

EARNINGS PRESENTATION

Q2FY27

Redington

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.

Copyright © Redington 2026

Financial Highlights

✓ *Highest Ever Revenue achieved in any Quarter*

✓ *Highest Ever PAT achieved in any Quarter*

✓ *PAT growth faster than revenue growth*

- **Q2FY27** – YoY growth
  - **Global excl. Arena** - Revenue grew by **54%**, EBITDA grew by **58%** and PAT grew by **55%**
  - **Global incl. Arena** - Revenue grew by **48%**, EBITDA grew by **41%** and PAT grew by **50%**
  - **SISA** – Revenue grew by **66%**, EBITDA grew by **64%** and PAT grew by **66%**
  - **ROW excl. Arena** – Revenue grew by **38%**, EBITDA grew by **49%** and PAT grew by **41%**
  - **ROW incl. Arena**– Revenue grew by **27%**, EBITDA grew by **9%** and PAT grew by **25%**
- **H1FY27** – YoY growth
  - **Global excl. Arena** - Revenue grew by **48%**, EBITDA grew by **56%** and PAT grew by **59%**
  - **Global incl. Arena** - Revenue grew by **41%**, EBITDA grew by **52%** and PAT grew by **61%**
  - **SISA** – Revenue grew by **64%**, EBITDA grew by **57%** and PAT grew by **61%**
  - **ROW excl. Arena** – Revenue grew by **27%**, EBITDA grew by **55%** and PAT grew by **55%**
  - **ROW incl. Arena**– Revenue grew by **17%**, EBITDA grew by **43%** and PAT grew by **61%**

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

Copyright © Redington 2026

Financial Highlights

- **Key Metrics – Global (Q2FY27)**
  - **WC days** is **35** days, increased by 4 Days on YoY basis
  - TSG grew by **91%**, MSG grew by **40% ,** SSG grew by **39%** and ESG grew **38%** on YoY basis
  - Debt to Equity was at **0.55x**
  - ROCE was at **22.7%** and ROE was at **21.6%**

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

Copyright © Redington 2026

Financial Highlights – Q2FY27

✓ *India demonstrated exceptional revenue & PAT growth momentum*

SISA BUSINESS

- YoY Revenue grew by **66%**, EBITDA grew by **64%** and PAT grew by **66%**
- ROCE was at **28.8%** and ROE at **29.5%**
- WC days stood at **31** days, increased by 5 days on YoY basis.
- YoY Strong growth across all BUs - **TSG** grew by **115%**, **MSG** grew by **70%**, **ESG** grew by **42%** and **SSG** grew by **37%**
- **India Distribution:** YoY Revenue grew by **67%**, EBITDA grew by **74%** and PAT grew by **77%**

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

Copyright © Redington 2026

Financial Highlights – Q2FY27

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

ROW BUSINESS Incl. Arena

- Revenue grew by **27%**, EBITDA grew by **9%** and PAT grew by **25%**
- WC days stood at **39** days, increased by 5 days on YoY basis
- YoY Strong growth in **TSG** by **42%, SSG** by **41%** and in **ESG** by **34%**

ROW BUSINESS Excl. Arena

- Revenue grew by **38%**, EBITDA grew by **49%** and PAT by **41%**
- YoY Strong growth in **SSG by 45% , TSG** by **41%, ESG** by **37%** and **MSG** by **34%**

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

Copyright © Redington 2026

Financial Highlights

✓ *ProConnect achieved all-time high quarterly revenues*

PROCONNECT GLOBAL

Q2FY27

- Revenue grew at **38%,** EBITDA grew at **31%**
- EBITDA margin at **11%** and PAT at **2%**
- Captive business at **27%**

H1FY27

- Revenue grew at **38%,** EBITDA grew at **24%**
- EBITDA margin at **10%** and PAT at **2%**
- Captive business at **28%**

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

Copyright © Redington 2026

Arena performance and impairment of investment

- Arena business performance during Q2FY27 : Revenue decreased by **37% YoY** due to exit from Turkish Lira denominated businesses resulting in loss in this quarter.

- The Company's wholly owned subsidiary, **Redington Gulf FZE (RGF)** carried out an impairment exercise of its investment in its subsidiary at **Turkey, Arena Bilgisayar Sanayi Ve Ticaret A.S (Arena)**.

- Due to the challenging economic conditions in Turkey and revised future projections, an impairment of intangibles of **₹ 80.3 Crores (₹ 39.7 Cr *is Redington Share of Loss*)** has been recognized and disclosed as an exceptional item in the financial results.

- Overall value of intangible was $25.6 Mn, of which $17.2 Mn has been impaired during the Q4FY26 and the remaining $8.4 Mn impaired during the current quarter.

- Company's consolidated PAT for Q2FY27 is **₹ 541 Crores.** In this presentation we have presented profitability excluding the impact of this exceptional impairment viz **₹ 581 Crores.**

