

29<sup>th</sup> May 2017

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

**Sub: Updated Investor Presentation**

Dear Sir/Madam,

This has reference to our Board meeting held on 25<sup>th</sup> May 2017 and the financial results submitted for the quarter and year ended 31<sup>st</sup> March 2017.

Pursuant to Regulation 30(2) and 46(2)(o) of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we enclose herewith a copy of the updated Investor Presentation. The same shall be uploaded on our website [www.redingtonindia.com](http://www.redingtonindia.com)

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



# **REDINGTON (INDIA) LIMITED**

**Q4FY17 Earnings Presentation**

**March 2017**



# Disclaimer

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*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.*

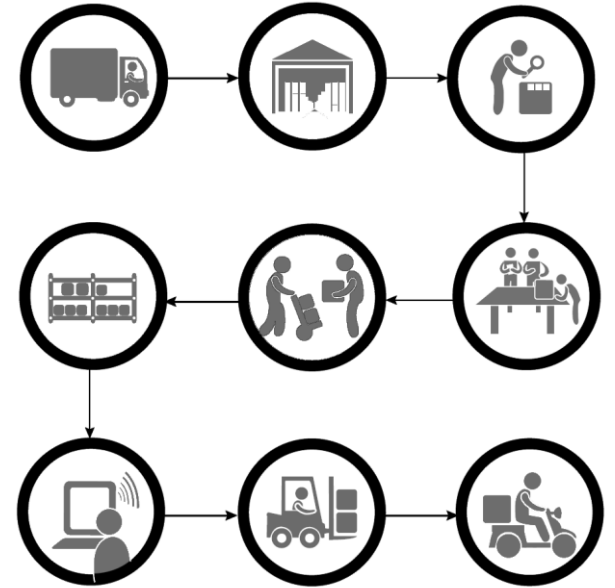
*While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.*

*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

## Q4FY17 Highlights



## Connecting The Dots

*Transformation from 'Product' to 'Utility of Product'*

# Q4FY17 Business Highlights

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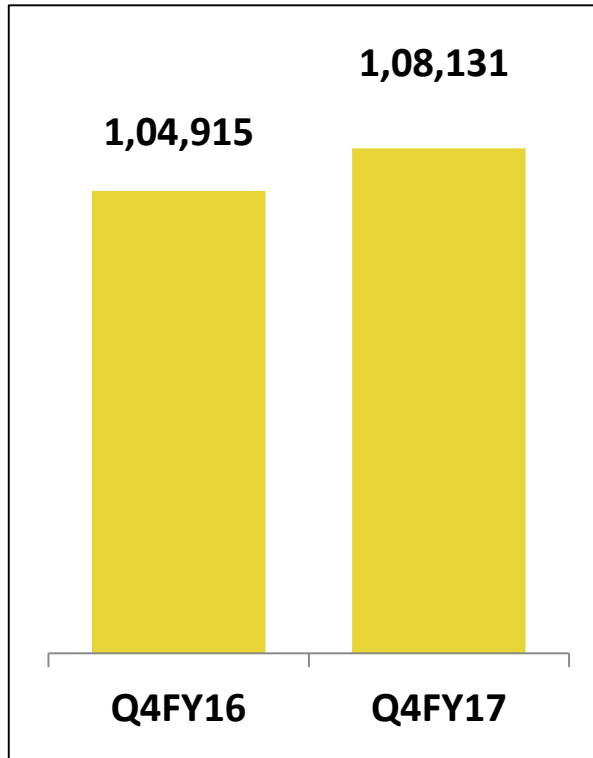
- Double digit earnings growth
- Significant reduction in Working Capital in Q4FY17 as compared to Q4FY16

# Q4FY17- Consolidated Financials

₹ in million

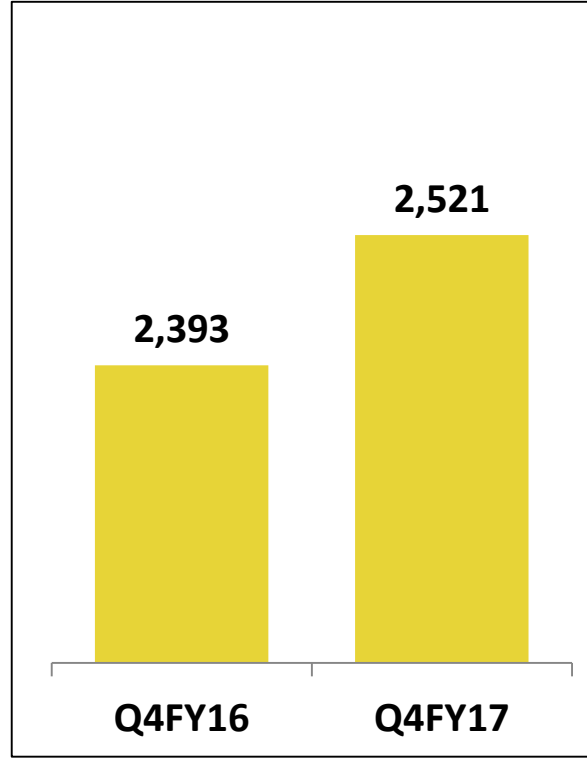
## REVENUE

3%



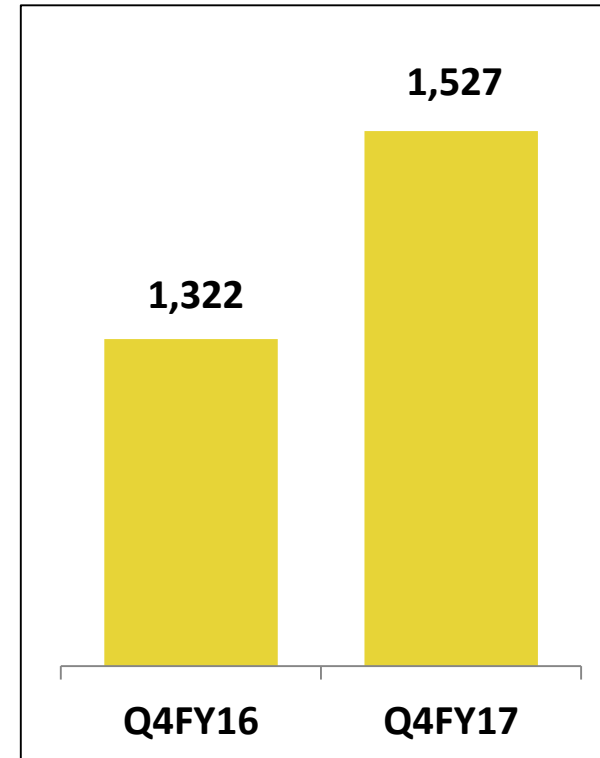
## EBIDTA

5%



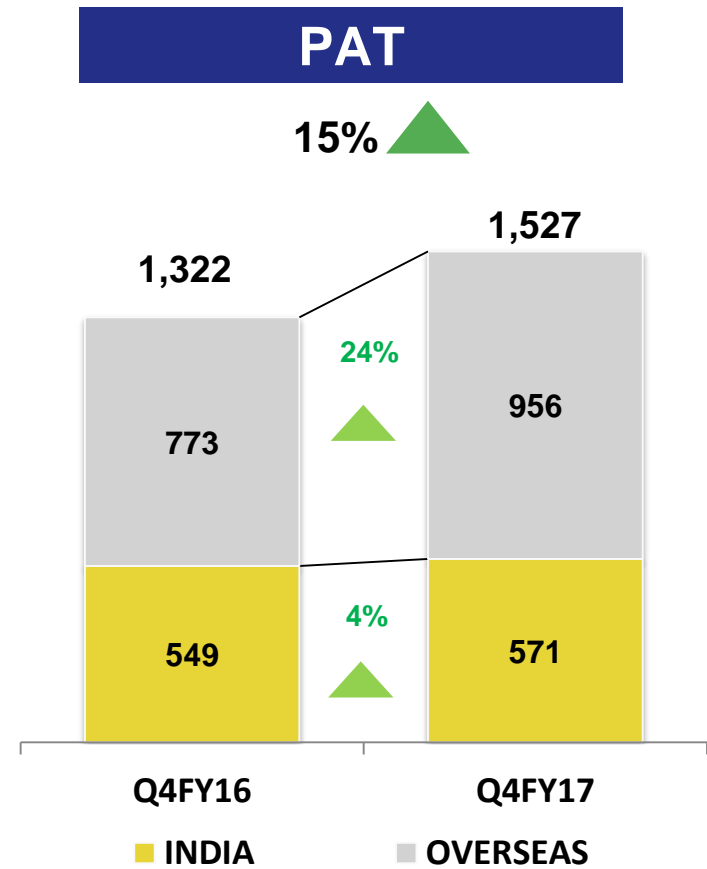
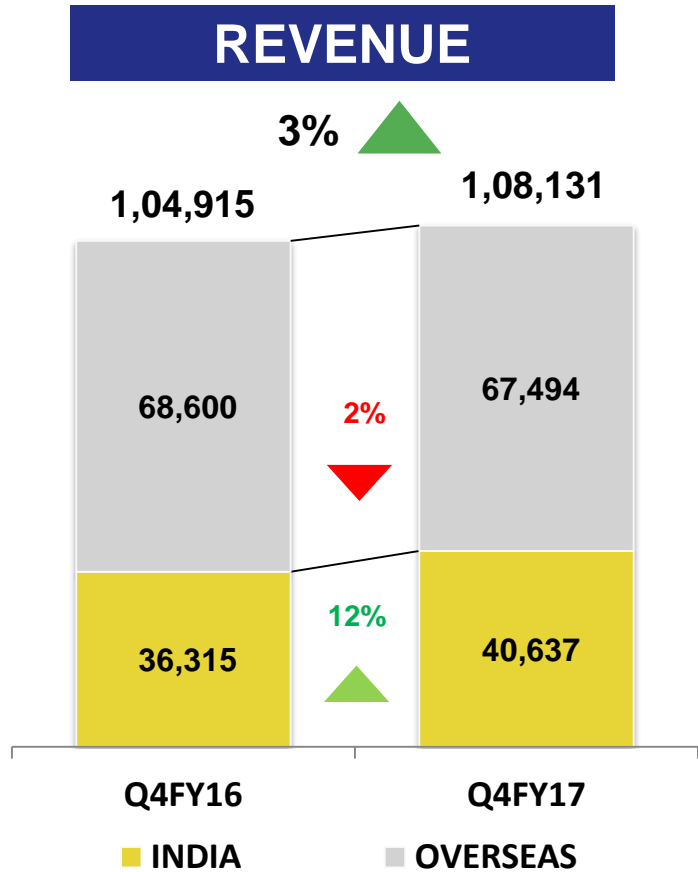
## PAT

