

May 23, 2025

To,

**Listing Operation Department**

BSE Limited (BSE)  
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.: Submission of Investor Presentation made to Analysts/Investors.**

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

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Dear Sir/Madam,

Pursuant to Regulation 30(6) read with clause 15(a) of Para A of Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended from time to time, enclosed herewith a copy of Investor 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 record.

Thankyou.

Yours faithfully,

**FOR RASHI PERIPHERALS LIMITED**

*(formerly known as Rashi Peripherals Private Limited)*

**Krishna Kumar Choudhary**

Chairman & Whole-Time Director

DIN: 00215919

Encl.: As above

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**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

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# Rashi Peripherals Limited

## Corporate and Investor Presentation

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FY 2024 - 25

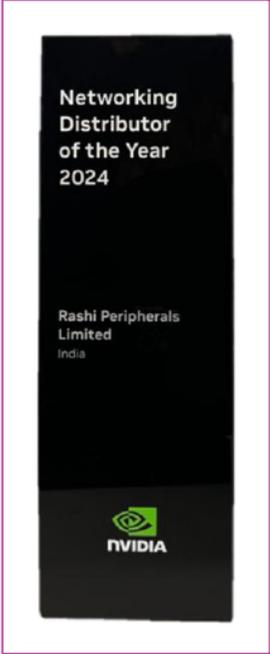
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Q4 & FY25 | 23 May 2025

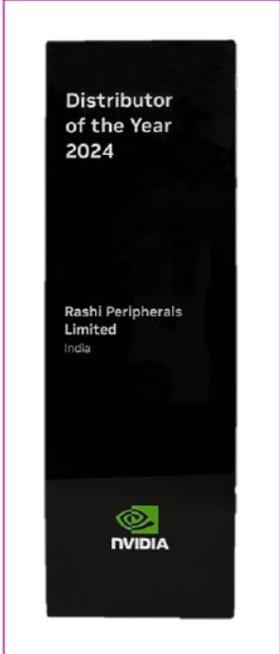
# Business Highlights Q4 & FY25



# Awards and Recognitions



**Networking Distributor  
of the Year 2024**  
at NVIDIA GTC 2025 AI  
conference



**Distributor of the  
Year 2024**  
at the NVIDIA GTC  
2025 AI conference

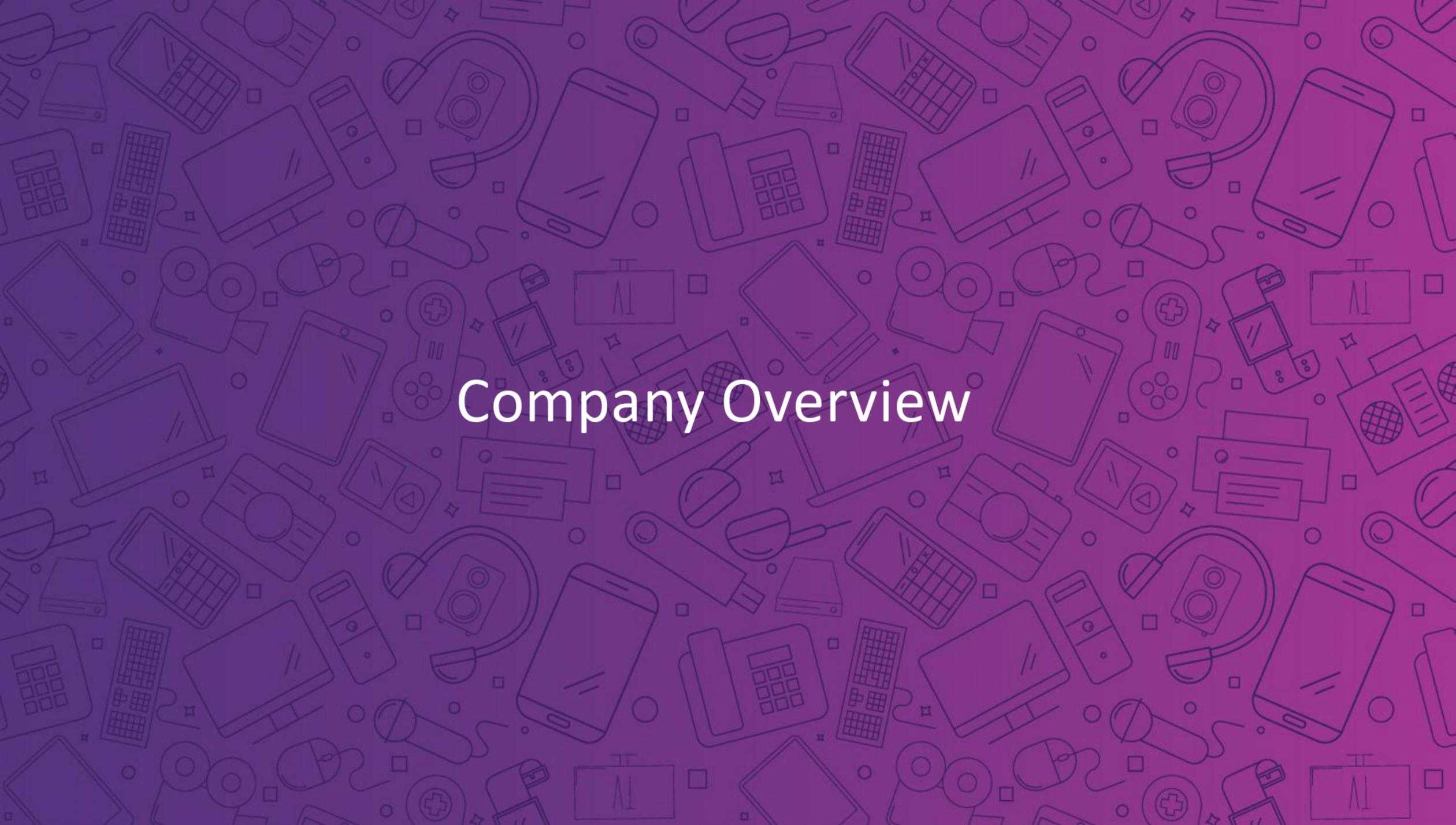


**Best Brand  
Award Year  
2024**  
By ET Edge



**Best National  
Distribution Company**  
For Tech Brands

These awards underscore RP Tech's strength in delivering cutting-edge AI solutions and driving excellence in the technology landscape



# Company Overview

# National ICT Distributor for Global Brands



- Leading Distributor**  
Leading national distributor for global technology brands
- End-to-End Services**  
Offers complete services from pre-sales to warranty management
- Facilitating Entry**  
Helps global brands enter and formalize Indian ICT distribution
- Largest Network**  
One of India's largest ICT product distribution networks

