

Corporate Office

Redington (India) Limited

"Redington House" Centre Point
Plot. Nos. 8 & 11 (SP)

Thiru.Vi.Ka Industrial Estate,
Guindy, Chennai- 600032.

Board No : + 91 - 44 - 42243353

Fax No : + 91 - 44 - 22253799

CIN : L52599TN1961PLC028758

21st November, 2017

National Stock Exchange of India Limited
Exchange Plaza
Bandra-Kurla Complex,
Bandra (E), Mumbai – 400051.

Dear Sir/Madam,

Sub: Submission of updated Corporate Presentation


This has reference to the corporate presentation submitted pursuant to Regulation 30(2) and 46(2)(o) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 on 31st October, 2017.

We are enclosing herewith the updated corporate presentation.

Kindly take this on record.

Thanking you,

Very truly yours,



M. Muthukumarasamy
Company Secretary.

Cc: BSE Limited
Floor 25, Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001



Corporate Overview

September, 2017

Lifestyle Products **Dynamic Supply Chain** Professional Transportation
Credit Management

Technology Distributor

Logistic Solutions **Warehousing** Global Presence
Channel Development Support Services
Inventory Management
Cloud Services

About Us

Subsidiaries

Performance

Board and Management

COMPANY OVERVIEW



Leading Technology Distributor in Middle East & Africa
No.2 in India

Logistics and After Sales Support Services through **“ProConnect”** and **“Ensure”**

Recognized as a strong & solid partner by over **200+** brands

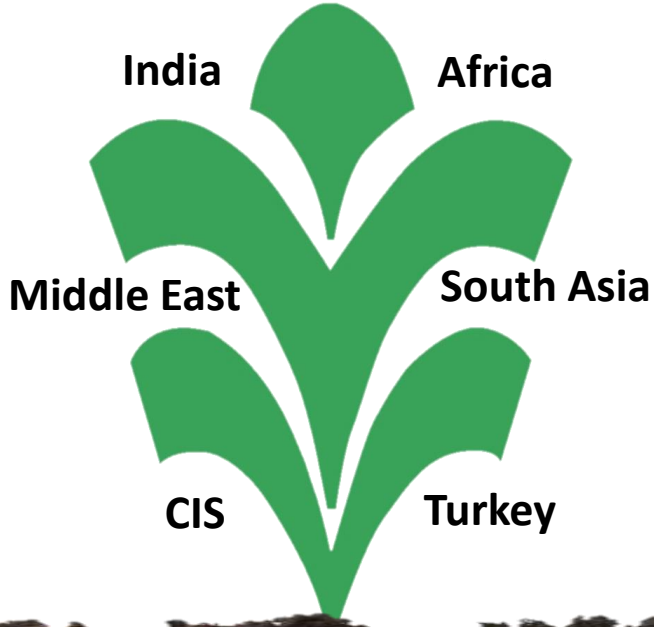
\$6bn+ revenue company
Double digit 10 year CAGR Growth
(Revenue, EBITDA, PAT)

OUR JOURNEY



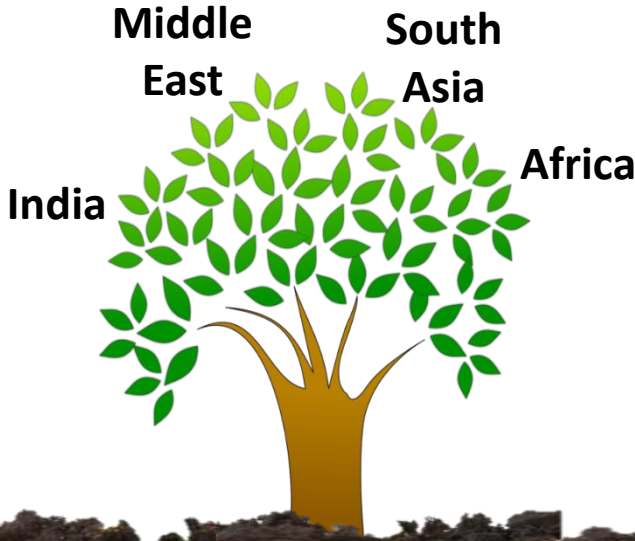
**Emerging markets regional
Supply Chain Solution
Provider**

