



Rashi Peripherals Limited

Corporate and Investor Presentation

Q3 FY24

Date: 29th February 2024



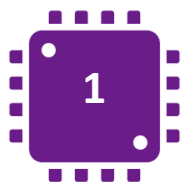
Disclaimer

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

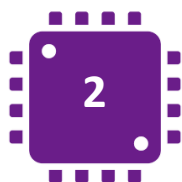
While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

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

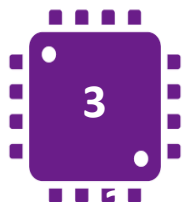
Agenda



Overview of Rashi Peripherals



Business Highlights



Financial Results

Rashi Peripherals Limited | An Overview



Among the leading national distribution partners for global technology brands in India for Information & Communications Technology (“ICT”) products*



One of the largest ICT products distribution networks in India[^]



Offers end-to-end services such as pre-sale activities, solutions design, technical support, marketing services, credit solutions & warranty management services



Instrumental in facilitating the entry of a number of global technology brands; one of the players that led the formalization of the fragmented & unorganized ICT products distribution in India¹

Personal Computing,
Enterprise & Cloud
Solutions (“PES”)



Lifestyle & IT
Essentials (“LIT”)



34 Years
of Experience



311.89 mn
Units Distributed[#]



8,407
Customers[^]



52 Global
Technology
Brands[^]



10,508
SKUs[^]



680
Locations[^]



50
Branches[^]



63
Warehouses[^]



26.32%
Revenue CAGR
FY21-23



1,433
Employees[^]

[^]As on September 30, 2023

* In terms of revenues & distribution network in Fiscal 2023. (Source: Technopak Report)

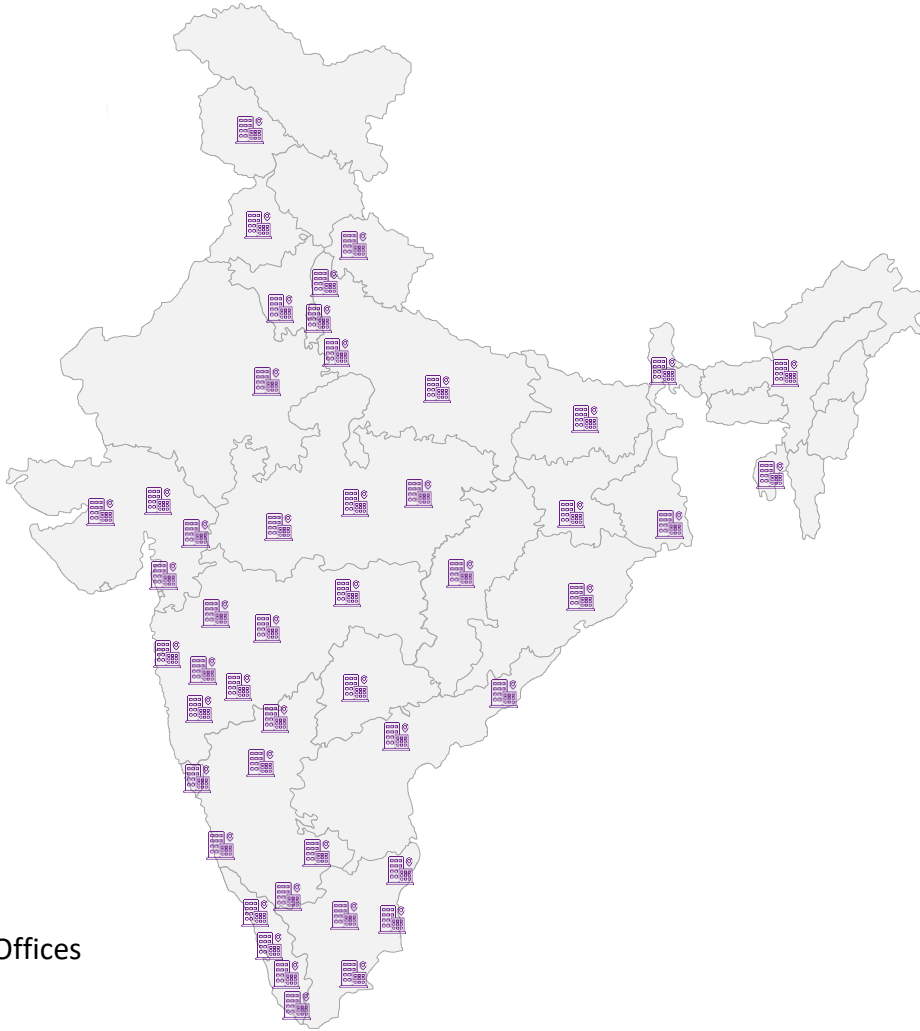
[#] between Fiscal 2002 & September 30, 2023 (including shortages of certain items, & items given free, if any)

1) Source: Technopak Report

Partners to Reputed Global ICT Brands



Pan-India & Multi-Channel Distribution Footprint Backed by Dedicated In-House Infrastructure



