

August 9, 2024

To,  
**Listing Operation Department**  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai- 400 001

**Listing Compliance Department**  
The National Stock Exchange of India Limited (NSE)  
05<sup>th</sup> Floor, Exchange Plaza, C-1, Block G, Bandra Kurla  
Complex, Bandra (E) Mumbai - 400 051

Scrip Code: **544119**

Symbol: **RPTECH**

**Sub: Presentation to the Investors/ Analyst Conference call**

**Ref.: Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations")**

Dear Sir/Madam,

This is further to our announcement dated 6<sup>th</sup> August, 2024, we enclosed herewith a copy of the Corporate Presentation.

The same will also be uploaded on the website of the Company at [www.rptechindia.com/investor](http://www.rptechindia.com/investor)

You are requested to kindly take the same on your record.

Thank you.

Your faithfully,  
**FOR RASHI PERIPHERALS LIMITED**

**HINAL  
TEJAS SHAH**

Digitally signed by HINAL TEJAS SHAH  
DN: c=IN, o=Personal,  
postalCode=400067, st=Maharashtra,  
serialNumber=818D2355600E3607746  
83C33C458F83C1C7858AA8C88821A3  
CDD89FF29144666, cn=HINAL TEJAS  
SHAH  
Date: 2024.08.09 16:41:41 +05'30'

**Hinal Shah**  
Company Secretary  
& Compliance Officer

Encl.: As above

**Rashi Peripherals Limited**

(Formerly known as Rashi Peripherals Private Limited)

Regd. Office: Ariisto House, 5th Floor, N S Phadke Road, Andheri East, Mumbai, Maharashtra – 400069, India  
• Tel: +91-22-6177 1771 | Fax +91-22-61771999 • [www.rptechindia.com](http://www.rptechindia.com) | CIN: L30007MH1989PLC051039



Rashi Peripherals Limited

# Rashi Peripherals Limited

**Corporate and Investor Presentation**

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FY 2024 - 25

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Q1 FY25 | 9<sup>th</sup> August 2024

# Disclaimer



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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

# Company Policies



## **Work Ethics**

Rashi Peripherals Limited follows high standards of work ethics to allow its employees perform their roles with competence, diligence, in good faith and in the best interests of the Company. The work ethics demonstrate the highest standards of integrity, business ethics, and corporate governance.

## **Sustainability**

Being a responsible ICT distribution company, Rashi Peripherals is committed to reducing carbon footprints. We have rolled out the “We Care for Environment” campaign to raise awareness about e-waste pollution and appealed to channel partners and employees to dispose of their outdated electronics/gadgets in its collection points across 50 locations. We will continue our efforts to move towards green and sustainable business practices for safe and clean environment for all.

## **Anti-bribery**

Ethical business is a core business philosophy of Rashi Peripherals Limited. The Company has adopted anti bribery policy. We take a zero-tolerance approach to bribery and corruption and has formulated policy to establish controls to ensure compliance with all applicable anti-bribery and corruption regulations, and to ensure that the Company’s business is conducted in a socially responsible manner. We are committed to acting professionally, fairly and with integrity in all our business dealings and relationships wherever we operate and implementing and enforcing effective systems to counter bribery.

## **CSR**

Rashi Peripherals Limited believes that the role of the company should not be limited to aggressively achieving its business objectives but should mandatorily include pro-active service to the society in which it operates. The Company has adopted set of process for taking CSR initiative through adopting CSR Policy. We have formulated by the CSR Committee to enable the company to fulfill its responsibilities of contributing to the larger good of the people and the planet. The primary focus of our CSR activities is in the areas of eradication of poverty, education, gender equality, environmental sustainability, promotion of national heritage, arts & culture, support to families of defense veterans, promotion and support to sports, rural upliftment and so on.



# Awards and Recognitions



# Key Performance Highlights (Q1 FY 2025)

1

Registered strong Consolidated revenue growth of 42% in Q1 FY25 Vs Q4 FY24

2

Won order for NMDC Data Center and Tamil Nadu Education project

3

CRM - Digital empowerment of sales Champions; enabling faster and accurate data input and output

4

CRISIL Ratings assigned CRISIL A+/Positive and CRISIL A1 ratings to Company's Long-term and Short-term bank loan facilities

# Key Business Initiatives (Continued)

1

Built a separate vertical for OEM/Make in India

2

Created a separate vertical for Visual Display business

3

Rolled out 40 city Channel Business Forum (CBF) roadshow beyond 50 branches of RP Tech

