

31st July 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 July 2018 on the Investor/ Analyst call scheduled today.

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.

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

Q1FY19 Earnings Presentation

June 2018


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.





Q1FY19 Highlights

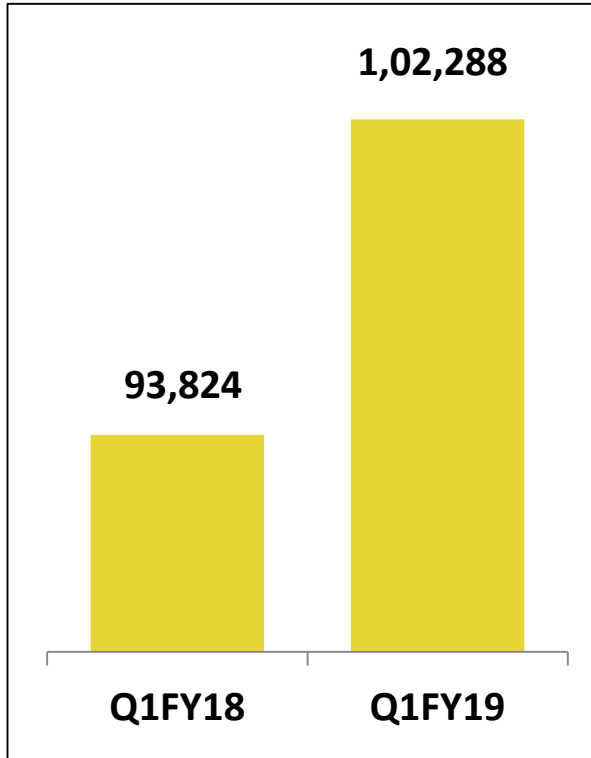


Q1FY19- Consolidated Financials

₹ in million

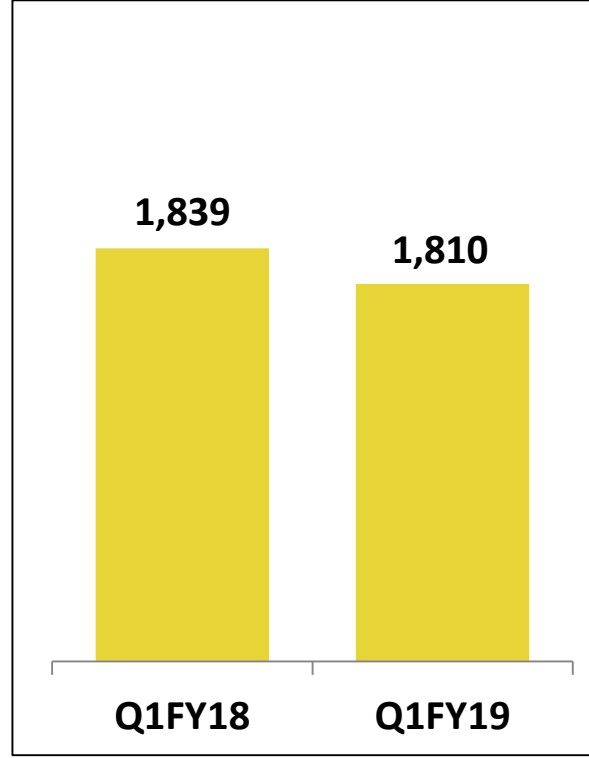
REVENUE

9%



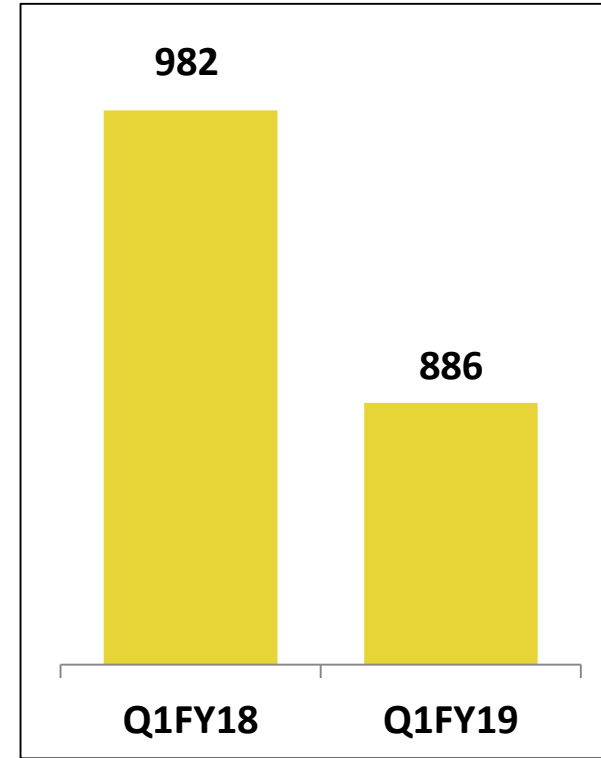
EBIDTA

2%



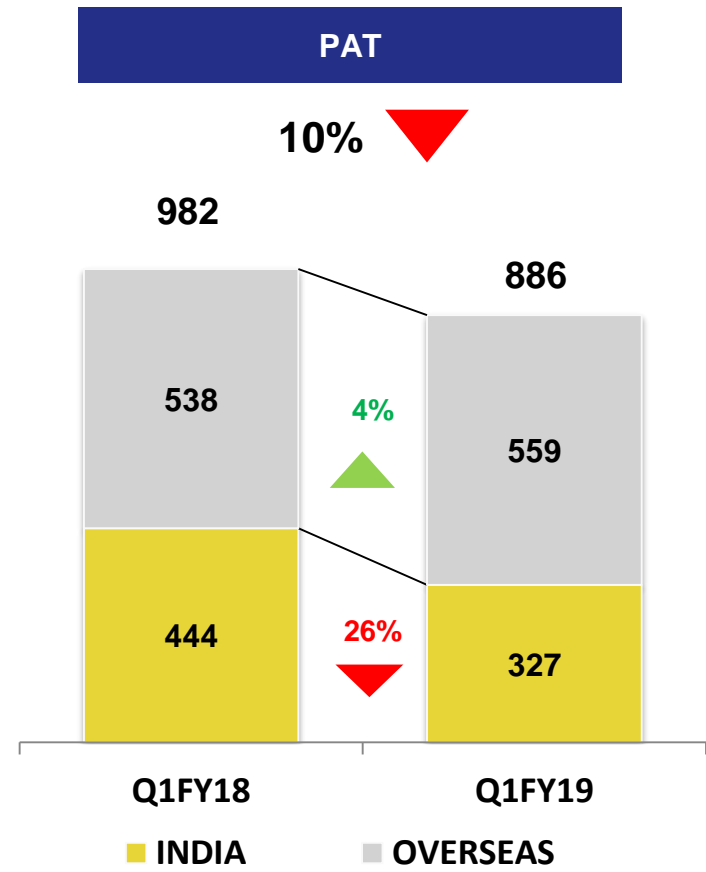
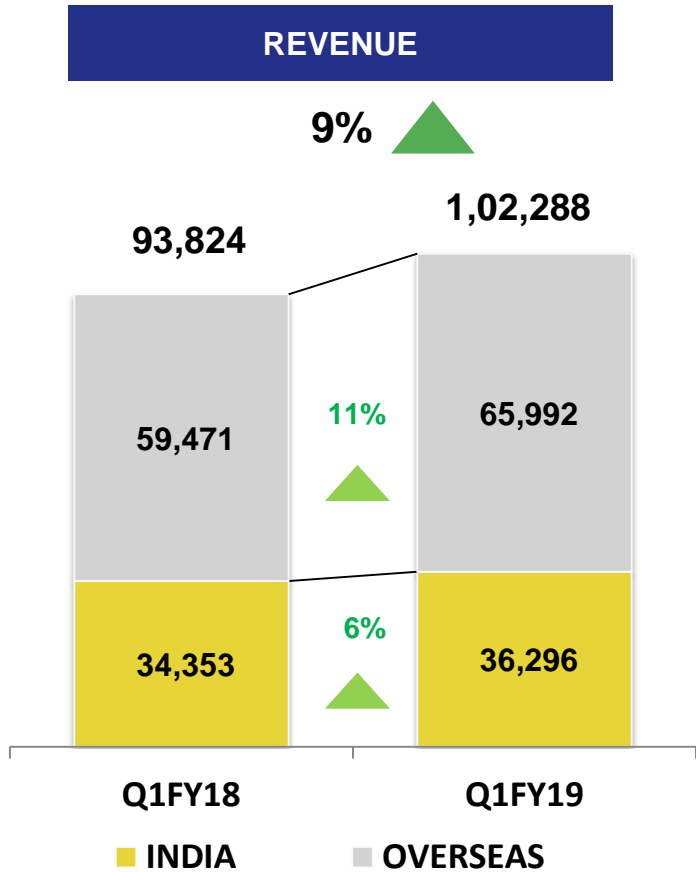
PAT

