



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

1st February 2018

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

Sub: Presentation to Investor/ Analyst

Dear Sir/Madam,

This is further to our letter dated 23rd January 2018 on the Investor/ Analyst call scheduled today.

Pursuant to Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we enclose herewith a copy of Investor Presentation that will be shared with the analyst/investors.

The same shall be uploaded on our website www.redingtonindia.com as required under Regulation 46(2)(o) of the said regulations.

We request you to kindly take the above information on record.

Thanking you,

Very truly yours,

M. Muthukumarasamy
Company Secretary.

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

All Correspondence to Corporate office only

Registered Office : SPL Guindy House, 95, Mount Road, Guindy, Chennai - 600 032. India. www.redingtonindia.com



REDINGTON (INDIA) LIMITED

Q3FY18 Earnings Presentation

December 2017



Disclaimer

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.

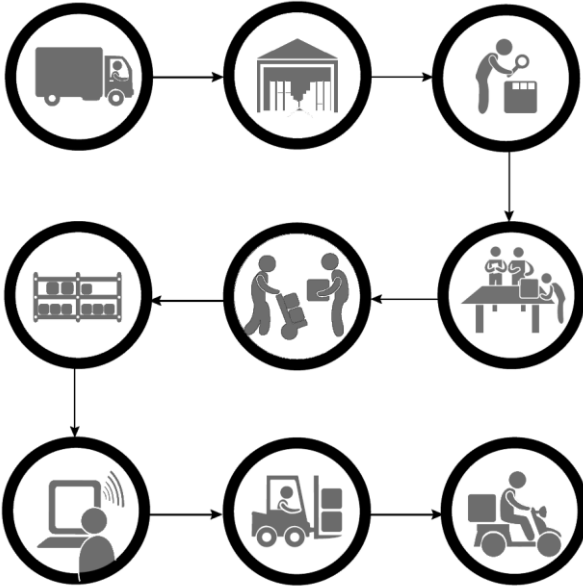
While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

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.

REDINGTON

Q3FY18 Highlights



Connecting The Dots

Transformation from 'Product' to 'Utility of Product'

Q3FY18 Business Highlights

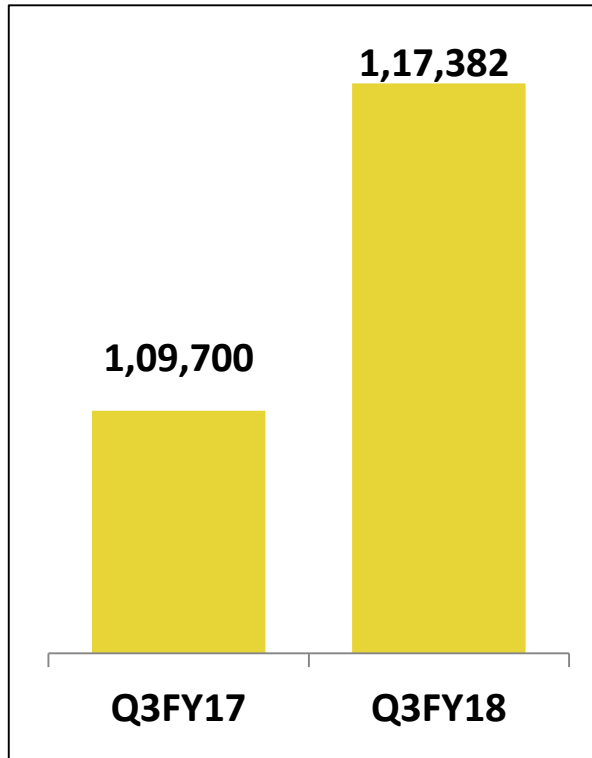
- Strong performance by overseas
- Reduction in Working Capital in Q3FY18 as compared to Q3FY17
- Generated positive free cash flow

Q3FY18- Consolidated Financials

₹ in million

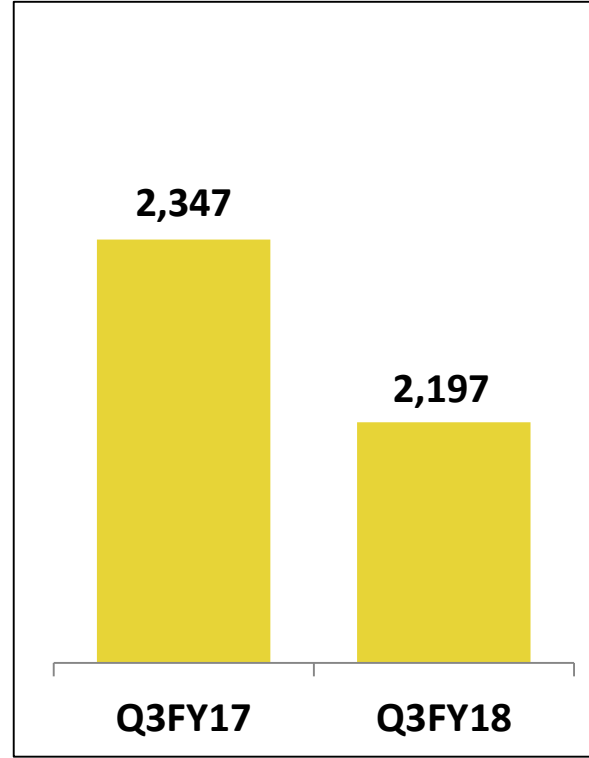
REVENUE

7.0% ▲



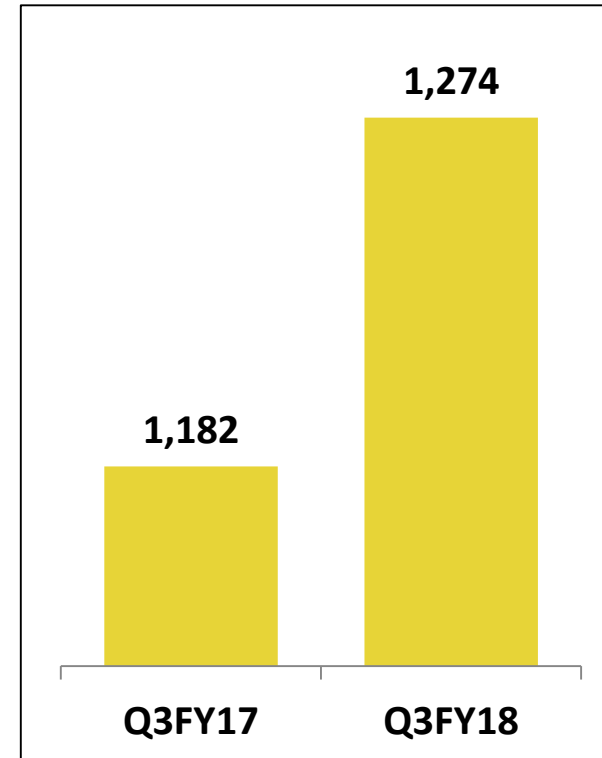
EBIDTA

6.4% ▼



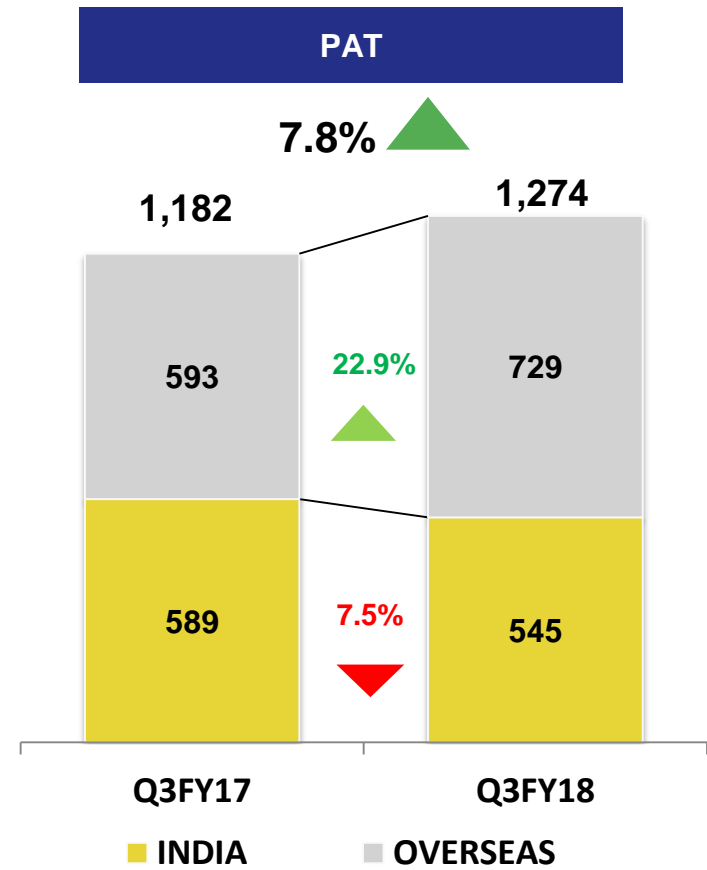
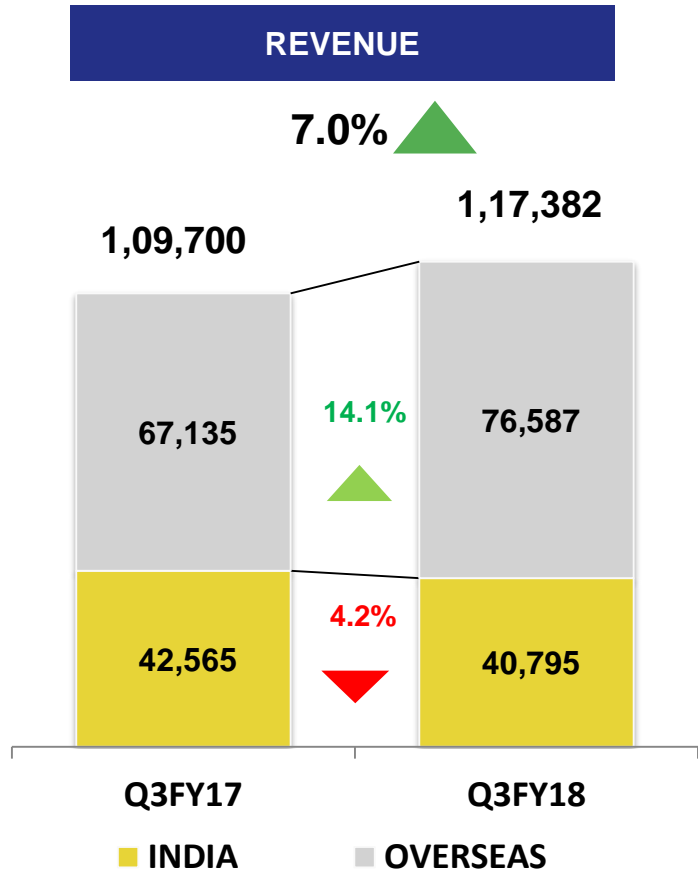
PAT

