

2nd February 2017

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 27th January 2017 on the above subject.

Pursuant to Regulation 30(2) and 46(2)(o) 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 call proposed to be held today.

The same shall be uploaded on our website 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

Q3FY17 Earnings Presentation

December 2016



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.

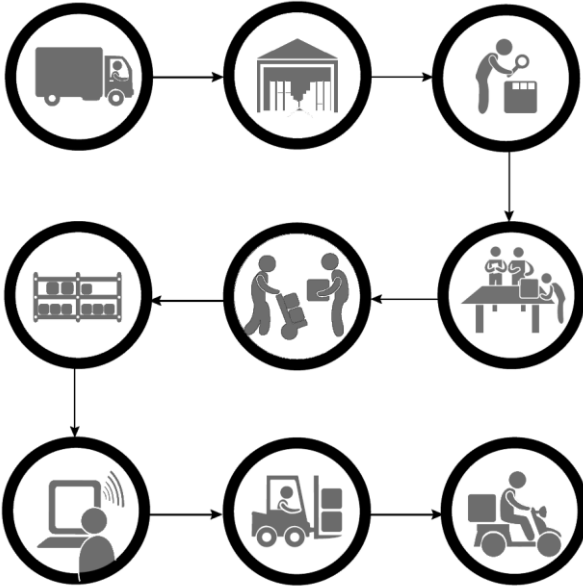
While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

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

Q3FY17 Highlights



Connecting The Dots

Transformation from 'Product' to 'Utility of Product'

Q3FY17 Business Highlights

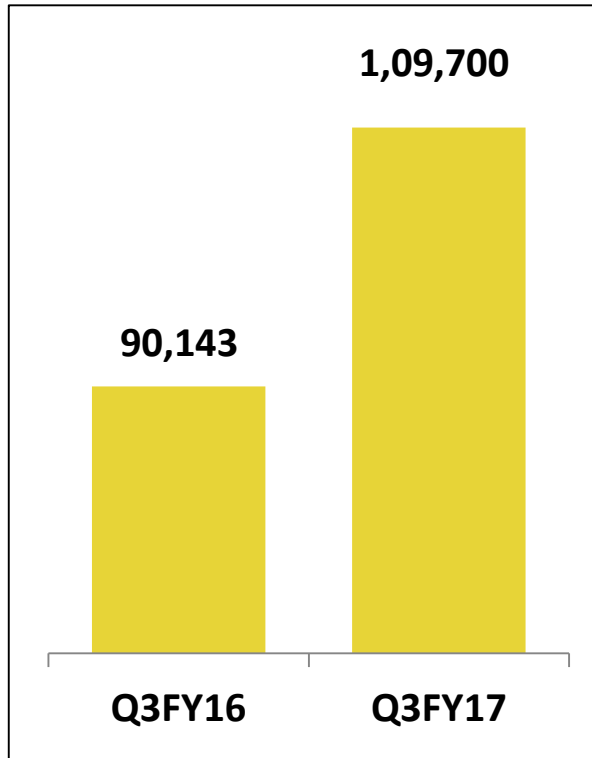
- Strong Sales performance in both India and Overseas
- Significant reduction in Working Capital in Q3FY17 as compared to Q3FY16

Q3FY17- Consolidated Financials

₹ in million

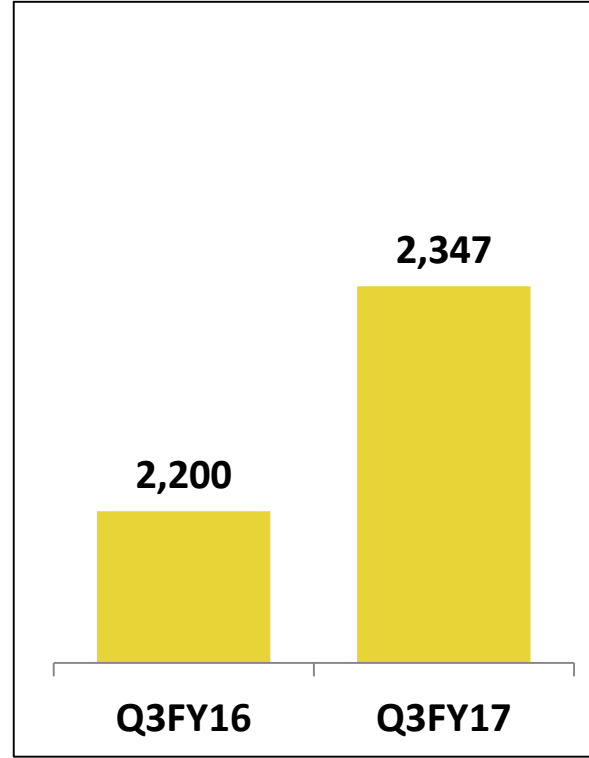
REVENUE

22% ▲



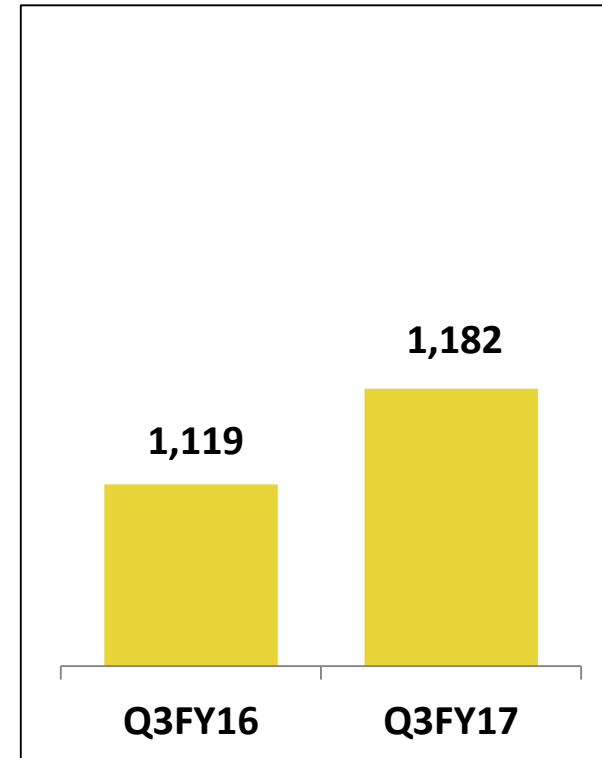
EBIDTA

7% ▲



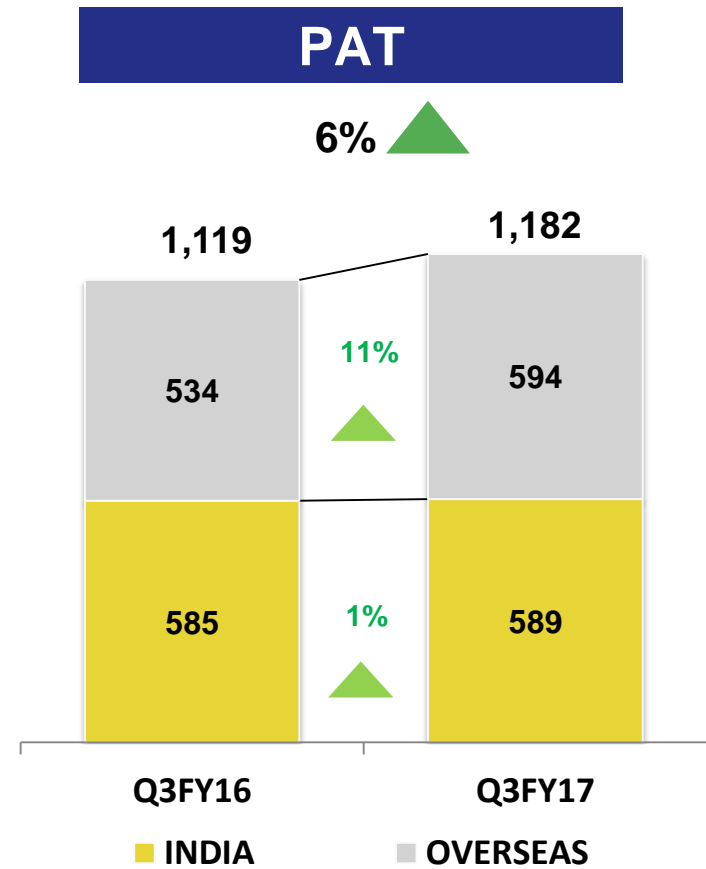
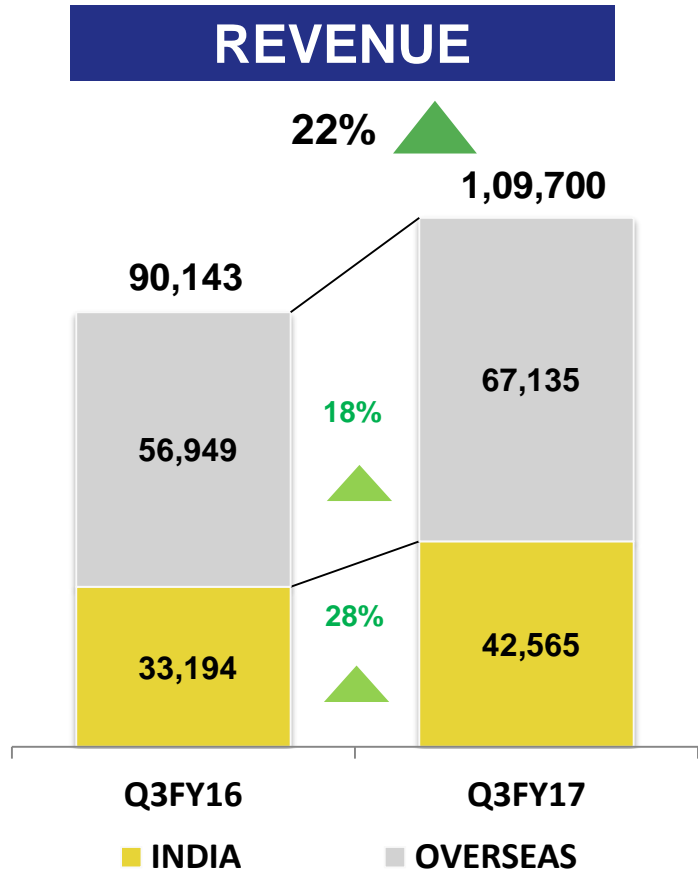
PAT