10%



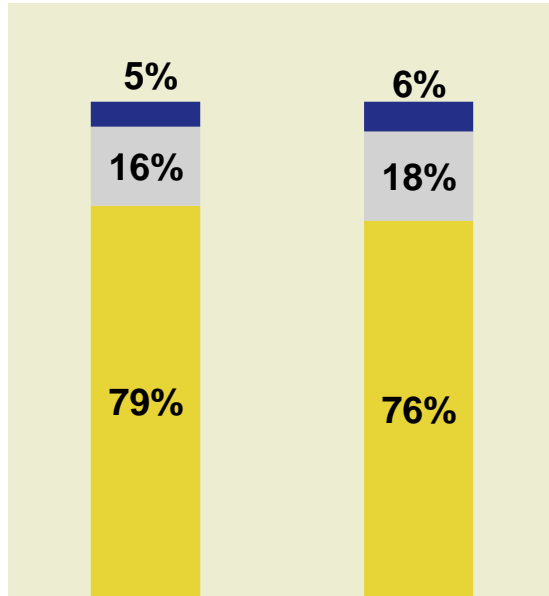
Q1FY19 Performance by Market

₹ in million



Q1FY19 Performance by Vertical

INDIA

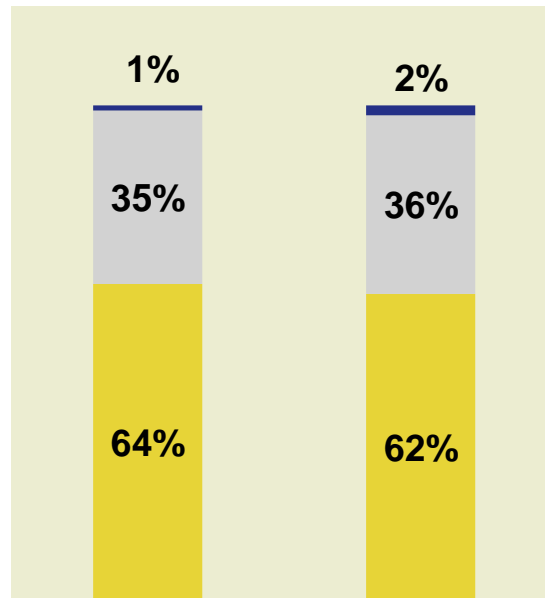


Q1FY18

Q1FY19

■ IT ■ Mobility ■ Services

OVERSEAS

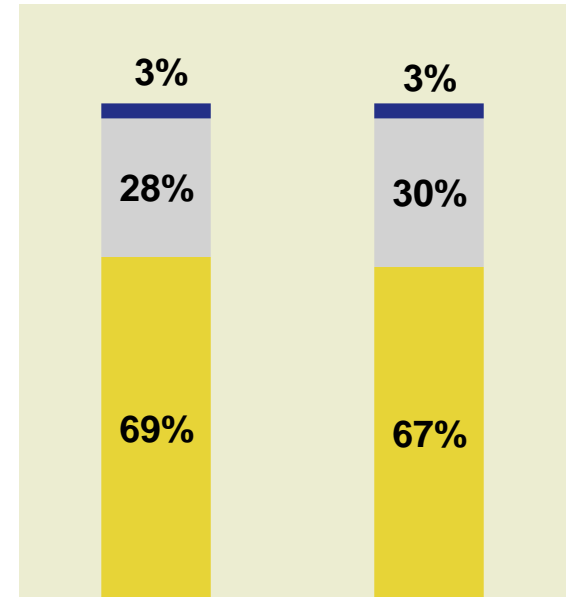


Q1FY18

Q1FY19

■ IT ■ Mobility ■ Services

CONSOLIDATED



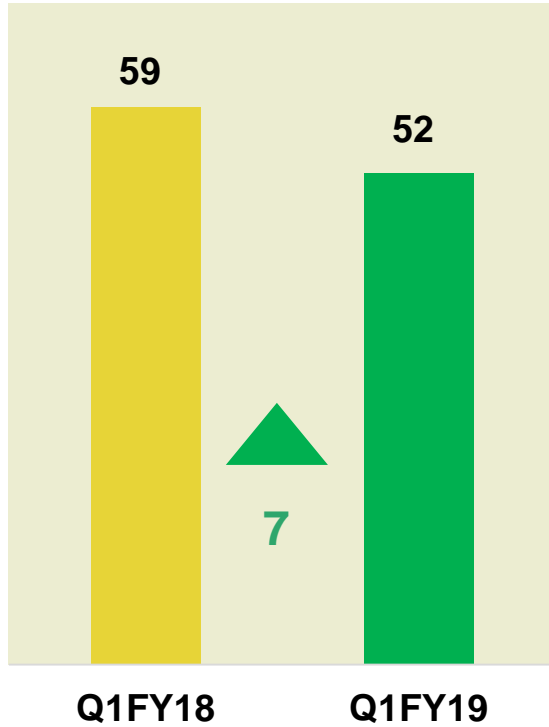
Q1FY18

Q1FY19

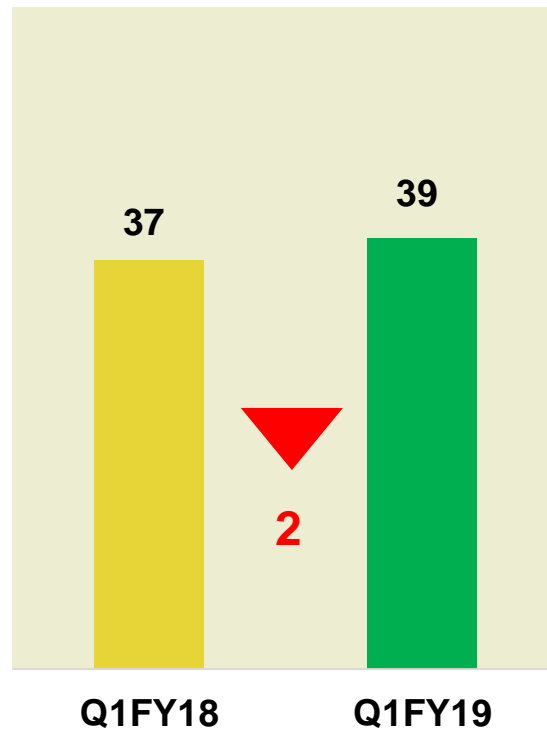
■ IT ■ Mobility ■ Services

Q1FY19 – Working Capital Days

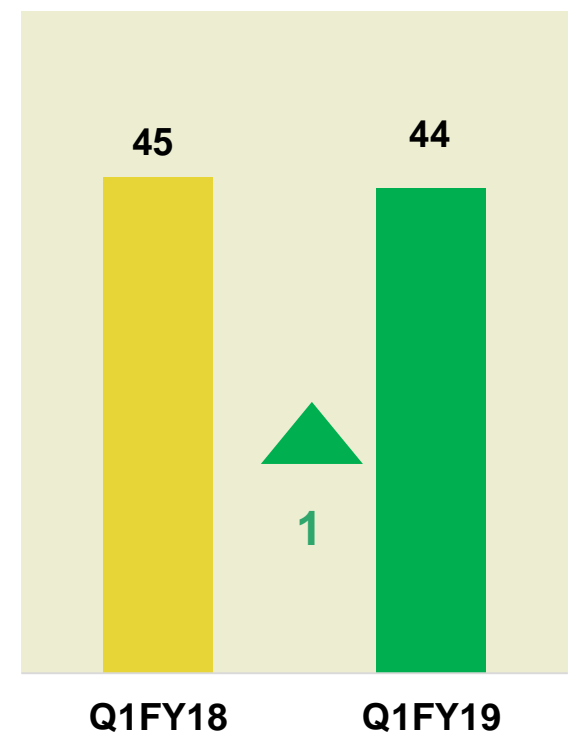
INDIA



OVERSEAS



CONSOLIDATED



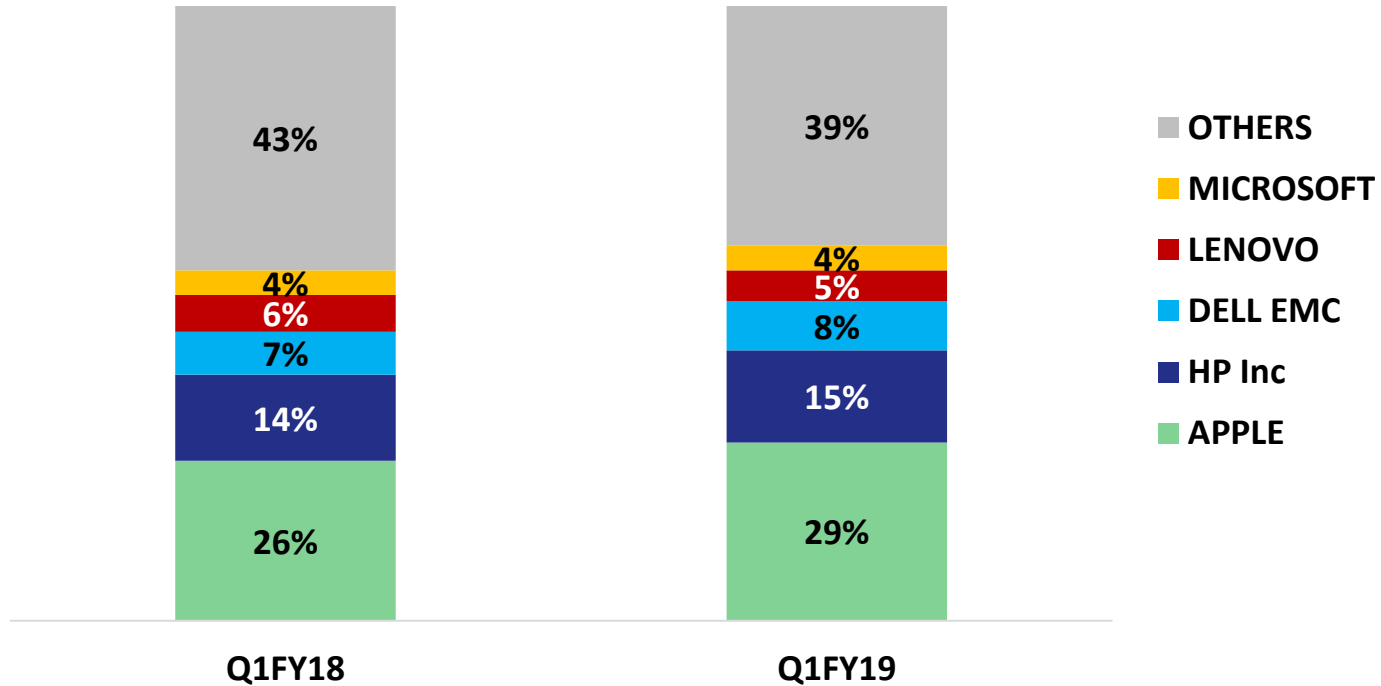
Free Cash Flow Statement

₹ in million

Particulars	Q1 FY19	Q1 FY18
Profit Before Taxation	1,218	1,285
Non-cash items	672	436
Change in Working Capital	150	(1,608)
Direct Tax Paid	(616)	(130)
Outflow of Finance Cost	396	343
Net Cash Flow from Operations	1,820	326
Capex	(211)	(105)
Dividend	(0)	(31)
Outflow of Finance Cost	(438)	(342)
Free Cashflow	1,171	(152)