Branch Offices

28 States & Union Territories



680 locations



50 Cities, Branches,
Service Centers



8,407 customers



549 Sales Team



63 Warehouses

One-stop shop catering to Business-to-Business (“B2B”) customers & maintain a **multi-channel mix**

Board of Directors



Krishna Kumar Choudhary
Chairman & WTD

- 25 years experience in IT distribution
- Bachelor's degree of commerce from Kashi Hindu University
- A member of ICAI



Sureshkumar Pansari
Vice-Chairman & WTD

- 33 years experience in the technology channel sector
- Bachelor's degree in commerce from the Rajasthan University
- An associate member of the ICAI



Kapal Suresh Pansari
Managing Director

- 15 years experience in the technology channel sector
- Bachelor's degree in commerce from the University of Mumbai



Keshav Krishna Kumar Choudhary
Whole-time Director

- 10 years of experience in the technology sector
- Bachelor's degree in science with a major in Electrical Engineering from the University of California



Yazdi Piroj Dandiwala
Independent Director

- 49 years experience in the legal sector
- Bachelor's degree in science
- Bachelor's degree in laws from the University of Bombay



Anandkumar Radhakrishna Ladsariya
Independent Director

- Experienced in management
- Bachelor's degree of commerce in the field of Accounting & Auditing from R. A. Podar College of Commerce and Economics
- Post graduate diploma in Management from IIM, Ahmedabad



Drushti Rahul Desai
Independent Director

- Experience in the field of valuations and 25 years of experience as a member of the board of directors of several companies
- Member of ICAI
- Registered valuer with the Insolvency & Bankruptcy Board of India



Mamidanna Prasad
Independent Director

- 19 years of experience as a member of the board of directors of several companies
- Bachelor's degree in commerce from the Osmania University
- Master's degree in business administration from the Howard University
- Resigned w.e.f February 29, 2024

Key Managerial Personnel and Senior Management



Rajesh Goenka
Chief Executive Officer

- 21 years of experience in sales & marketing
- Bachelor's degree in engineering in the field of chemical engineering from the University of Poona
- Associated with the company since 2008¹



Himanshu Kumar Shah
Chief Financial Officer

- Obtained bachelor's degree in commerce from the Jai Narain Vyas University
- Associate member of ICAI
- Associated with the Company since 2018



Navin Omprakash Agarwal
Vice President, Accounts & Finance department

- Fellow member of ICAI
- Passed intermediate level examination held by ICSI
- Holds a bachelor's degree in commerce from the University of Mumbai
- Associated with the Company since 1997



Hinal Tejas Shah
Company Secretary & Compliance Officer

- Fellow member of ICSI
- Bachelor's degree in law from the University of Mumbai
- Master's degree in law from University of Mumbai



Deloitte Haskins & Sells LLP
Pipara & Co LLP
Joint Statutory Auditors



CRISIL A/Positive
Long Term Rating[^]
CRISIL A1
Short Term Rating[^]

ICAI: Institute of Chartered Accountants of India; ICSI: Institute of Company Secretaries of India
1. Originally appointed in 2001 till 2006 and later resumed as Vice President of Marketing in 2008
[^]Bank Facilities, based on ratings rationale dated March 8, 2023

Business Highlights



Leading* & Fastest^ Growing Indian Distribution Partner for Information & Communications Technology Products



Pan-India & Multi-channel Distribution Footprint backed by Dedicated In-house Infrastructure



Long-term Relationships with Marquee Global Technology Brands Supported by Committed Engagement Strategy with Customers



Diversified & Comprehensive Product Portfolio & Solutions



Scalable Business Model Supported by Advanced Technology Stack



Consistent Track Record of Superior Financial Performance & Return Metrics



Experienced Promoters & Professional Senior Management Team

**in terms of revenues and distribution network in Fiscal 2023. (Source: Technopak Report)*
^ in terms of revenue growth between Fiscal 2021 and Fiscal 2023. (Source: Technopak Report)

Awards



Key Performance Highlights in Q3FY24 (Consolidated)

1

Registered strong standalone revenue growth of 21% in Q3FY23 Vs Q3FY24 and 12% 9M'FY23 – 9M'FY24

2

Expanded brand portfolio with addition of new global technology brands – Viewsonic and Any Desk

3

Added new products category in existing brands – Samsung Monitor, Google Pixel Watch

4

Implemented CRM in West Region; Automated order creation, stock allocation/transfer, sales execution and report generation for speed of execution


5

Collected 606 KGs of E-waste as part of E-waste Collection drive pan India

Q3 & 9M FY24 - Financial Highlights (Consolidated)

Q3'FY24

Operating Revenue

 Rs. 26,240 Mn
20.84% (Q-o-Q)

EBITDA

Rs. 683 Mn
EBITDA Margin : 2.60%

PAT

Rs. 248 Mn
PAT Margin : 0.94%

WC Days

54 Days

ROE*


12.85%

ROCE*

12.02%

9M'FY24

Operating Revenue

 Rs. 80,925 Mn
12.47% (Y-o-Y)