15%



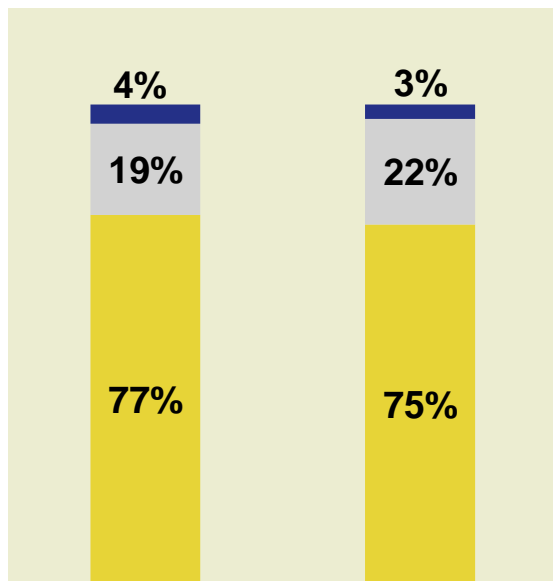
# Q4FY17 Performance by Market

₹ in million



# Q4FY17 Revenue by Vertical

## INDIA



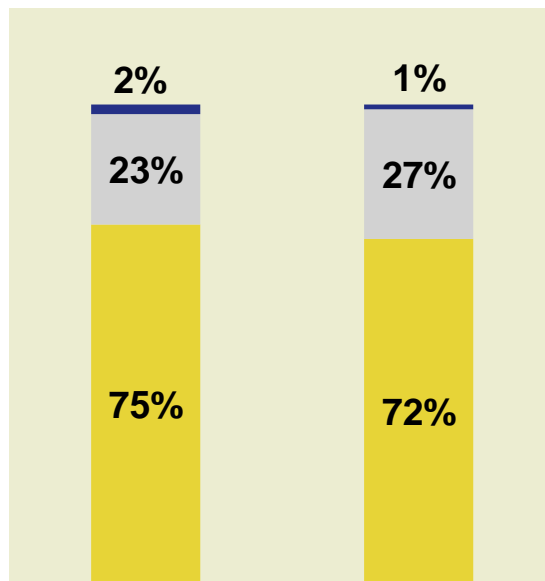
Q4FY16

Q4FY17



IT

## OVERSEAS



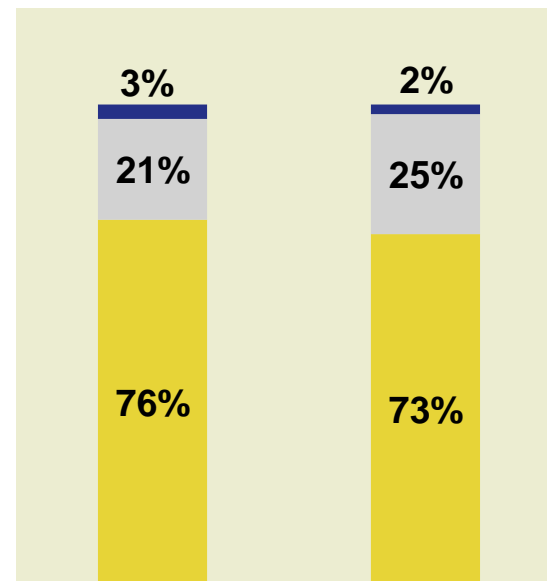
Q4FY16

Q4FY17



Mobility

## CONSOLIDATED



Q4FY16

Q4FY17



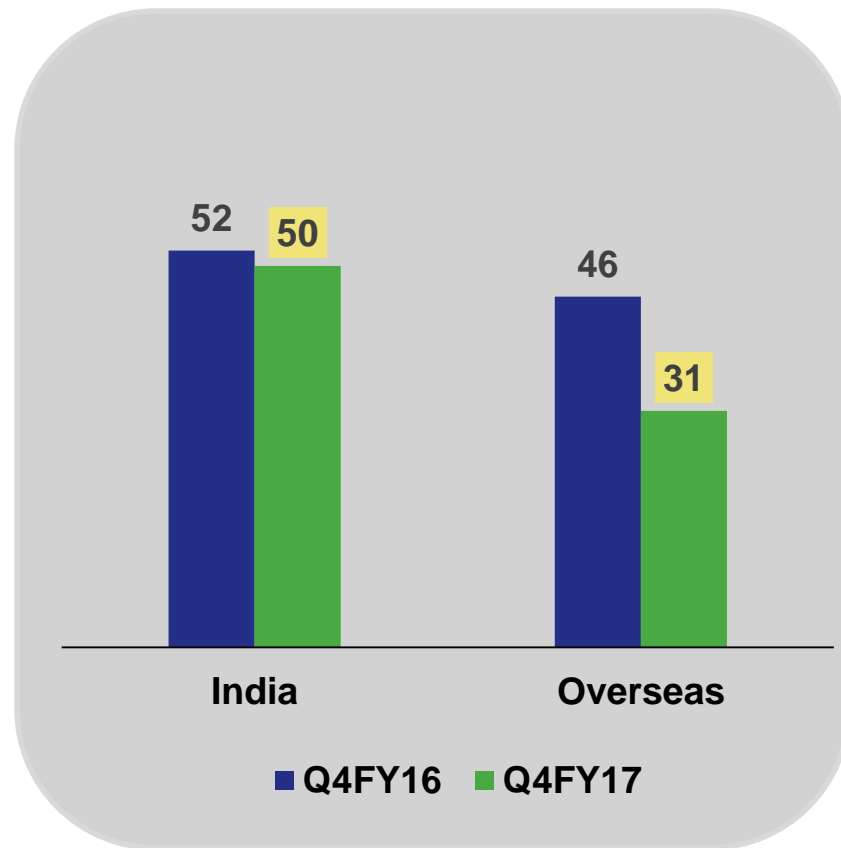
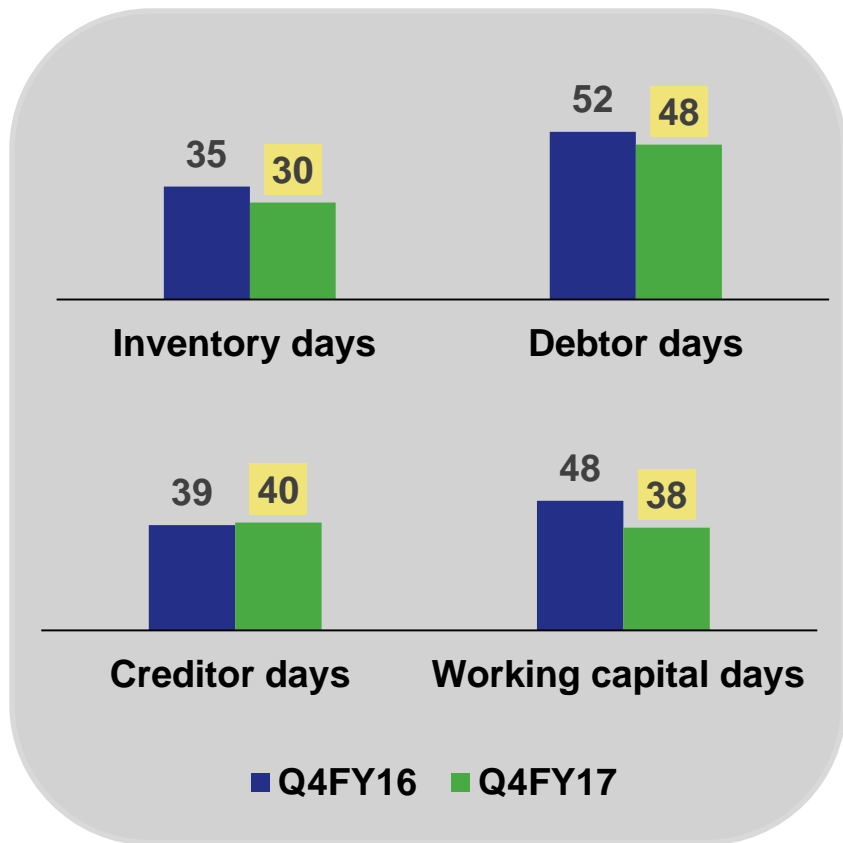
Services