4

Inaugurated Embedded Lab in Bangalore on April 15



# Company Overview




# Who We Are

 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 India 



 **35** Years of Experience

 **418** mn@ Units Distributed


 **10,016\*** Customers

 **60** Global Technology Brands

 **16,854\*** SKUs

 **715\*** Locations

 **51** Branches

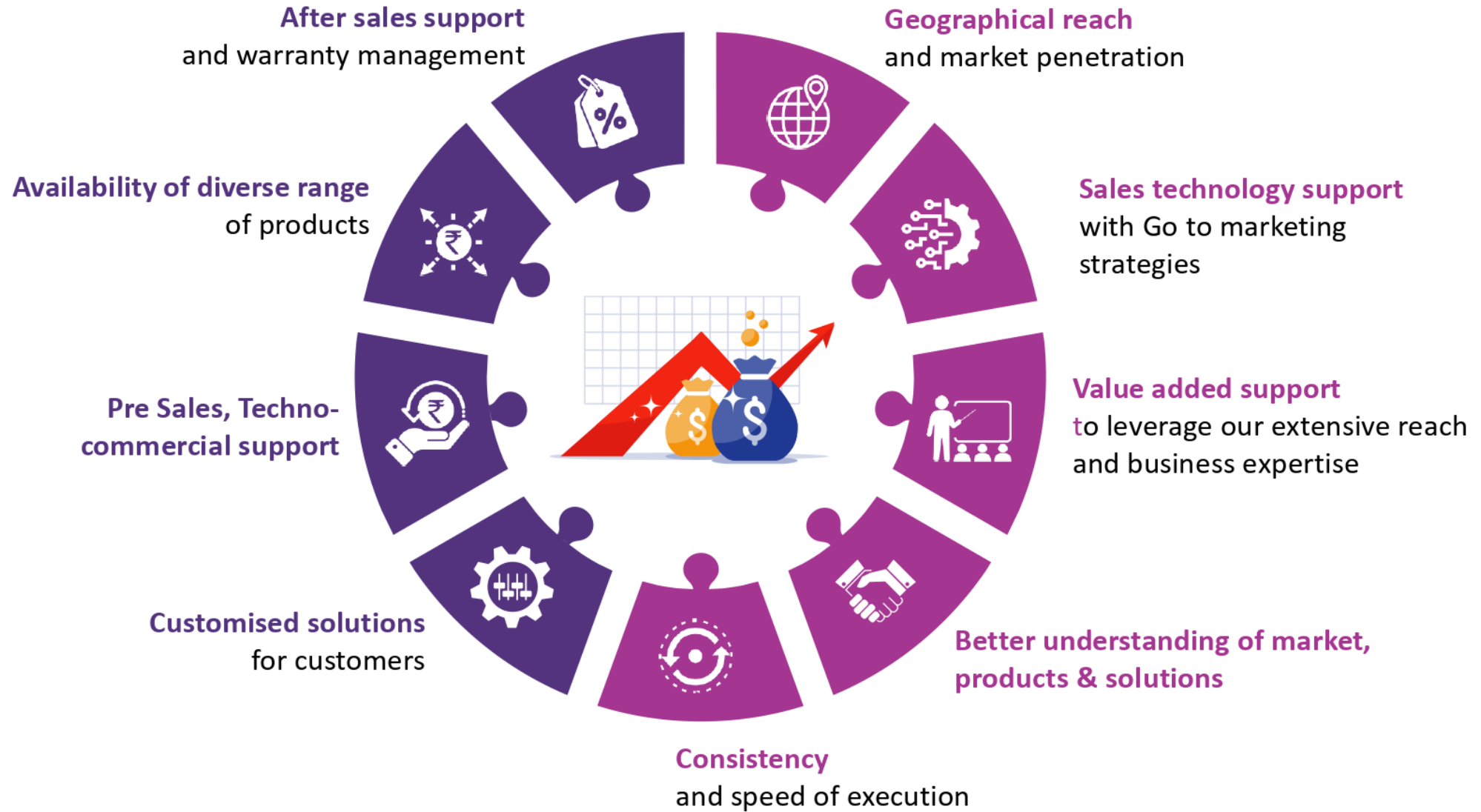
 **65** Warehouses

 **23.3%** CAGR FY 21-24

 **1,445** Employees

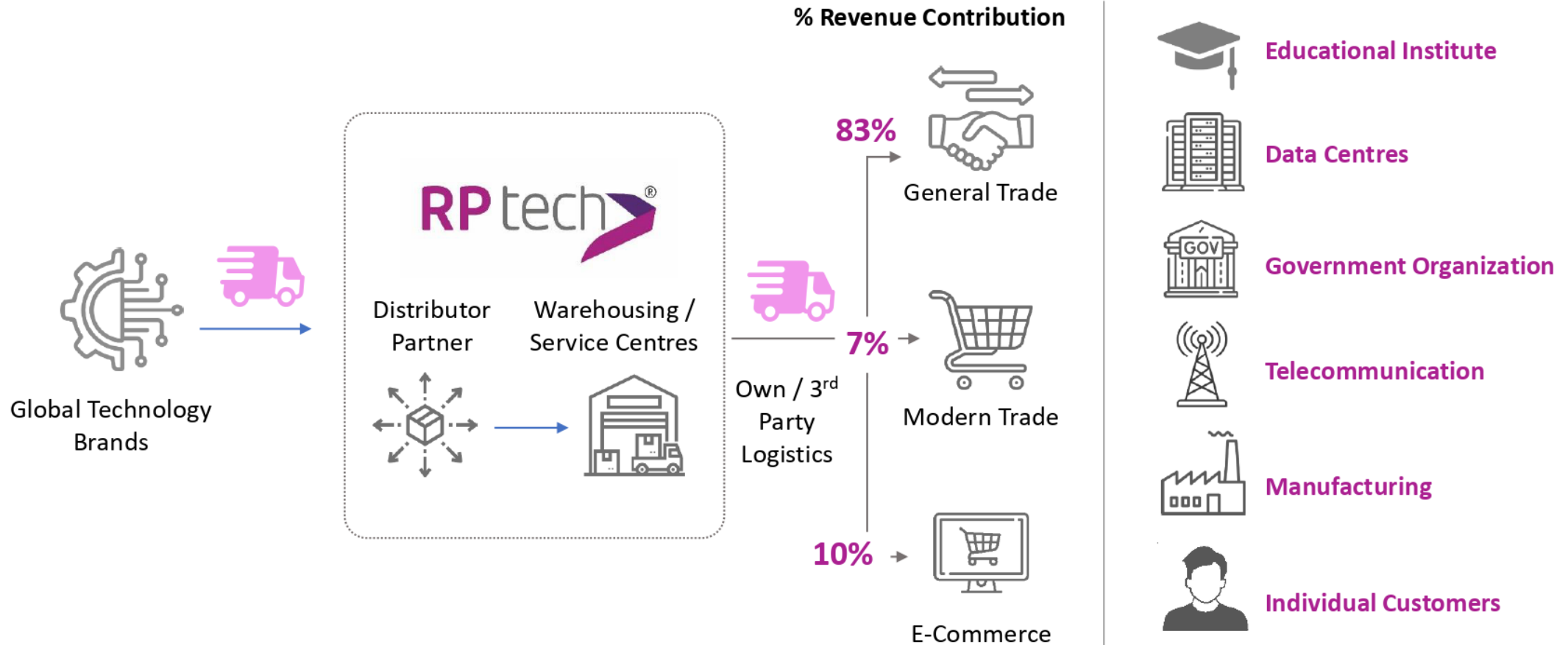
\* Figures are on TTM basis; @From inception till quarter-end