2008 - 2017



**Multi product,
Multi brand,
Multi country
distributor**

1994 - 2007

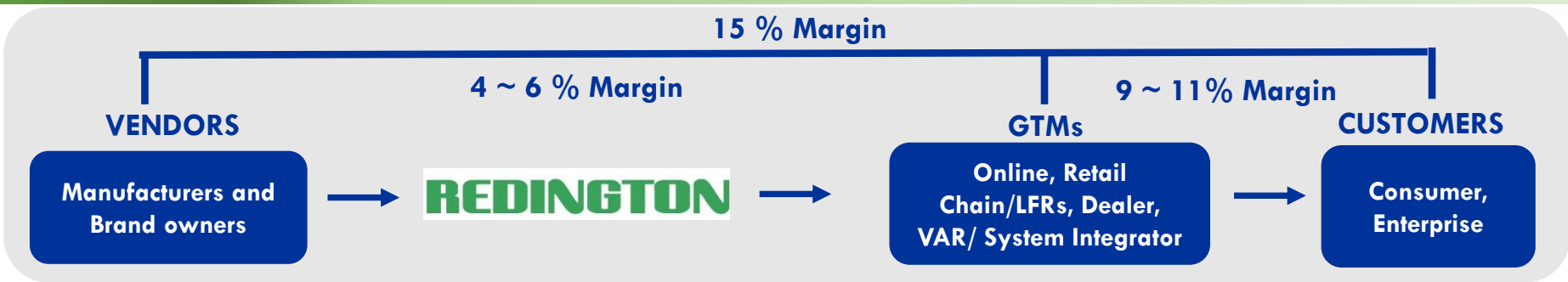


**Single product,
Single brand,
Single country
distributor**

1993

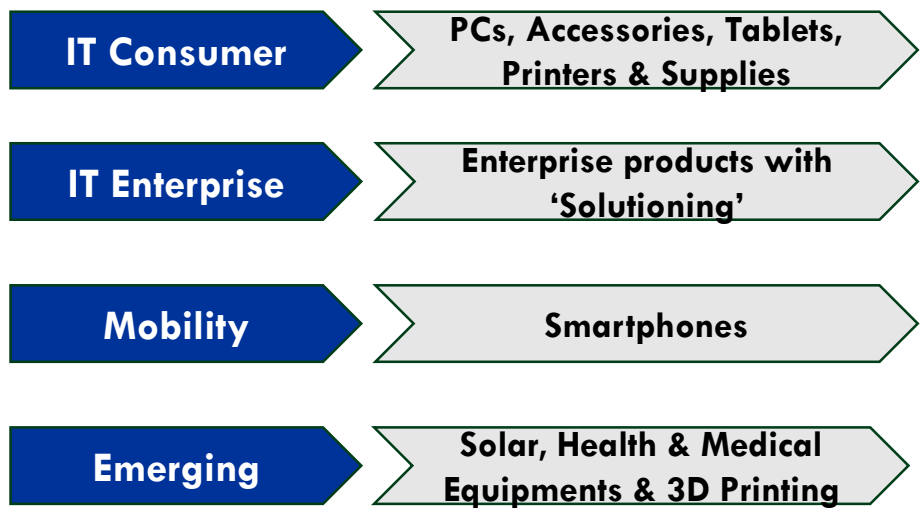


END-TO-END SUPPLY CHAIN SOLUTION PROVIDER

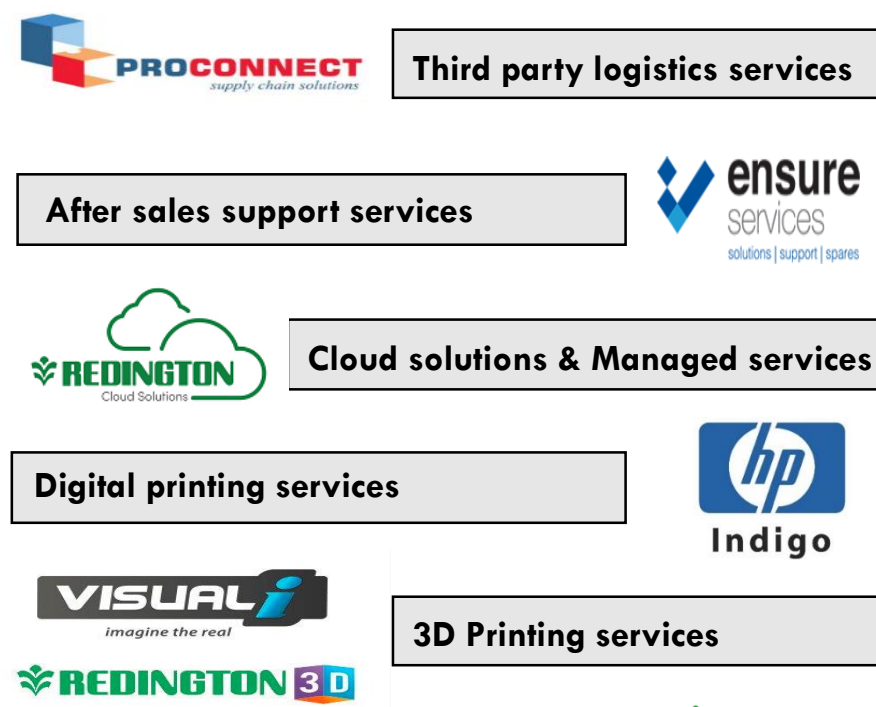


DISTRIBUTION

REDINGTON



SERVICES



EXPANSIVE NETWORK

Active Channel Partners*
38,905
Sales Offices
80+
Warehouses
195+
Service Centres
65+
Partner Service Centres
260+
Subsidiaries
60



**Transacted partners in the last 3 years*

STRONG PARTNERSHIPS



OVERSEAS SNAPSHOT

Presence in **23** countries, partnering with more than **140+** brands



DISTRIBUTION



REDINGTON
arena
TÜRKİYE'NİN TEKNOLOJİ SAĞLAYICISI
LINK PLUS

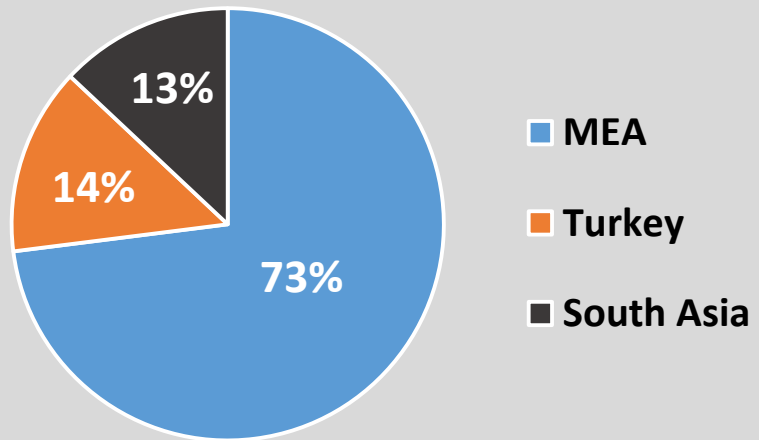


SERVICES



PROCONNECT
supply chain solutions
ensure
services

REVENUE CONTRIBUTION FROM MARKETS



FY17 figures

RECOGNITIONS



CHANNEL
MIDDLE EAST
"Redington MEA No.1"
13 consecutive years



GREAT PLACE TO WORK
2017

"Redington MEA ranked 24th"

About Us

Subsidiaries

Performance

Board and Management

PROCONNECT INDIA - SNAPSHOT

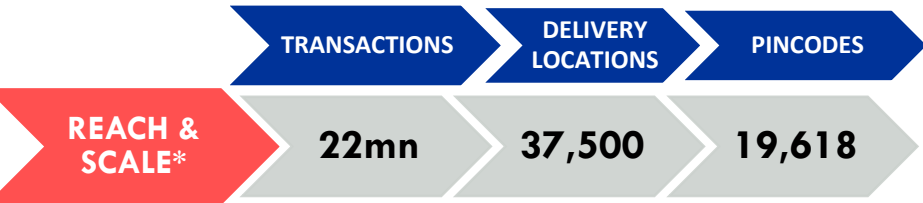


Wholly owned subsidiary of Redington, incorporated in **2012**

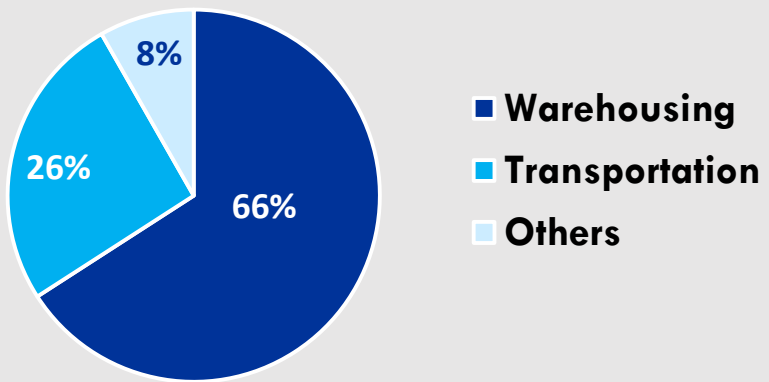
Integrated third party logistics partner to **165+** customers