Copyright © Redington 2026

Q2FY27 Performance Snapshot

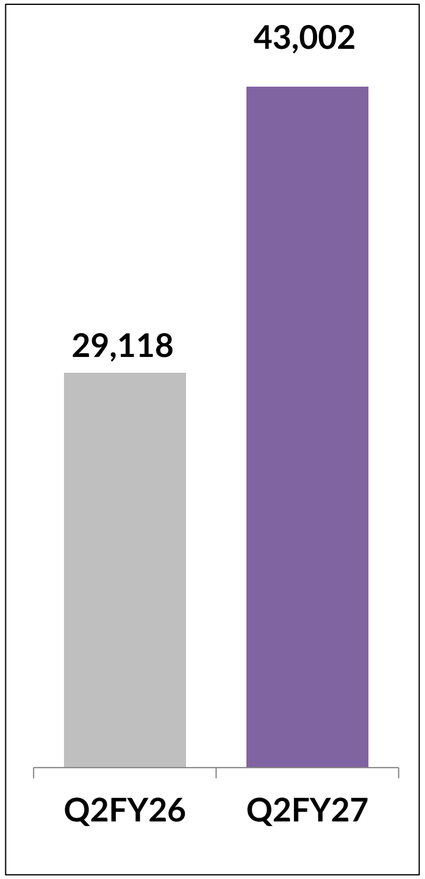


Redington

Q2FY27 Redington Global Performance

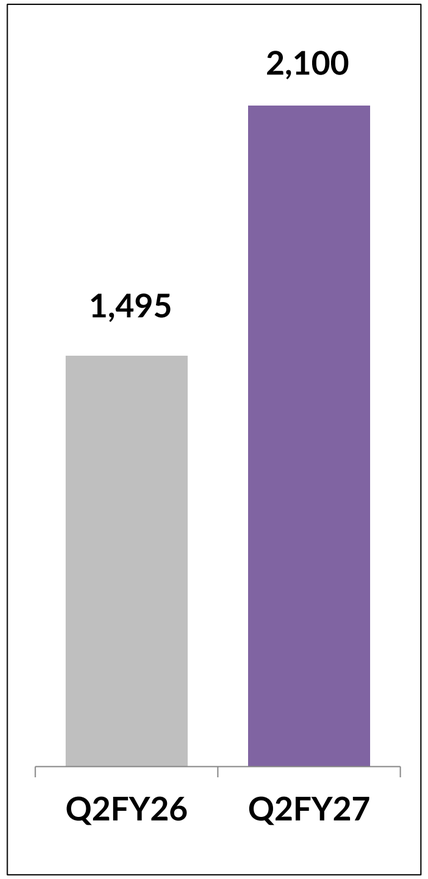
REVENUE

48%



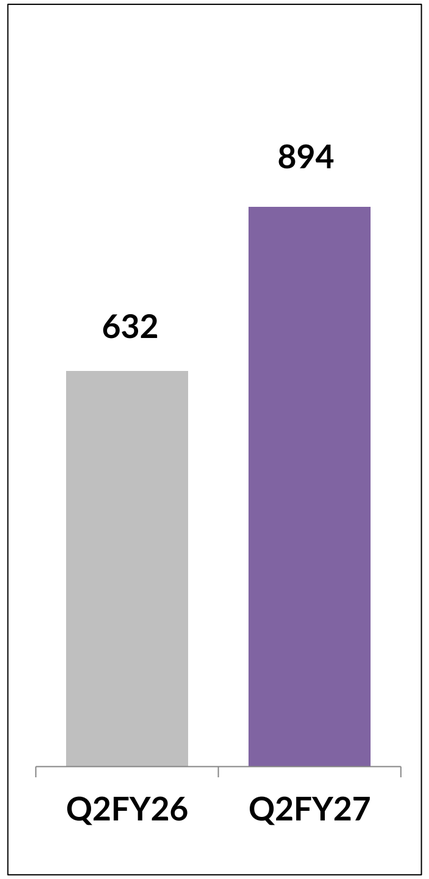
GM

41%



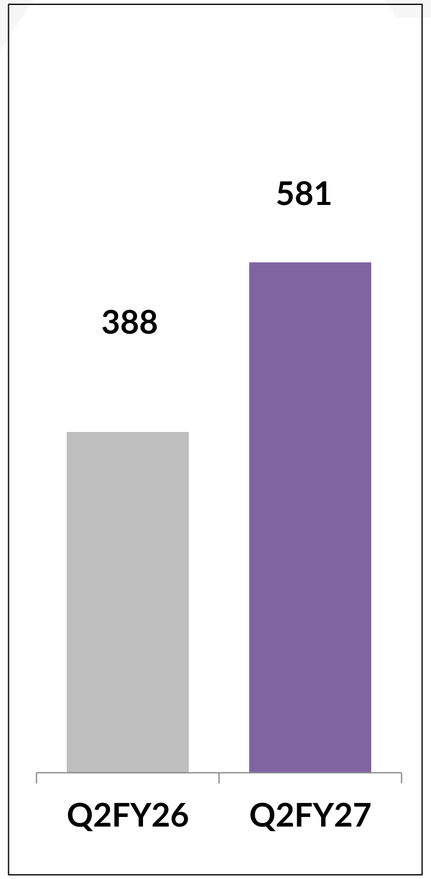
EBITDA

41%



PAT

50%



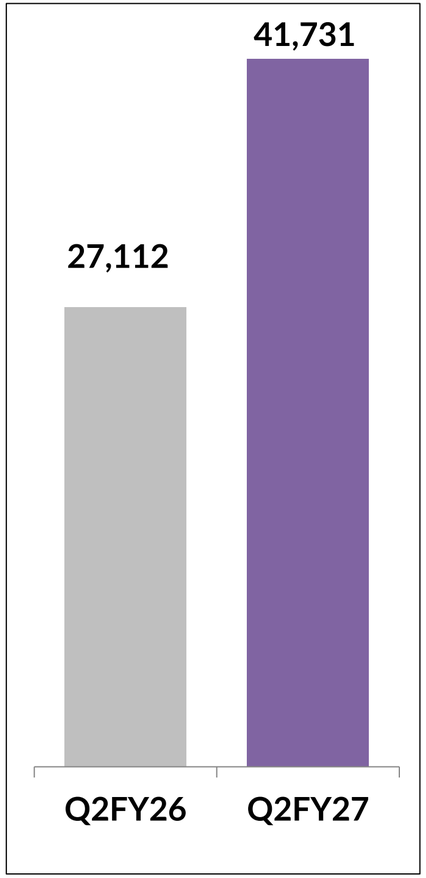
₹ in Cr

Copyright © Redington 2026

Q2FY27 Redington Global Excl. Arena Performance

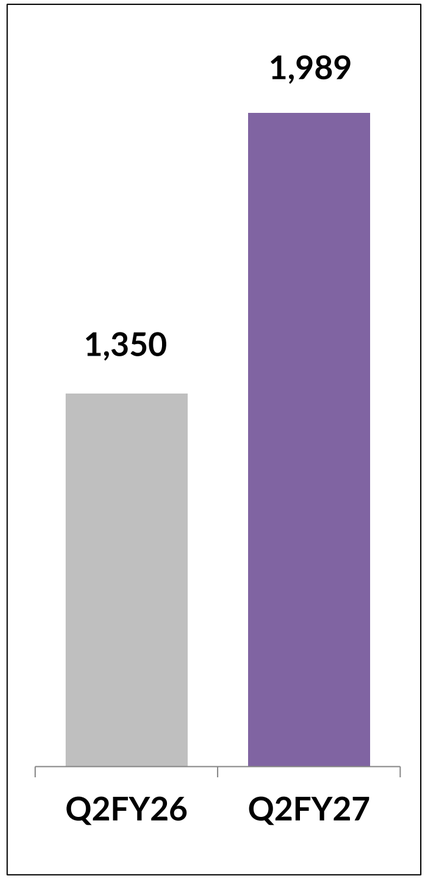
REVENUE

54%



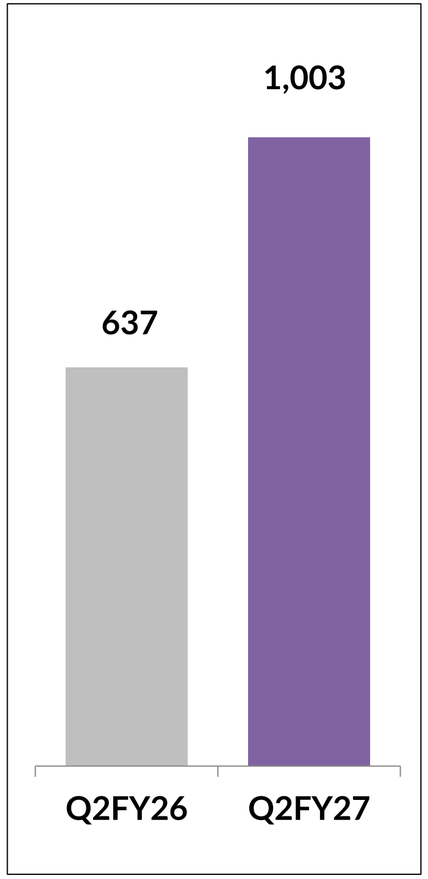
