

May 24, 2024

Listing Operation Department BSE Limited 20th Floor, Phiroze Jeejeebhoy Towers Dalal Street, Mumbai- 400 001	Listing Compliance Department National Stock Exchange of India Limited {NSE} 05 TH Floor, Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai - 400 051
---	---

Subject: Presentation to the Investors/ Analyst Conference call

Ref: RASHI PERIPHERALS LTD ("the Company")

Scrip Code: BSE- 544119/ NSE- RPTECH

Dear Sir/Madam,

This is further to our announcement dated May 21, 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
FOR RASHI PERIPHERALS LIMITED

HINAL TEJAS
SHAH

Digitally signed by HINAL TEJAS SHAH
DN: c=IN, o=Rashi Peripherals, postalCode=400067,
st=Maharashtra,
serialNumber=818D235560DE360774683C3C4
5F48C1C785A8AC8B21A3CC089F2914466
, cn=HINAL TEJAS SHAH
Date: 2024.05.24 16:29:48 +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 | CIN: L30007MH1989PLC051039



Rashi Peripherals Limited

Corporate and Investor Presentation

FY 2024

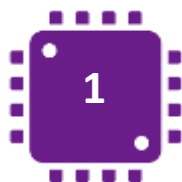
Date: 24th May 2024



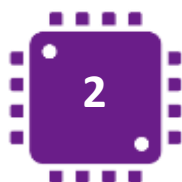
This presentation may contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Rashi Peripherals Limited’s future business developments and economic performance.

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.



Overview of Rashi Peripherals



Business Highlights



Financial Results



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

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



Lifestyle & IT Essentials (“LIT”)



34 Years
of Experience



379.88 mn
Units Distributed



9,915
Customers



60 Global
Technology
Brands



16,813
SKUs



705
Locations



51
Branches



63
Warehouses

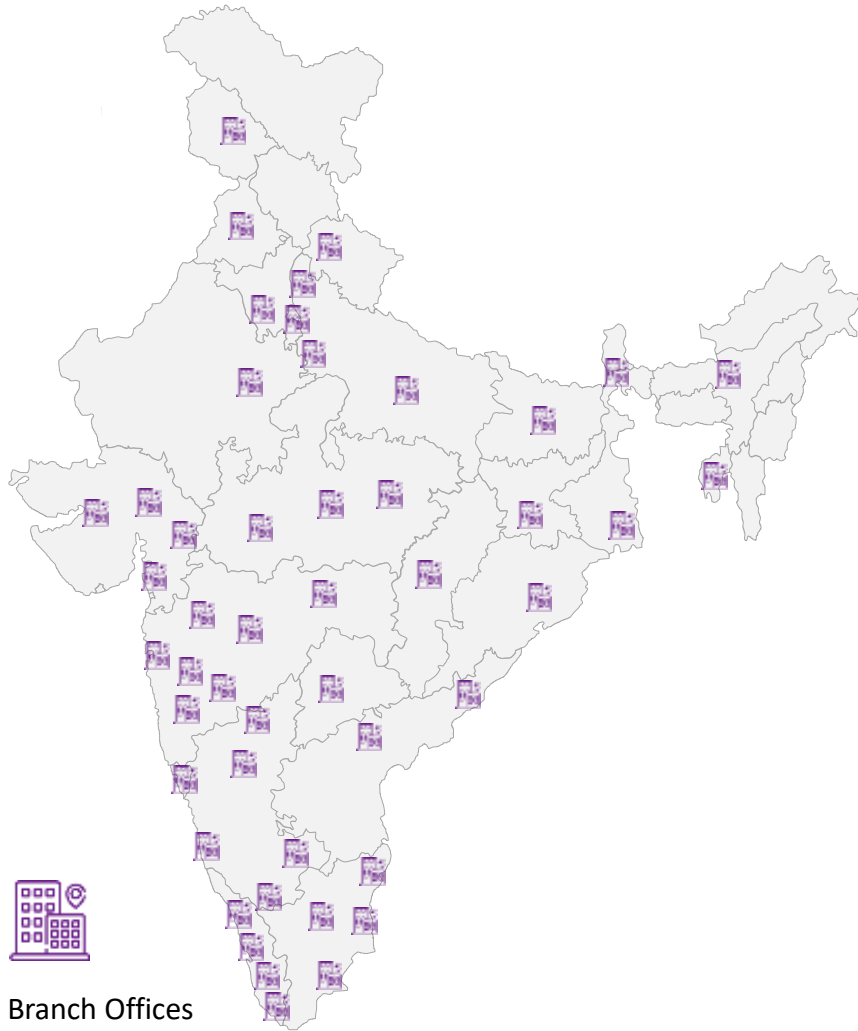


23.26%
Revenue CAGR
FY21-24



1,423
Employees

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



Particulars		Sept 30, 2023	Mar 31, 2024
Location		680	705
Cities, Branches		50	51
Service Centers		50	50
Customers		8407	9915
Sales Team		549	549
Warehouses		63	63