6% ▲



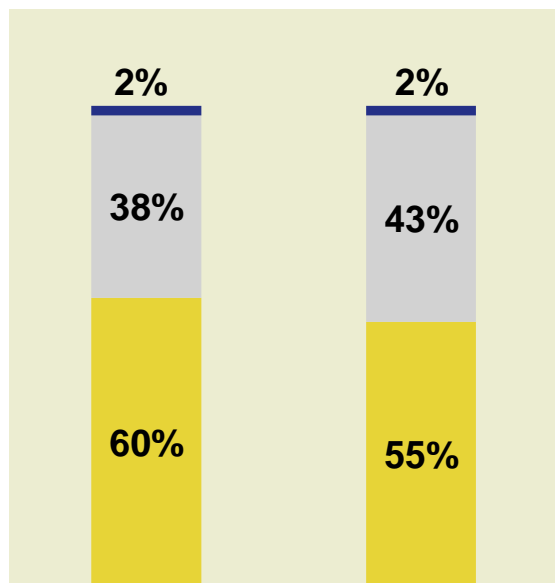
Q3FY17 Performance by Market

₹ in million



Q3FY17 Revenue by Vertical

INDIA

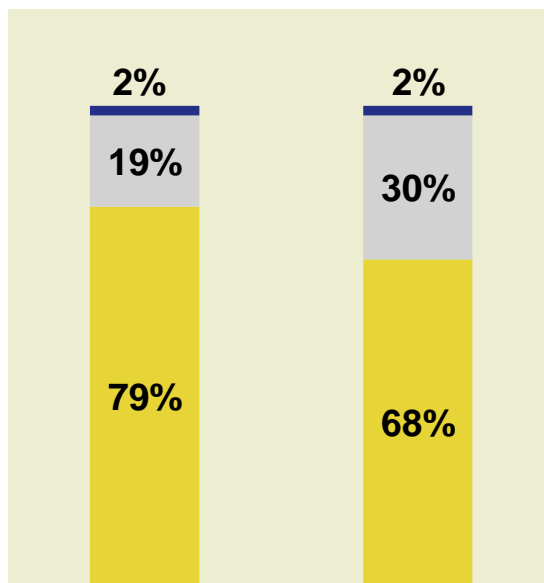


Q3FY16

Q3FY17

■ IT

OVERSEAS

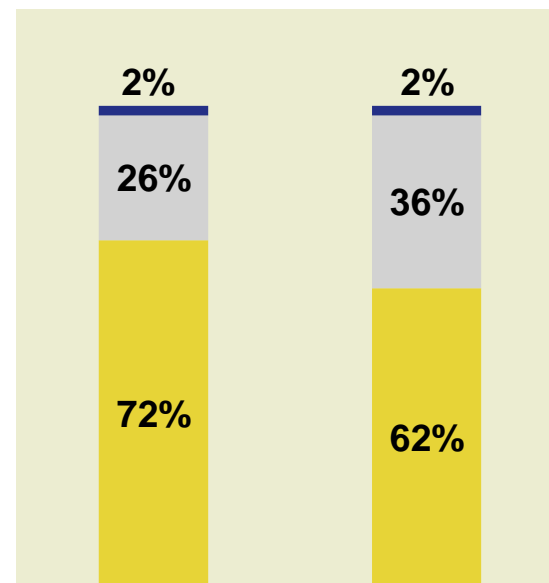


Q3FY16

Q3FY17

■ Non IT

CONSOLIDATED



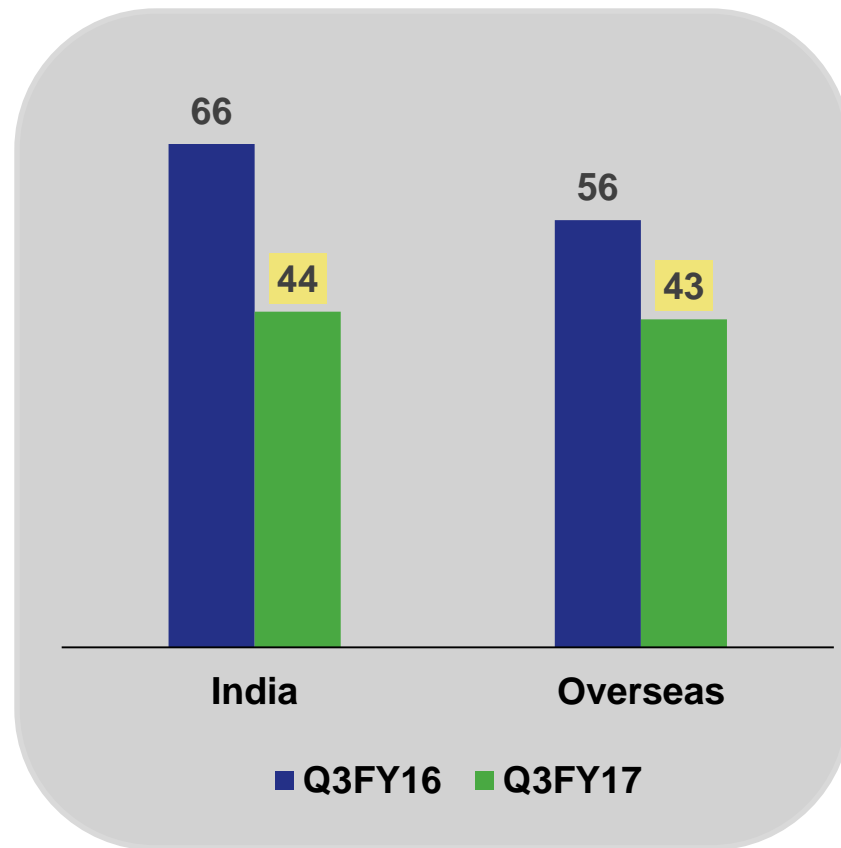
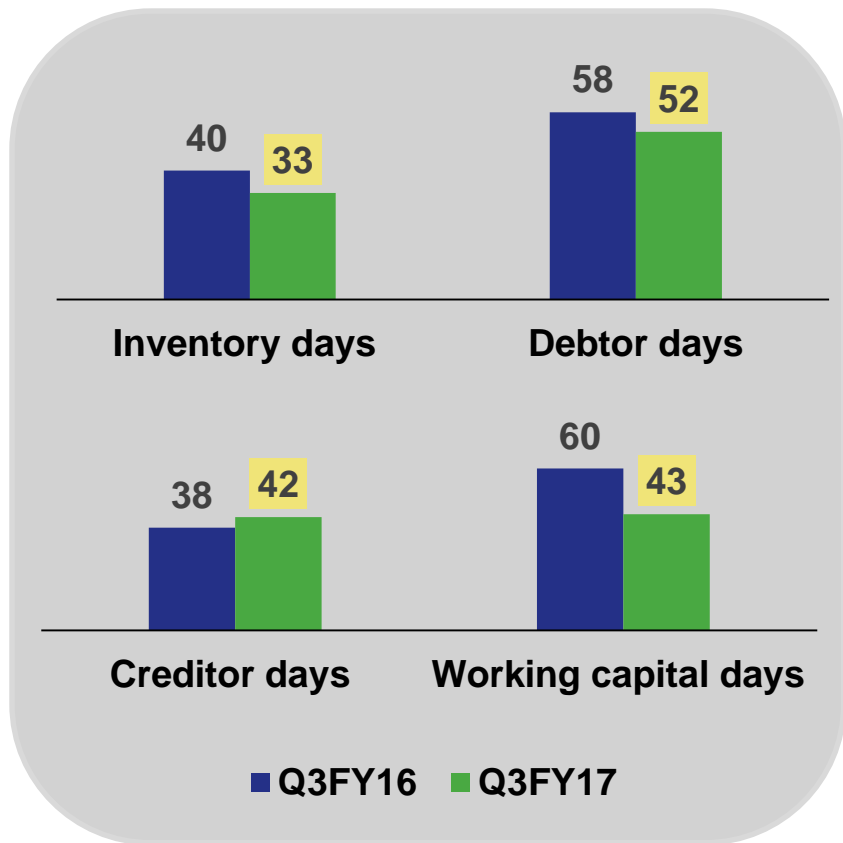
Q3FY16

Q3FY17

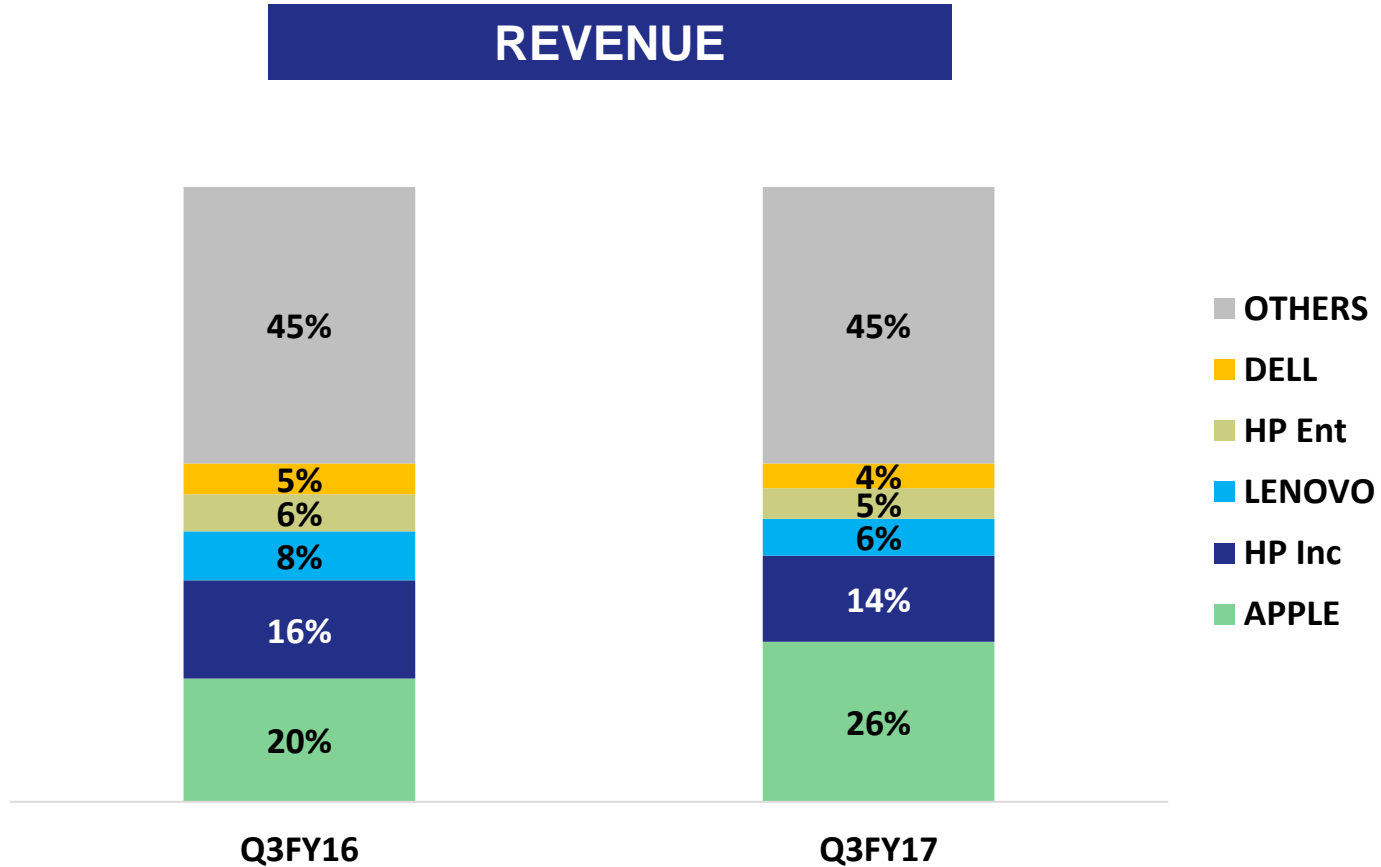
■ Service

Q3FY17 – Working Capital Days

CONSOLIDATED



Q3FY17 – Top 5 Vendors Consolidated

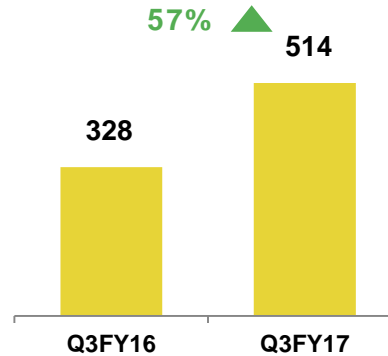


Q3FY17 Performance – ProConnect

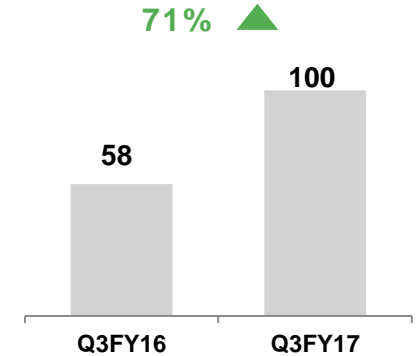
- Revenue growth over Q3FY16 is 57%
- PBT growth over Q3FY16 is 73%

