

EARNINGS PRESENTATION

Q1FY27

Redington

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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

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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

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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

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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

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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

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Q1FY27 Performance Snapshot

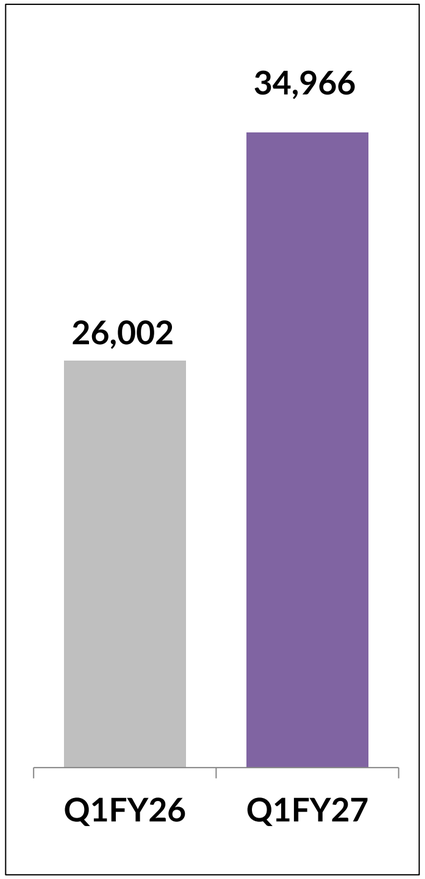


Redington

Q1FY27 Redington Global Performance

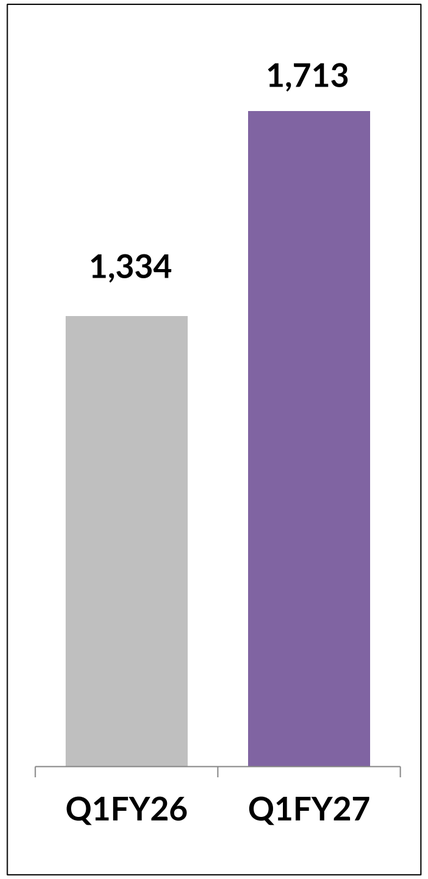
REVENUE

34%



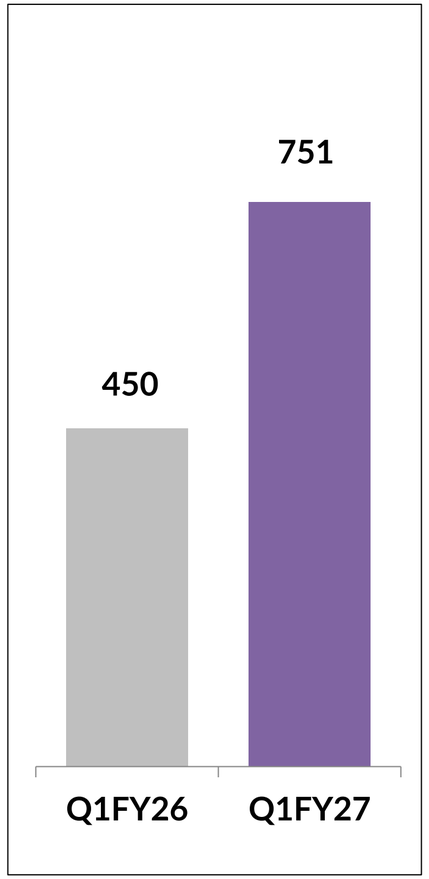
GM

28%



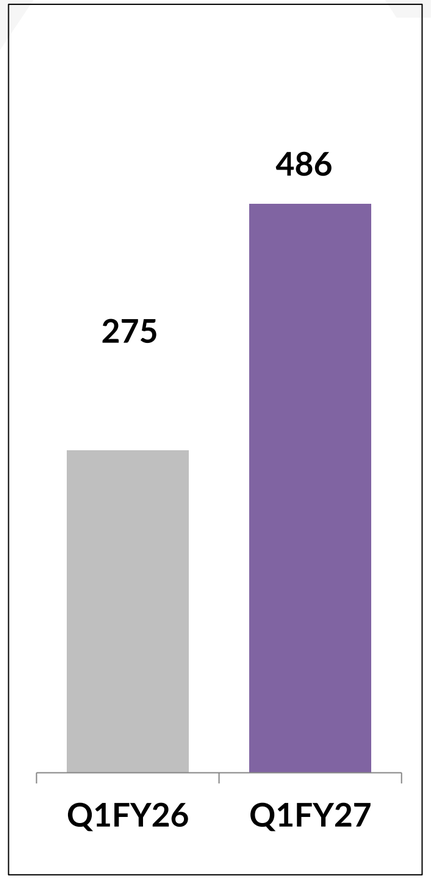
EBITDA

67%



PAT

77%



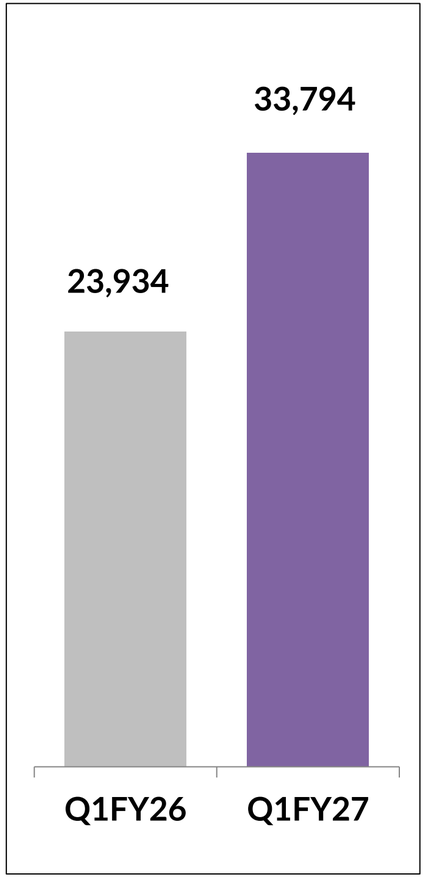
₹ in Cr

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Q1FY27 Redington Global Excl. Arena Performance

