

July 29, 2026**The National Stock Exchange of India Limited**Exchange Plaza, Bandra-Kurla Complex,
Bandra (E), Mumbai – 400051

Symbol: REDINGTON

BSE LimitedFloor 25, Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai — 400 001

Scrip: 532805

Sir/Madam,**Sub: Investor/Analyst Conference call - Presentation**

This is further to our announcement dated July 27, 2026 on the Earnings Conference call to be held on July 30, 2026, 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.

Thank you

For Redington Limited**K Vijayshyam Acharya****Company Secretary****Encl: a/a**



EARNINGS PRESENTATION

Q1FY27



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 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.

Financial Highlights

✓ *Highest Ever Revenue achieved in any Quarter*

✓ *Highest Ever PAT achieved in any Quarter*

✓ *PAT growth faster than revenue growth*

- Q1FY27 – YoY growth
 - Global excl. Arena - Revenue grew by **41%**, EBITDA grew by **54%** and PAT grew by **64%**
 - Global incl. Arena - Revenue grew by **34%**, EBITDA grew by **67%** and PAT grew by **77%**
 - SISA – Revenue grew by **63%**, EBITDA grew by **50%** and PAT grew by **56%**
 - ROW excl. Arena – Revenue grew by **16%**, EBITDA grew by **64%** and PAT grew by **81%**
 - ROW incl. Arena– Revenue grew by **6%**, EBITDA grew by **121%** and PAT grew by **143%**

SISA : Singapore, India & South Asia

ROW : Rest of the World

Financial Highlights

- **Key Metrics – Global (Q1FY27)**
 - **WC days is 32 days**, reduced by **5 Days** on YoY basis
 - **SSG grew by 53%**, **TSG grew by 49%** and **ESG grew by 35%** on YoY basis
 - **Debt to Equity was at 0.39x**
 - **ROCE was at 22.2%** and **ROE was at 18.8%**

*SISA : Singapore, India & South Asia
ROW : Rest of the World*

Financial Highlights – Q1FY27

✓ *India demonstrated exceptional revenue & PAT growth momentum*

SISA BUSINESS

- YoY Revenue grew by **63%**, EBITDA grew by **50%** and PAT grew by **56%**
- ROCE was at **28.3%** and ROE at **26.6%**
- WC days stood at **31** days, reduced by **5** days on YoY basis.
- YoY Strong growth across all BUs - **MSG** grew by **88%**, **TSG** grew by **57%**, **ESG** grew by **49%** and **SSG** grew by **42%**
- **India Distribution:** YoY Revenue grew by **63%**, EBITDA grew by **54%** and PAT grew by **60%**

SISA : Singapore, India & South Asia
ROW : Rest of the World

Financial Highlights – Q1FY27

✓ *ROW demonstrated good performance despite ongoing geo-political challenges*

ROW BUSINESS Incl. Arena

- Revenue grew by **6%**, EBITDA grew by **121%** and PAT grew by **143%**
- WC days stood at **32** days, decreased by **8** days on YoY basis
- YoY Strong growth in **SSG** by **63%** and in **TSG** by **36%**

ROW BUSINESS Excl. Arena

- Revenue grew by **16%**, EBITDA grew by **64%** and PAT by **81%**
- YoY Strong growth in **SSG** by **64%**, **TSG** by **34%** and **ESG** by **31%**

SISA : Singapore, India & South Asia
ROW : Rest of the World

Financial Highlights – Q1FY27

✓ *ProConnect achieved all-time high quarterly revenues*

PROCONNECT GLOBAL

- Q1FY27 YoY Revenue grew at **38%**, EBITDA grew at **15%** and PAT grew at **24%**
- Q1FY27 EBITDA margin at **9%** and PAT at **3%**
- Captive business at **28%** for the quarter