GM

47%



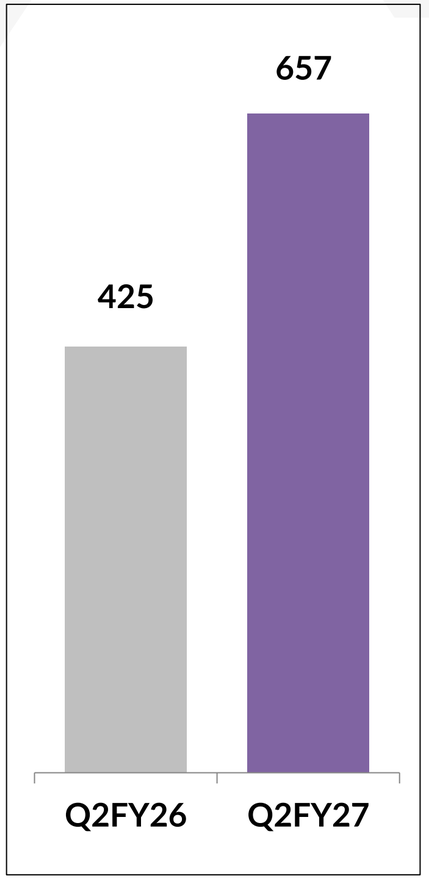
EBITDA

58%



PAT

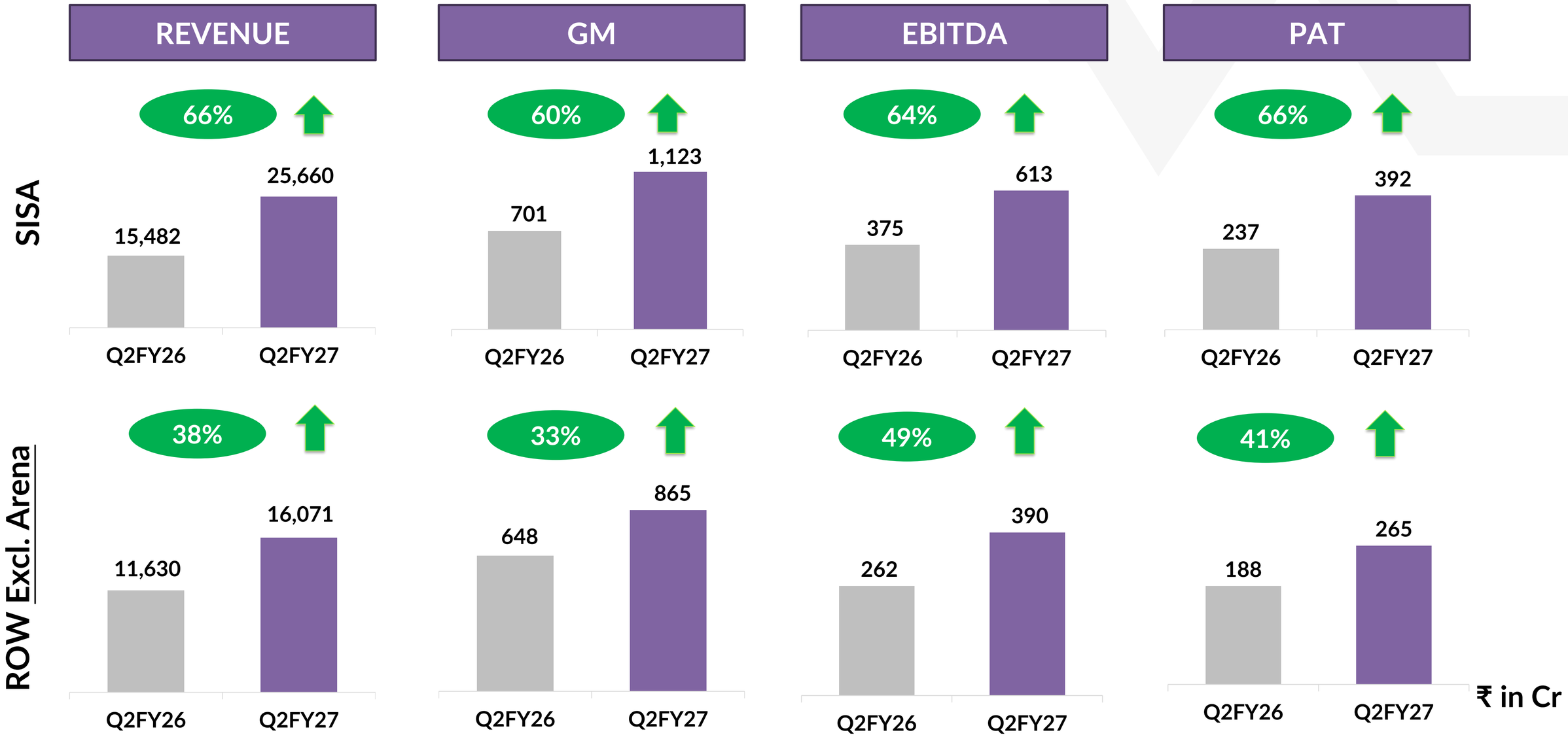
55%



₹ in Cr

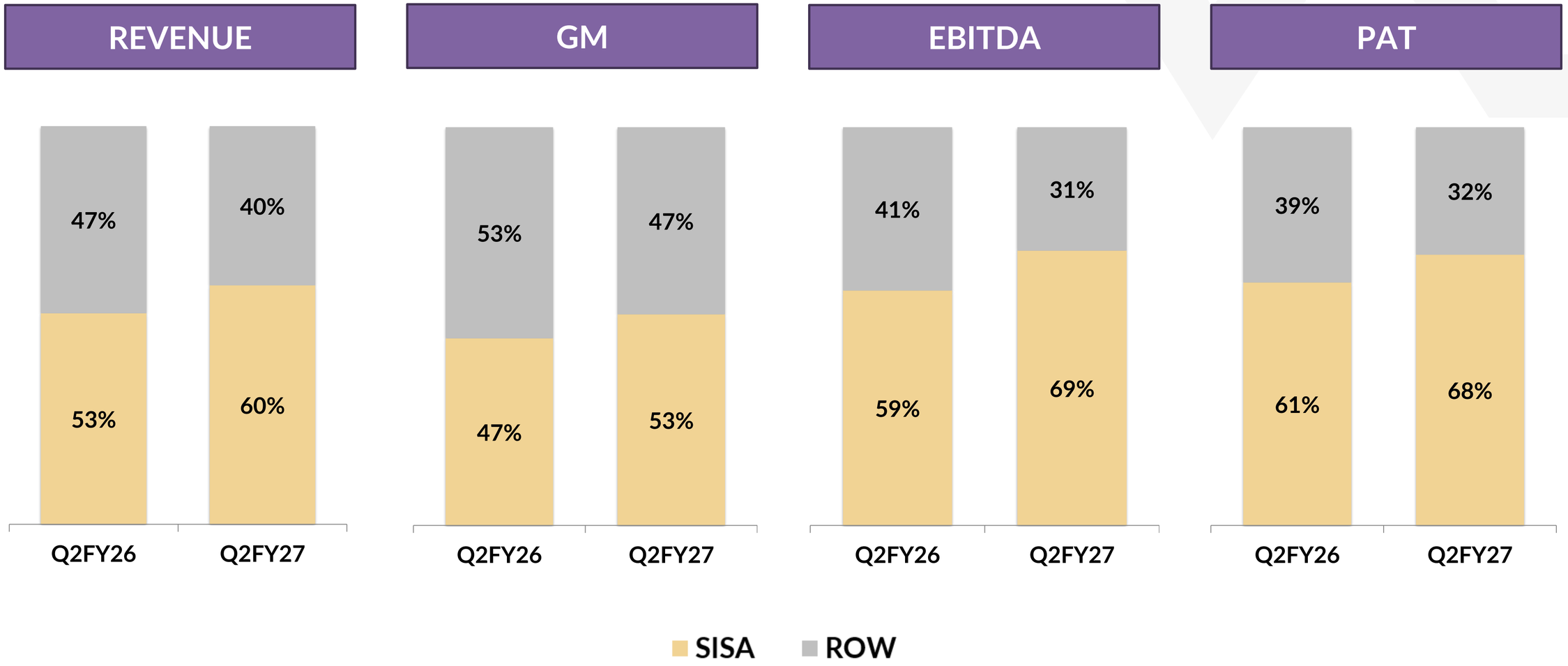
Copyright © Redington 2026

Q2FY27 Performance by Market



Copyright © Redington 2026

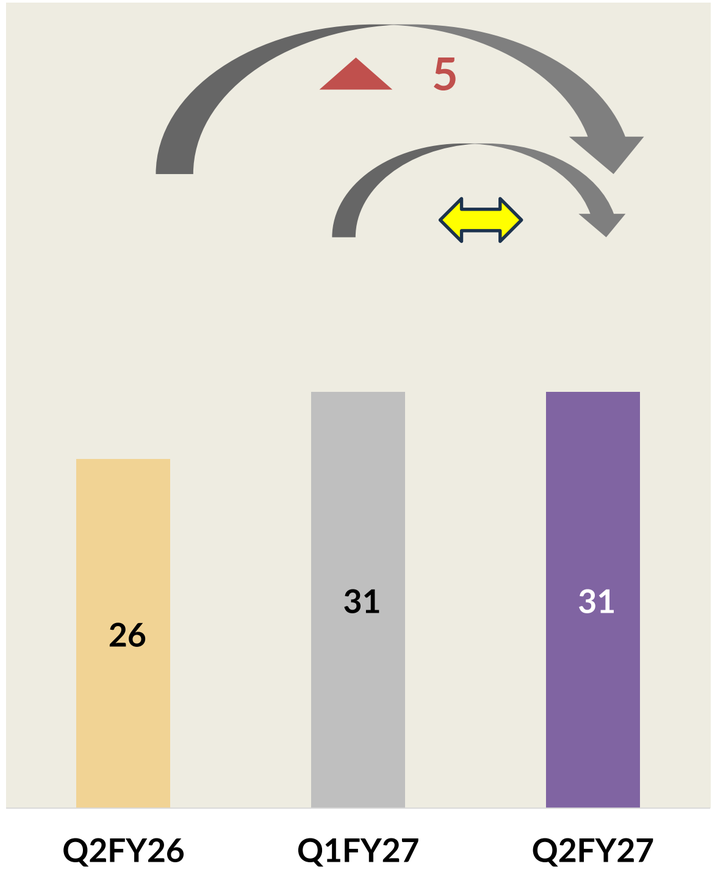
Q2FY27 Contribution by Market



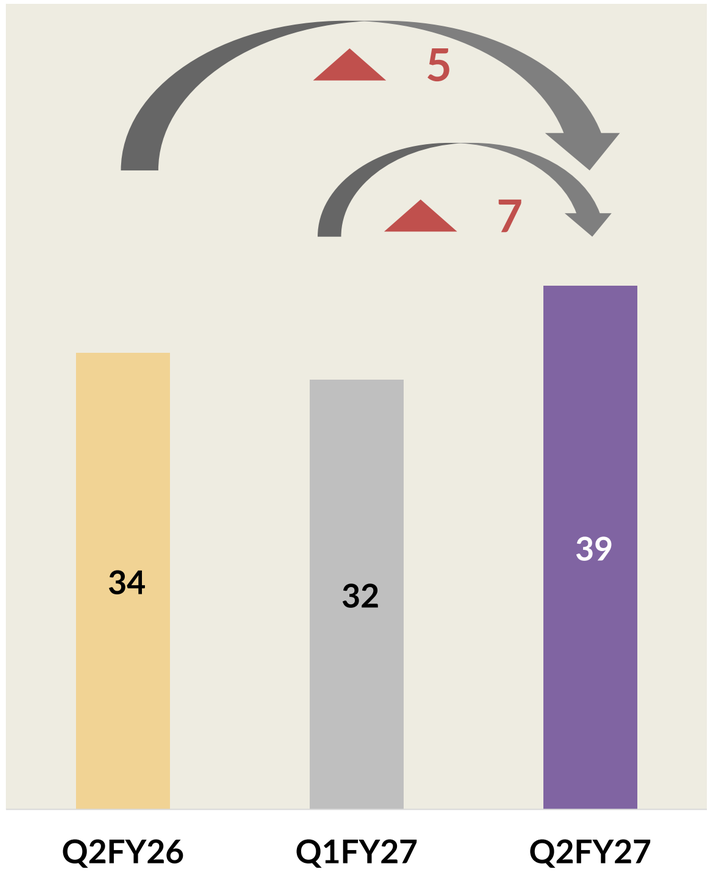
Copyright © Redington 2026

Q2FY27 Working Capital Days

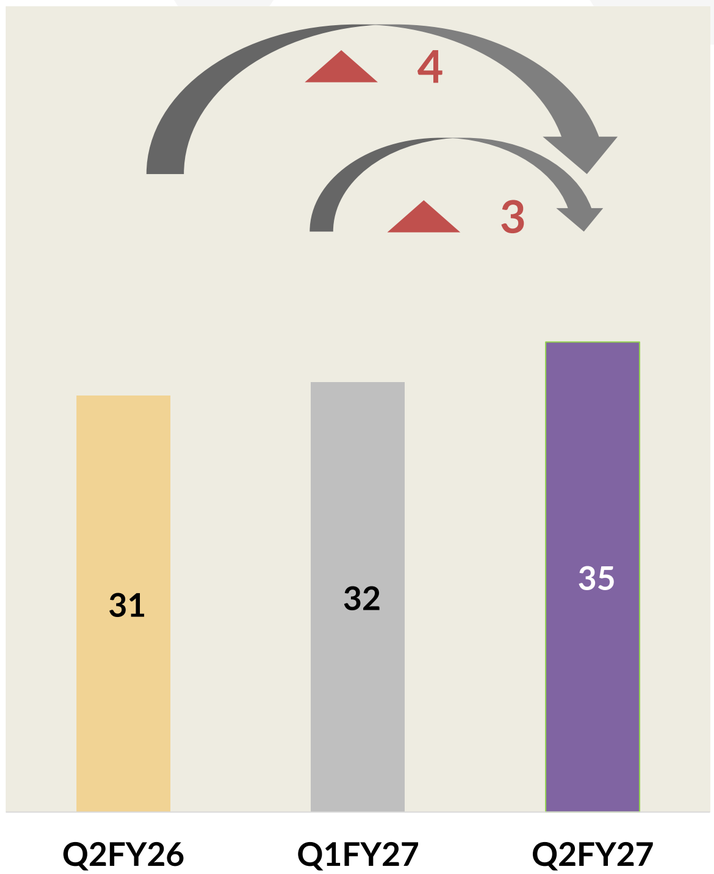
SISA



ROW

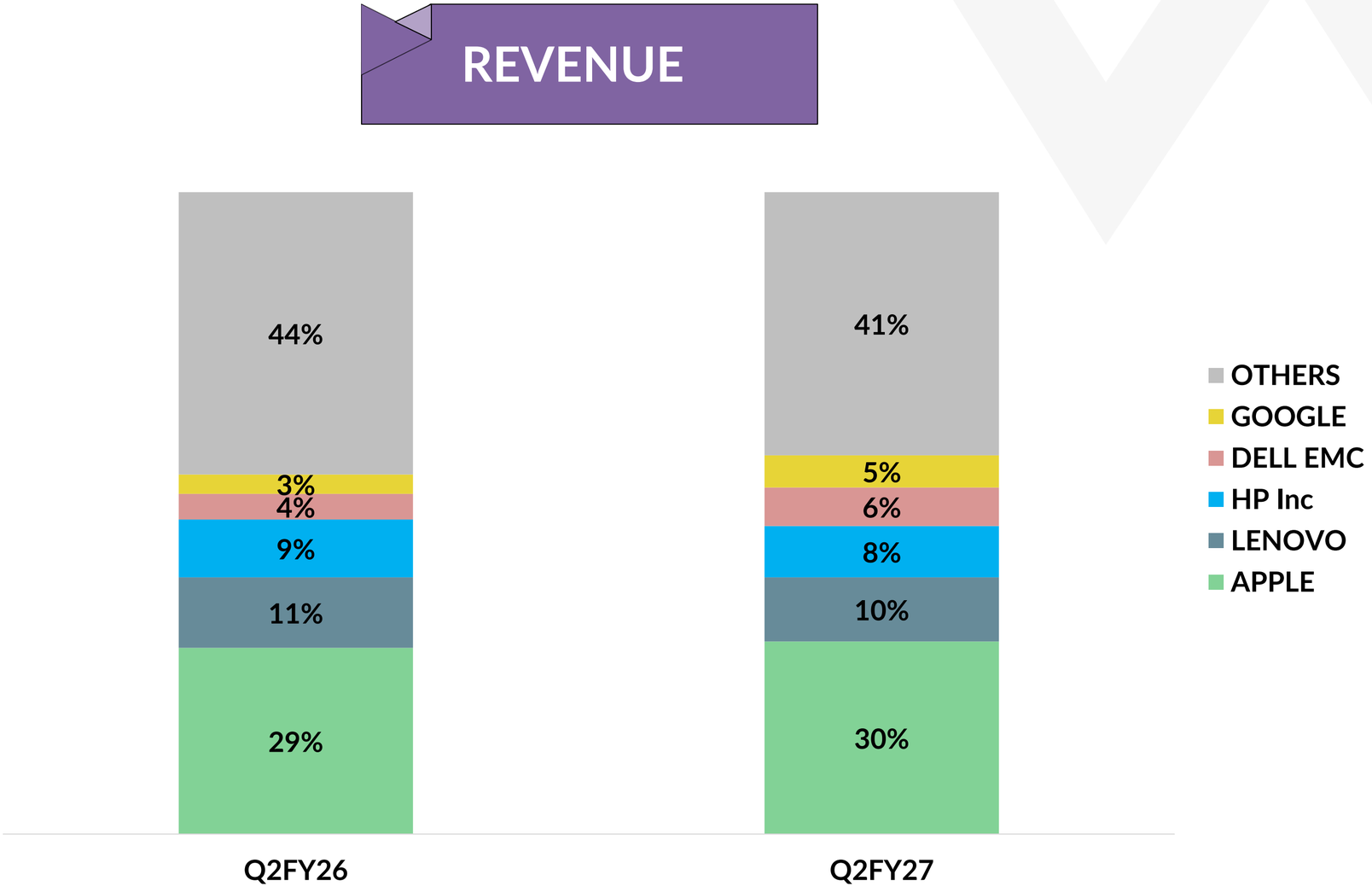