7.8% ▲



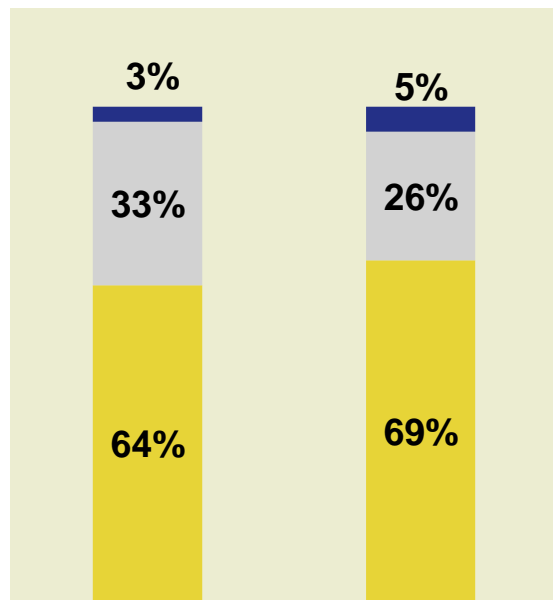
Q3FY18 Performance by Market

₹ in million



Q3FY18 Performance by Vertical

INDIA

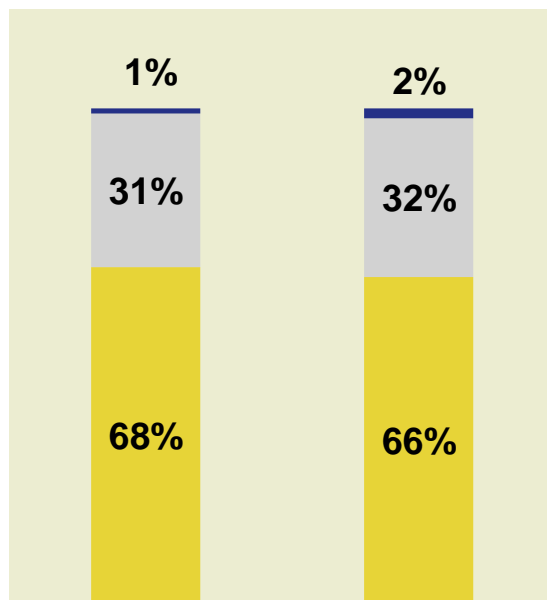


Q3FY17

Q3FY18

■ IT ■ Mobility ■ Services

OVERSEAS

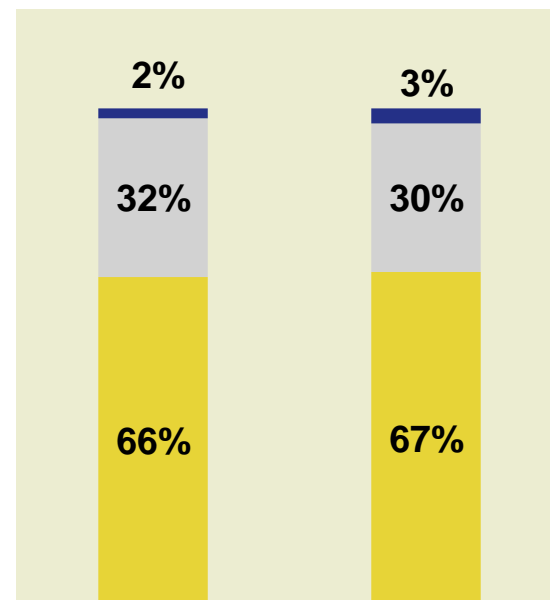


Q3FY17

Q3FY18

■ IT ■ Mobility ■ Services

CONSOLIDATED



Q3FY17

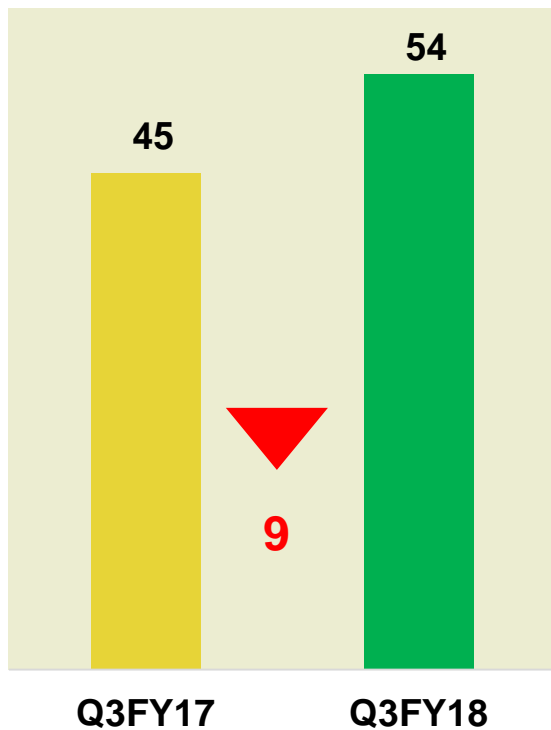
Q3FY18

■ IT ■ Mobility ■ Services

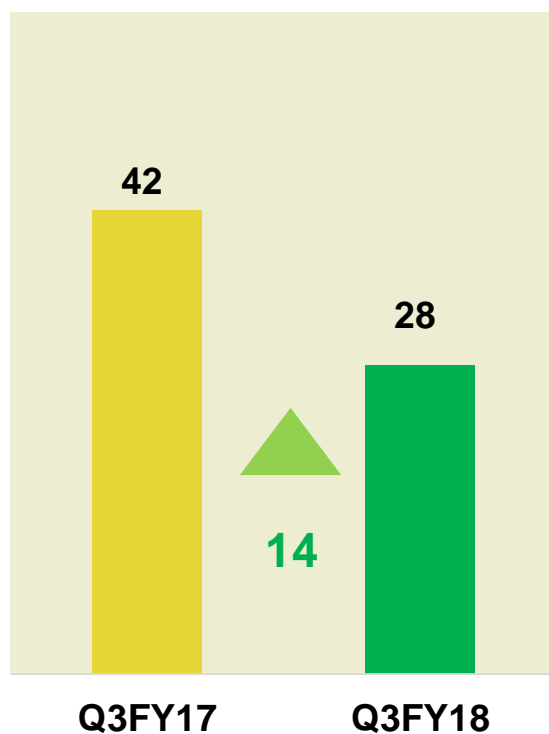
Note: Upon re-grouping, only smartphones are shown under Mobility

Q3FY18 – Working Capital Days

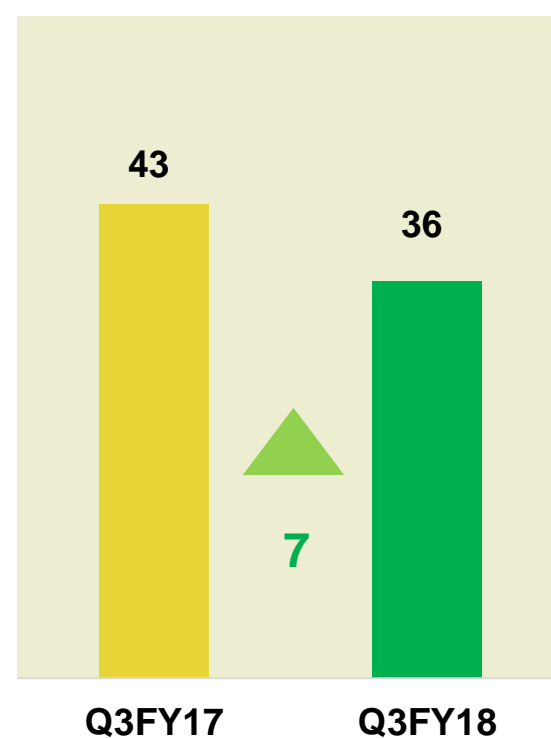
INDIA



OVERSEAS



CONSOLIDATED

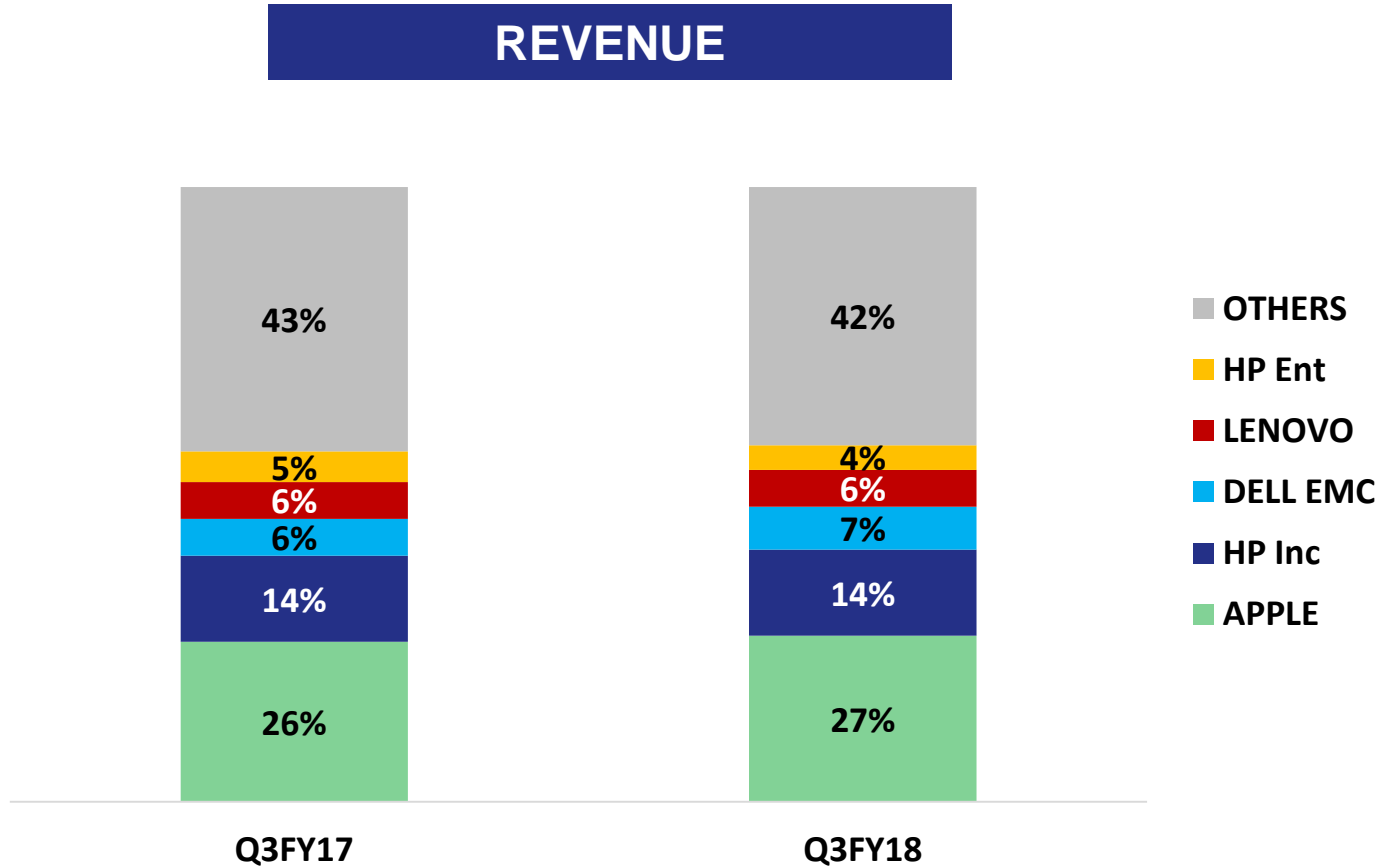


Free Cash Flow Statement

₹ in million

Particulars	Q3 FY18	Q3 FY17
Profit Before Taxation	1,661	1,857
Non-cash items	518	379
Change in Working Capital	(156)	(2,024)
Direct Tax Paid	(409)	(360)
Outflow of Finance Cost	350	284
Net Cash Flow from Operations	1,964	136
Capex	134	(125)
Dividend	(1)	(28)
Outflow of Finance Cost	(347)	(326)
Free Cashflow	1,750	(343)

Q3FY18 – Top 5 Vendors Consolidated

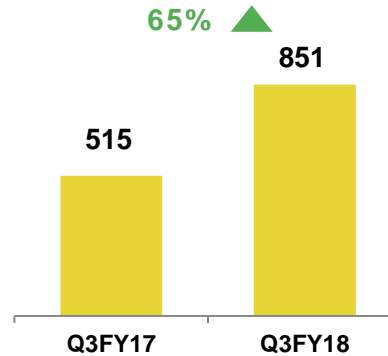


Q3FY18 Performance – ProConnect

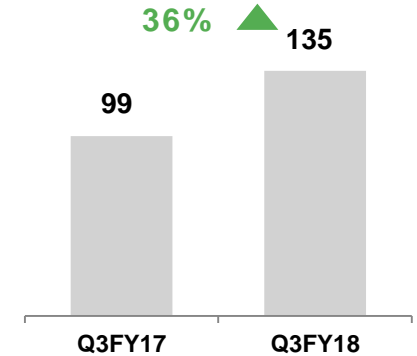
- Revenue growth over Q3FY17 is 65%
- EBITDA growth over Q3FY17 is 36%

