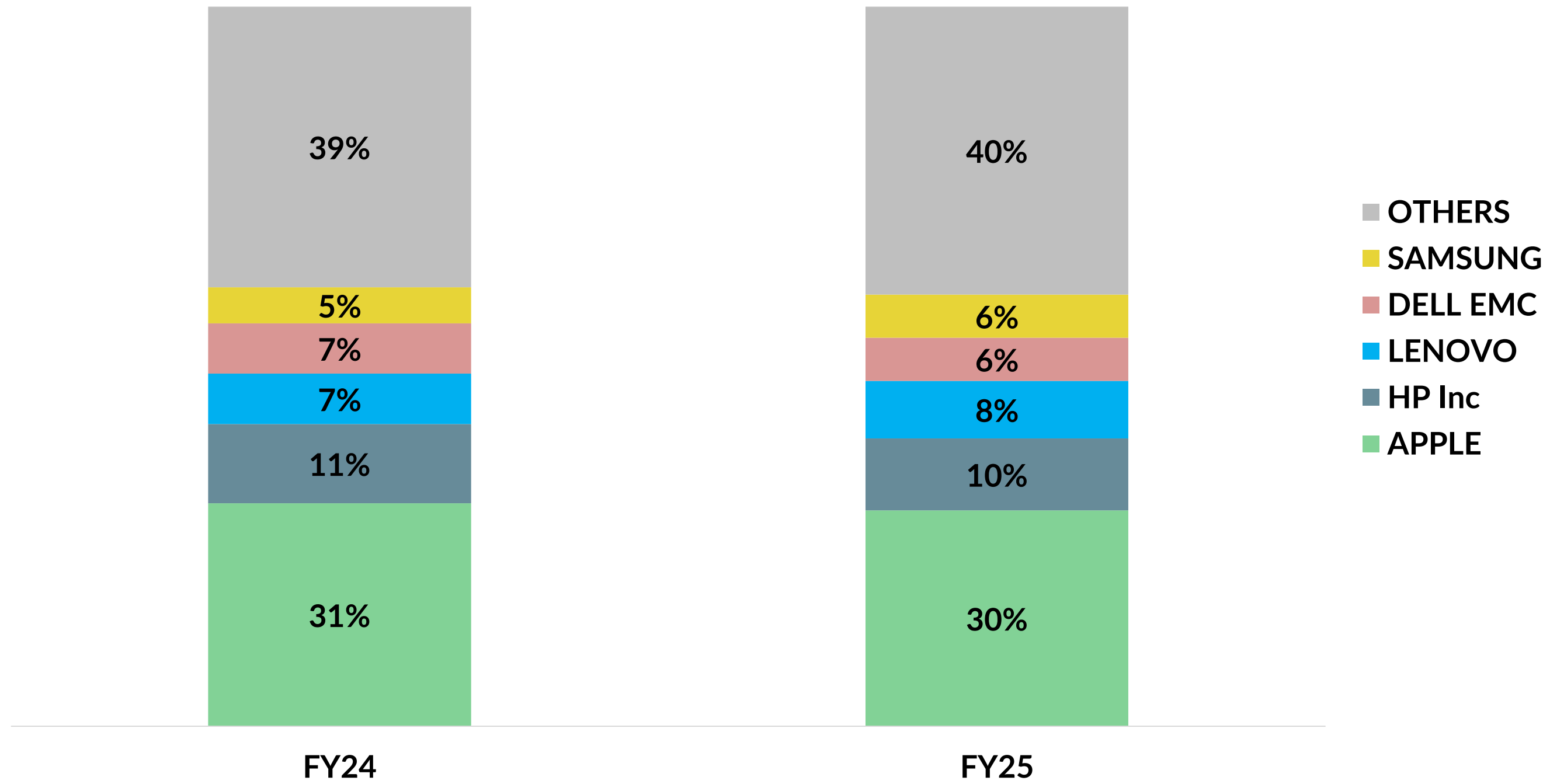
ROW

GLOBAL



FY25 Top 5 Vendors

 REVENUE



Verticals	SISA			ROW			GLOBAL		
	FY24	FY25	YoY	FY24	FY25	YoY	FY24	FY25	YoY
ESG	13,444	15,419	15%	16,340	16,400	0%	29,784	31,819	7%
TSG	13,407	15,501	16%	10,114	11,741	16%	23,521	27,242	16%
MSG	13,178	16,539	26%	18,072	17,886	-1%	31,250	34,425	10%
CSG	1,375	2,041	48%	1,592	2,188	37%	2,967	4,229	43%
Renewable energy	580	126	-78%	59	28	-52%	639	154	-76%
Logistics	555	584	5%	316	373	18%	872	957	10%
Other Services	77	83	9%	833	996	20%	910	1080	19%

Logistics & Other Services Revenue includes captive revenue
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Glossary:

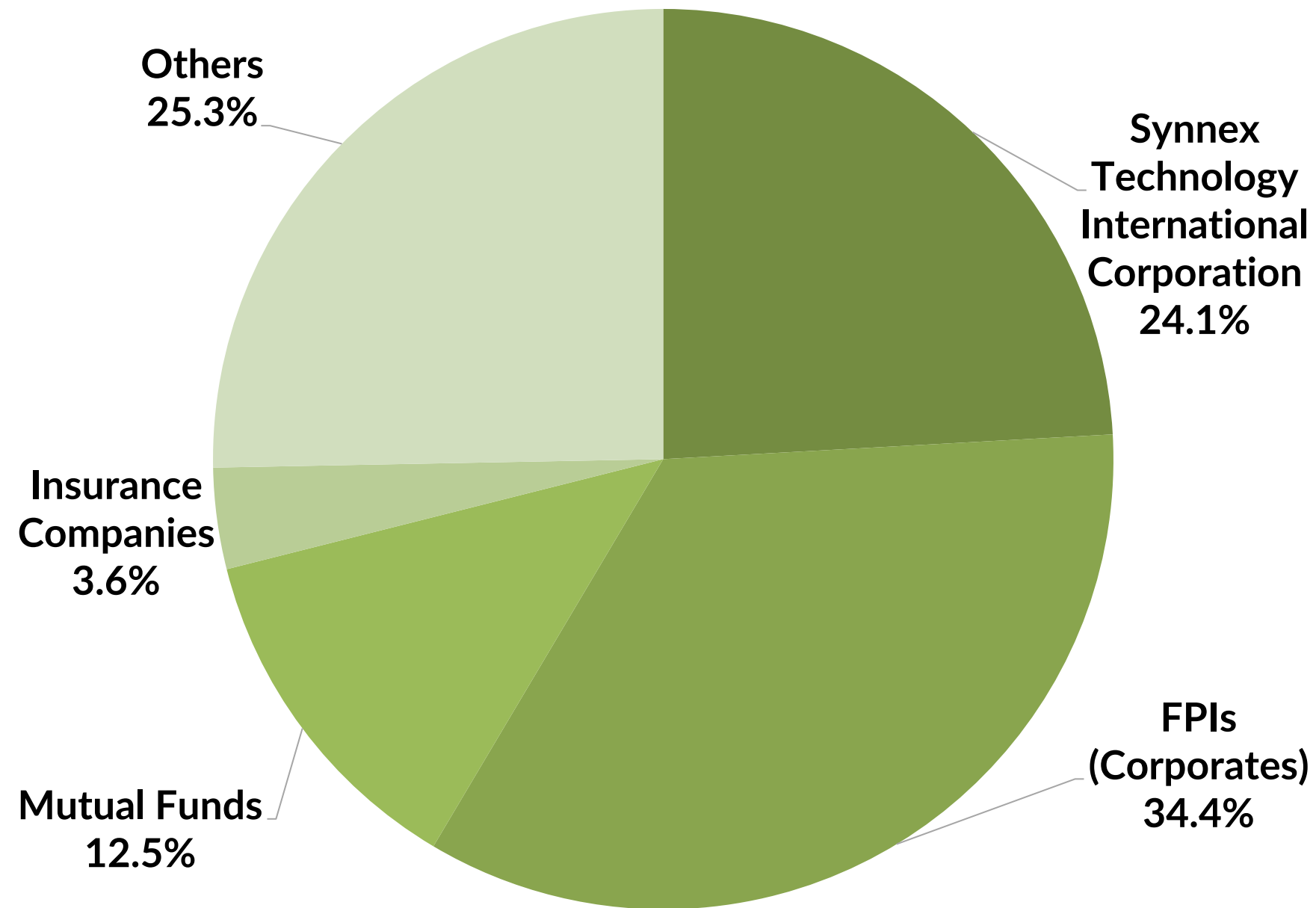
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FY25 Free Cash Flow Statement