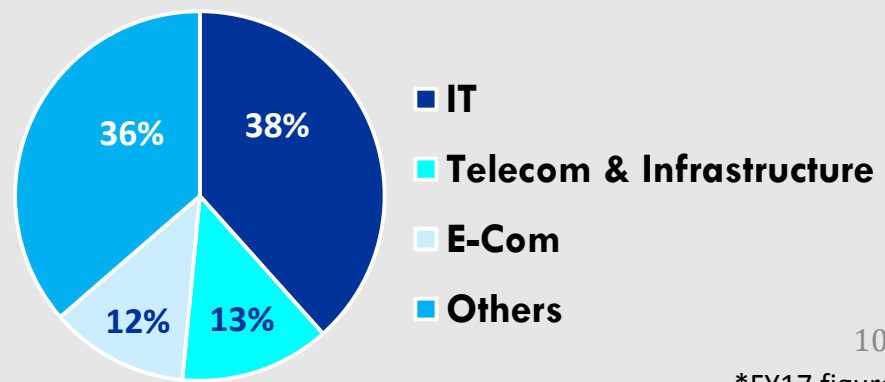
- **163** Warehouses (Leased)
- **2** ADCs – Chennai & Kolkata
- **6.0 mn sq ft** warehousing space



Revenue contribution from Services*



Revenue contribution from Industries*



AUTOMATED DISTRIBUTION CENTRES



Chennai

- Land Area – 11.56 acres
- Operational since July 2009
- Built in capacity – 375,000 sq. ft.
- Utilized capacity – 68%



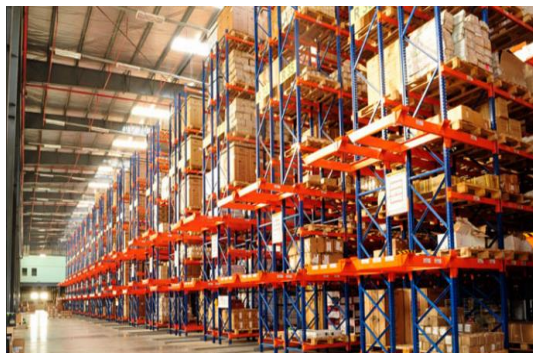
Kolkata

- Land Area – 13.76 acres
- Operational since February 2014
- Built in capacity – 150,000 sq. ft.
- Utilized capacity – 94%



Dubai

- Land Area* – 5.17 acres
- Operational since September 2010
- Built in capacity – 94,723 sq. ft.
- Utilized capacity – 100%