₹ in million

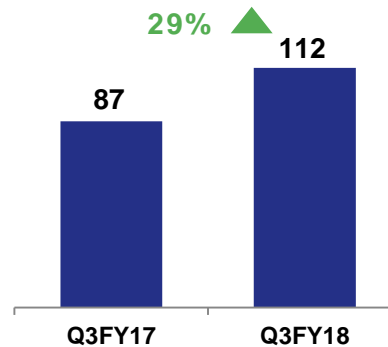
REVENUE



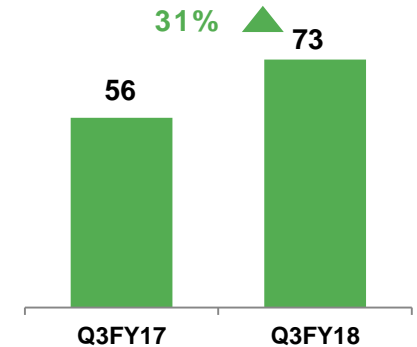
EBITDA



PBT



PAT

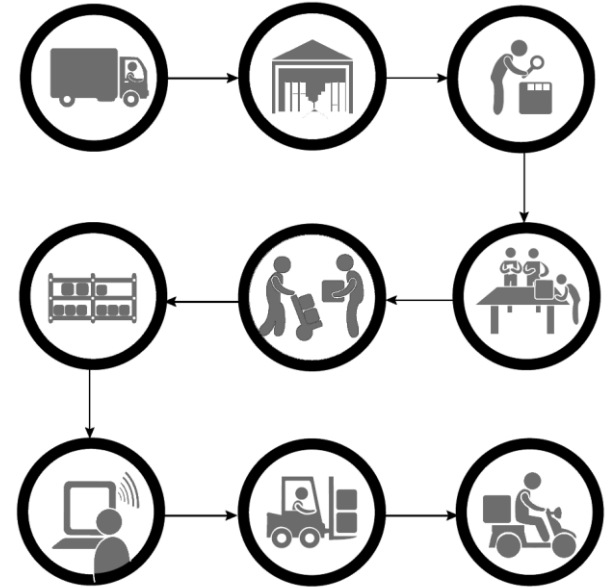


Above figures include Mission Critical Services



REDINGTON

9MFY18 Highlights



Connecting The Dots

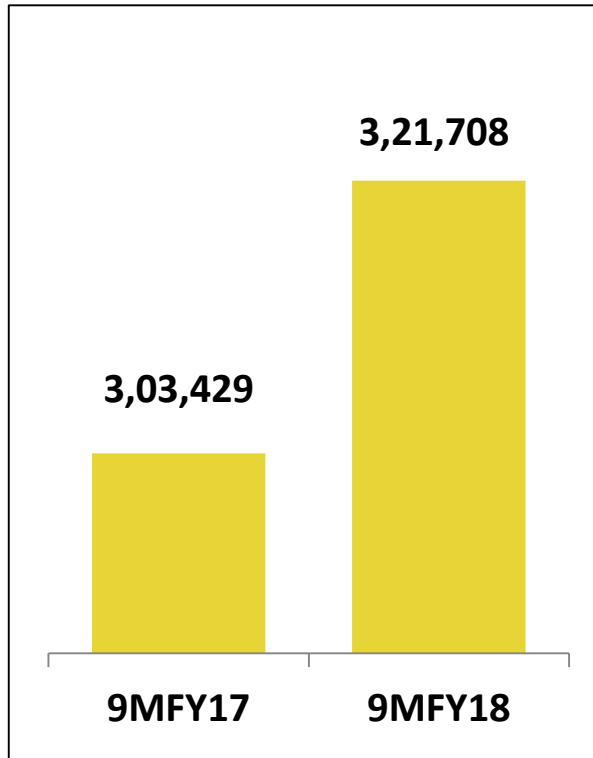
Transformation from 'Product' to 'Utility of Product'

9MFY18- Consolidated Financials

₹ in million

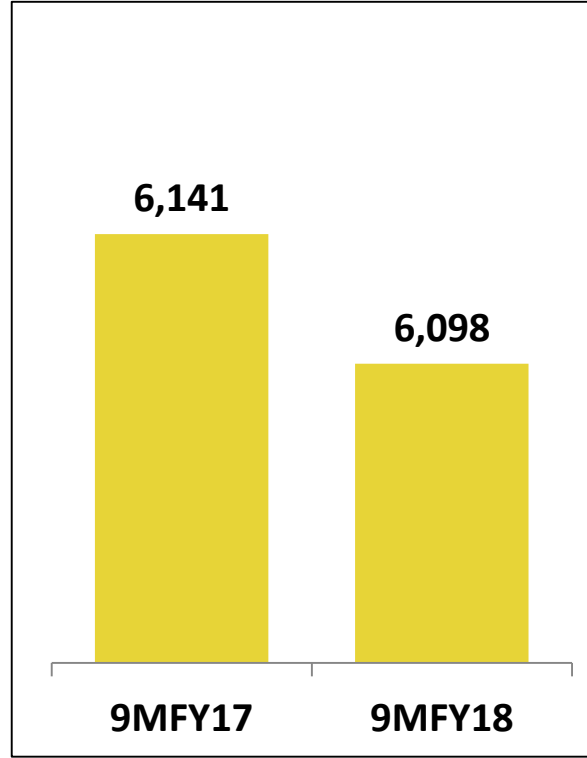
REVENUE

6.0% ▲



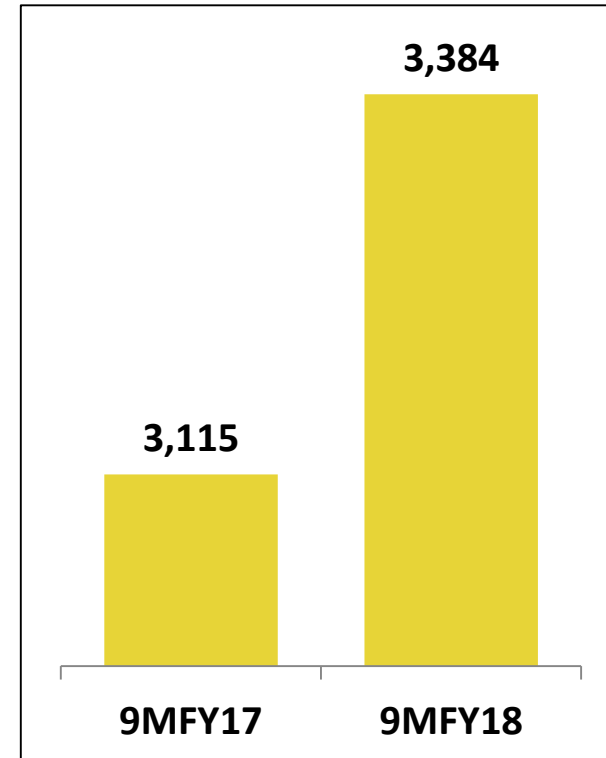
EBIDTA

0.7% ▼



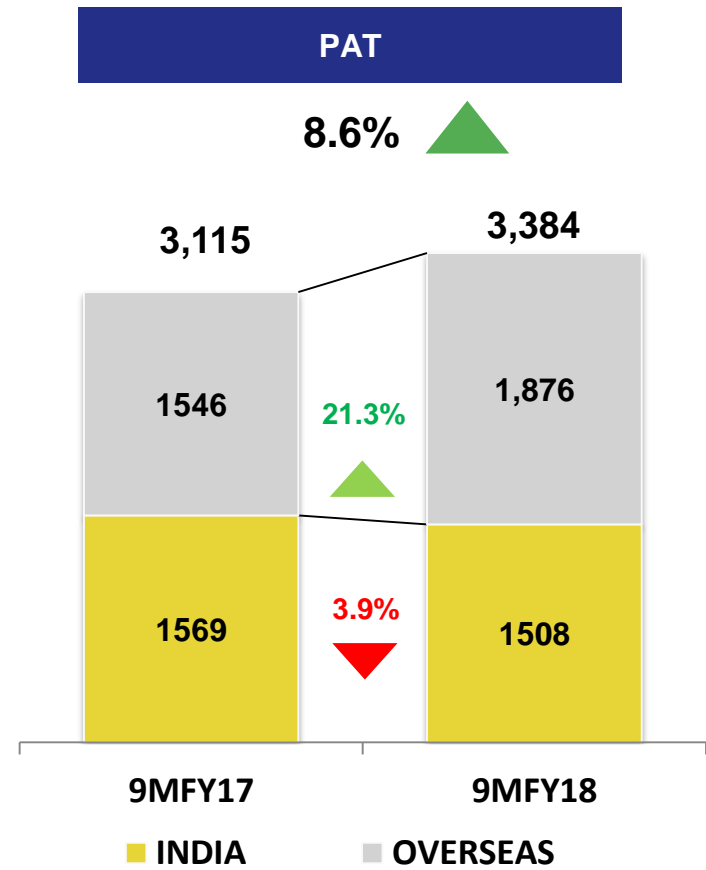
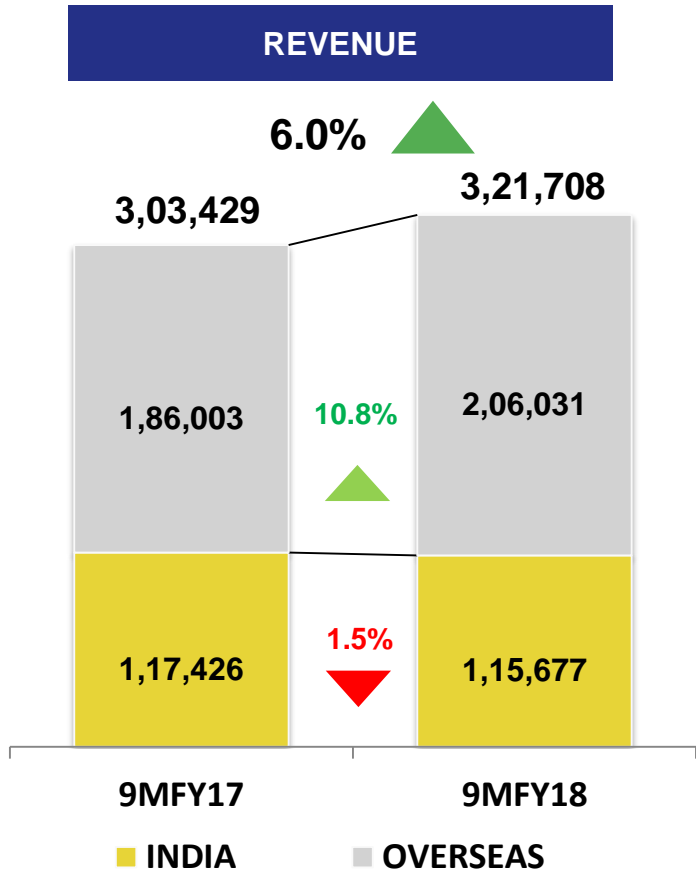
PAT