GLOBAL



Copyright © Redington 2026

Q2FY27 Top 5 Vendors



Copyright © Redington 2026

Q2FY27 Verticals Revenue

Verticals	SISA			ROW			GLOBAL		
	Q2FY26	Q2FY27	YoY	Q2FY26	Q2FY27	YoY	Q2FY26	Q2FY27	YoY
ESG	4,892	6,945	42%	4,502	6,056	34%	9,394	13,000	38%
TSG	3,041	6,553	115%	1,507	2,139	42%	4,548	8,691	91%
SSG	2,126	2,906	37%	2,478	3,504	41%	4,603	6,409	39%
MSG	5,283	8,998	70%	5,019	5,462	9%	10,302	14,461	40%
Renewable energy	15	104	578%	2	6	240%	17	111	541%
Logistics	170	211	25%	103	161	57%	272	372	37%
Other Services	21	22	2%	51	56	11%	72	78	8%

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

Copyright © Redington 2026

Q2FY27 Free Cash Flow Statement

Particulars (₹ in Cr)	Q2FY26	Q1FY27	Q2FY27
Profit Before Taxation	460	611	624
Non-cash items	62	92	361
Finance Cost	116	89	128
Changes in Working Capital	1,096	(1,825)	(2,568)
Direct Tax Paid	(134)	147	(231)
Net Cash Flow from Operations	**1,600**	**(885)**	**(1,686)**
Capex	(2)	(36)	(72)
Outflow of Finance Cost	(75)	(74)	(113)
Free Cash Flow	**1,523**	**(995)**	**(1,871)**