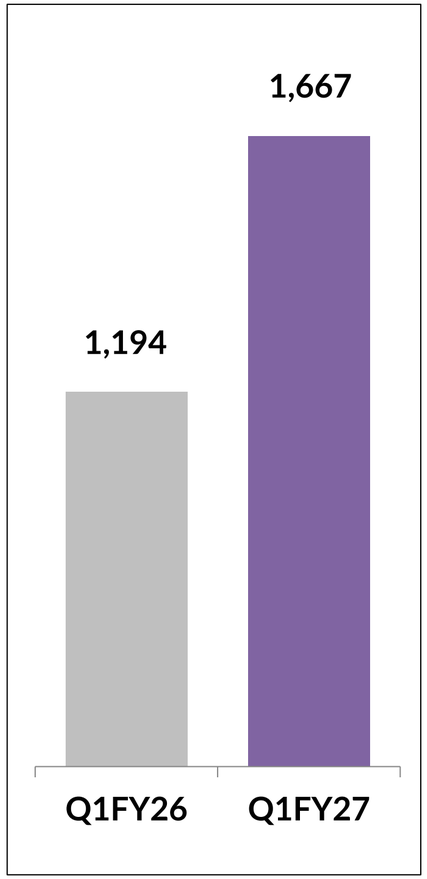
REVENUE

41%



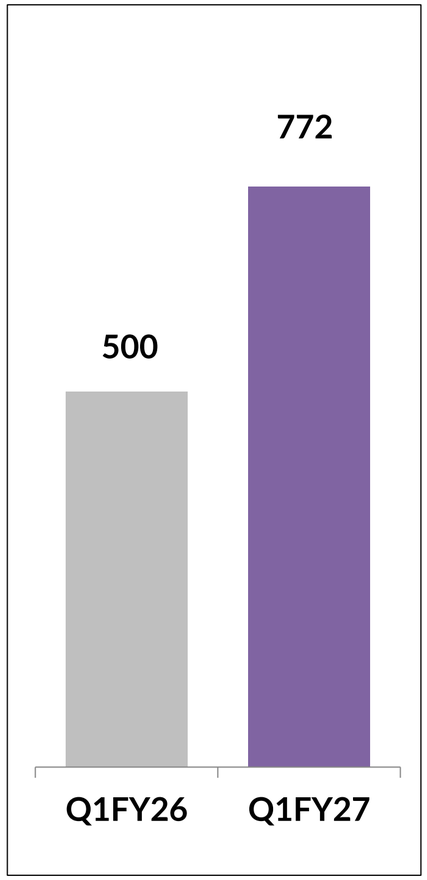
GM

40%



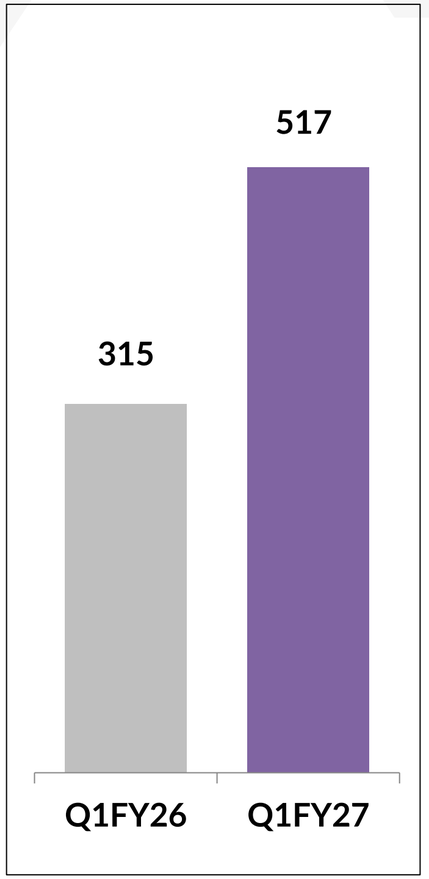
EBITDA