SISA : Singapore, India & South Asia
ROW : Rest of the World

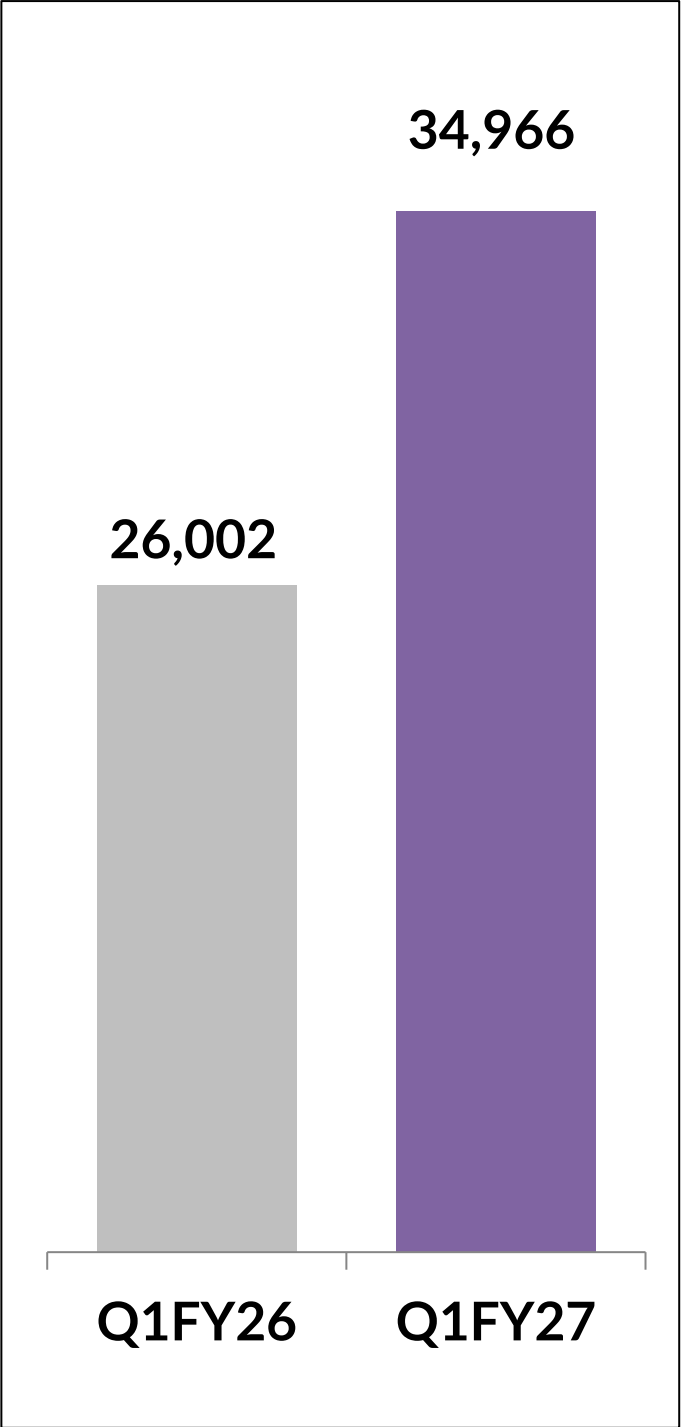


Q1FY27 Performance Snapshot

Q1FY27 Redington Global Performance

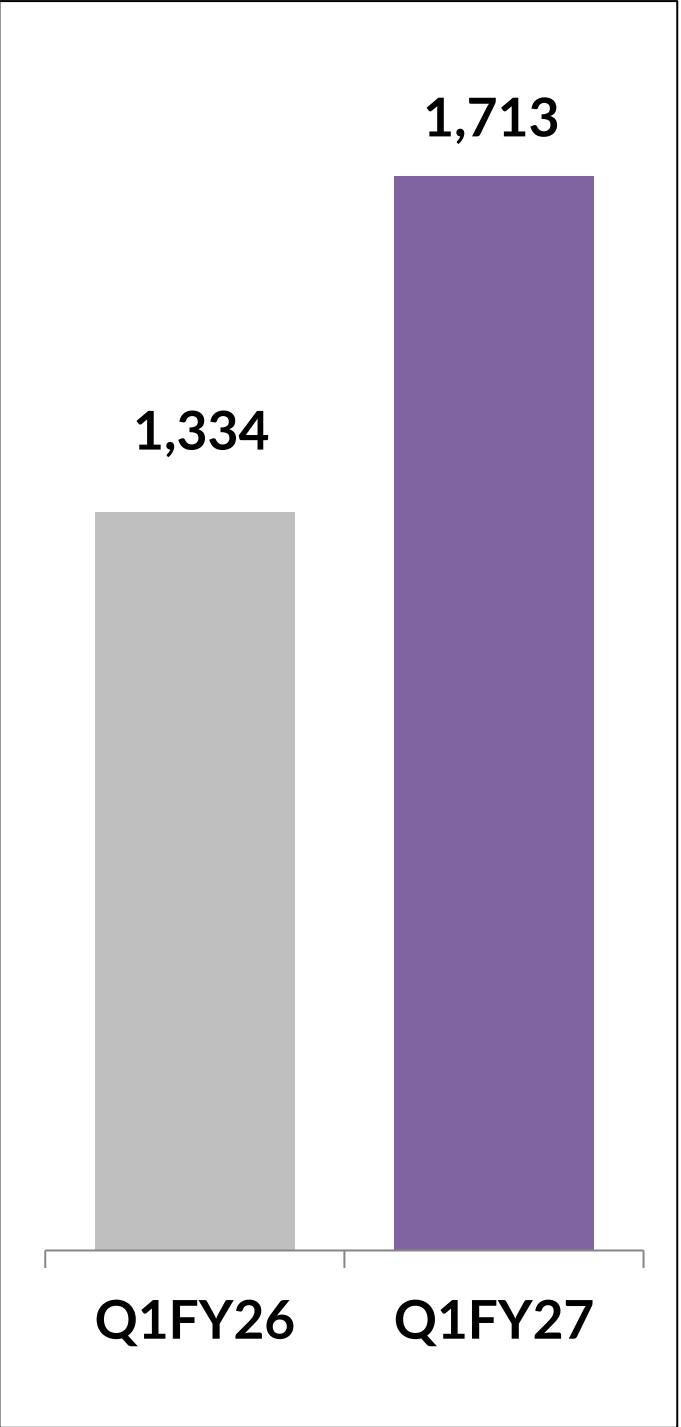
REVENUE

34%



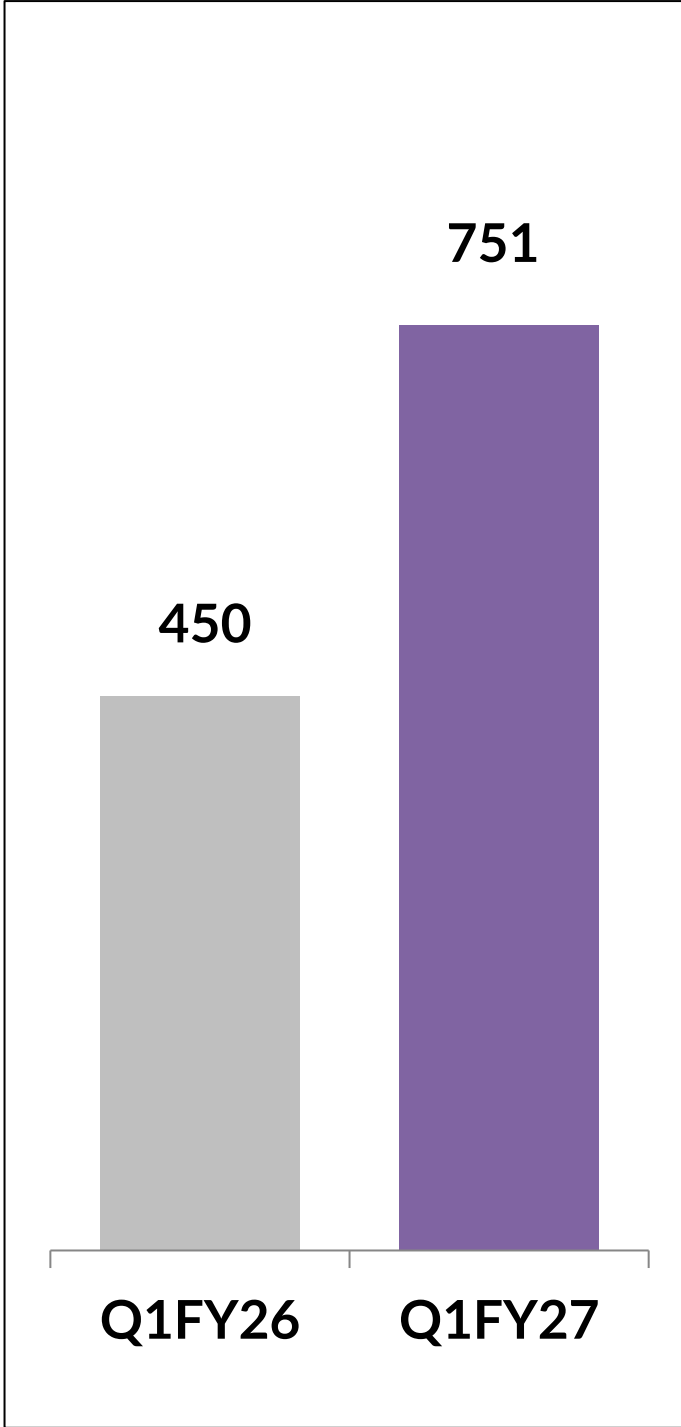
GM

28%



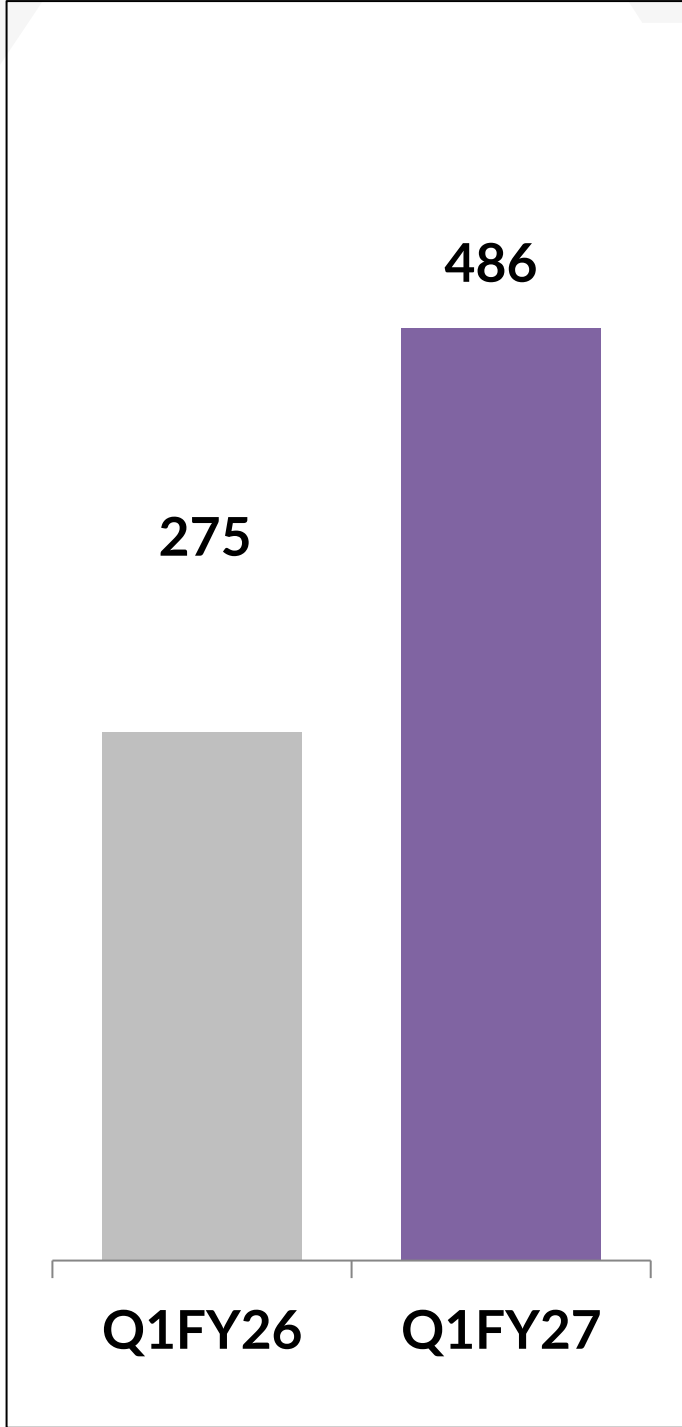
EBITDA

67%



PAT

77%

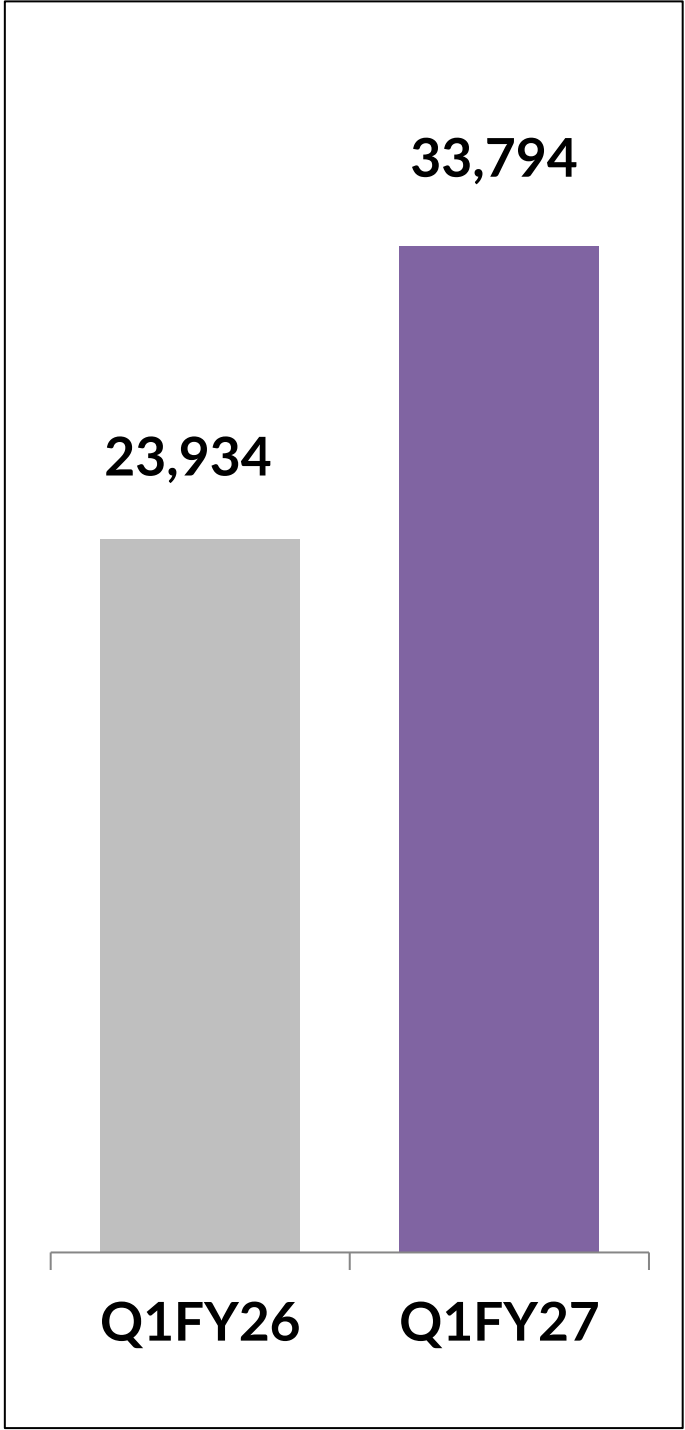


₹ in Cr

Q1FY27 Redington Global Excl. Arena Performance

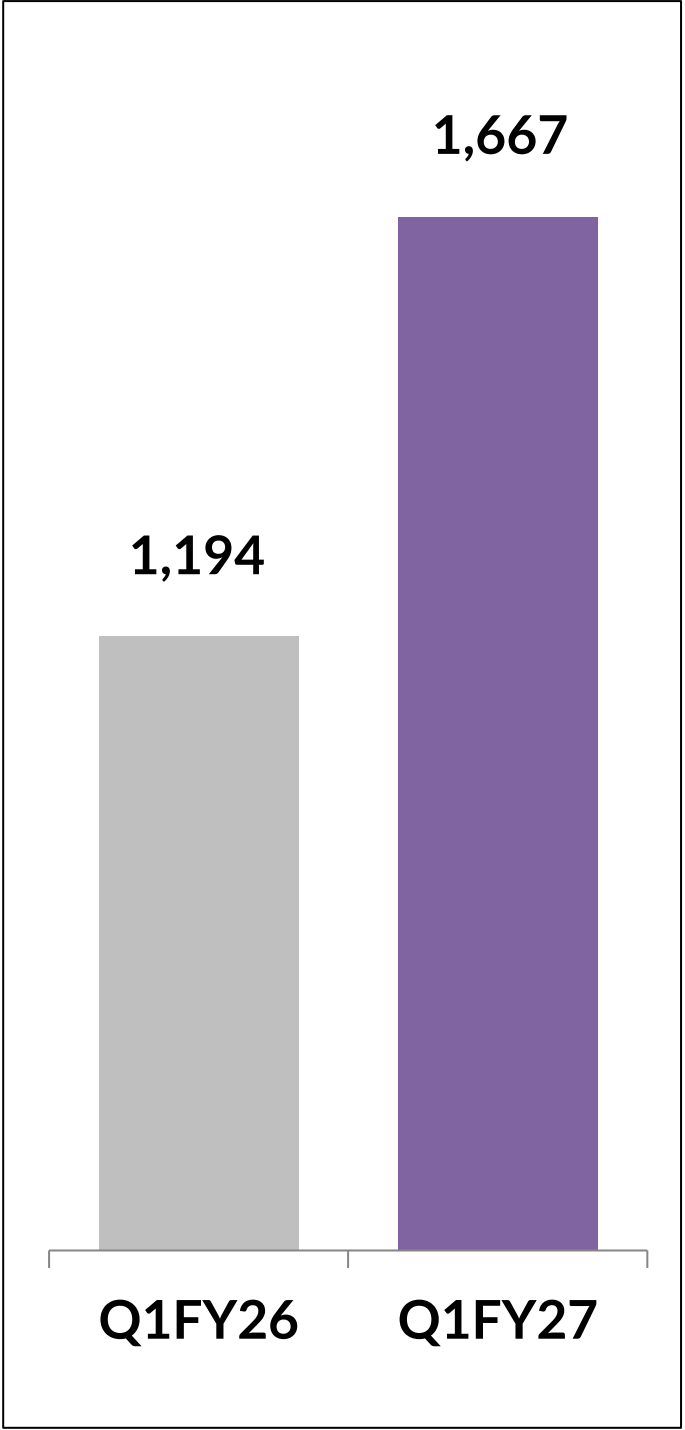
REVENUE

41%



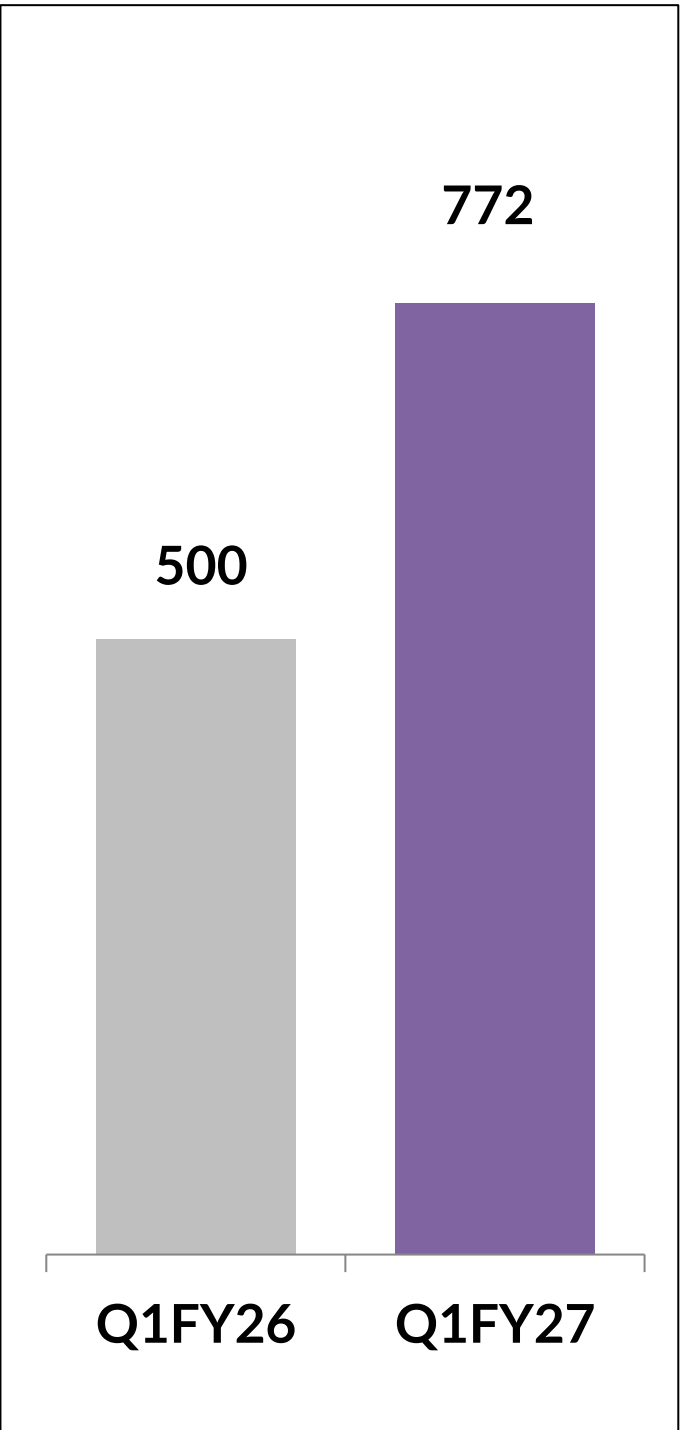
GM

40%



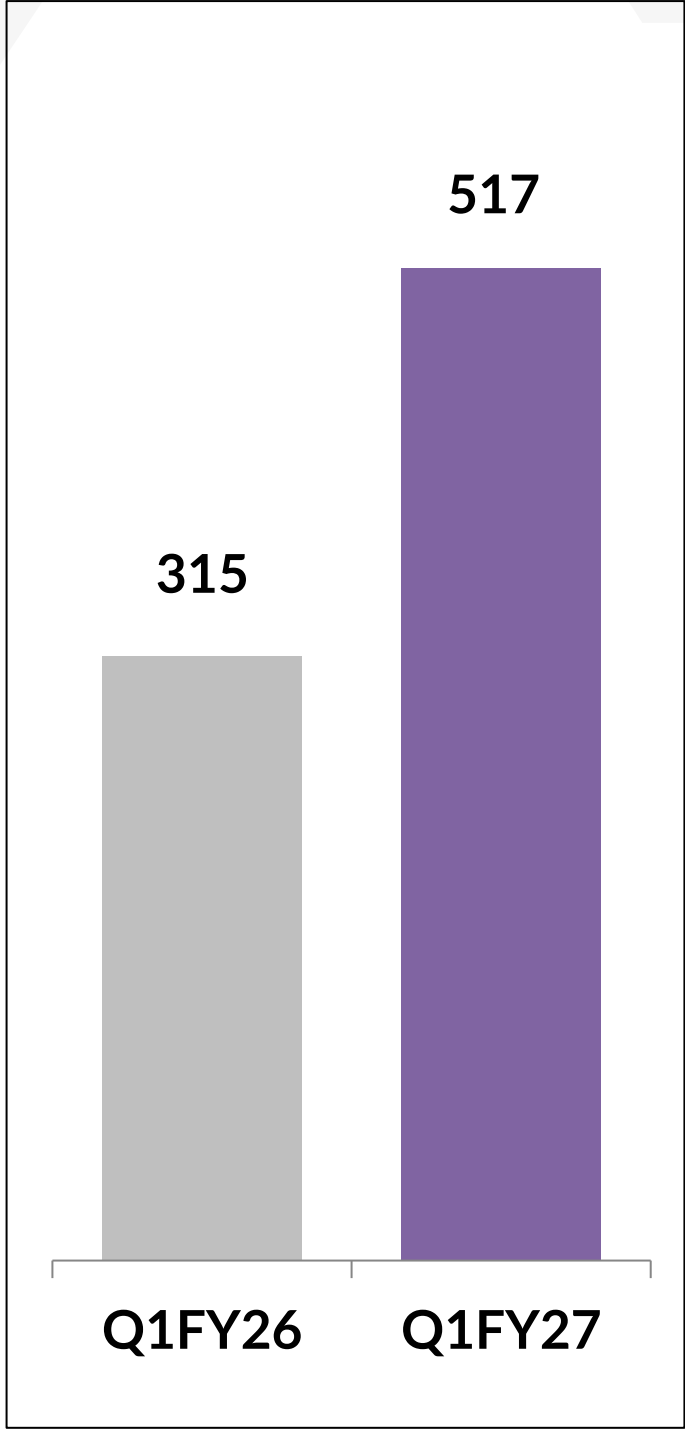
EBITDA

54%



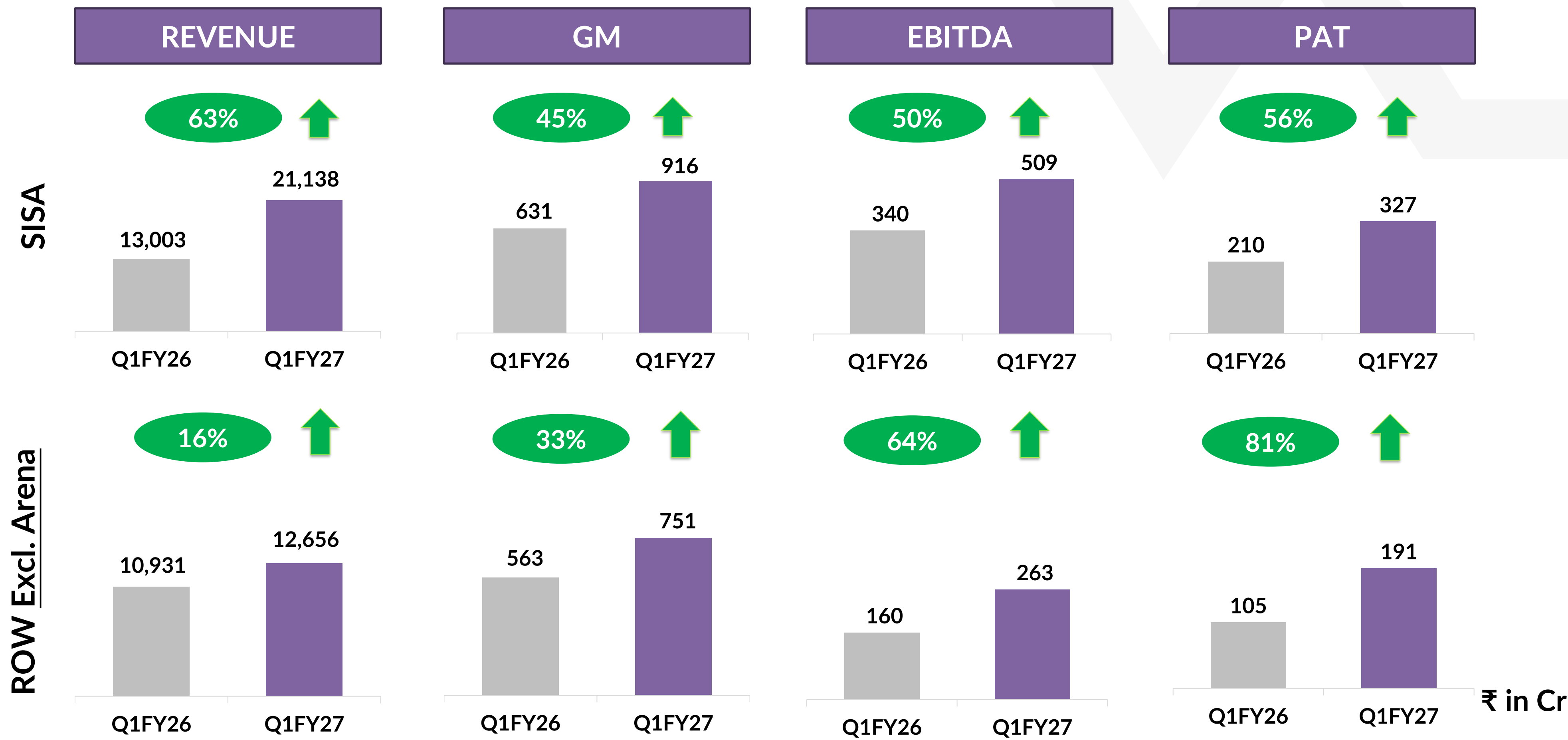
PAT

64%

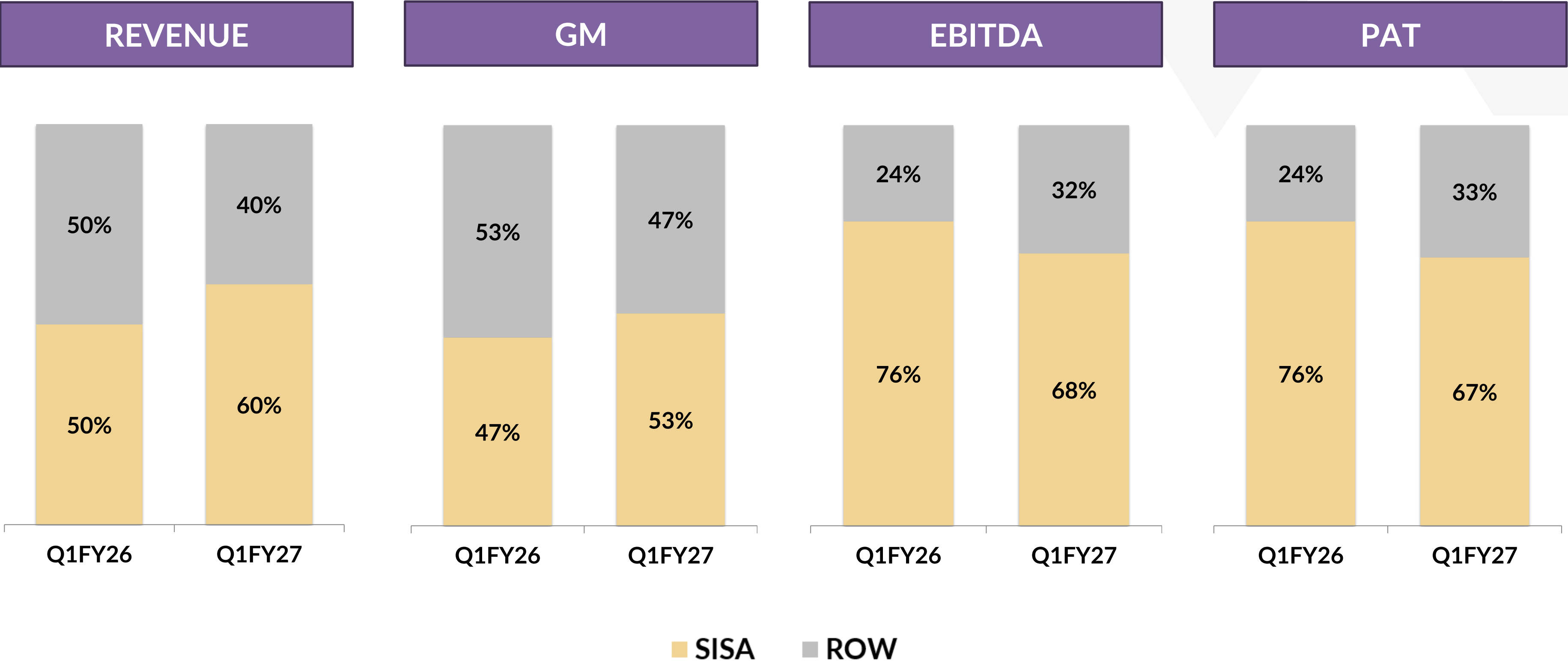


₹ in Cr

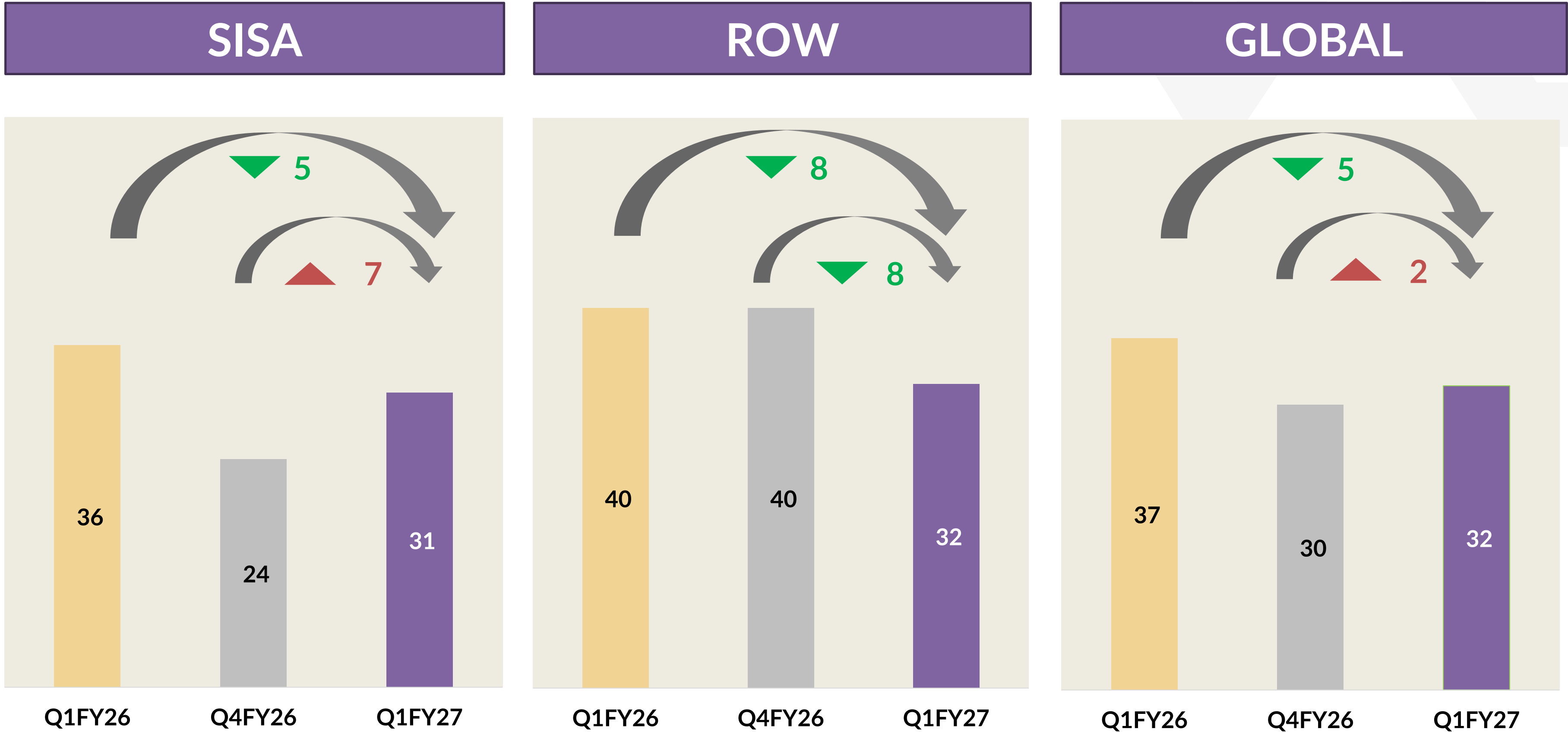
Q1FY27 Performance by Market



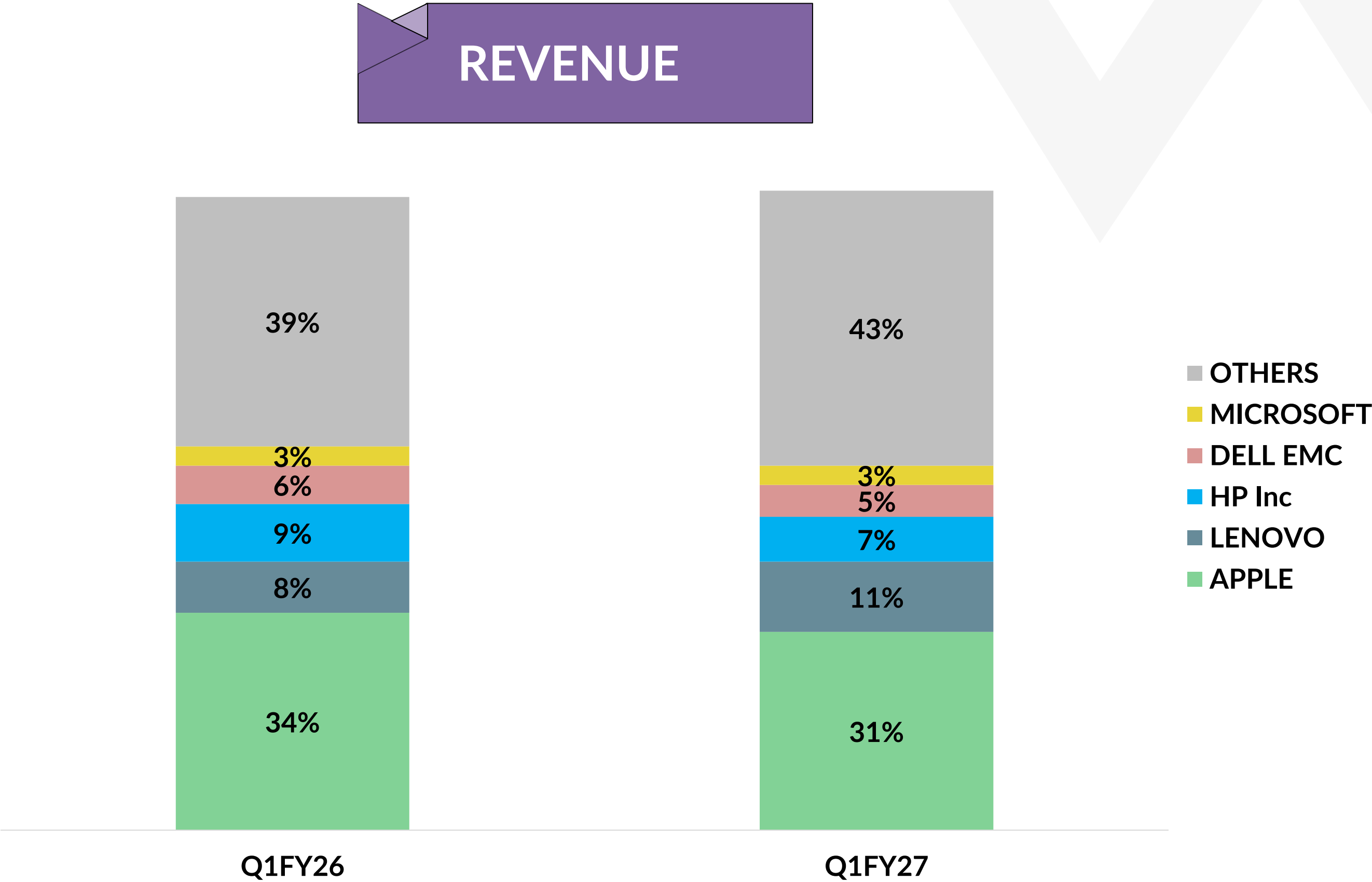
Q1FY27 Contribution by Market



Q1FY27 Working Capital Days



Q1FY27 Top 5 Vendors



Q1FY27 Verticals Revenue

Verticals	SISA			ROW			GLOBAL		
	Q1FY26	Q1FY27	YoY	Q1FY26	Q1FY27	YoY	Q1FY26	Q1FY27	YoY
ESG	4,037	6,007	49%	3,525	4,219	20%	7,562	10,225	35%
TSG	2,551	4,004	57%	1,524	2,092	37%	4,076	6,096	50%
SSG	1,872	2,666	42%	2,047	3,296	61%	3,919	5,962	52%
MSG	4,387	8,250	88%	5,786	4,059	-30%	10,173	12,308	21%
Renewable energy	37	64	75%	2	7	250%	39	71	82%
Logistics	157	201	28%	93	141	52%	251	342	36%
Other Services	21	22	2%	50	58	16%	71	79	11%

Decline in Other services due to Paynet divestment.

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, Server & Storage, Power & Collab
MSG	Mobility Solutions Group	Smart Phones & Feature Phones
SSG	Software Solutions Group	Cloud and Professional Services, Software Licensing & Subscription, Enterprise Security Solutions