FCF = NCFO – Capex – Finance cost

Amounts may not add due to rounding

Copyright © Redington 2026

H1FY27 Performance Snapshot

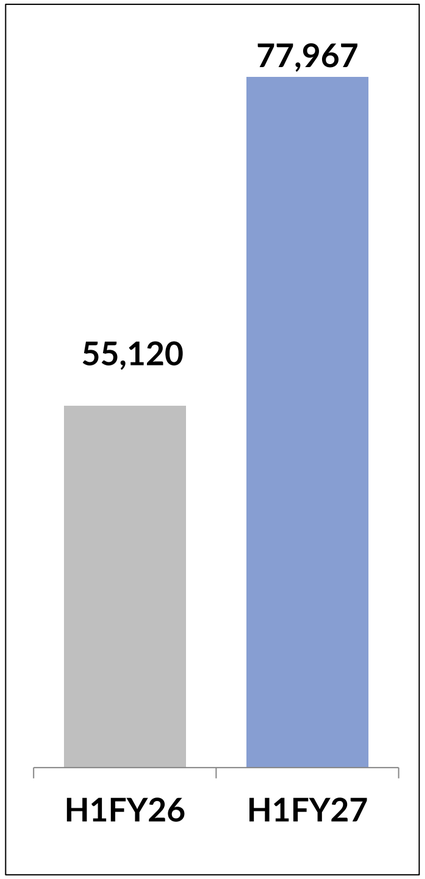


Redington

H1FY27 Redington Global Performance

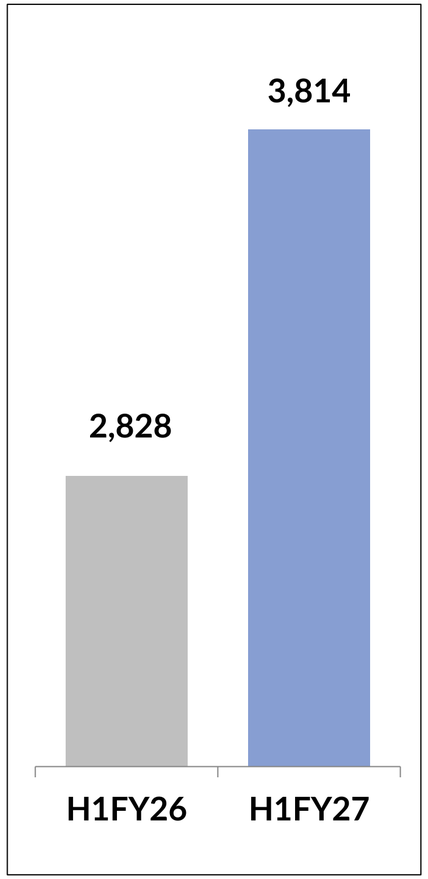
REVENUE

41%



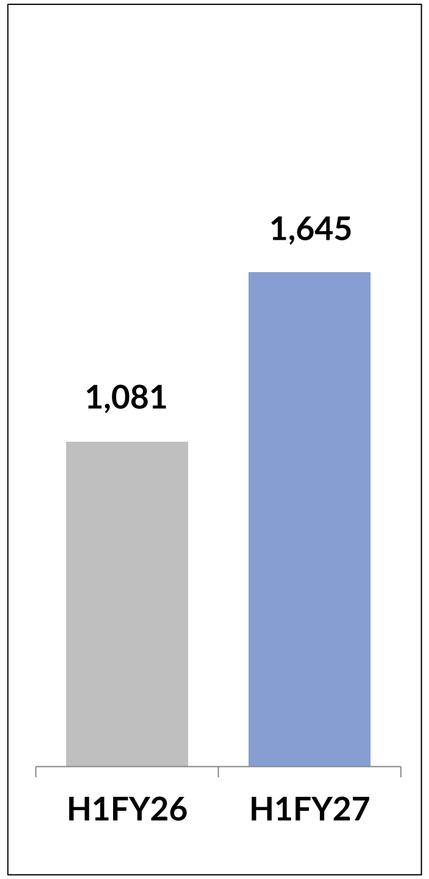
GM

35%



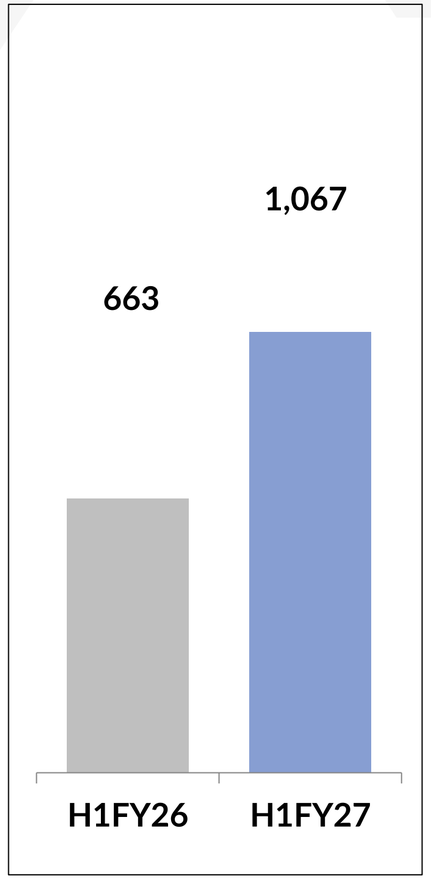
EBITDA

52%



PAT

61%



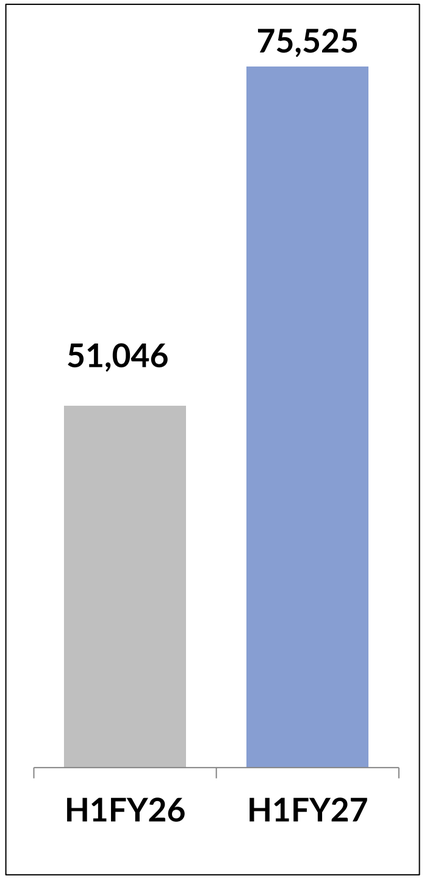
₹ in Cr

Copyright © Redington 2026

H1FY27 Redington Global Excl. Arena Performance

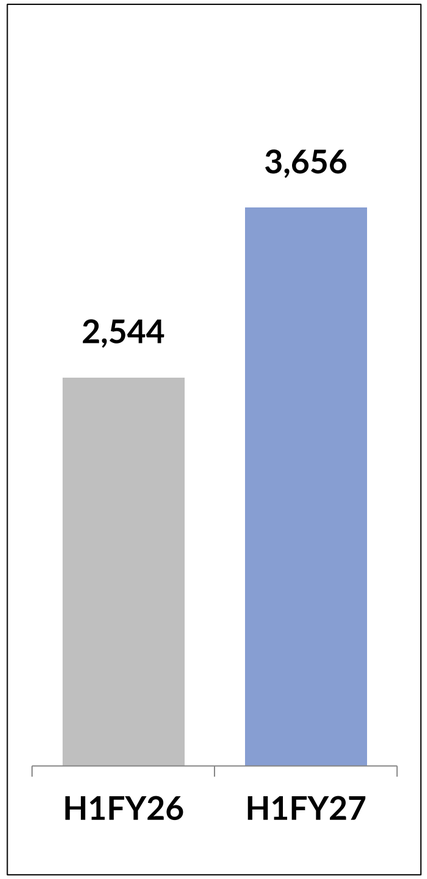
REVENUE

48%



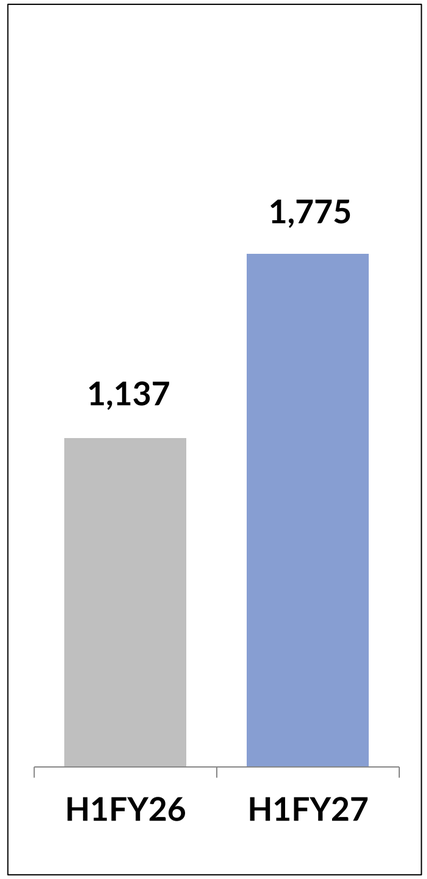
GM

44%



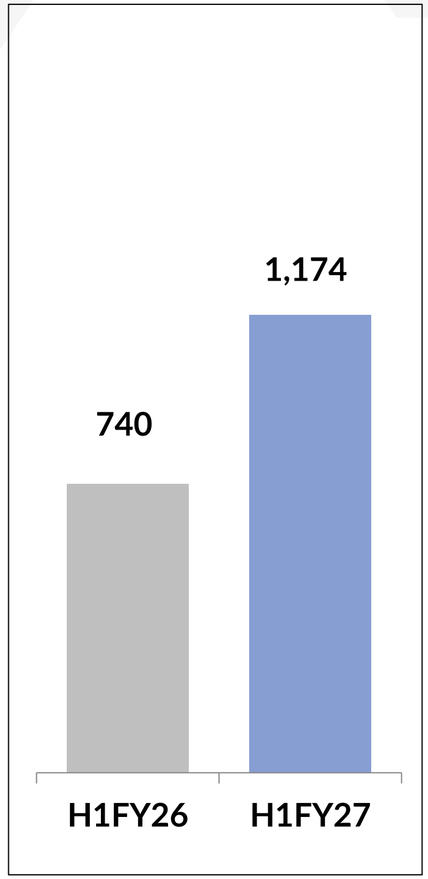
EBITDA

56%



PAT

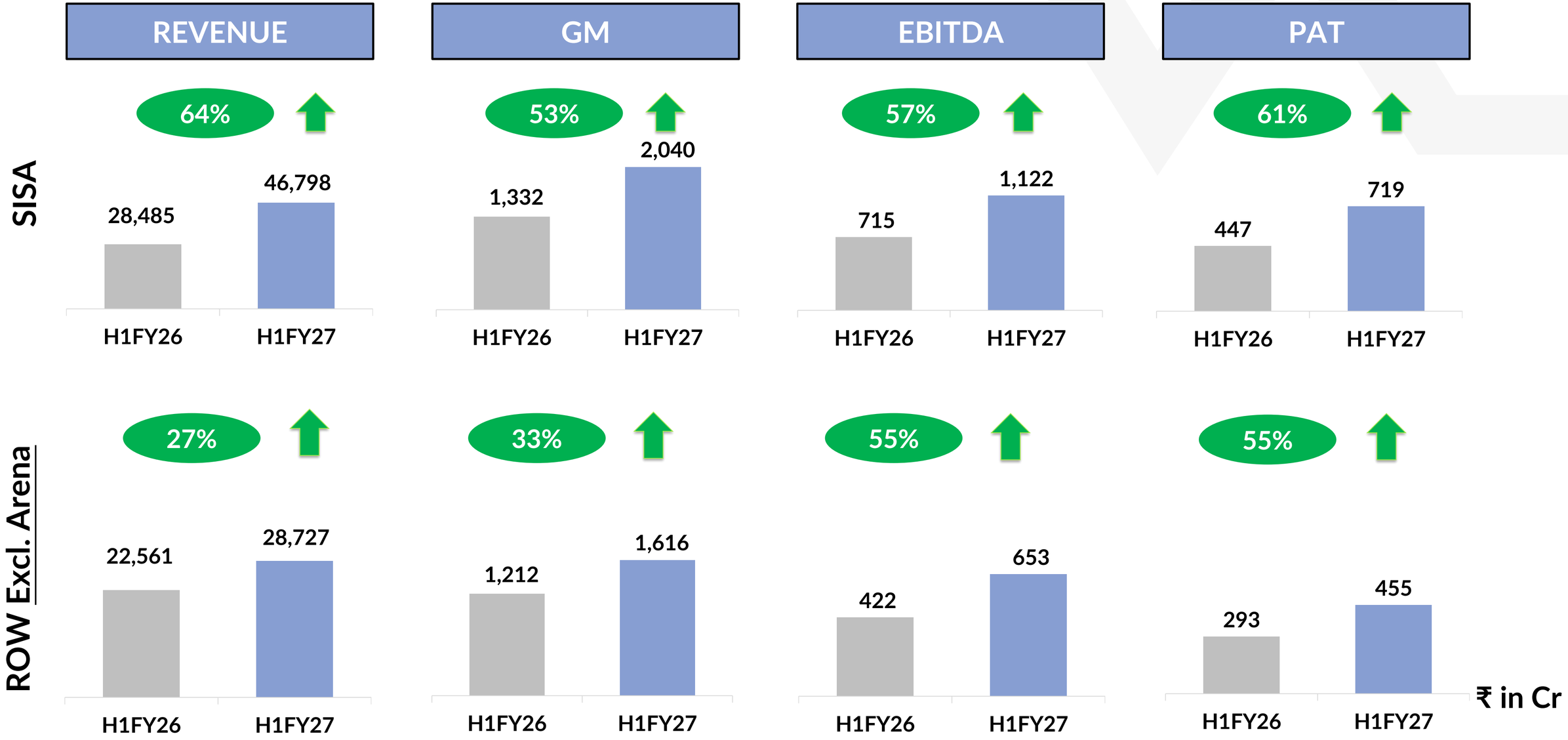
59%



₹ in Cr

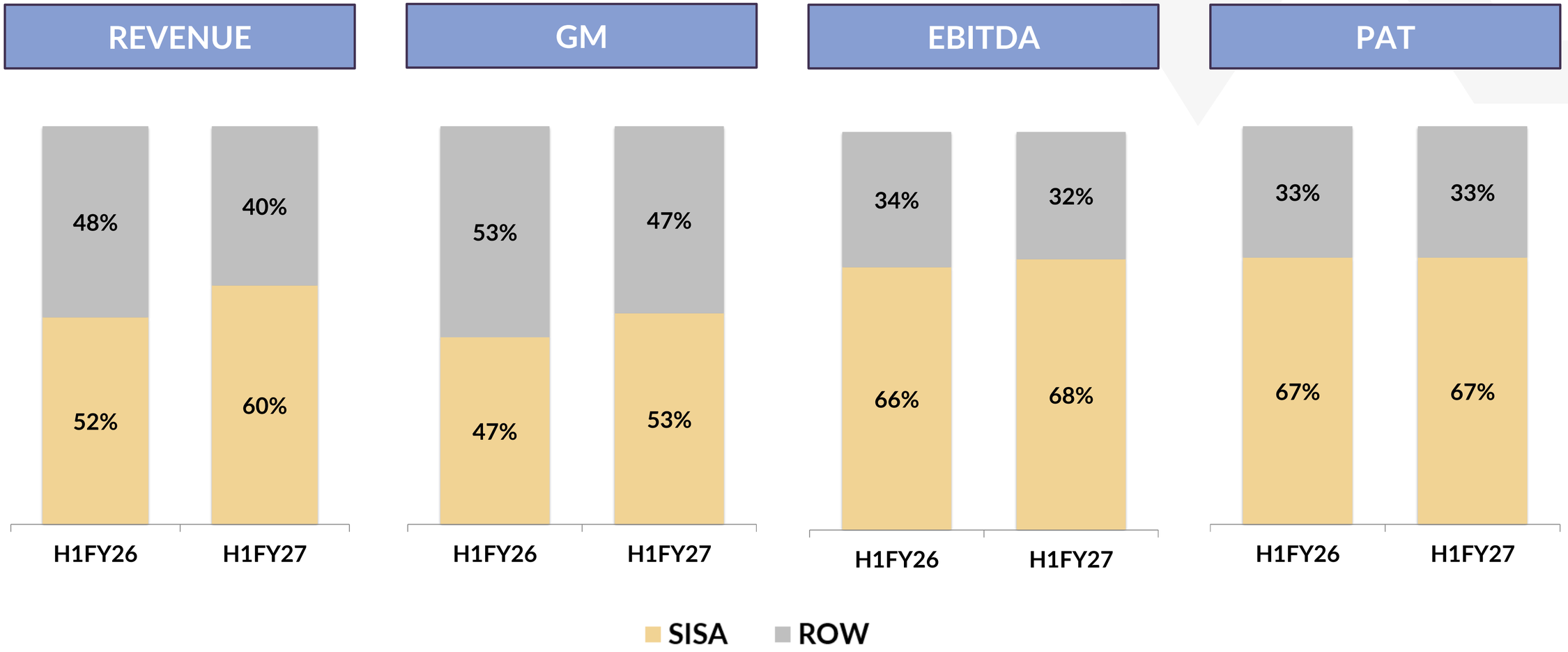
Copyright © Redington 2026