EBITDA

Rs. 2,340 Mn
EBITDA Margin : 2.89%

PAT

Rs. 968 Mn
PAT Margin : 1.20%

WC Days

54 Days
FY23 : 53 Days
YTD9m23 : 54 Days

ROE

18.06%*
FY23 : 19.33%
YTD9m23 : 21.09%*

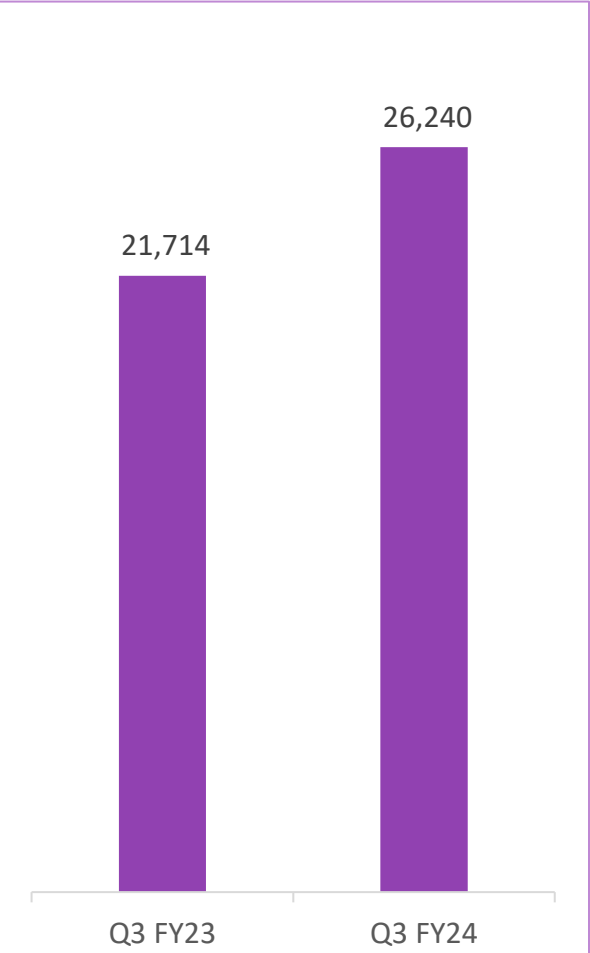
ROCE

13.91%*
FY23 : 14.21%
YTD9m23 : 14.90%*

Q3FY24 Consolidated Performance