8.6% ▲



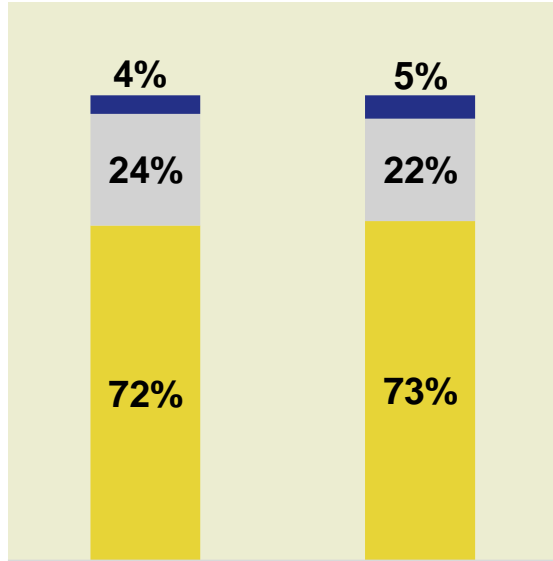
9MFY18 Performance by Market

₹ in million



9MFY18 Performance by Vertical

INDIA

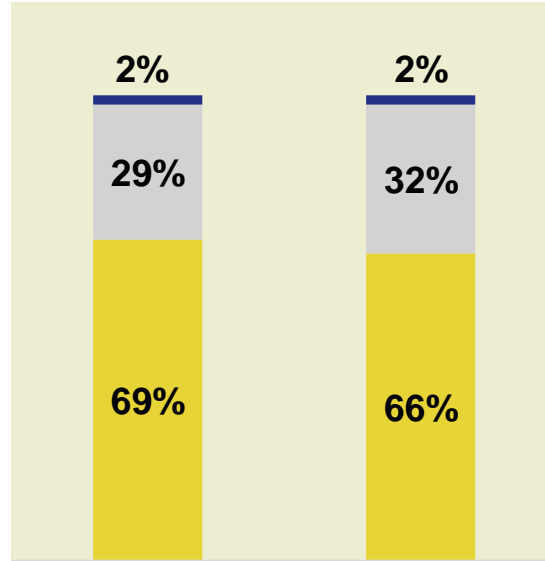


9MFY17

9MFY18

■ IT ■ Mobility ■ Services

OVERSEAS

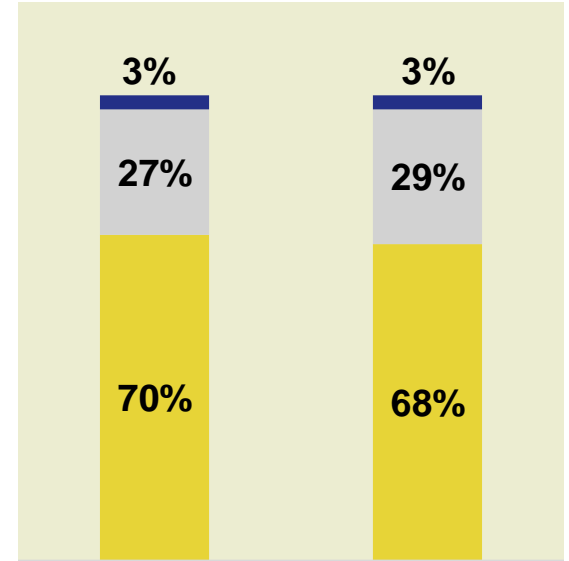


9MFY17

9MFY18

■ IT ■ Mobility ■ Services

CONSOLIDATED



9MFY17

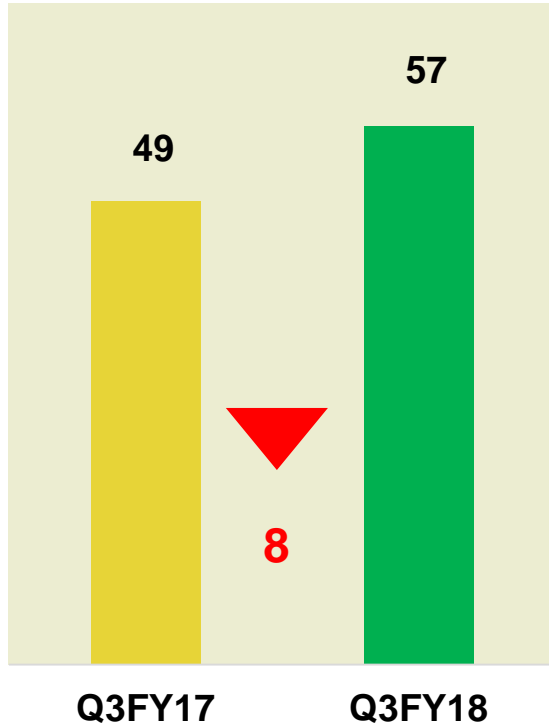
9MFY18

■ IT ■ Mobility ■ Services

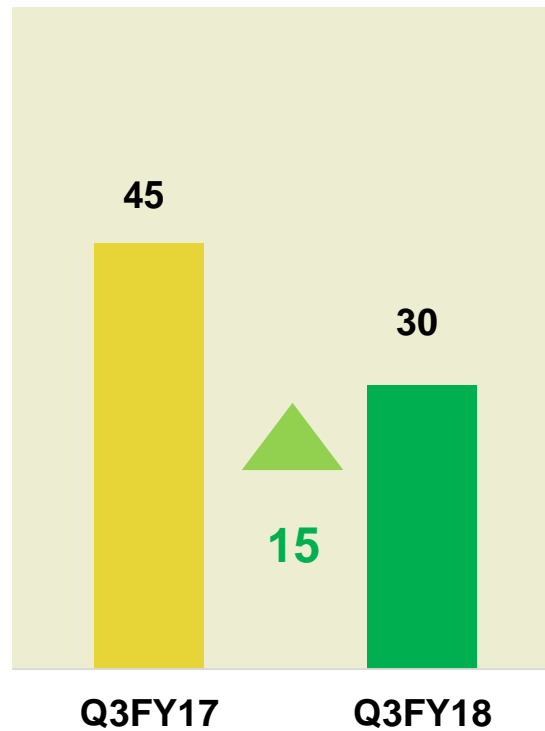
Note: Upon re-grouping, only smartphones are shown under Mobility

9MFY18 – Working Capital Days

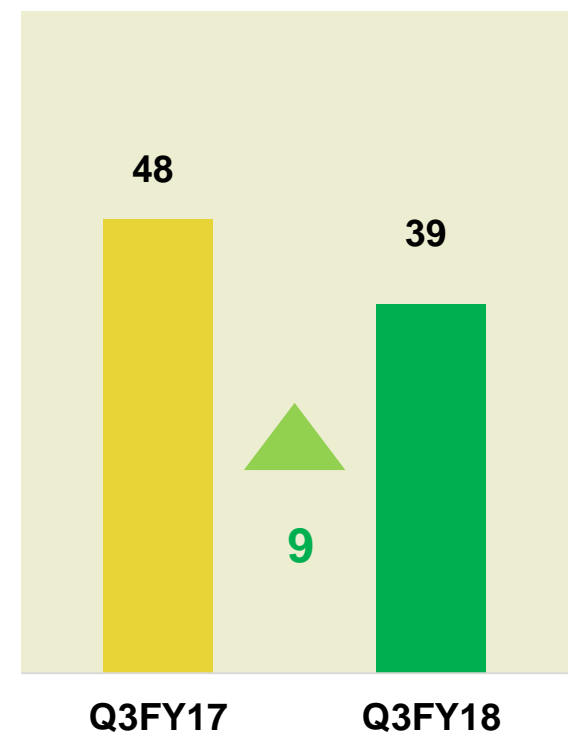
INDIA



OVERSEAS



CONSOLIDATED

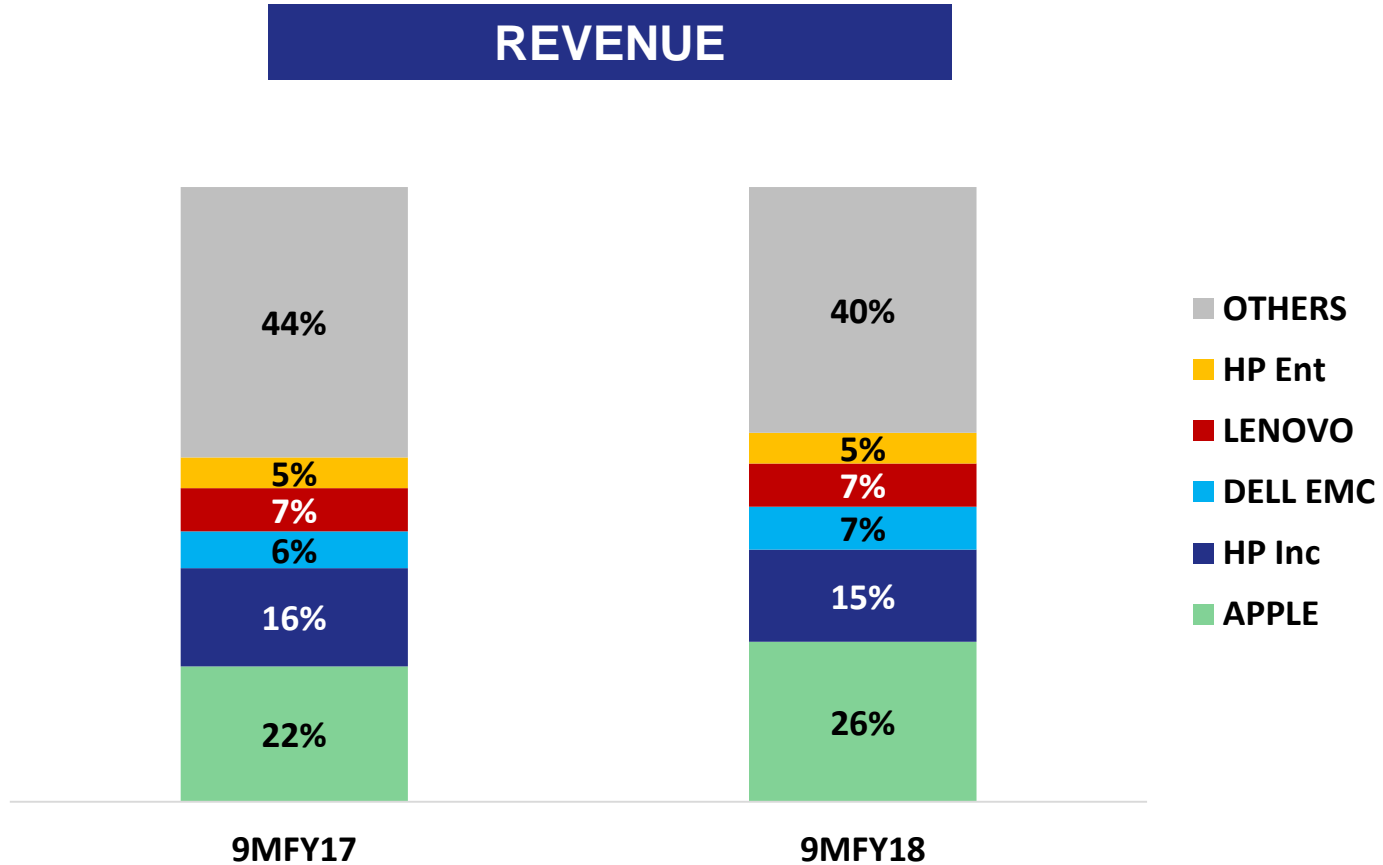


Free Cash Flow Statement

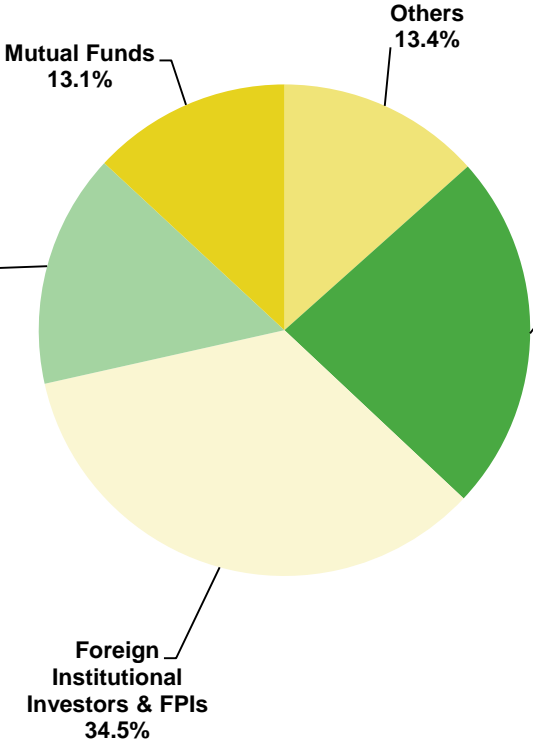
₹ in million

Particulars	9M FY18	9M FY17
Profit Before Taxation	4,474	4,540
Non-cash items	1,112	906
Change in Working Capital	(493)	4,478
Direct Tax Paid	(990)	(1,041)
Outflow of Finance Cost	1,023	852
Net Cash Flow from Operations	5,126	9,734
Capex	(105)	(456)
Dividend	(1,094)	(1,056)
Outflow of Finance Cost	(1,060)	(959)
Free Cashflow	2,867	7,263