Q1FY19 – Top 5 Vendors Consolidated

REVENUE

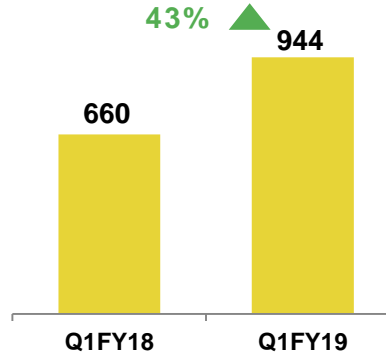


Q1FY19 Performance – ProConnect

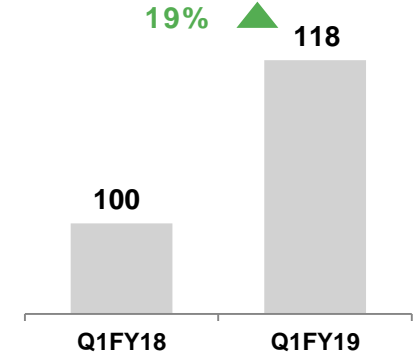
- Revenue growth over Q1FY18 is 43%
- EBITDA growth over Q1FY18 is 19%

₹ in million

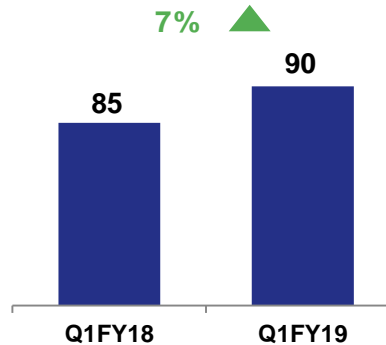
REVENUE



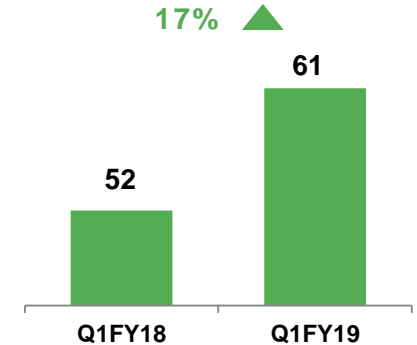
EBITDA



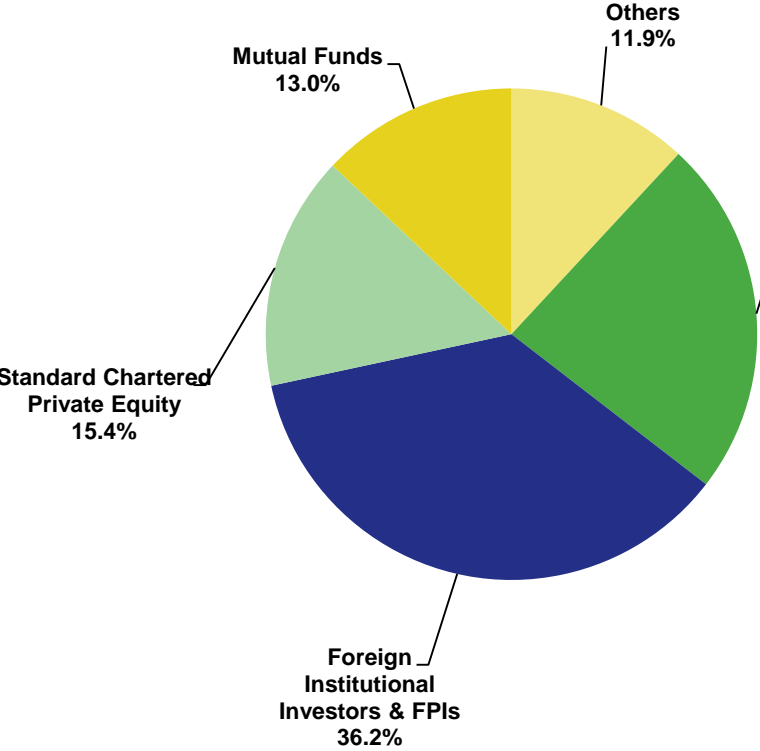
PBT



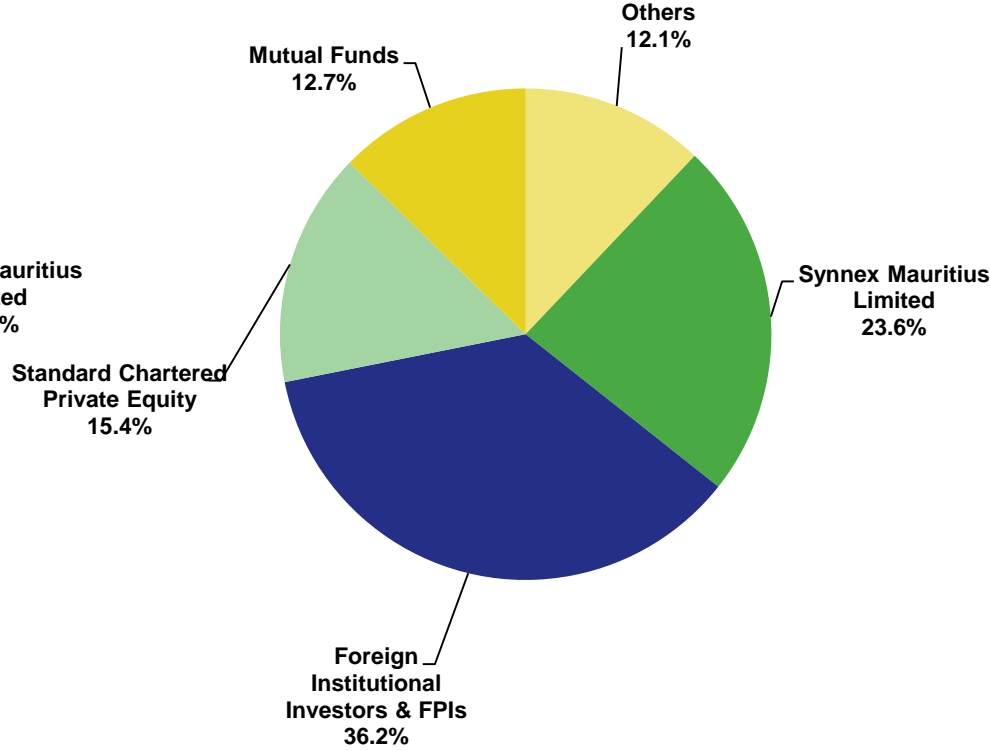
PAT



Shareholding Pattern



31-Mar-2018



30-Jun-2018



Investor Contacts

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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/RedingtoncorporatepresentationJun2018.pdf>

CIN - L52599TN1961PLC028758



Corporate Overview

June, 2018

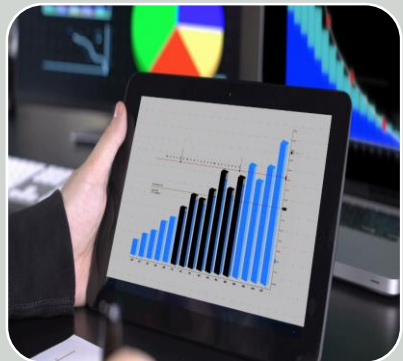
About Us

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 **220+** brands

\$6.6bn+ revenue company
Double digit 10 year CAGR Growth
(Revenue, EBITDA, PAT)

*March closing rate of Rs.65.17 assumed

OUR JOURNEY

From 'Brand behind brands' to 'Seamless partnerships'

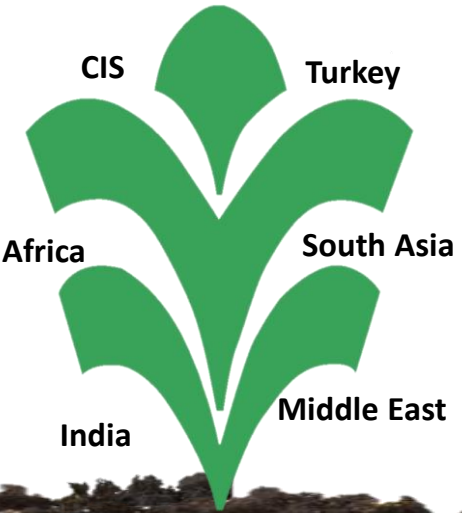
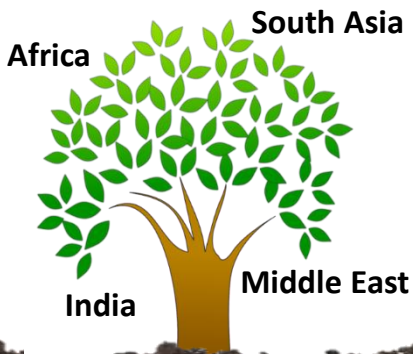