# Value Proposition



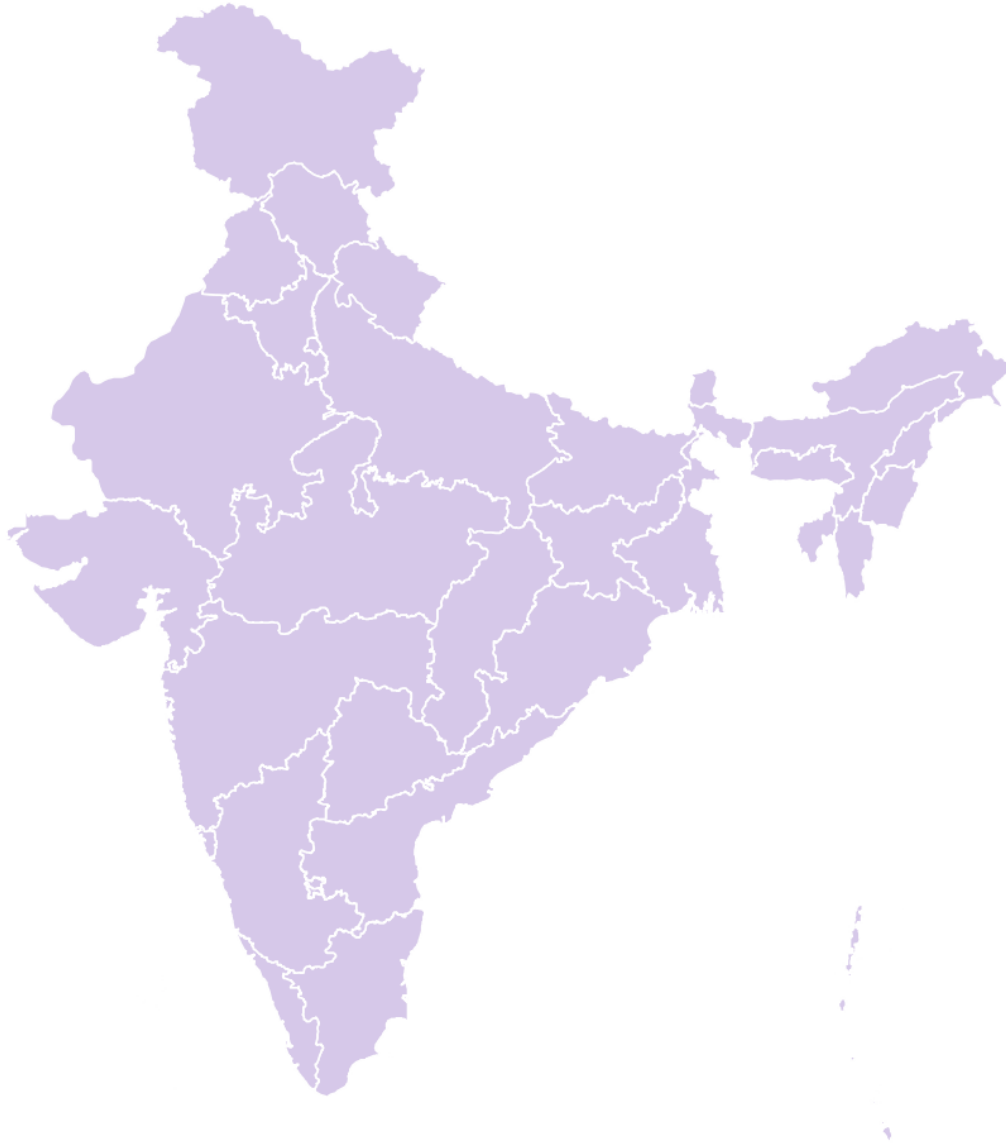


# RP Tech's Distribution Model



Modern Trade : (Croma, Vijay sales) Includes large format retail ("LFR"), multi-format retail ("MFR") and small format retail ("SFR") chains E-commerce: (Amazon, Flipkart)

# Our Network



- We have one of the widest distribution infrastructure to serve technology needs of end users in every nook and corner of the country
- We aim to be “*One Stop Shop*” to cater to technology needs of Indian consumers

Particulars	June'24 (TTM)	FY24
Locations Billed	715	705
Cities, Branches	51	51
Service centers	50	50
Customers	10,016	9,915
Sales Team	580	549
Warehouses	65	63

# Business Verticals

## Personal Computing, Enterprise and Cloud Solutions (PES)

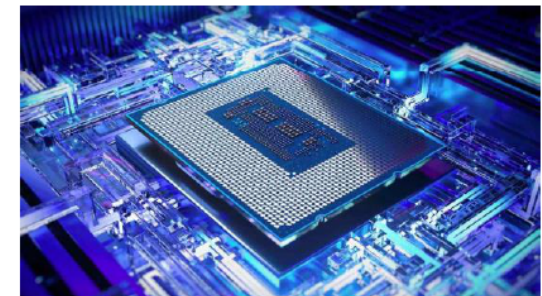
Under this vertical we distribute personal computing devices, enterprise solutions, embedded designs/ products and cloud computing.



## Lifestyle and IT Essentials (LIT)

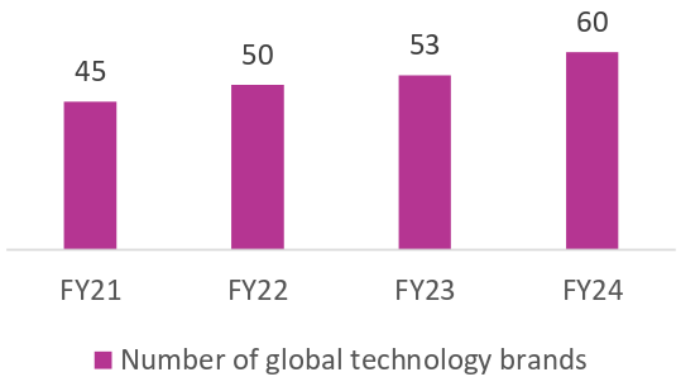
This includes the distribution of products such as