**Personal Computing, Enterprise & Cloud Solutions**

**Lifestyle & IT Essentials**

**BUSINESS VERTICAL**

- 36** Years of Experience
- 526** million @Units Distributed
- 10,255** Customers
- 70** Global Technology Brands
- 17,993** SKUs
- 708** Locations
- 52** Branches
- 68** Warehouses
- 18.4%** CAGR FY 21-25
- 1,518** Employees

@From inception till year-end

Long term rating of CRISIL AA-/Stable and short term rating of CRISIL A1+

# Quarterly Financial Highlights Q4 & FY25

## Q4 FY25

**Revenue**  
₹ 29,732 Mn  
(1.0)% Y-o-Y

**EBITDA\***  
₹ 960 Mn  
30.9% Y-o-Y

**PAT@**  
₹ 527 Mn  
12.1% Y-o-Y

**EPS**  
₹ 7.78  
9.7% Y-o-Y

## FY25

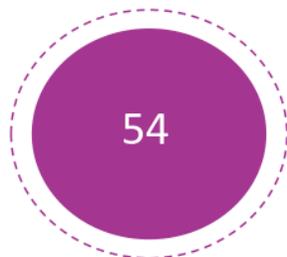
**Revenue**  
₹ 1,37,727 Mn  
24.1% Y-o-Y

**EBITDA\***  
₹ 3,609 Mn  
17.5% Y-o-Y

**PAT@**  
₹ 2,097 Mn  
45.8% Y-o-Y

**EPS**  
₹ 31.57  
1.4% Y-o-Y

As on 31<sup>st</sup> March 2025



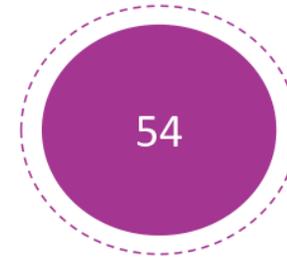
WC  
DAYS



ROE%



ROCE%

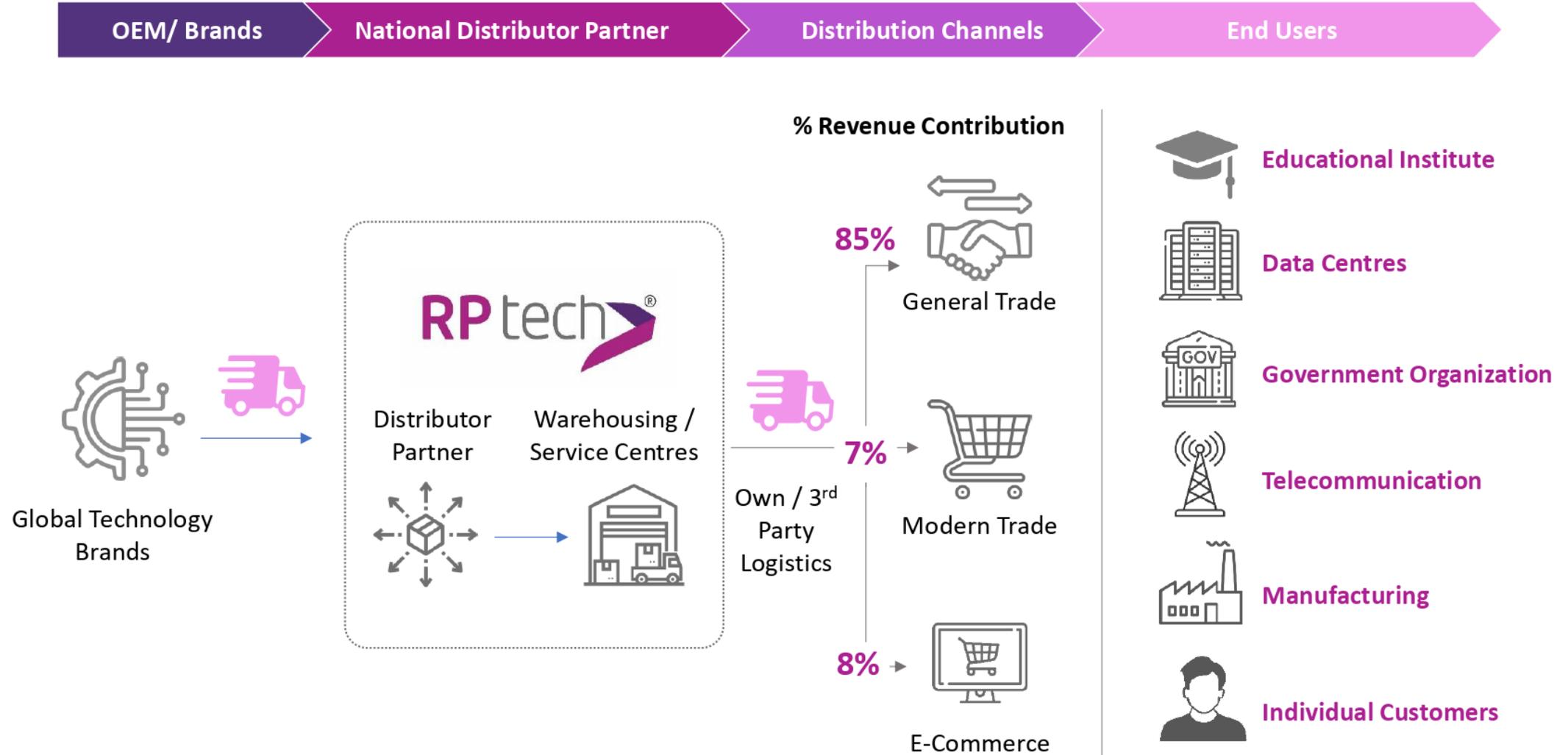


Inventory  
Days

CRISIL Ratings has upgraded the bank facilities as follows:

- Long Term Rating to **CRISIL AA-/Stable** from **CRISIL A+/Positive**
- Short Term Rating to **CRISIL A1+** from **CRISIL A1**

# RP Tech's Distribution Model

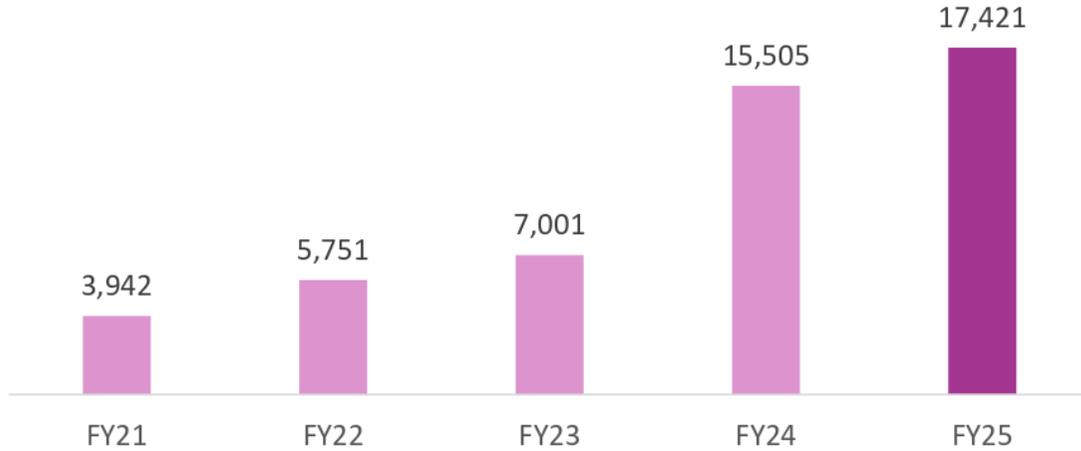


Modern Trade : (Croma, Vijay sales) Includes large format retail ("LFR"), multi-format retail ("MFR") and small format retail ("SFR") chains E-commerce: (Amazon, Flipkart)