Multi product,
Multi brand,
Multi country
distributor

Emerging markets
regional Supply
Chain Solution
Provider

End-to-End
Services
Organization

Single product,
Single brand,
Single country
distributor

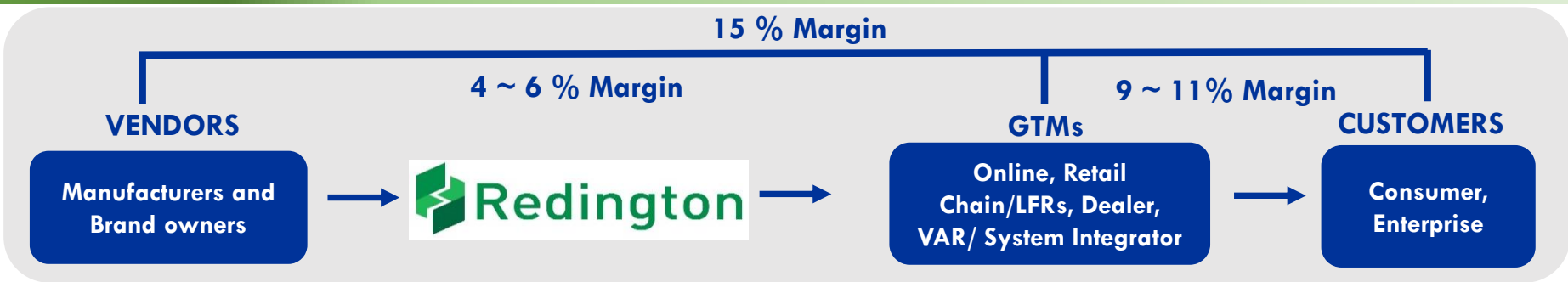


1993

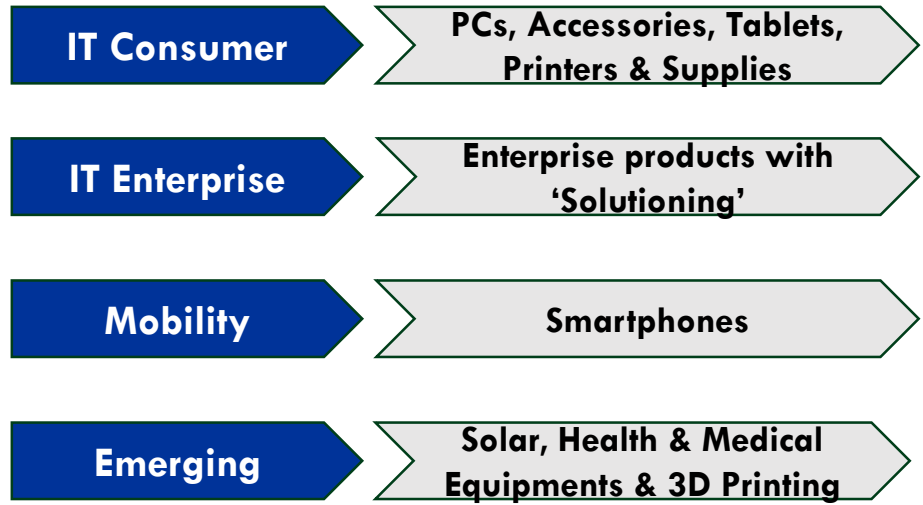
1994 - 2007

2008 - Present

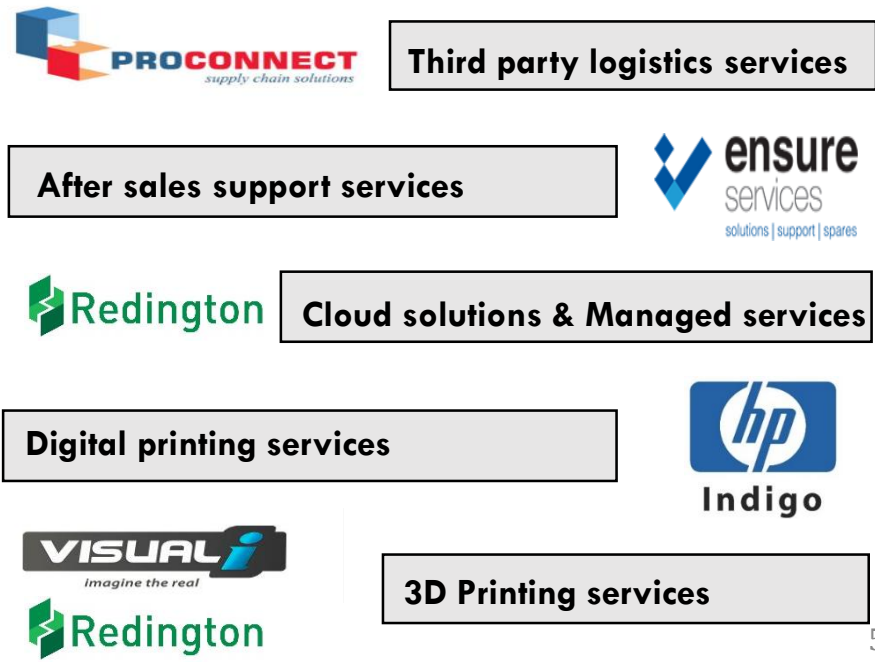
END-TO-END SUPPLY CHAIN SOLUTION PROVIDER



DISTRIBUTION



SERVICES



EXPANSIVE NETWORK

Active Channel Partners*
40,650+
Sales Offices
80+
Warehouses
210+
Service Centres
55+
Partner Service Centres
230+
Subsidiaries
59



**Transacted partners in the last 3 years*

STRONG PARTNERSHIPS



OVERSEAS SNAPSHOT

Presence in **22** countries, partnering with more than **155+** brands



DISTRIBUTION



Redington
arena
TÜRKİYE'NİN TEKNOLOJİ SAĞLAYICISI
LINK PLUS

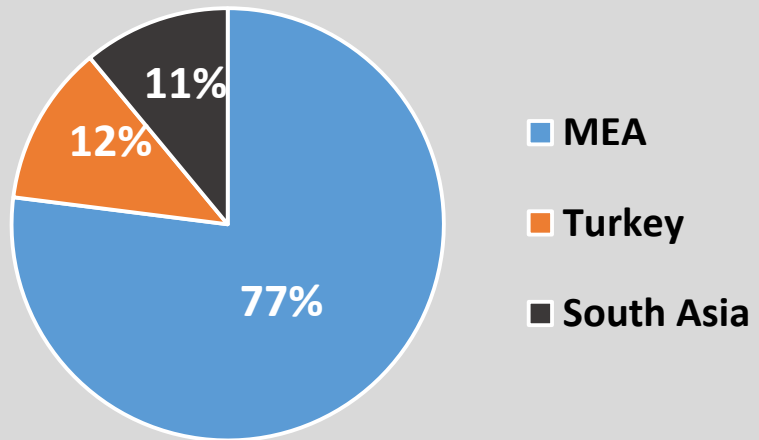


SERVICES



PROCONNECT
supply chain solutions
ensure
services

REVENUE CONTRIBUTION FROM MARKETS



FY18 figures

RECOGNITIONS



“Redington MEA No.1”
14 consecutive years



Great Place To Work

“Redington MEA ranked 23rd”

About Us

Subsidiaries

Performance

Board and Management

PROCONNECT INDIA - SNAPSHOT

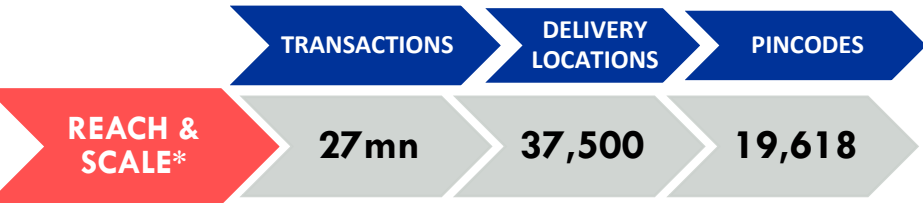


Wholly owned subsidiary of Redington, incorporated in **2012**

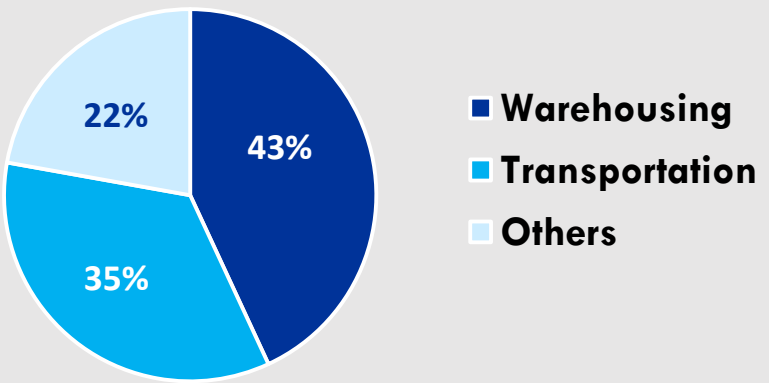
Integrated third party logistics partner to **150+** customers