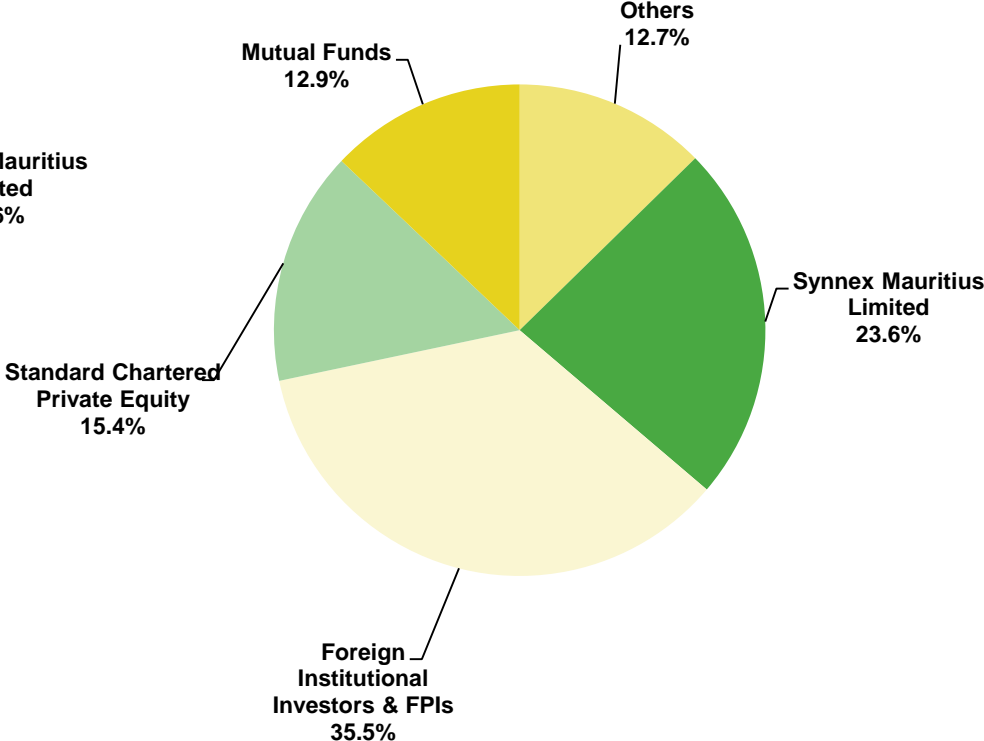
9MFY18 – Top 5 Vendors Consolidated



Shareholding Pattern



30-Sep-2017



31-Dec-2017

REDINGTON

Investor Contacts

M. Muthukumarasamy

Compliance Officer

Redington (India) Limited

SPL Guindy House, 95 Mount Road,

Guindy, Chennai 600 032

<https://www.redingtonindia.com>

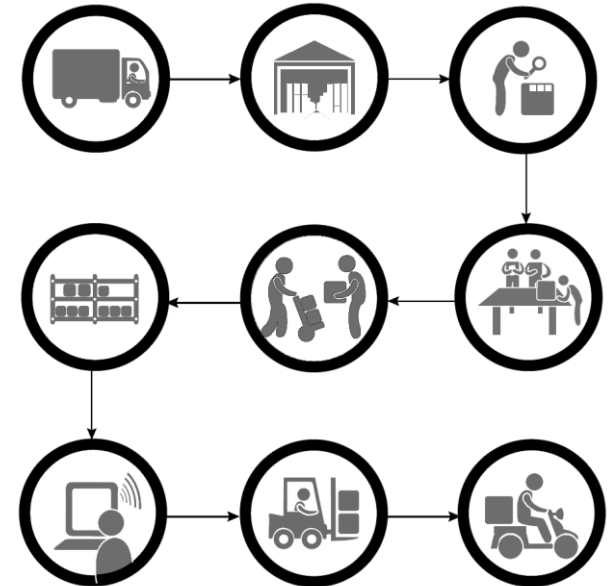
Sowmiya M

Manager – Investor Relations

sowmiya.manickam@redington.co.in

Corporate Presentation

<https://redingtonindia.com/images/RedingtoncorporatepresentationDec2017.pdf>





Corporate Overview

December, 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

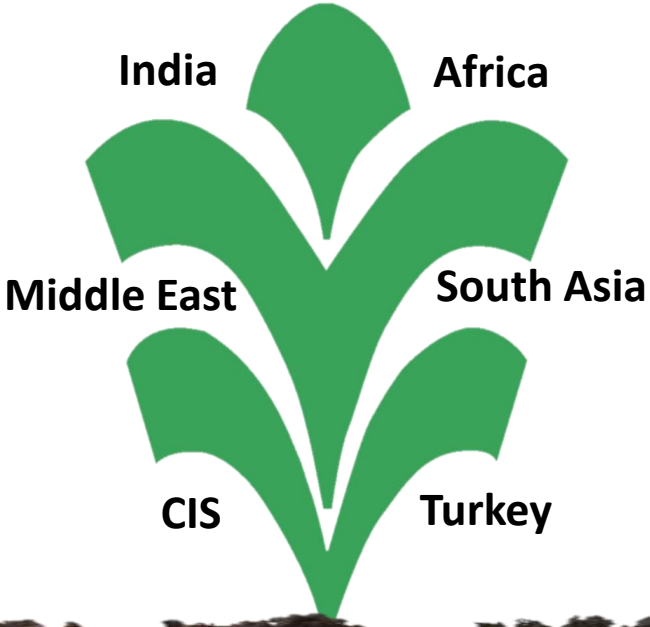
\$6bn+ revenue company
Double digit 10 year CAGR Growth
(Revenue, EBITDA, PAT)

OUR JOURNEY



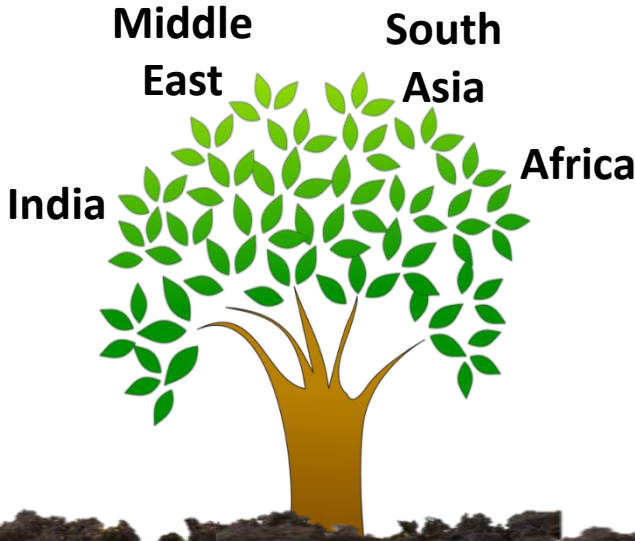
**Emerging markets regional
Supply Chain Solution
Provider**

2008 - Present



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

1994 - 2007

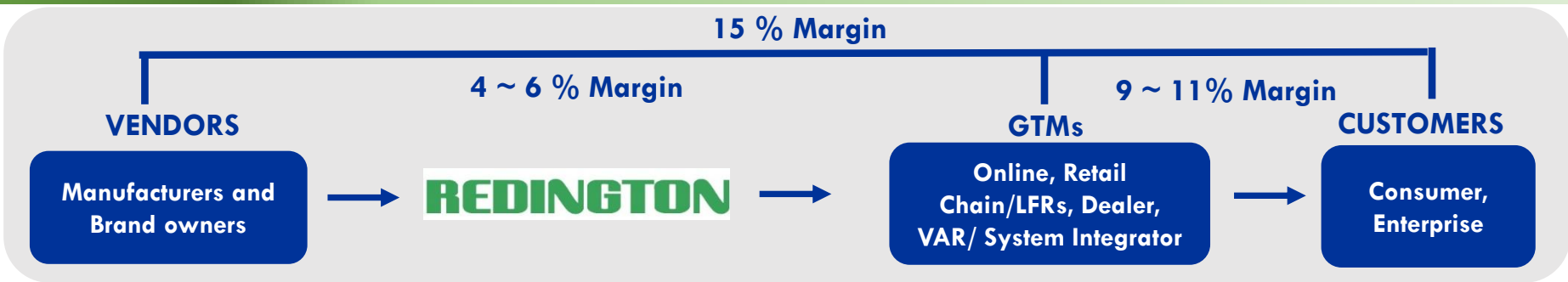


**Single product,
Single brand,
Single country
distributor**

1993

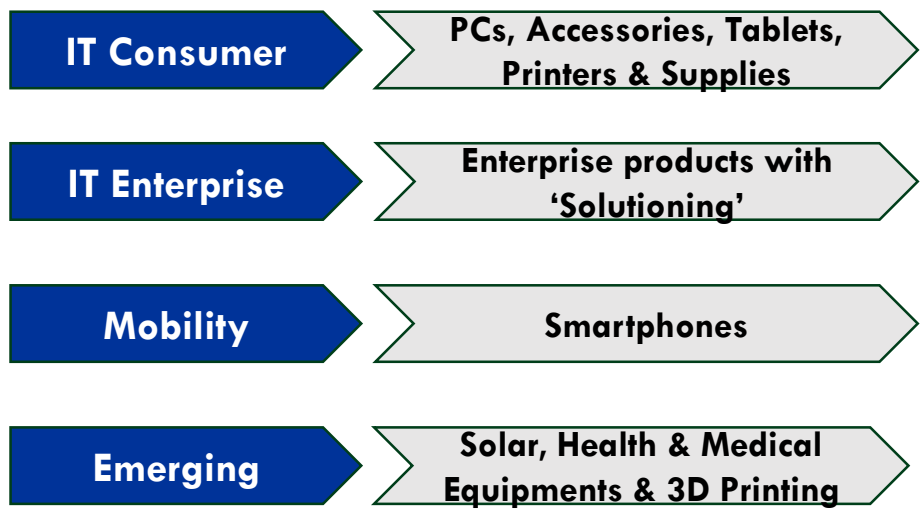


END-TO-END SUPPLY CHAIN SOLUTION PROVIDER

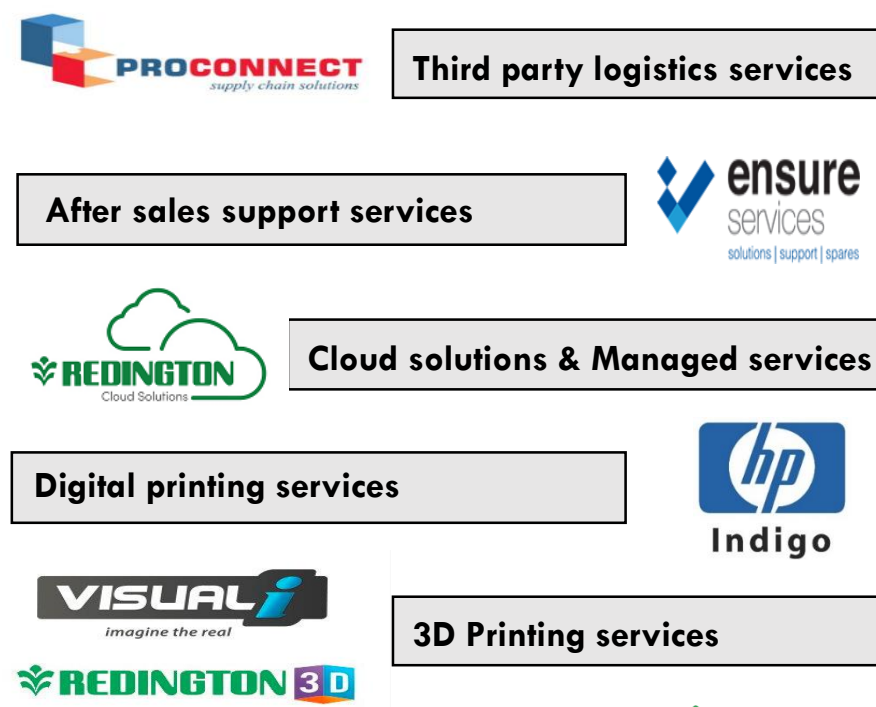


DISTRIBUTION

REDINGTON



SERVICES



EXPANSIVE NETWORK

Active Channel Partners*
37,500+
Sales Offices
80+
Warehouses
195+
Service Centres
65+
Partner Service Centres
285+
Subsidiaries
60



**Transacted partners in the last 3 years*

STRONG PARTNERSHIPS



OVERSEAS SNAPSHOT

Presence in **23** countries, partnering with more than **145+** brands



DISTRIBUTION



REDINGTON
arena
TÜRKİYE'NİN TEKNOLOJİ SAĞLAYICISI
LINK PLUS

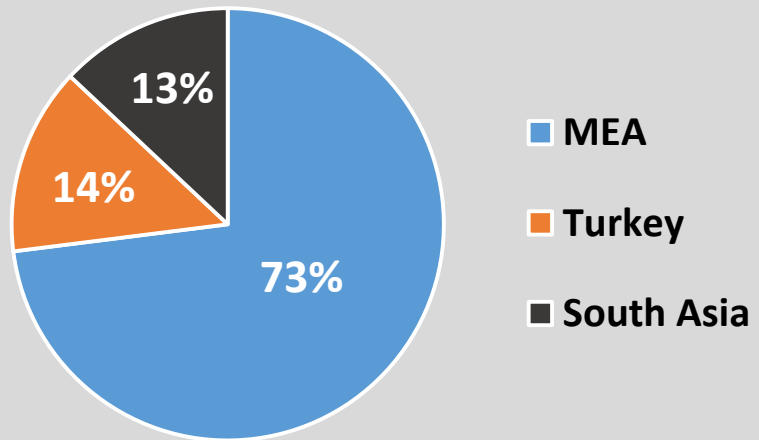


SERVICES



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

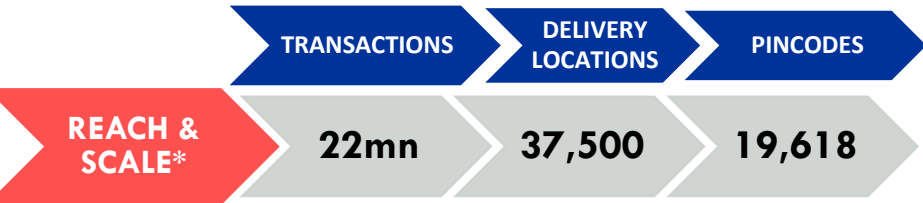
Board and Management

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

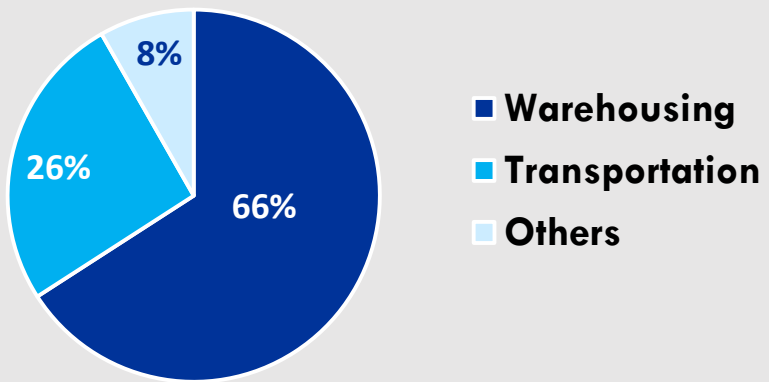
Integrated third party logistics partner to 165 customers