₹ in million

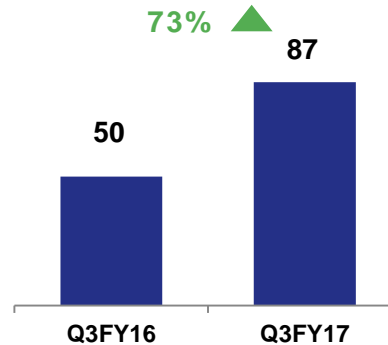
REVENUE



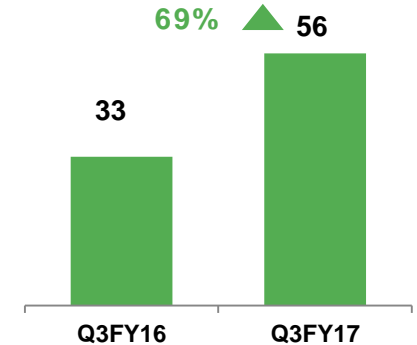
EBIDTA



PBT



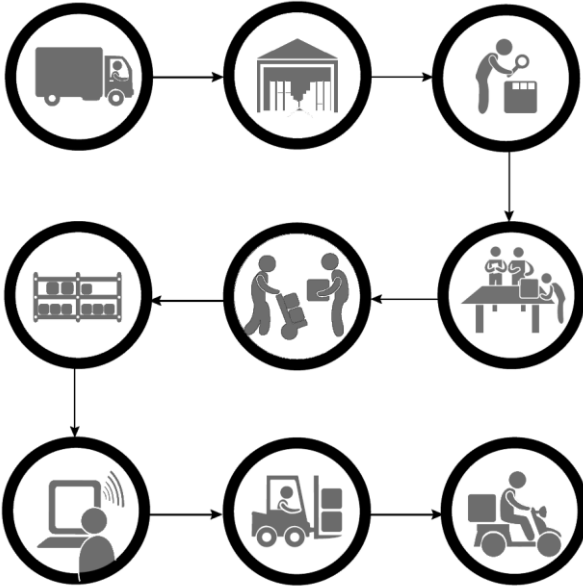
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All above figures include Mission Critical Services & RCS

REDINGTON

9MFY17 Highlights



Connecting The Dots

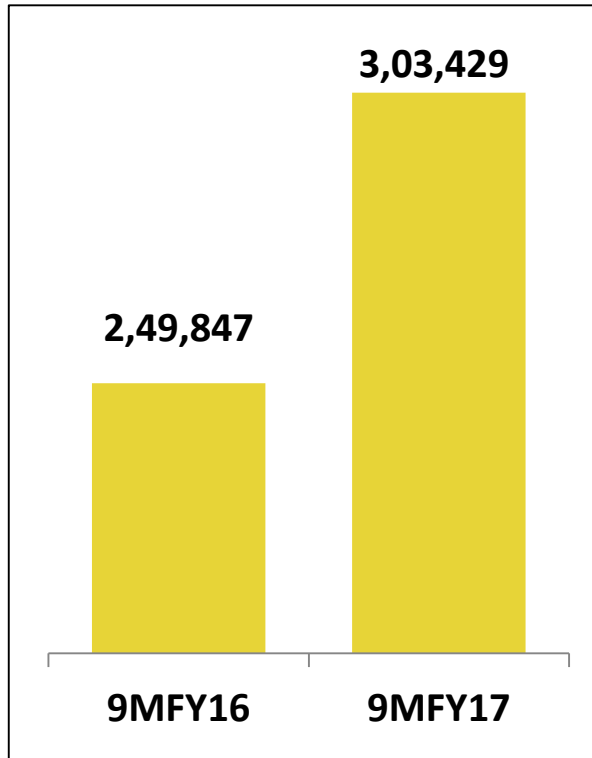
Transformation from 'Product' to 'Utility of Product'

