

October 29, 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)
05th 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 24th October, 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

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

Thank you.

Your faithfully,
For **RASHI PERIPHERALS LIMITED**

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 | CIN: L30007MH1989PLC051039



Rashi Peripherals Limited

Corporate and Investor Presentation

FY 2024 - 25

Q 2 & H1 FY25 | 29th October 2024

Disclaimer



This presentation has been prepared by Rashi Peripherals Limited (the “Company” “RP Tech”), solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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



**Most Preferred National
Distributor**

By IT Voice



Best ICT National Distributor of 2024

By Digital Terminal



Business Titans Award

By Radio City



Commitment to Excellence Award

By ASUS



Most Trusted ND Award

By LG



Entrepreneur of the Year

Mr. Suresh Pansari

By Navbharat Times



Key Business Highlights

1

Inaugurated
52nd branch in
Srinagar

2

Started Samsung
Consumer
Electronics business
(Back-to-Back)

3

Successfully
completed
CBF in 42
cities

4

Forayed in
Quick
Commerce
business

5

Received
project order
from Reliance
Industries for
Cables




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


 **435** million @Units Distributed


 **10,665*** Customers

 **61** Global Technology Brands

 **17,625*** SKUs

 **724*** Locations

 **52** Branches

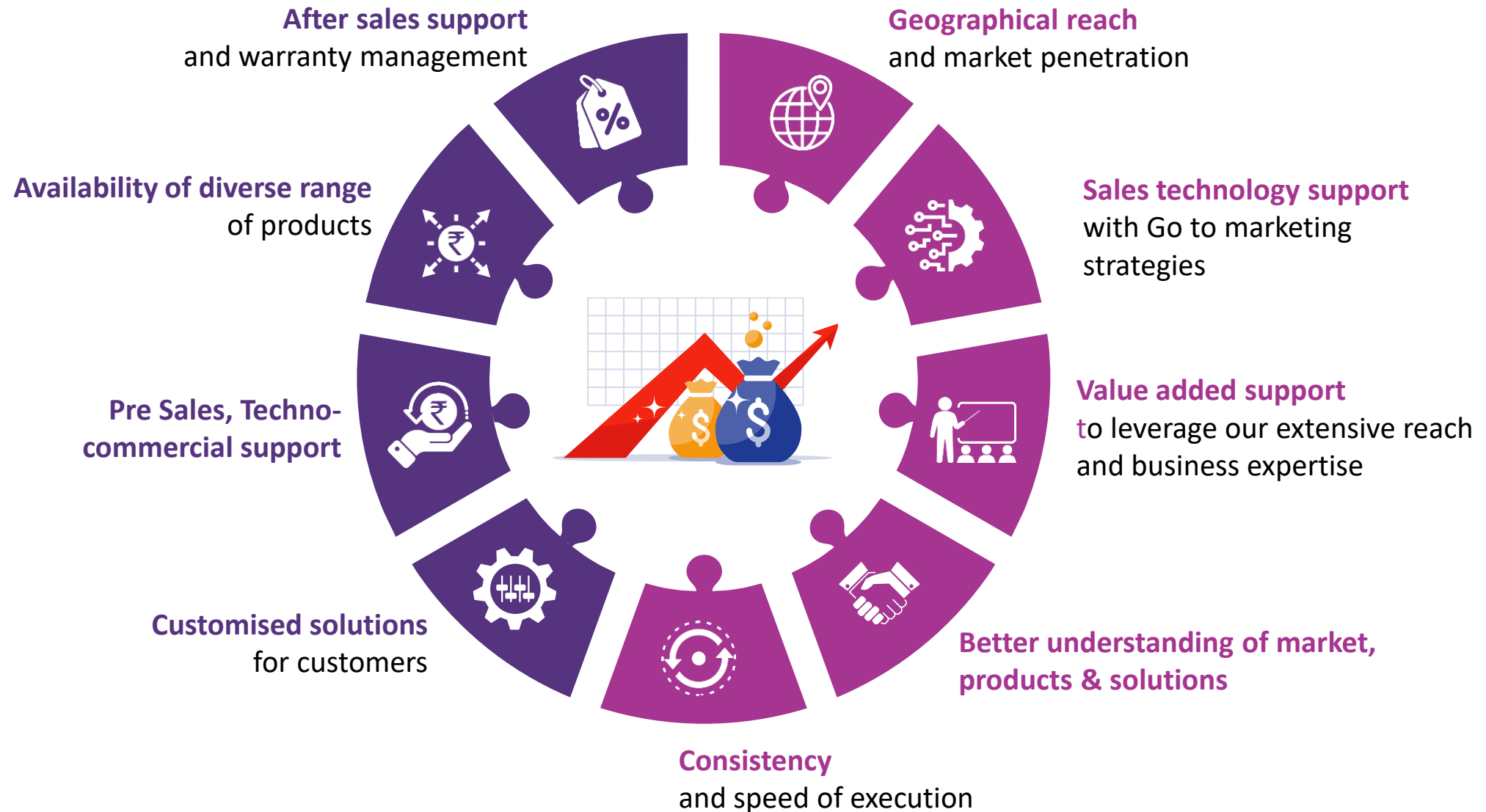