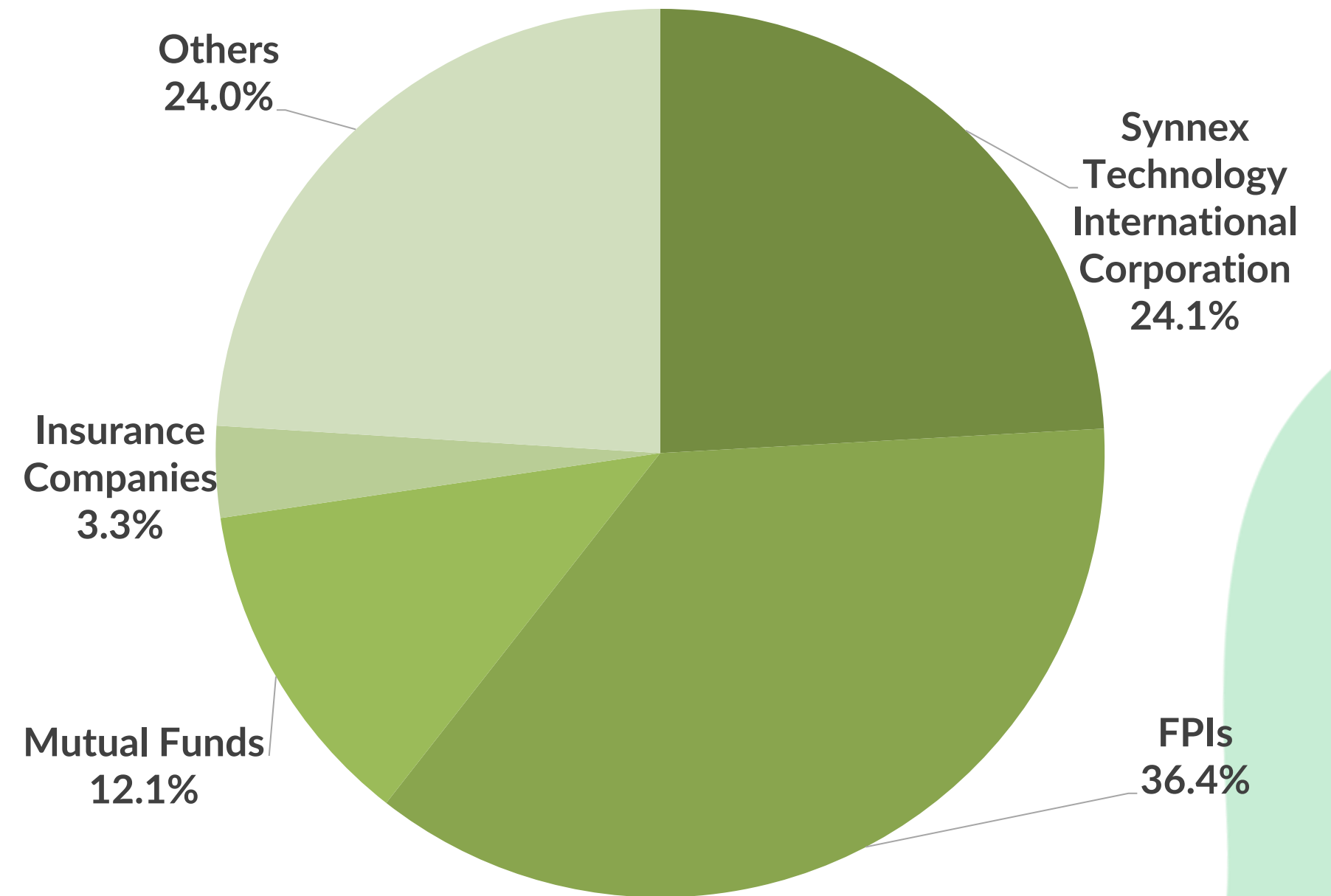
Particulars (₹ in Cr)	FY24	FY25
Profit Before Taxation	1,575	2,335
Non-cash items	167	(380)
Finance Cost	274	330
Changes in Working Capital	(572)	(1,463)
Direct Tax Paid	(459)	(525)
Net Cash Flow from Operations	985	298
Capex	0	(155)
Outflow of Finance Cost	(257)	(325)
Free Cash Flow	729	(182)

FCF = NCFO – Capex – Finance cost
 Amounts may not add due to rounding

Shareholding Pattern



Dec-2024



Mar-2025



Investor Contacts

Vijayshyam Acharya K
Compliance Officer

Registered office:
Block 3, Plathin, Redington Tower,
Inner Ring Road, Saraswathy Nagar West, 4th Street,
Puzhuthivakkam,
Chennai - 600 091

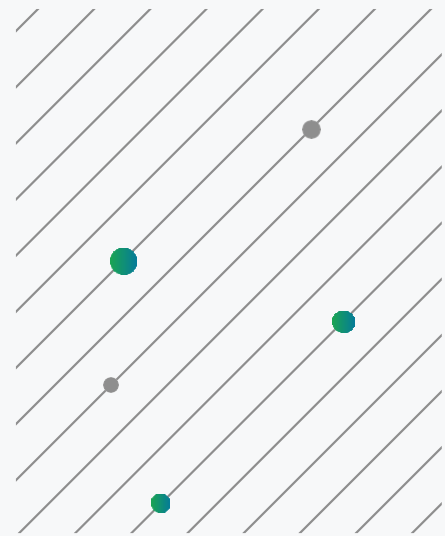
<https://www.redingtongroup.com>

CIN - L52599TN1961PLC028758

CORPORATE PRESENTATION



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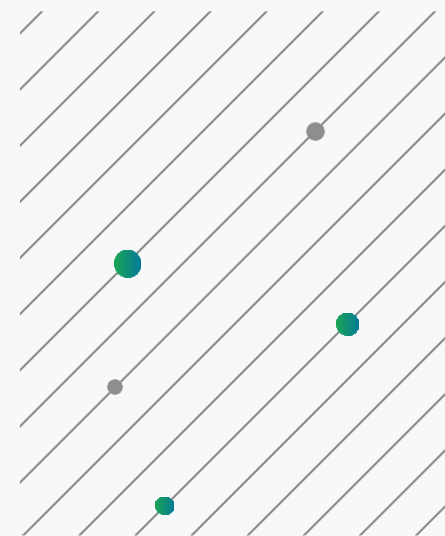
Financials

06

Recognitions



Disclaimer



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Redington

ABOUT US

~5,100

Redingtonians creating a culture of inclusion, creativity, and innovation

~50,000*

Channel Partners

*Partners active during last 12 quarters

182

Warehouses

~450

Brands

71

Sales Offices

16

Our own Service Centers

14

Partner Service Centres



Products , Service & Solutions Company

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



Professionally managed, Board-governed

- A listed entity with no promoter, Chairman is Non-executive Director
- AA+/Stable long term rating by ICRA/CRISIL
- Experienced executive Leadership team with stable middle management
- 'A' ESG Rating from MSCI



Outstanding Financial Performance

- \$11.8bn+ company with a strong double digit-CAGR for 18 years
- ROE# at 17% and ROCE at 21% in FY25

Excluding profits from divestment of step-down subsidiary, Paynet



1993 - 98

- Commenced IT distribution in India with HP Contract.
- Consolidated top 4 brands – HP, Epson, Seagate & Intel.
- Started **Redington Services**, the backbone of Solutions Business



- Implementation of ERP System by JBA.
- Started the PC & Server Division for HP, Compaq, IBM & Microsoft.
- Signed-up with IBM to start Enterprise software Vertical followed by McAfee & Cisco
- **Started operations in Dubai, followed by KSA and other countries in the region.**
- CRISIL upgraded ratings as **P1+** (Degree of safety is very strong) for short-term debt.