9MFY17- Consolidated Financials

₹ in million

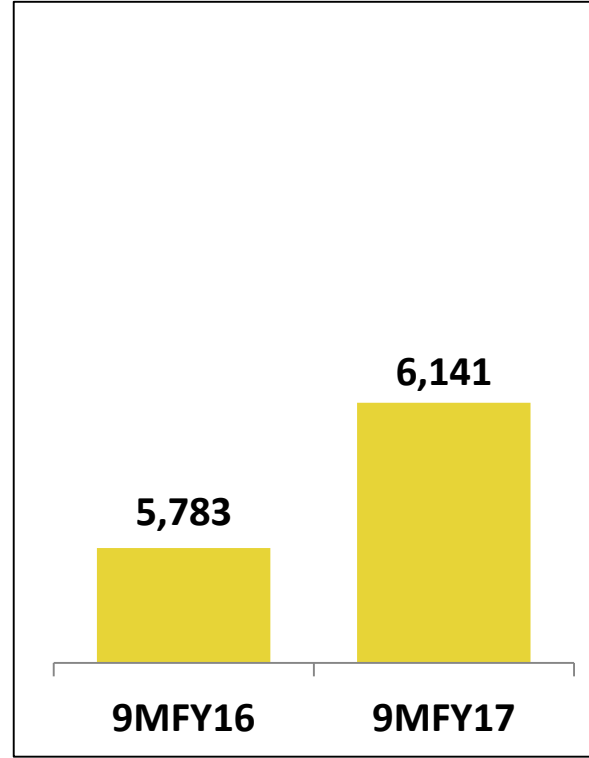
REVENUE

21% ▲



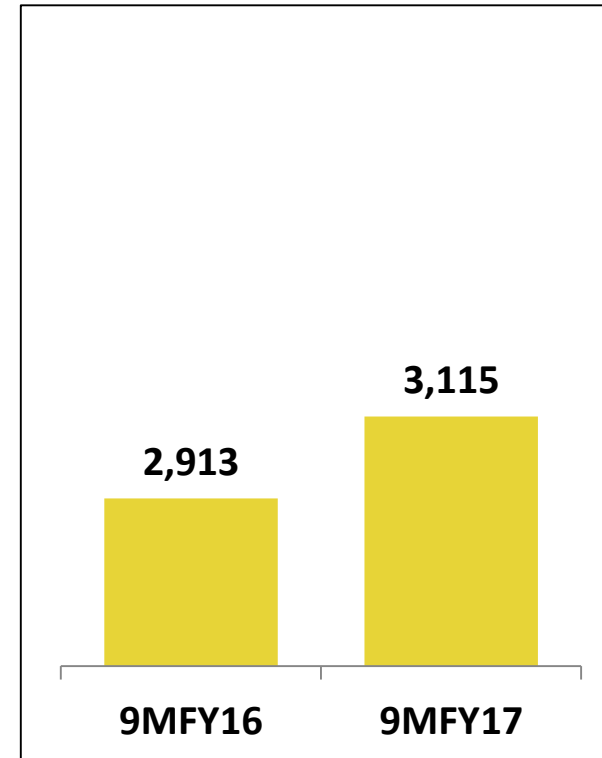
EBIDTA

6% ▲



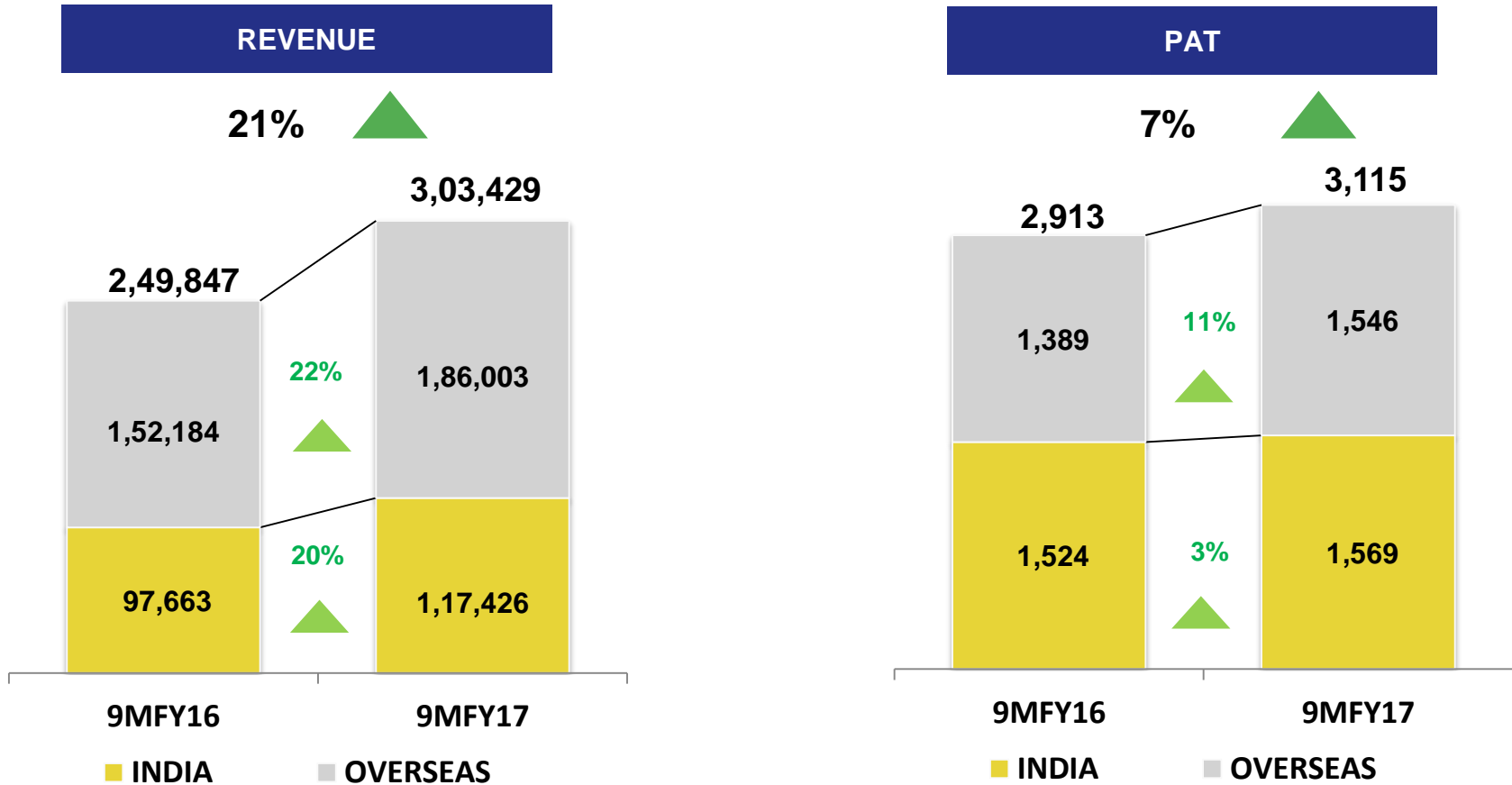
PAT

7% ▲



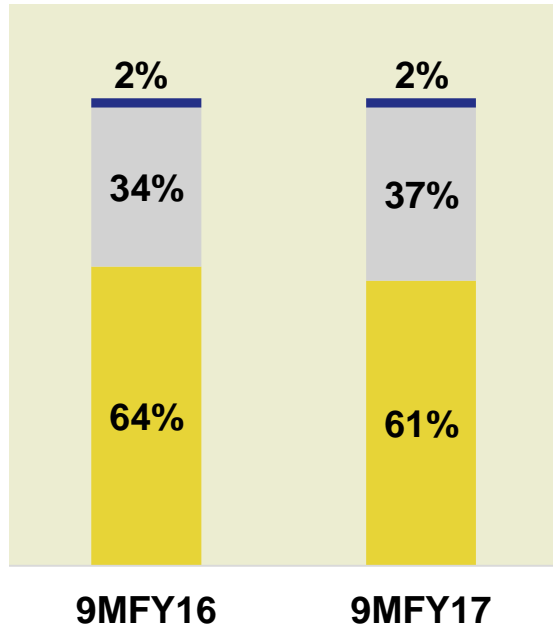
9MFY17 Performance by Market

₹ in million

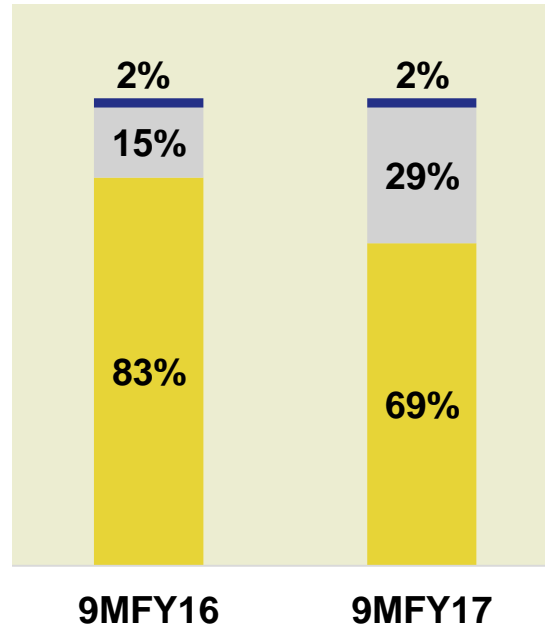


9MFY17 Revenue by Vertical

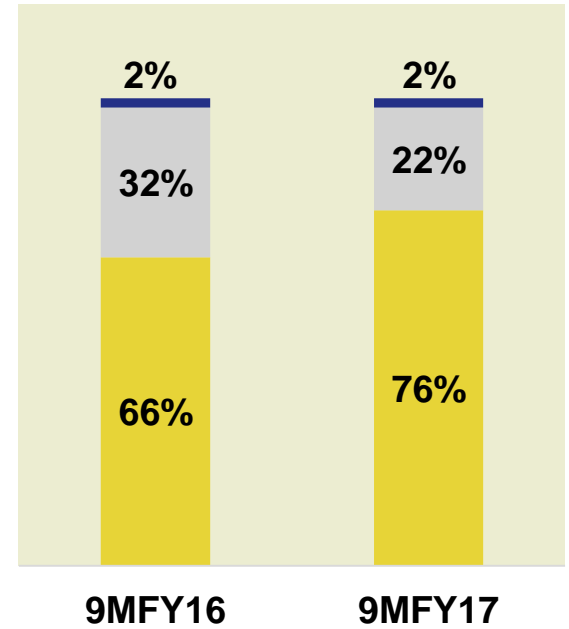
INDIA



OVERSEAS



CONSOLIDATED



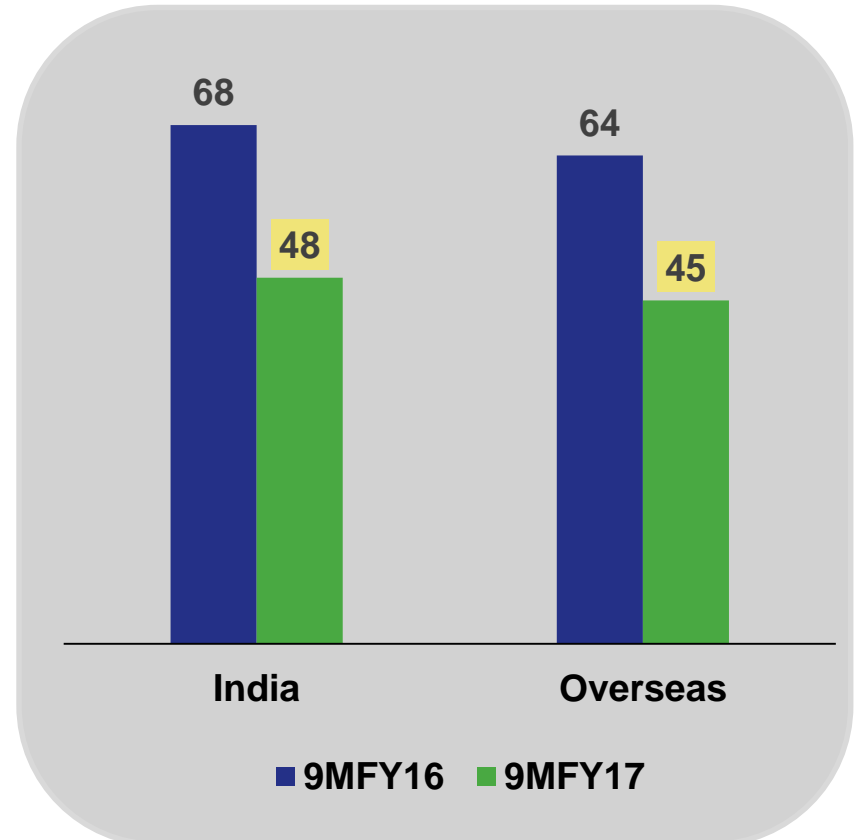
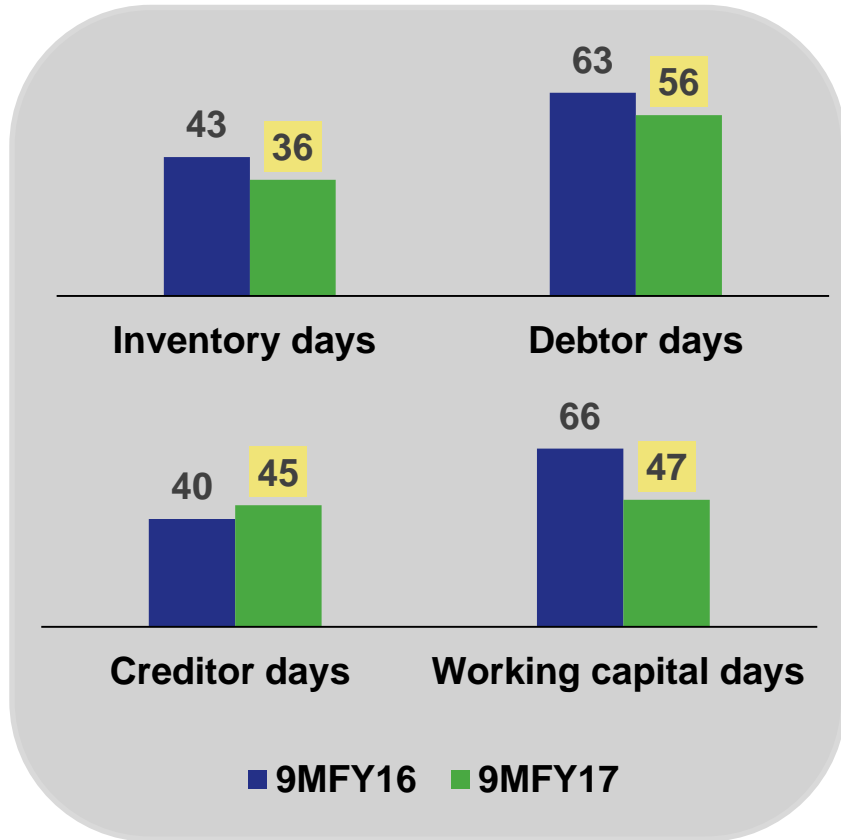
■ IT

■ Non IT

■ Service

9MFY17 – Working Capital Days

CONSOLIDATED



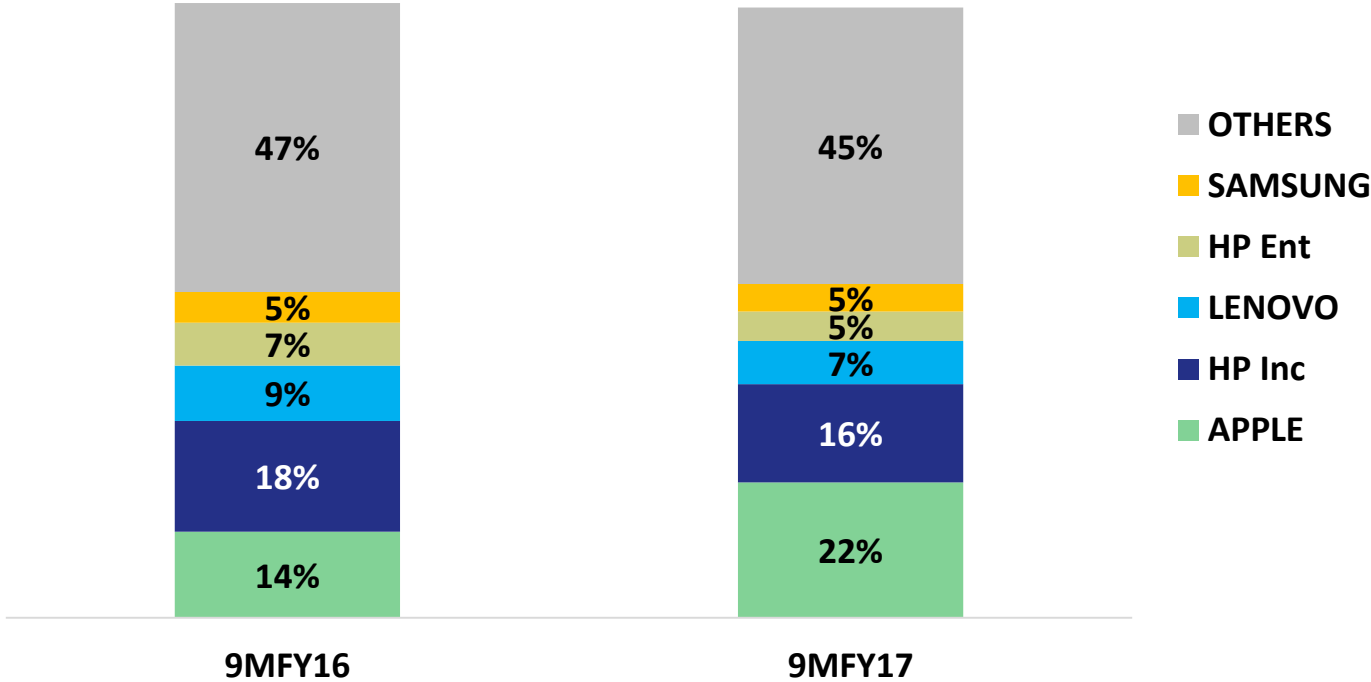
Free Cash Flow Statement

₹ in million

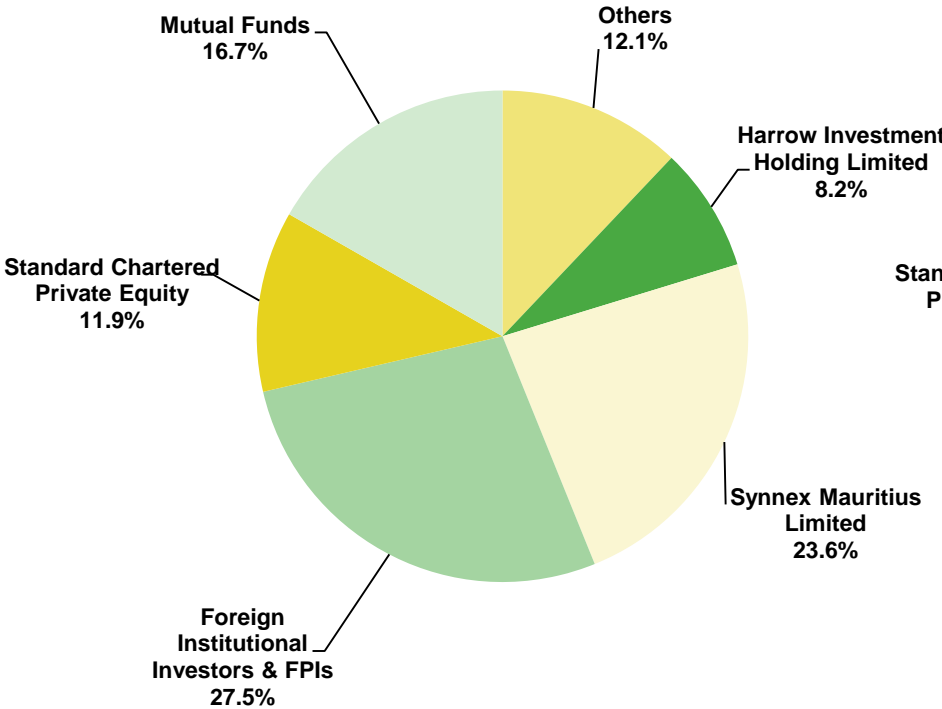
Particulars	9M FY17	9M FY16
Profit Before Taxation	4,540	4,127
Non-cash items	892	604
Change in Working Capital	4,130	(11,595)
Direct Tax Paid	(1,064)	(1,304)
Outflow of Finance Cost	879	1,234
Net Cash Flow from Operations	9,376	(6,935)
Capex	(464)	(302)
Dividend	(1,029)	(960)
Outflow of Finance Cost	(879)	(1,234)
Free Cashflow	7,005	(9,431)