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

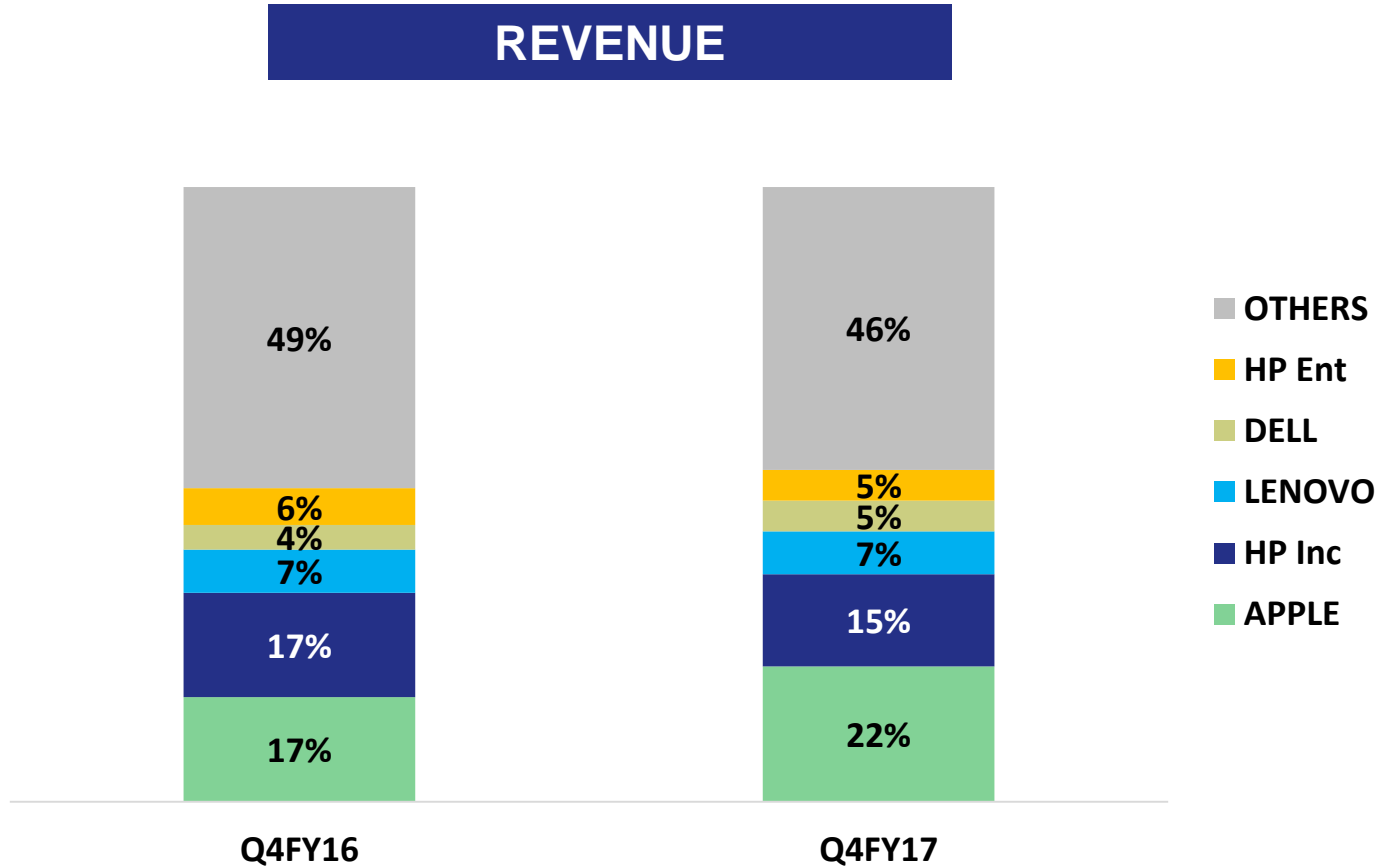


# Q4FY17 – Working Capital Days

## CONSOLIDATED



# Q4FY17 – Top 5 Vendors Consolidated



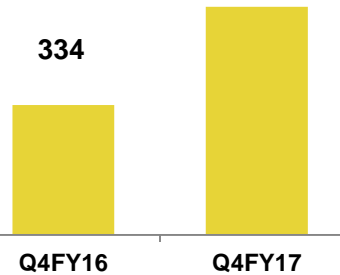
# Q4FY17 Performance – ProConnect

- Revenue growth over Q4FY16 is 76%
- EBITDA growth over Q4FY16 is 35%

₹ in million

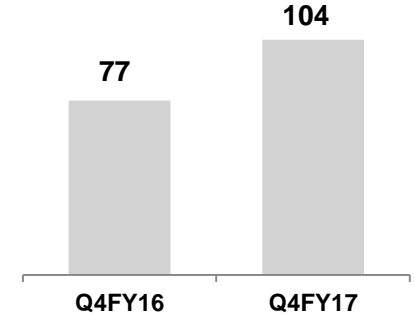
## REVENUE

76% ▲ 587



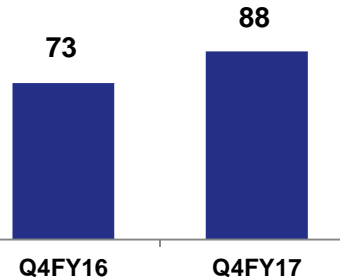
## EBITDA

35% ▲ 104



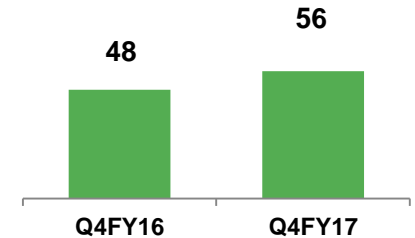
## PBT

20% ▲



## PAT

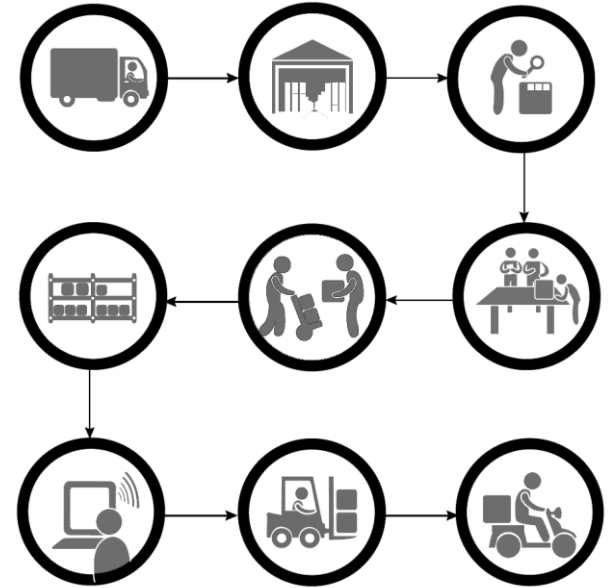
17% ▲



All above figures include Mission Critical Services & RCS

# REDINGTON

## FY17 Highlights



## Connecting The Dots

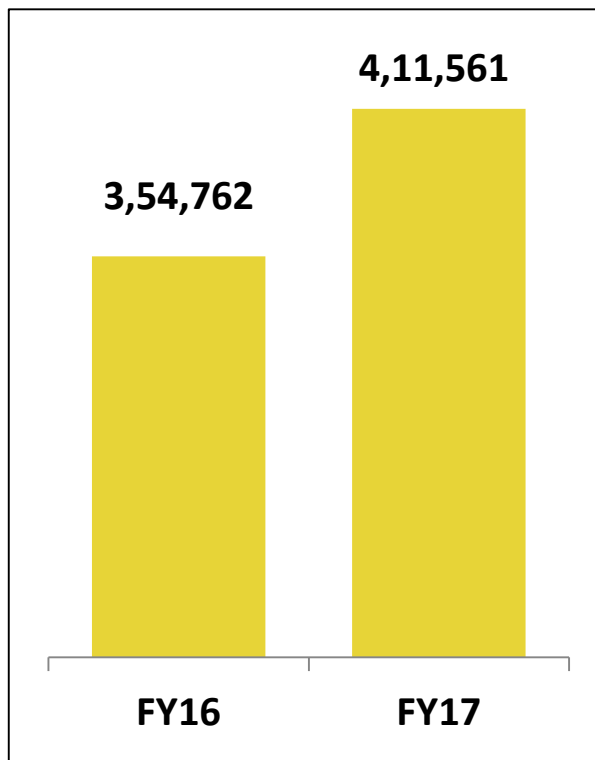
*Transformation from 'Product' to 'Utility of Product'*