RACKING SYSTEM INSIDE ADC



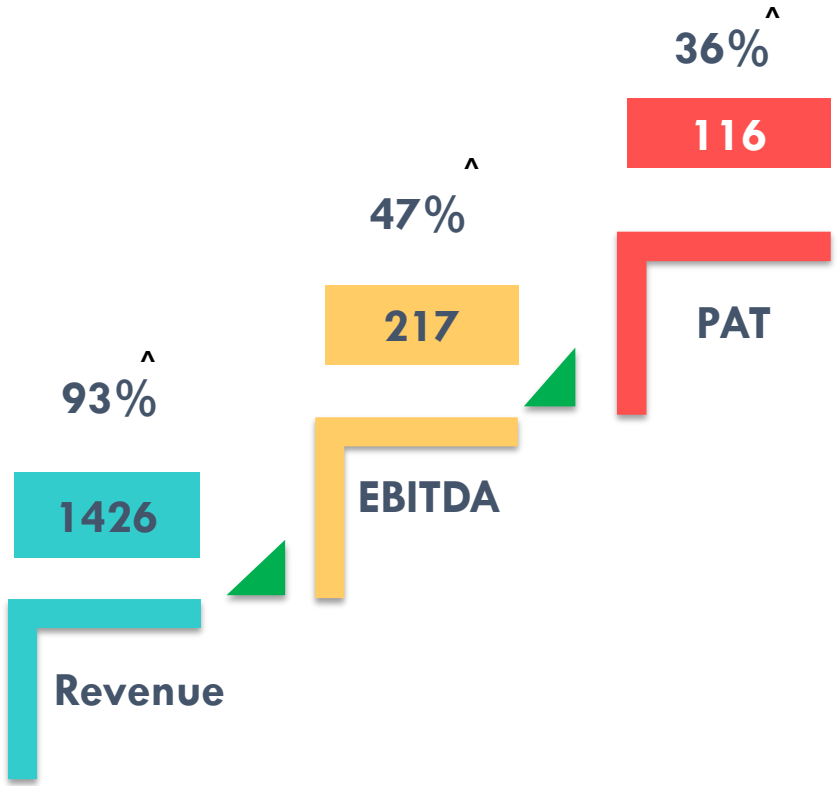
MACHINE HANDLING EQUIPMENTS



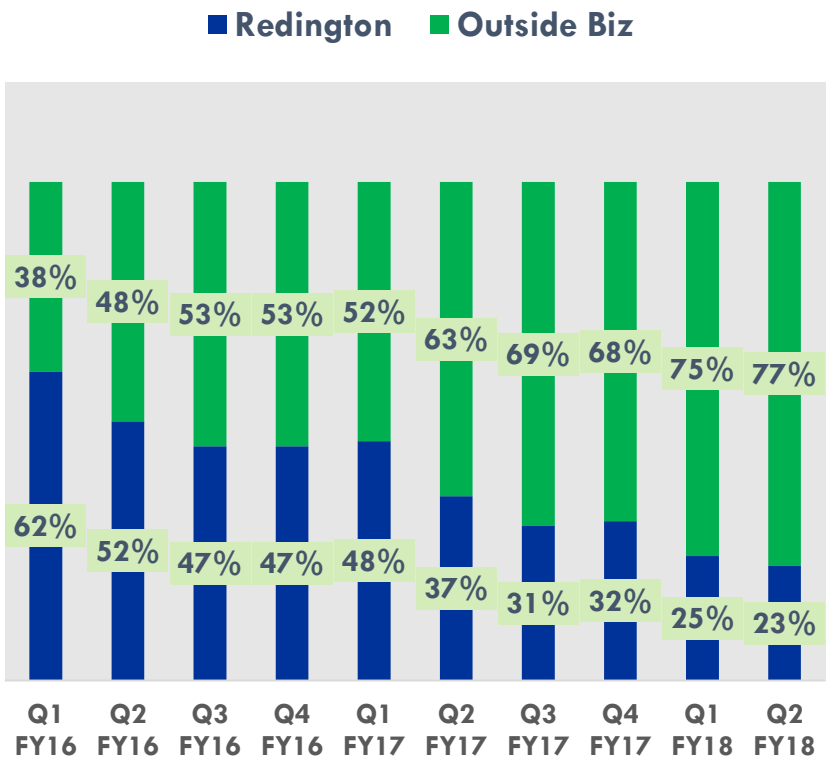
SHRINK WRAPPING

₹ in million

H1FY18 Performance



Revenue Mix



^ growth over previous year

Note : Both performance and revenue mix is inclusive of MCS & RCS numbers

ENSURE INDIA – SUPPORT SERVICES

Wholly owned subsidiary of Redington

Preferred Service partner with Pan India presence



SERVICES OFFERED



Warranty & Post Warranty services



Infrastructure Management Services



Managed Services



Consulting

Evolution from low end to high end segments

REACH

+45 Owned Service centres across India
+230 Partner Service centres across India

FINANCIALS*

Rs.125 crs
 REVENUES

Rs.7 crs
 PAT

*FY17 figures

CLIENTS



About Us

Subsidiaries

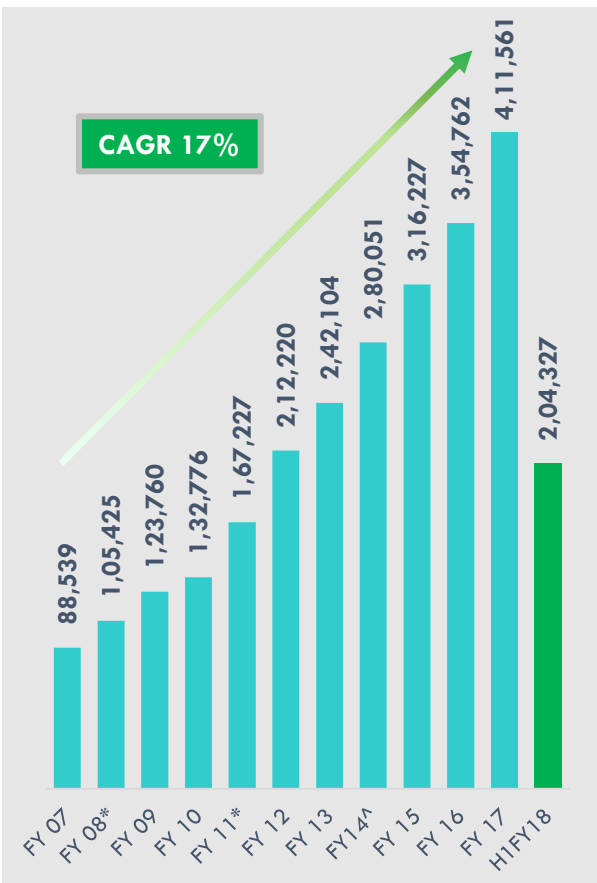
Performance

Board and Management

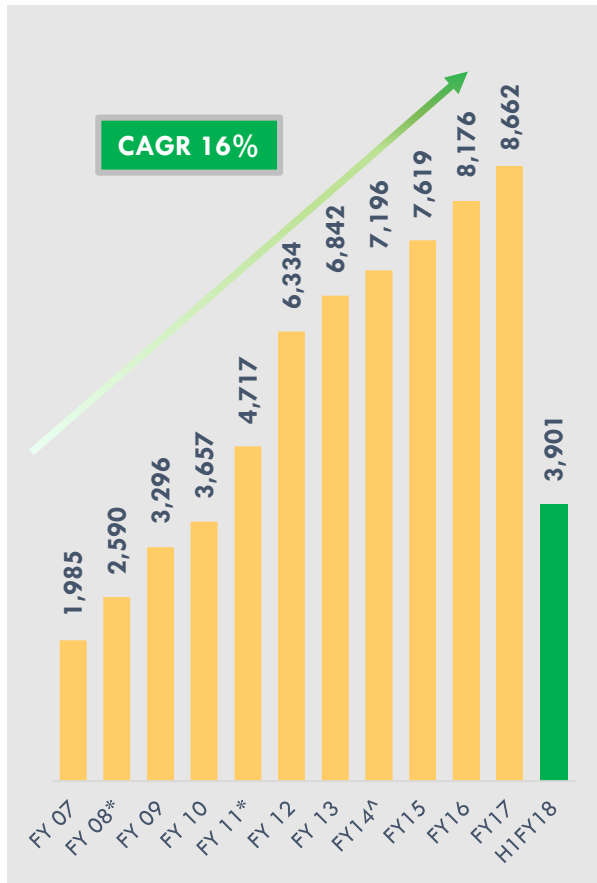
FINANCIAL PERFORMANCE

₹ in million

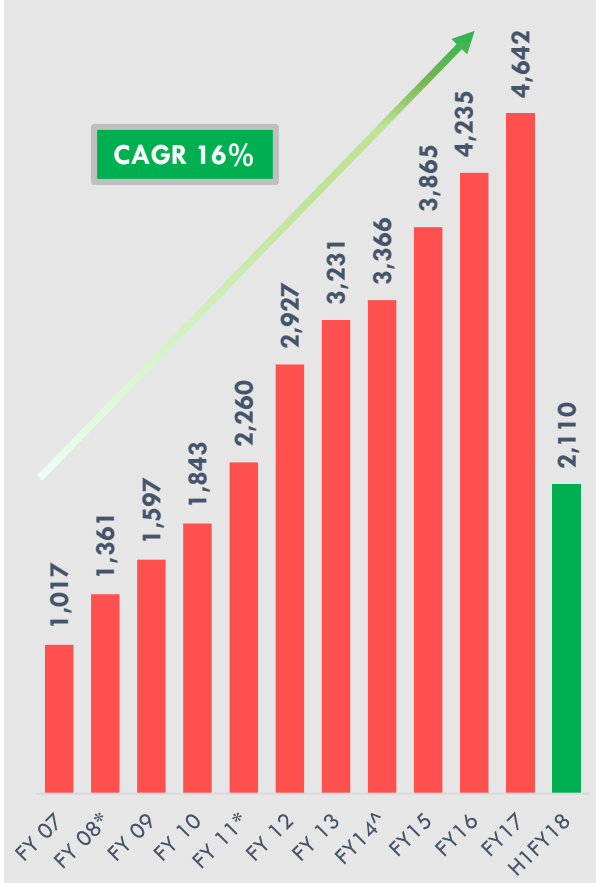
REVENUE



EBITDA



PAT

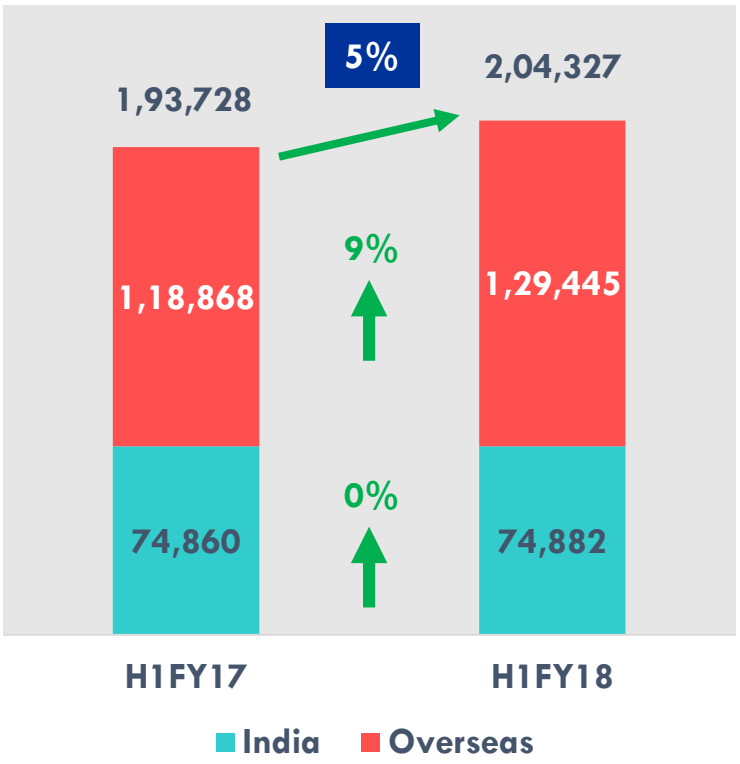


*Post acquisition of Easyaccess Financial Services in FY 08 and Arena in FY 11. ^ Post sale of Easyaccess Financial Services . CAGR computed for full year