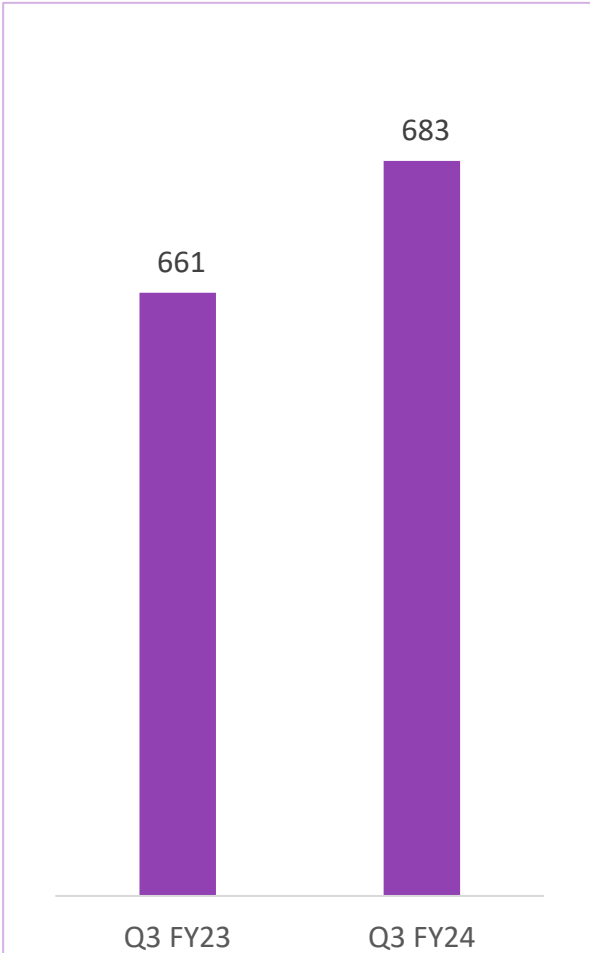
Revenue

20.84%



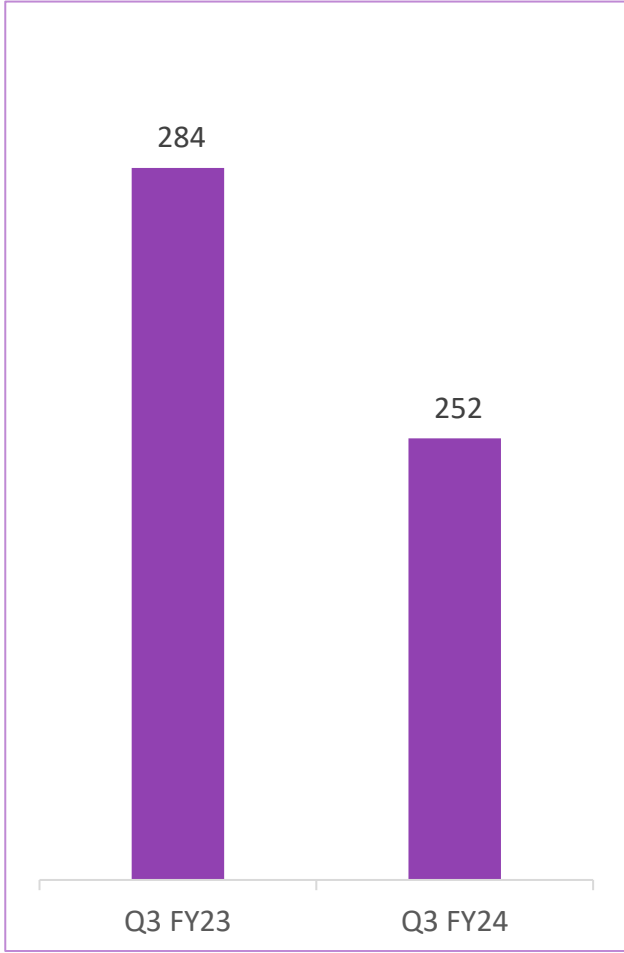
EBITDA

3.35%



PAT

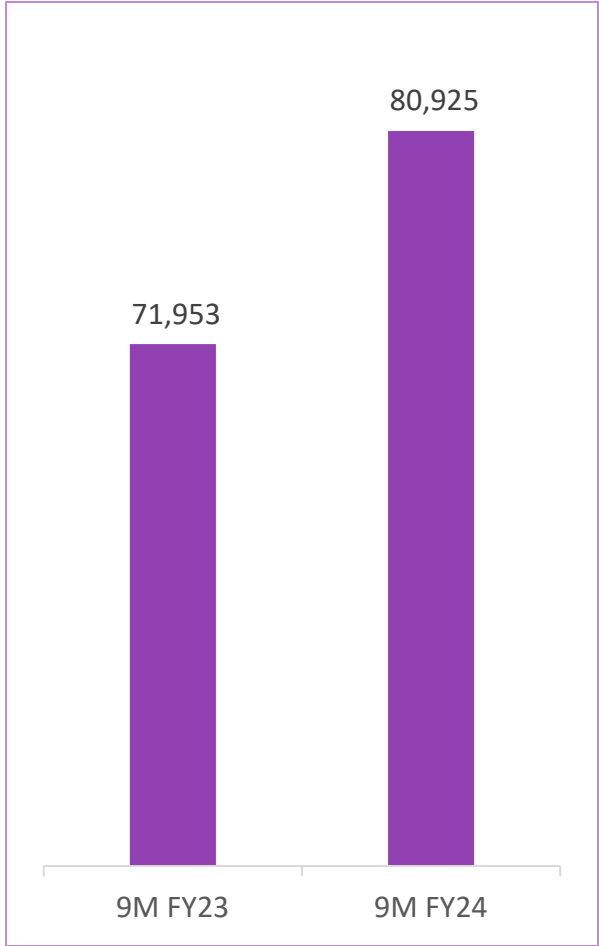
11.26%



9M'FY24 Consolidated Performance

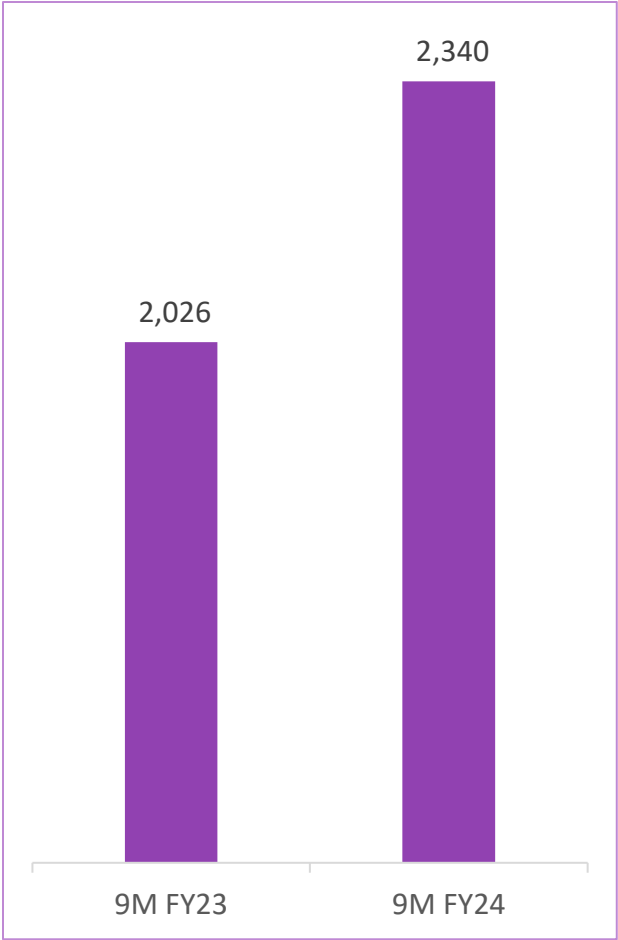
Revenue

12.47% ▲



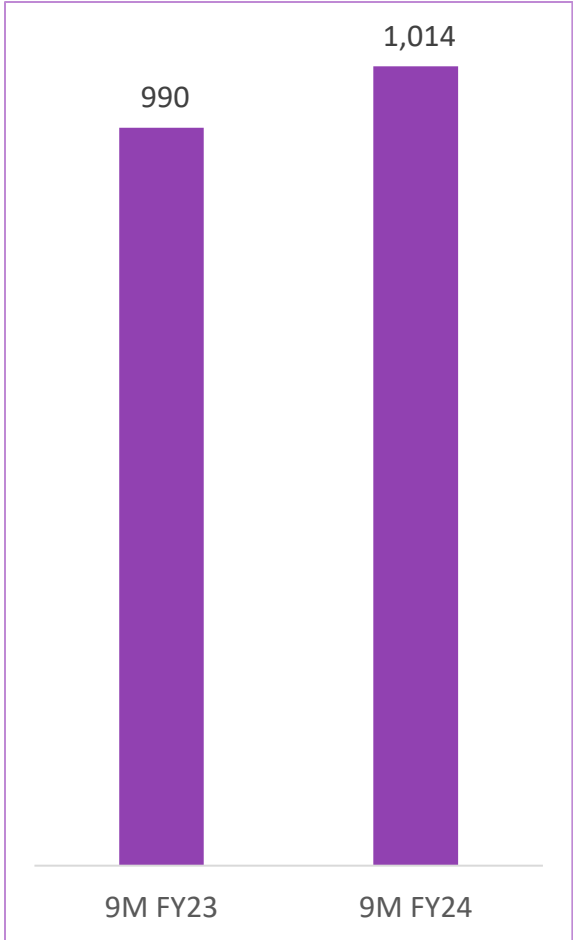
EBITDA

15.48% ▲



PAT

2.44% ▲



Q3 & 9M FY24 - Financial Highlights (Standalone)

Q3'FY24

Operating Revenue



Rs. 24,814 Mn
17% (Q-o-Q)

EBITDA

Rs. 687 Mn
EBITDA Margin : 2.77%

PAT

Rs. 255 Mn
PAT Margin : 1.03%

WC Days

55 Days

ROE*

14.69%

ROCE*

12.21%

9M'FY24

Operating Revenue



Rs. 78,696 Mn
11.80% (Y-o-Y)