54%



PAT

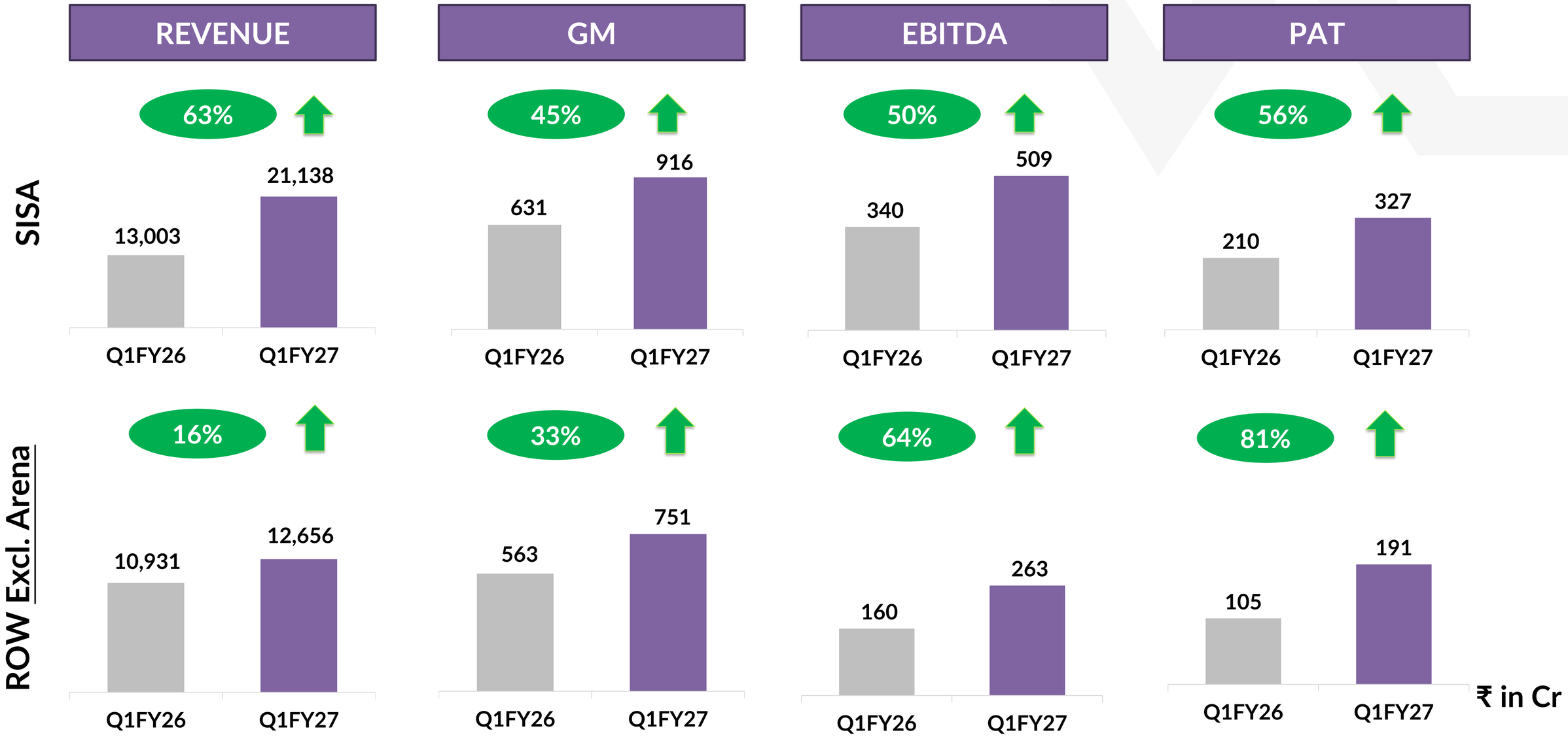
64%



₹ in Cr

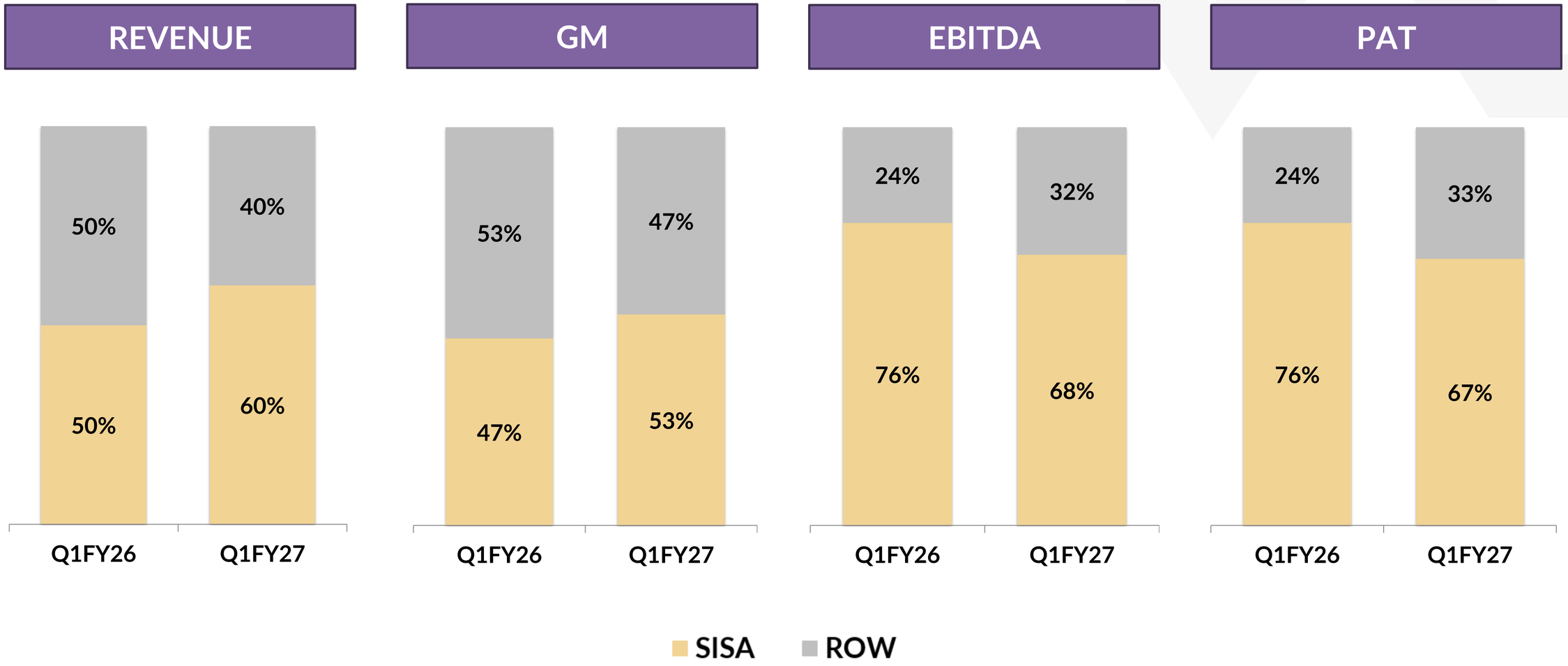
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Q1FY27 