Renewable energy	Solar	Solar Panels & Inverters
Logistics	ProConnect Supply Chain Solutions	Logistics, Warehousing, Transportation & VAS
Other Services	Ensure & RGS	Ensure : IT Services, RGS : Shared Services

Q1FY27 Free Cash Flow Statement

Particulars (₹ in Cr)	Q1FY26	Q4FY26	Q1FY27
Profit Before Taxation	304	395	611
Non-cash items	137	257	92
Finance Cost	92	72	89
Changes in Working Capital	(1,323)	(1,465)	(1,825)
Direct Tax Paid	(73)	(142)	147
Net Cash Flow from Operations	(863)	(883)	(885)
Capex	(31)	(48)	(36)
Outflow of Finance Cost	(46)	(69)	(74)
Free Cash Flow	(940)	(999)	(995)

FCF = NCFO – Capex – Finance cost

Amounts may not add due to rounding

Investor Contacts

Vijayshyam Acharya K
Compliance Officer

Palak Agrawal
Head – Investor Relations

Registered office:

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

<https://www.redingtongroup.com>

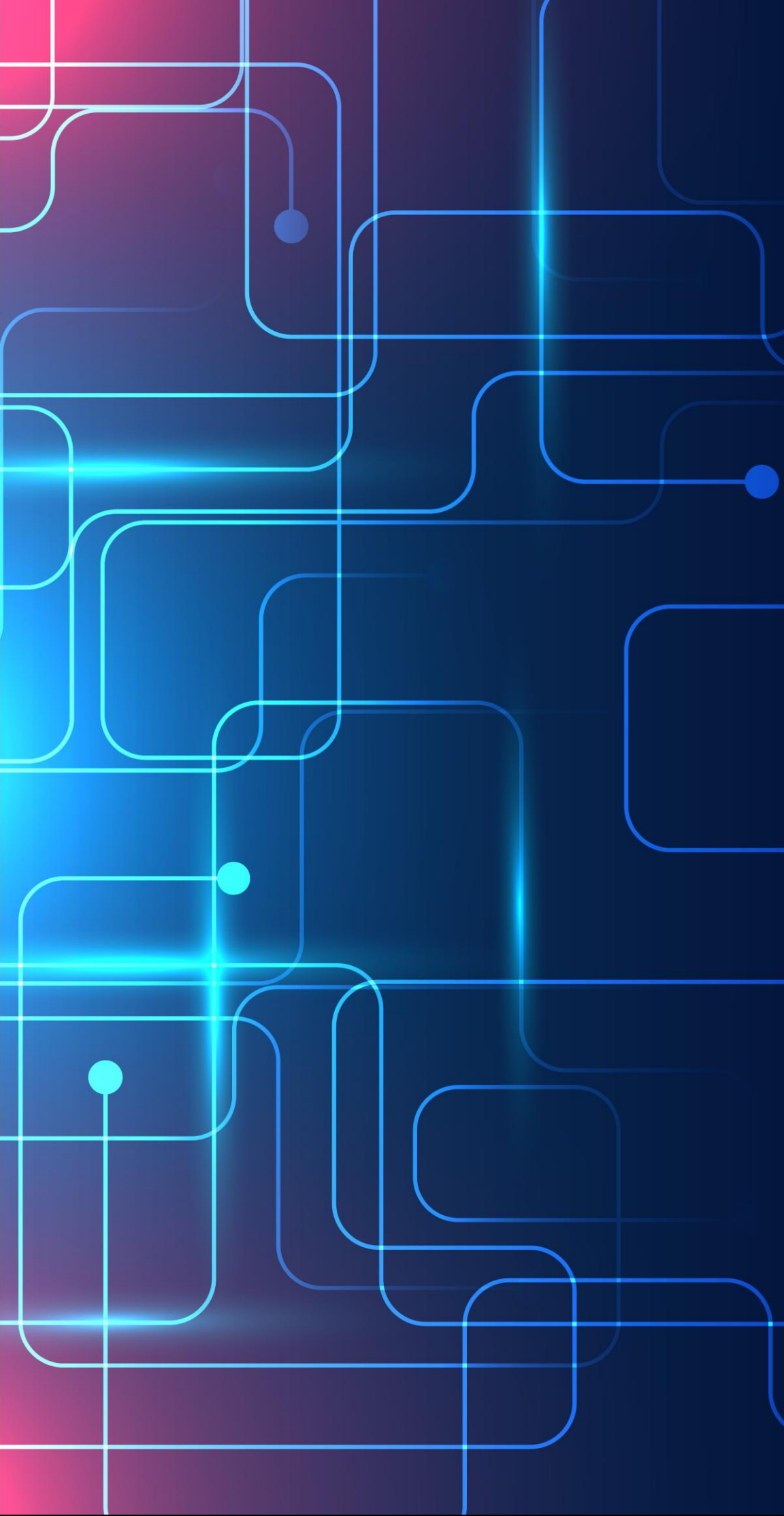
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Thank You

CORPORATE PRESENTATION

Q1FY27





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Redington

ABOUT US

~5,300

Redingtonians creating a culture of inclusion, creativity, and innovation

73,000+

Channel Partners

~450

Brands

168

Warehouses

71

Sales Offices



Products , Service & Solutions Company

- An Emerging Markets Multinational with presence across 40 markets
- Distributing entire gamut of IT products namely Smartphone, PCs, server, storage, networking, solar, 3D printing, etc.
- Software & solutions, Cloud, Security, XaaS, Professional 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