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

Partners to Reputed Global ICT Brands

New Brands

Existing Brands



- Top Value-Added Distributor of the Year 2023 Award by NVIDIA at GTC
- Outstanding Growth Distributor for Data Center and AI Group Award from Intel Corporation
- Best Distributor award from digital Terminals, VAR India and NCN
- Optoma Best National Distributor (Value Added) 2024
- Hulladek Honours 2024: Raising the Bar Award
- Most Significant Contributor to TP-Link Growth in FY 2023



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
- PhD in Management

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 19, 2024

PROMISE DELIVERED



DOUBLE DIGIT GROWTH

YoY

1

Registered strong Consolidated revenue growth of 32.9% in Q4FY24 Vs Q4FY23 and 17.35% in FY24 versus FY23

2

Expanded brand portfolio with addition of new global technology brands and product categories - AnyDesk, Datacom, American Megatrends, JBL, Phillips (all India), ViewSonic, Alcatel-Lucent, Numeric, Colorfire, AFox

3

Added new products category in existing brands - TP-Link Surveillance

4

Won Project Order for NMDC Data Center Pvt Ltd worth Rs 1510 Cr

5

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

1

Expand value addition to Embedded business by starting the first Embedded Application Lab in Bangalore

2

Build a separate vertical for LOEM/ Make in India

3

Create a separate vertical for Visual Display business

4

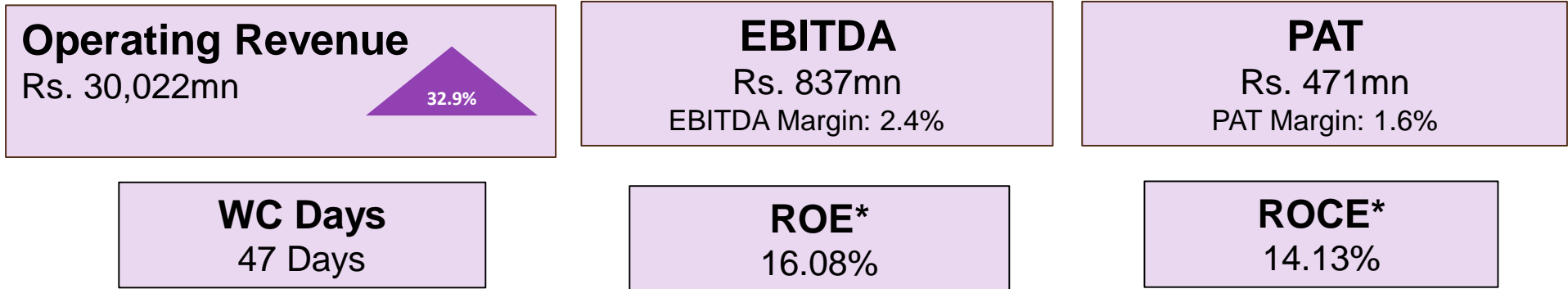
Develop Non metro locations through new brands/products, organise CBF in non-Rashi branches and develop new partners