1999 - 02   

2003 - 06

- Strategic investment by Synnex with 36% equity.
- **Investment by PE Fund Chrys Capital with 11% equity.**
- Forayed into the **Mobility Business with Motorola.**

- Commenced Operations in **Africa – Nigeria & Kenya.**
- Redington joins the **\$1Bn Club.**
- Started **HP Indigo Business.**

- **Listed** in NSE and BSE of India.
- **First ADC** established in **Chennai**
- Strengthened the Mobility portfolio with **BlackBerry** Smartphones in India and **Nokia** in the Gulf Region.
- **#1 Distributor** in India award 2008 by DataQuest.
- Signup with **Apple** for **MAC business.**



2007 - 10

The Making of Redington





2015 - 18

- Launch of **Cloud Portal**, our first e-commerce platform for all cloud products.
- Evolved from a promoter led to a **board-governed and professionally managed organization**.
- Acquisition of **70% stake** in Turkey based Linkplus.
- Crossed the **\$5Bn revenue mark**.



2023 - 25

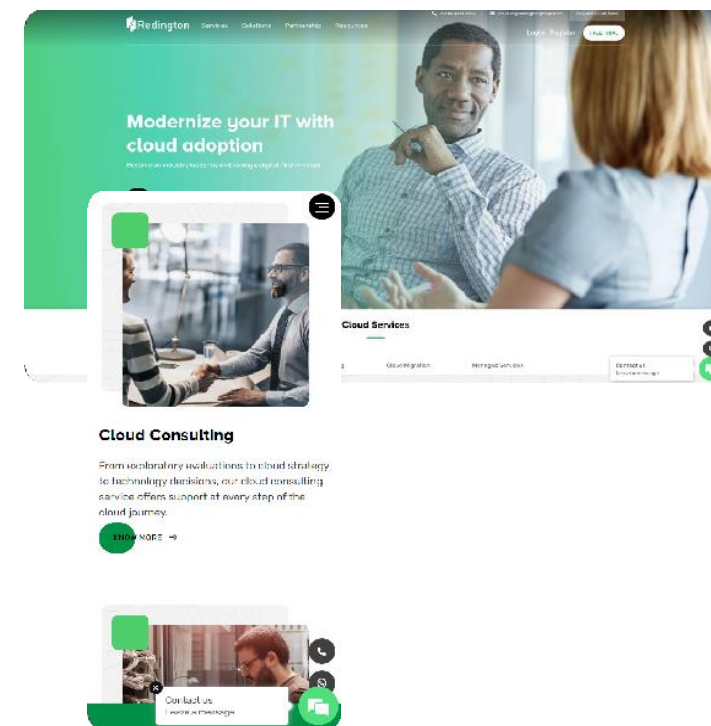
- India's **No 1 Distributor** by VAR India.
- **ISO 27001 Certification**.
- **Most Preferred Workplace 2023**
- Awarded **LinkedIn Top Companies** in India 2024.
- Redington Tower in Chennai gets **LEEDS Platinum certified**.



- Bought **49% stake** in Arena – Turkey in 2012.
- **ADC** started in MEA.
- Spread across Africa with Operations in more than 18 countries.
- **Standard Chartered Equity** invests **11% stake**.
- Started Supply Chain Business with **ProConnect**, a fully owned subsidiary.
- Microsoft Cloud portfolio imbibed – setup platform for future cloud business with AWS, Cisco and others.
- Signed up for **Apple iPhone business**.



2011 - 14



- Classified by SEBI as a **“LISTED ENTITY”** with no promoters.
- Acquisition of **Brightstar** in Turkey.
- Incorporation of **RedServe** (Captive BPO)
- Launch of E-Commerce platform: **redingtononline.com**
- Expansion of Mobility Portfolio into Android with **Google Pixel, Motorola and Nothing**.
- New Corporate & Registered office Inauguration.
- Achieved the **\$1Bn market cap**.

2019 - 22

- **Software & Solutions business** crossed \$1bn mark
- Ranked **31st** among **India's Most Sustainable Companies** by Business World
- Divested **Paynet**, our home-grown **Fintech** step-down subsidiary



Core Values



Fundamental Drivers of Our Success

Most Trusted Distributor

Complete Life Cycle Management

Technology Solutions

- Leading-edge tech offerings
- Configuring technology solutions for customer
- Extensive pre & post-sales support
- Cloud IT Services
- Managed Services (MSSP, SOC, NOC)

Investor Risk Management

- Optimized stock levels
- Data-driven forecasts
- Quick adaptation to market changes
- Minimizing obsolescence risk

Supply Chain Solutions

- Consistent delivery performance
- Customized logistics services
- Eco-friendly practices, e2e ESG
- Drop Shipment Services
- Investments in ADCs across geos

Operational Excellence

- Technology integrated operations
- Bots for workflow automation
- ISO 27001 certified
- Strong Compliance framework

Financial Solution

- Channel Financing
- Factoring
- Project Financing
- Securitization
- Customized financial plans
- Adaptive payment terms

Coverage & Reach

- Operations in 40 markets in emerging geographies
- Partnerships with marquee brands
- Variety of channels
- Online Platform with tele-sales engine



Portfolio

End Point Solutions Group



PCs, Laptops, Desktops,
All-in-Ones, Printers,
Consumables & Accessories

Technology Solutions Group



Networking, Software,
Server & Storage, Licensing &
Subscription, Enterprise
Security Solutions

Mobility Solutions Group



Smartphones

Cloud Solutions Group



Cloud Resell, Managed
Services

Digital Printing



2D & 3D Printing

Solar



Solar Green Energy Products
& Services

ProConnect



Logistics, Warehousing,
VAS & Transportation

Ensure Services



Warranty services,
Infrastructure Managed
Services



Brand Collaboration

Enviably Partnerships with
~450 brands

Top Brands



Presence

GLOBAL FOOTPRINT



#1 - #2

Across All Markets

32

In Country Presence

40

Markets Served



Route to Market

CHANNEL PARTNERS



Commercial/Enterprise IT

- System Integrators
- Corporate Resellers
- Cloud Partners & Providers
- ISVs
- Service Providers

TSG, CSG, ESG



Consumer IT

- Large Format Retailers
- Hypermarkets
- E-tailers
- Marketplace Players
- Independent Retailers