 **67** Warehouses

 **23.3%** CAGR FY 21-24

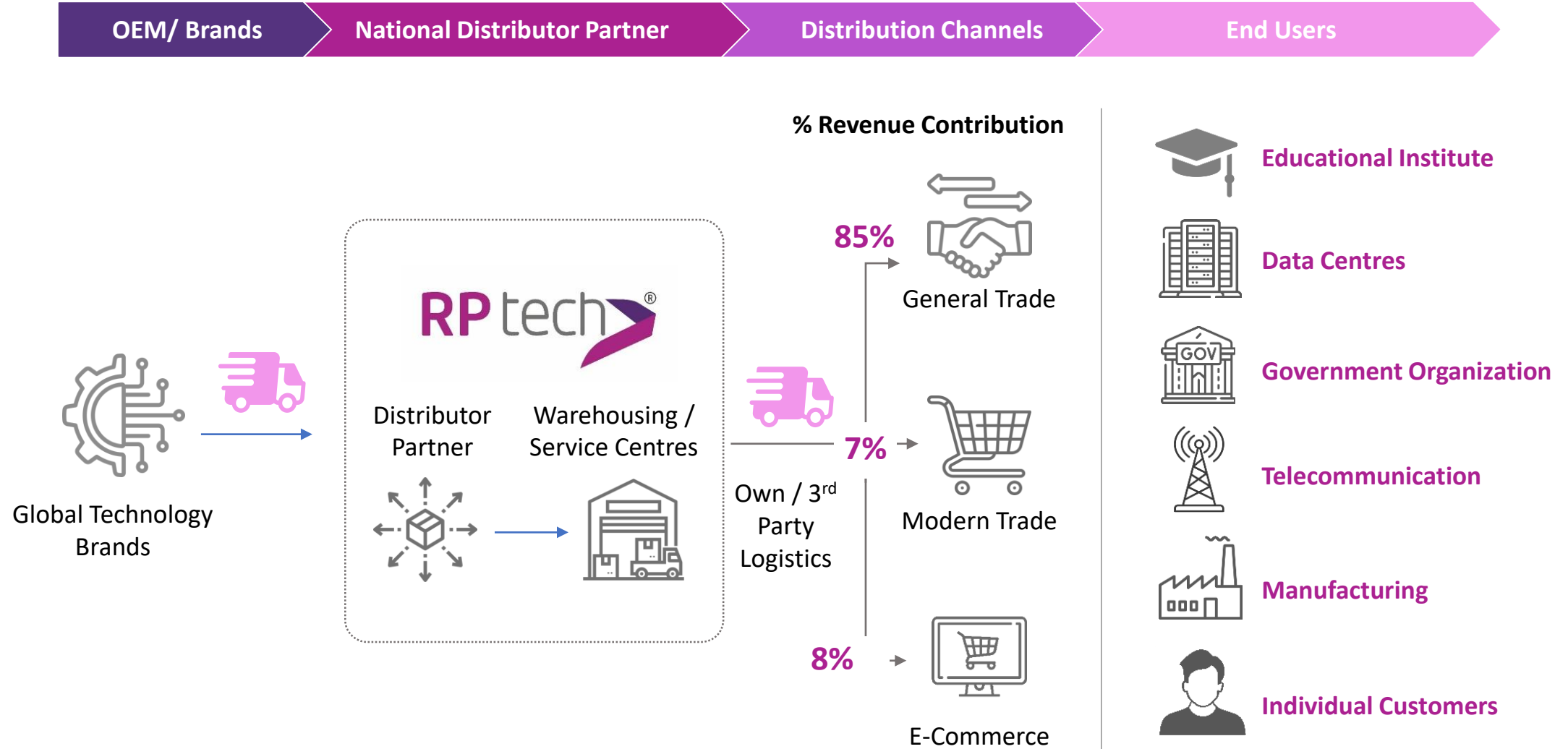
 **1,478** Employees

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

Value Proposition

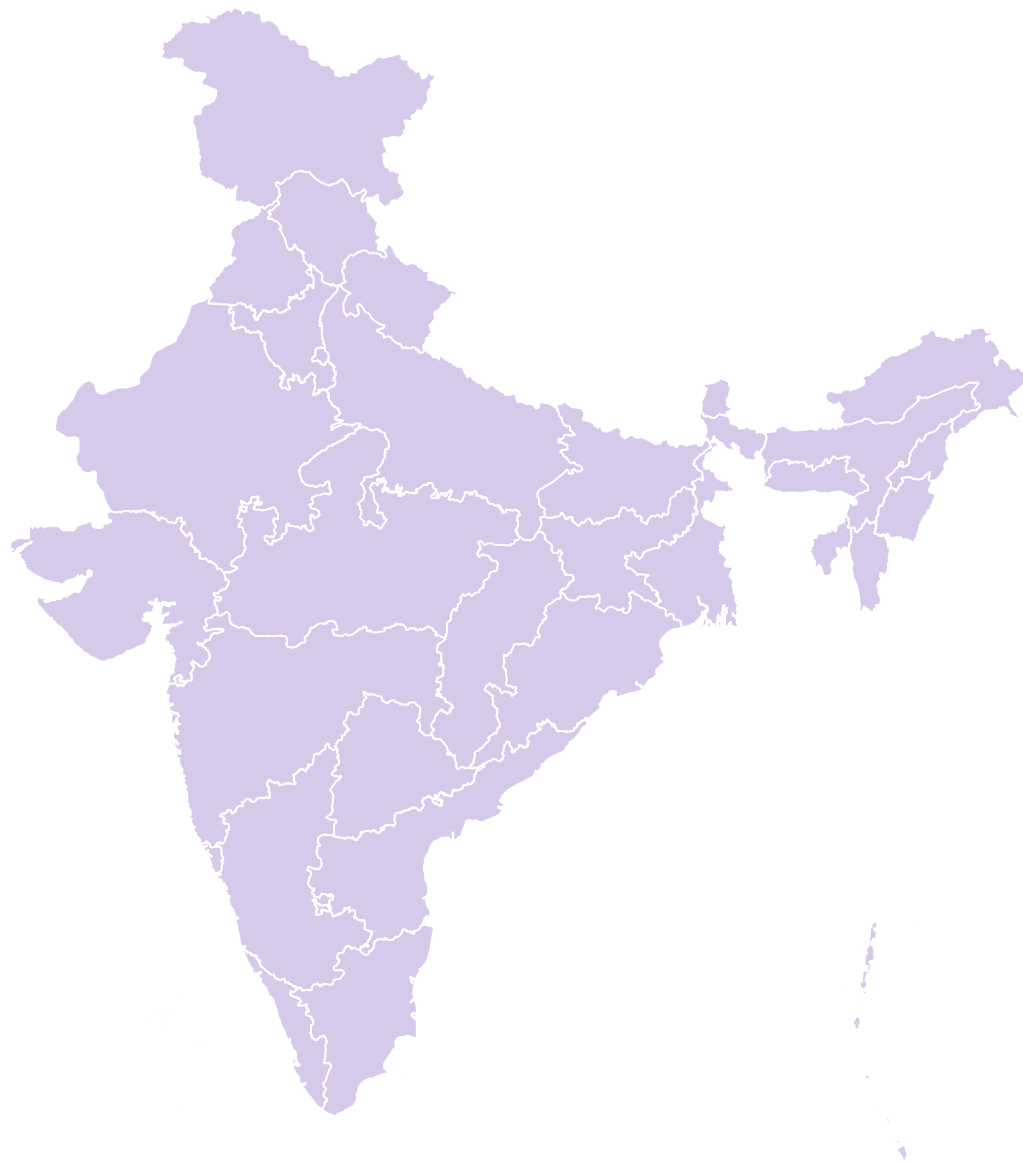


RP Tech's Distribution Model



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	Sept'24 (TTM)	FY24
Locations Billed	724	705
Cities, Branches	52	51
Service centers	50	50
Customers	10,665	9,915
Sales Team	585	549
Warehouses	67	63

Business Verticals

Personal Computing, Enterprise and Cloud Solutions (PES)

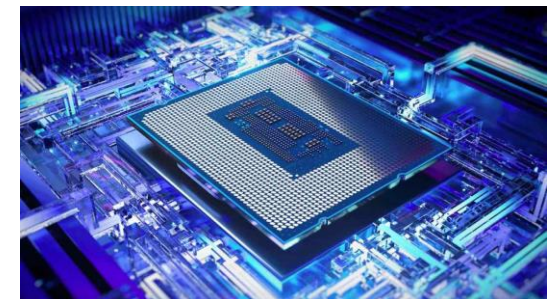
Under this vertical we distribute personal computing devices, enterprise solutions, embedded designs/ products and cloud computing.



Lifestyle and IT Essentials (LIT)

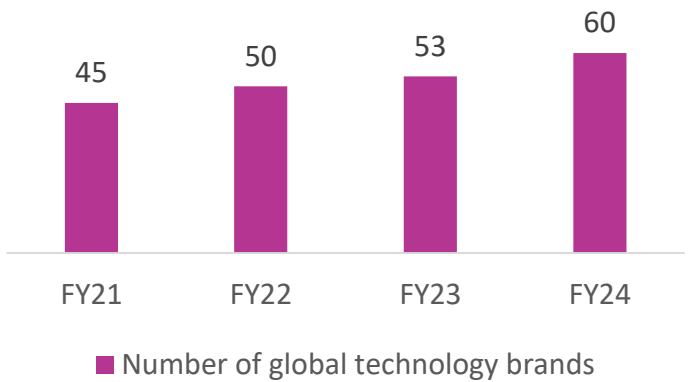
This includes the distribution of products such as