5

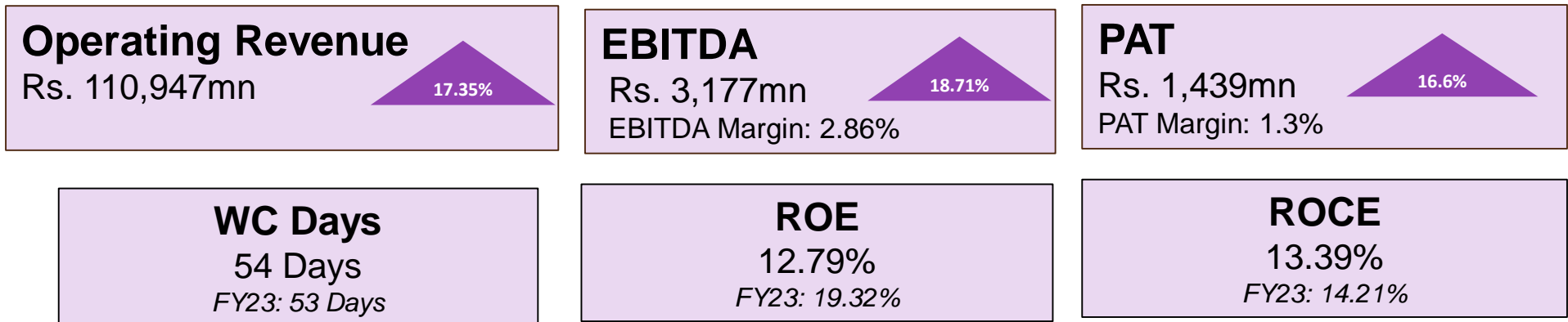
CRM - Digital empowerment of sales Champions; enabling faster and accurate data input and output

Financial Highlights (Consolidated)

Q4'FY24



FY24



* Annualized

Q4FY23-24 Consolidated Performance

Revenue

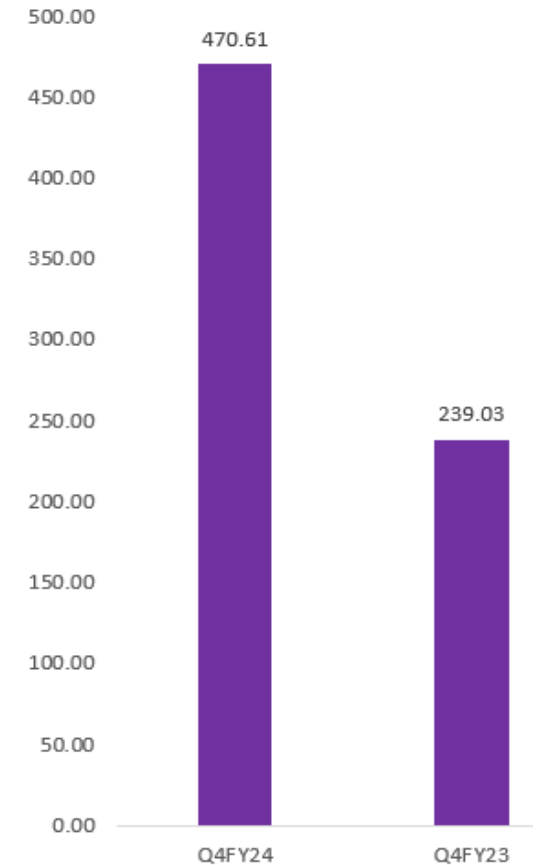
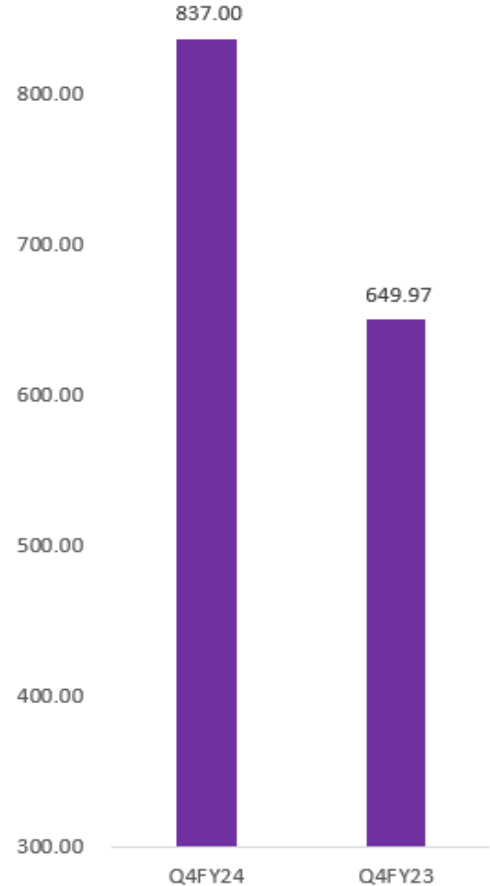
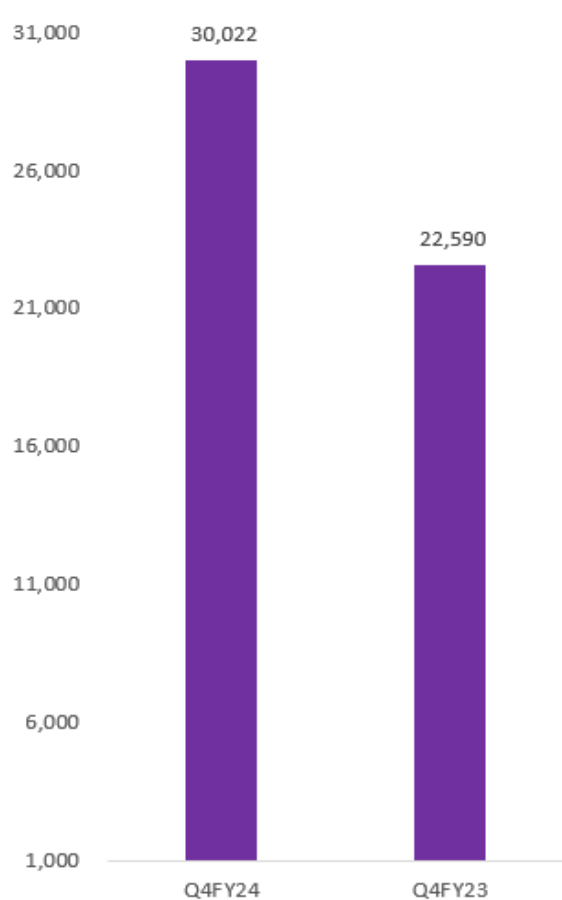
32.90% ▲