ESG & MSG



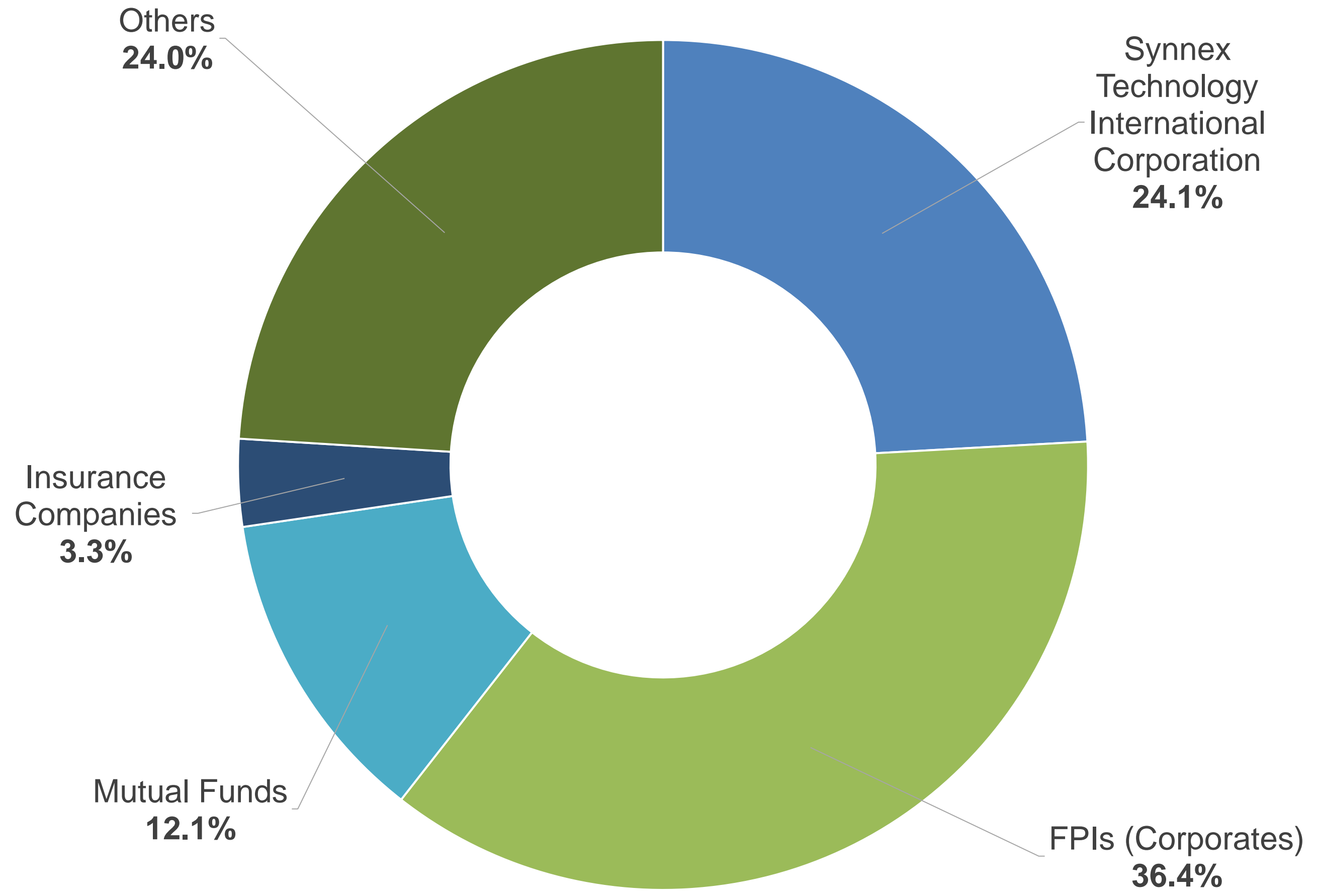
Mobility

- Large Format Retailers
- Exclusive Brand Stores
- Hypermarkets
- E-tailers
- Marketplace Players
- Telecom Channels
- Corporate Resellers

Shareholders



Shareholding date: 31 Mar 2025



Board of Directors



Professor J. Ramachandran

Chairman, Non- Executive Non
Independent Director



B. Ramaratnam

Independent Director



Tu, Shu-Chyuan

Non Executive Non Independent Director



V S Hariharan

Managing Director & Group
CEO



Anita P Belani

Independent Director



Chen, Yi-Ju

Non Executive Non Independent Director



Sudip Nandy

Independent Director



S.V. Krishnan

Finance Director
(Whole time – Executive Director)



Corporate Strategy



Sustainable Profitable Core

Maintaining leadership position across geographies, while sustaining healthy business returns via operational efficiency and focused investment to profitable spaces.



Accelerate Business Growth

Faster adoption of subscription and consumption business, enhanced by professional services.

Localized approach for expansion in growth geographies.



Route to market Transformation

Segmented approach that enables high-touch coverage for large partners serving enterprise, mid-market and consumer.

Ensuring efficient reach to long tail partners through low-touch and digital platforms.



Power of "One Redington"

Engaging our ecosystem by co-creating distinctive initiatives and leveraging them globally as our best practices.

Re-investing profits for future, build best customer access RTMs, efficient tech platforms, and adapting to evolving business models.



Key Technology Trend

2025

Global IT spend growth

9.8% \$5.6 Tn 

India

11.1% \$161.5Bn 





MEA

7.4% \$230.7Bn 

Technology Trends

GROWTH CAGR %
2024-32

What it means for Redington

	INDIA		MEA			
 Hybrid Cloud	INDIA 21%	INDIA 21%	MEA 20%	MEA 20%	Building a diverse product portfolio catering to hybrid cloud requirements	Enhancing support for cloud migration and hybrid infrastructure management
 Artificial Intelligence	INDIA 29%	INDIA 29%	MEA 40%	MEA 40%	Forging alliances with AI technology providers to deliver cutting-edge solutions to customers	Providing specialized technical support for AI implementation and troubleshooting
 Cyber Security	INDIA 17%	INDIA 17%	MEA 17%	MEA 17%	Partnering with leading cybersecurity vendors to deliver integrated security solutions	Scaling up the Managed Security Services Practice (MSSP)
 Sustainability Tech	INDIA 29%	INDIA 29%	MEA 26%	MEA 26%	Expanding product catalog to include sustainable tech solutions	Establishing partnerships for responsible disposal and e-recycling



Biz Model Trends

Business Model Trends

What it means for Redington



- Focusing on life-cycle management and expand service offerings for long-term customer success
- Leveraging on technology to embrace recurring revenue models: invest in new cloud platform, build an ISV ecosystem enabling the cloud marketplace



- Offering technology solutions for seamless collaboration in hybrid environments
- Invest in digital tools to enhance connectivity and efficiency in hybrid workspaces



- Implementing reverse logistics for efficient product return and recycling
- Promoting reuse and refurbishment to minimize environmental footprint
- Managing disposition of e-waste & support EPR* policies for OEMs



- Forging partnerships to develop cost effective solutions and building new route to markets to serve in low-income
- Offering financing options to make products accessible to a wider audience



Approach towards ESG

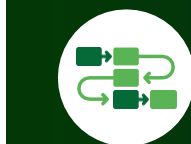
Our Sustainability Strategy

Resilient Business 01	Reimagined Efficiencies 02	Responsible Business Practices 03	Redefined Value Chain Engagement 04
1+ GW Solar Capacity created in India	1% Renewable energy (7X Y-o-Y increase)	29% Women representation on Board	70% Trade vendors ESG aligned
27% Energy efficiency for customers from digital printers sold during FY24	17% Reduction in emissions per rupee intensity	43% Independence in Board composition	50,000+ Beneficiaries from CSR projects undertaken during FY24
300,000+ devices End-of-life increased by at least 2 years	82% Global Employee Engagement Score	100% Oversight of ESG risks and implementation plan through ESG Committee	1st Winner of CSRBOX award for Integrated Village Development project with DHAN
2 Million+ People employed through access to technology made available via our sale of devices in partnership with M-KOPA	6% Energy consumption reduced through energy efficient technologies	100% Training completion on ACT	25,000+ hours of Skill training through COLTE in partnership with the government through Logistics Skill Council (NSDC)

Our ESG Credentials



Approach towards CSR



Aligned to Business
Leverage business processes, key partnerships and business expertise to create maximum value in focus areas



Stakeholder
Develop strategy anchored on target segments such as youth, women, children with disabilities

Key Anchors



Social Cause
Solve specific problems within thematic areas such as education and livelihoods basis the most critical needs



Geography
Determine strategy based on geographic needs or in alignment with needs in priority states

Our Portfolio with Breadth and Depth of Programmes



Skill to Employ

Skilling programmes in logistics & supply chain management, IT/ITeS/Emerging Technology training programmes, Solar Skill Training programme



Educate to Empower

Digital inclusion through education programmes, behavioural change on health & sanitation, promotion of art & culture



Social

Social progress through environmental programmes, preventive healthcare interventions, integrated village development programmes, need-based interventions aligned to disaster relief, etc.