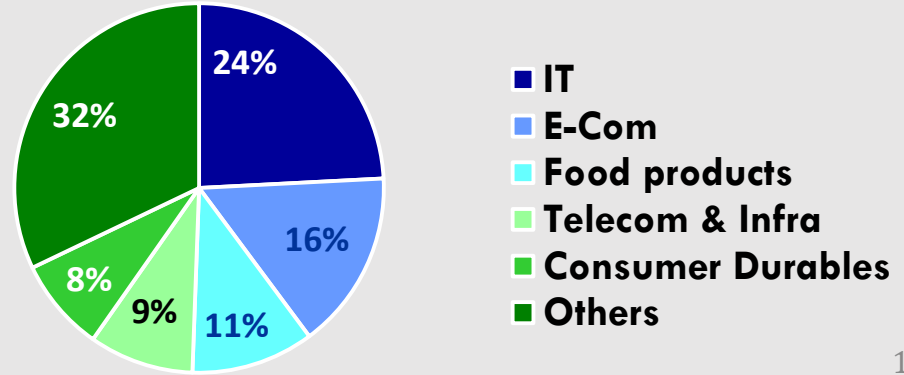
- **167** Warehouses (Leased)
- **2** ADCs – Chennai & Kolkata
- **5.9 mn sq ft** warehousing space