- \$13.5bn+ company with a strong double digit-CAGR for 19 years
- Amongst the Top 10 IT distribution company in the world
- ROE at 16.8%* and ROCE at 19.7% in FY26

* Excluding Arena investment impairment impact

The Making of Redington



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



1999 - 02

- 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.



2007 - 10

- 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.

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.



2011 - 14

- 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.

2019 - 22

- 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.

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 - 26

- India's No 1 Distributor by VAR India.
- ISO 27001 Certification.
- Most Preferred Workplace 2023
- Awarded LinkedIn Top Companies in India 2024.
- Redington Offices in Chennai (Platinum) & Gurgaon (Gold) gets LEEDS certified.
- India's Most Sustainable Companies by Business World
- Divested Paynet, Arena's home-grown Fintech step-down subsidiary
- Divestment of Vodafone Contract by Arena
- Software & Solutions business crossed \$2bn mark



Core Values



- Being open, honest and direct in our dealings
- Being transparent with our communications and actions

Uncompromising Integrity



- Fostering a culture of inclusion
- Ensuring fairness and dignity for all

Respect & Trust



- Best customer experience for the customer
- Keeping customer as the center of our business's philosophy, operations, or ideas

Customer Centricity



- High levels of ownership and commitment
- Innovative, flexible and open to new ideas