# FY17- Consolidated Financials

₹ in million

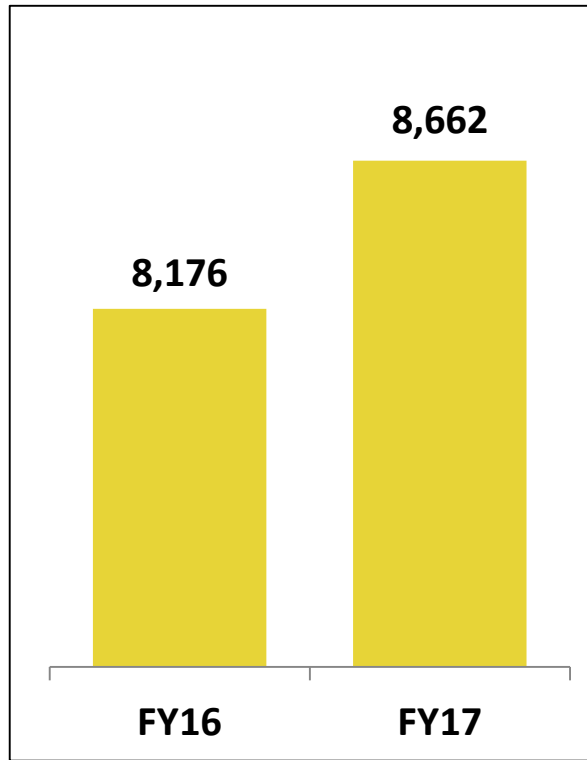
## REVENUE

16% ▲



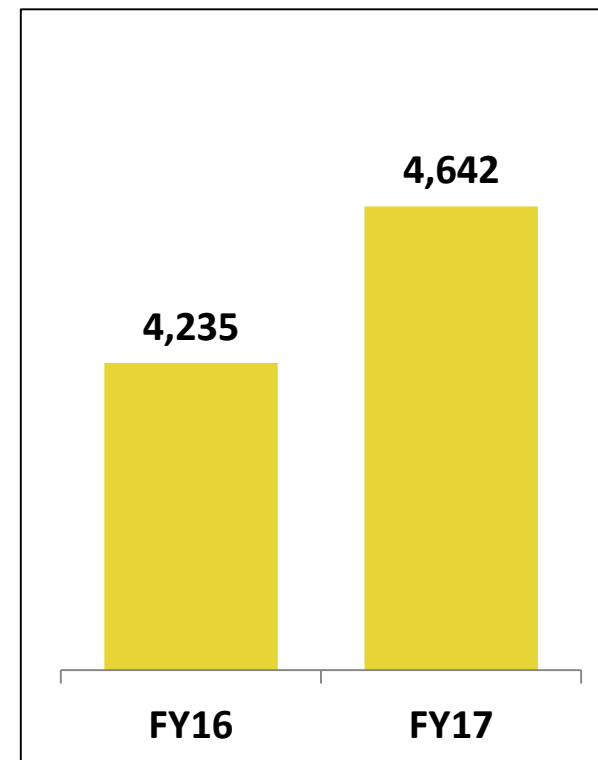
## EBIDTA

6% ▲



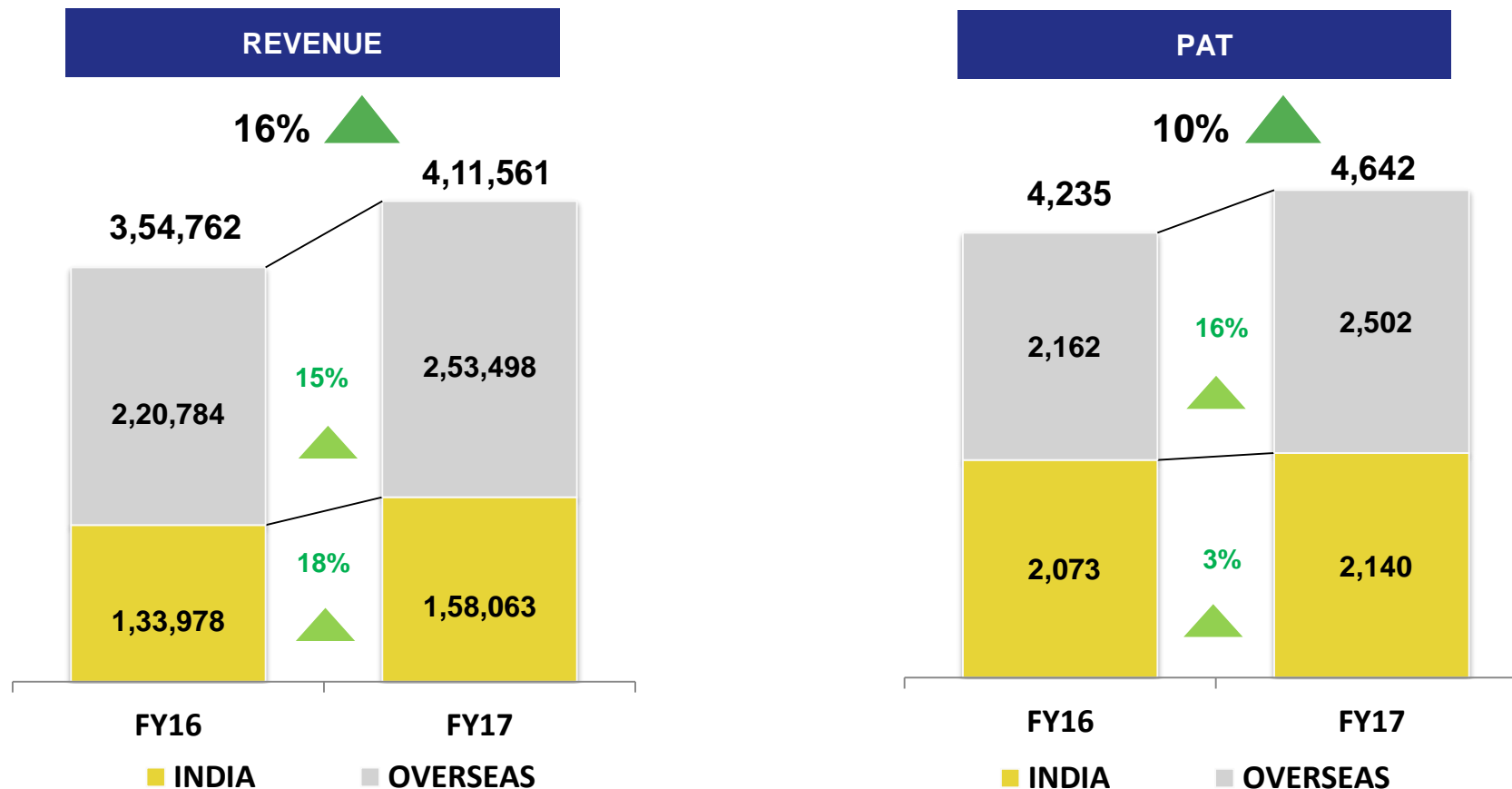
## PAT

10% ▲



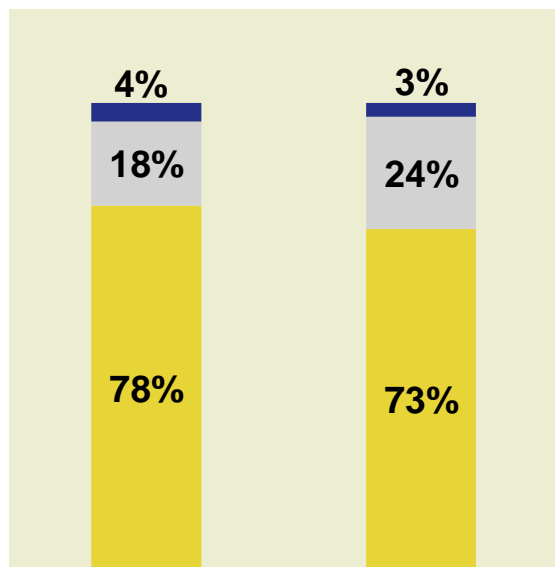
# FY17 Performance by Market

₹ in million

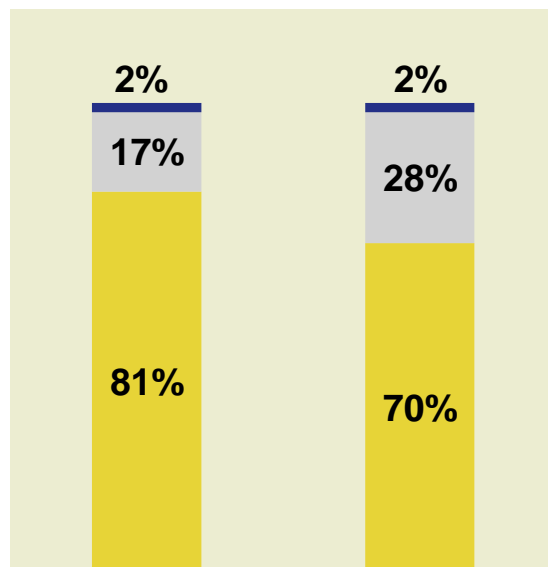


# FY17 Revenue by Vertical

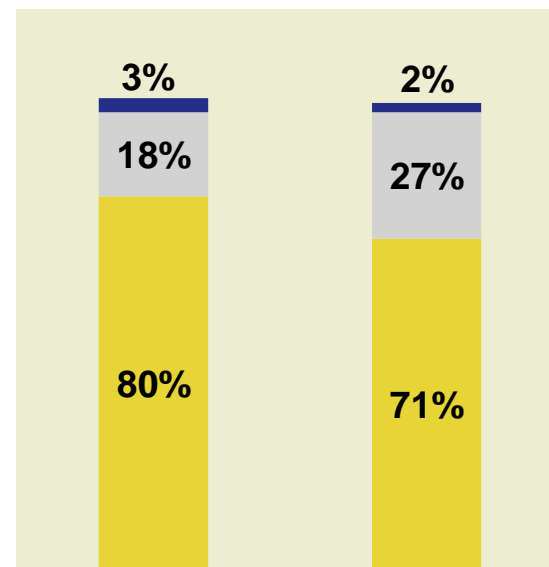
## INDIA



## OVERSEAS



## CONSOLIDATED



IT

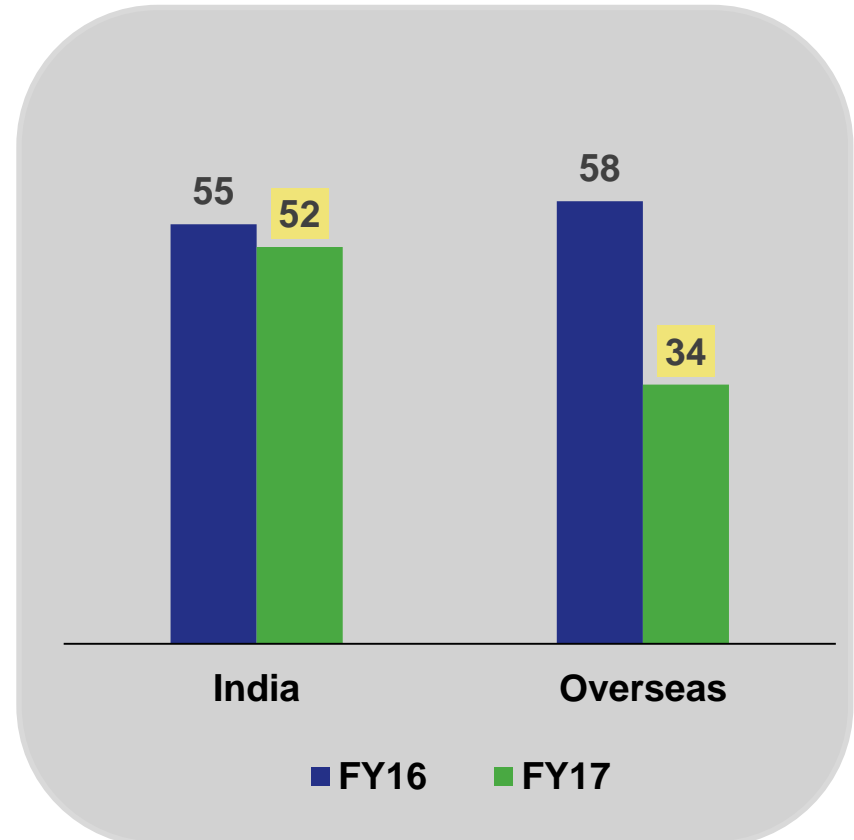
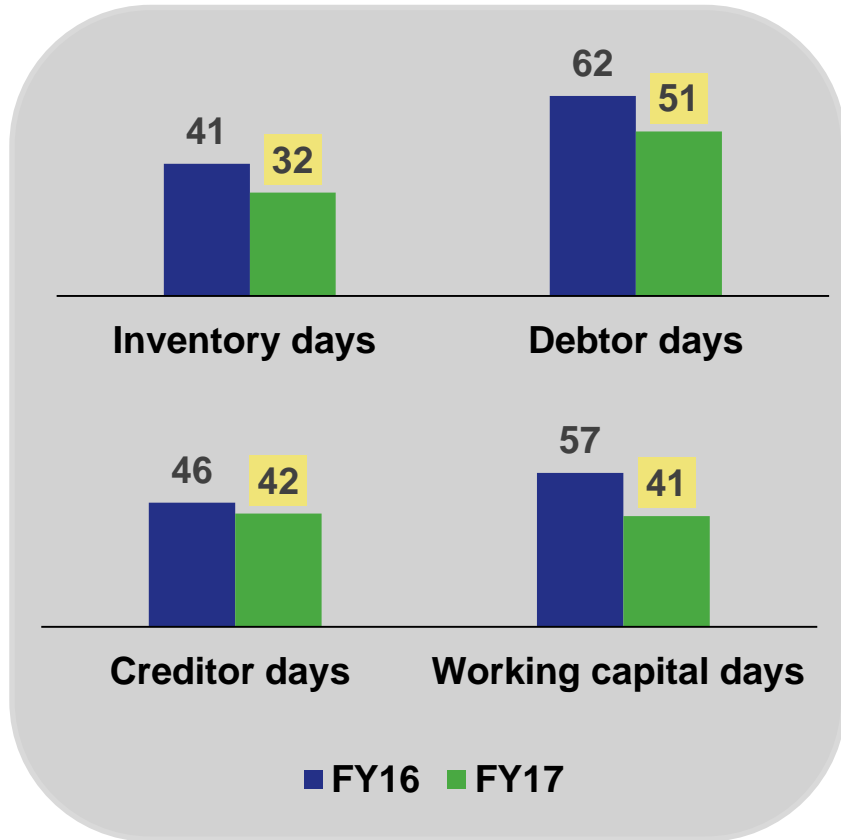
Mobility