9MFY17 – Top 5 Vendors Consolidated

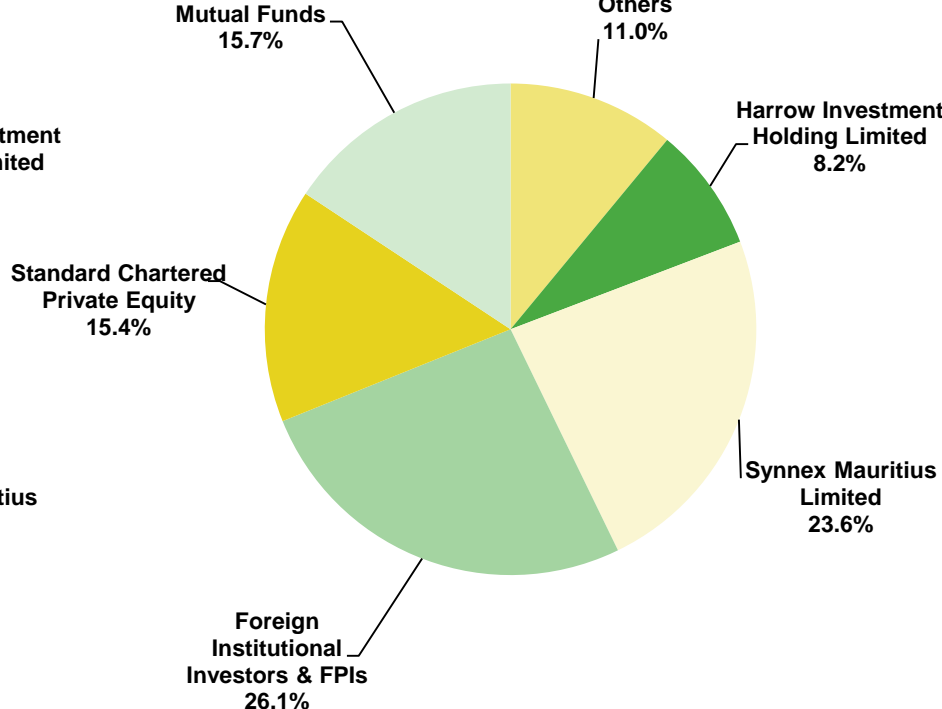
REVENUE



Shareholding Pattern



30-Sep-2016



31-Dec-2016

REDINGTON

Investor Contacts

M. Muthukumarasamy

Compliance Officer

Redington (India) Limited

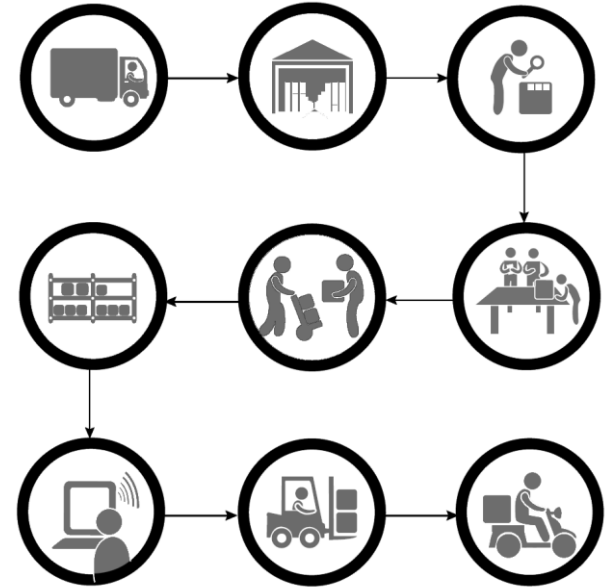
SPL Guindy House, 95 Mount Road,

Guindy, Chennai 600 032

<https://www.redingtonindia.com>

Corporate Presentation

<https://redingtonindia.com/images/RedingtoncorporatepresentationDec2016.pdf>



Connecting The Dots

Transformation from 'Product' to 'Utility of Product'



Corporate Overview

December, 2016

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 50+ 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

- Relationship with over 340+ brands across verticals
- 230+ Distribution relationships

☐ Track record of strong financial performance

- \$ 5 Bn + revenue company
- Strong Y-o-Y double digit CAGR in Revenue, EBIDTA and Earnings growth
- EBITDA as a % of Gross Margin is at 39% (as of FY16)

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

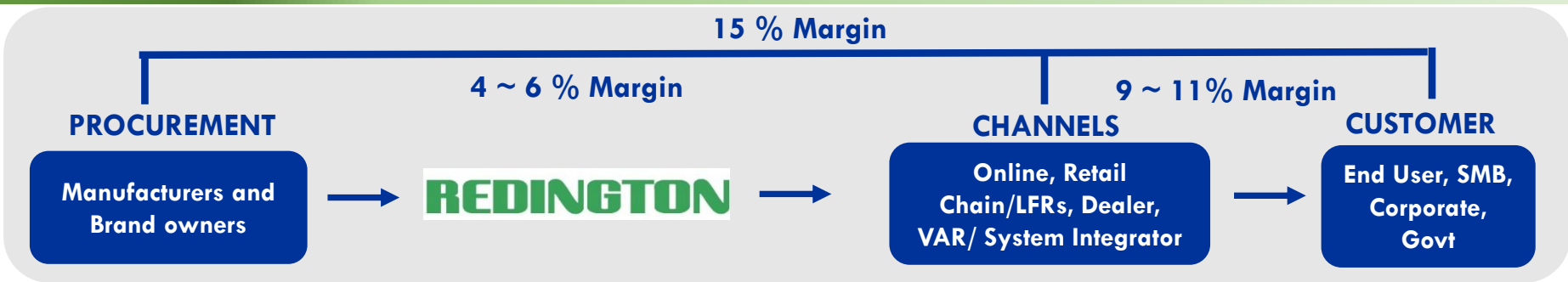
1994 - 2007

From a single product/ single brand/ single country distributor

1993



END-TO-END SUPPLY CHAIN SOLUTION PROVIDER



DISTRIBUTION

REDINGTON

LOGISTICS



SUPPORT SERVICES



IT Consumer

- PCs & Accessories
- Tablets
- Printer & Supplies
- Gaming Consoles

IT Enterprise

- Commercial PCs, Printers
- Storage & Servers
- Software & Security
- Cloud & Services
- Networking
- Power Products & Audio Visual
- Digital Printing Press

Telco

- Smartphones
- Feature phones

Verticals

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

Offerings

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

EXPANSIVE NETWORK

META & CIS	SOUTH ASIA
Channel Partners	
11,000	36,930
Sales Offices	
28	54
Warehouses	
27	122
Service Centres	
21	50
Partner Service Centres	
29	212
Subsidiaries	
47	7



STRONG PARTNERSHIPS



About Us

Subsidiaries

Performance

Board and Management

About ProConnect

- Integrated Logistics services provider
- Offering 3PL services to 100+ Customers

Management

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

Infrastructure

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

Industries Catered

IT | Pharma | Office automation | FMCG | Telecom & Infrastructure | Chemicals & Plants | Beverages | Consumer Durables | Electrical & Electronics | Engineering | Garments | Security Products | 4PL | E-Com

Services Offered

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

Capabilities

- Handling
- 180 Lakh transactions
 - 1.5 lakh tonnes of weight annually
 - 36,000 delivery locations
 - 5,000 pin codes across India



Chennai

Kolkata

Dubai

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

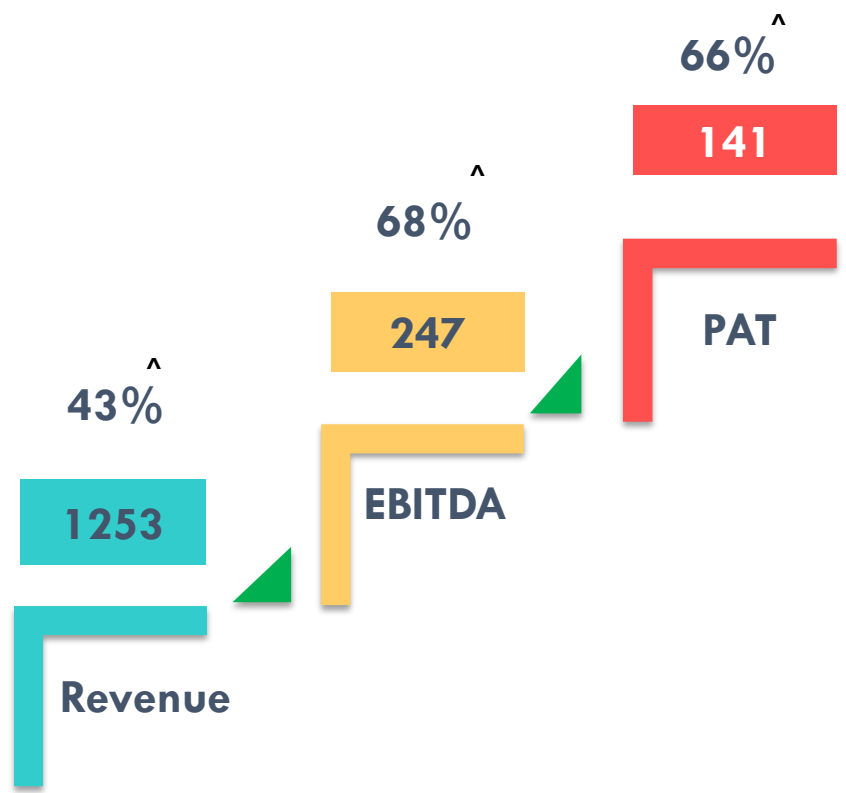
- Land Area – 13.76 acres
- Operational since February 2014
- Capacity – 1.50 lakh sq. ft.

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

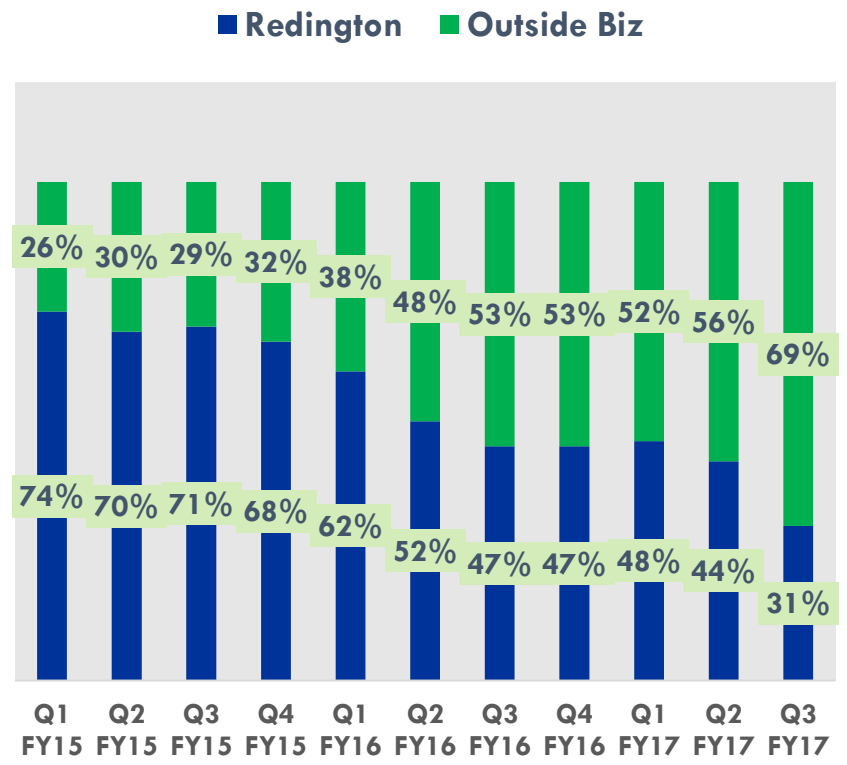
* Long Lease

₹ in million

9MFY17 Performance



Revenue Mix



[^] growth over previous year

Note : Both 9MFY17 performance and Q3FY17 revenue mix is inclusive of RCS numbers