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%



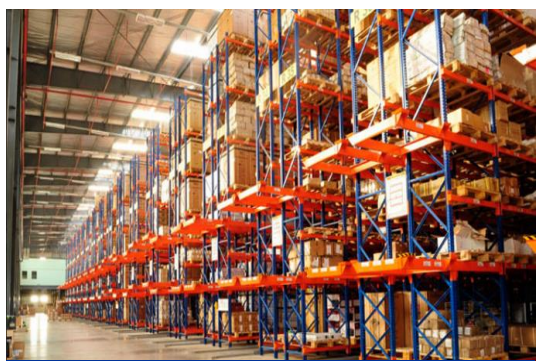
Kolkata

- 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



MATERIAL HANDLING EQUIPMENTS

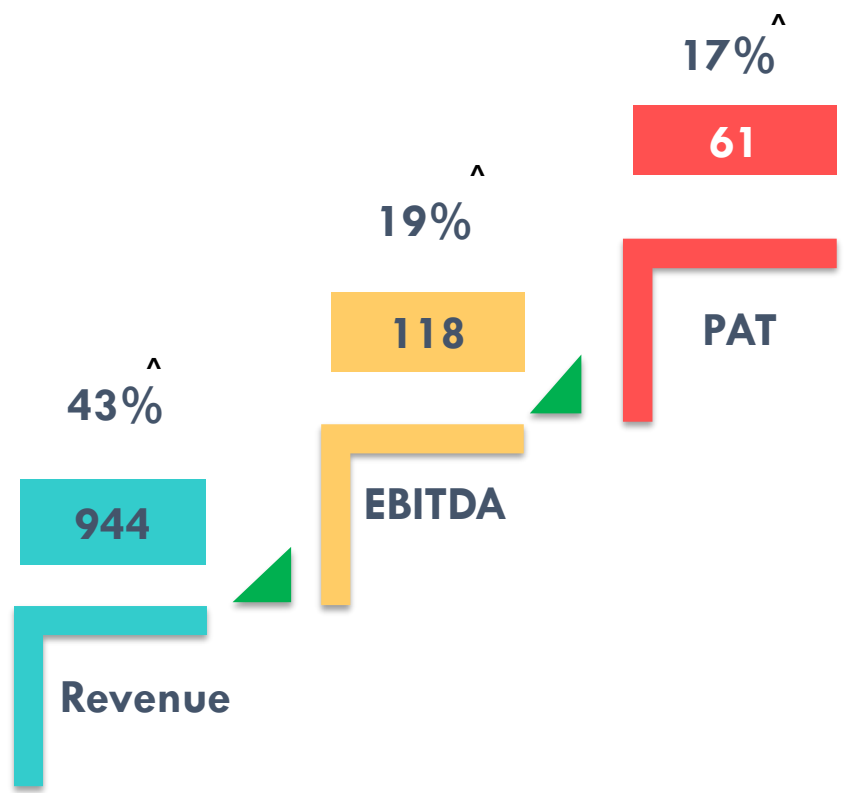


VALUE ADDED SERVICES

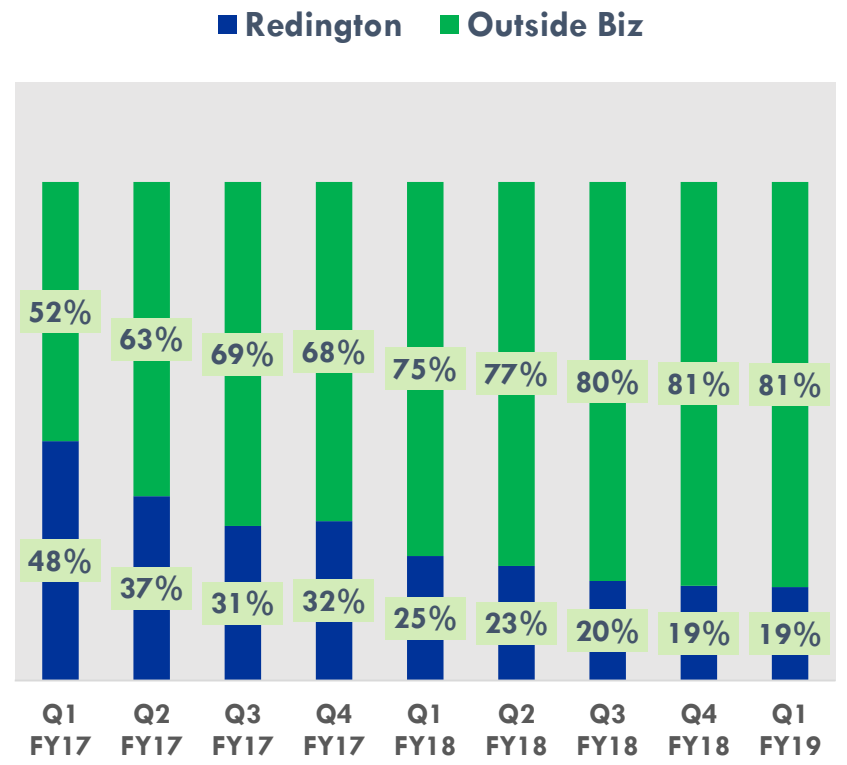
* Long Lease

₹ in million

Q1FY19 Performance



Revenue Mix



[^] growth over previous year

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

35+ Owned Service centres across India
200+ Partner Service centres across India

FINANCIALS*



*FY18 figures

CLIENTS



Illustrative list

About Us

Subsidiaries

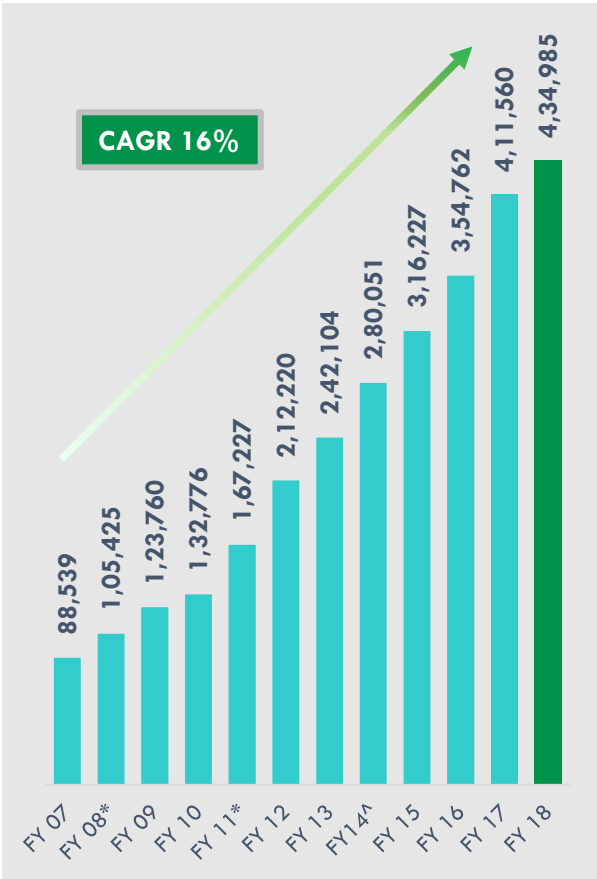
Performance

Board and Management

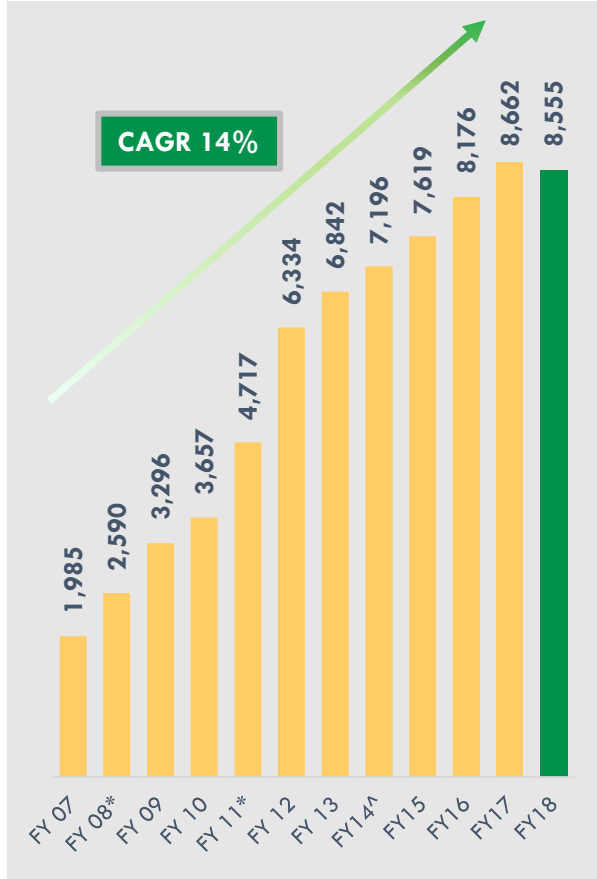
FINANCIAL PERFORMANCE

₹ in million

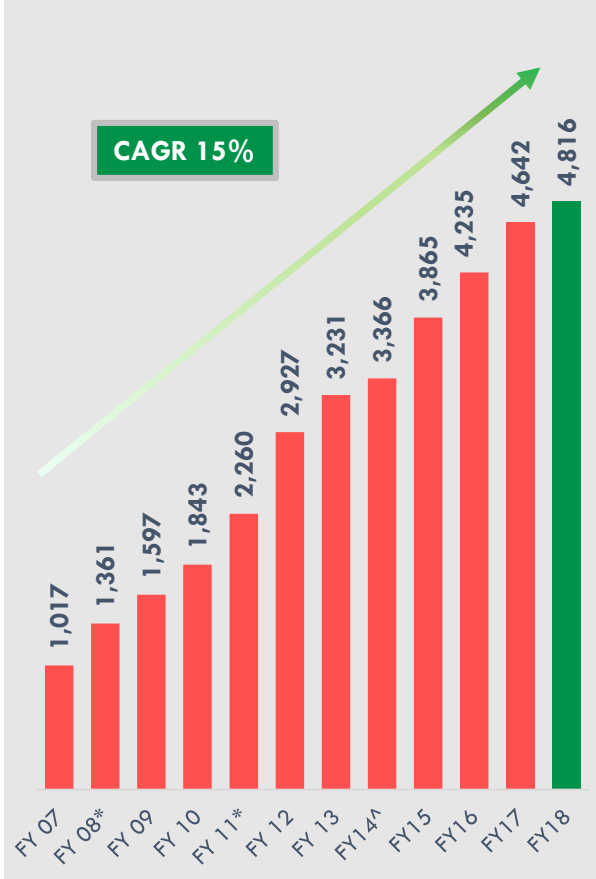
REVENUE



EBITDA



PAT

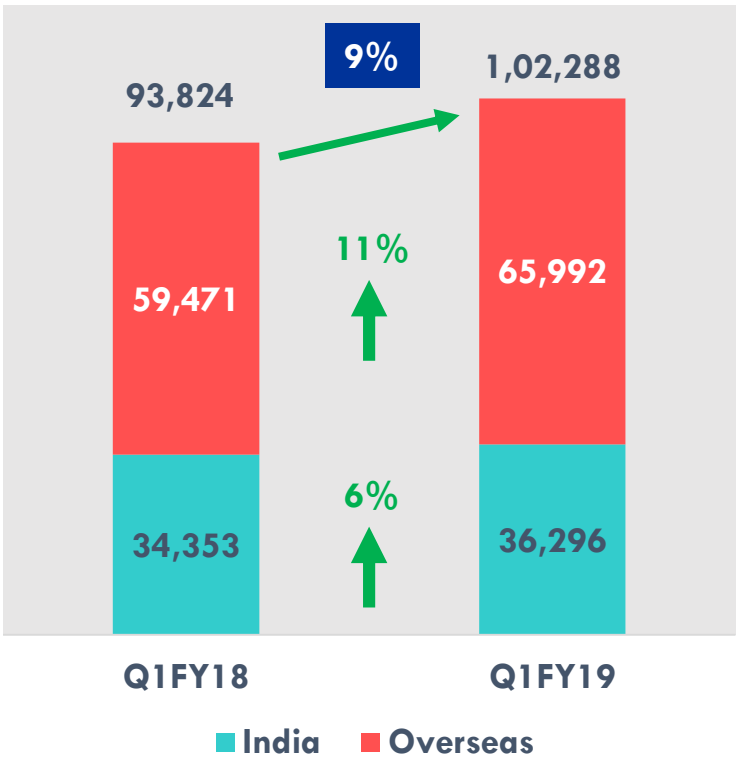


*Post acquisition of Easyaccess Financial Services in FY 08 and Arena in FY 11. ^ Post sale of Easyaccess Financial Services . CAGR computed for full year