Strive for Excellence



- Individual contribution key to our success
- Ensure effective collaboration

Results through Teamwork

Portfolio



End Point Solutions Group

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



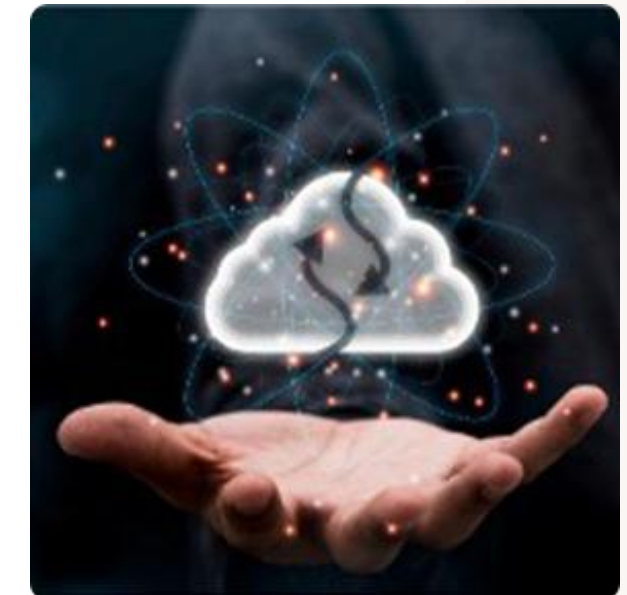
Technology Solutions Group

Networking, Server, and Storage, Power & Collab



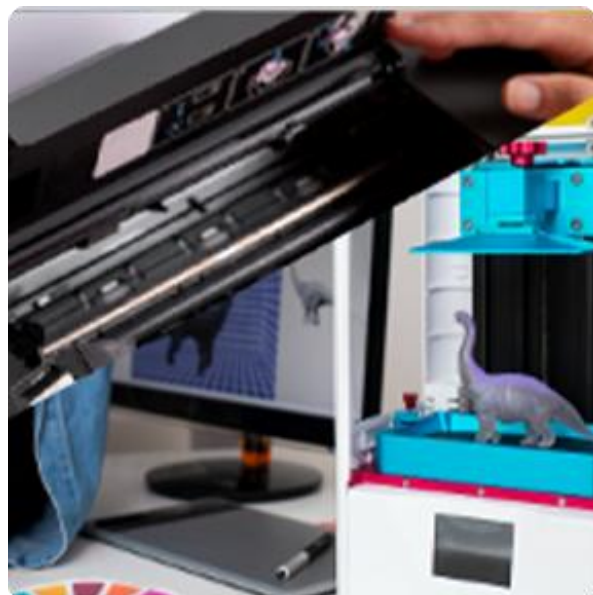
Mobility Solutions Group

Smartphones



Software Solutions Group

Cloud and Professional Services, Software Licensing & Subscription, Enterprise Security Solutions



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

Enviabl Partnerships with
~450 brands



Presence

Global Footprint

#1 - #2

Across Most Markets

40

Markets Served

33

In Country Presence

- Turkey, Africa, Egypt, CIS (TAEC)
- India & Middle East
- South Asia and South-East Asia



Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

Route to Market

Channel partners



Commercial/Enterprise IT

- System Integrators
- Corporate Resellers
- Service Providers (MSPs, MSSPs, CSPs)
- Value added Resellers
- ISVs
- Cloud Digital Platform/ Marketplace

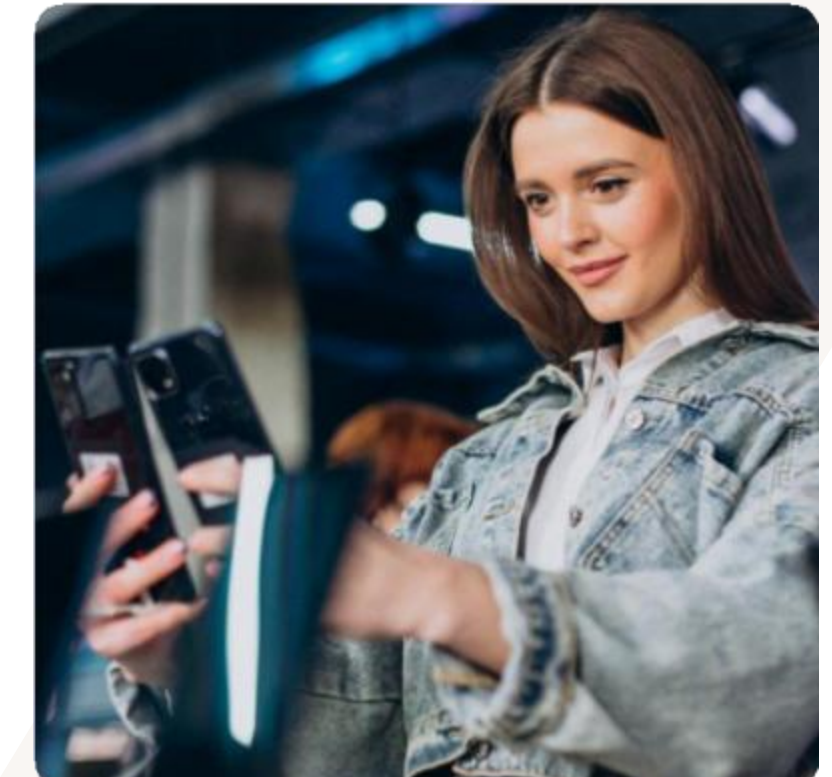
TSG, SSG, ESG



Consumer IT

- Large Format Retailers
- Hypermarkets
- E-tailers/ Marketplace
- Mono Brand Stores
- Consumer Electronics Stores
- Independent Retailers
- Digital Platform

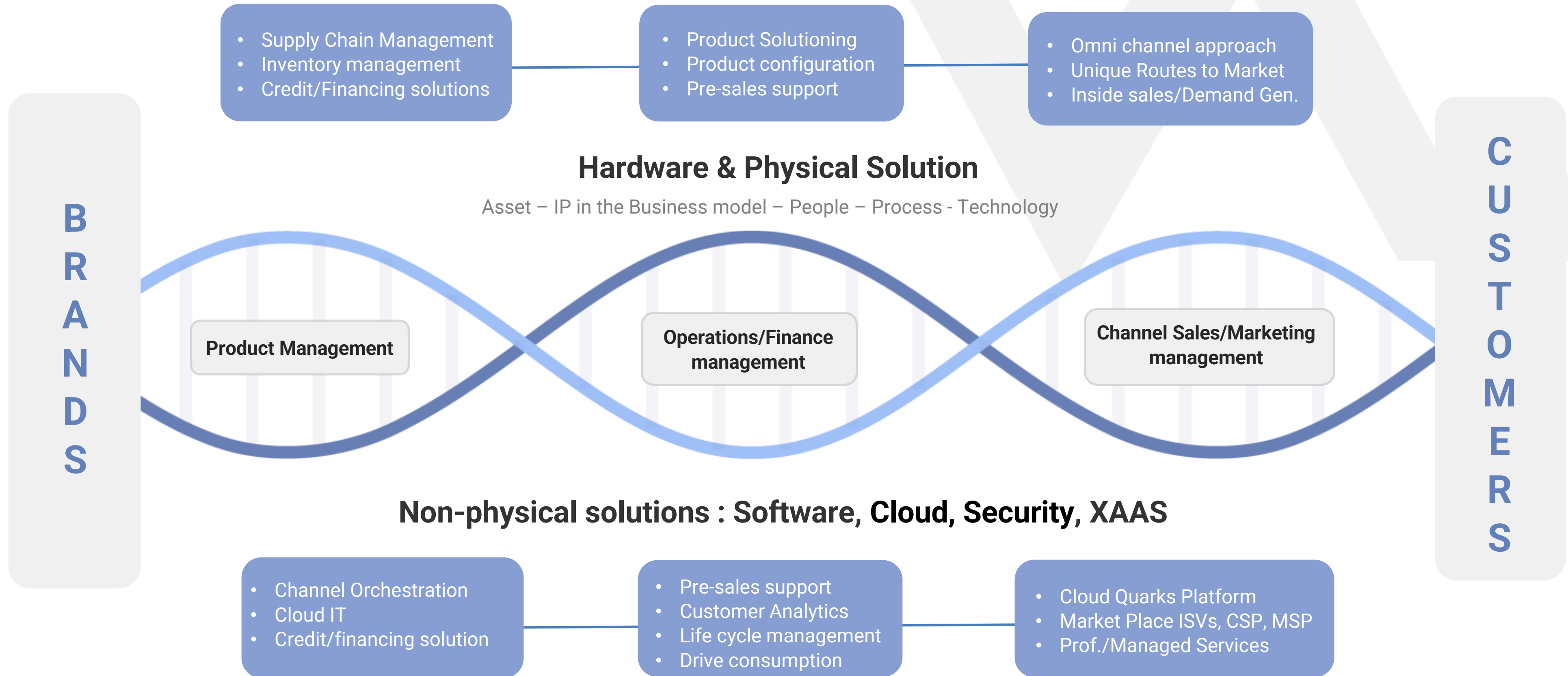
ESG & MSG



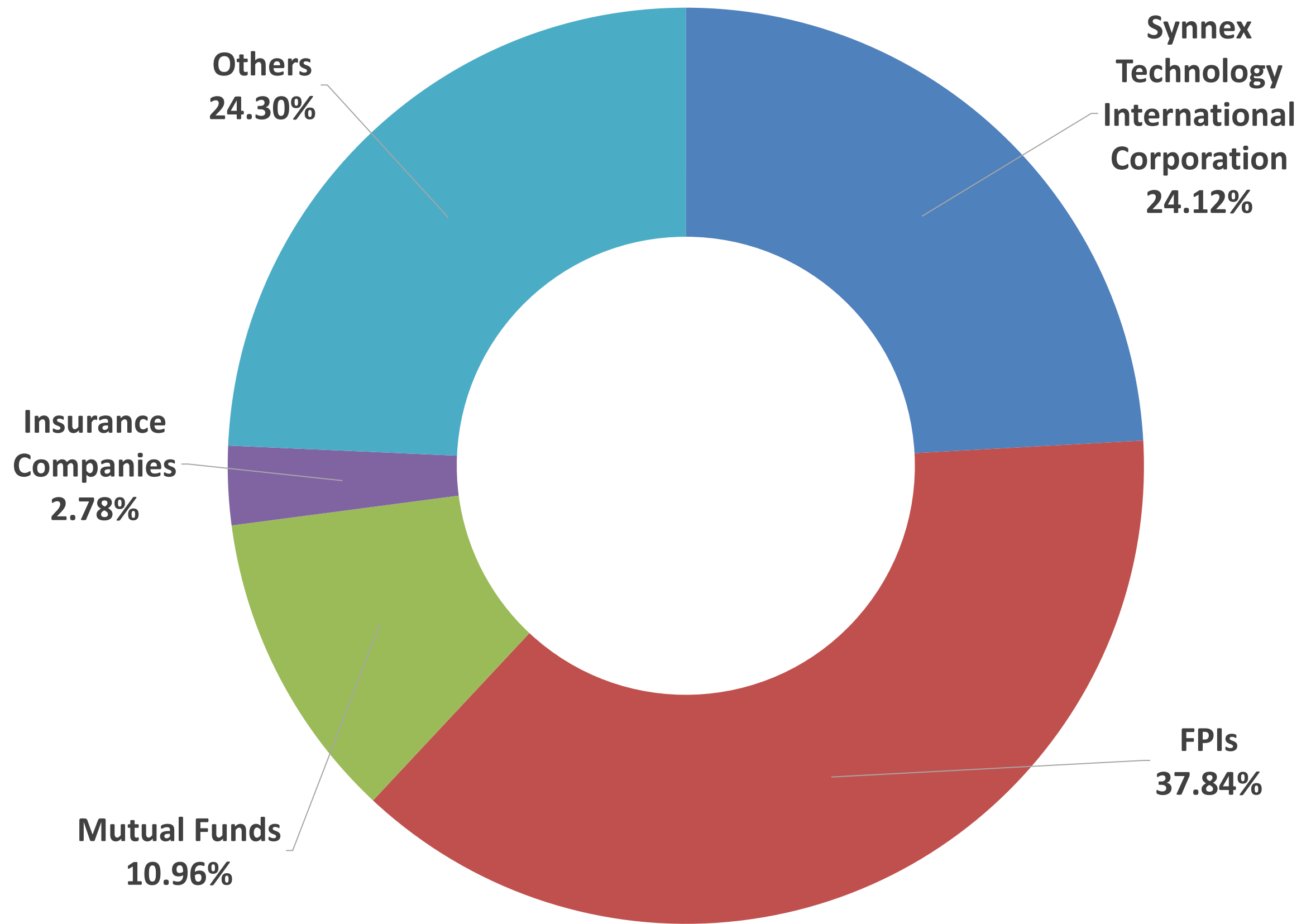
Mobility

- Large Format Retailers
- Hypermarkets
- E-tailers/ Marketplace
- Mono Brand Stores
- Telecom Channel
- Independent Retailers
- Digital Platform

Enabling Technology Adoption : Our DNA & value added



Shareholders



Note: Others Includes Indian Public, Clearing members, NRIs, Central Govt/ State Govt/ President of India

Shareholding date:
30 June 2026

Board of Directors



Professor J. Ramachandran

Chairman & Non Executive Director



V S Hariharan

Managing Director & Group CEO



Anita P Belani

Independent Director



B. Ramaratnam

Independent Director



Tu, Shu-Chyuan

Non Executive Director



S.V. Krishnan

Finance Director



Sudip Nandy

Independent Director



Ajay Rotti Jayathirtha

Independent Director



Chen, Yi-Ju

Non Executive Director

Leadership

Leadership Team

Experienced & Diverse

Middle Management

Long Tenure & Domain expertise



Ramesh Natarajan
CEO, India & Middle East



V S Hariharan
Managing Director & Group CEO



S V Krishnan
Finance Director



Serkan Çelik
CEO, Turkey, Africa, Egypt & CIS



Cem Borhan
CEO, Southeast & South Asia



Sayantan Dev
Global Head, Software Solution Group



Serkan Kutlu
Global Chief Strategy Officer



Deepak Puligadda
Global Chief Technology Officer



Puneet Chadha
Global Chief Marketing Officer



R Venkatesh
Global Chief Sustainability Officer

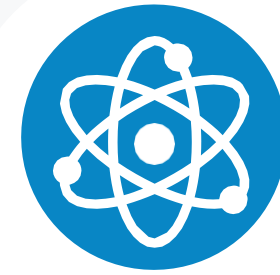


Vijay Raghavan
CEO, ProConnect



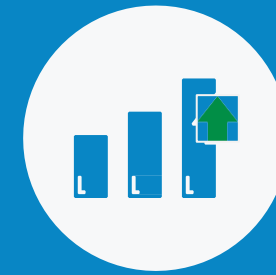
Srinivasababu Vellanki
CEO, Redsolv Global

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"

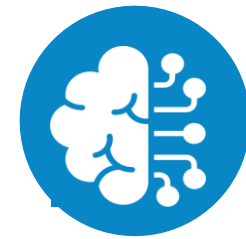
Engaging our ecosystem by co-creating distinctive initiatives and leveraging them globally as our best practices.