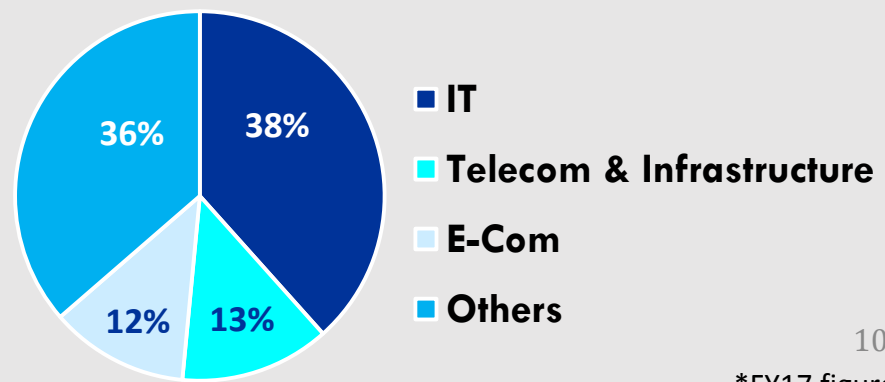
- **165** Warehouses (Leased)
- **2** ADCs – Chennai & Kolkata
- **6.0 mn sq ft** warehousing space



Revenue contribution from Services*



Revenue contribution from Industries*





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%

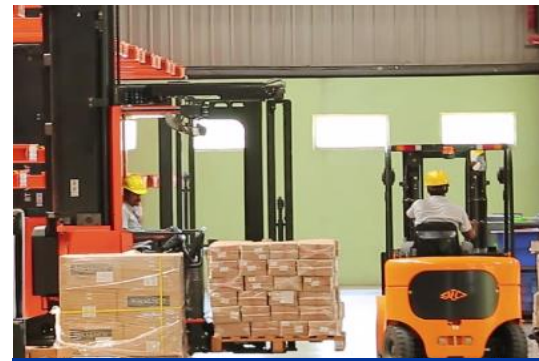


Dubai

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



RACKING SYSTEM INSIDE ADC



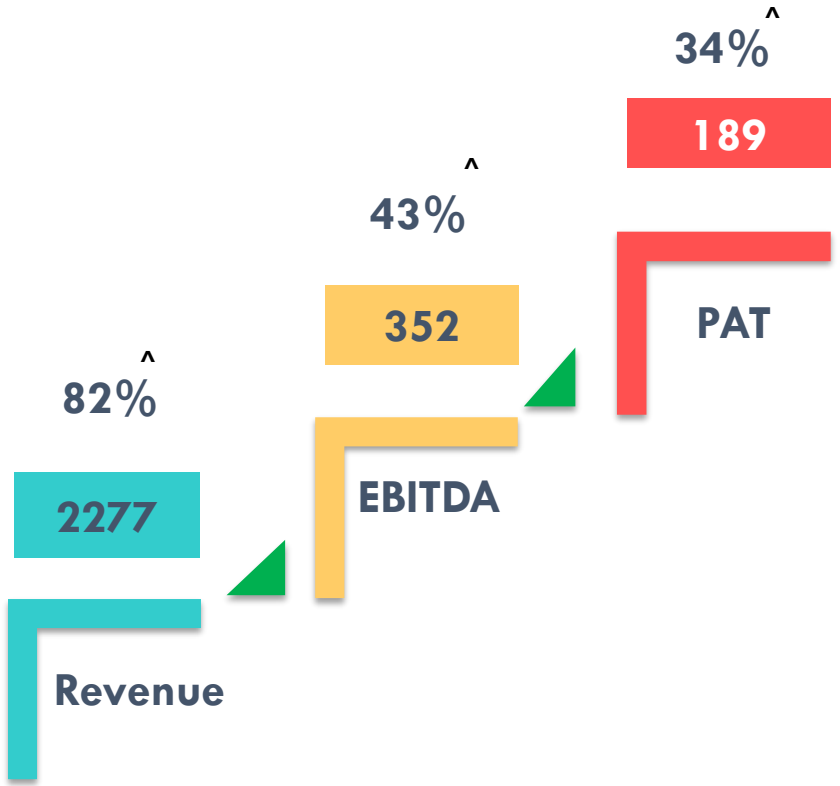
MACHINE HANDLING EQUIPMENTS



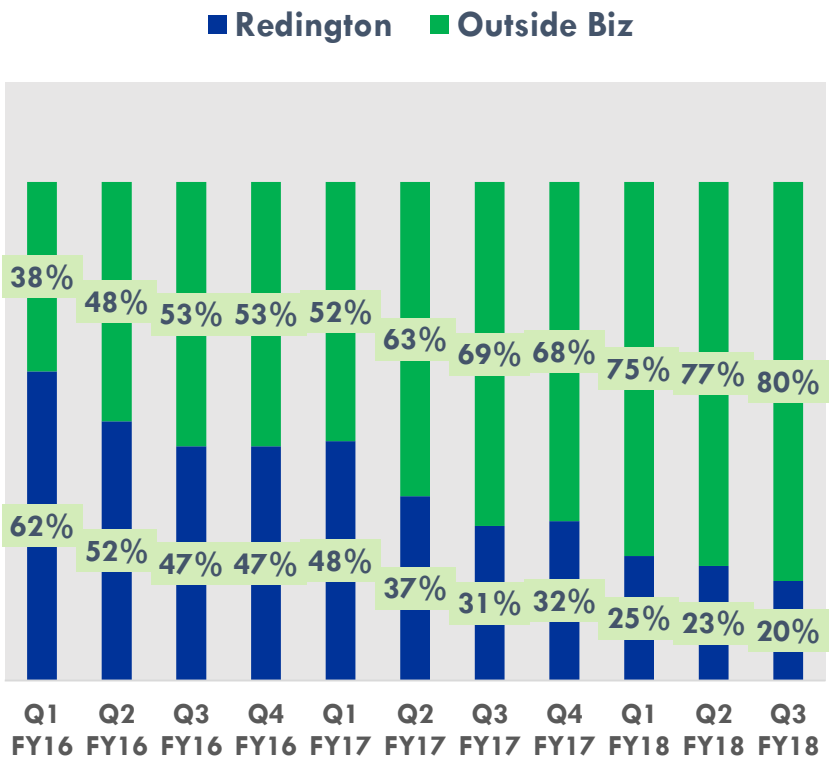
SHRINK WRAPPING

₹ in million

9MFY18 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

+43 Owned Service centres across India
+259 Partner Service centres across India

FINANCIALS*

Rs.125 crs
 REVENUES

Rs.7 crs
 PAT

*FY17 figures

CLIENTS



About Us

Subsidiaries

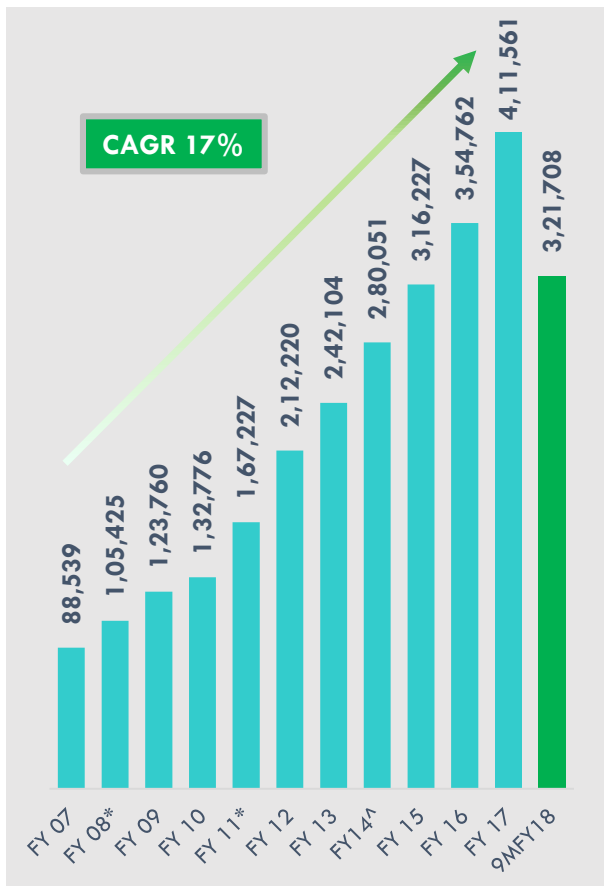
Performance

Board and Management

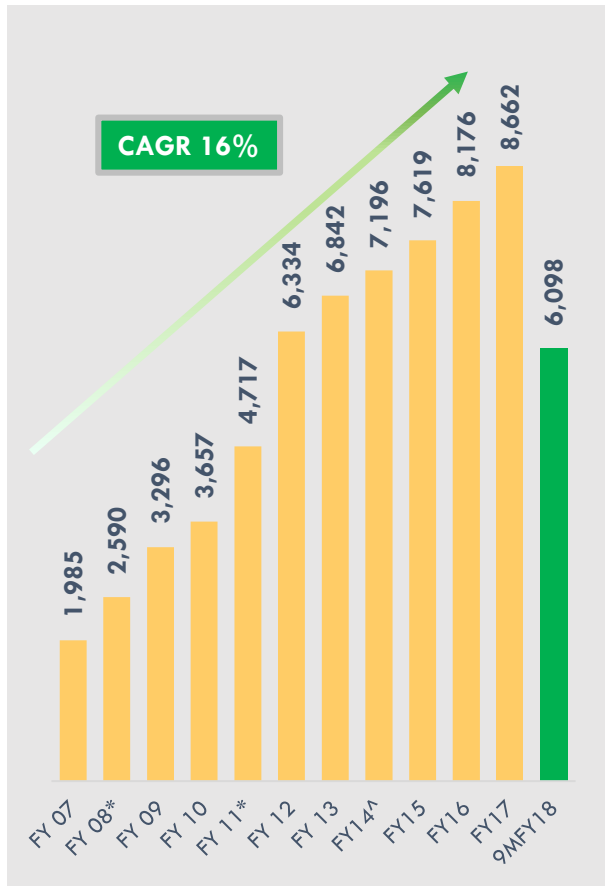
FINANCIAL PERFORMANCE

₹ in million

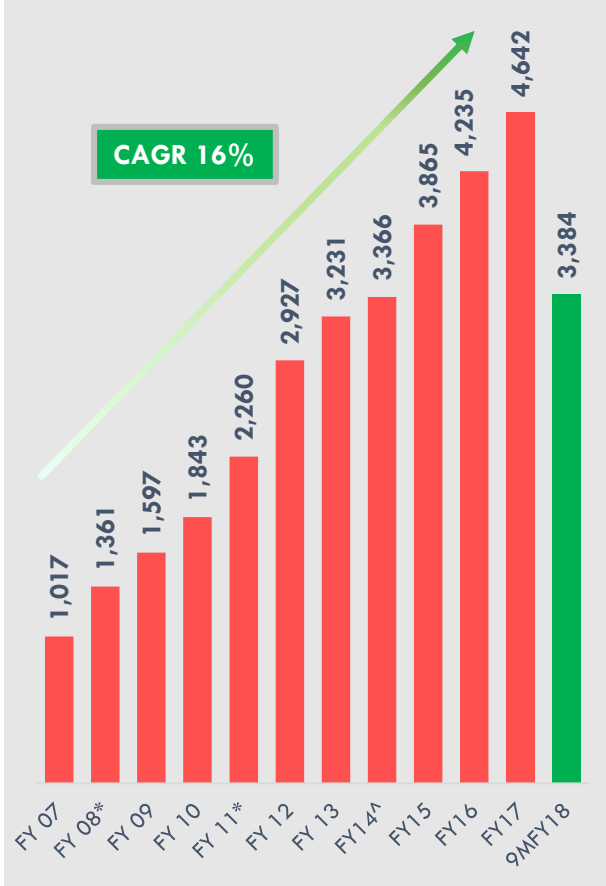
REVENUE



EBITDA



PAT

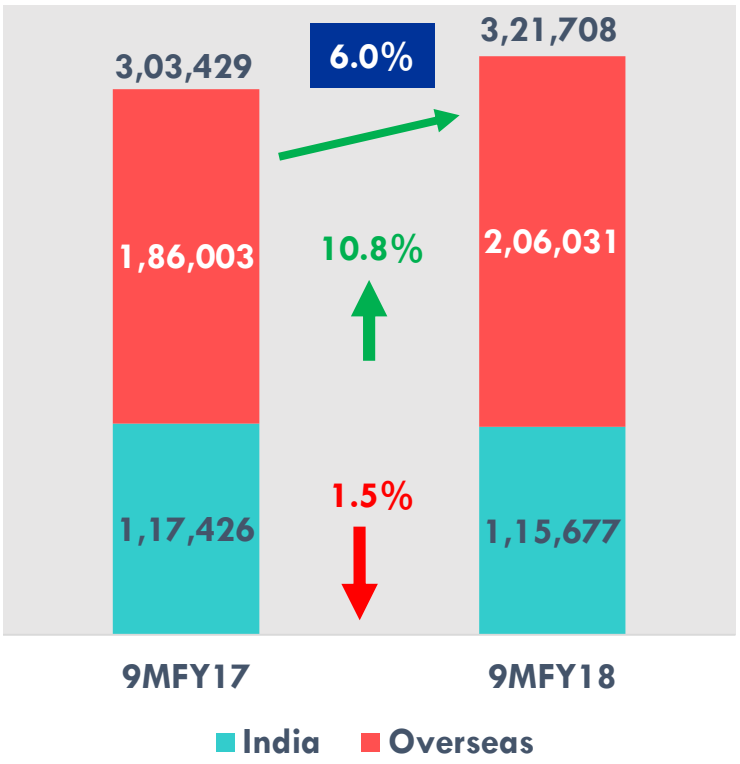


*Post acquisition of Easyaccess Financial Services in FY 08 and Arena in FY 11. ^ Post sale of Easyaccess Financial Services . CAGR computed for full year