About Arena

- Listed in the Istanbul Stock Exchange (Turkey)
- Redington holds 49.4% stake
- Authorised technology product distributor for 35 global brands
- Serves more than 7,500+ resellers through 6 sales office and 2 warehouses
- 5 member Board (2 independent members) 340+ talented workforce



Business Expansions



Provides training, consulting & other value added services



A leading Oracle distributor



Provides payment services

About Us

Subsidiaries

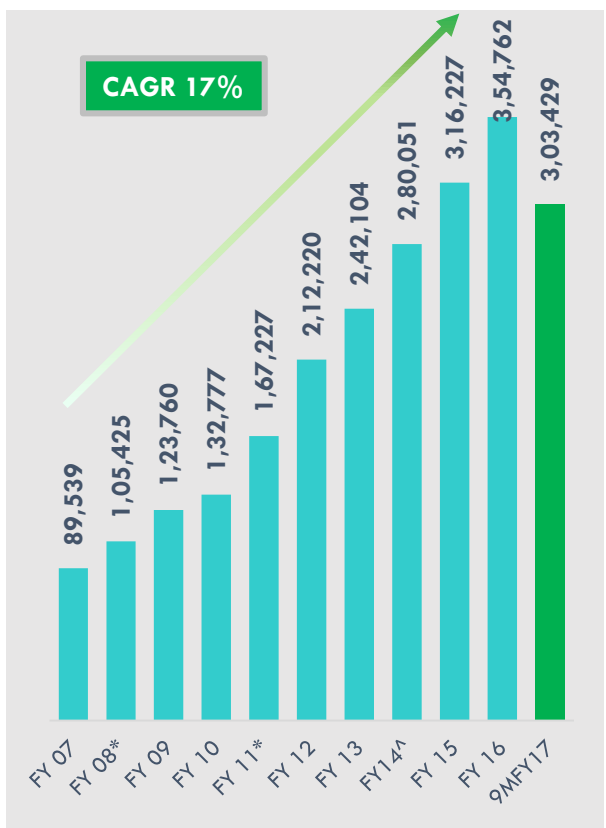
Performance

Board and Management

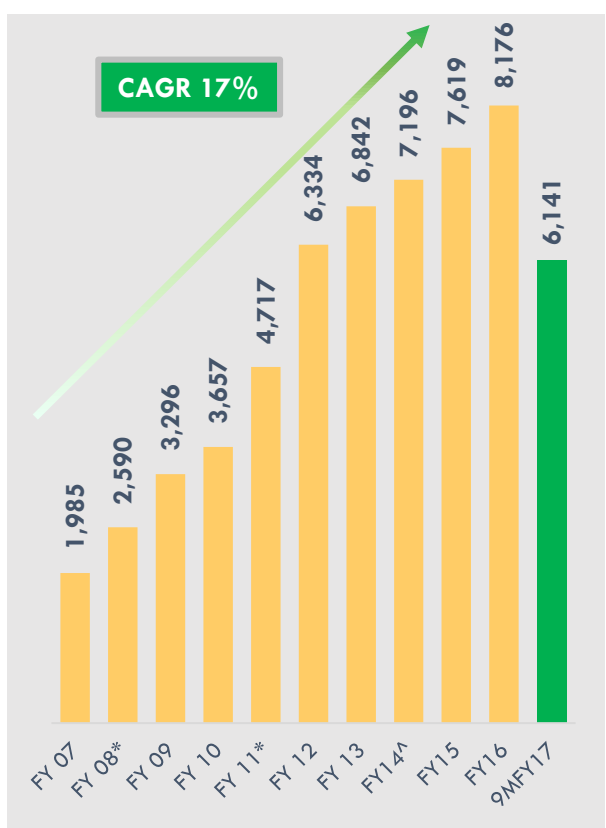
FINANCIAL PERFORMANCE

₹ in million

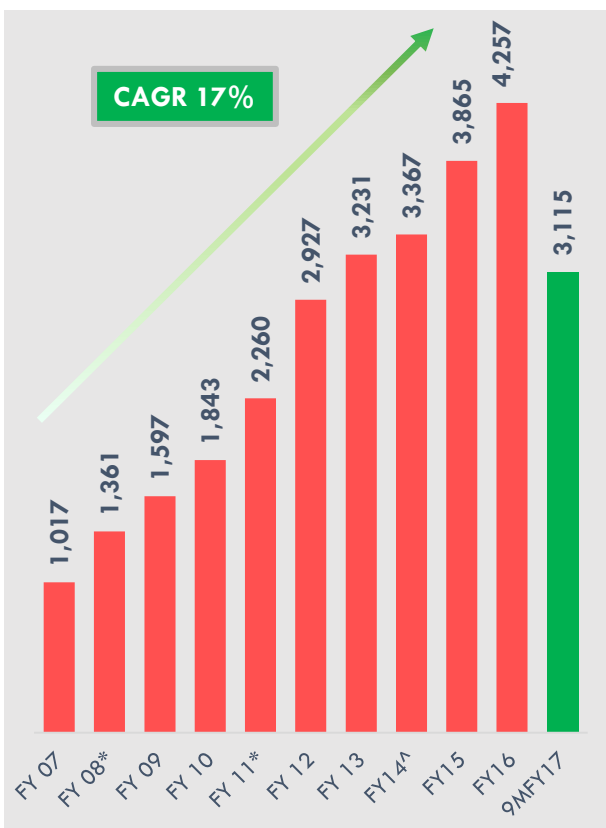
REVENUE



EBITDA



PAT

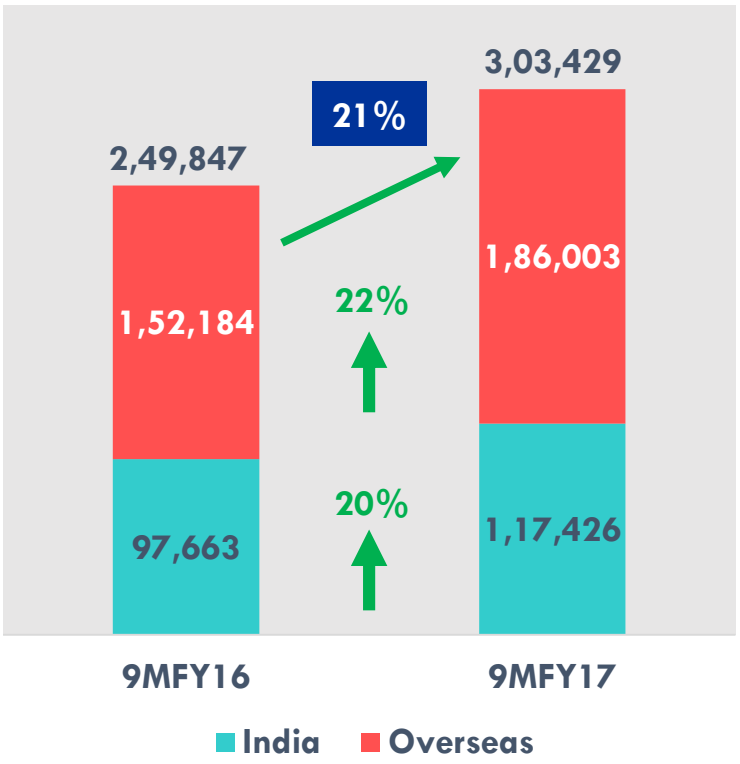


*Post acquisition of Easyaccess Financial Services in FY 08 and Arena in FY 11. ^ Post sale of Easyaccess Financial Services . CAGR computed for full year

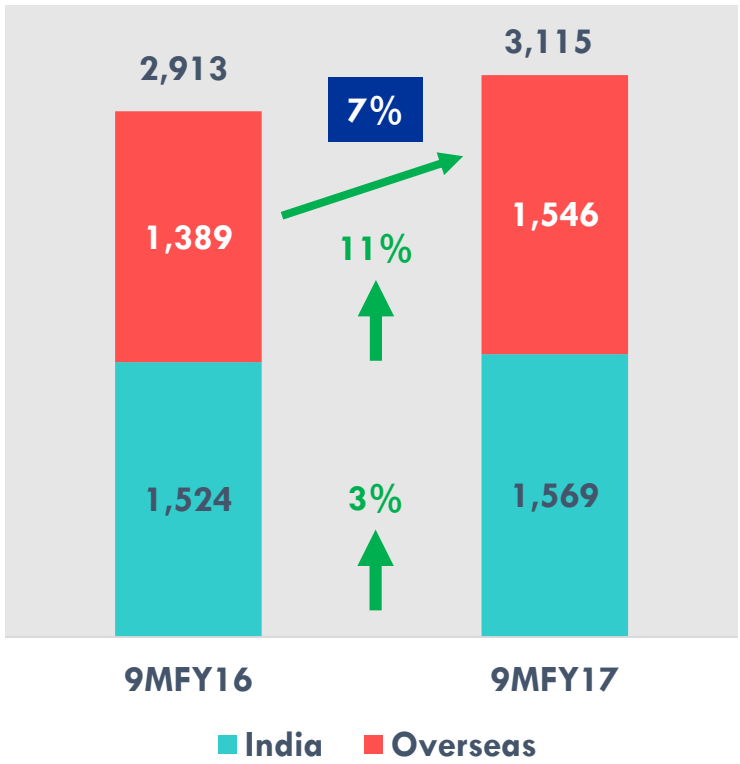
PERFORMANCE BY MARKET

₹ in million

REVENUE



PAT

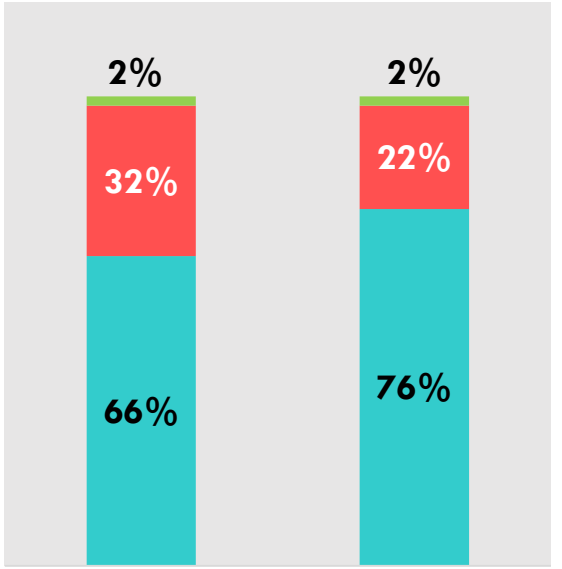
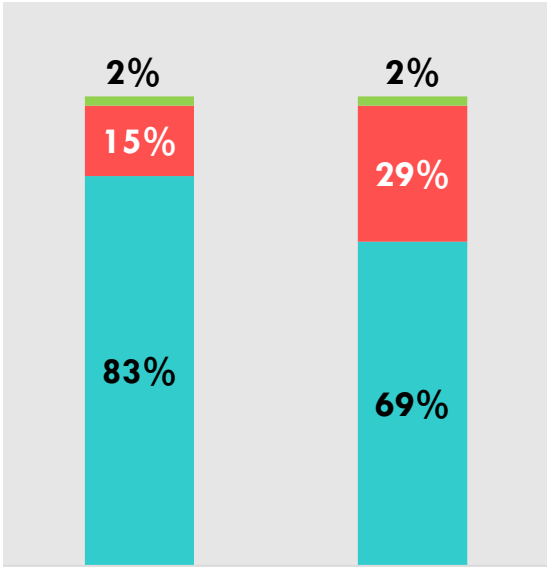
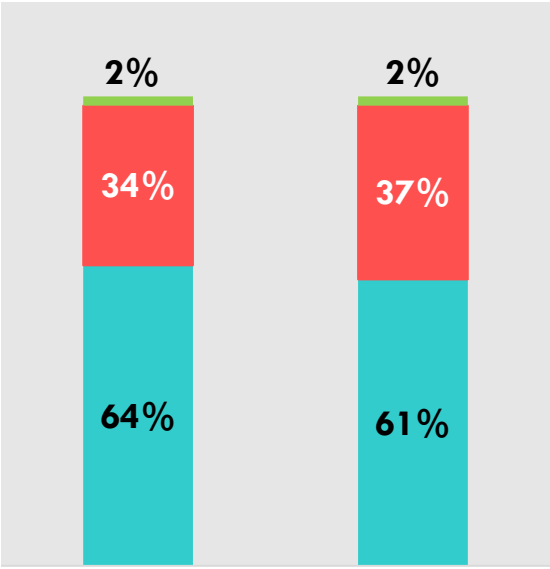