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

Key Technology Trend



Hybrid Cloud



Artificial Intelligence



Cyber Security



Software



Sustainability Tech

Technology Trends

GROWTH CAGR% 2026-29

INDIA
28%

MEA
19%

INDIA
27%

MEA
28%

INDIA
12%

MEA
10%

INDIA
18%

MEA
13%

INDIA
21%

MEA
19%

What it means for Redington

Building a diverse IaaS and SaaS portfolio catering to hybrid cloud requirements

Investing on outcome-based customer approach to enhance hybrid cloud utilization

Forging alliances with AI technology providers to deliver cutting-edge solutions to customers

Building AI Experience Centers and Specialized Teams to enable the ecosystem with Industry best practices

Partnering with leading cybersecurity vendors to deliver integrated security solutions

Scaling up the Cybersecurity Services (Professional & Managed)

Software contribution in ICT Distribution Industry grew steadily.

Re-aligning org & ops model for Software led business growth.
Ambition to grow software segment in Redington to 20%

Expanding product catalog to include sustainable tech solutions

Establishing partnerships for responsible disposal and e-recycling

2026

Global IT spend growth
10.8% \$6 Tn



India
10.6% \$176 Bn



MEA
8.9% \$253 Bn



Biz Model Trends

Business Model Trends

What it means for Redington



Subscription Model

Product to Services

- 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



Ecosystem Orchestration

Owning the connective tissue

- Aggregate ISVs, hyperscaler services, and channel partners into a unified procurement, provisioning, billing and support layer
- Embedded finance and data orchestration



Circular Economy

Circulate Products and Material

- 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



AI based Biz Models

AI-as-a-Service

- Outcome-based AI Reselling that lets you charge per task / per resolved ticket / per qualified lead
- Vertical AI solution stacks that bundles AI apps, infra, services into pre-packaged solutions for specific verticals – “Redington AI for BFSI”
- Service Delivery Automation through AI is reducing number of SIs and disrupting the ecosystem. Redington plays a role by providing a readymade set of scripts to aid automation that complement SIs



Software Distribution through Marketplaces

Distribution Evolution

- Redington creates a marketplace to integrate with local ISVs and provides direct integration with hyperscalers

Approach towards ESG

ESG Key Highlights

Environment

01

100 MW

Solar Capacity created in India

30 MT

E-waste successfully diverted from landfills through responsible collection and recycling efforts

3%

Renewable energy mix

LEED Certification

LEED Platinum certification for the Corporate Office and LEED Gold certification for the Gurgaon facility.

ISO 14001

ProConnect was awarded ISO 14001 certification

Social

02

25%

Women representation on Board

25.08%

Women representation in workforce

38%

Independent Directors on the Board

ISO 45001

ProConnect was awarded ISO 45001 certification

81%

Global Employee Engagement Score

Governance

03

100%

Oversight of ESG risks and implementation plan through ESG Committee

ISO 27001

Redington, ProConnect and Redington Gulf FZE achieved ISO 27001:2022 certification

ISO 27701

Redington India achieved ISO 27701 certification

Ranked 61st

Among 200 Most Sustainable Companies in the Business World IMSC Universe

ESG Cleantech Summit

Recognized with the "Great Indian ESG Digital Transformation Leader Award"

Lenovo 360 Circle

Received the Outstanding Partner Excellence Award - AP

Redington elevated to Lenovo Learn to LEAD Partner

Value Chain ESG Assessment

ESG screening of 66% of the non-trade vendors

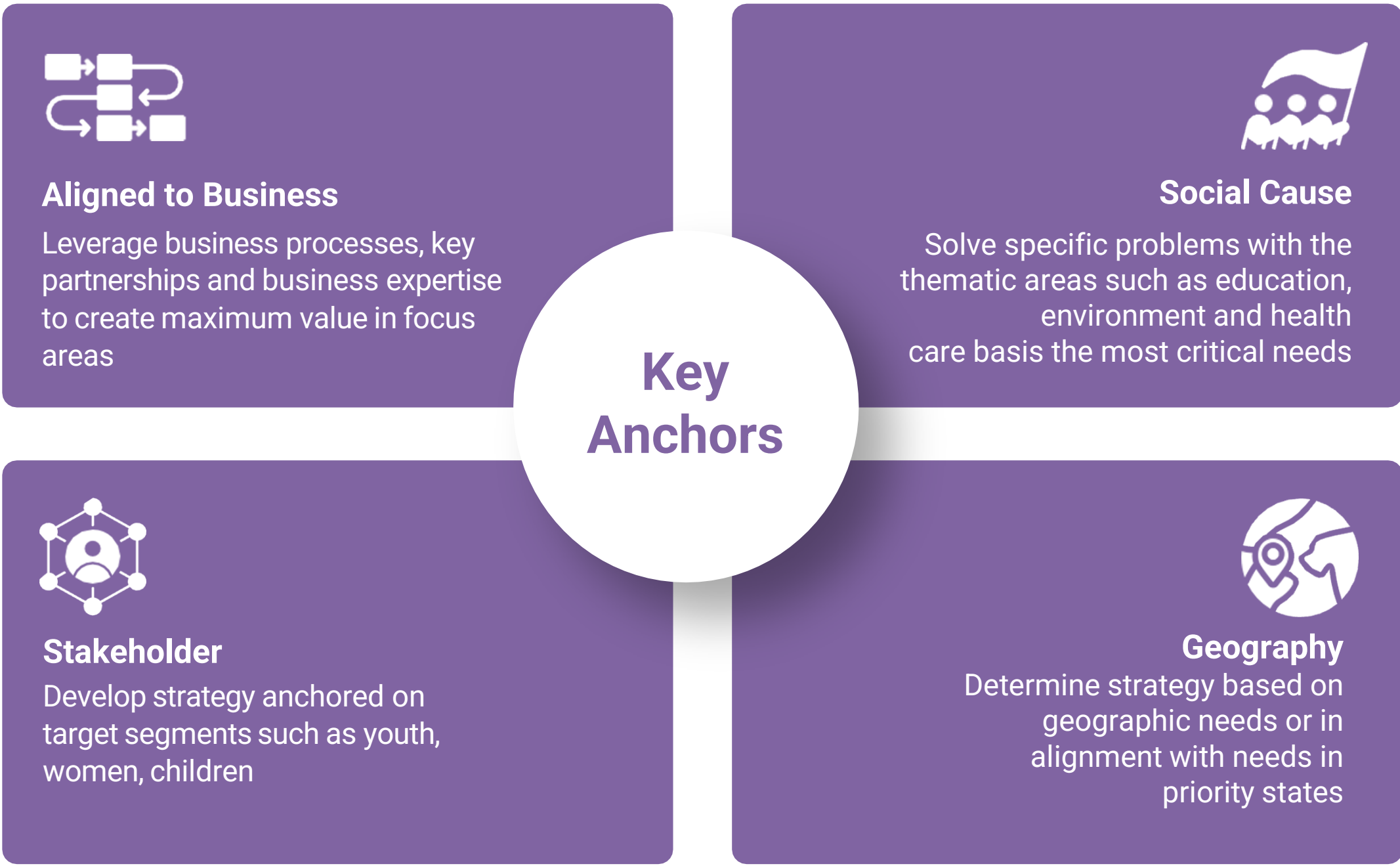
FY 2025-26 marks a significant milestone in Redington's sustainability journey with the successful publication of its Business Responsibility & Sustainability Report (BRSR) supported by "independent Reasonable Assurance", reinforcing the credibility, accuracy and transparency of ESG disclosures.

Our ESG Credentials



Approach towards CSR

REDINGTON FOUNDATION



Our Portfolio with Breadth and Depth of Programmers



Skill to Employ
Skilling programmes in logistics & supply chain management, IT/ITeS/Emerging Technology training programmes, Solar Skill Training programs, AI Learning Centers



Educate to Empower
Digital inclusion through education programmes, School Infrastrucute upgrade-WASH facilities & Scholarship

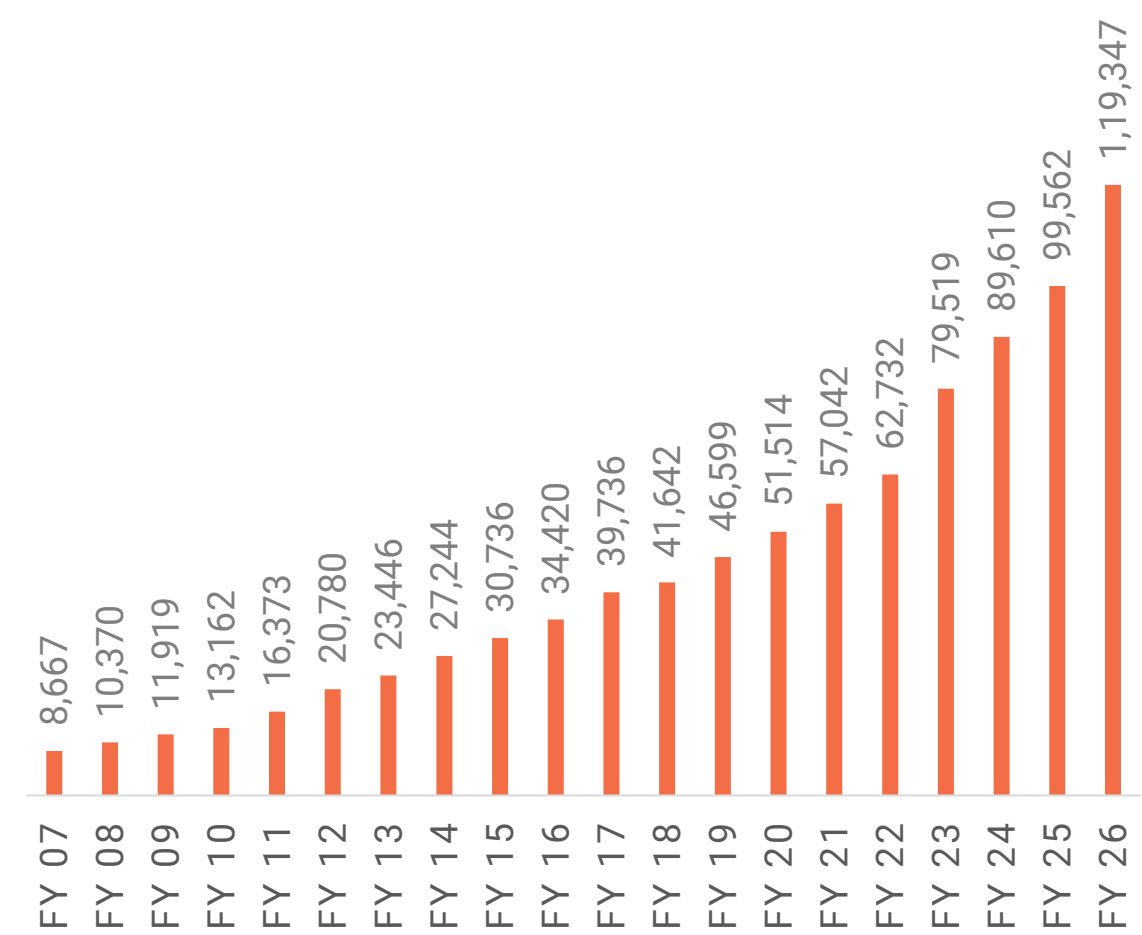


Community Development
Social progress through environmental programmes, preventive healthcare interventions, integrated village development programmes, need-based interventions aligned to disaster relief, etc.