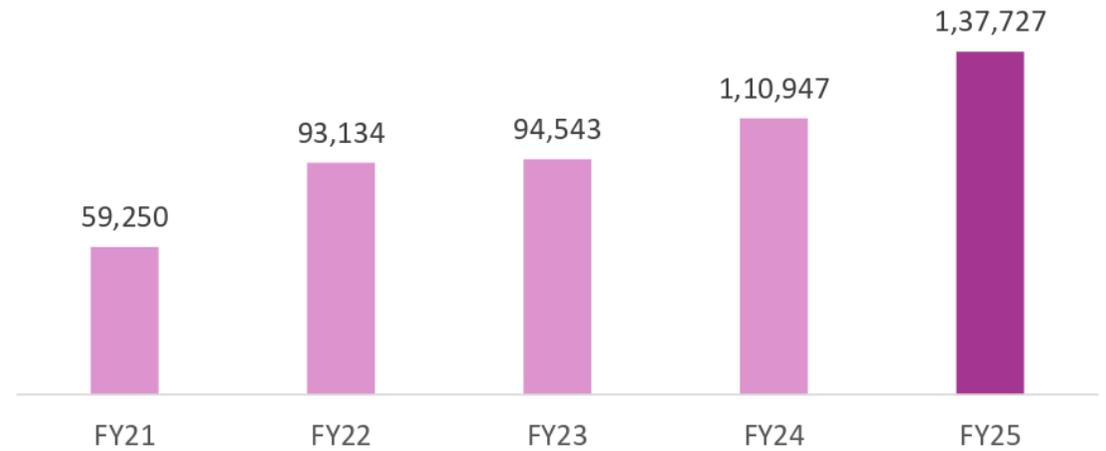
# Robust growth trajectory



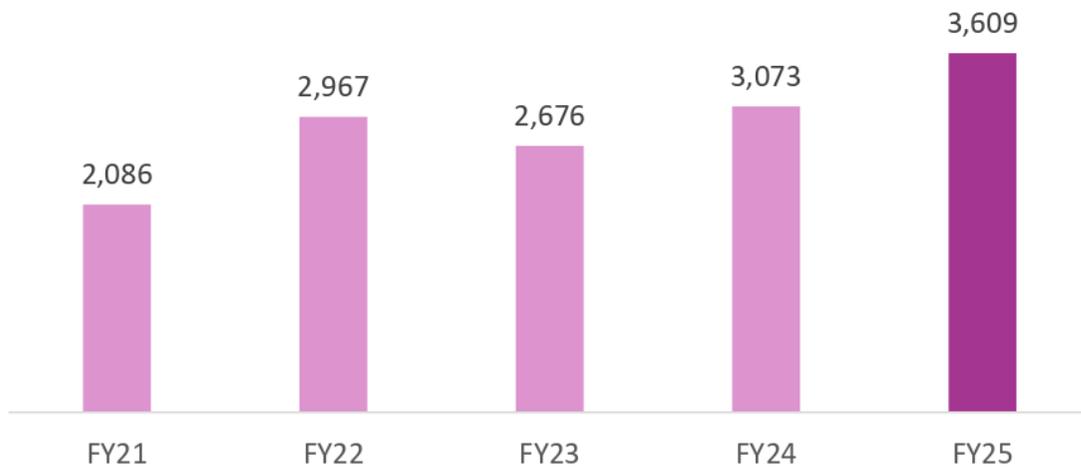
### Net Worth (₹ Mn)



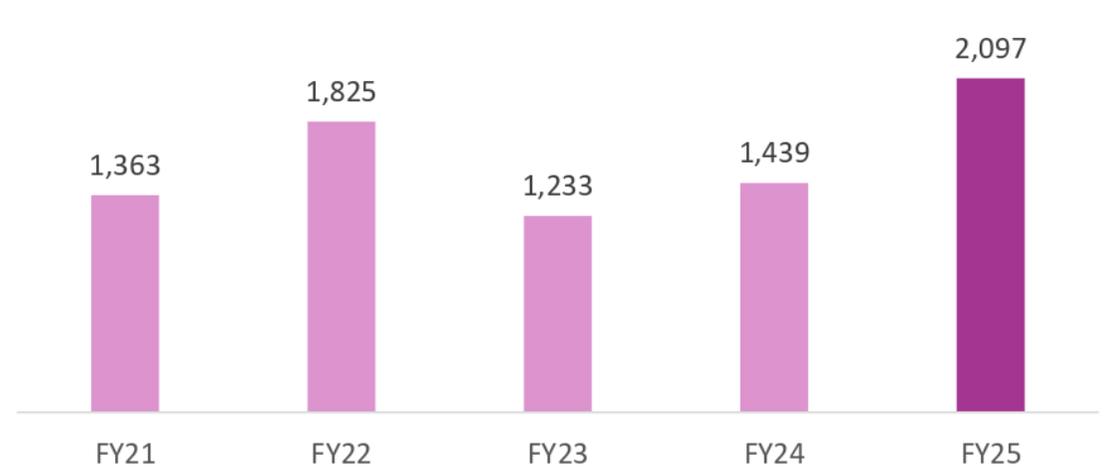
### Revenue from Operations (₹ Mn)



### EBITDA (₹ Mn)\*



### PAT (₹ Mn)@



\*Before Exceptional Item

@After Exceptional Item

# Our Network



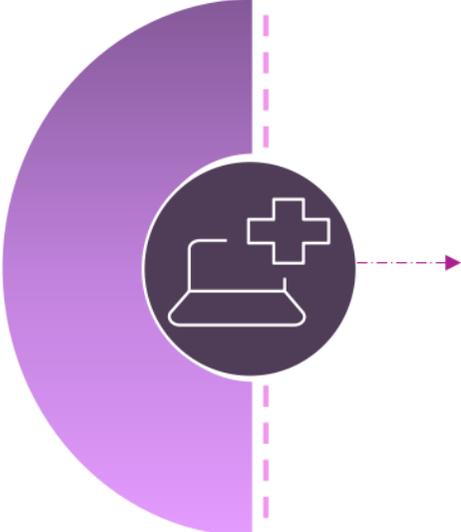
- We have one of the widest distribution infrastructure to serve technology needs of end users in every nook and corner of the country
- We aim to be “*One Stop Shop*” to cater to technology needs of Indian consumers