REVENUE BY VERTICAL

INDIA

OVERSEAS

CONSOLIDATED



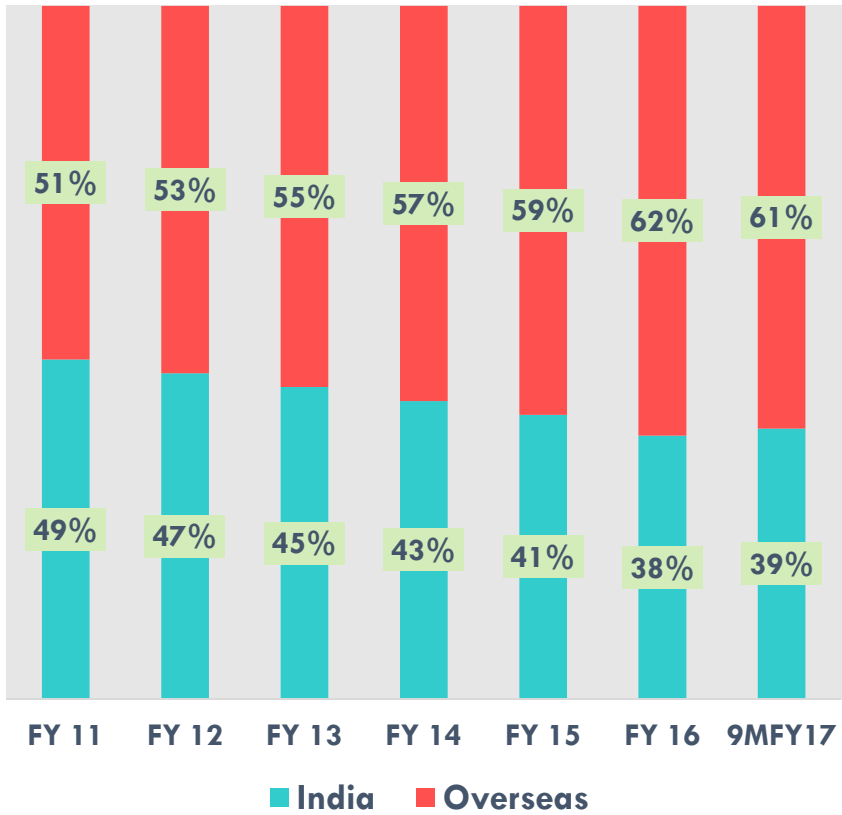
■ IT

■ Non IT

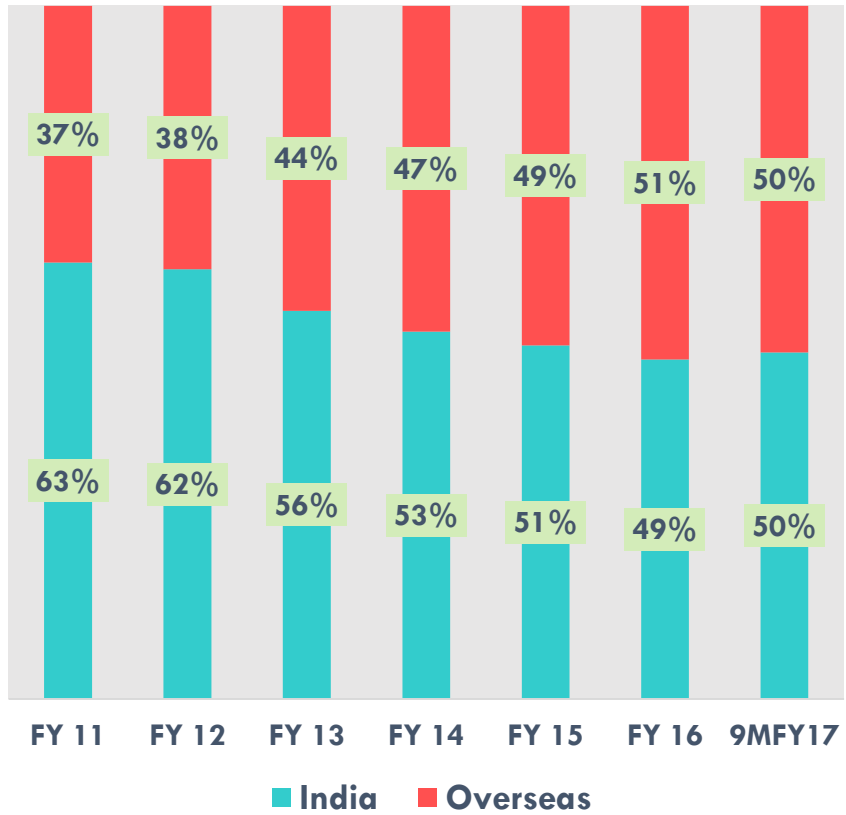
■ Service

GEOGRAPHICAL CONTRIBUTION

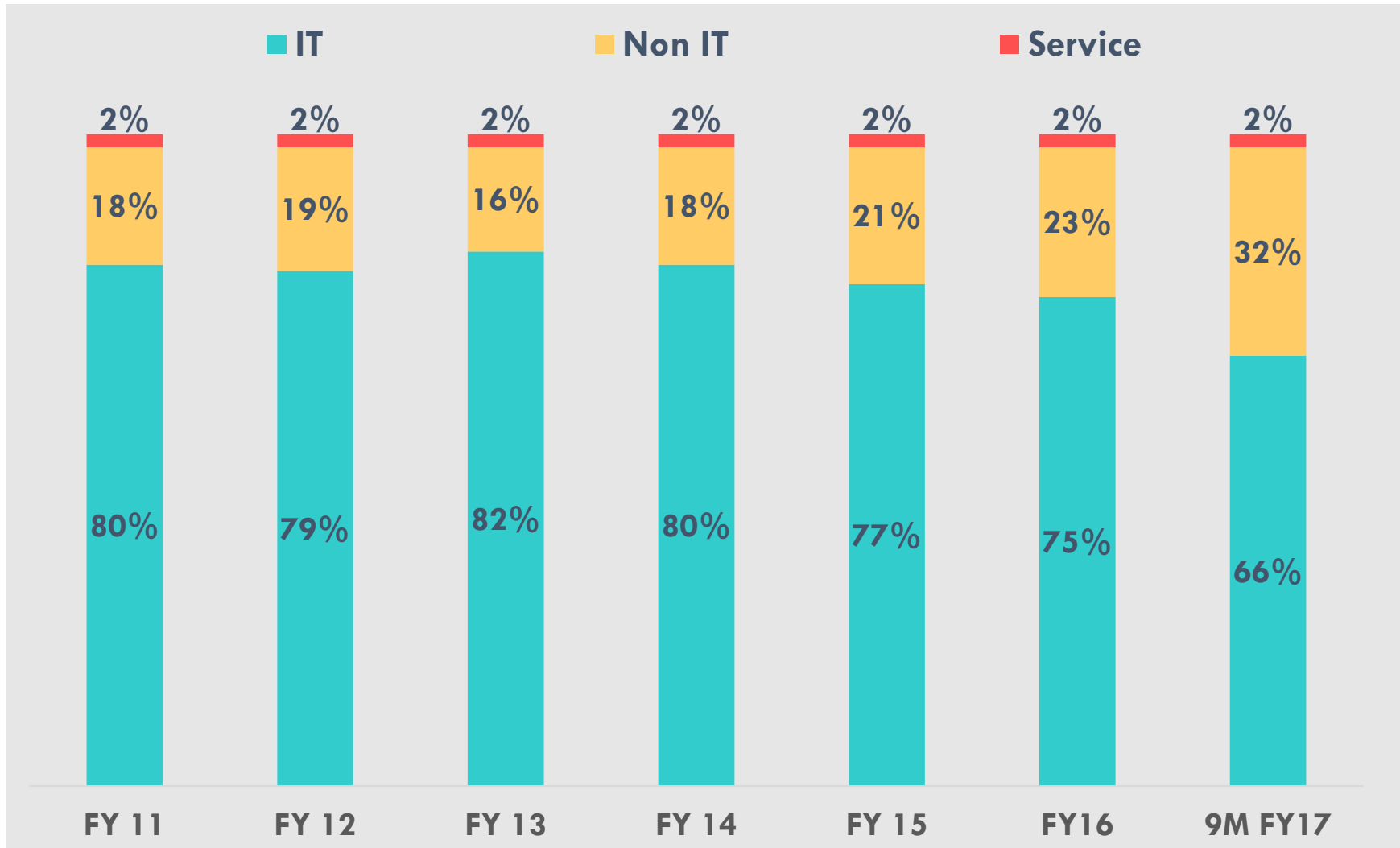
REVENUE



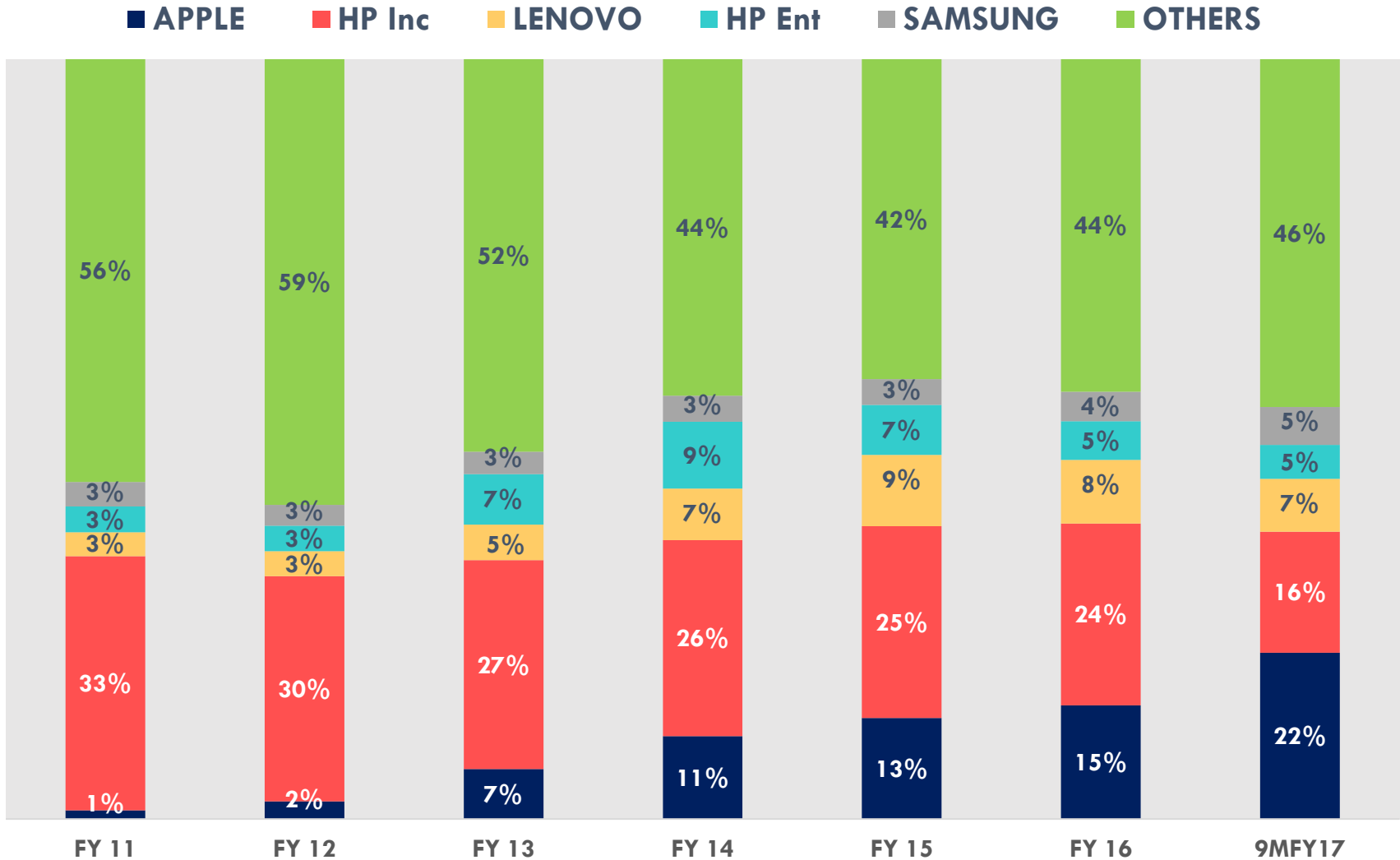
PAT



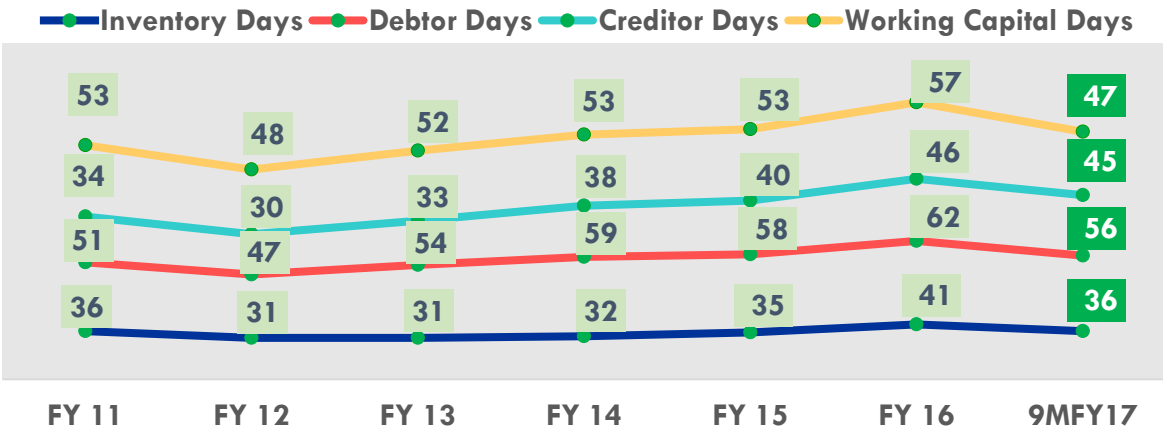
VERTICAL CONTRIBUTION



TOP FIVE VENDORS



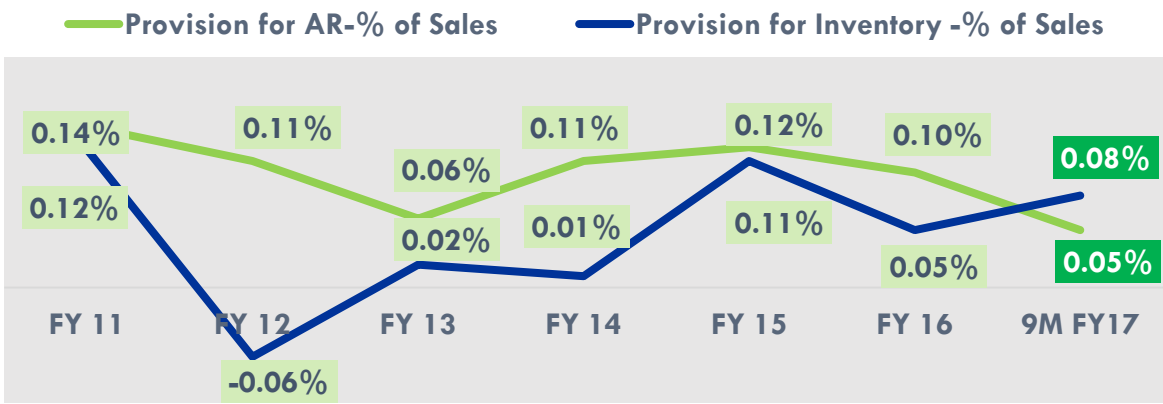
KEY OPERATING METRICS



Reduction in Working Capital Days

Particulars (Rs in million)	9M FY17	9M FY16
Net Cash Flow from Operations	9,376	(6,935)
Free Cashflow	7,005	(9,431)

Generated positive free cash flow



Minimal impact of risk

CONSOLIDATED FINANCIALS

₹ in million

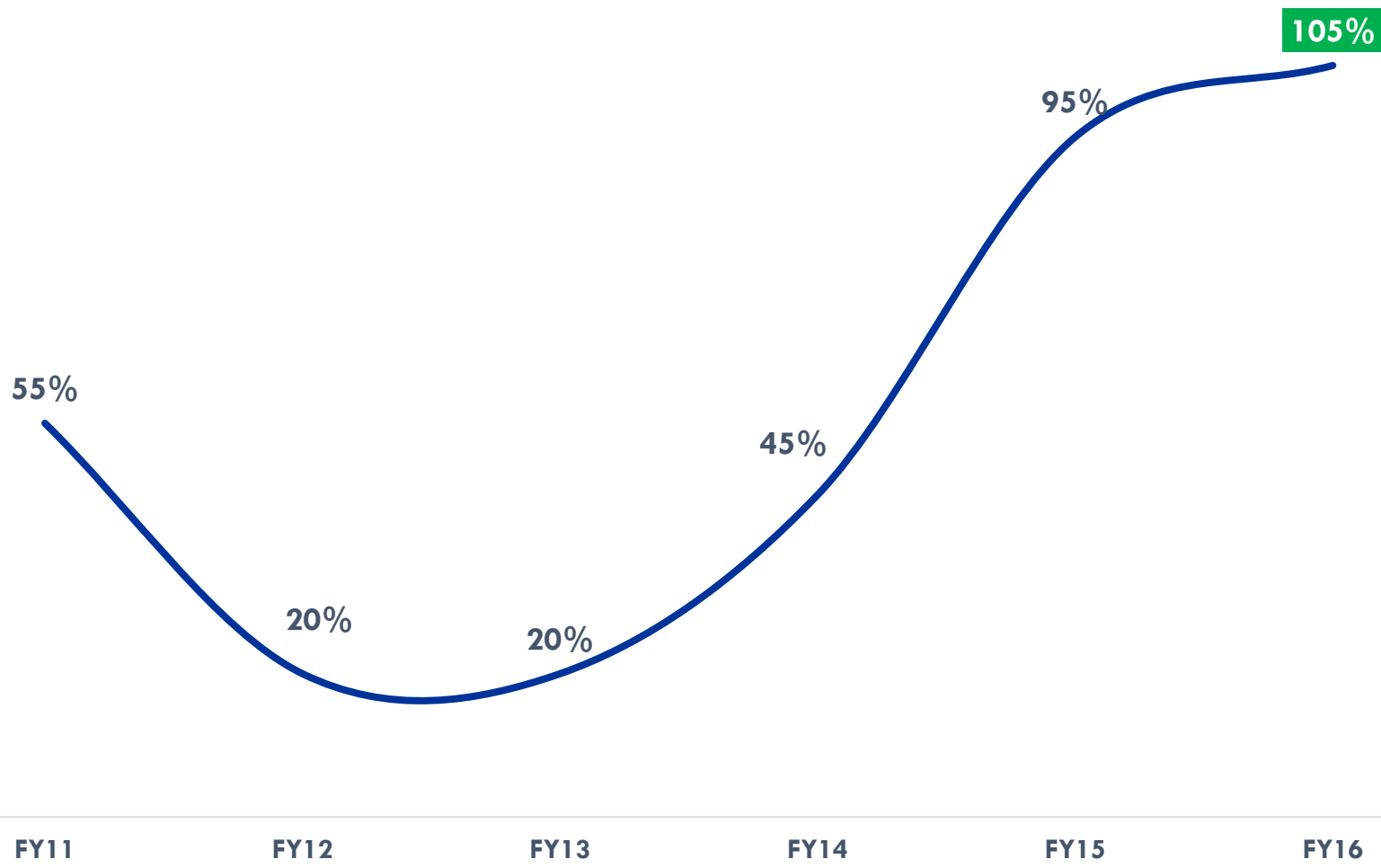
Particulars	9M FY17	FY16	FY15	FY14 [^]	FY 13	FY 12	FY 11*
Total Revenue	3,03,429	3,54,762	3,16,227	2,80,051	2,42,104	2,12,220	1,67,227
EBIDTA	6,141	8,175	7,619	7,196	6,842	6,334	4,717
PAT	3,115	4,257	3,865	3,367	3,231	2,927	2,260
Networth	31,886	27,874	23,742	20,213	16,407	13,225	12,553
Capital Employed	56,409	53,884	44,468	39,938	39,471	34,776	31,863