- i. components that include graphic cards, central processing units (“CPUs”) & motherboards;
- ii. storage & memory devices;
- iii. lifestyle peripherals & accessories that include keyboard, mouse, web cameras, monitors, wearables, casting devices, fitness trackers & gaming accessories;
- iv. power equipment such as UPS & invertors; and
- v. networking & mobility devices

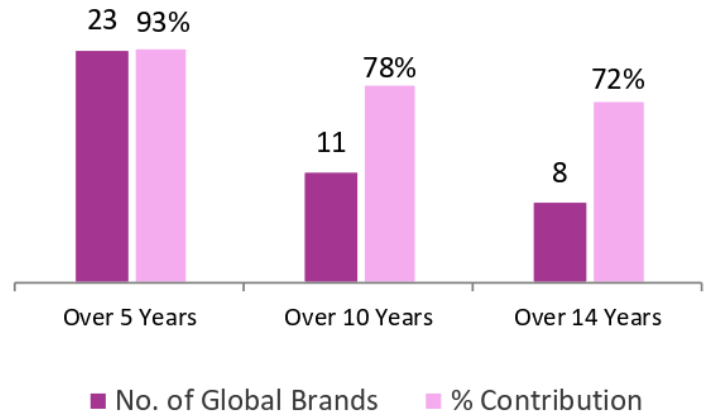


# Global Brand Outreach

- Preferred distribution partner of 60 Global Technology Brands
- Healthy mix of brands and product categories to drive growth from all business verticals and product segments

Long Term Relationship (June'24 TTM)







# Industry Update

# Factors Driving Hardware Industry Growth...

## Tailwinds from EdTech sector

The rise in Edtech will lead to growth in the consumption of IT systems like laptops, Tablets, Desktops etc.

## Penetration of PCs

The PC penetration is expected to increase by 31.6% in the next three years and touch 20 Mn by CY 2025 from around 15.2 Mn in 2022

## Surging internet penetration

Active internet users have grown by CAGR of 6% in last two years. Expected to touch ~ 1000 Mn by CY2025

## Digitalized Governance

Digital India driving increased demand for electronics/IT products. Expected spend of USD 112 billion in CY2024



## KEY GROWTH DRIVERS

## Increasing Data Volume

Data generated in CY2022 was 97 zettabytes (ZB); expected to cross 181 ZB by CY2025, CAGR of 23.1%

## GoI PLI Scheme

Approved 5-year outlay of ₹ 122 billion for Electronics/Technology products to develop IT Hardware value chain

## Affordable mobile data cost

One of the cheapest mobile data cost helping penetration of internet



# ...As Highlighted By Strong Forecast For 2024



Indian IT Spending Forecast (US \$ Bln)				
Particulars	2023 Spending	2023 Growth (%)	2024 Spending	2024 Growth (%)
Data Centre Systems	3.79	5.4	4.14	9.2
Devices	47.75	-2.1	55.84	16.9
Software	14.73	12.1	17.48	18.6
IT Services	22.91	4.9	26.07	13.8
Communications Services	33.44	-0.3	35.38	5.7
<b>Overall IT Spending</b>	<b>122.64</b>	<b>1.4</b>	<b>138.93</b>	<b>13.2</b>

Source: Gartner (April 2024)