Performance Since listing

Revenue

CAGR 15%

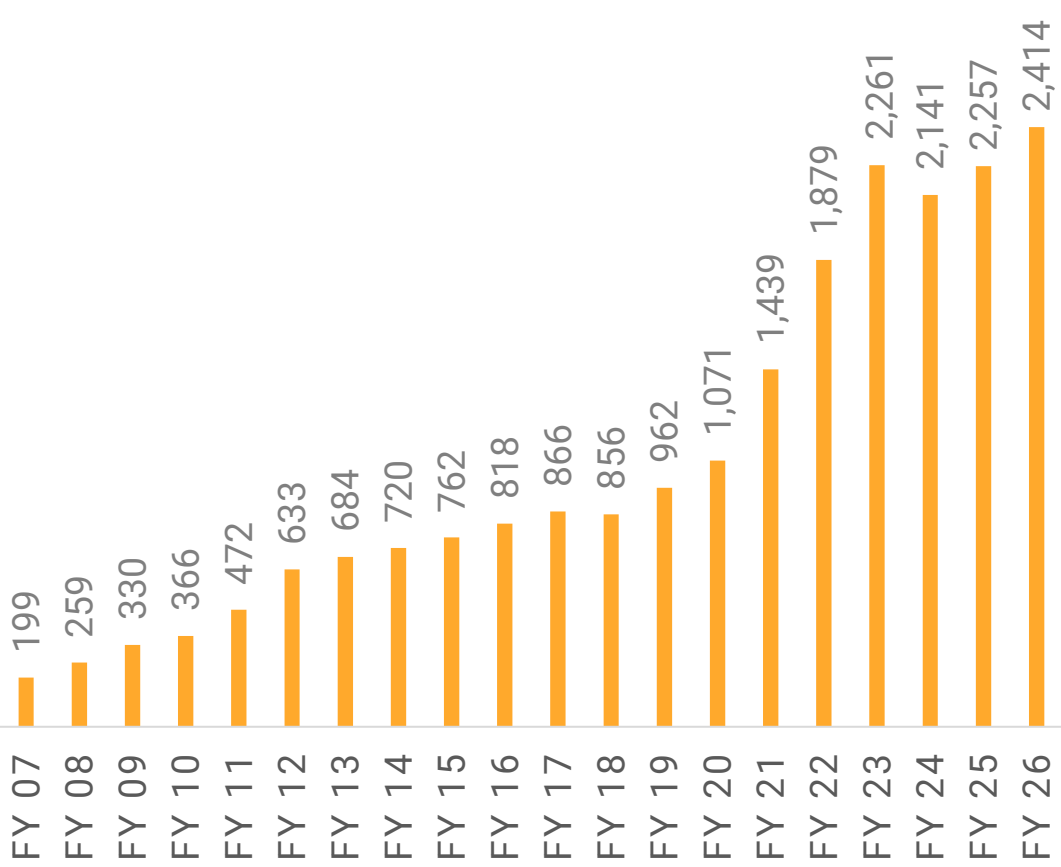


₹ in Cr.

FY26 Revenue \$13.5 Bn

EBITDA

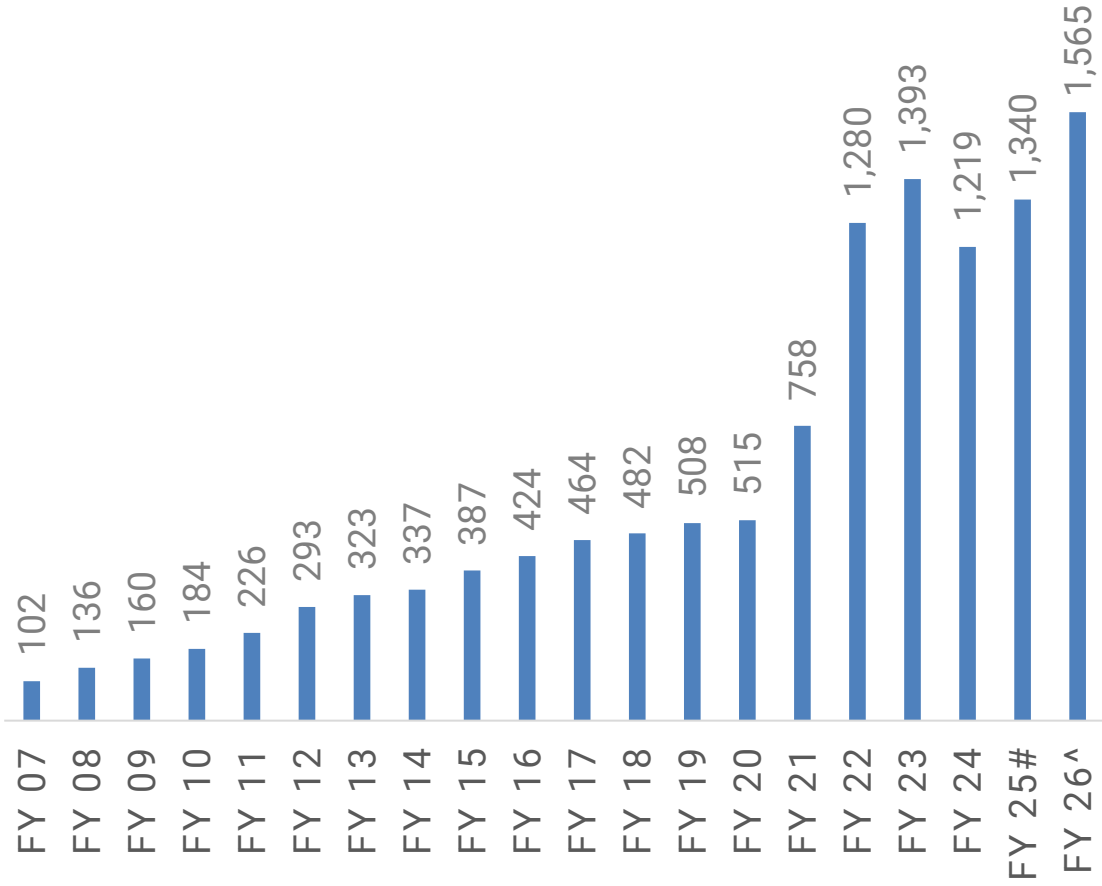
CAGR 14%



₹ in Cr.

PAT*

CAGR 15%



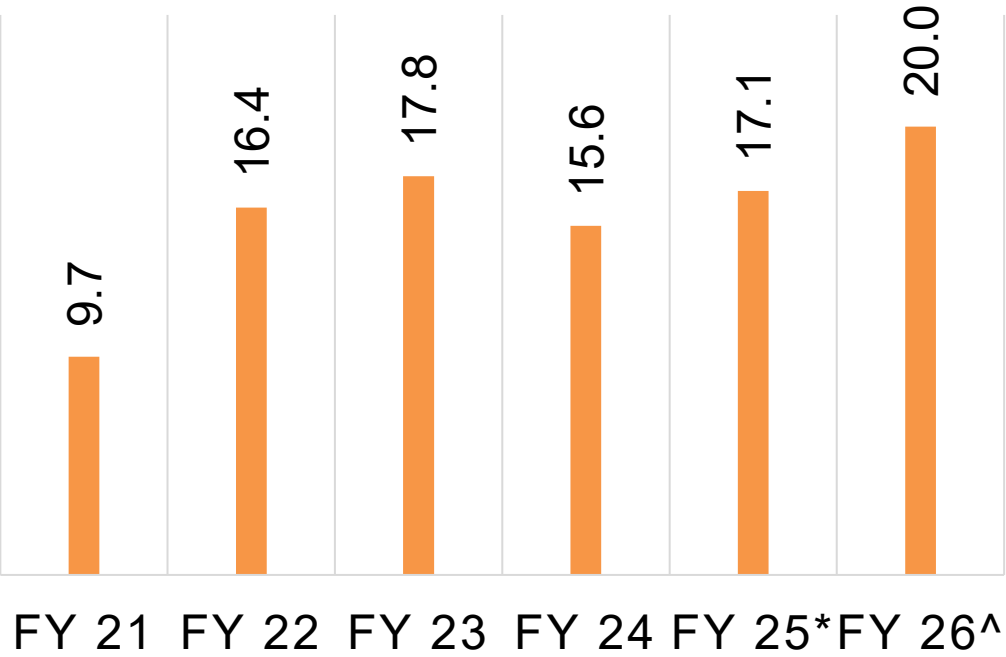
₹ in Cr.

* after minority interest
Excluding profits from divestment of step-down subsidiary, Paynet
^ Excluding Arena investment impairment impact