Services

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

# FY17 – Working Capital Days

## CONSOLIDATED



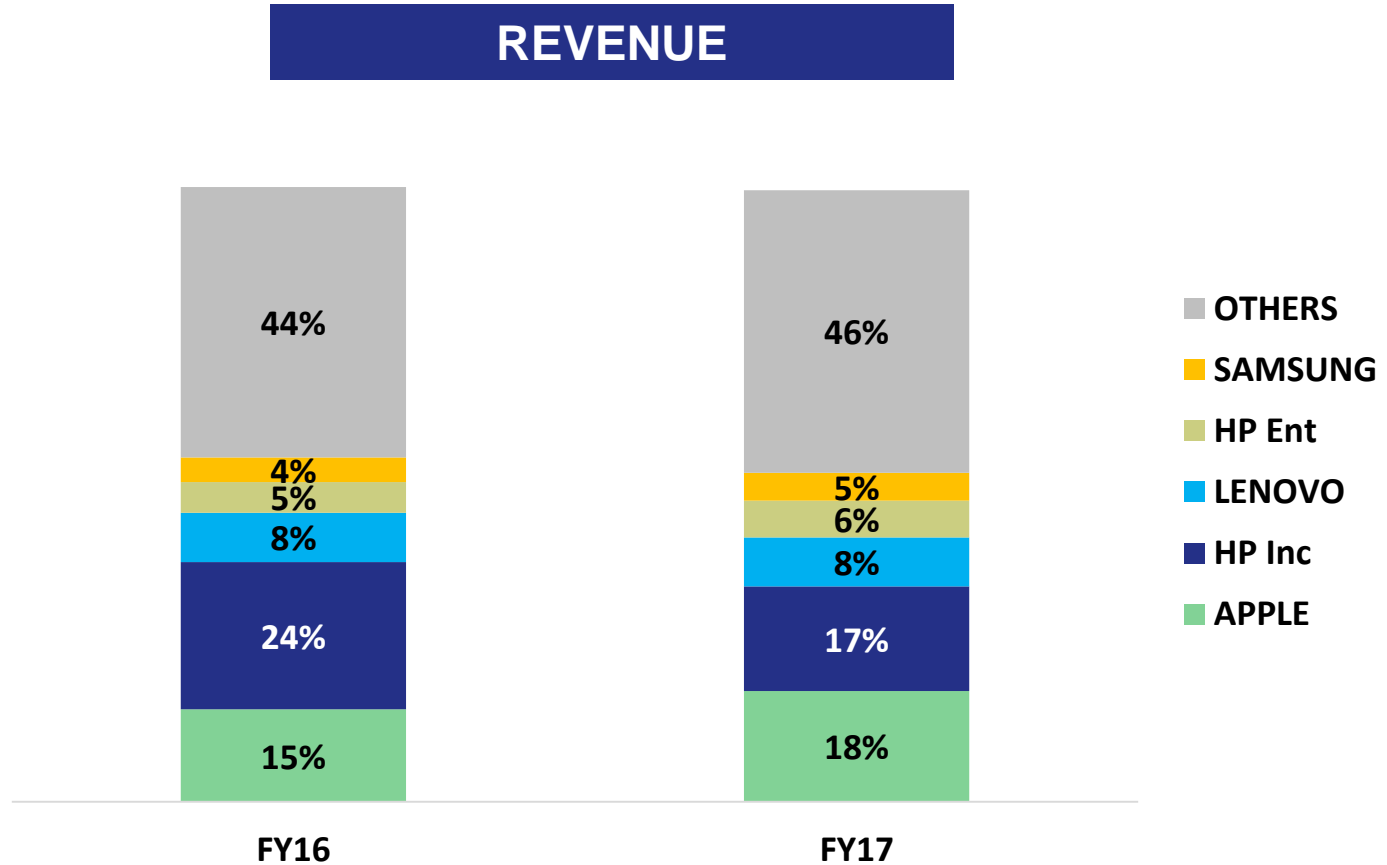


# Free Cash Flow Statement

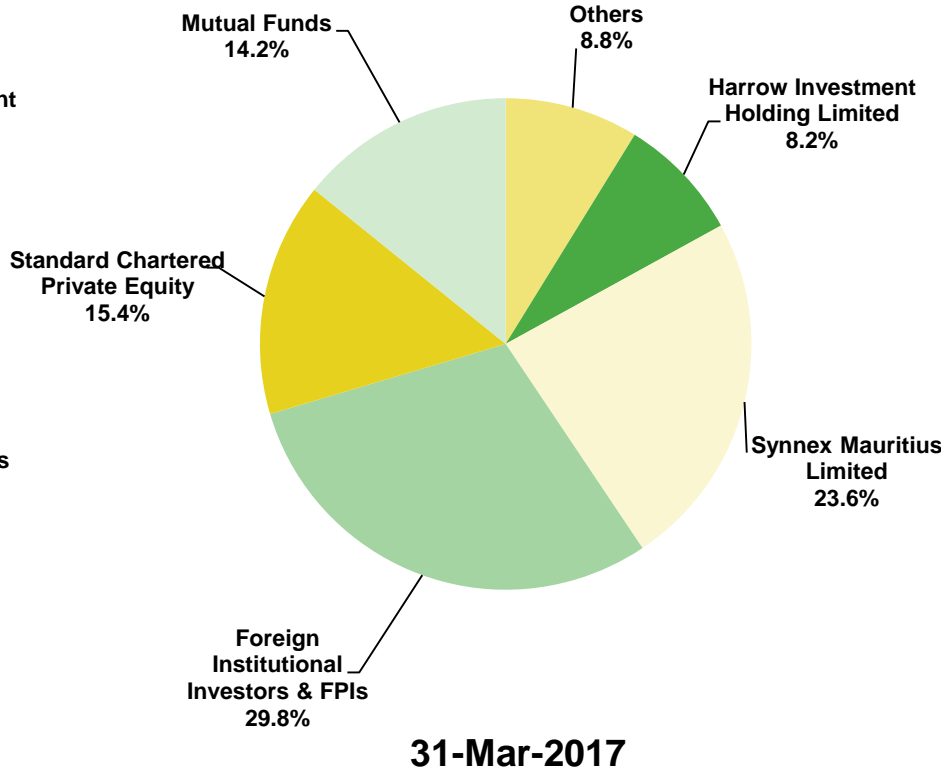
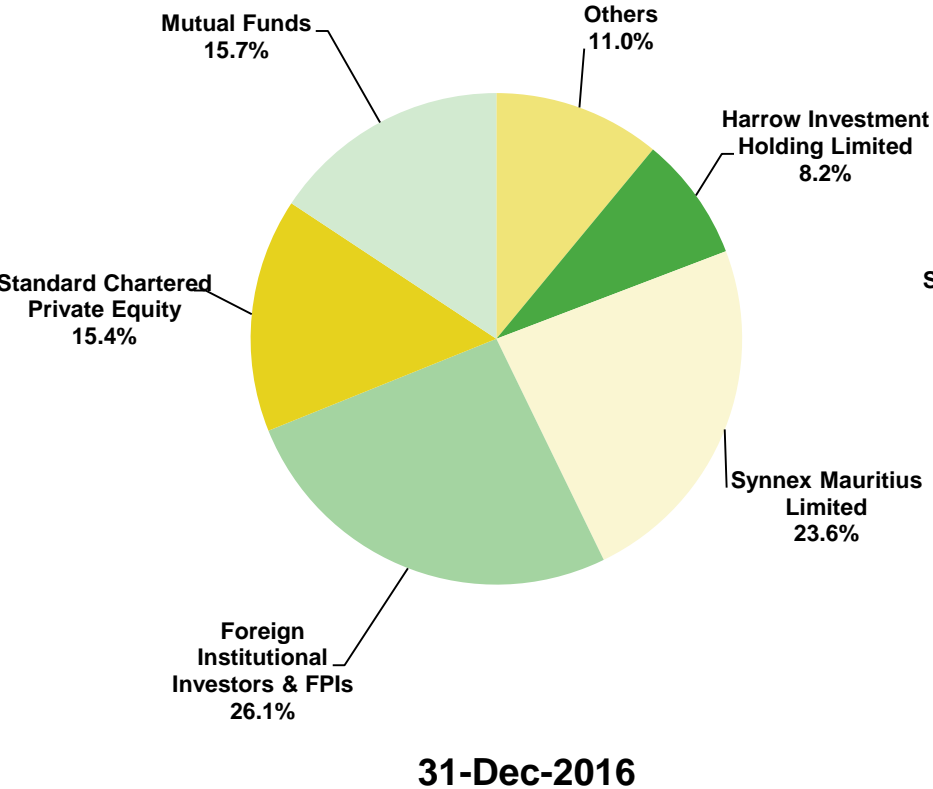
₹ in million

Particulars	FY17	FY16
<b>Profit Before Taxation</b>	<b>6,545</b>	<b>5,903</b>
Non-cash items	627	817
Change in Working Capital	6,226	(8,397)
Direct Tax Paid	(1,695)	(1,813)
Outflow of Finance Cost	1,283	1,567
<b>Net Cash Flow from Operations</b>	<b>12,986</b>	<b>(1,922)</b>
Capex	(640)	(573)
Dividend	(1,967)	(963)
Outflow of Finance Cost	(1,261)	(1,595)
<b>Free Cashflow</b>	<b>9,117</b>	<b>(5,054)</b>

# FY17 – Top 5 Vendors Consolidated



# Shareholding Pattern



# REDINGTON

## Investor Contacts

M. Muthukumarasamy

Compliance Officer

Redington (India) Limited

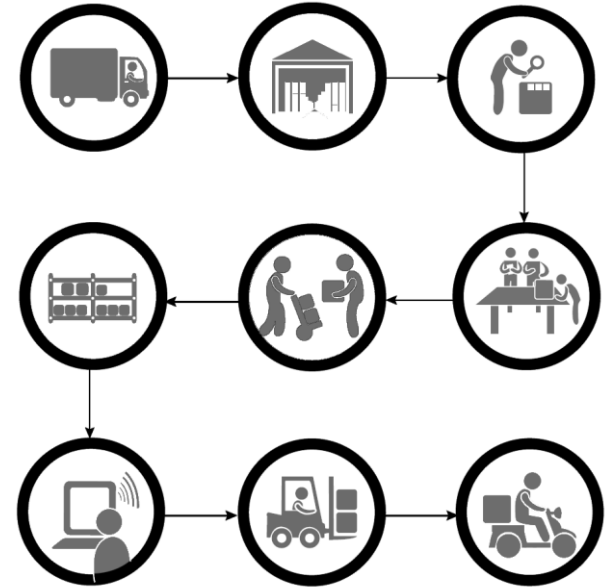
SPL Guindy House, 95 Mount Road,

Guindy, Chennai 600 032

<https://www.redingtonindia.com>

## Corporate Presentation

<https://redingtonindia.com/images/RedingtoncorpratepresentationMar2017.pdf>



## Connecting The Dots

*Transformation from 'Product' to 'Utility of Product'*



# Corporate Overview

March, 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**

## ☐ End-to-End Supply Chain Solution Provider

- Prominent player in Value Added Distribution segment
- Growing presence in 3PL via “**ProConnect**”
- The only distribution company with post sales support services via “**Ensure**”

## ☐ Expansive network

- Presence in emerging markets through 55+ subsidiaries
- Wide-reaching network comprising of sales offices, warehouses and channel partners
- **2nd largest** Technology distributor in India, **the largest** in Middle East & Africa and **2nd largest** in Turkey

## ☐ Strong Partnerships

- Relationships with over 200+ brands

## ☐ Track record of strong financial performance

- \$ 6 Bn + revenue company
- Strong Y-o-Y double digit CAGR in Revenue, EBIDTA and Earnings growth
- EBITDA as a % of Gross Margin is at 37% (as of FY17)

# OUR JOURNEY



To an emerging market Supply Chain Solution Provider  
I-SA-METACIS

**2008 - 2017**

To a multi product/ multi brand/ pan India , pan Arab and pan Africa distributor

**1994 - 2007**

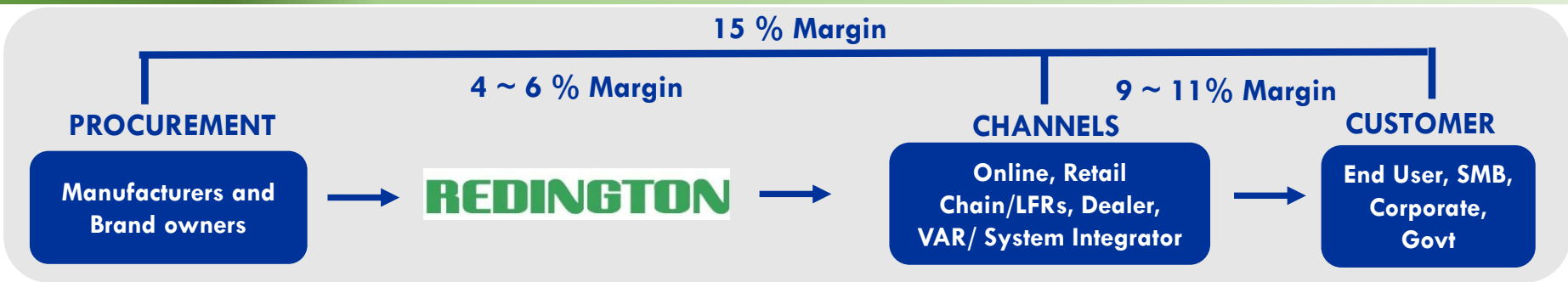
From a single product/ single brand/ single country distributor

**1993**





# END-TO-END SUPPLY CHAIN SOLUTION PROVIDER



## DISTRIBUTION



Products	
▪ PCs & Accessories	▪ Storage & Servers
▪ Tablets	▪ Software & Security
▪ Printer & Supplies	▪ Cloud Services
▪ Smartphones	▪ Networking
▪ Digital Printing Press	▪ Power Products
▪ Audio Visual	

## LOGISTICS



Verticals
▪ Warehousing
▪ Transportation
▪ Mission Critical Services
▪ 3PL to E-Commerce
▪ Import & IOR Services
▪ Reverse Logistics
▪ Cold Storage

## SUPPORT SERVICES



Offerings
▪ Hardware & Software support Services
▪ ICT Infrastructure
▪ Managed Services
▪ Warranty and Post warranty services
▪ Infrastructure Management Services

# EXPANSIVE NETWORK

<b>Channel Partners</b>
<b>51,000+</b>
<b>Sales Offices</b>
<b>80+</b>
<b>Warehouses</b>
<b>200+</b>
<b>Service Centres</b>
<b>60+</b>
<b>Partner Service Centres</b>
<b>180+</b>
<b>Subsidiaries</b>
<b>55+</b>



# STRONG PARTNERSHIPS



**About Us**

**Subsidiaries**

**Performance**

**Board and Management**

## About ProConnect

- Integrated Logistics services provider
- Offering 3PL services to 120+ Customers

## Management

- Professionally managed Board
- Dedicated senior management team
- 3000+ work force

## Infrastructure

- 192 Warehouses across India
- Including 2 ADCs – Chennai & Kolkata
- 4.8 Mio sq ft warehousing space

## Industries Catered

IT | Pharma & Chemicals | Office automation| FMCG & Food products| Telecom & Infrastructure | Automobiles & Spares| Consumer Durables | Electrical & Electronics| Engineering | E-Com & Retail | Paints, Lubricants & Batteries| Educational

## Services Offered

- Warehousing
- Transportation
- Mission Critical Services
- 3PL to E-Commerce
- Import & IOR Services
- Reverse Logistics
- Cold Storage

## Capabilities

Handling

- 220 Lakh transactions
- 1.65 lakh tonnes of weight annually
- 37,500 delivery locations
- 19,618 pin codes across India



## Chennai

## Kolkata

## Dubai

- Land Area – 11.56 acres
- Operational since July 2009
- Capacity – 3.35 lakh sq. ft.

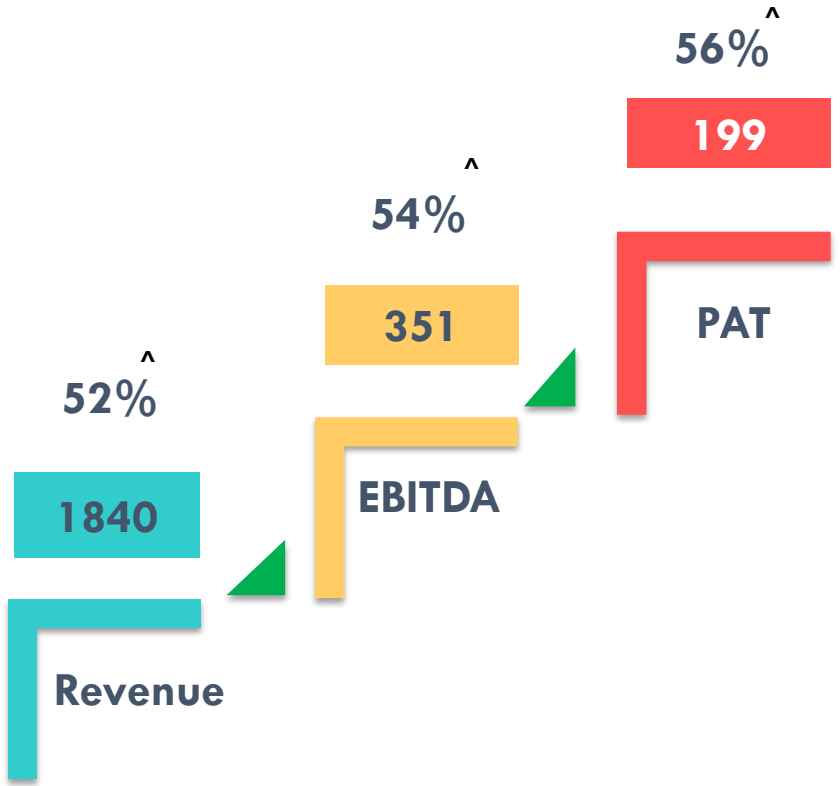
- Land Area – 13.76 acres
- Operational since February 2014
- Capacity – 1.50 lakh sq. ft.