EBITDA

Rs. 2,330 Mn
EBITDA Margin : 2.96%

PAT

Rs. 1,010 Mn
PAT Margin : 1.28%

WC Days

56 Days
FY23 : 53 Days
YTD9m23 : 55 Days

ROE

21.40%*
FY23 : 19.56%
YTD9m23 : 26.79%*

ROCE

13.96%*
FY23 : 14.22%
YTD9m23 : 14.99%*

Q3FY24 Standalone Performance

Revenue

17%



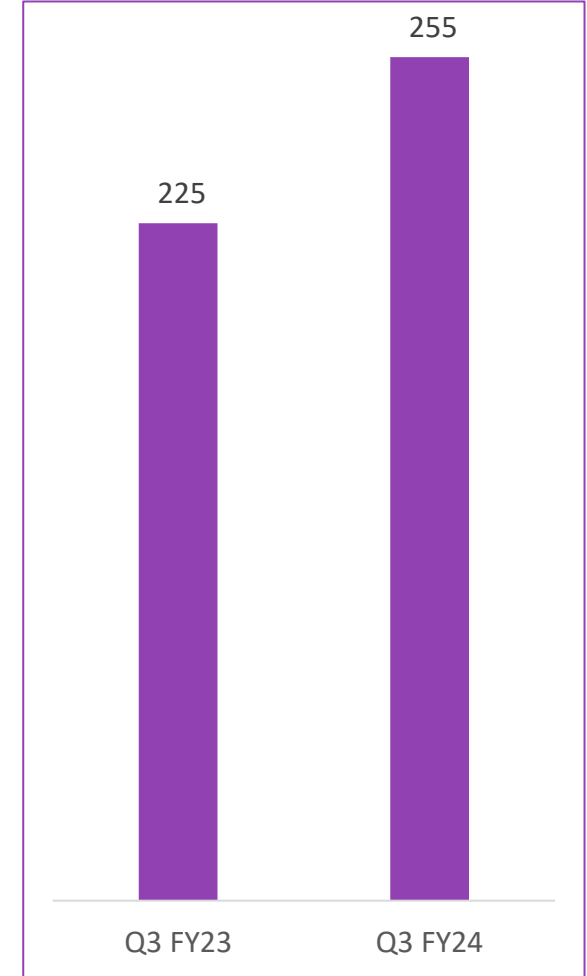
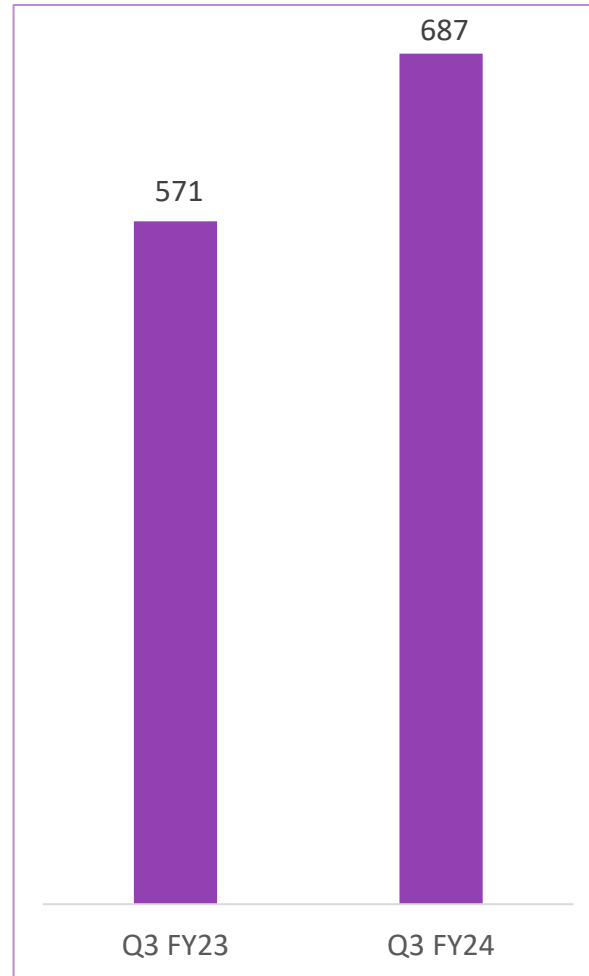
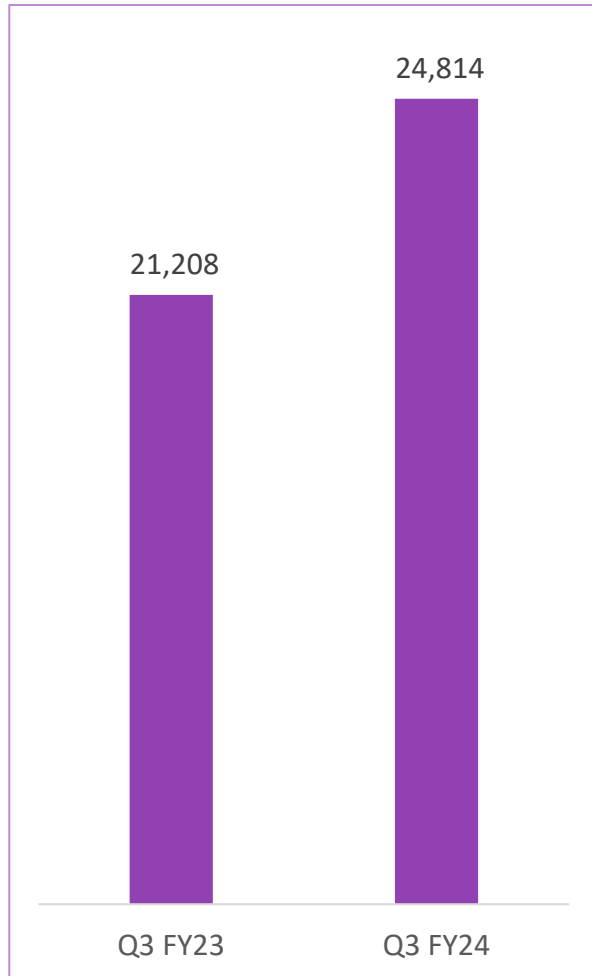
EBITDA