- 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

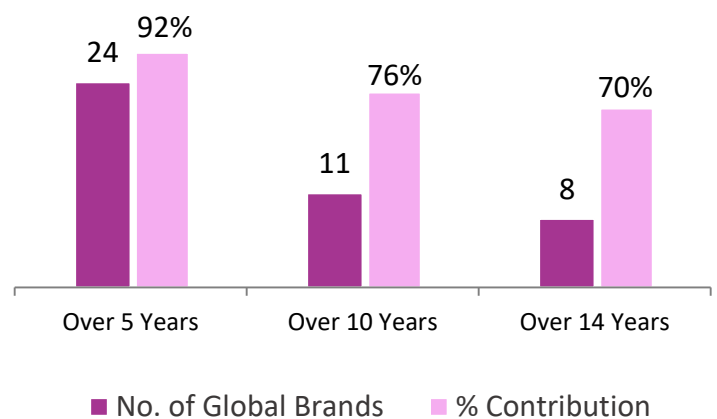


Global Brand Outreach

- 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 (Sept'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
Overall IT Spending	122.64	1.4	138.93	13.2

Source: Gartner (April 2024)

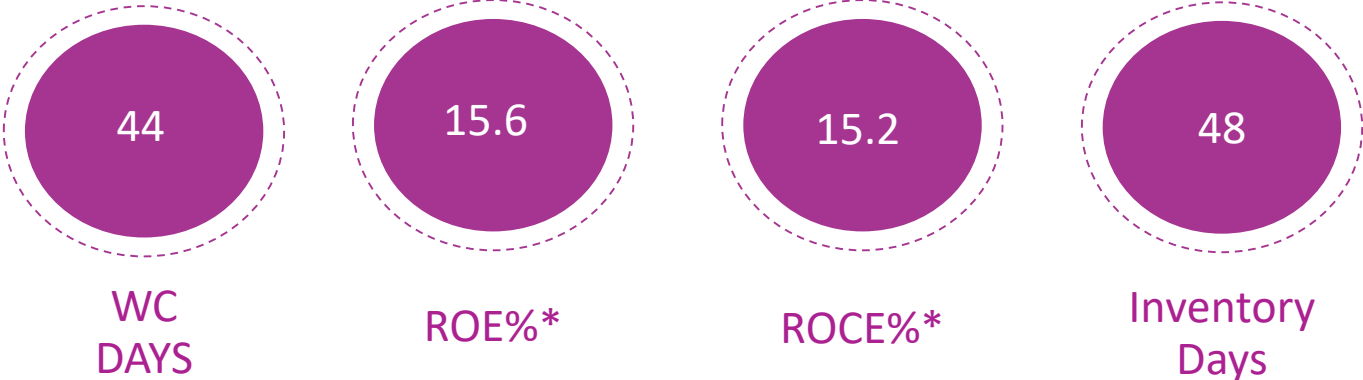


Financials

Quarterly Financial Highlights Q2 & H1 FY25

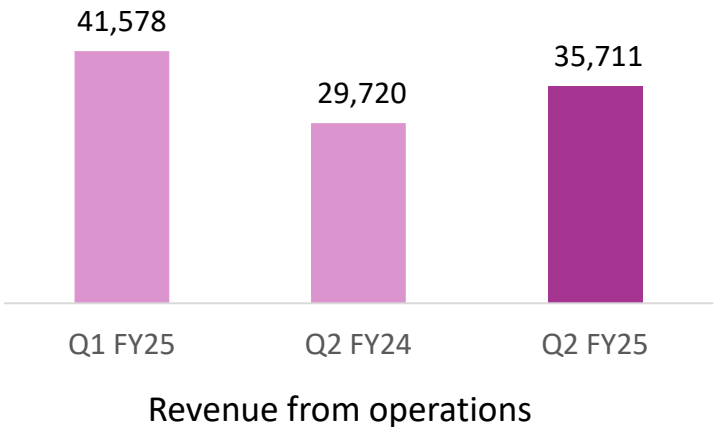
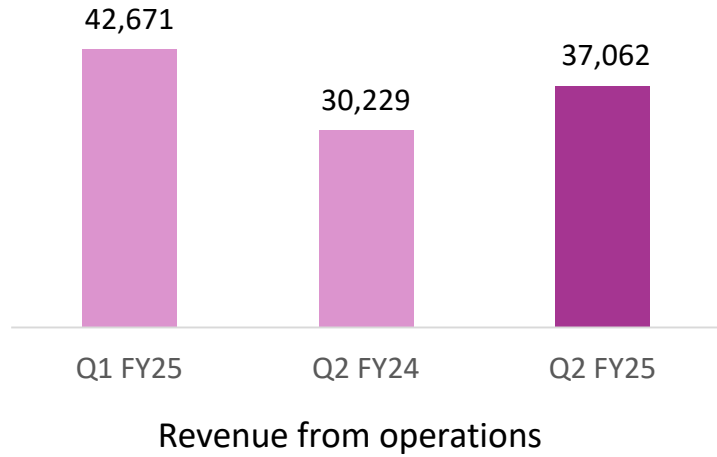
Q2 FY25		H1 FY25	
Revenue ₹ 37,062 Mn 22.6% YoY	EBITDA ₹ 1,044 Mn 49.1% YoY	Revenue ₹ 79,733 Mn 45.8% YoY	EBITDA ₹ 1,950 Mn 17.7% YoY
PAT ₹ 699 Mn 218.6% YoY	EPS ₹ 10.58 69.0% YoY	PAT ₹ 1,249 Mn 73.4% YoY	EPS ₹ 18.96 4.0% YoY