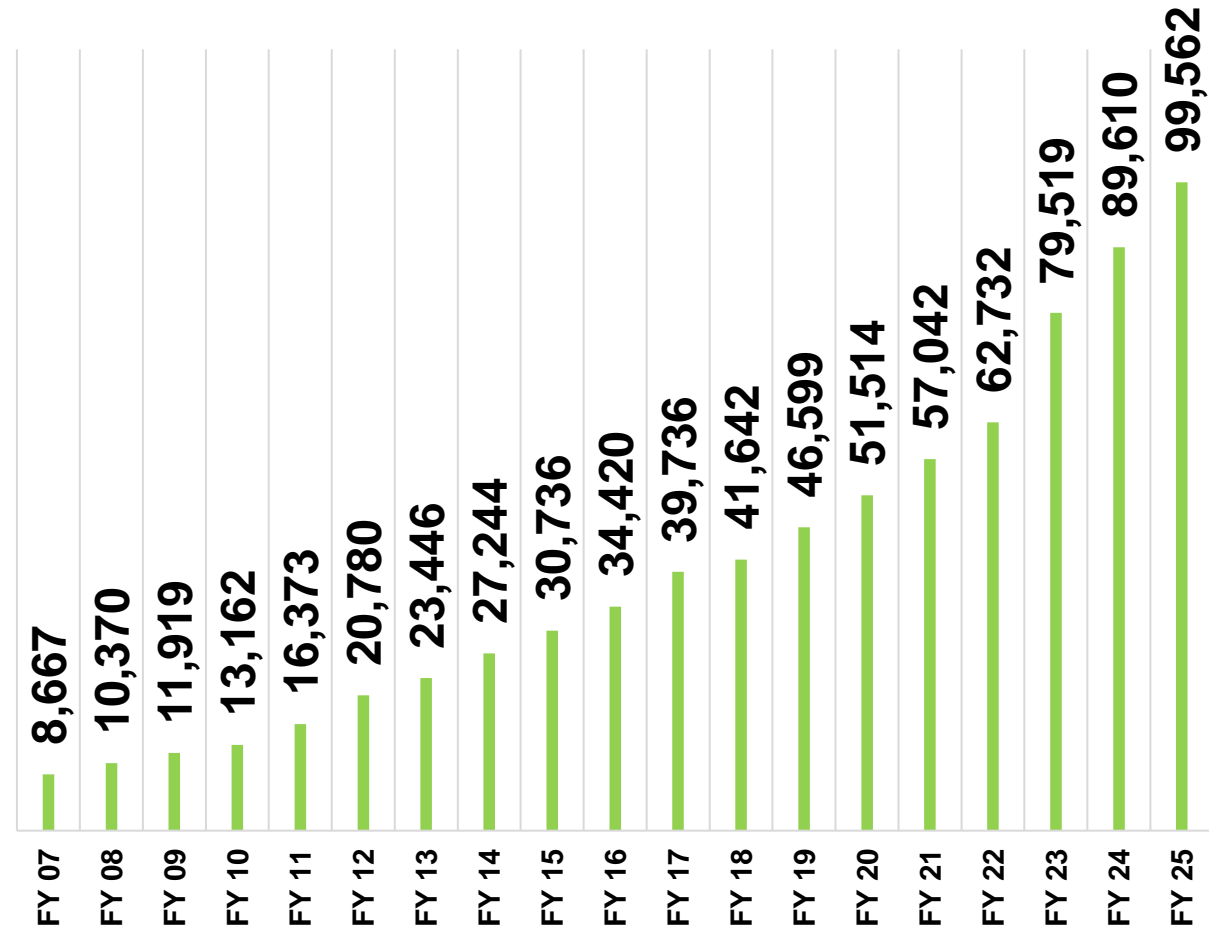
Performance Since listing

FY25 Revenue \$11.8 Bn.

Revenue

CAGR 15%

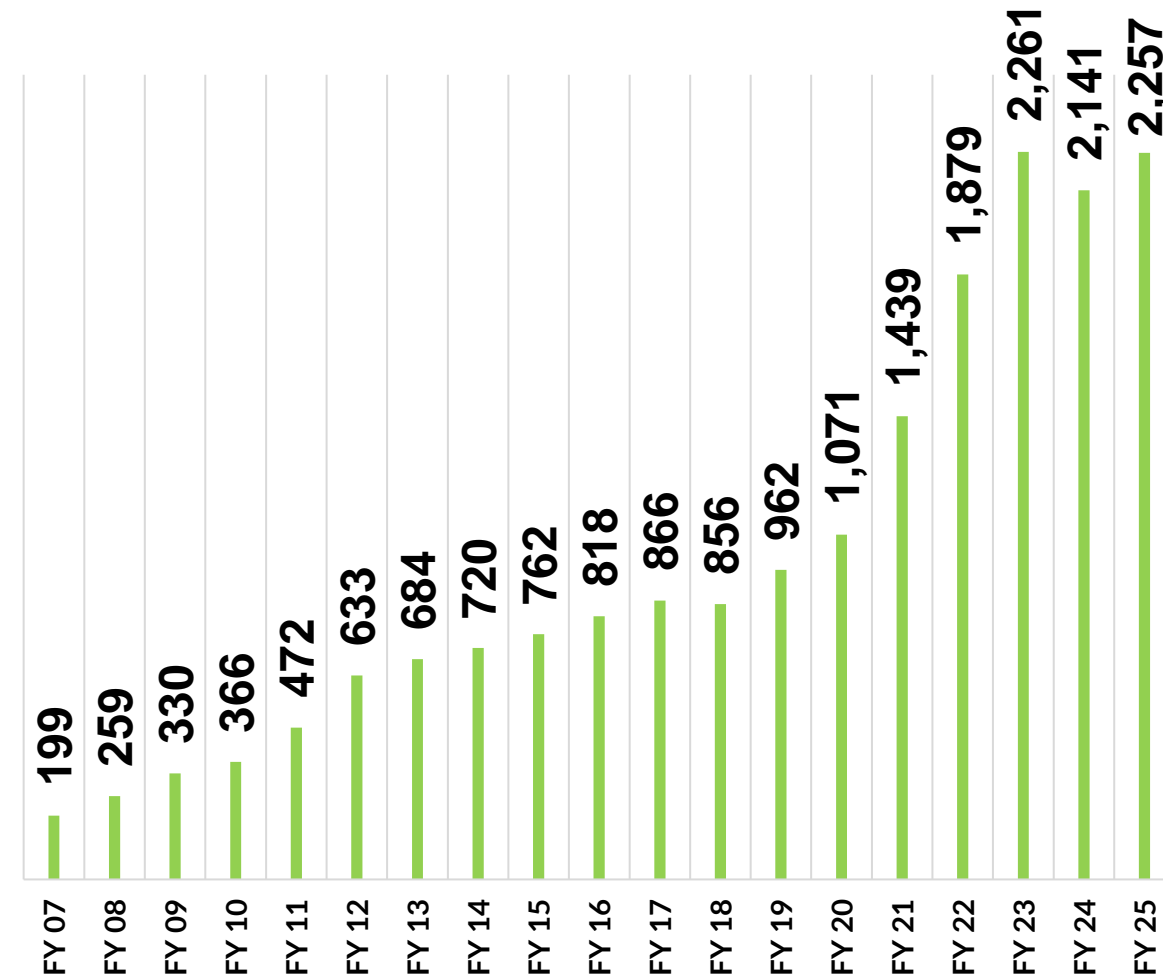
₹ in Cr.



EBITDA

CAGR 14%

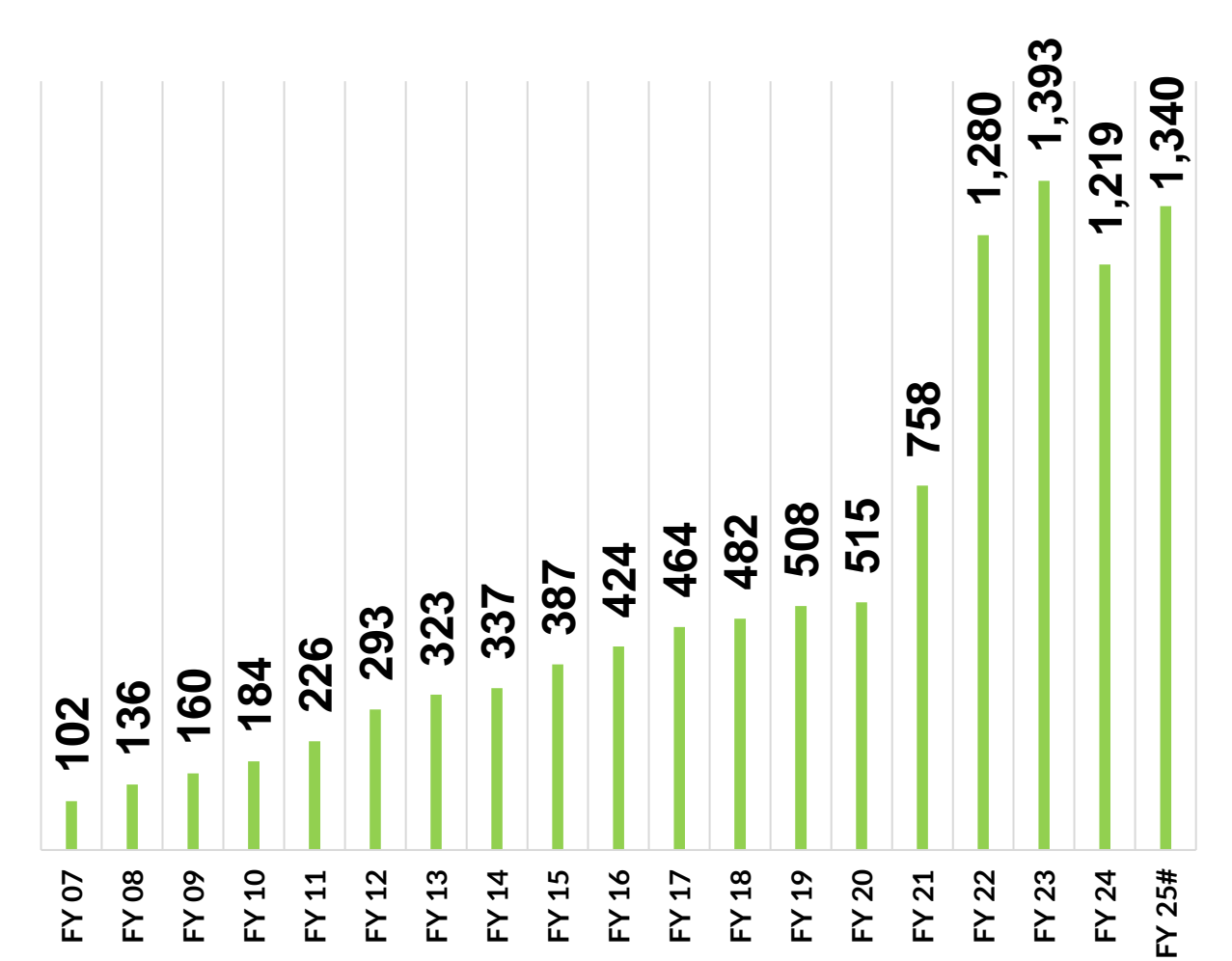
₹ in Cr.