EBITDA

28.78% ▲

PAT

96.88% ▲



*Rs in Mn

FY23-24 Consolidated Performance



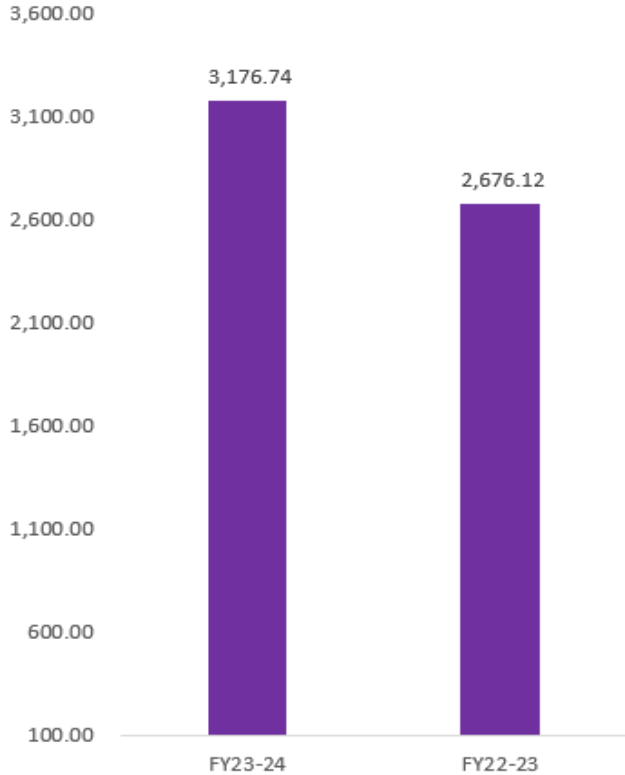
Revenue

17.35% ▲



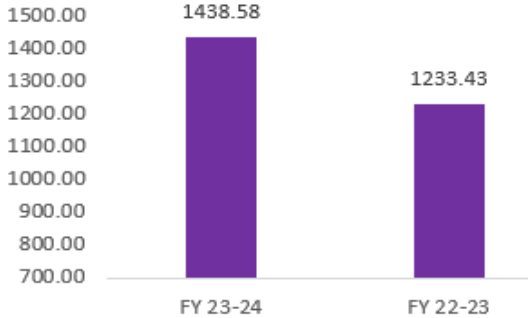
EBITDA

18.71% ▲



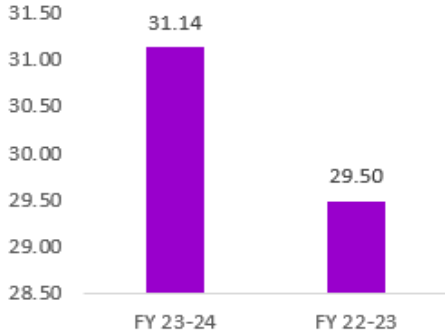
PAT

16.63% ▲



EPS

5.56% ▲



*Rs in Mn



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