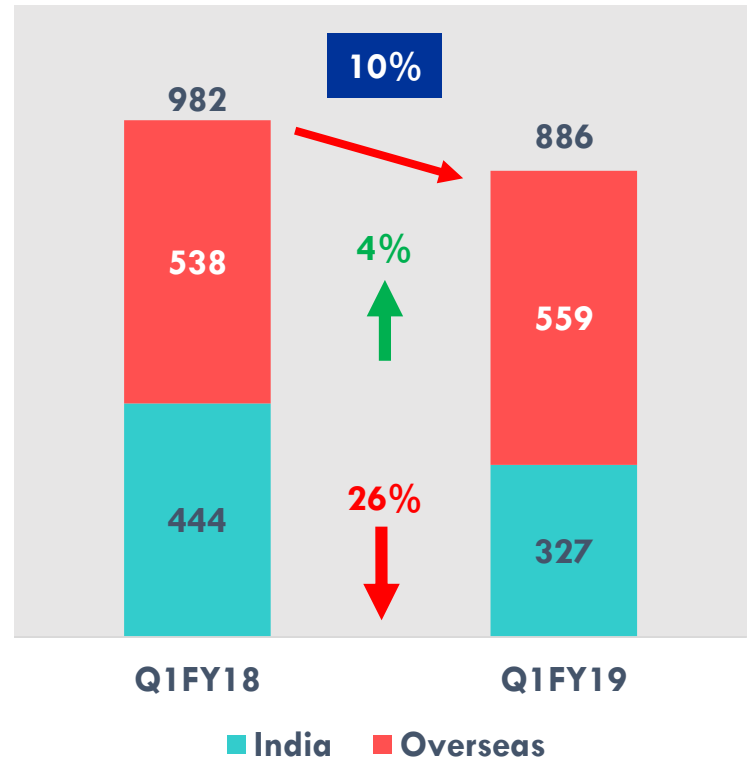
PERFORMANCE BY MARKET

₹ in million

REVENUE

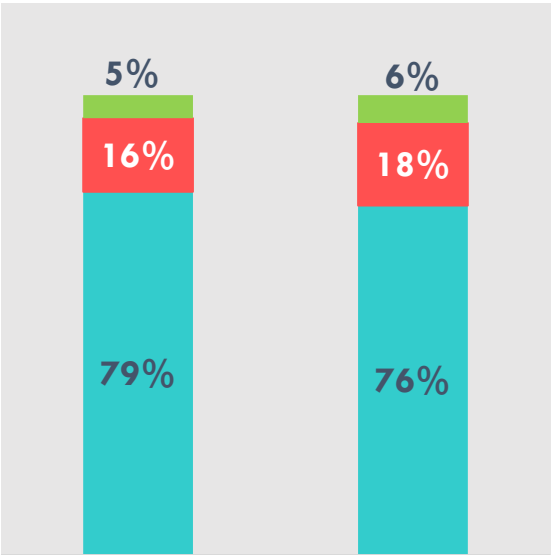


PAT



REVENUE BY VERTICAL

INDIA

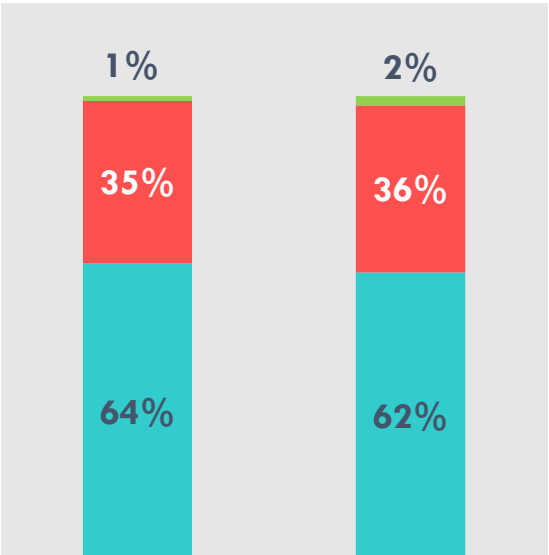


Q1FY18

Q1FY19

■ IT ■ Mobility ■ Services

OVERSEAS

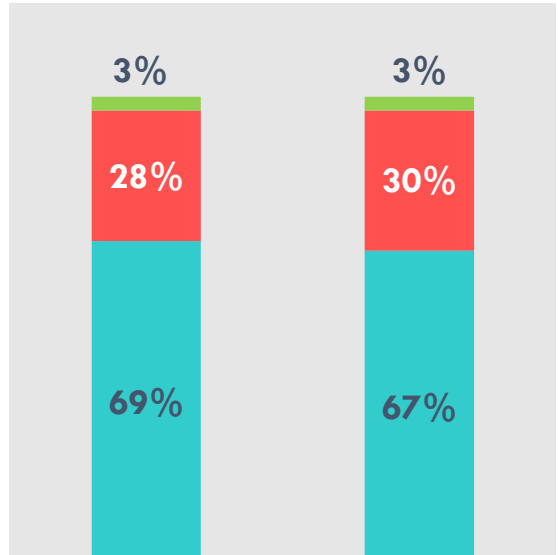


Q1FY18

Q1FY19

■ IT ■ Mobility ■ Services

CONSOLIDATED



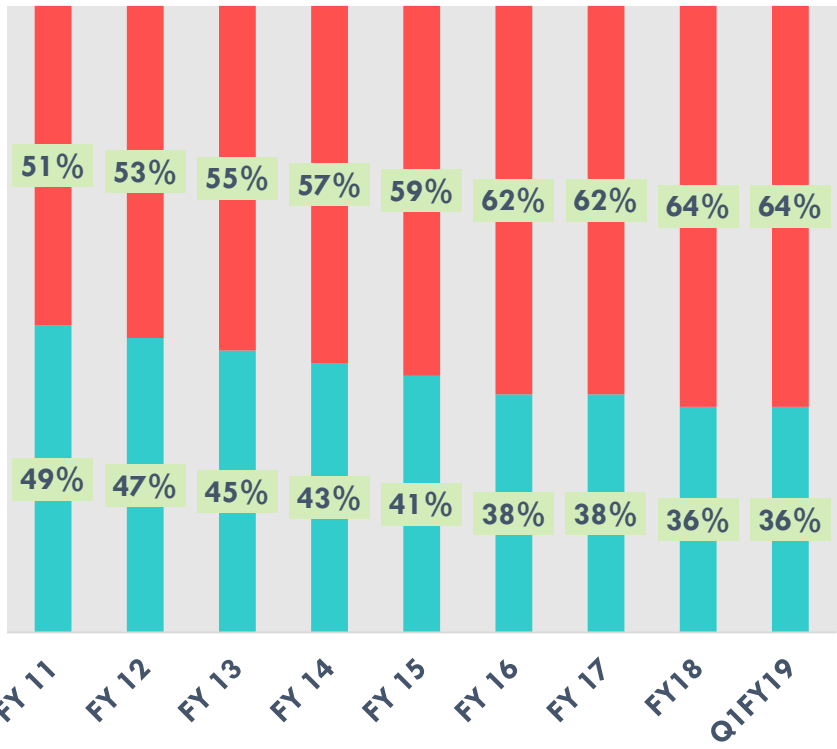
Q1FY18

Q1FY19

■ IT ■ Mobility ■ Services

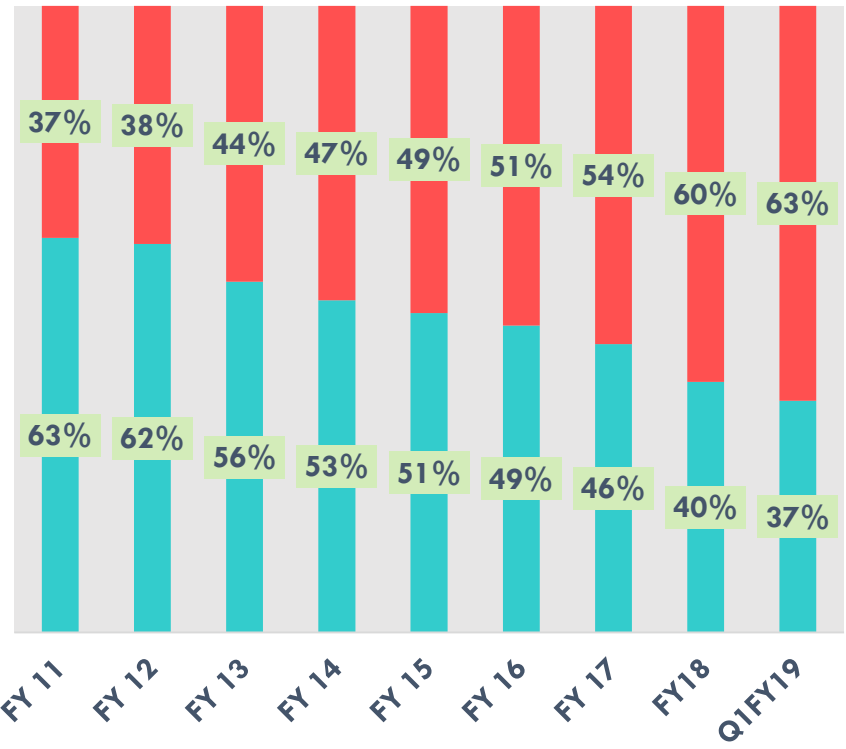
GEOGRAPHICAL CONTRIBUTION

REVENUE



■ India ■ Overseas

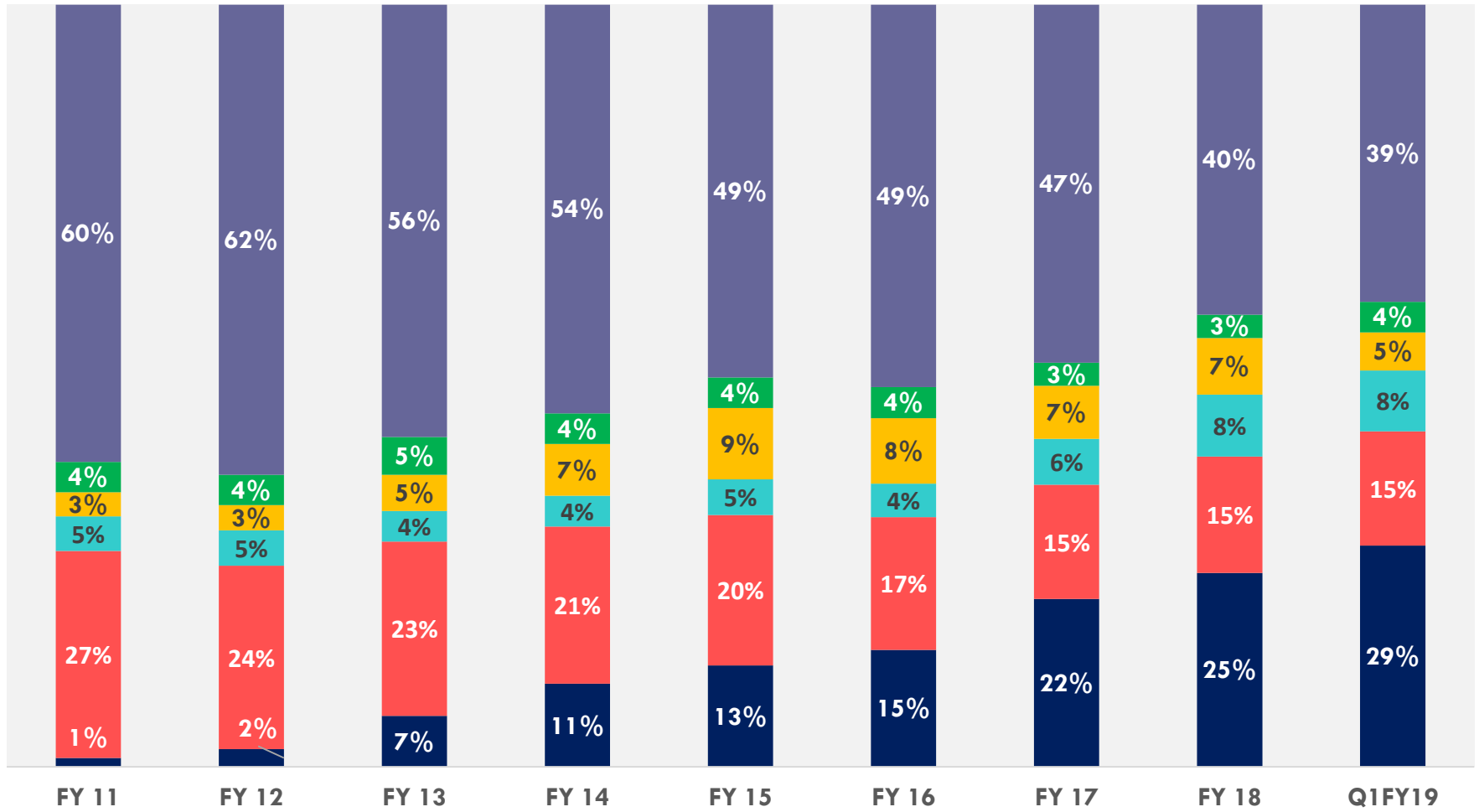
PAT



■ India ■ Overseas

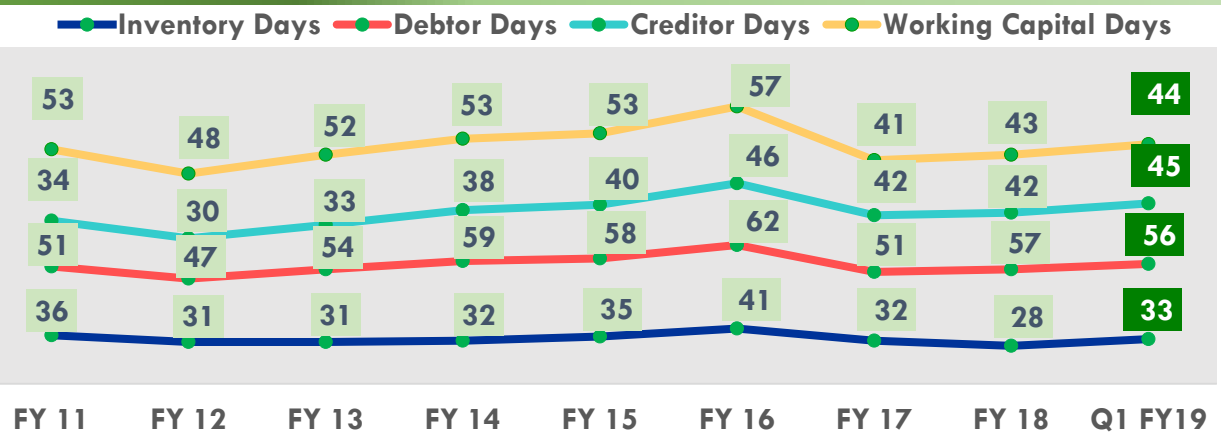
TOP FIVE VENDORS

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



Note: Effect of Dell EMC merger is shown partly in FY17 figures and fully in FY18 figures