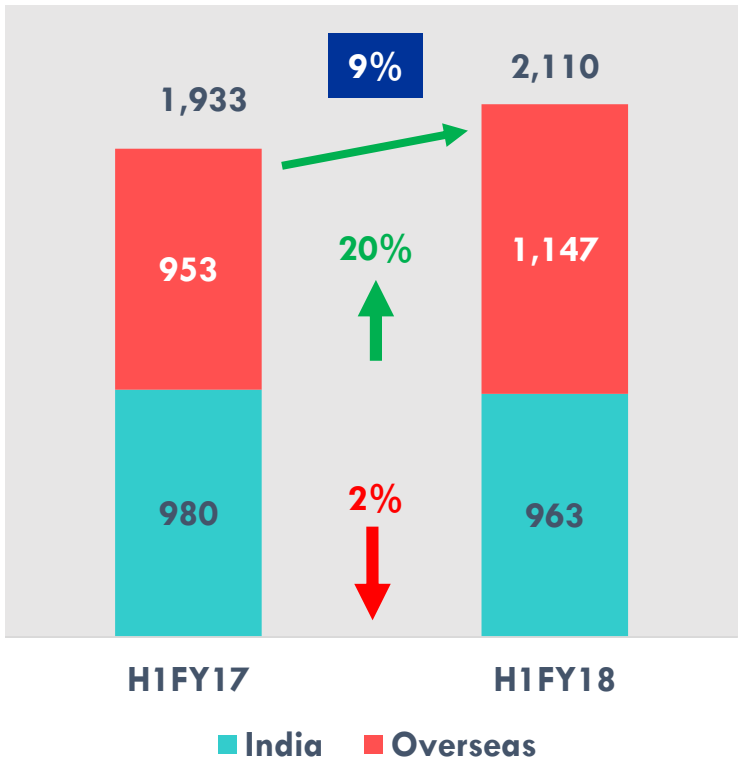
PERFORMANCE BY MARKET

₹ in million

REVENUE



PAT

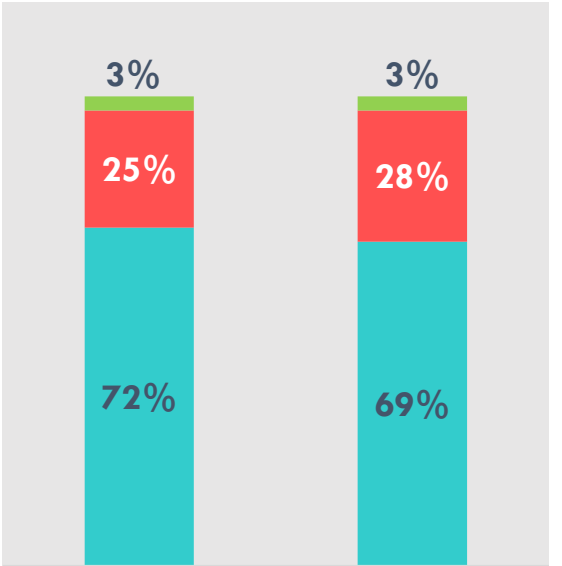
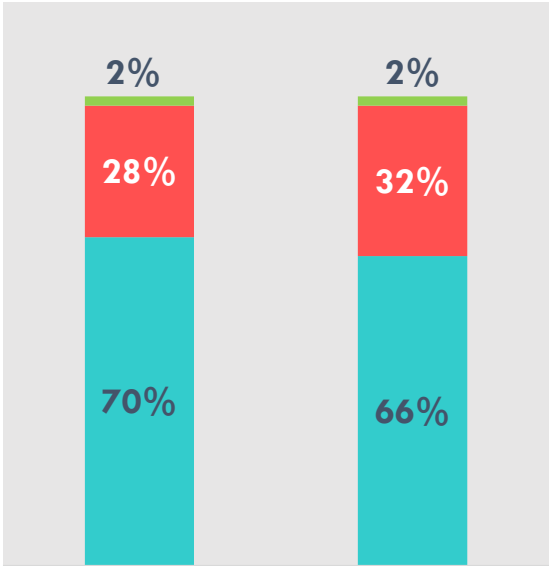
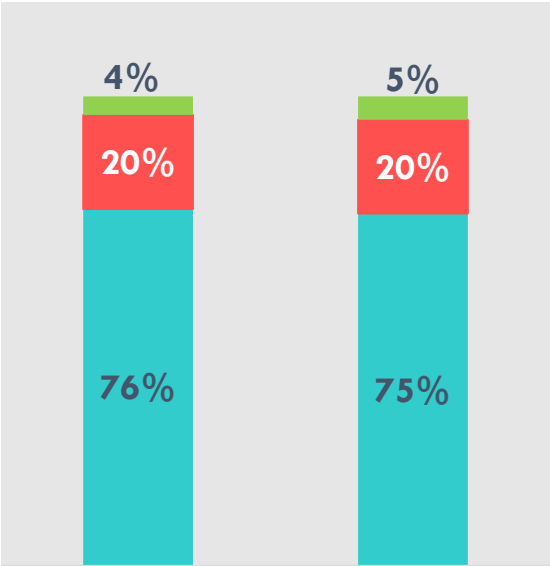