- Land Area\* – 5.17 acres
- Operational since September 2010
- Capacity – 94,723 sq. ft.

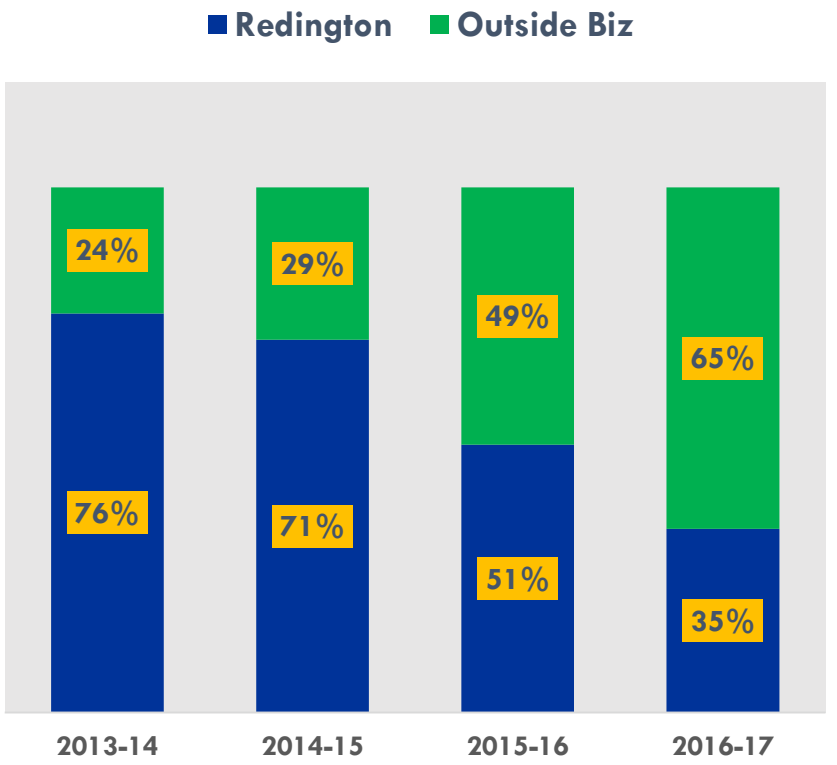
\* Long Lease

₹ in million

## FY17 Performance



## Revenue Mix



<sup>^</sup> growth over previous year  
 Note : Both FY17 performance and revenue mix is inclusive of RCS numbers

# OVERSEAS ACQUISITIONS

## Arena

- Listed in the Istanbul Stock Exchange (Turkey)
- Redington holds 49.4% stake
- Authorised technology product distributor for 35 global brands
- Serves more than 8,500+ resellers through 4 sales office and 2 warehouses
- 5 member Board (2 independent members) 270+ talented workforce



## Business Expansions



A leading Oracle distributor



Provides payment services



**About Us**

**Subsidiaries**

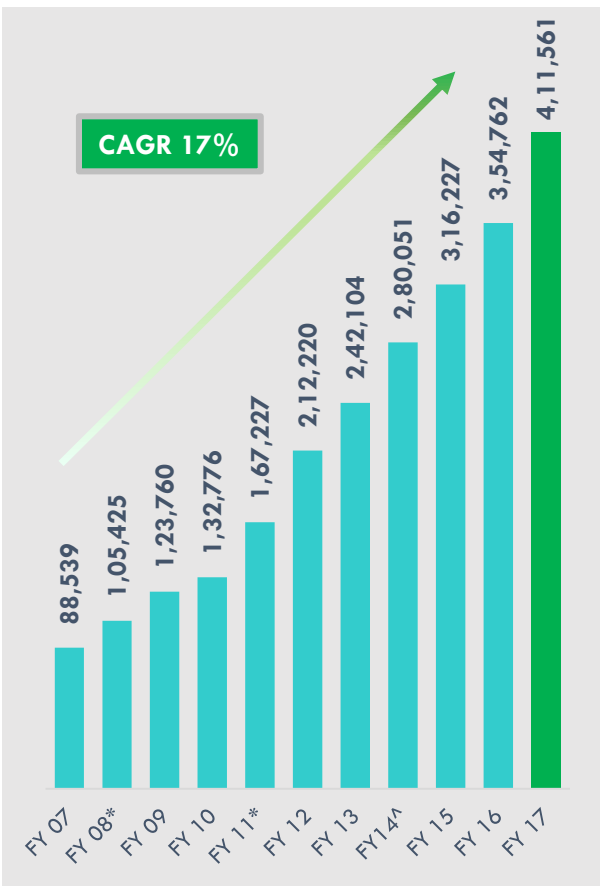
**Performance**

**Board and Management**

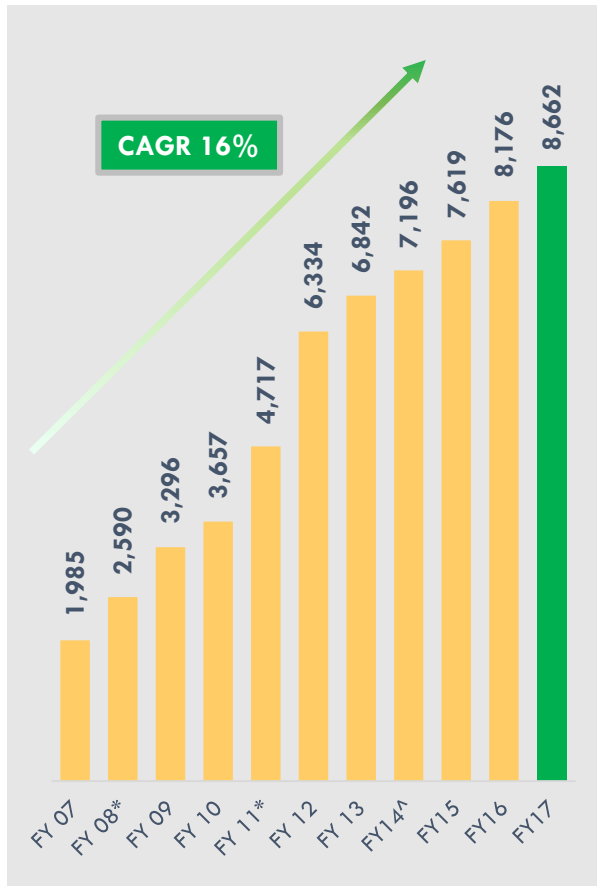
# FINANCIAL PERFORMANCE

₹ in million

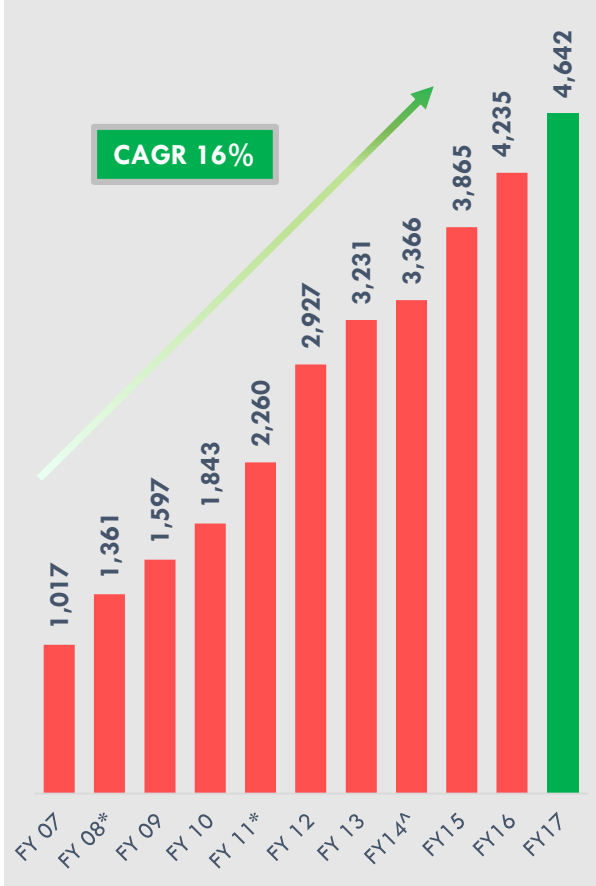
## REVENUE



## EBITDA



## PAT

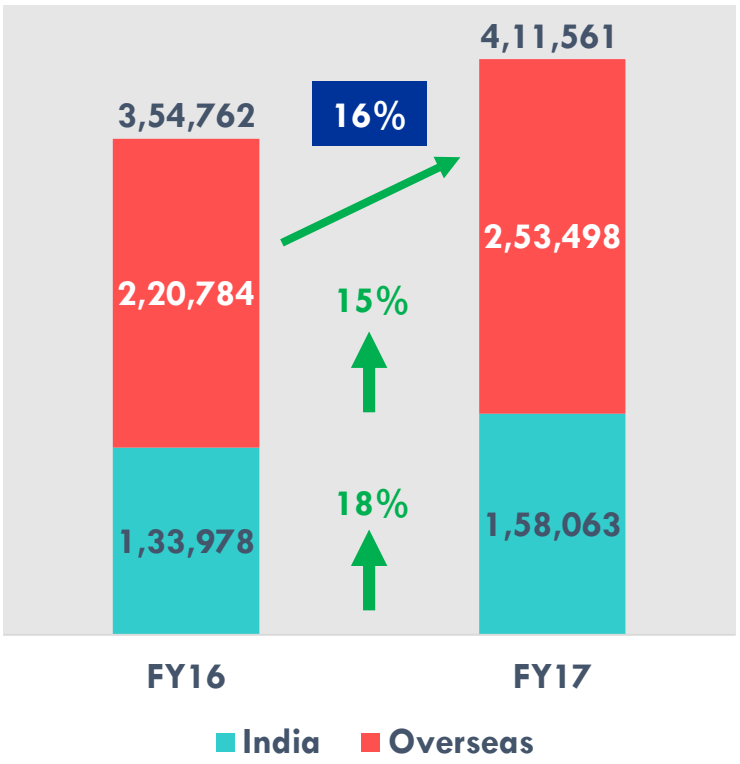


\*Post acquisition of Easyaccess Financial Services in FY 08 and Arena in FY 11. ^ Post sale of Easyaccess Financial Services . CAGR computed for full year