Particulars	FY25	FY24
Locations Billed	708	705
Cities, Branches	52	51
Service centers	50	50
Customers	10,255	9,915
Sales Team	589	549
Warehouses	68	63

# Business Verticals

## Lifestyle and IT Essentials (LIT)

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



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

- 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

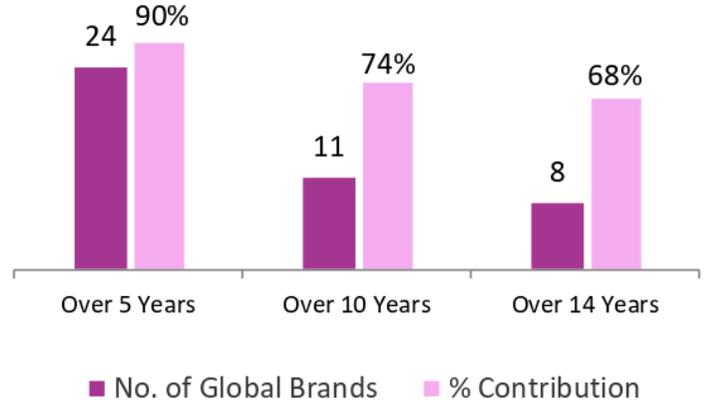
- Preferred distribution partner of 70 Global Technology Brands
- Healthy mix of brands and product categories to drive growth from all business verticals and product segments



Number of global technology brands



Long Term Relationship (FY25)



■ No. of Global Brands    ■ % Contribution



# Market Opportunity

# Strong forecast for 2025...

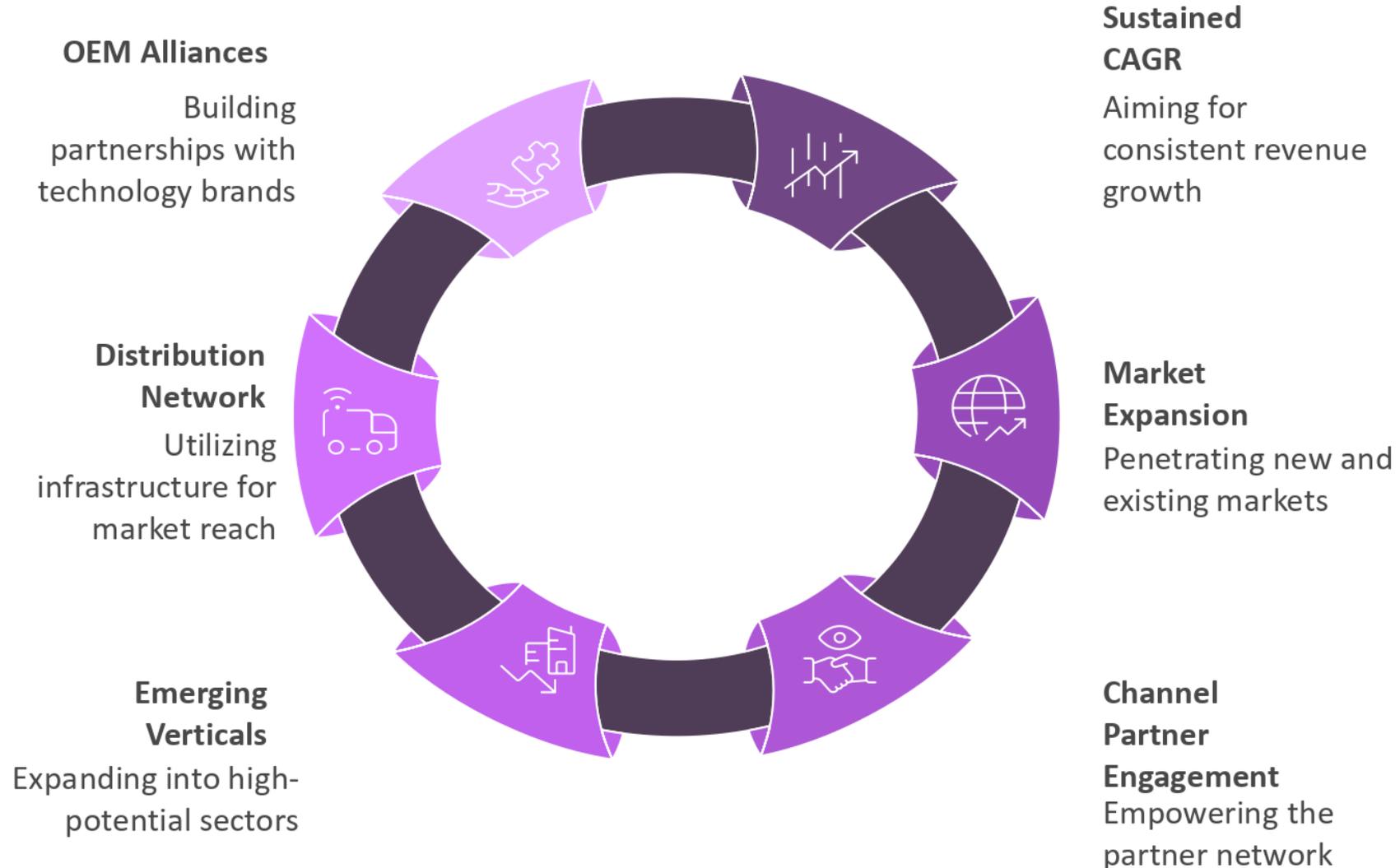
Indian IT Spending Forecast (US \$ Bln)				
Particulars	2024 Spending	2024 Growth (%)	2025 Spending	2025 Growth (%)
Data Centre Systems	4.21	10.3	5.01	19.1
Devices	55.48	12.2	62.51	12.7
Software	17.89	15.6	20.91	16.9
IT Services	30.12	9.0	33.49	11.2
Communications Services	37.67	4.7	39.58	5.1
<b>Overall IT Spending</b>	<b>145.38</b>	<b>9.8</b>	<b>161.51</b>	<b>11.1</b>