PAT*

CAGR 15%

₹ in Cr.



* after minority interest

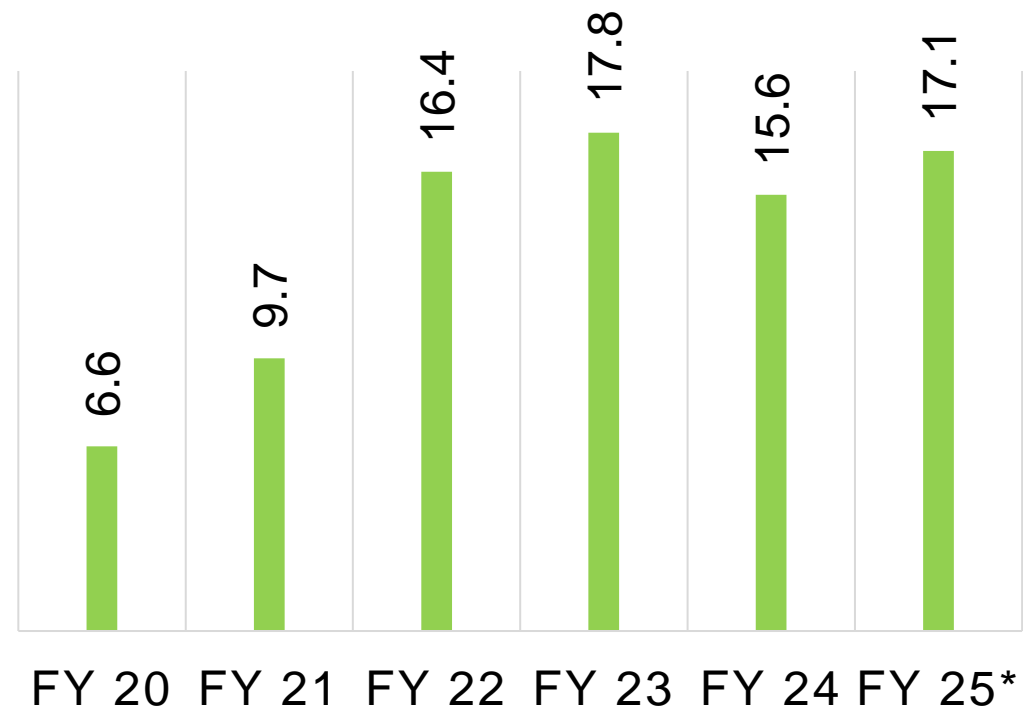
Excluding profits from divestment of step-down subsidiary, Paynet