As on 30th Sept 2024

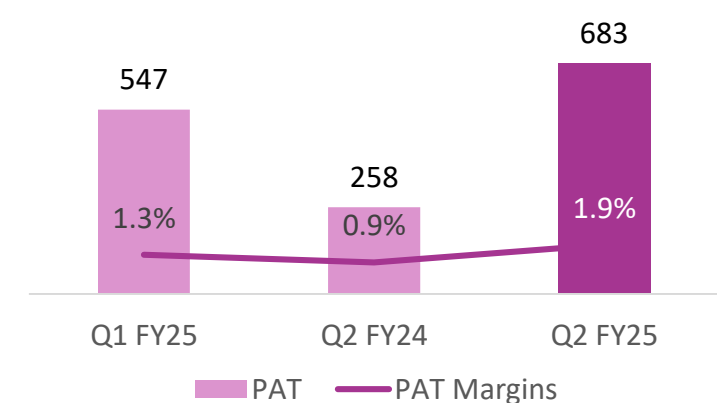
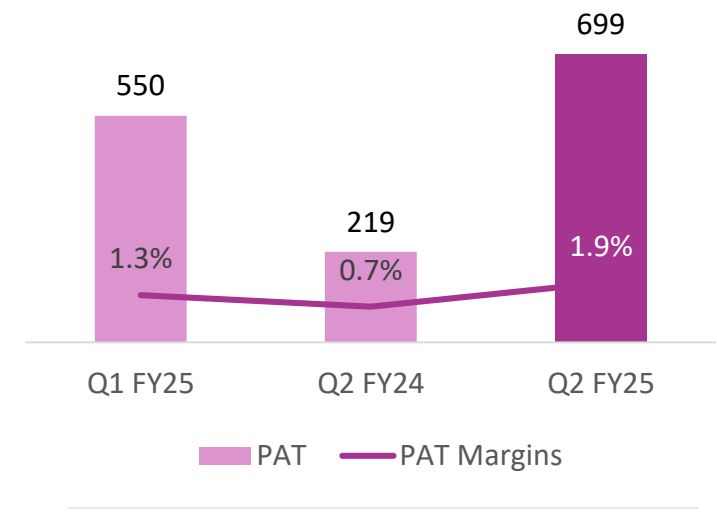
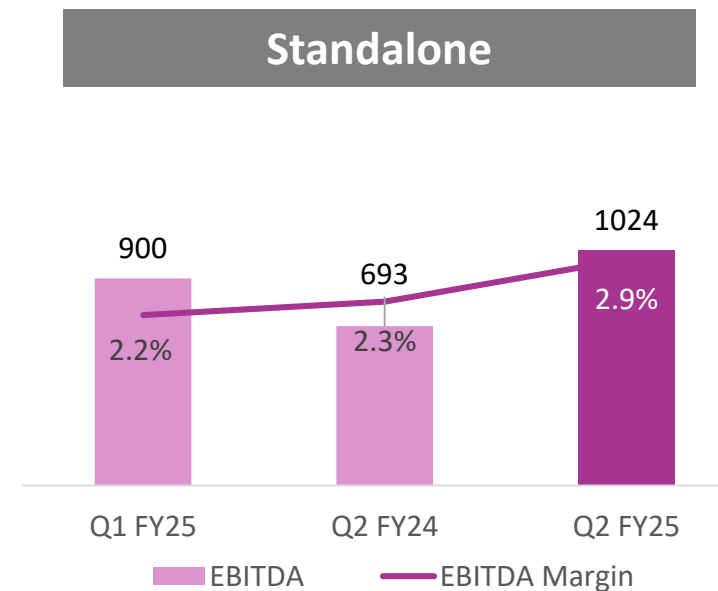
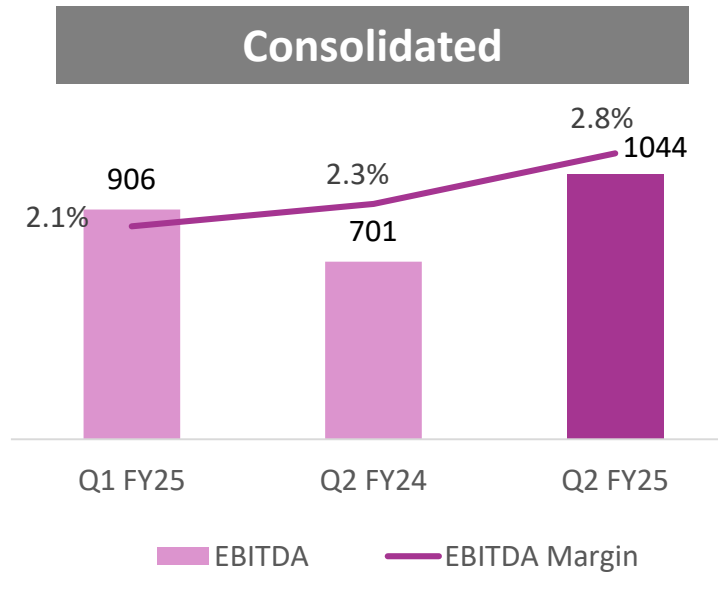