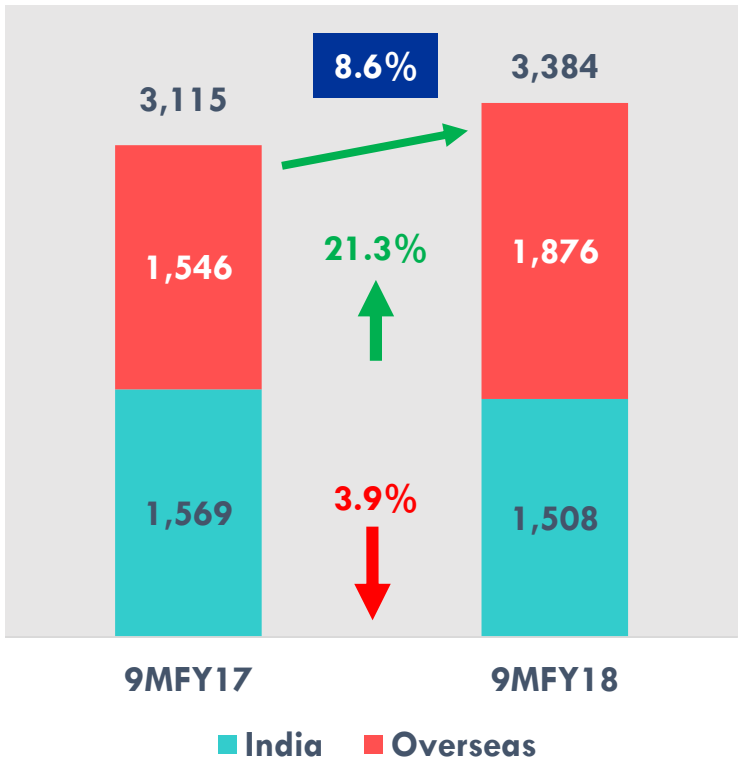
PERFORMANCE BY MARKET

₹ in million

REVENUE

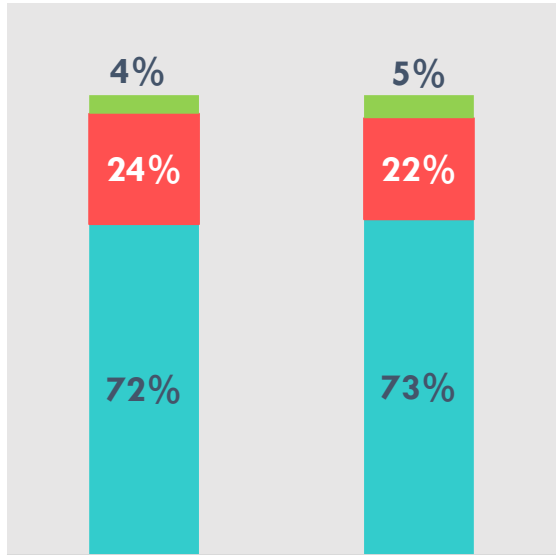


PAT



REVENUE BY VERTICAL

INDIA

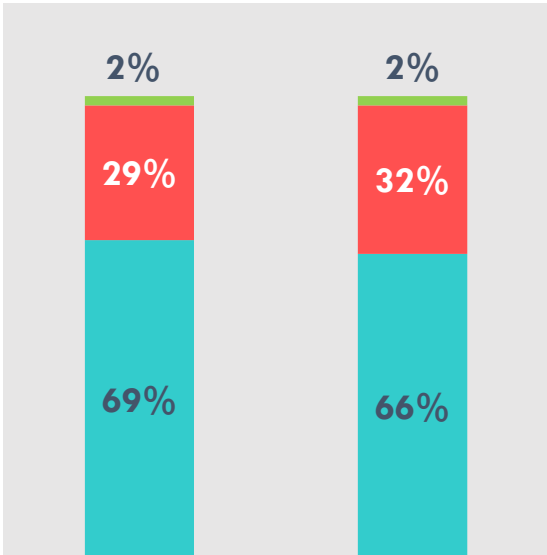


9MFY17

9MFY18

■ IT ■ Mobility ■ Services

OVERSEAS

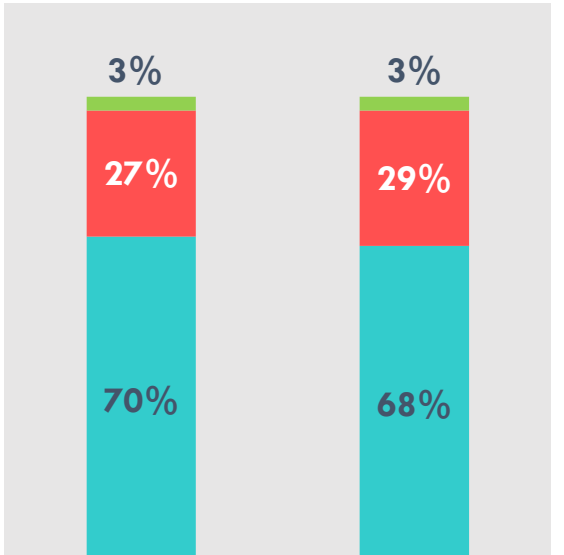


9MFY17

9MFY18

■ IT ■ Mobility ■ Services

CONSOLIDATED



9MFY17

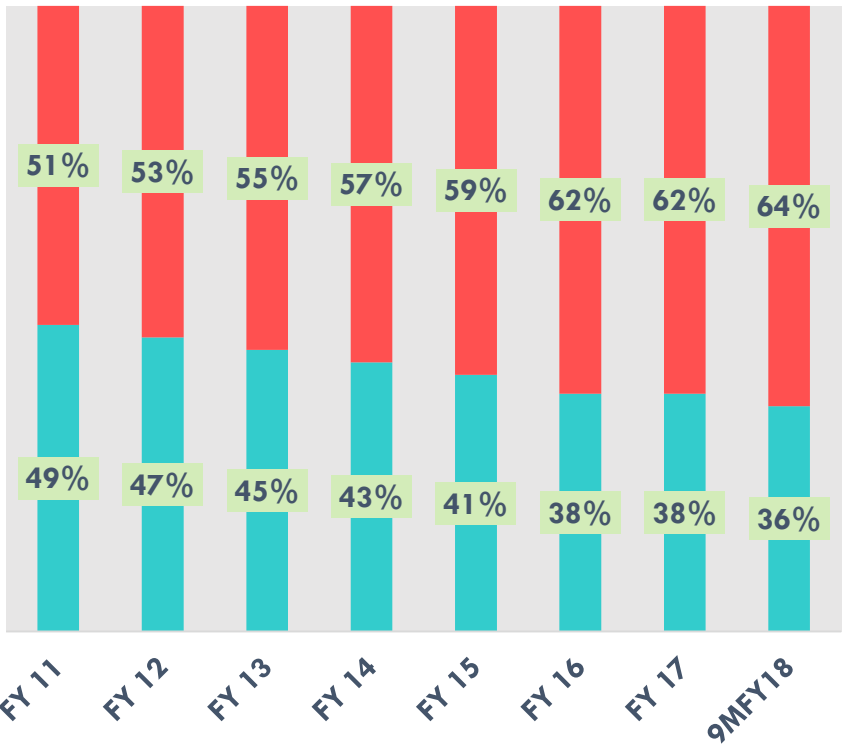
9MFY18

■ IT ■ Mobility ■ Services

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

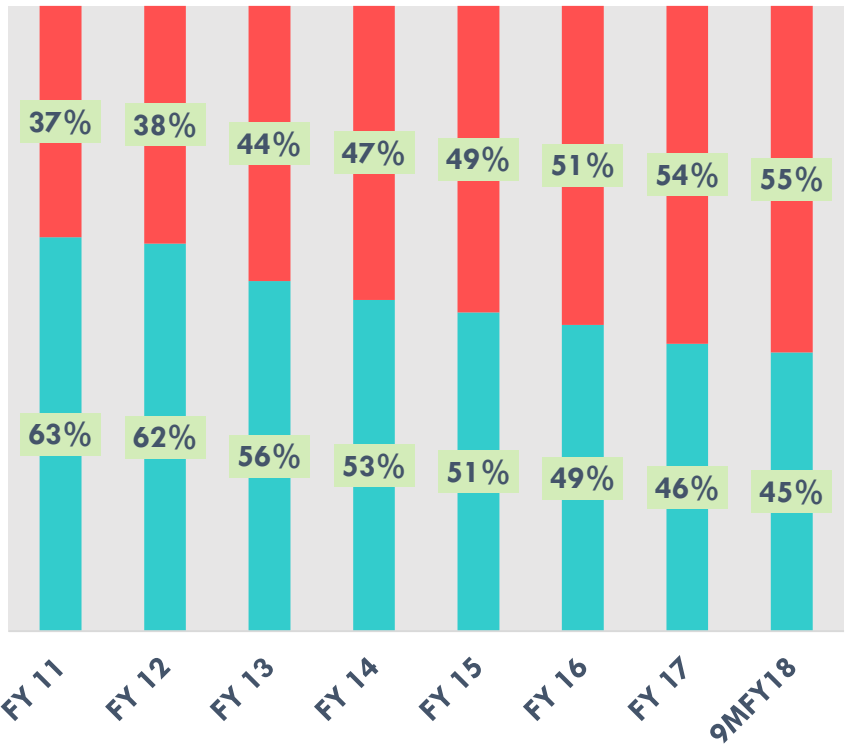
GEOGRAPHICAL CONTRIBUTION

REVENUE



■ India ■ Overseas

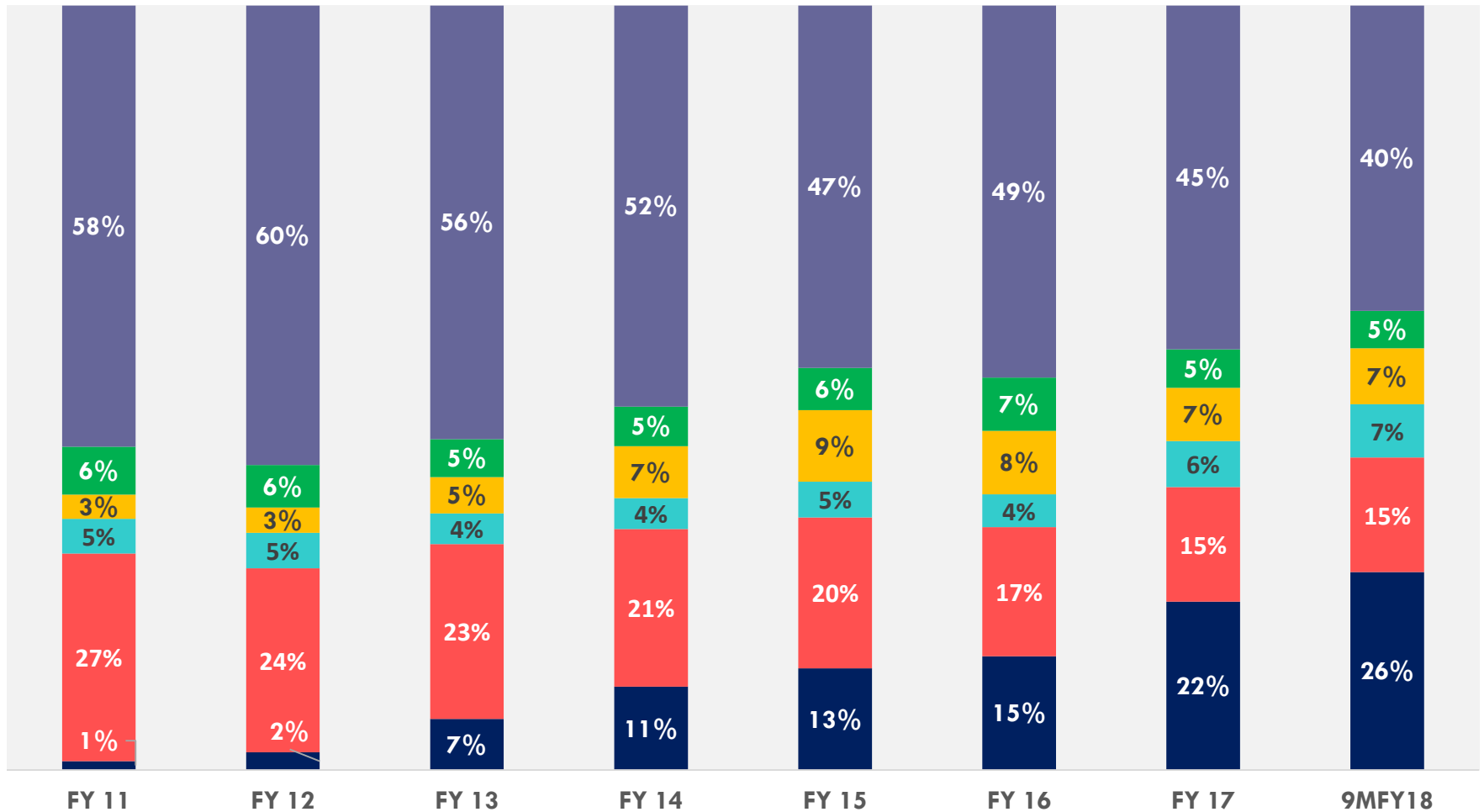
PAT



■ India ■ Overseas

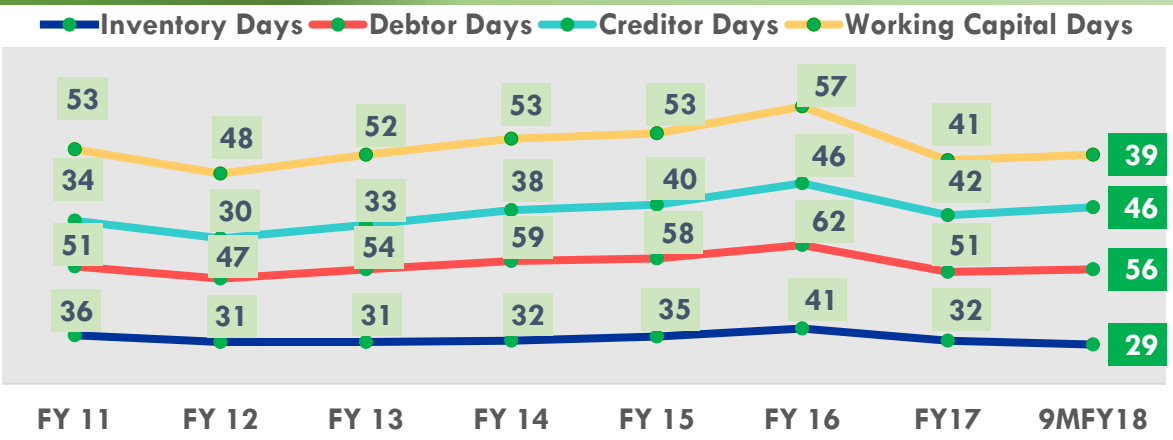
TOP FIVE VENDORS

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



Note: Effect of Dell EMC merger is shown partly in FY17 figures and fully in 9MFY18 figures

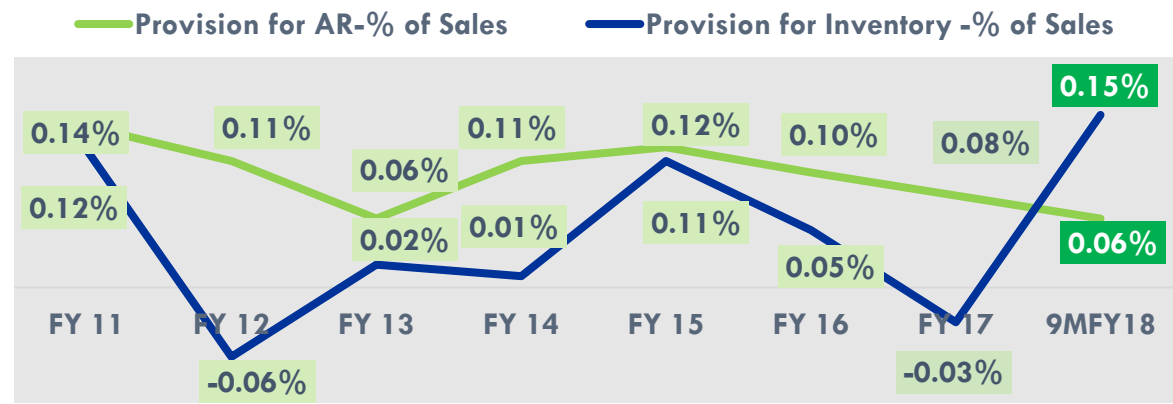
KEY OPERATING METRICS



Working Capital Days at sustainable levels

Particulars (Rs in million)	9MFY18	9MFY17
Net Cash Flow from Operations	5,126	9,734
Free Cashflow	2,867	7,263

Generated positive free cash flow



Minimal impact of risk

CONSOLIDATED FINANCIALS

₹ in million

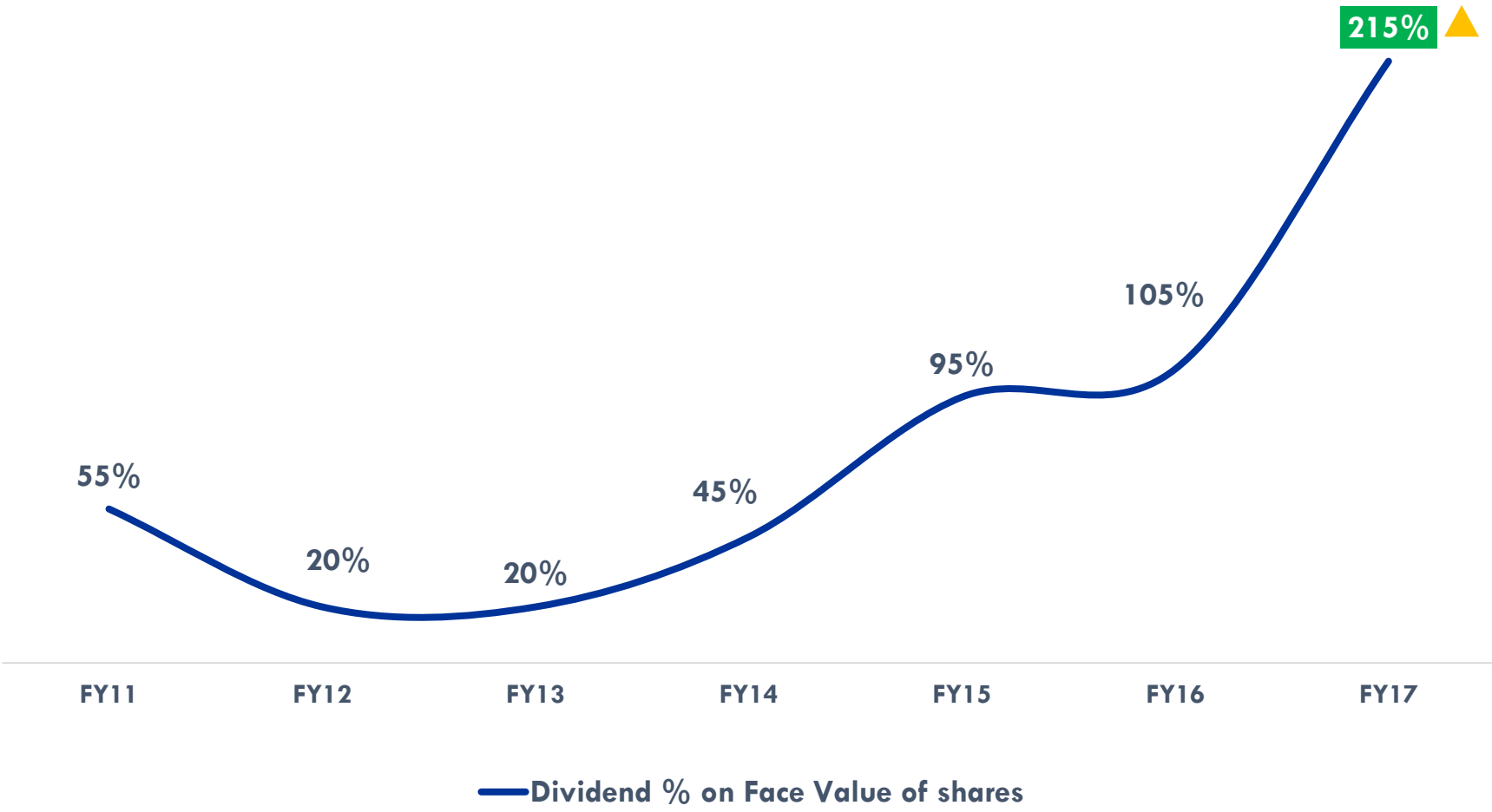
Particulars	9MFY18	FY17	FY16	FY15	FY14 [^]	FY 13	FY 12	FY 11*
Total Revenue	3,21,708	4,11,561	3,54,762	3,16,227	2,80,051	2,42,104	2,12,220	1,67,227
EBITDA	6,098	8,662	8,176	7,619	7,196	6,842	6,334	4,717
PAT	3,384	4,642	4,235	3,865	3,367	3,231	2,927	2,260
Networth	33,427	31,479	29,494	23,742	20,213	16,407	13,225	12,553
Capital Employed	53,809	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	1.1%	1.1%	1.2%	1.2%	1.2%	1.3%	1.4%	1.4%
Return on Avg. Capital Employed	14.5%	15.2%	14.9%	17.2%	17.2%	17.7%	18.4%	16.0%