Shareholder Value Creation

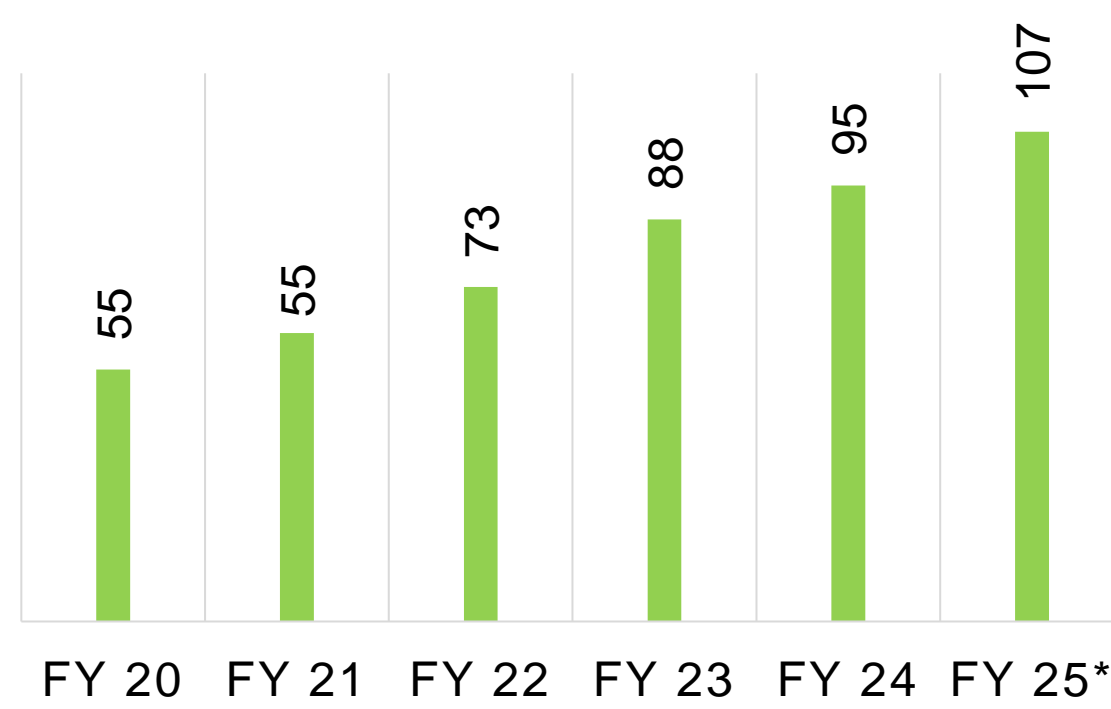
EPS

CAGR 21%



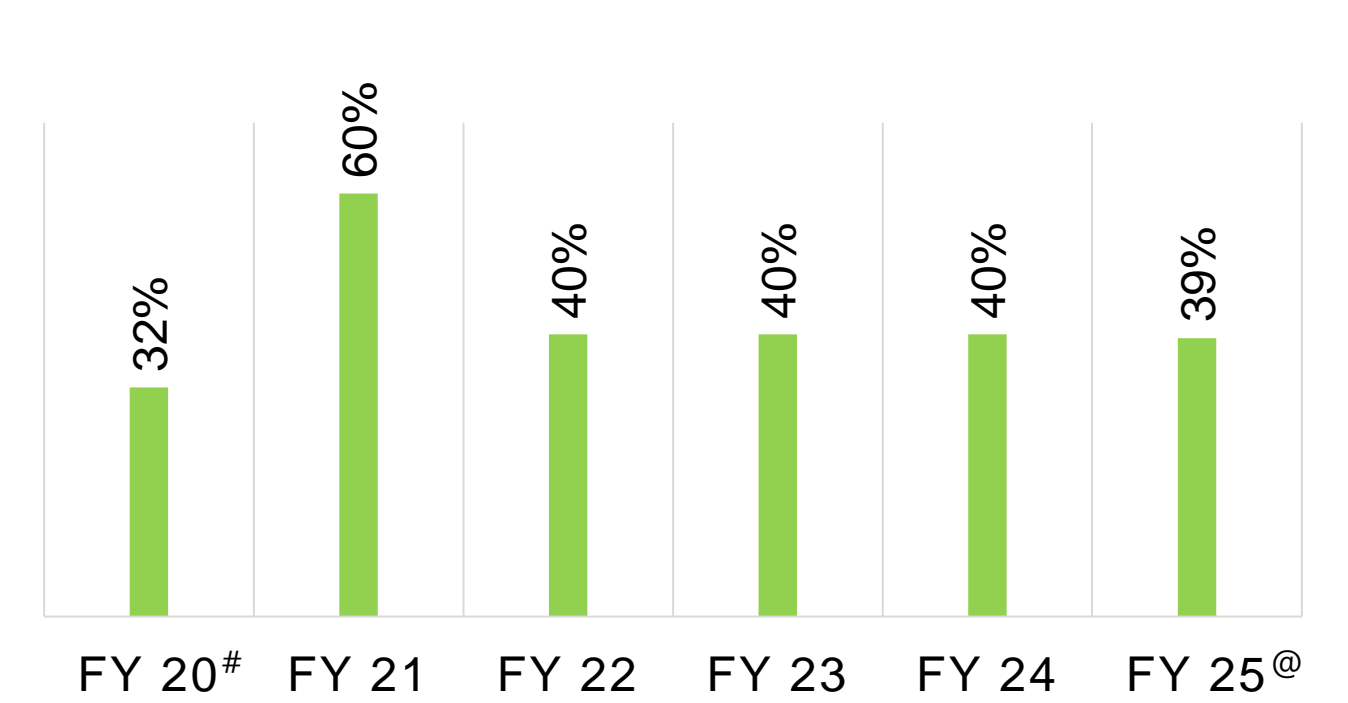
Book Value/Share

CAGR 14%

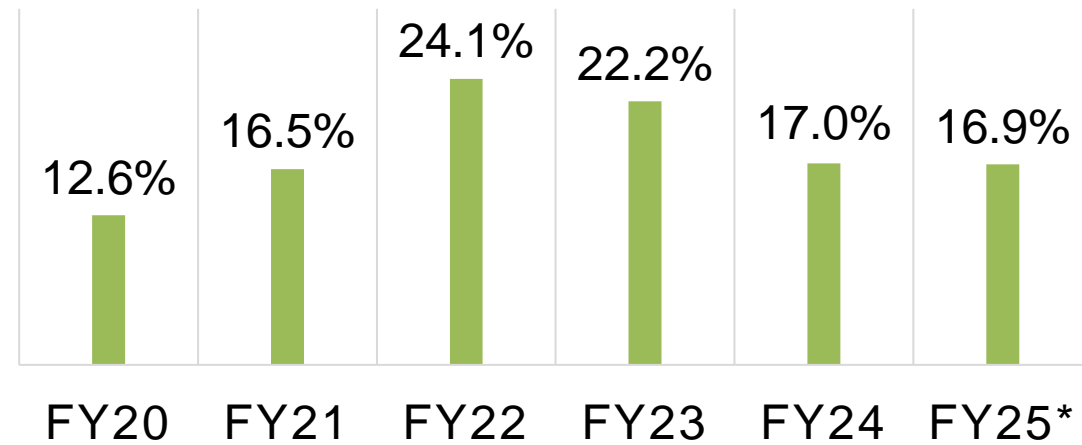


Shareholder Payout[#]