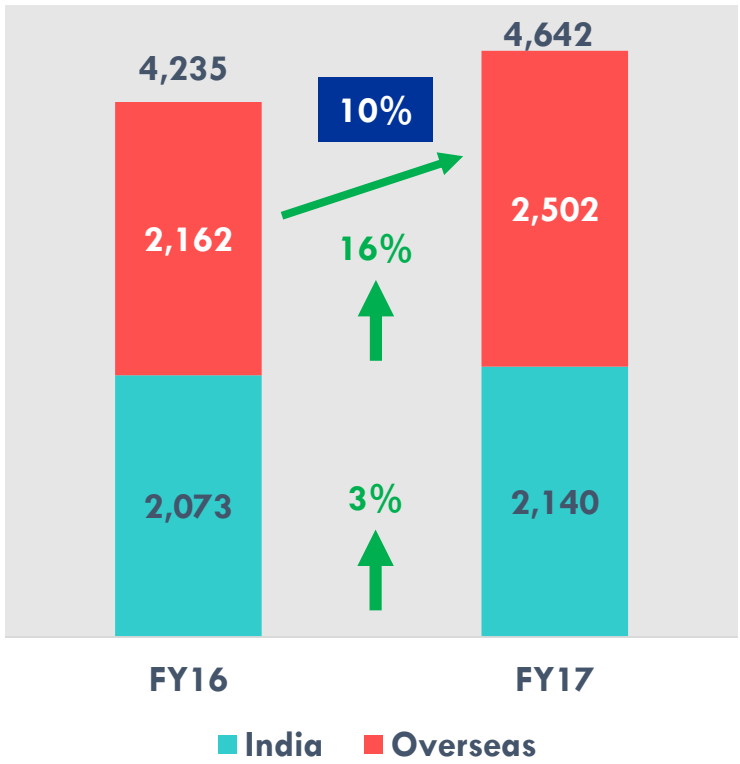
# PERFORMANCE BY MARKET

₹ in million

## REVENUE



## PAT

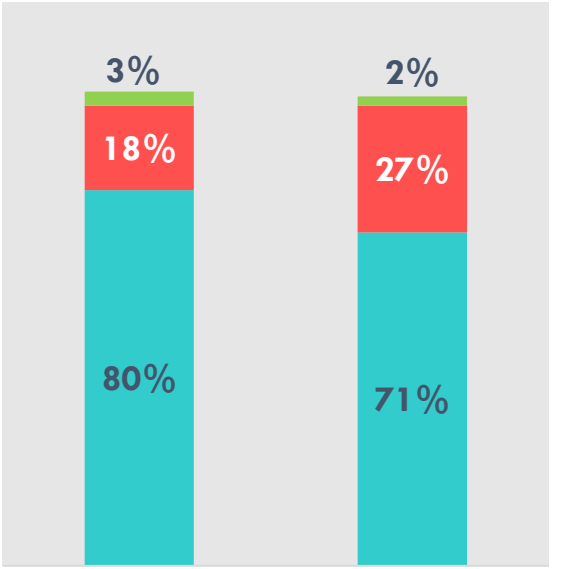
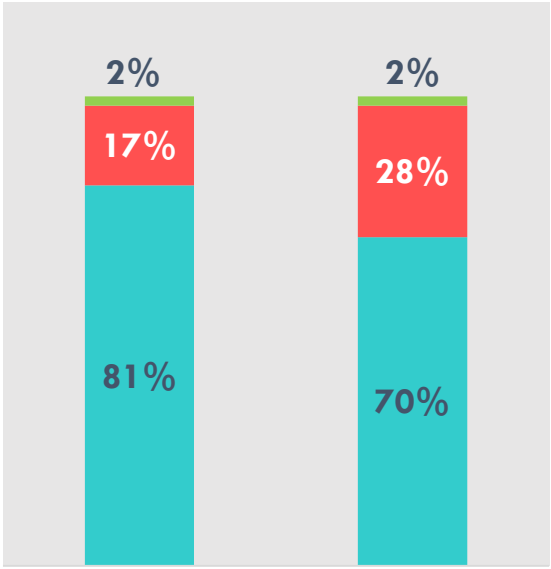
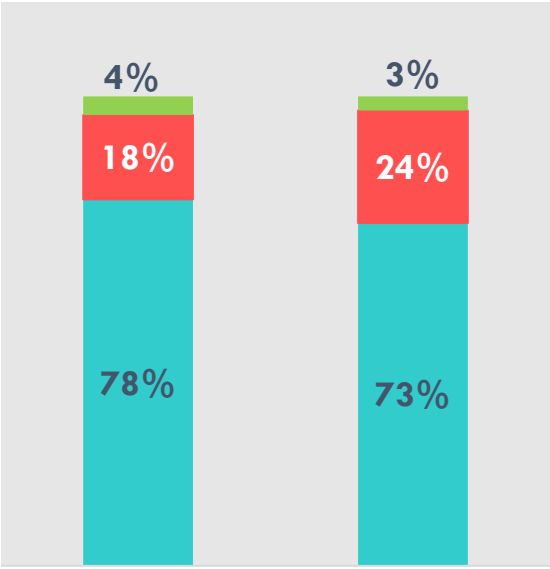


# REVENUE BY VERTICAL

## INDIA

## OVERSEAS

## CONSOLIDATED



 IT

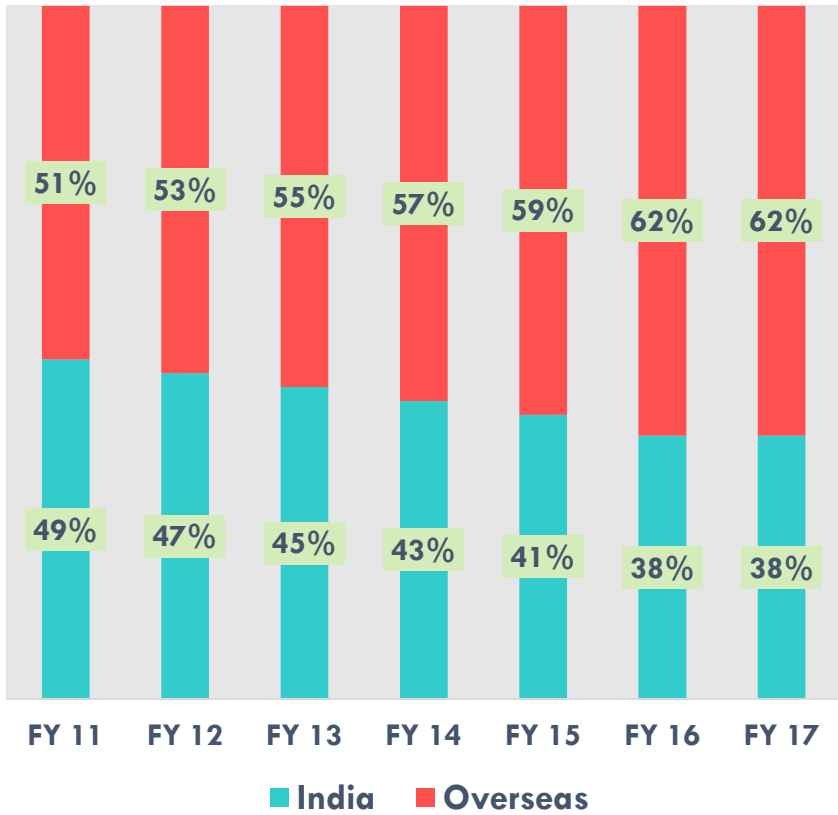
 Mobility

 Services

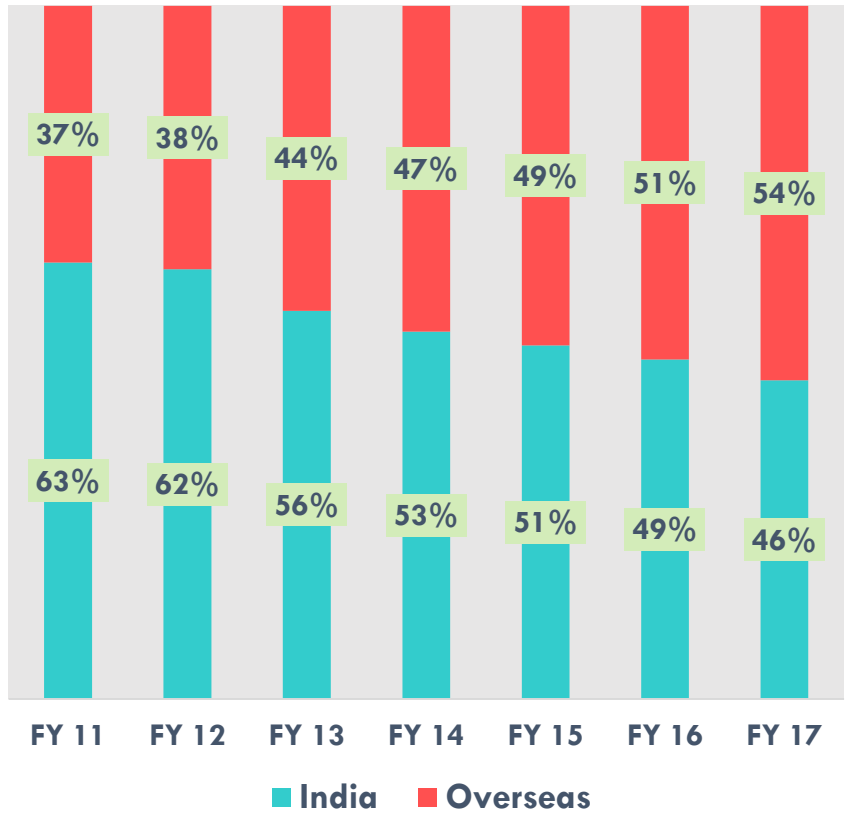
Note: Upon re-grouping, only smartphones are shown under Mobility