Performance by Market



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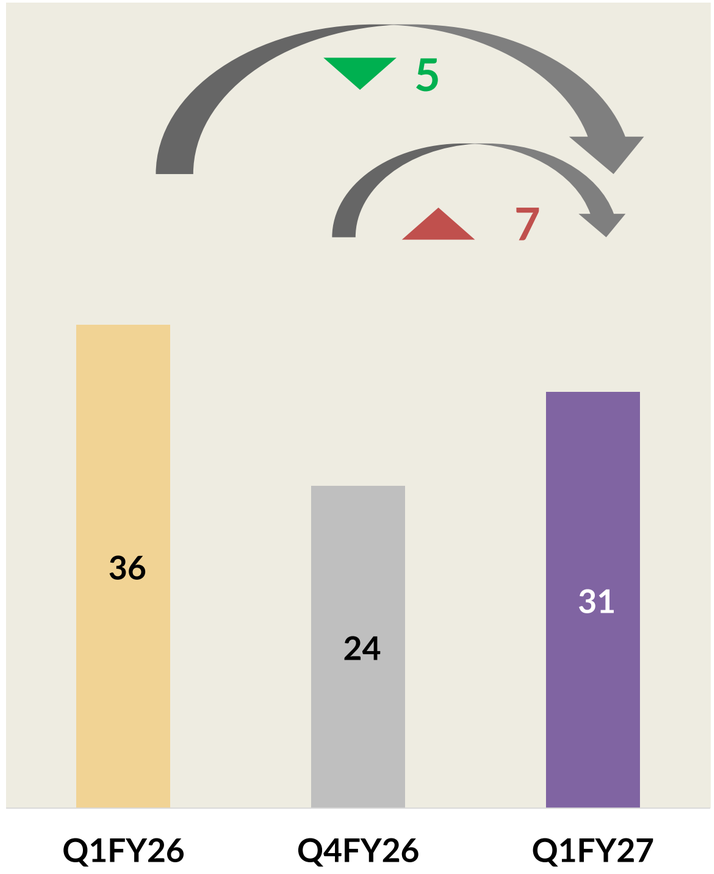
Q1FY27 Contribution by Market