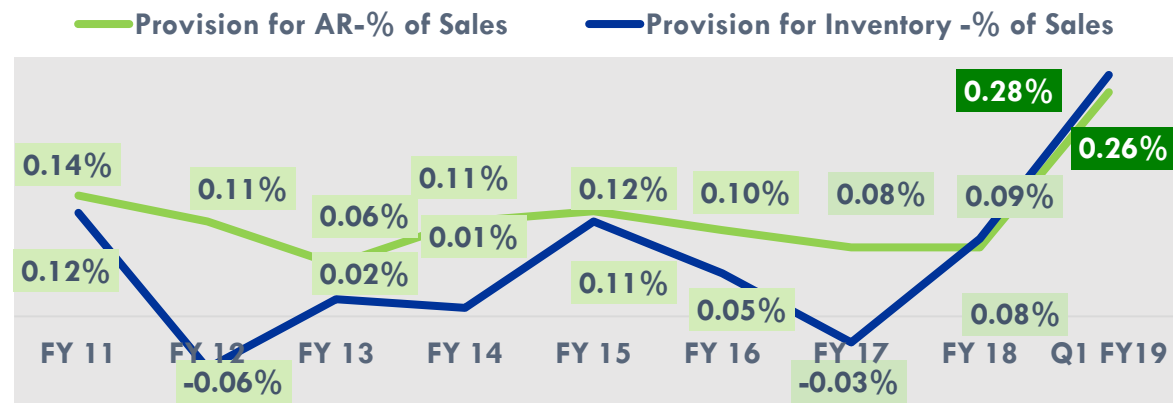
KEY OPERATING METRICS



Working Capital Days at sustainable levels

Particulars (Rs in million)	Q1FY19	Q1FY18
Net Cash Flow from Operations	1,820	326
Free Cashflow	1,171	(152)

Generated positive free cash flow



Ensuring Risk adjusted Returns

CONSOLIDATED FINANCIALS

₹ in million

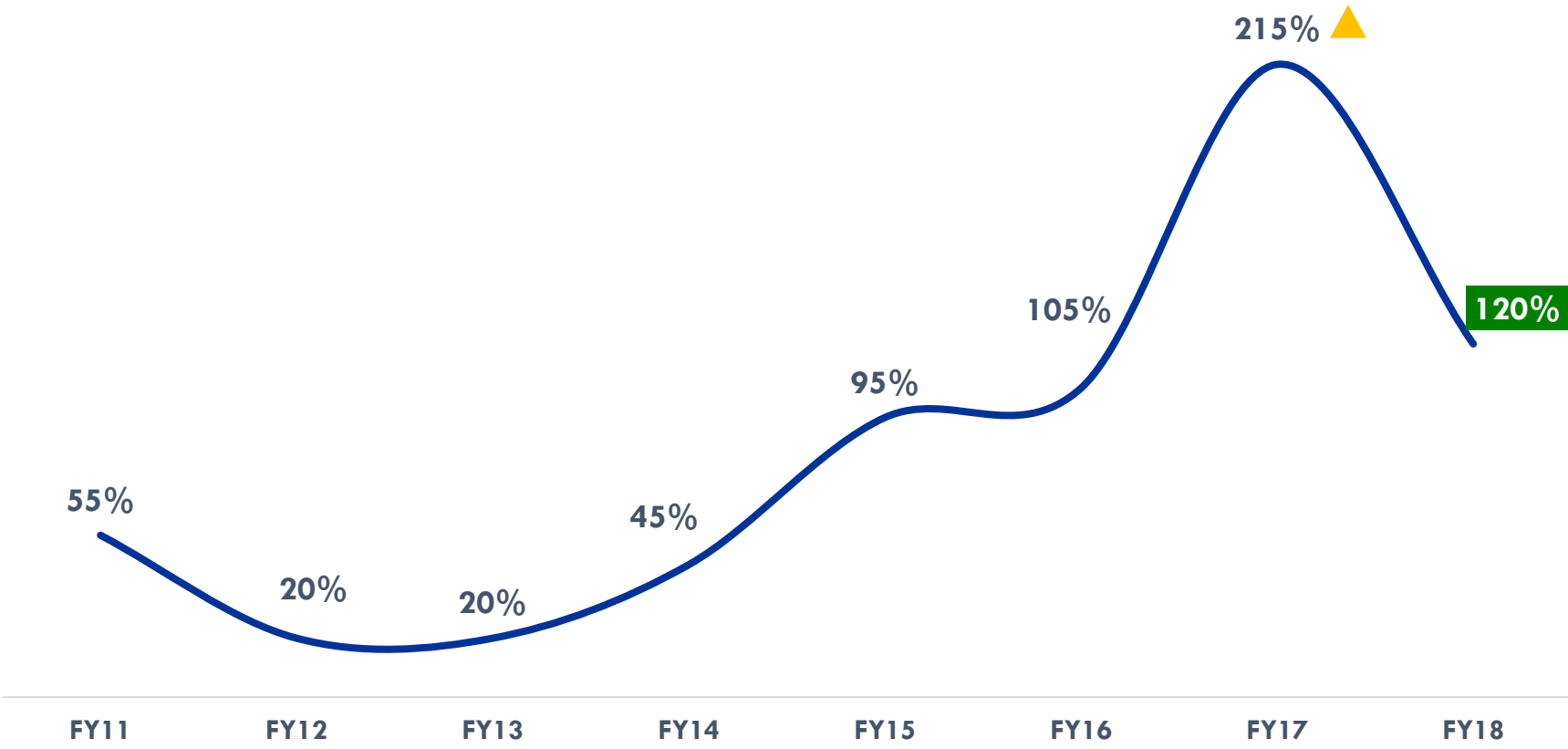
Particulars	Q1FY19	FY18	FY17	FY16	FY15	FY14 [^]	FY 13	FY 12	FY 11*
Total Revenue	1,02,288	4,34,985	4,11,560	3,54,762	3,16,227	2,80,051	2,42,104	2,12,220	1,67,227
EBITDA	1,810	8,555	8,662	8,176	7,619	7,196	6,842	6,334	4,717
PAT	886	4,816	4,642	4,235	3,865	3,367	3,231	2,927	2,260
Networth	37,378	35,306	31,479	29,494	23,742	20,213	16,407	13,225	12,553
Capital Employed	59,203	53,472	50,252	56,659	44,468	39,938	39,471	34,776	31,863
EBITDA Margins	1.8%	2.0%	2.1%	2.3%	2.4%	2.6%	2.8%	3.0%	2.8%
PAT Margins	0.9%	1.1%	1.1%	1.2%	1.2%	1.2%	1.3%	1.4%	1.4%
ROCE	11.9%	15.5%	15.2%	14.9%	17.2%	17.2%	17.7%	18.4%	16.0%
ROE	9.8%	14.5%	15.3%	15.6%	18.2%	19.1%	22.8%	23.9%	20.0%
EPS (₹)[^]	2.2	12.0	11.6	10.6	9.7	8.4	8.1	7.4	5.7
Book Value per share (₹)	92.8	87.7	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

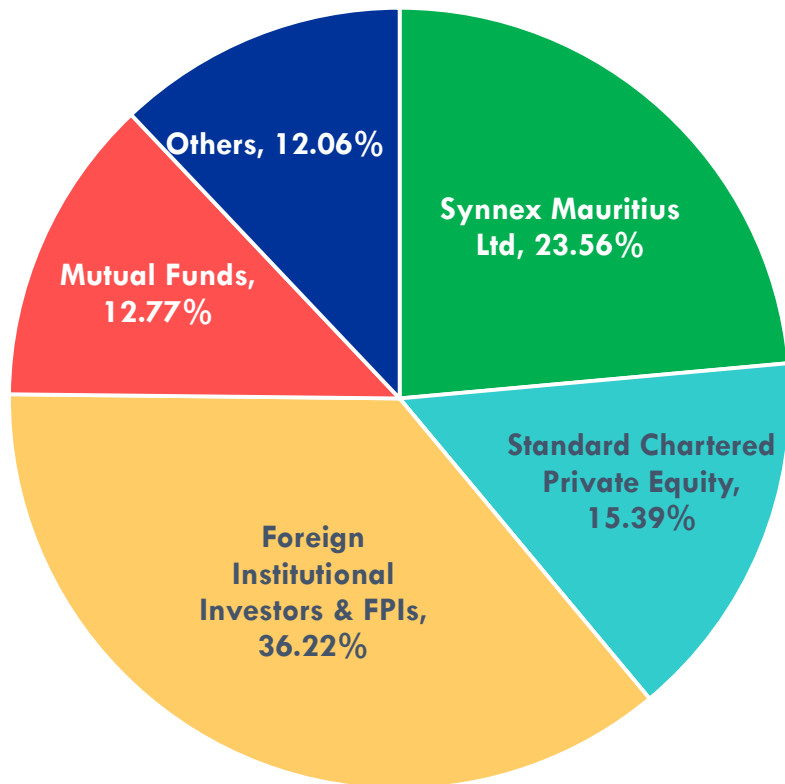
Dividend Payout : 20% on profits earned



— Dividend % on Face Value of shares

▲ Final dividend plus Special Interim Dividend declared

SHAREHOLDING PATTERN (As at Jun 30, 2018)



Other prominent shareholders



Fidelity Management & Research



HDFC Mutual Fund



ICICI Prudential Life Insurance



Franklin Templeton



NORGES BANK Norges Bank



Fidelity International



Dimensional Fund Advisors



Morgan Stanley



Vanguard Vanguard Mutual Fund

Note: Harrow Investment Holding Ltd. have divested their entire stake in the month of July'17

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



B Ramaratnam
Professional Director



Raj Shankar
Managing Director



E H Kasturi Rangan
Whole time Director

Executive Directors

Non-Executive Directors



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



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



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

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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>

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Manager – Investor Relations

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CIN - L52599TN1961PLC028758