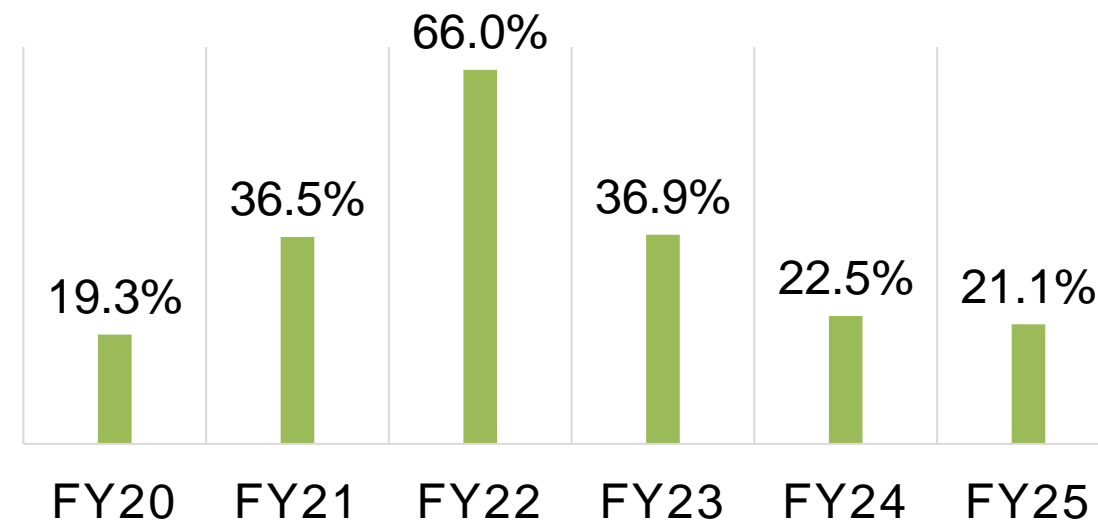
~42% of profit earned



ROE



ROCE



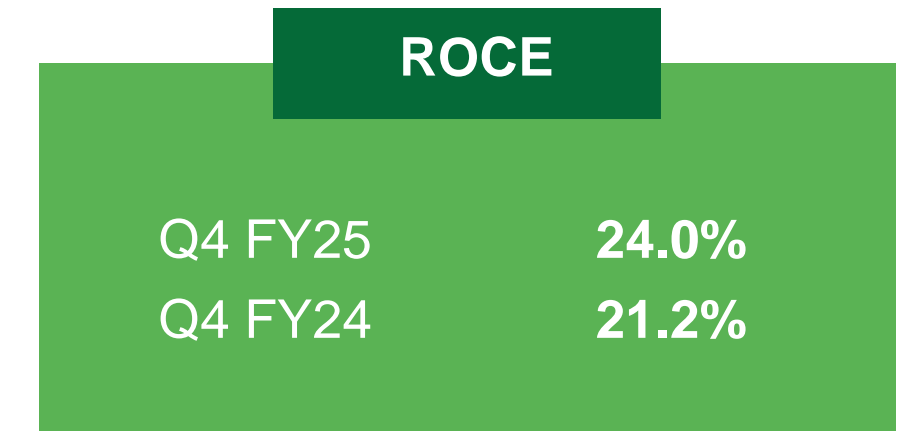
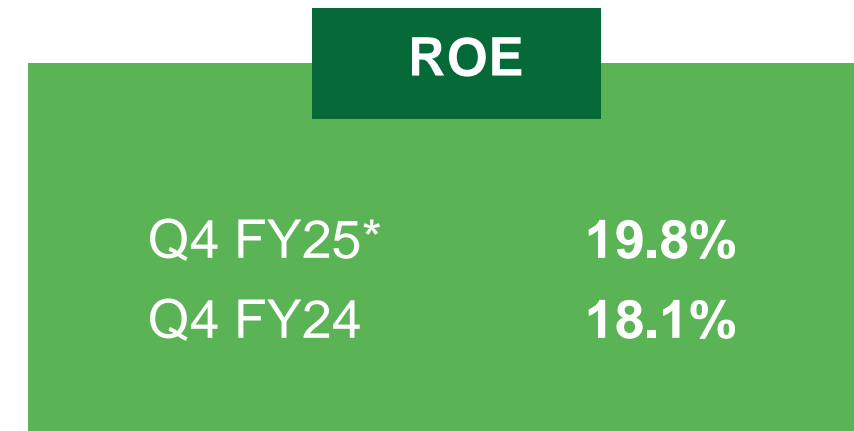
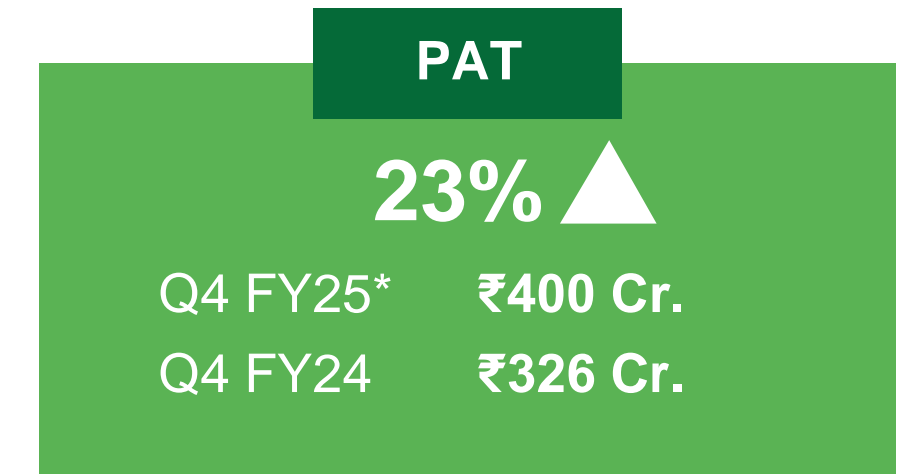
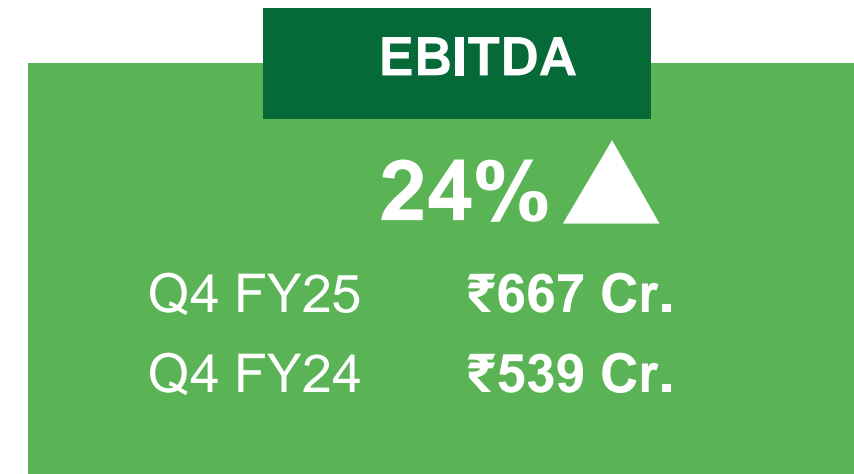
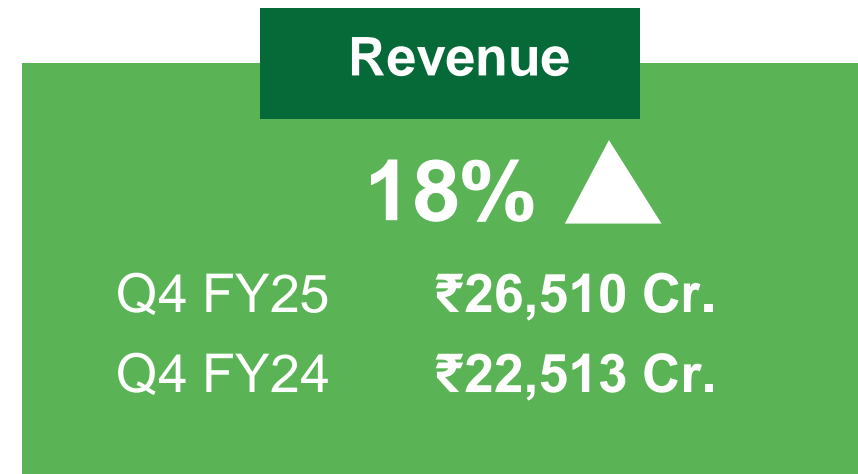
[#] Including Buyback

* Excluding profits from divestment of step-down subsidiary, Paynet

[@] Board recommended, subject to the approval of shareholders at the ensuing AGM

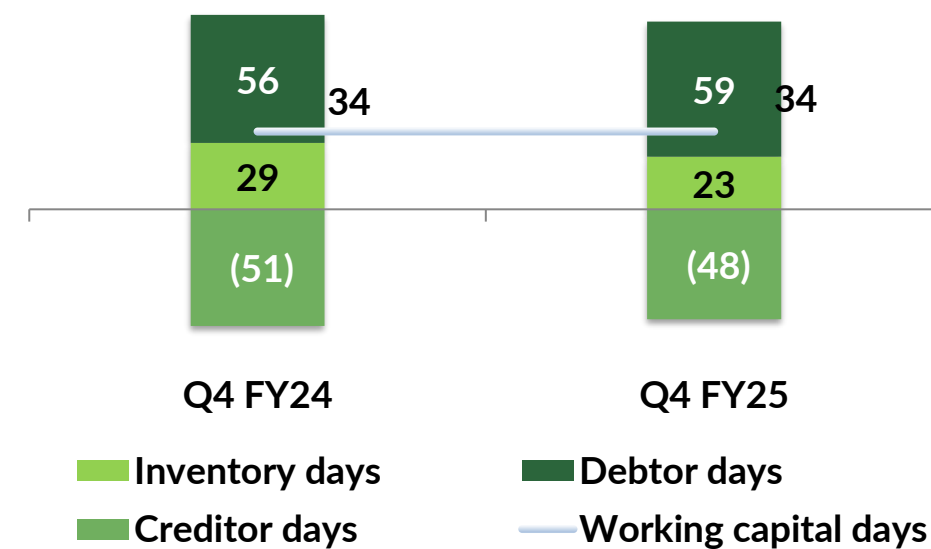


Q4 FY25 Performance Snapshot

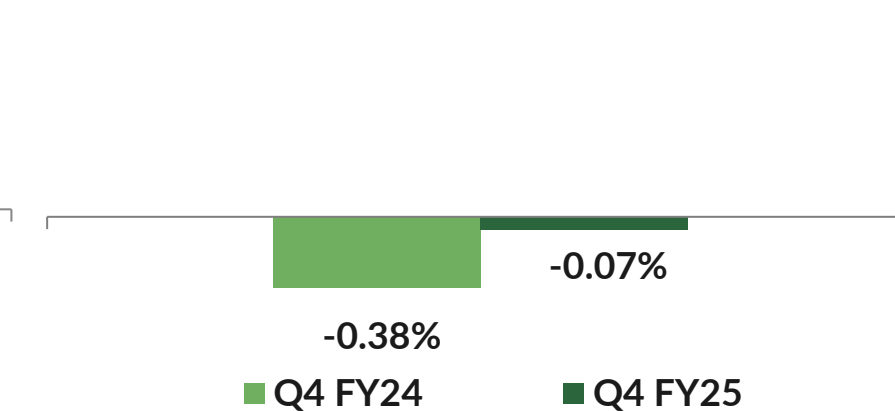


* Excluding profits from divestment of step-down subsidiary, Paynet

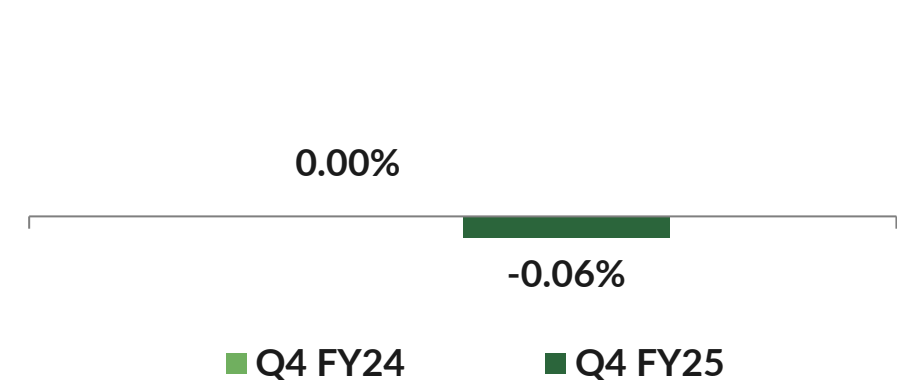
WC Components (days of sale)



Inventory Charge (% of sale)



AR Provision (% of sale)



Awards

Great Place To Work®

Certified MEA



THANK YOU