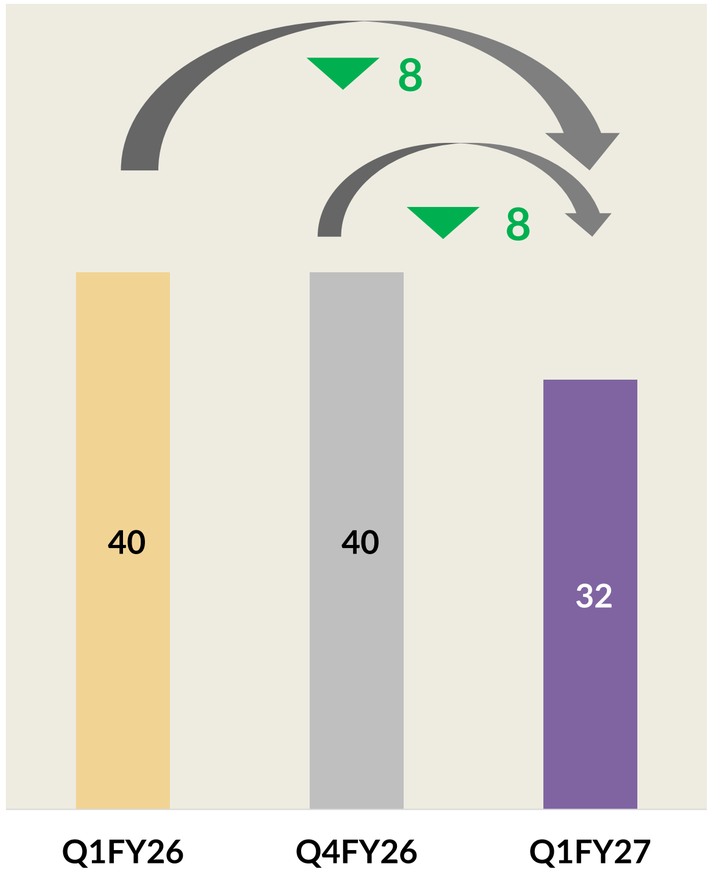
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Q1FY27 Working Capital Days