Shareholder Value Creation

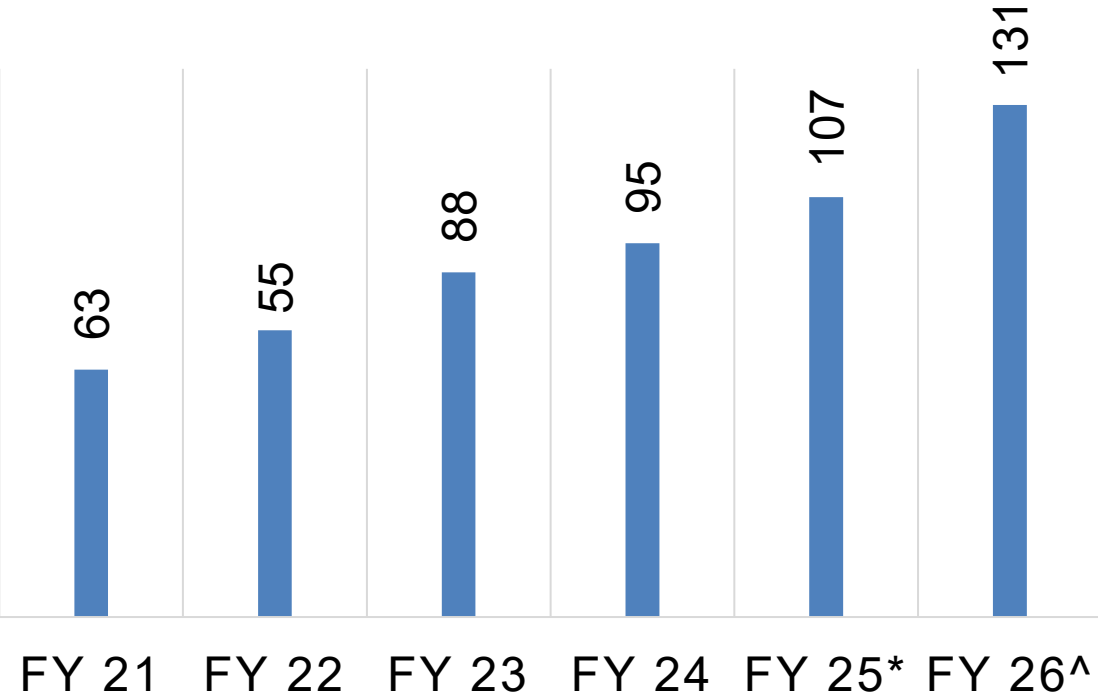
EPS

CAGR 16%



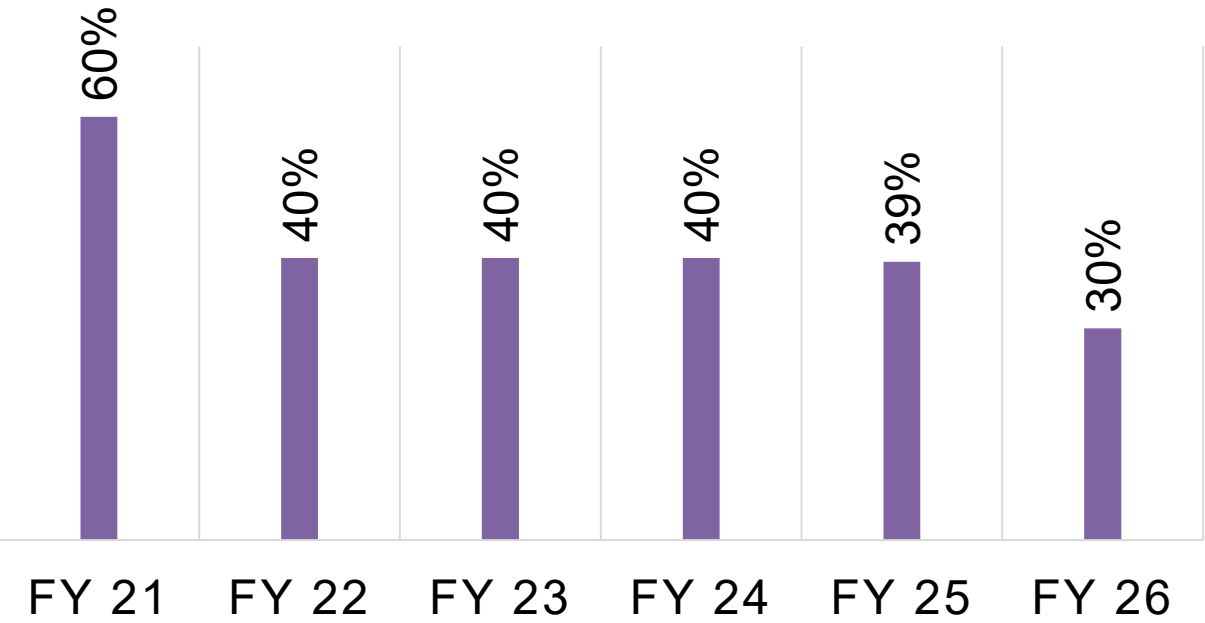
Book Value/Share

CAGR 16%

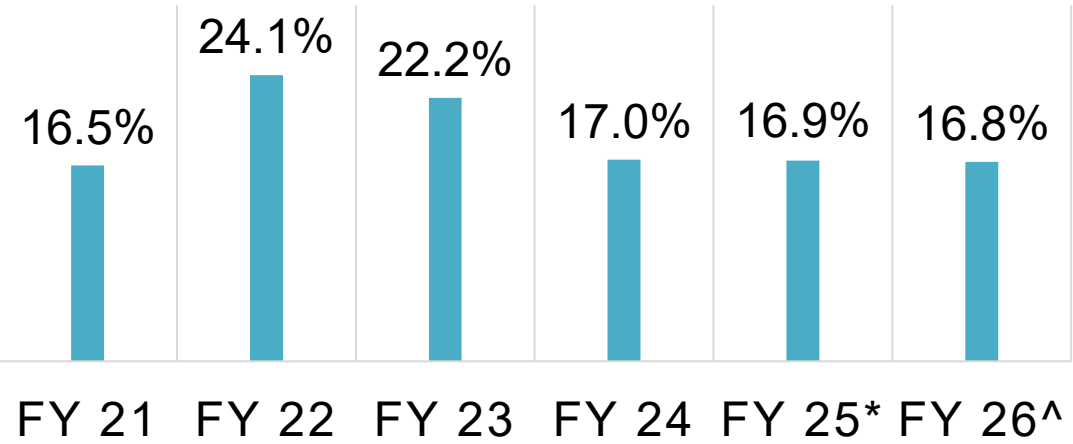


Shareholder Payout

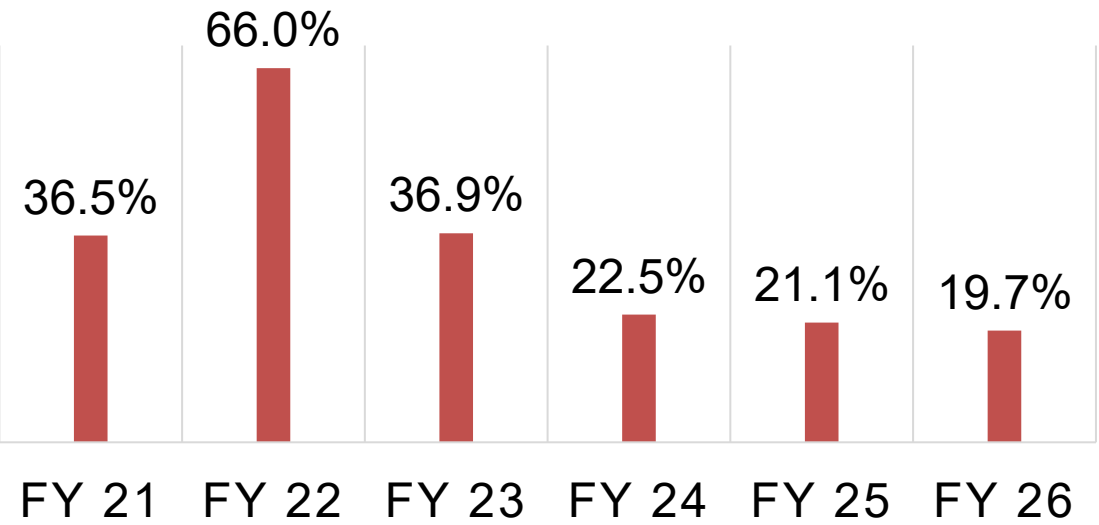
~42% of profit earned



ROE



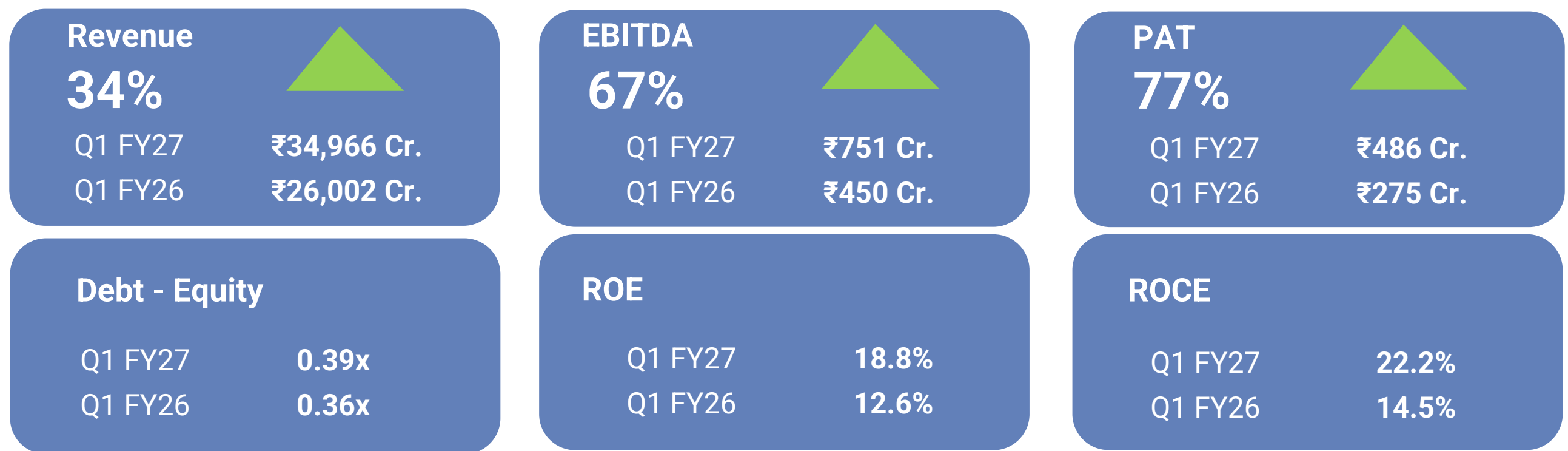
ROCE



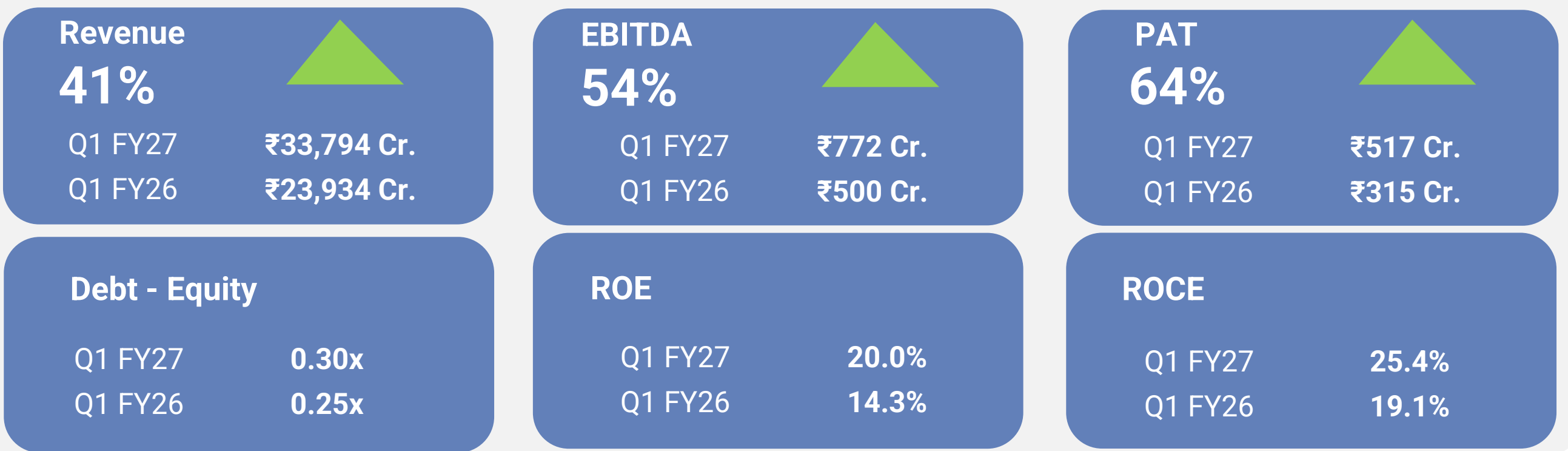
* Excluding profits from divestment of step-down subsidiary, Paynet

^ Excluding Arena investment impairment impact

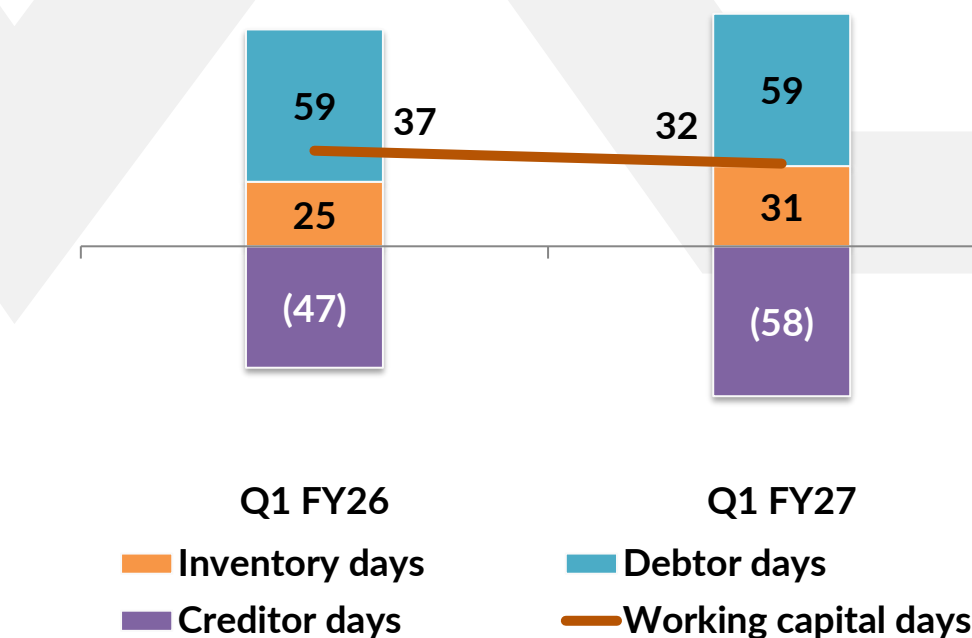
Q1FY27 Global Performance Snapshot



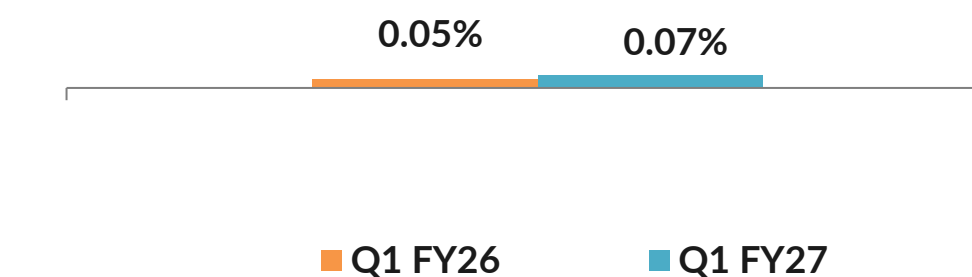
Excluding Arena Performance



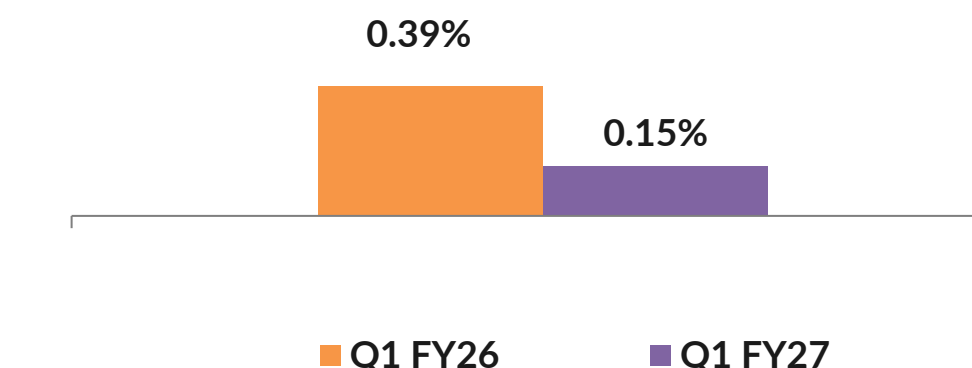
WC Components (days of sale)



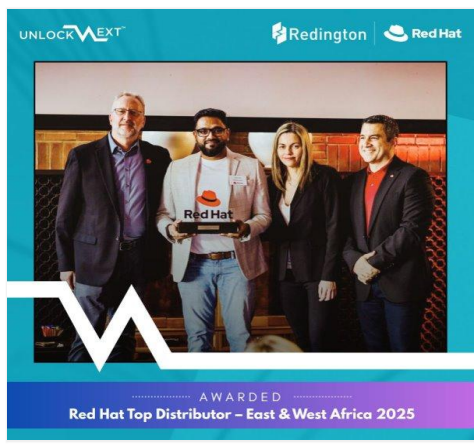
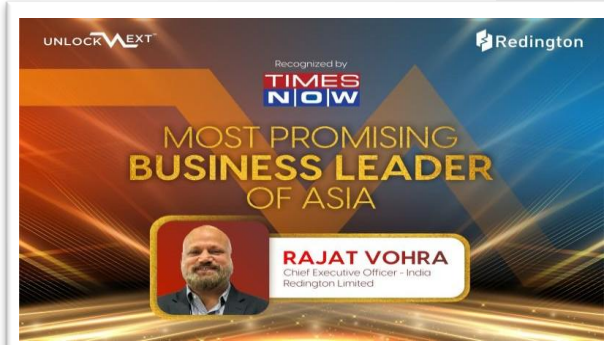
Inventory Charge (% of sale)



AR Provision (% of sale)



Awards



Thank You