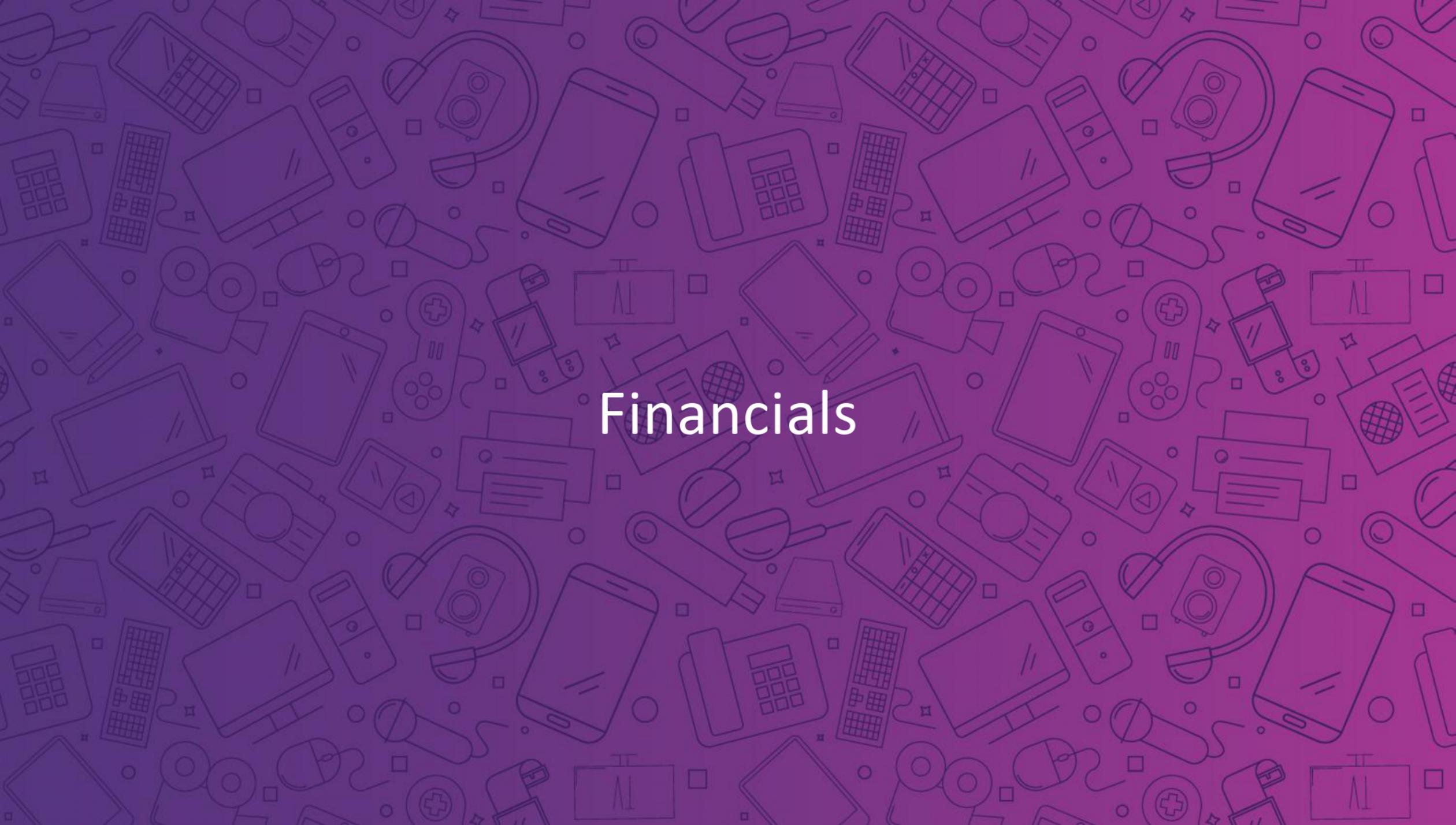
Source: Gartner (January 2025)

- Spending on devices (IT Hardware) is projected to grow by a robust 12.7%, building on last year's strong 12.2% increase
- Spending on data centre systems is expected to surge by 19.1% in 2025, nearly doubling its 2024 growth rate

...aiding the Company achieve new milestones

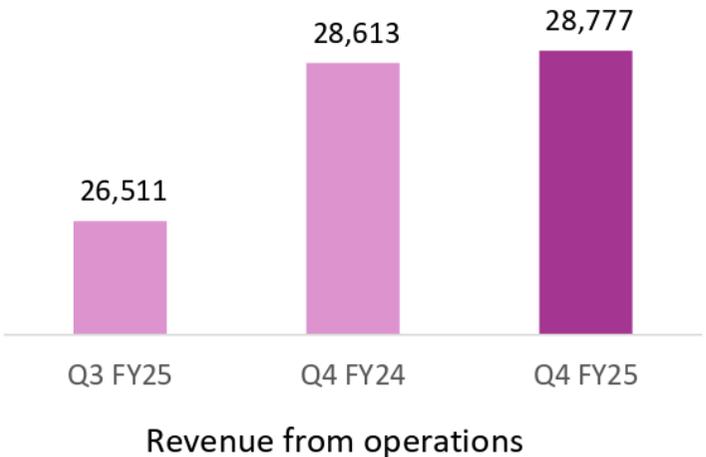
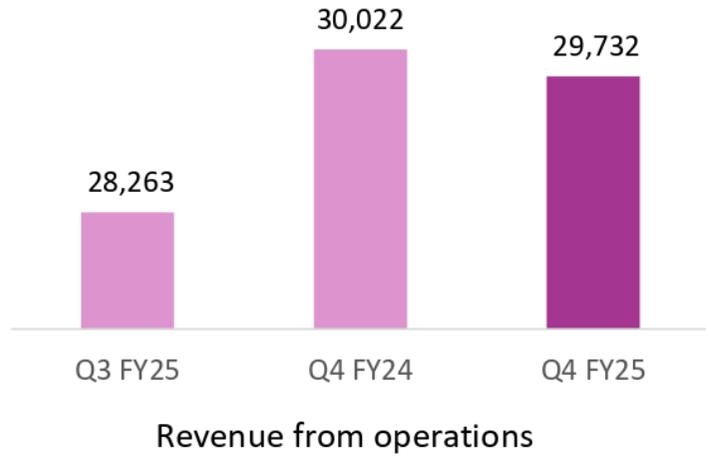
## Strategic Growth Initiatives