*Annualised

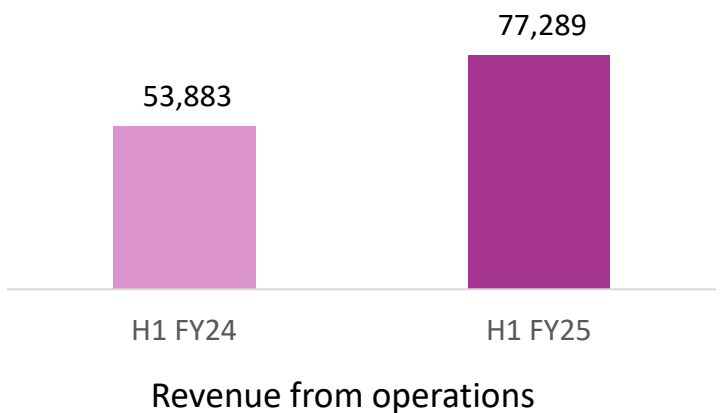
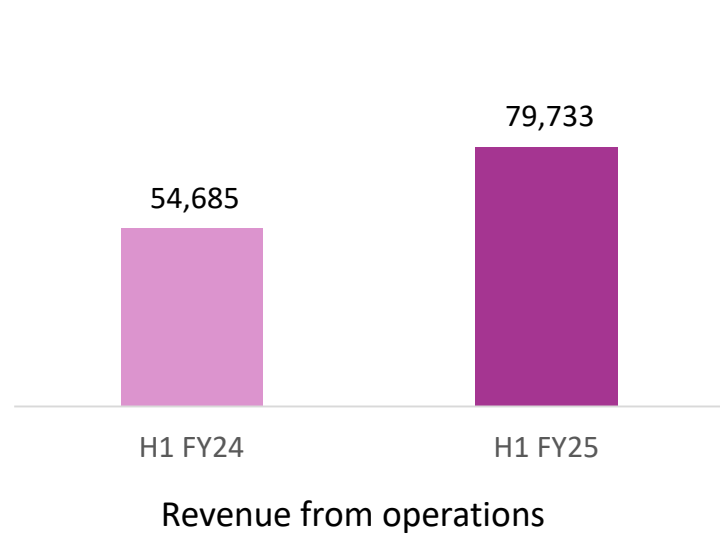
Q2 FY25 Key Financial Highlights