Return on Avg. Equity	13.9%	15.3%	15.6%	18.2%	19.1%	22.8%	23.9%	20.0%
EPS (₹) [^]	8.5	11.6	10.6	9.7	8.4	8.1	7.4	5.7
Book Value per share (₹)	83.0	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.

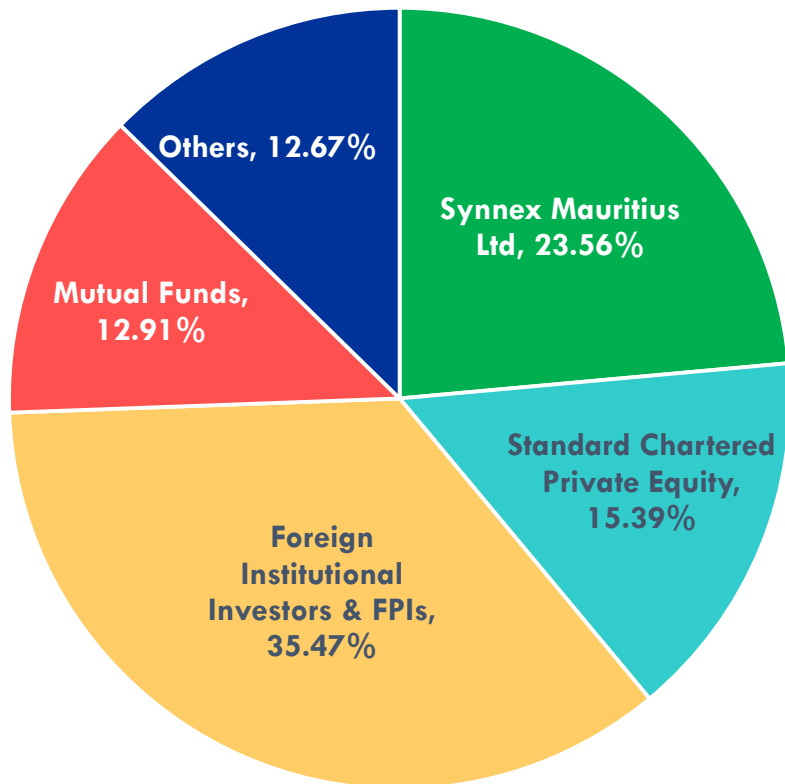
DIVIDEND DISTRIBUTION

Dividend Payout : 20% on profits earned



▲ Final dividend plus Special Interim Dividend declared

SHAREHOLDING PATTERN (As at Dec 31, 2017)



Other prominent shareholders



Fidelity



HDFC Small & Midcap Fund



ICICI Prudential Life Insurance



Franklin Templeton Fund



Reliance Mutual Fund



Morgan Stanley



Dimensional Fund Advisors



Vanguard Mutual Fund

BLACKROCK® Blackrock Fund

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Board and Management

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Singapore



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

Executive Directors



Raj Shankar
Managing Director

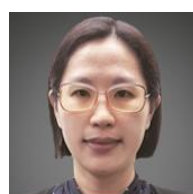


E H Kasturi Rangan
Whole time Director

Non-Executive Directors



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



Chen, Yi-Ju
Senior Manager – Finance
Planning & Management
Synnex Tech, Taiwan



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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
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S V Rao
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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

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Redington (India) Limited

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Guindy, Chennai 600 032

<https://www.redingtonindia.com>

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Manager – Investor Relations

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