# GEOGRAPHICAL CONTRIBUTION

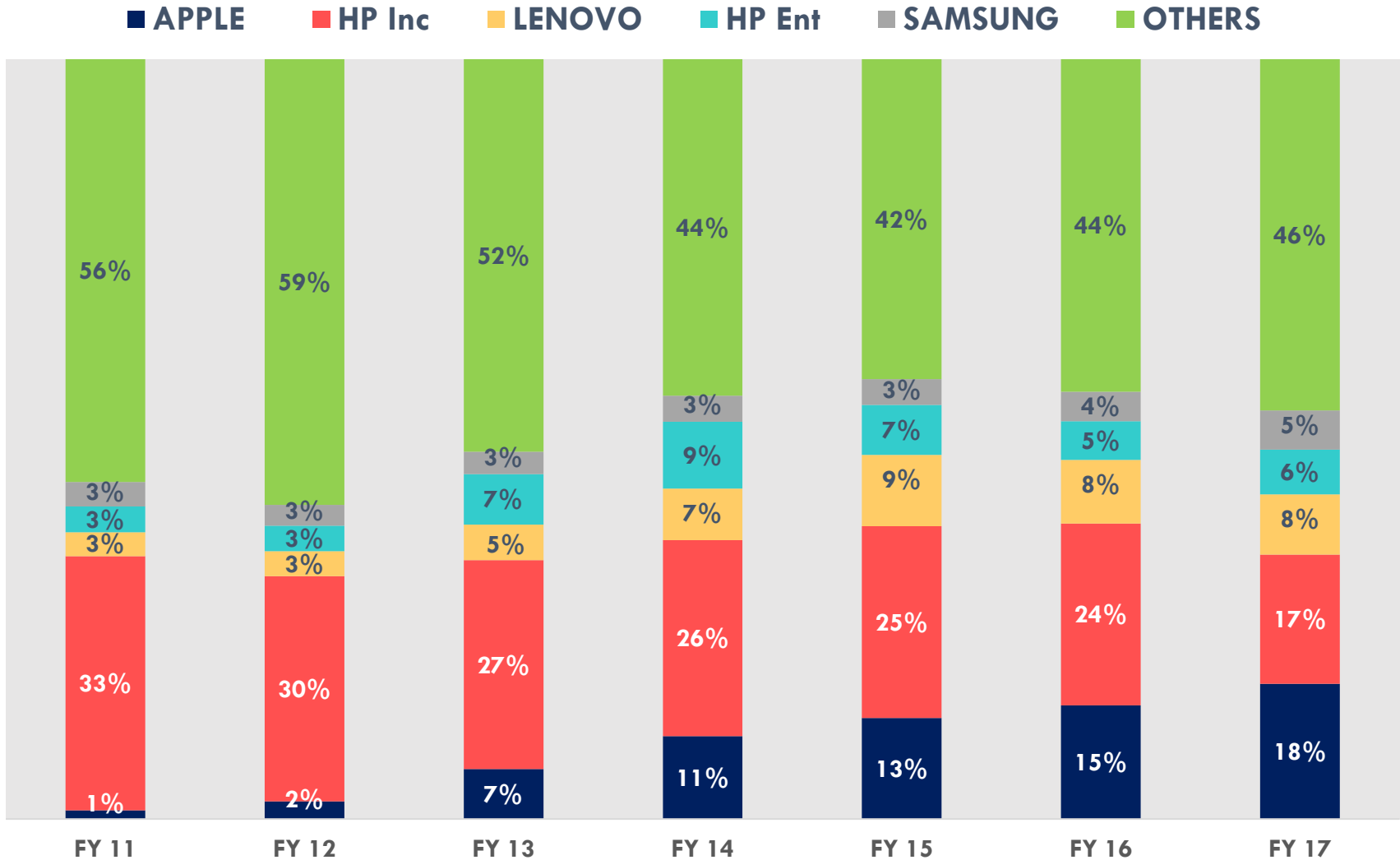
## REVENUE



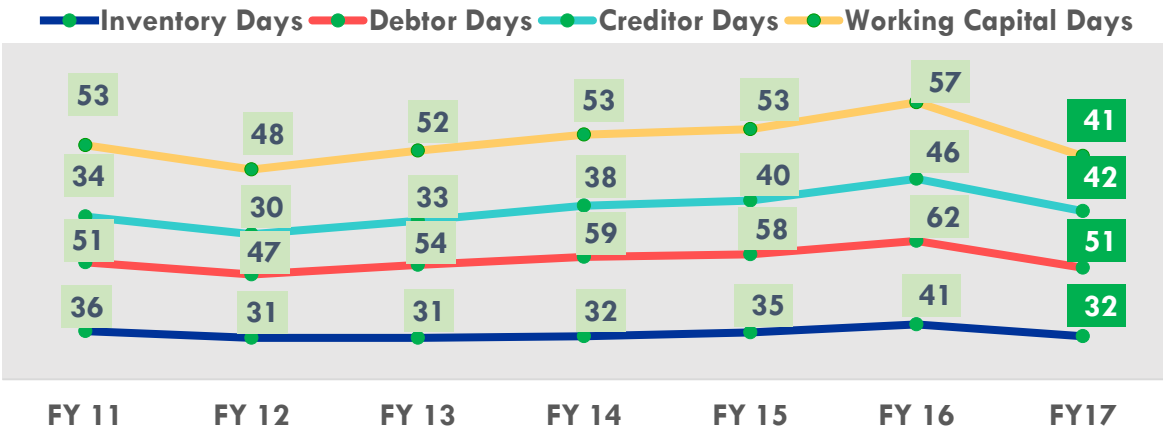
## PAT



# TOP FIVE VENDORS



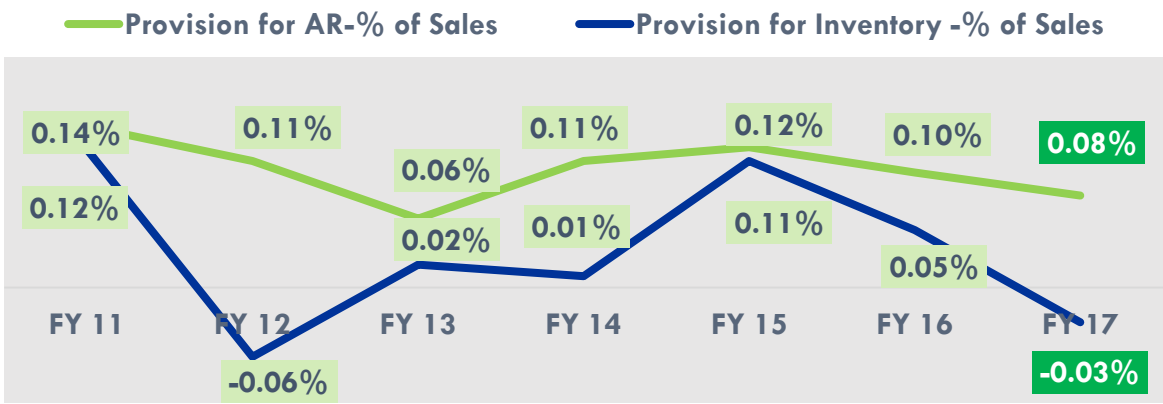
# KEY OPERATING METRICS



**Reduction in Working Capital Days**

Particulars (Rs in million)	FY17	FY16
Net Cash Flow from Operations	12,986	(1,922)
Free Cashflow	9,117	(5,053)

**Generated positive free cash flow**



**Minimal impact of risk**

# CONSOLIDATED FINANCIALS

₹ in million

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

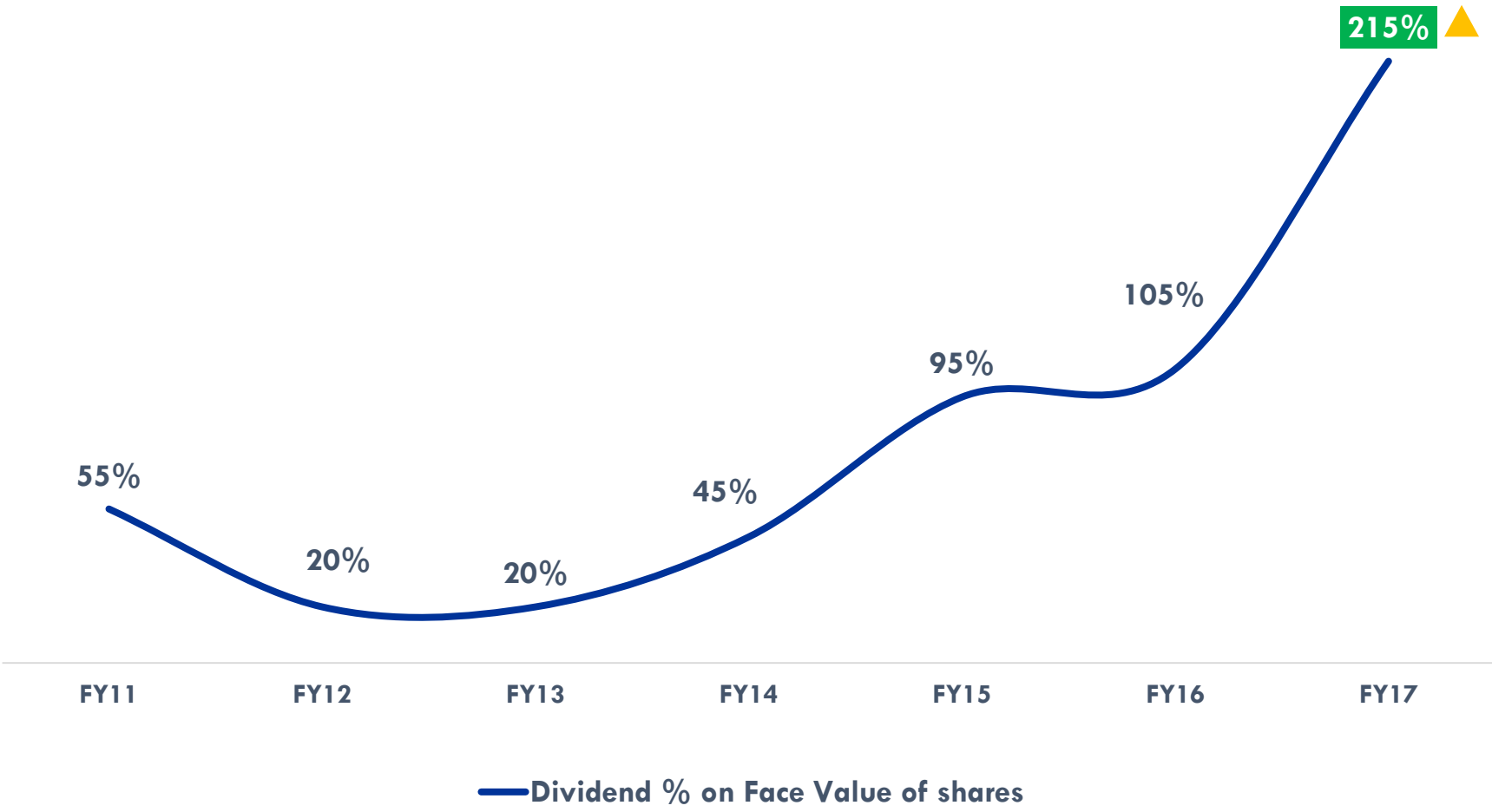
\*Post acquisition of following entities Arena in FY11.

<sup>^</sup>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.



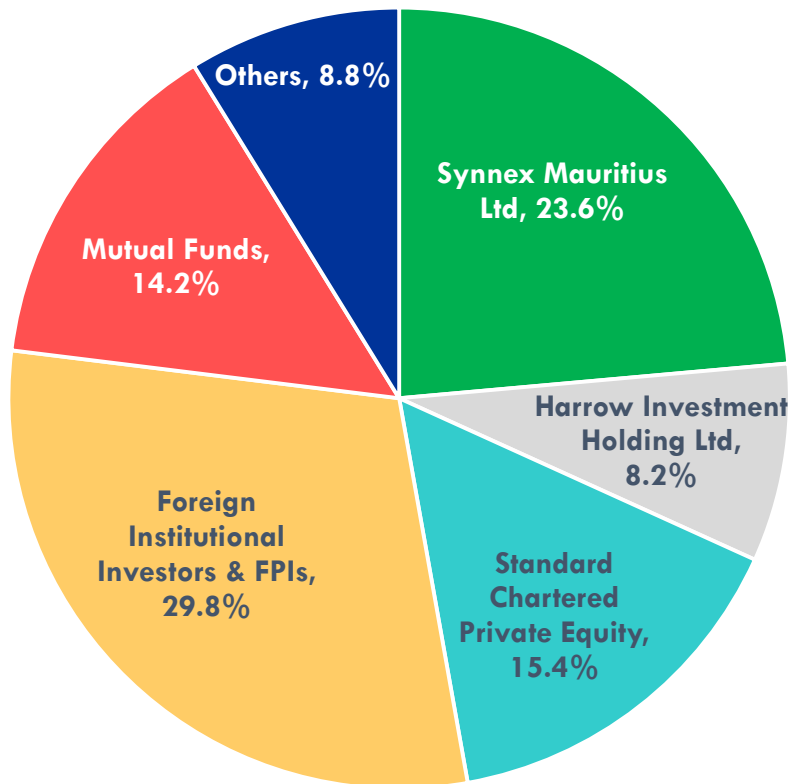
# DIVIDEND DISTRIBUTION

Dividend Policy : 20% pay-out on profits earned



▲ As recommended by Board plus Special Interim Dividend declared

# SHAREHOLDING PATTERN (As at Mar 31, 2017)



## Other prominent shareholders



Fidelity



ICICI Prudential Life Insurance



Morgan Stanley



Franklin Templeton Fund



HDFC Small & Midcap Fund



ICICI Prudential Fund



Dimensional Fund Advisors



Reliance Capital Trustee Company



SBI Mutual 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



**Suchitra Rajagopalan**  
Director,  
Corporate Governance,  
Volvo, UK

## 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



**Udai Dhawan**  
Managing Director,  
Standard Chartered  
Private Equity, India



**B Ramaratnam**  
Professional Director

# OUR EXPERIENCED EXECUTIVE TEAM



**Raj Shankar**  
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Chief Financial  
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IT Volume  
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**Jim Mathew**  
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Director & Chief  
Financial Officer,  
ME & A



**S Sethuraman**  
Sr. Vice President,  
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**Okay Nasir,**  
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**Serkan Celik,**  
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*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**

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**CIN - L52599TN1961PLC028758**