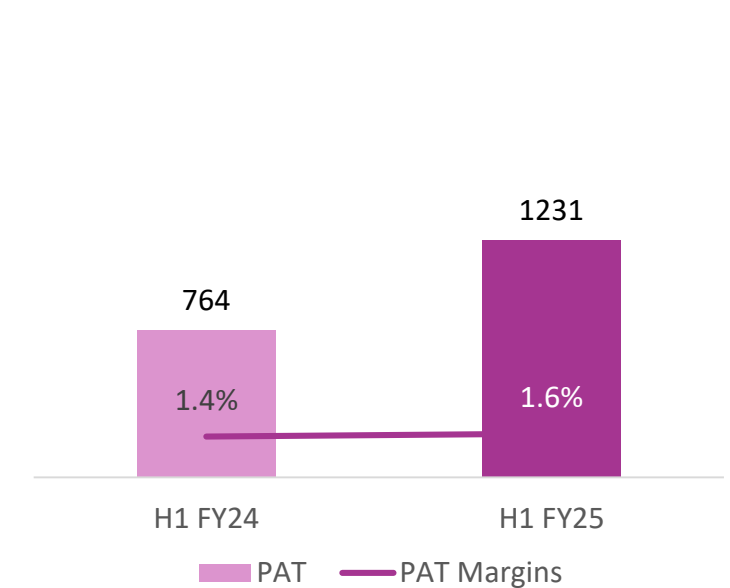
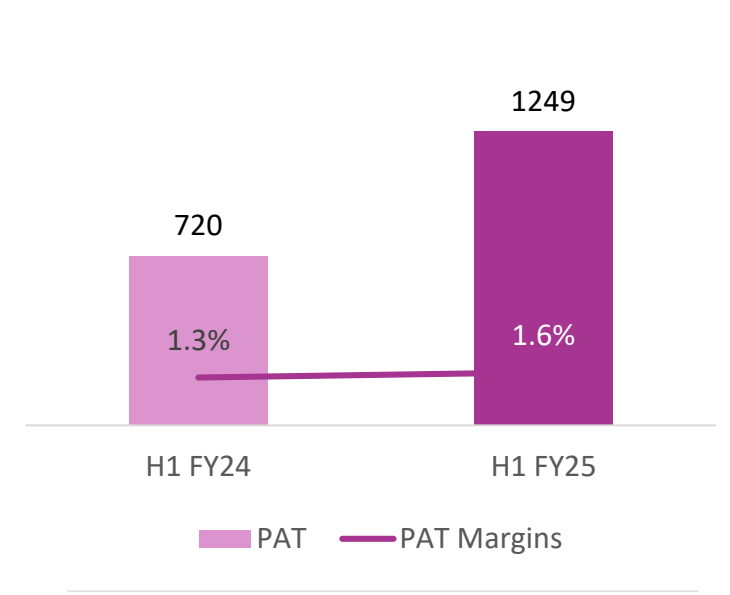
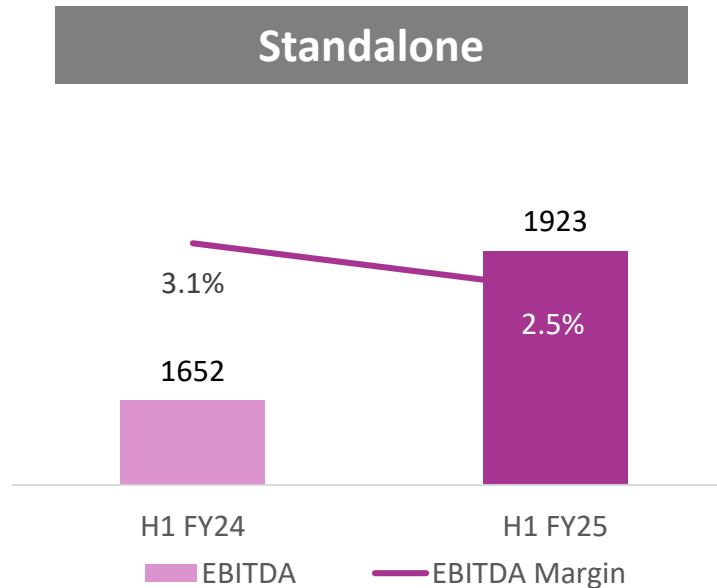
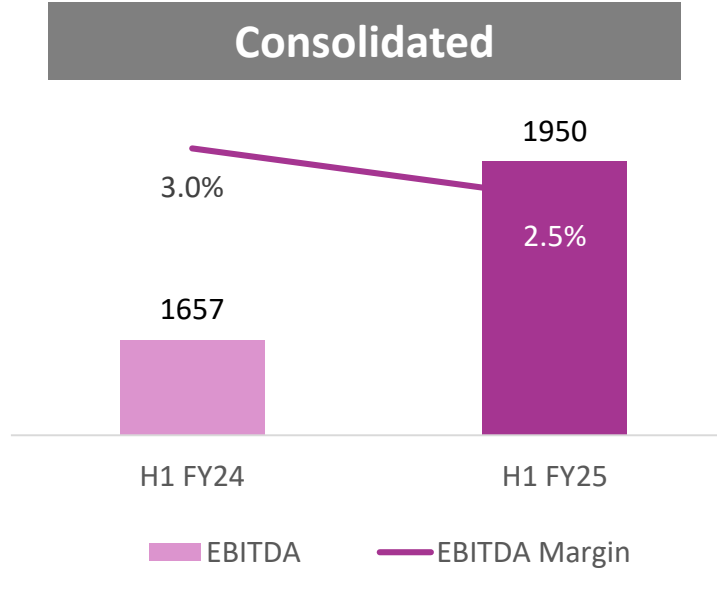
In ₹ million