20.26%



PAT

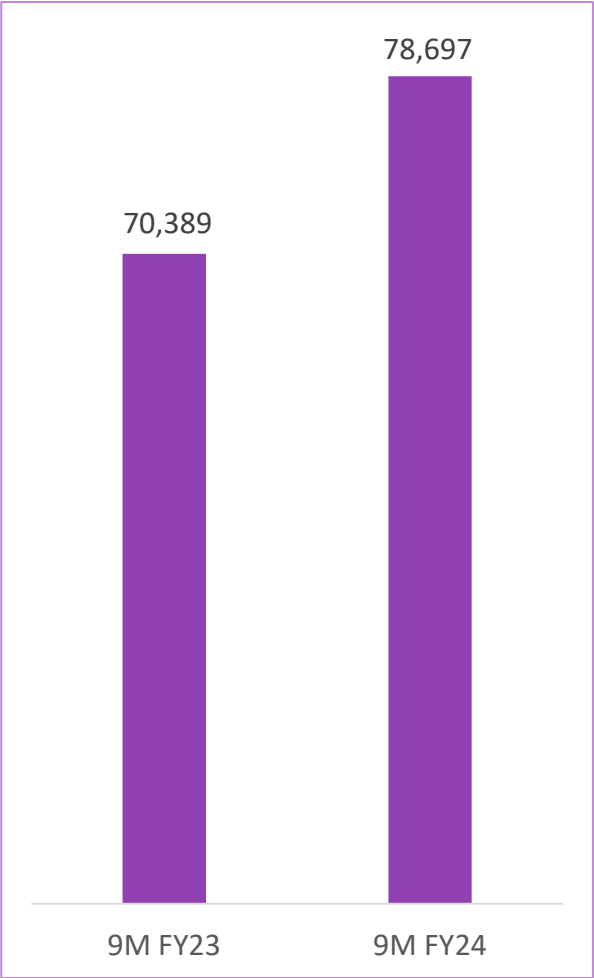
13.61%



9M'FY24 Standalone Performance

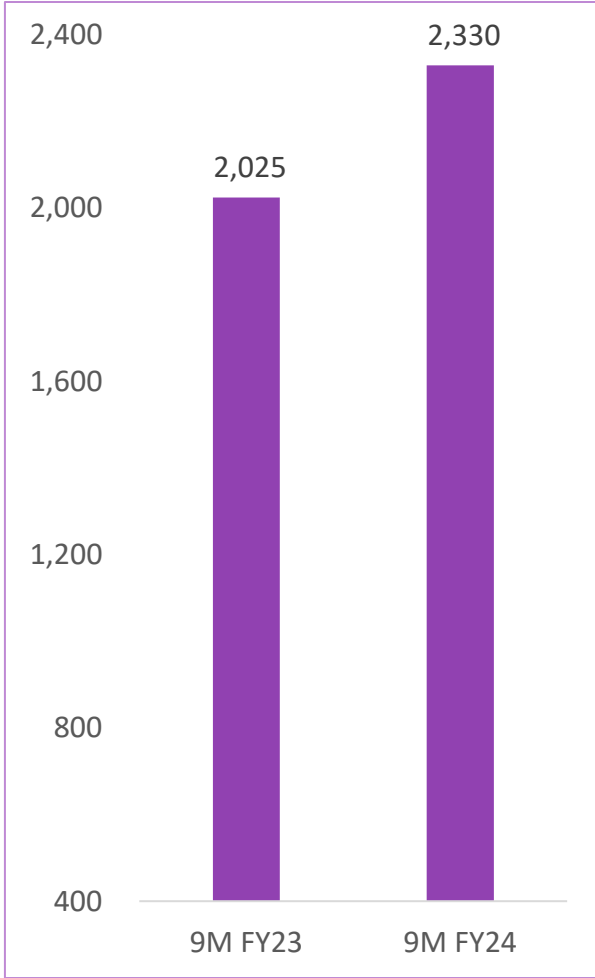
Revenue

11.80%



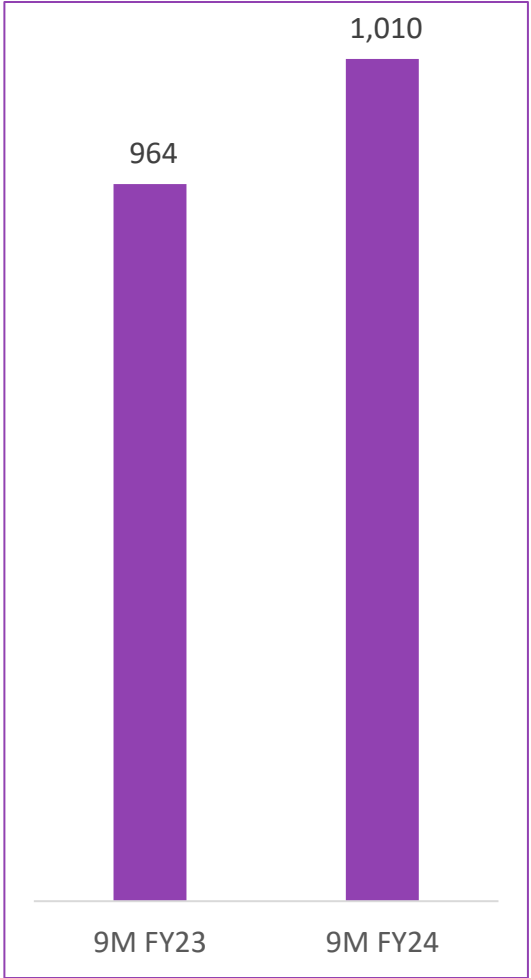
EBITDA

15.06 %

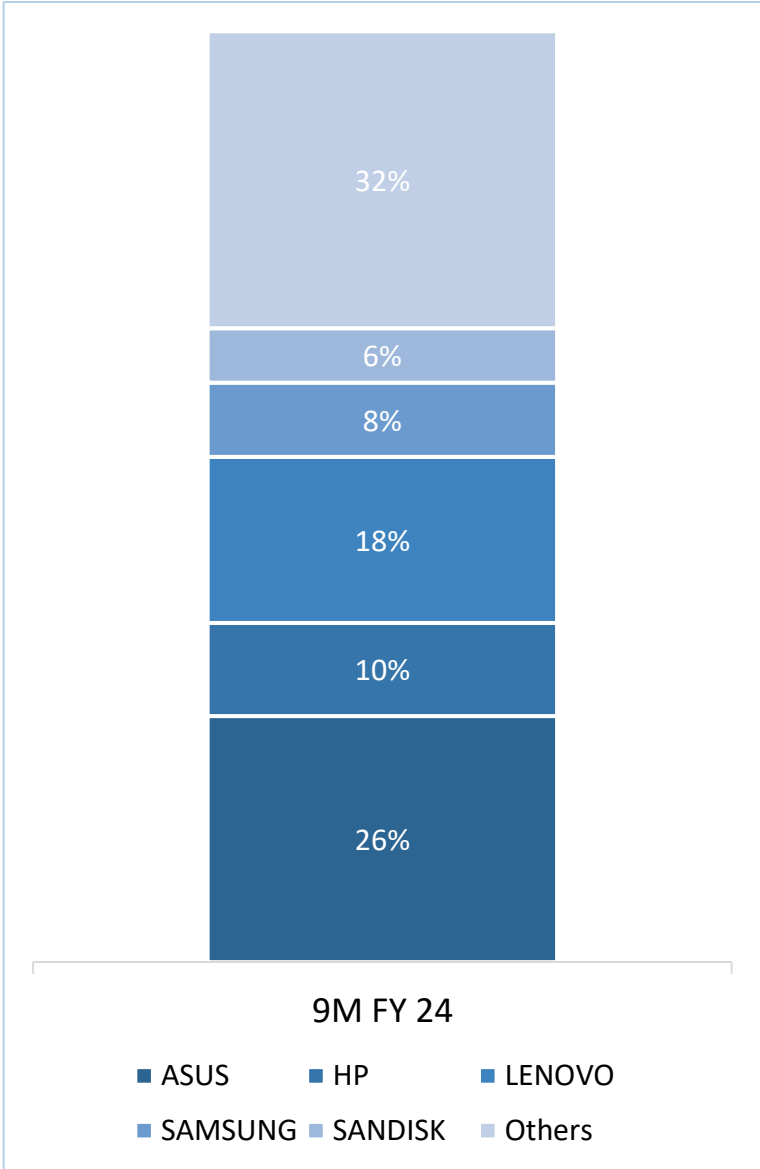