# Financials

# Quarterly Financial Highlights Q1 FY25

**Revenue**  
**₹ 42,671 Mn**  
 42.1% QoQ

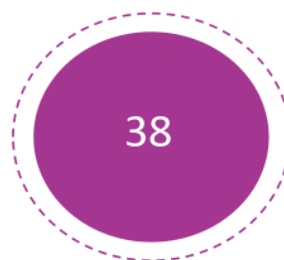
**EBITDA**  
**₹ 906 Mn**  
 8.2% QoQ

**3 years CAGR**  
**as on FY24**  
 Revenue: 23.3%

**PAT**  
**₹ 550 Mn**  
 17.0% QoQ

**EPS**  
**₹ 8.4**  
 18.2% QoQ

----- **As on Q1 FY25** -----



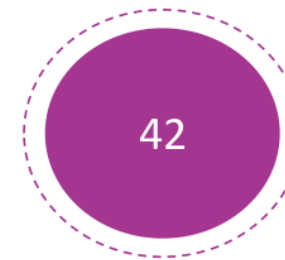
**WC**  
**DAYS**



**ROE%\***

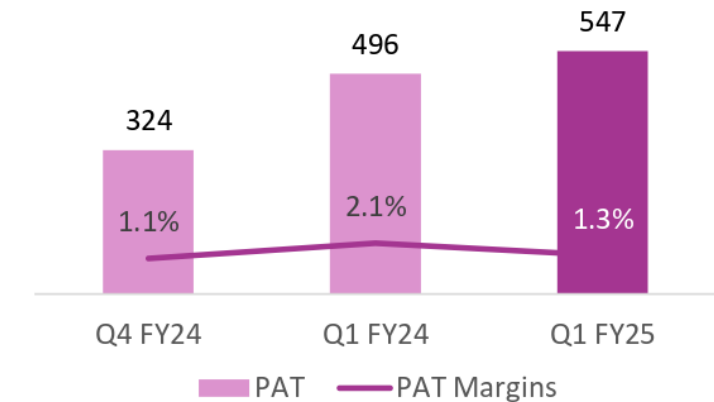
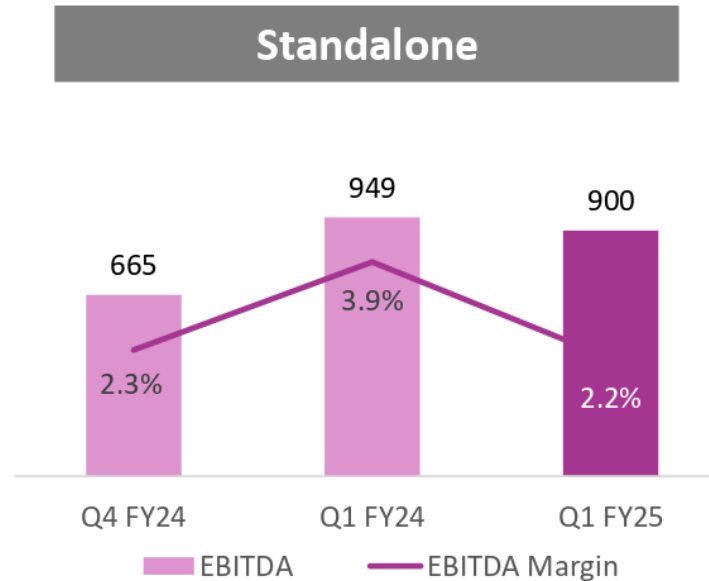
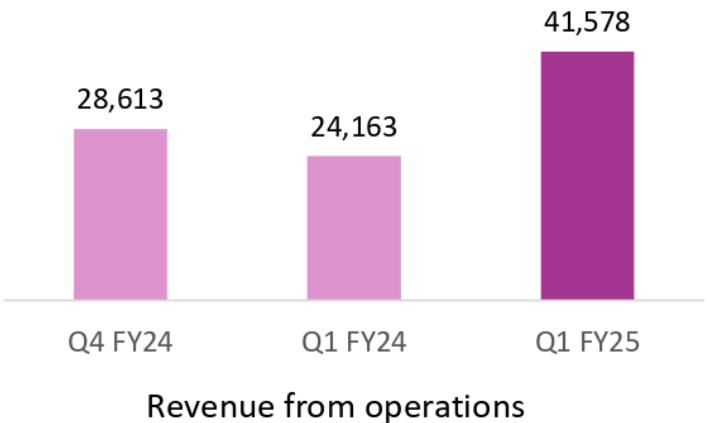
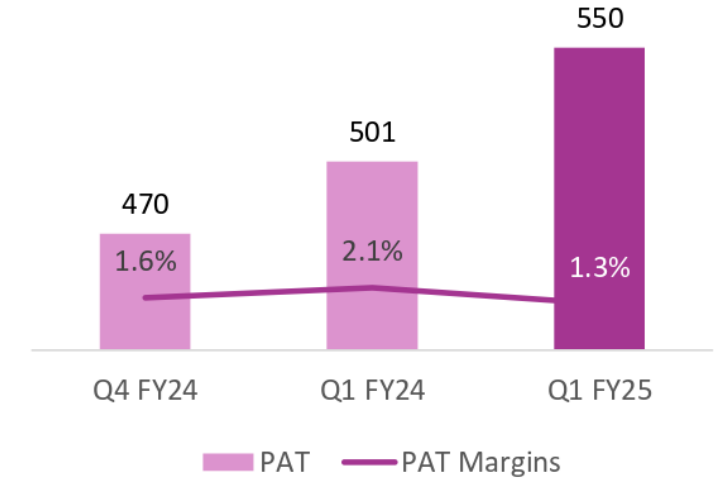
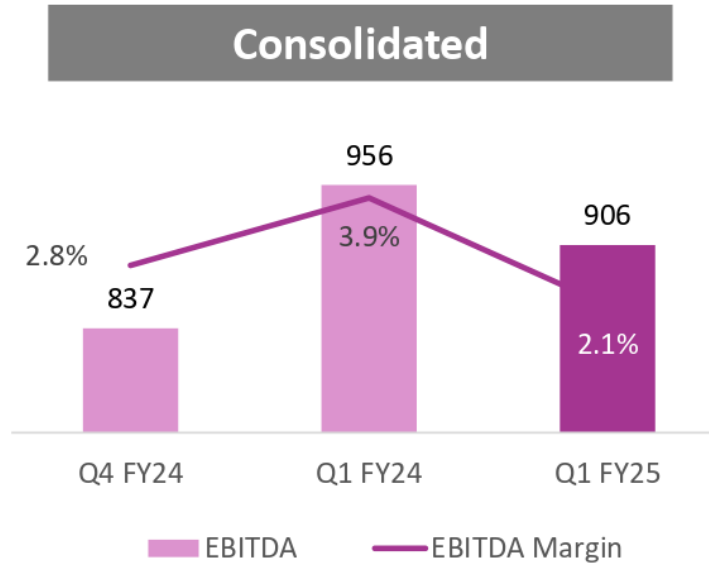
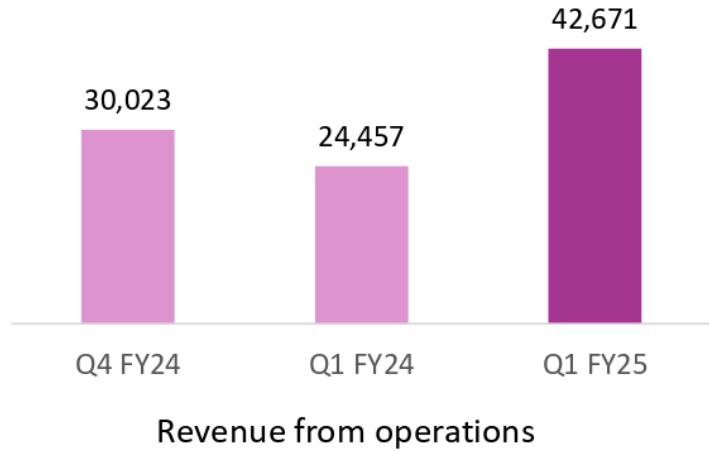