REVENUE BY VERTICAL

INDIA

OVERSEAS

CONSOLIDATED



 IT

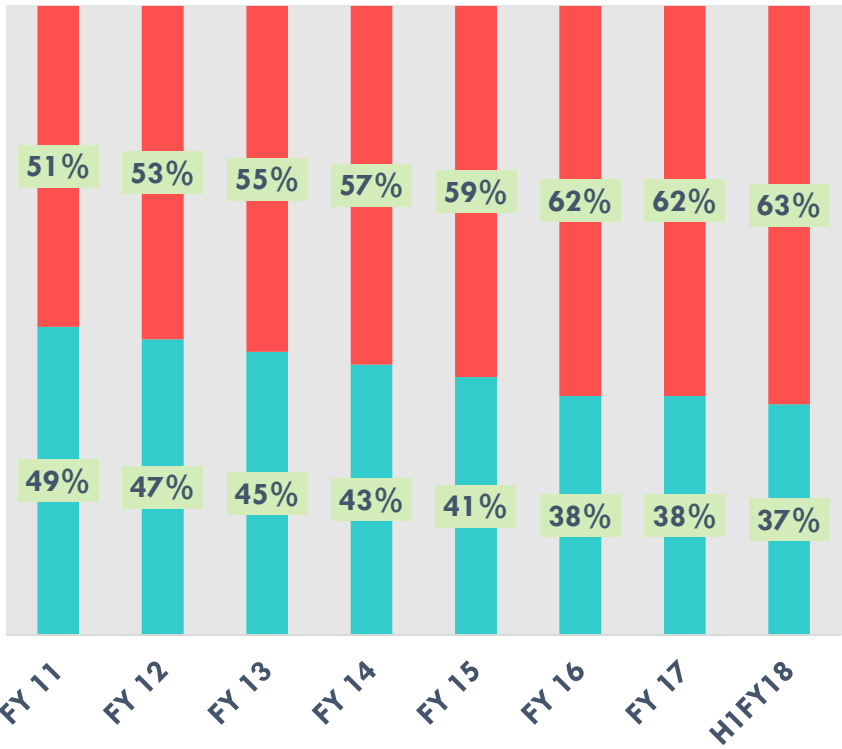
 Mobility

 Services

Note: Upon re-grouping, only smartphones are shown under Mobility

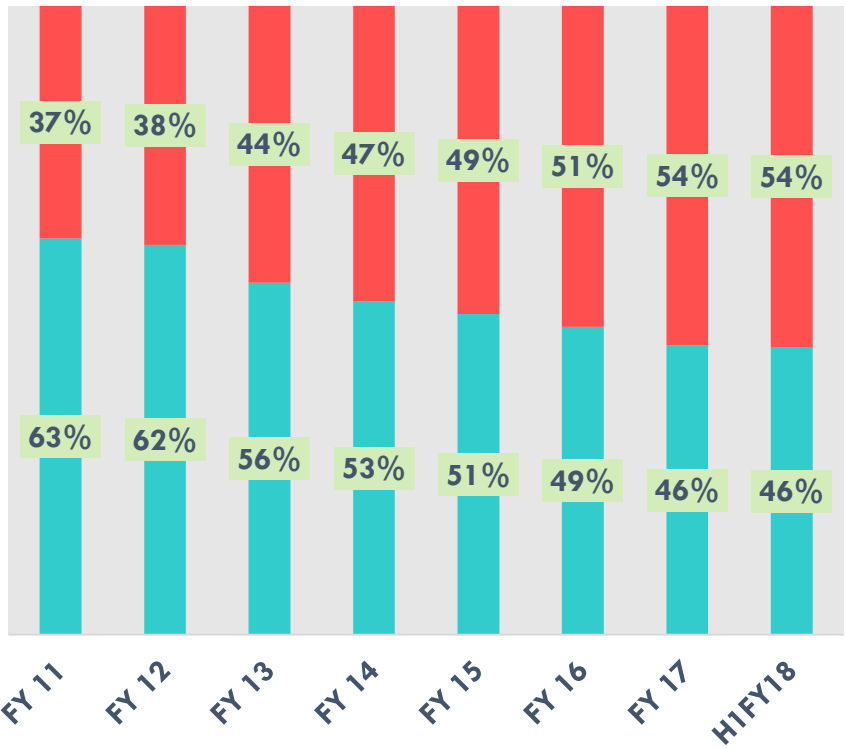
GEOGRAPHICAL CONTRIBUTION

REVENUE



■ India ■ Overseas

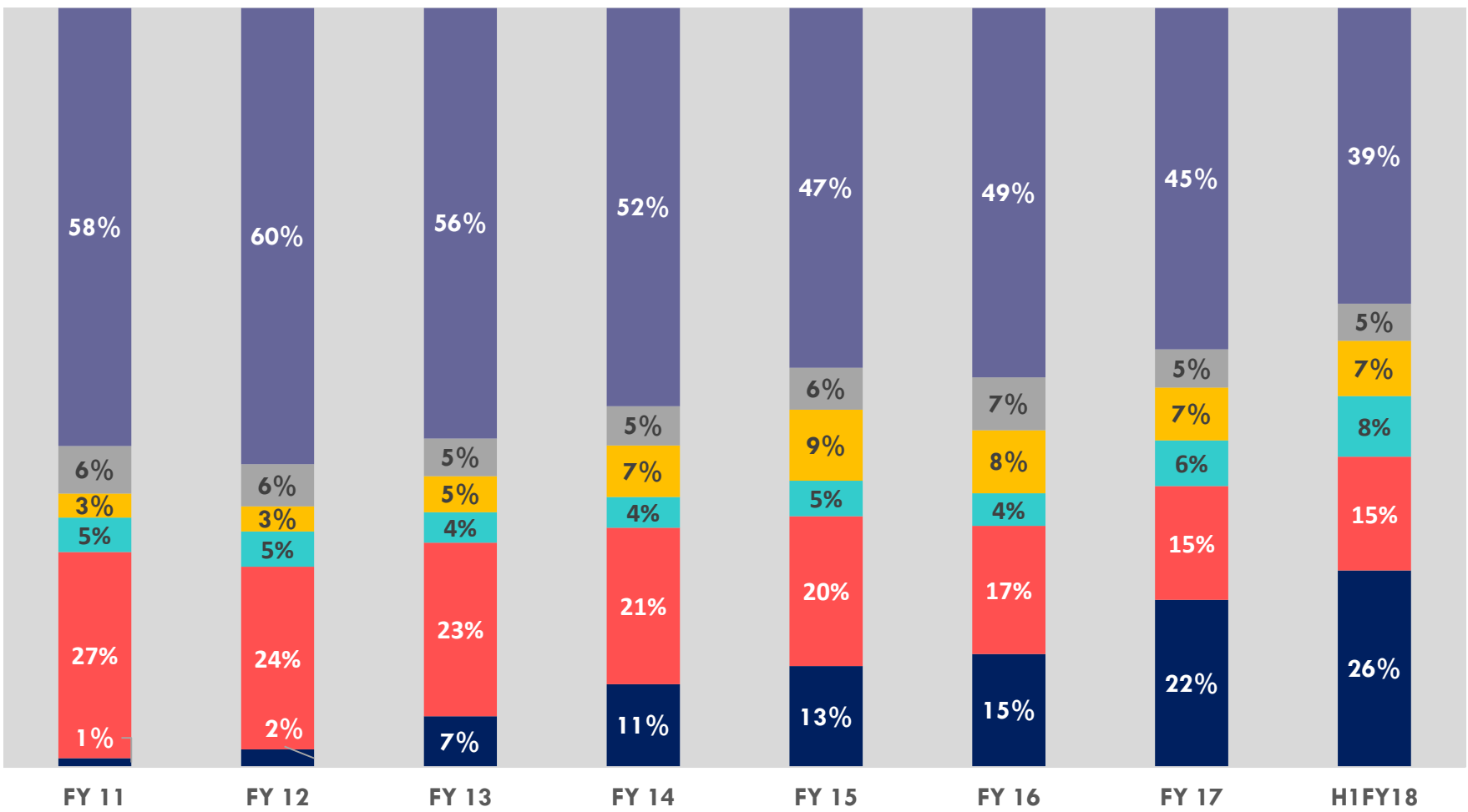
PAT



■ India ■ Overseas

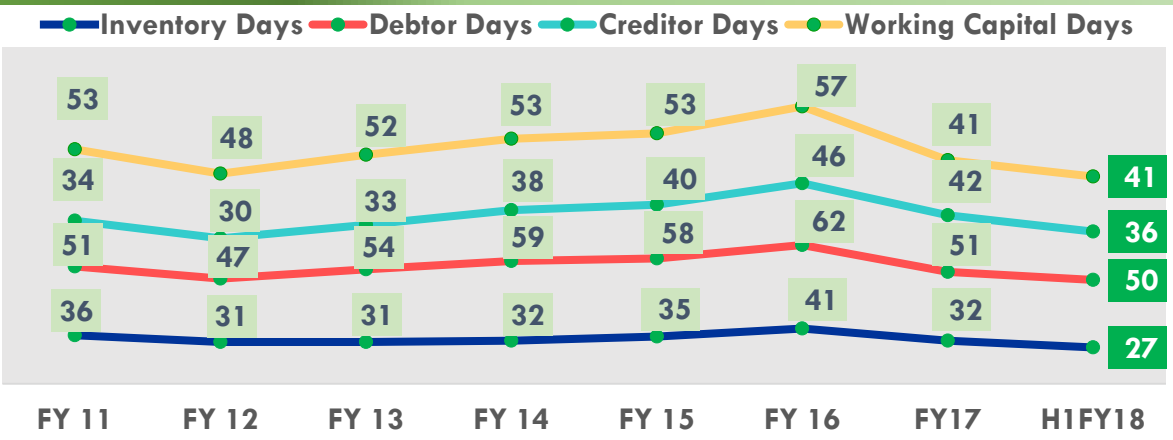
TOP FIVE VENDORS

■ APPLE
 ■ HP Inc
 ■ DELL EMC
 ■ LENOVO
 ■ HP Ent
 ■ OTHERS



Note: Effect of Dell EMC merger is shown partly in FY17 figures and fully in H1FY18 figures

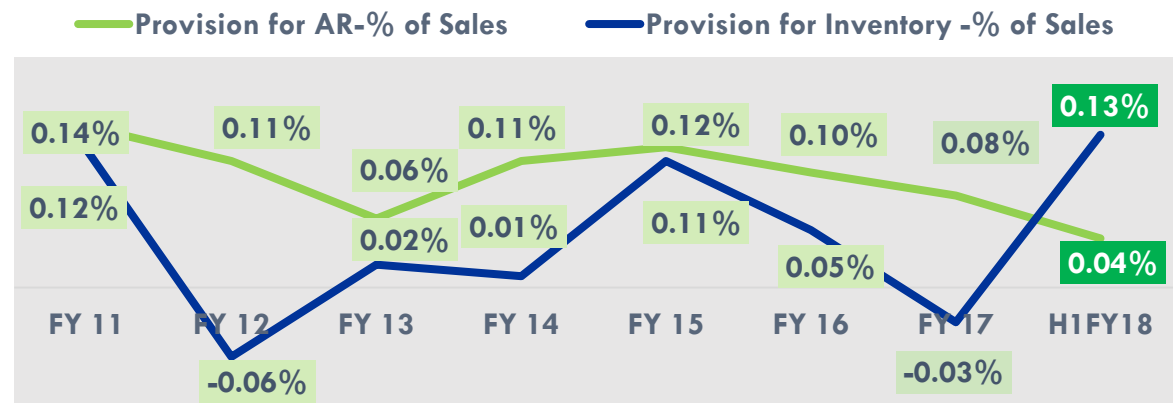
KEY OPERATING METRICS



Working Capital Days at sustainable levels

Particulars (Rs in million)	H1FY18	H1FY17
Net Cash Flow from Operations	3,145	9,708
Free Cashflow	982	7,600

Generated positive free cash flow



Minimal impact of risk