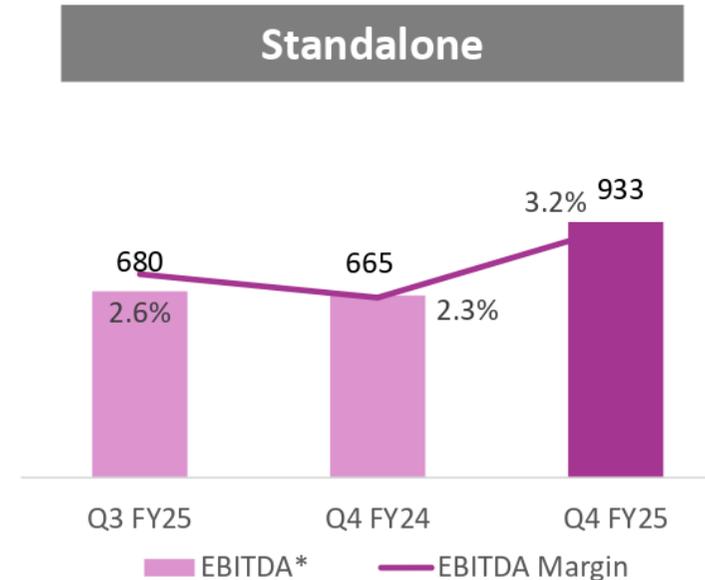
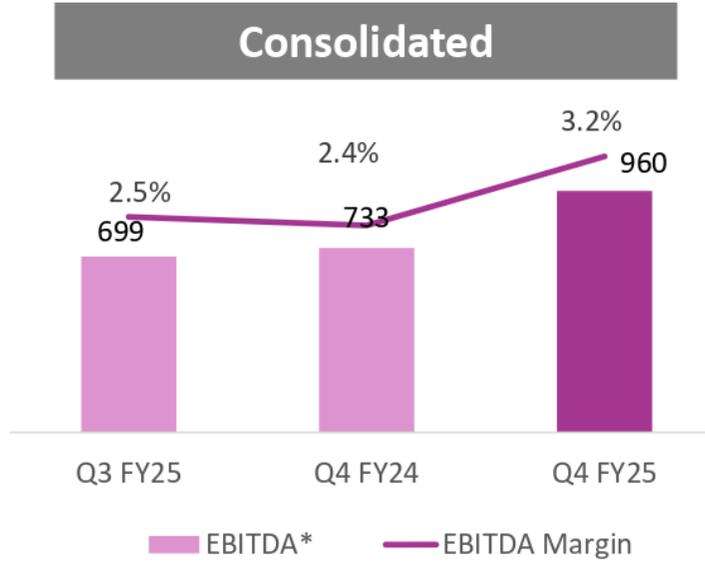


# Financials

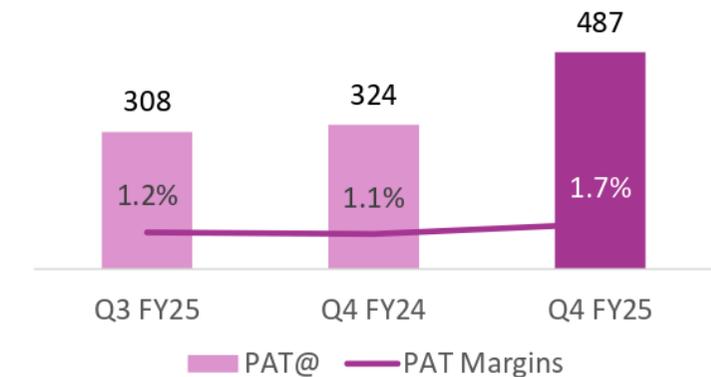
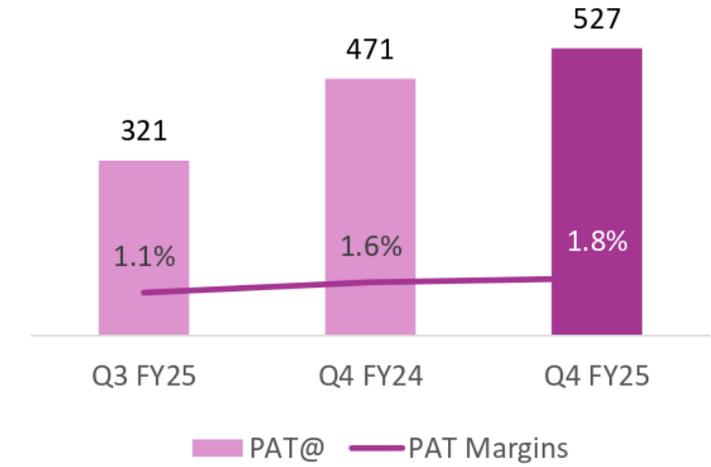
# Q4 FY25 Key Financial Highlights



In ₹ million

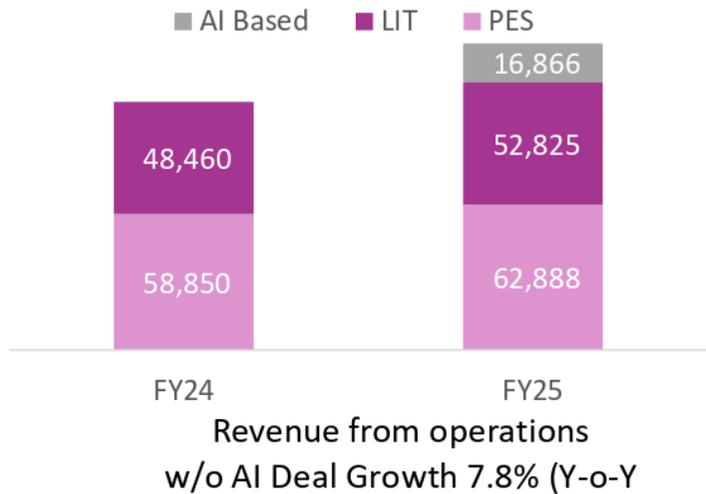
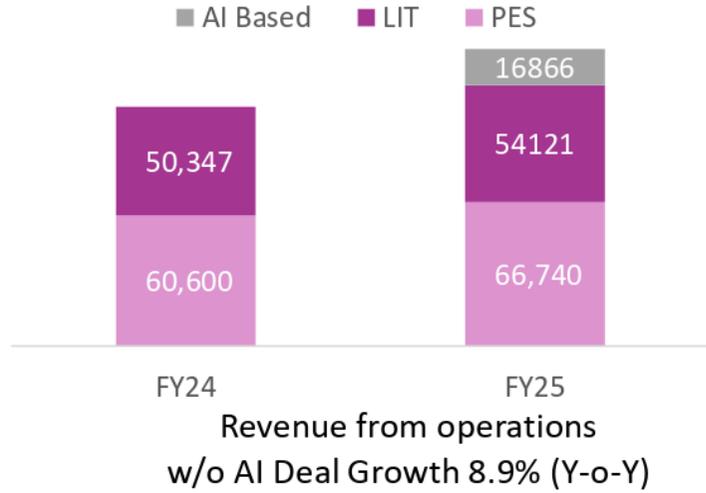