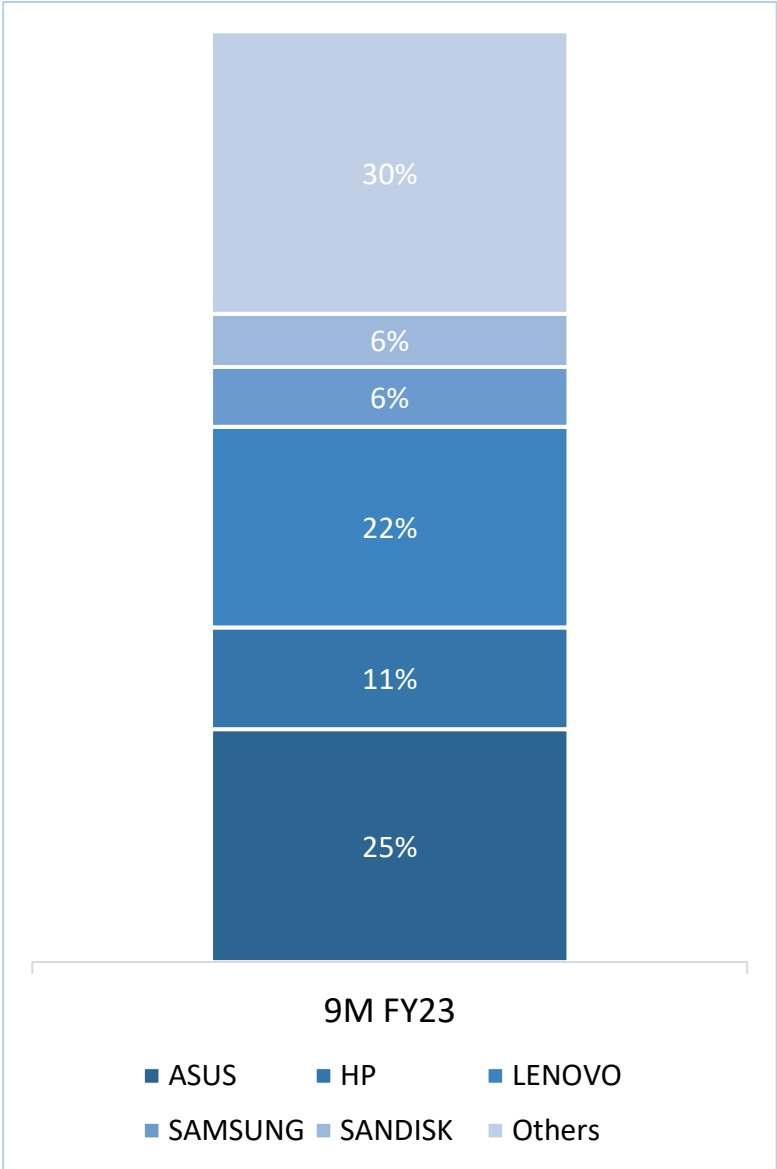


PAT

4.77 %



9M' FY24 Top 5 Vendors (Standalone)





Investor Contact

Hinal Shah

Company Secretary and Compliance Officer

Registered Office

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