CONSOLIDATED FINANCIALS

₹ in million

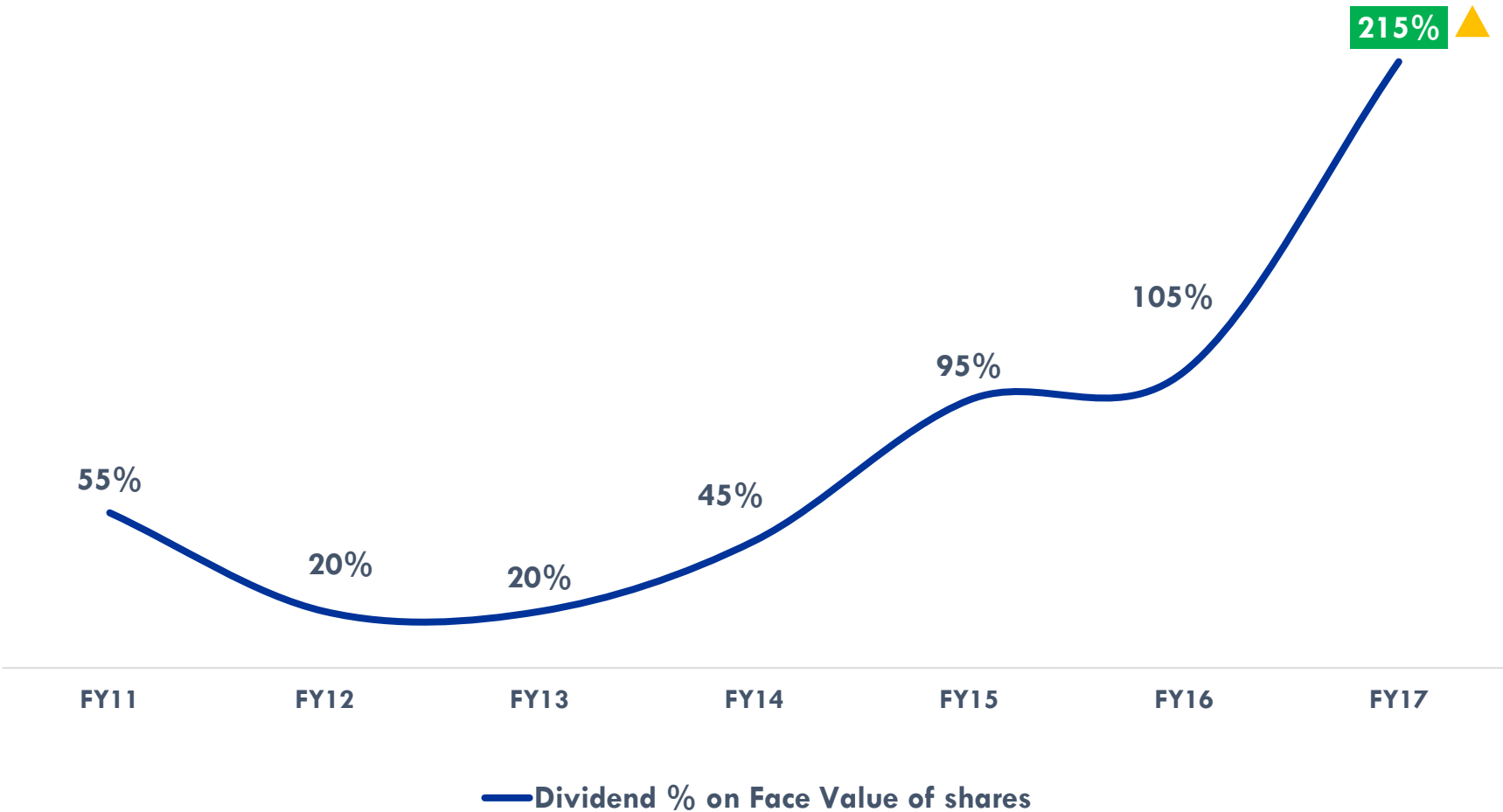
Particulars	H1FY18	FY17	FY16	FY15	FY14 [^]	FY 13	FY 12	FY 11*
Total Revenue	2,04,327	4,11,561	3,54,762	3,16,227	2,80,051	2,42,104	2,12,220	1,67,227
EBITDA	3,901	8,662	8,176	7,619	7,196	6,842	6,334	4,717
PAT	2,110	4,642	4,235	3,865	3,367	3,231	2,927	2,260
Networth	32,662	31,479	29,494	23,742	20,213	16,407	13,225	12,553
Capital Employed	55,141	50,252	56,659	44,468	39,938	39,471	34,776	31,863
EBITDA Margins	1.9%	2.1%	2.3%	2.4%	2.6%	2.8%	3.0%	2.8%
PAT Margins	1.0%	1.1%	1.2%	1.2%	1.2%	1.3%	1.4%	1.4%
Return on Avg. Capital Employed	13.8%	15.2%	14.9%	17.2%	17.2%	17.7%	18.4%	16.0%
Return on Avg. Equity	13.2%	15.3%	15.6%	18.2%	19.1%	22.8%	23.9%	20.0%
EPS (₹) [^]	5.3	11.6	10.6	9.7	8.4	8.1	7.4	5.7
Book Value per share (₹)	81.1	78.2	73.2	57.6	48.8	39.5	33.2	31.7