EBITDA Margins	2.0%	2.3%	2.4%	2.6%	2.8%	3.0%	2.8%
PAT Margins	1.0%	1.2%	1.2%	1.2%	1.3%	1.4%	1.4%
Return on Avg. Capital Employed	13.5%	16.0%	17.2%	17.2%	17.7%	18.4%	16.0%
EPS (₹)[^]	7.8	10.6	9.7	8.4	8.1	7.4	5.7
Book Value per share (₹)	79.1	67.2	57.6	48.8	39.5	33.2	31.7
P / BV	1.2						

*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.

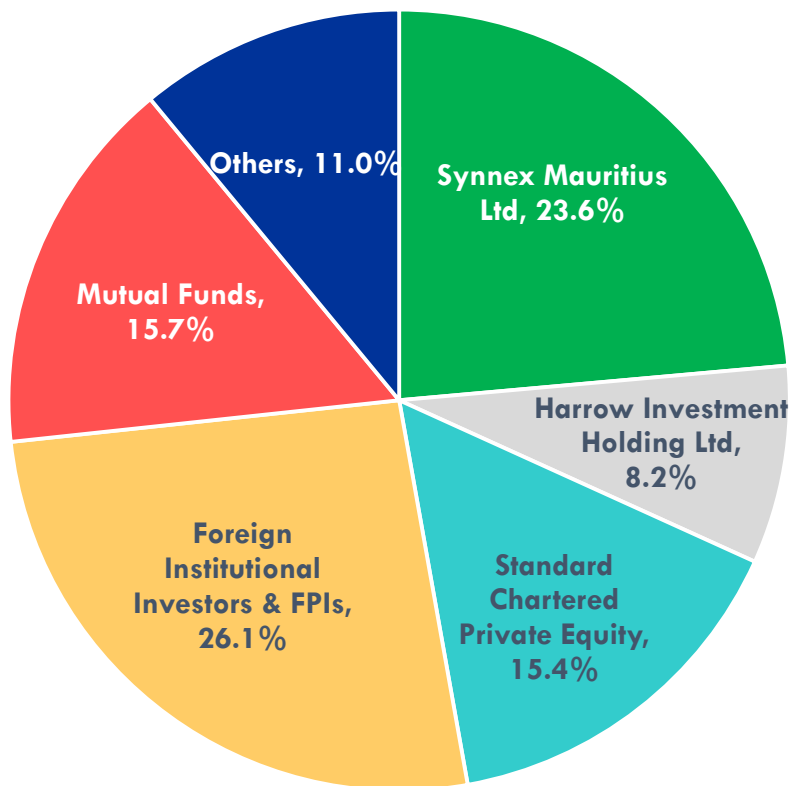
DIVIDEND DISTRIBUTION

Dividend Policy : 20% pay-out on profits earned



— Dividend % on Face Value of shares

SHAREHOLDING PATTERN (As at Dec 31, 2016)



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



R Srinivasan
Vice Chairman



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
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



Sriram Ganeshan
Chief Financial
Officer, ME & A



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



Okay Nasir,
Chief Executive
Officer, Arena,
Turkey



Serkan Celik,
Chief Financial
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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