\*Before Exceptional Item

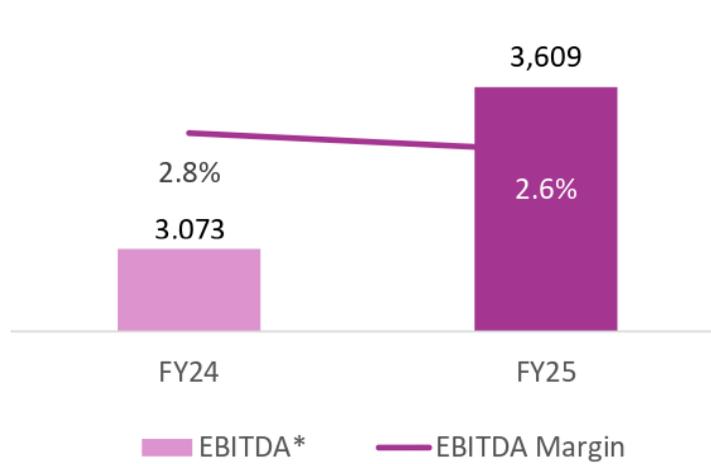


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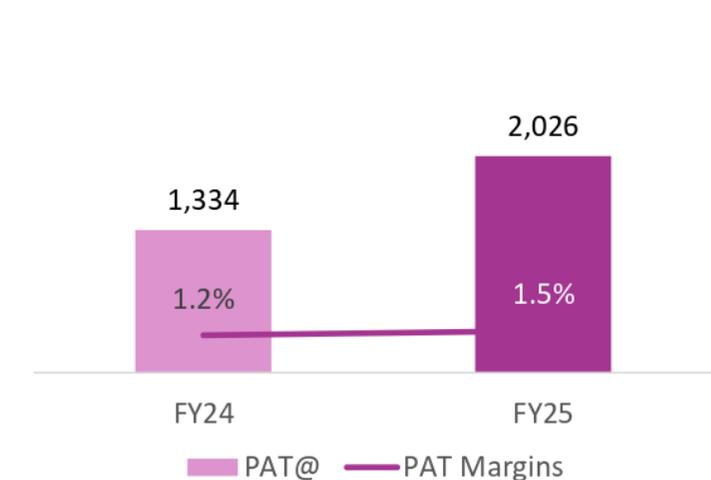
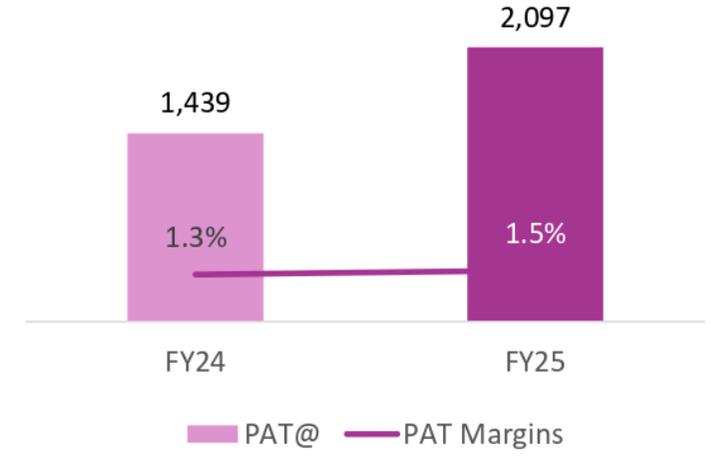
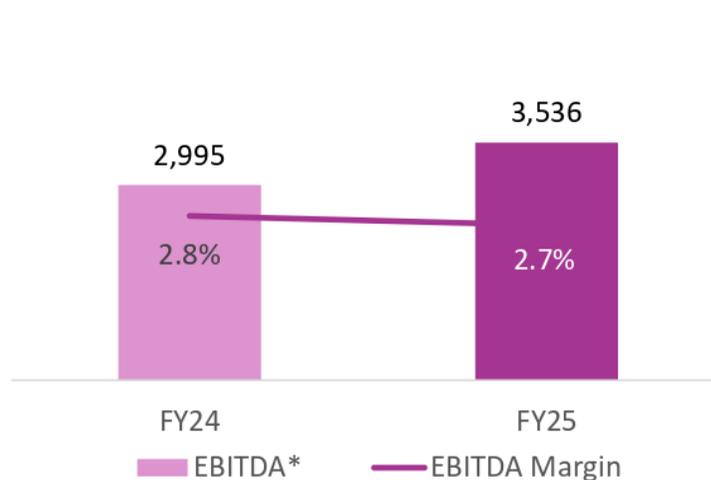
# FY25 Key Financial Highlights