*Post acquisition of following entities Arena in FY11.

[^]For EPS calculation - weighted average number of equity shares have been considered. For EPS & Book Value Calculation the post split number of shares (From Rs.10/- to Rs.2/- per share) has been considered . EPS is for the period and not annualised.

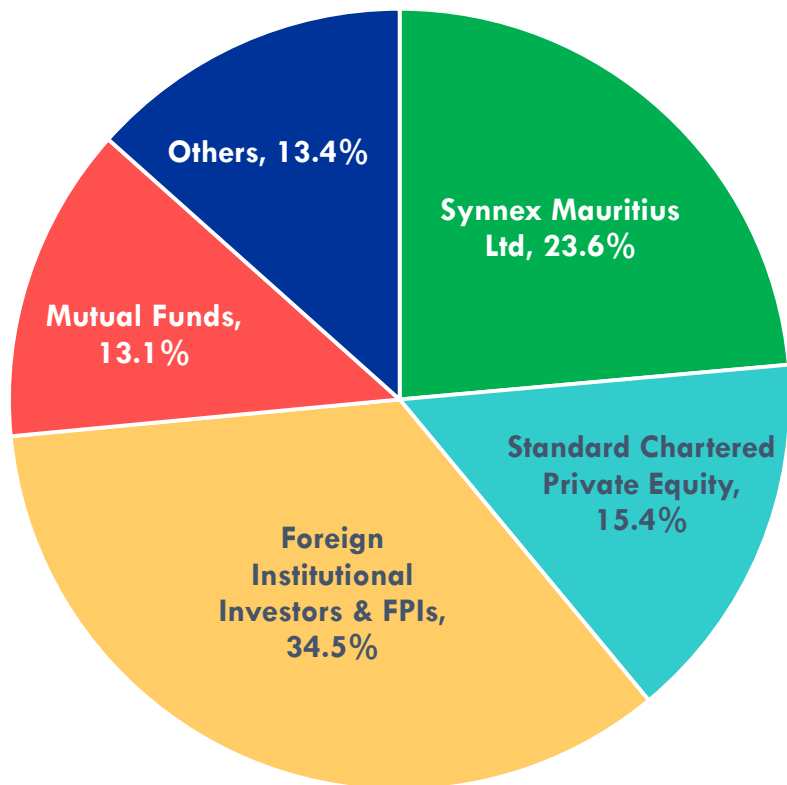
DIVIDEND DISTRIBUTION

Dividend Policy : 20% pay-out on profits earned



▲ Final dividend plus Special Interim Dividend declared

SHAREHOLDING PATTERN (As at Sept 30, 2017)



Other prominent shareholders



Fidelity



ICICI Prudential Life Insurance



HDFC Small & Midcap Fund



Franklin Templeton Fund



Reliance Mutual Fund



Morgan Stanley



Dimensional Fund Advisors



Vanguard Mutual Fund

BLACKROCK® Blackrock Fund

About Us

Subsidiaries

Performance

Board and Management

BOARD OF DIRECTORS

Independent Directors



Prof. Ramachandran
Chairman
Professor Corporate
Policy & Strategy IIM,
Bangalore



V. S. Hariharan
Ex. Vice President,
Hewlett-Packard,
Singapore



Keith WF Bradley
Ex. President,
Ingram Micro, North
America

Executive Directors



Raj Shankar
Managing Director



E H Kasturi Rangan
Whole time Director

Non-Executive Directors



Tu, Shu-Chyuan
General Manager
Business Development
Synnex Tech, Taiwan



Lin, Tai-Yang
Director of Finance
Planning and
Management
Synnex Tech, Taiwan



B Ramaratnam
Professional Director



Udai Dhawan
Managing Director,
Standard Chartered
Private Equity, India

OUR EXPERIENCED EXECUTIVE TEAM



Raj Shankar
Managing Director



P S Neogi
Joint COO, IT
Division, India



**E H Kasturi
Rangan**
Joint COO, India



Ramesh Natarajan
Sr. President, India



Dr. R. Arunachalam
Sr. Vice President,
ProConnect Logistics, India



S V Krishnan
Chief Financial
Officer



S V Rao
Vice President,
Ensure Services,
India



Ashish Bharti
President,
IT Volume
Distribution, ME & A



**Aloysius
Fernandes**
President,
IT Volume, Africa



B Ramkumar
President,
IT Value Added
Distribution, ME & A



Jim Mathew
Sr. Vice President,
Telco Distribution,
Africa



S Chidambaram
Sr. Vice President,
Supply Chain
Management, MEACIS



Sriram Ganeshan
Director & Chief
Financial Officer,
ME & A



S Sethuraman
Sr. Vice President,
Support Services /
Ensure Services, ME & A



Serkan Celik,
Chief Executive
Officer, Arena,
Turkey

This presentation contains “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Redington India 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.

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

THANK YOU

Investor Contact

M. Muthukumarasamy

Compliance Officer

Redington (India) Limited

SPL Guindy House, 95 Mount Road,

Guindy, Chennai 600 032

<https://www.redingtonindia.com>

Sowmiya M

Manager – Investor Relations

sowmiya.manickam@redington.co.in

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