**ROCE%\***



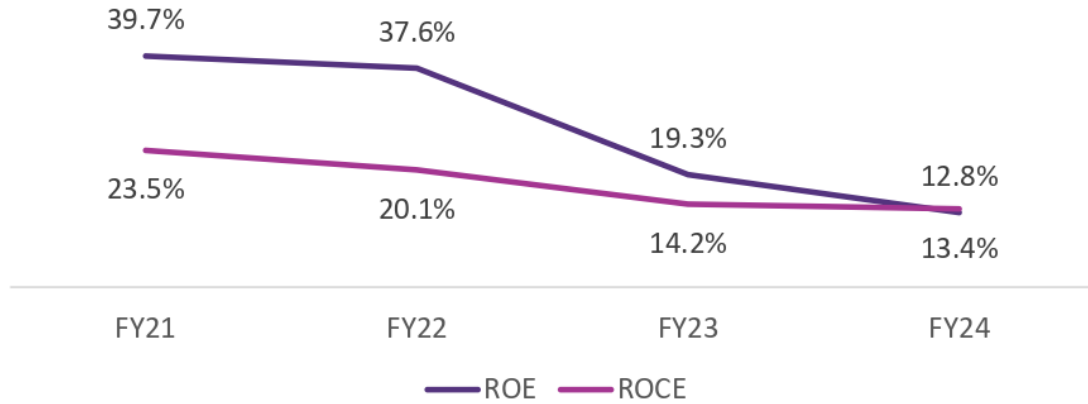
**Inventory**  
**Days**

# Key Financial Highlights

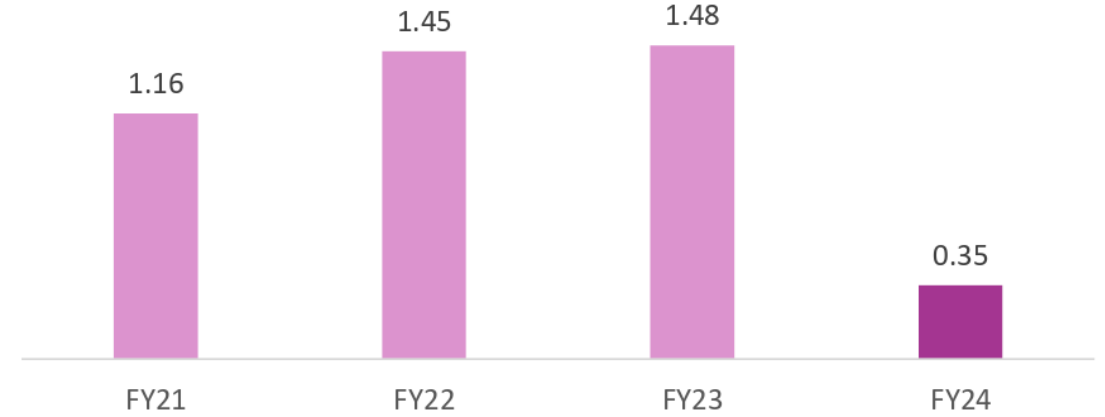


# Key Ratios

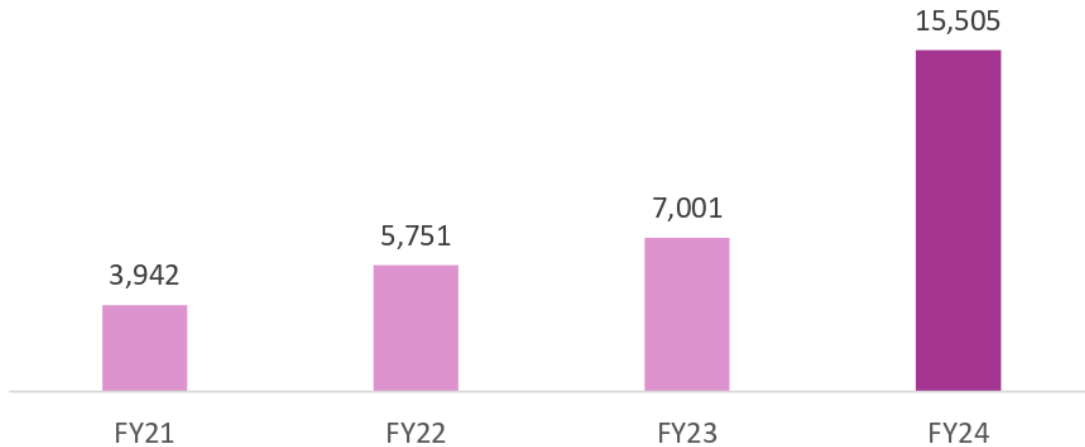
### ROE & ROCE



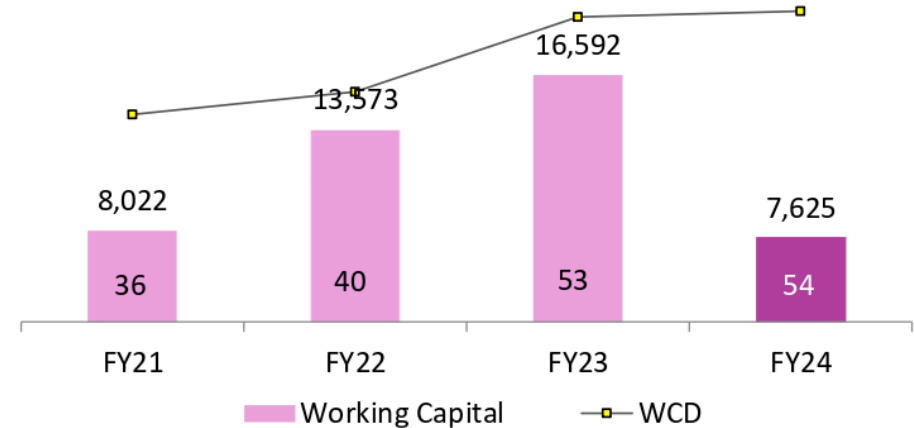
### Net Debt to Equity



### Net Worth (₹ Mn)



### Working Capital (₹ Mn) & Working Capital (Days)







# Annexure



# 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 Dandiwal**  
*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



**Dr Anil K Khandelwal**  
*Independent Director*

- Experience in banking, leadership, governance and organizational transformation areas
- An international key note speaker on Transformational Leadership and Governance in many global & national conferences
- B.E., MBA, LLB & PhD in Management

# Key Managerial Personnel and Senior Management



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 2008



Chief Financial Officer

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



Vice President, Accounts & Finance

- 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



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



Thank you

## Investor Contact

Hinal Shah

Company Secretary and Compliance Officer

## Registered Office

Ariisto House, 5th Floor, Junction of N.S.Phadke Road, Telli Gali,  
Andheri (E), Mumbai- 400 069 Maharashtra, India

<https://www.rptechindia.com/>

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**Aditya Tikare & Samruddhi Bane**

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