H1FY27 Performance by Market



Copyright © Redington 2026

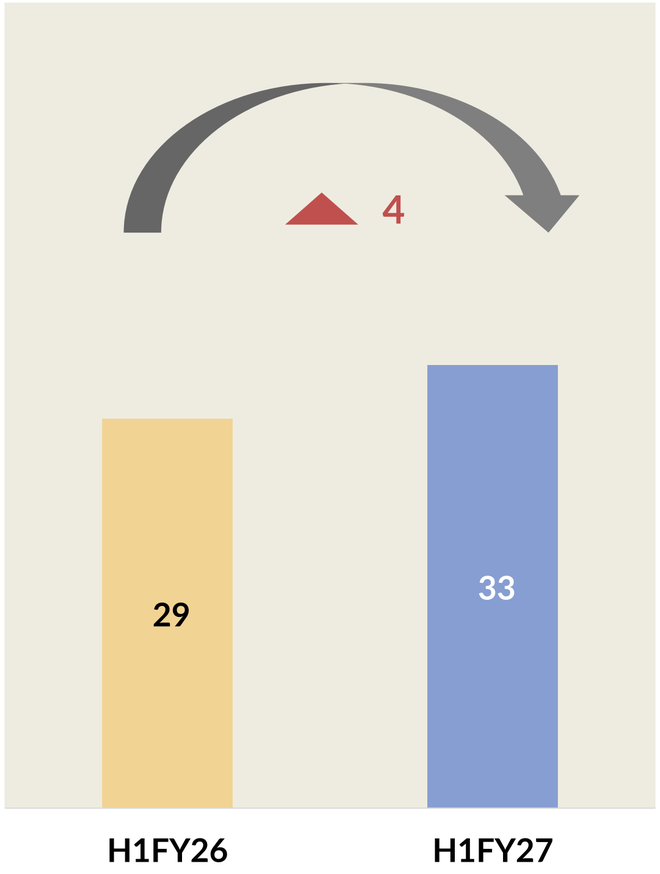
H1FY27 Contribution by Market



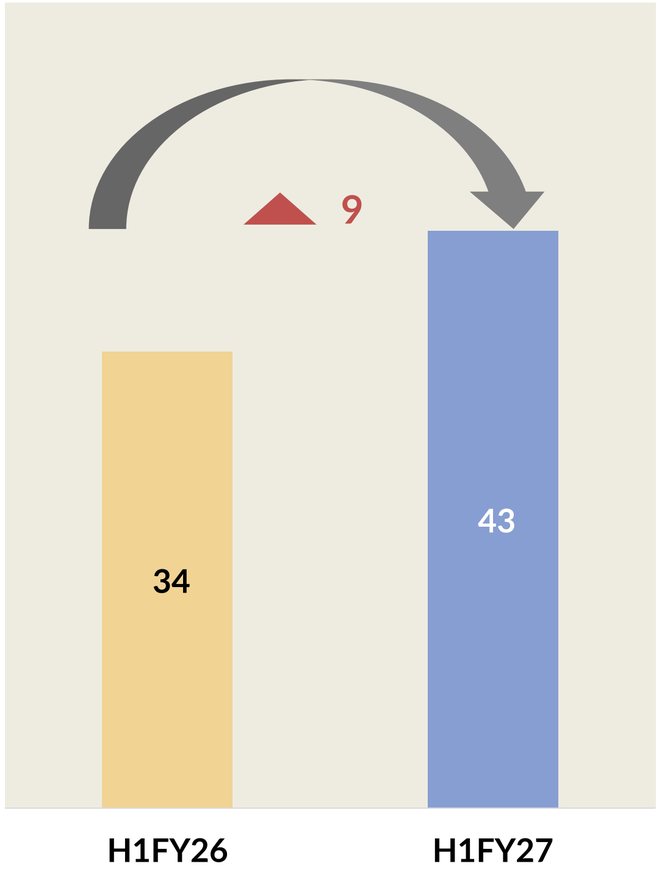
Copyright © Redington 2026

H1FY27 Working Capital Days

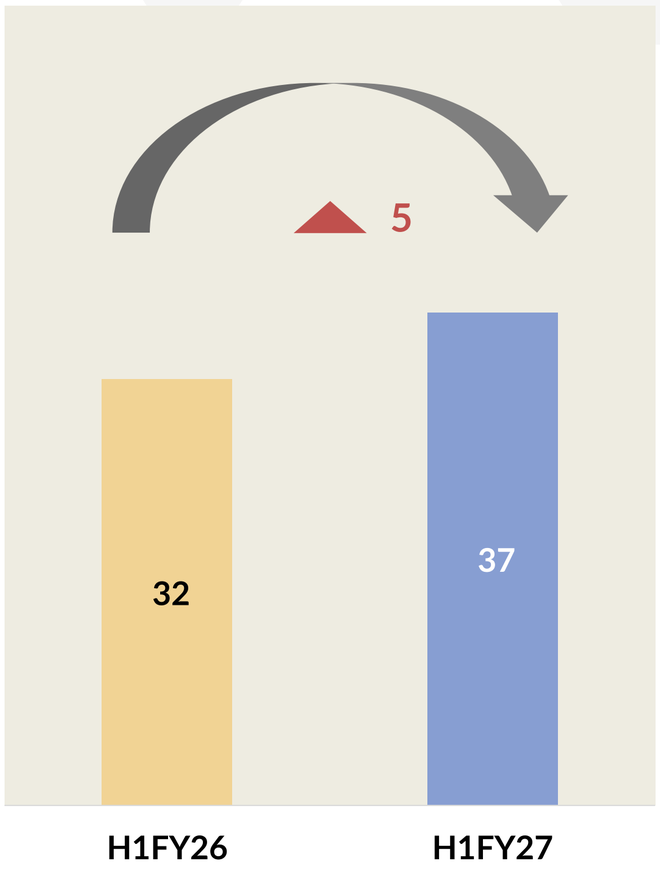
SISA



ROW

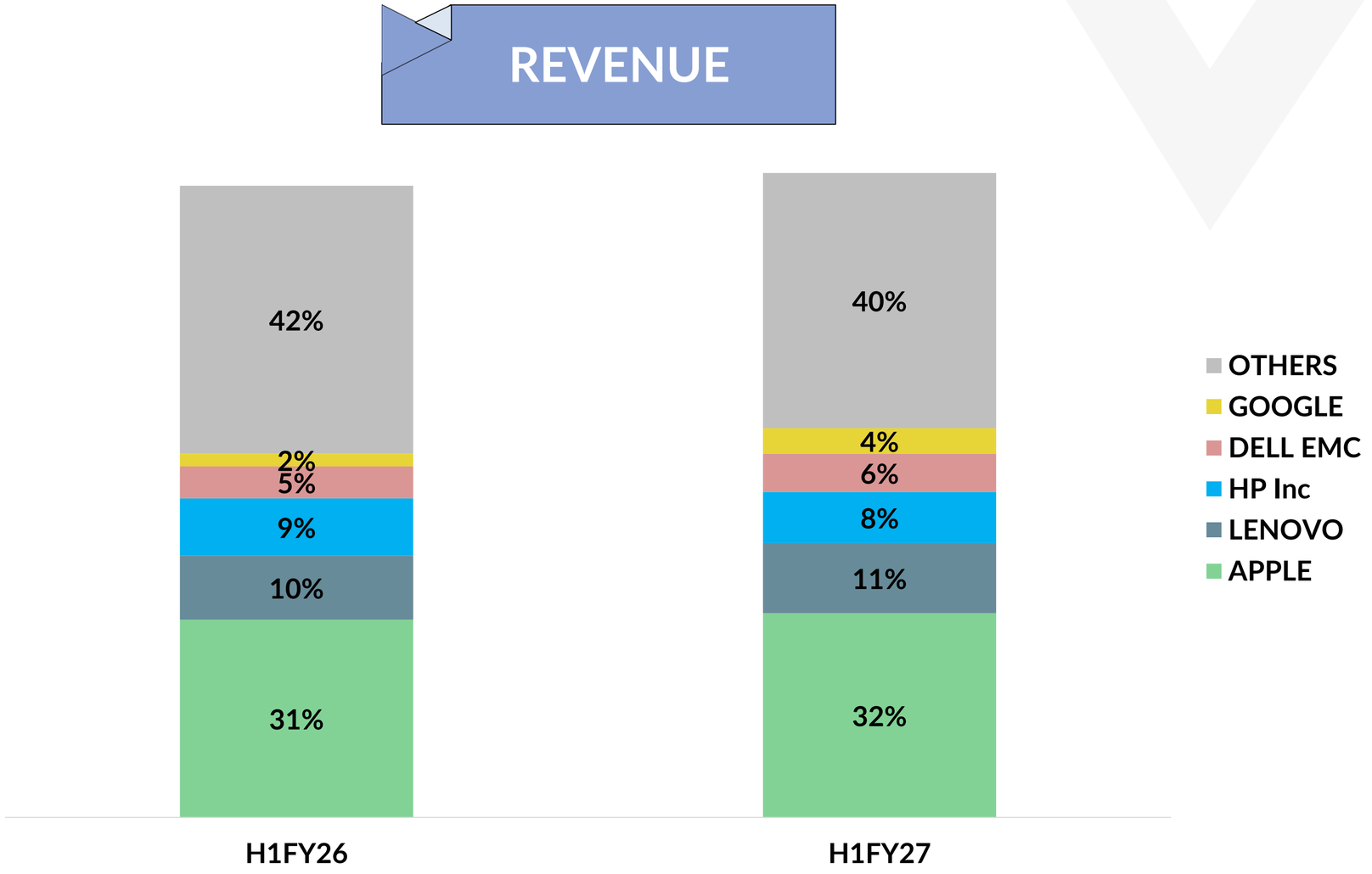


GLOBAL



Copyright © Redington 2026

H1FY27 Top 5 Vendors



Copyright © Redington 2026

H1FY27 Verticals Revenue

Verticals	SISA			ROW			GLOBAL		
	H1FY26	H1FY27	YoY	H1FY26	H1FY27	YoY	H1FY26	H1FY27	YoY
ESG	8,929	12,951	45%	8,034	10,274	28%	16,963	23,225	37%
TSG	5,592	10,556	89%	3,044	4,231	39%	8,636	14,787	71%
SSG	3,997	5,572	39%	4,501	6,799	51%	8,498	12,371	46%
MSG	9,670	17,248	78%	10,807	9,521	-12%	20,477	26,769	31%
Renewable energy	52	168	224%	4	13	273%	56	182	227%
Logistics	327	413	26%	196	302	54%	523	714	37%
Other Services	41	43	4%	101	114	13%	142	157	10%

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, Paynet & RGS	Ensure : IT Services, RGS : Shared Services

Copyright © Redington 2026

H1FY27 Free Cash Flow Statement

Particulars (₹ in Cr)	H1FY27	H1FY26
Profit Before Taxation	764	1,235
Non-cash items	199	454
Finance Cost	208	217
Changes in Working Capital	(227)	(4,392)
Direct Tax Paid	(207)	(85)
Net Cash Flow from Operations	**737**	**(2,571)**
Capex	(33)	(108)
Outflow of Finance Cost	(121)	(187)
Free Cash Flow	**583**	**(2,866)**

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

Copyright © Redington 2026

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

CIN - L52599TN1961PLC028758

Copyright © Redington 2026

Thank You



Redington