## Consolidated

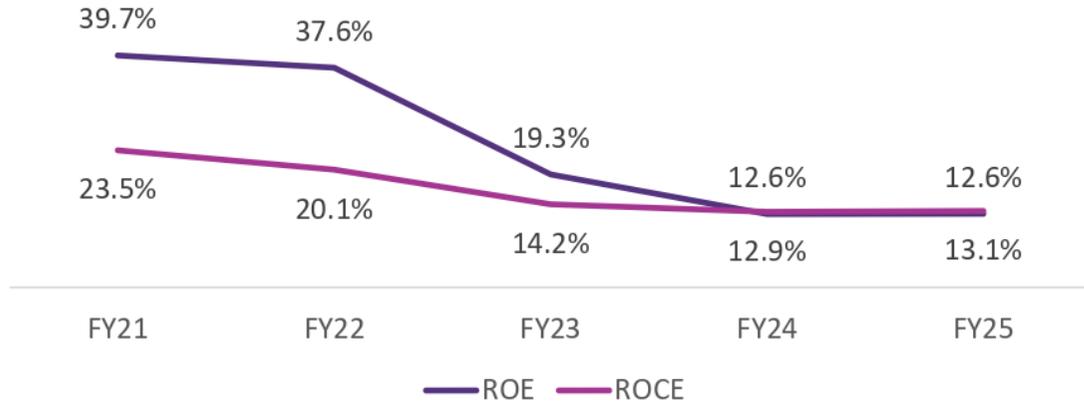


## Standalone

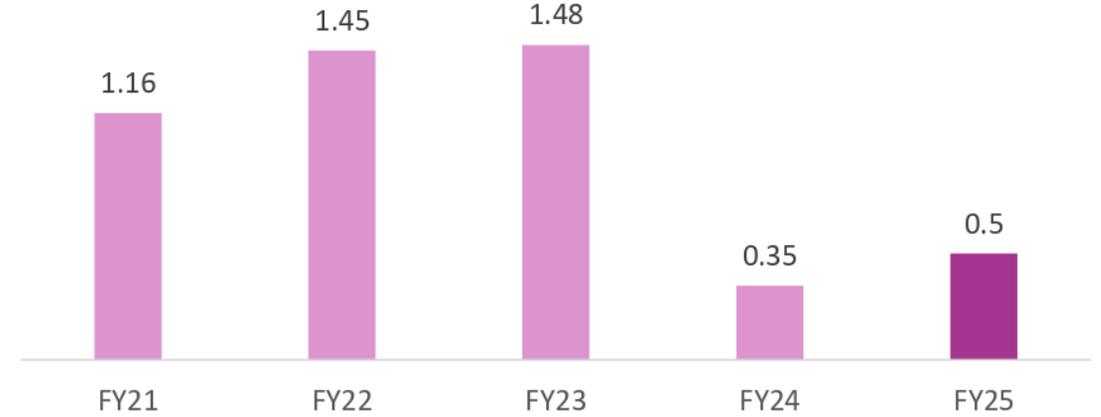


# Key Ratios

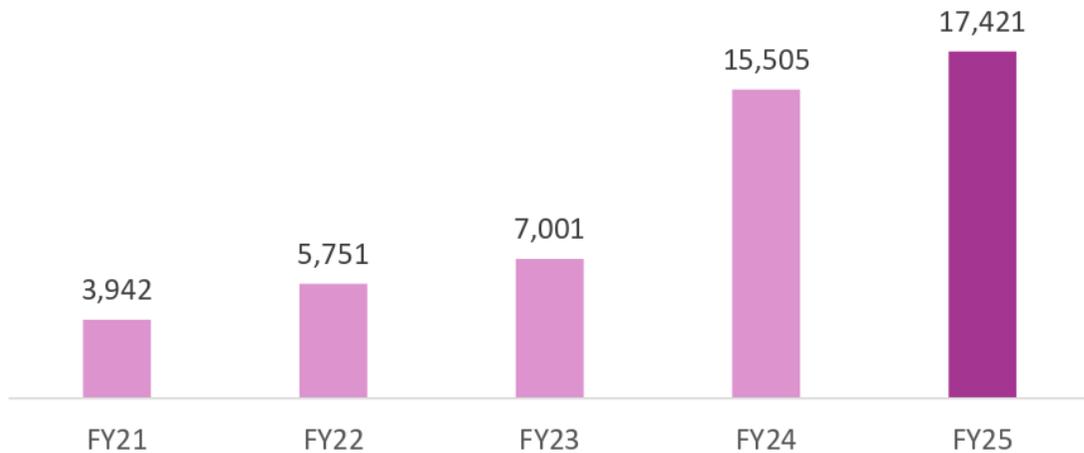
### ROE & ROCE



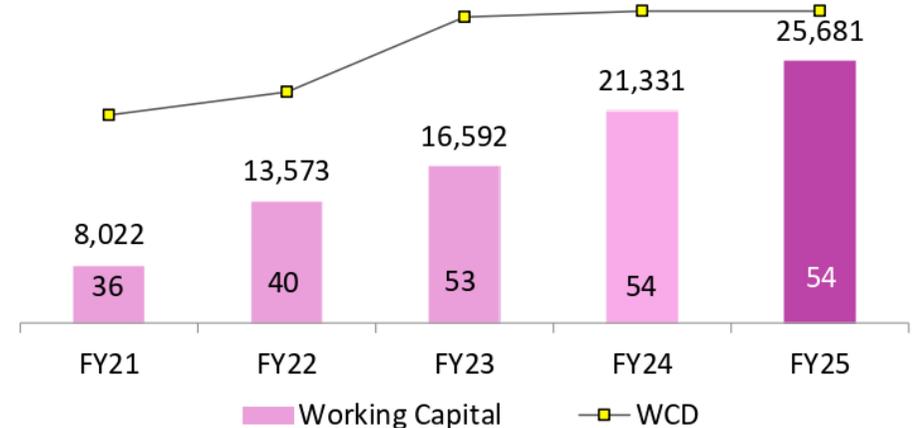
### Net Debt to Equity

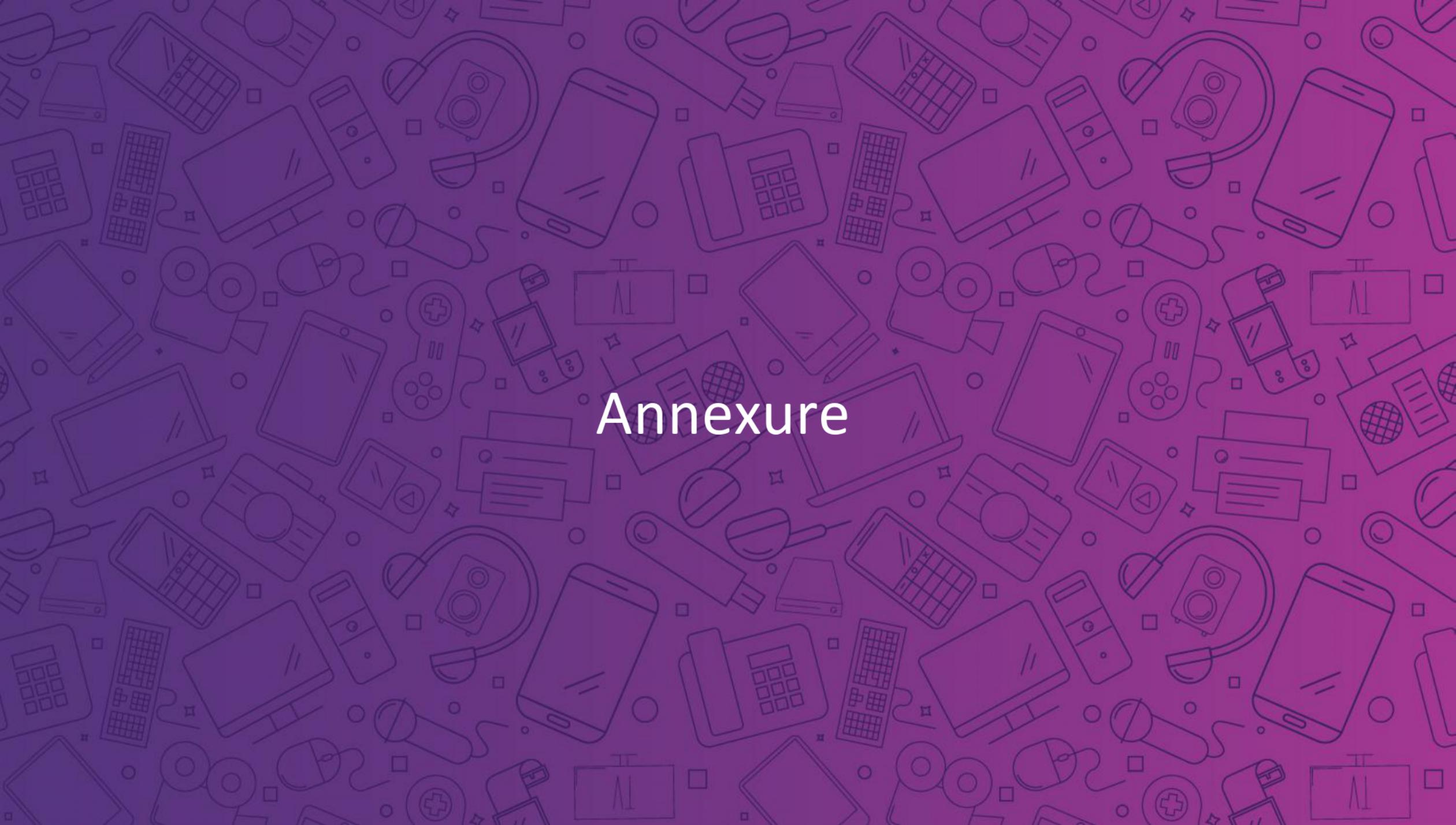


### Net Worth (₹ Mn)



### 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

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

# Disclaimer



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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.

Thank you

## Investor Contact

Hinal Shah  
Company Secretary

## 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

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