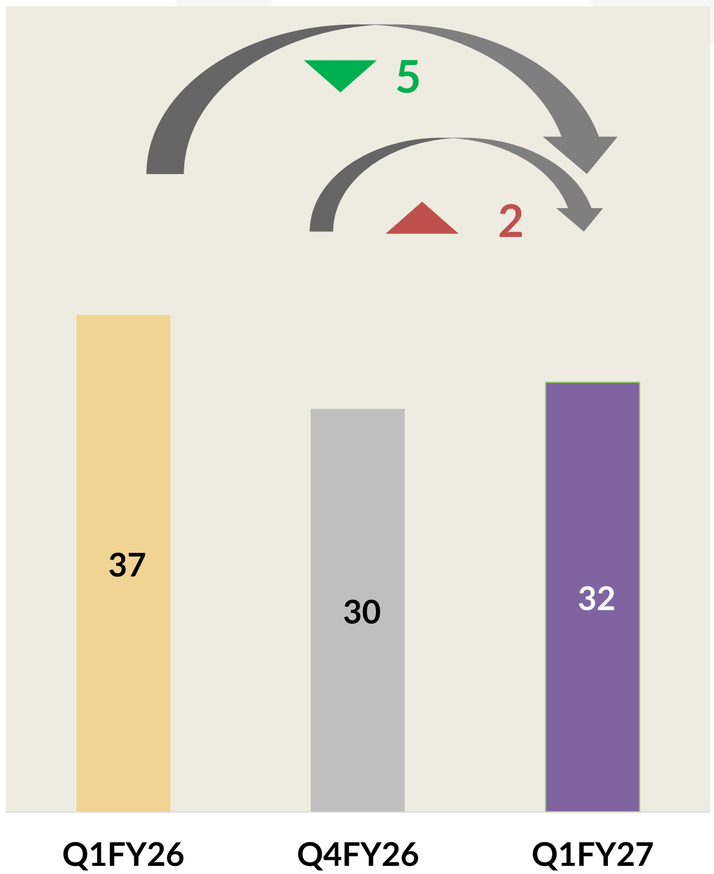
SISA



ROW

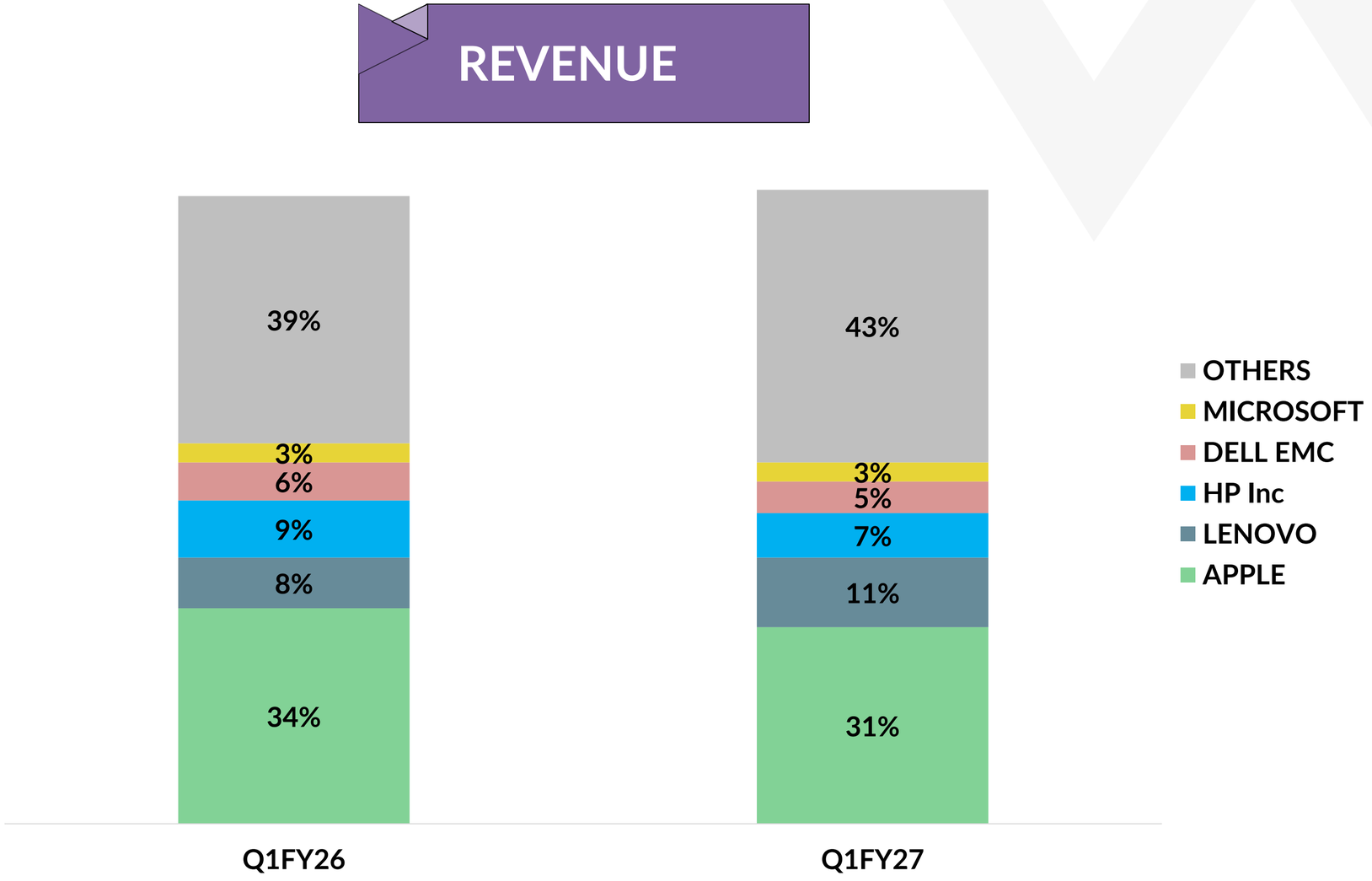


GLOBAL



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Q1FY27 Top 5 Vendors



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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

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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

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