H1 FY25 Key Financial Highlights

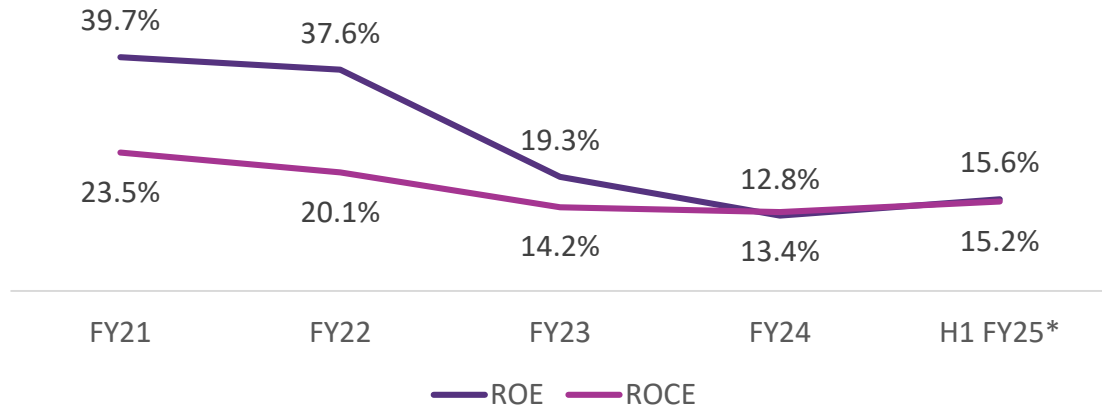


In ₹ million

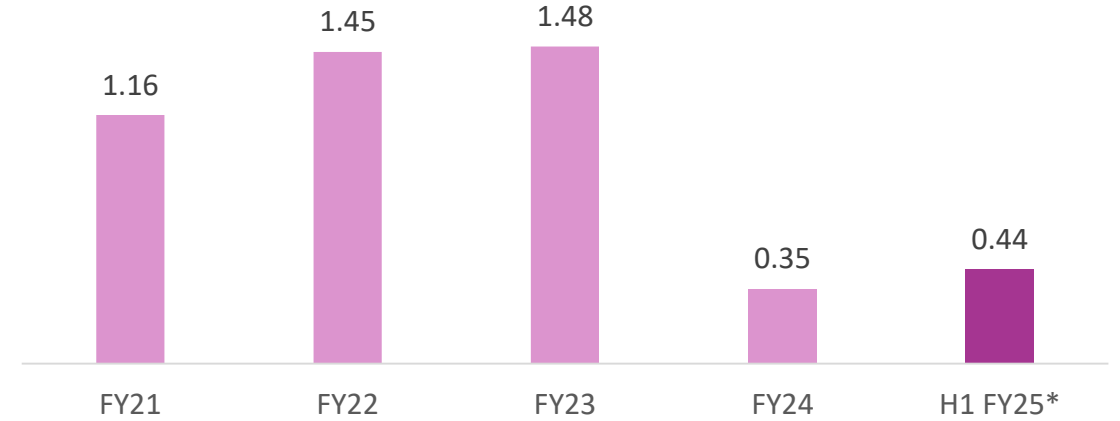


Key Ratios

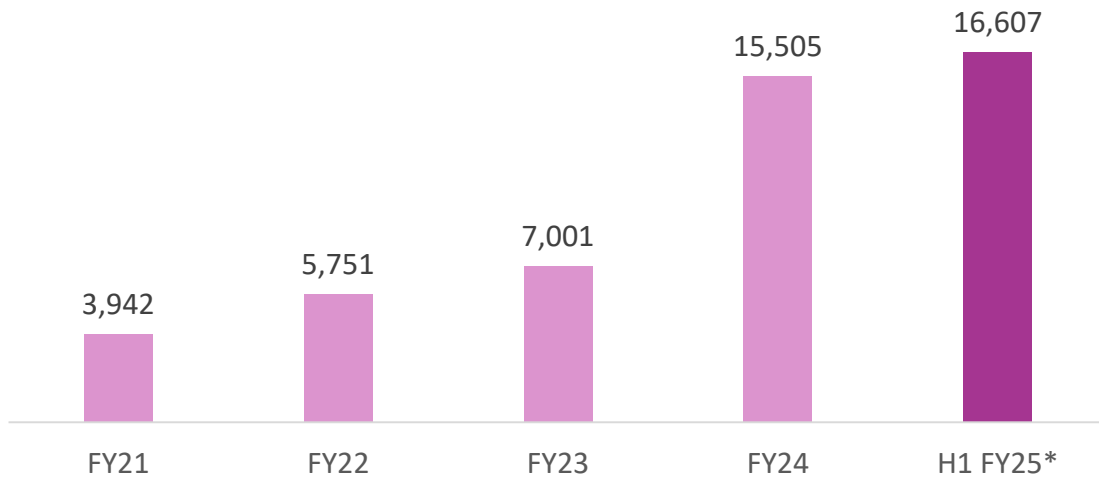
ROE & ROCE



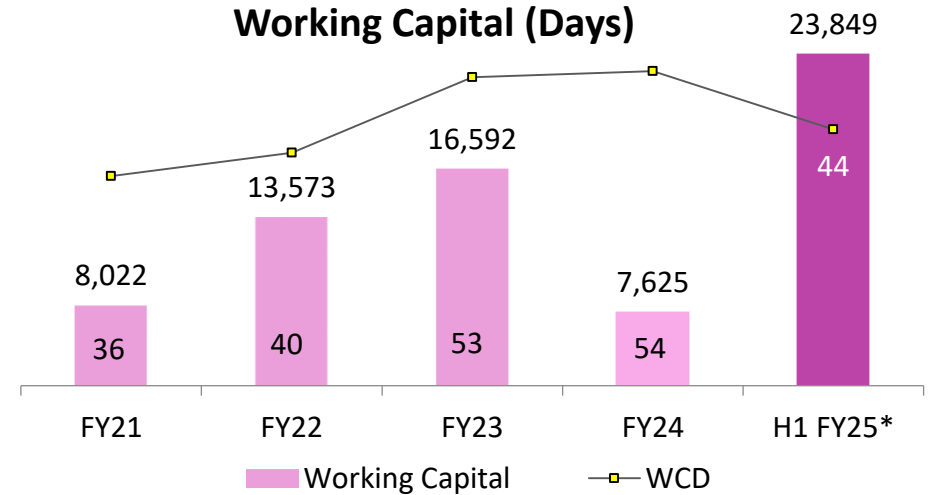
Net Debt to Equity



Net Worth (₹ Mn)



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



*Annualized



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 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



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/>

CIN: L30007MH1989PLC051039



Aditya Tikare & Samruddhi Bane

Investor Relations

E: aditya.tikare@adfactorspr.com

E: samruddhi.bane@adfactorspr.com