

Redington (India) Limited  
Registered office: SPL Guindy House, 95, Mount Road, Guindy, Chennai-600032.  
Website: www.redingtonindia.com

Unaudited Consolidated Financial Results for the quarter and nine months ended December 31, 2011

Rs. In lakhs

Particulars	Consolidated					Previous Accounting Year ended 31/03/2011 (Audited)
	3 months Ended		9 months ended			
	December 31, 2011	September 30, 2011	December 31, 2010	December 31, 2011	December 31, 2010	
Net Sales / Income from Operations	572,970	543,398	459,415	1,636,268	1,200,892	1,745,854
Other Operating Income	818	173	162	1,326	395	920
<b>Total Income</b>	<b>573,788</b>	<b>543,571</b>	<b>459,577</b>	<b>1,637,594</b>	<b>1,201,287</b>	<b>1,746,774</b>
<b>Expenditure</b>						
a. (Increase) / Decrease in stock	16,483	(7,581)	(14,903)	(19,470)	(37,014)	(60,043)
b. Purchases	525,193	521,082	450,858	1,566,611	1,174,345	1,712,147
c. Employee costs	7,081	6,976	5,366	20,499	14,955	20,657
d. Depreciation	771	807	701	2,286	1,833	2,456
e. Other expenditure	9,628	9,394	6,943	27,034	18,952	27,882
<b>Total</b>	<b>559,156</b>	<b>530,678</b>	<b>448,965</b>	<b>1,596,960</b>	<b>1,173,071</b>	<b>1,703,099</b>
<b>Profit from Operations before Other Income, Interest and Tax</b>	<b>14,632</b>	<b>12,893</b>	<b>10,612</b>	<b>40,634</b>	<b>28,216</b>	<b>43,675</b>
Other Income	95	156	188	319	684	1,034
<b>Profit before Interest and Tax</b>	<b>14,727</b>	<b>13,049</b>	<b>10,800</b>	<b>40,953</b>	<b>28,900</b>	<b>44,709</b>
Interest	3,778	3,555	2,559	10,662	6,142	9,609
<b>Profit before Tax</b>	<b>10,949</b>	<b>9,494</b>	<b>8,241</b>	<b>30,291</b>	<b>22,758</b>	<b>35,100</b>
Tax Expense	2,562	2,666	2,043	7,784	5,427	8,623
<b>Profit after Tax and before Minority Interest</b>	<b>8,387</b>	<b>6,828</b>	<b>6,198</b>	<b>22,507</b>	<b>17,331</b>	<b>26,477</b>
<b>Less:</b>						
Share of loss of Associate Company	2	1	-	5	-	-
Minority / Non-controlling interest	1,604	700	925	3,435	2,351	3,877
<b>Profit after Tax for the period / year</b>	<b>6,781</b>	<b>6,127</b>	<b>5,273</b>	<b>19,067</b>	<b>14,980</b>	<b>22,600</b>
Paid up equity share capital (Face Value - ₹2/- per share)	7,969	7,965	7,920	7,969	7,920	7,927
Reserves as per Balance Sheet						111,033
Earnings per share - Basic (EPS) (Face Value - ₹2/- per share) (not annualized)	1.70	1.54	1.33	4.79	3.79	5.72
Earnings per share - Diluted (EPS) (Face Value - ₹2/- per share) (not annualized)	1.70	1.53	1.32	4.78	3.76	5.68
Public Shareholding						
- Number of shares	314,415,718	314,214,743	281,483,460	314,415,718	281,483,460	281,822,080
- Percentage of shareholding	79	79	71	79	71	71
Promoters and Promoter Group Shareholding						
a) Pledged / Encumbered	NIL	NIL	NIL	NIL	NIL	NIL
b) Non Encumbered						
- Number of shares	84,027,302	84,027,302	114,507,975	84,027,302	114,507,975	114,507,975
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100	100	100	100	100	100
- Percentage of shares (as a % of the total share capital of the company)	21	21	29	21	29	29

**Unaudited Standalone Financial Results for the quarter and nine months ended December 31, 2011**
**Rs. In lakhs**

Particulars	Standalone					Accounting Year ended 31/03/2011 (Audited)
	3 months Ended		9 months ended			
	December 31, 2011	September 30, 2011	December 31, 2010	December 31, 2011	December 31, 2010	
Net Sales / Income from Operations	248,717	273,746	214,944	764,330	593,661	831,601
Other Operating Income	511	244	101	897	340	672
<b>Total Income</b>	<b>249,228</b>	<b>273,990</b>	<b>215,045</b>	<b>765,227</b>	<b>594,001</b>	<b>832,273</b>
<b>Expenditure</b>						
a. (Increase) / Decrease in stock	16,837	(1,290)	8,491	(4,089)	(7,219)	(15,653)
b. Purchases	219,037	261,462	195,062	728,990	569,468	802,057
c. Employee costs	2,339	2,438	1,981	7,270	6,438	8,310
d. Depreciation	267	310	394	793	1,133	1,347
e. Other expenditure	4,387	4,301	3,557	12,581	9,250	13,200
<b>Total</b>	<b>242,867</b>	<b>267,221</b>	<b>209,485</b>	<b>745,545</b>	<b>579,070</b>	<b>809,261</b>
<b>Profit from Operations before Other Income, Interest and Tax</b>	<b>6,361</b>	<b>6,769</b>	<b>5,560</b>	<b>19,682</b>	<b>14,931</b>	<b>23,012</b>
Other Income	284	344	6	1,327	629	633
<b>Profit before Interest and Tax</b>	<b>6,645</b>	<b>7,113</b>	<b>5,566</b>	<b>21,009</b>	<b>15,560</b>	<b>23,645</b>
Interest	1,679	2,063	1,169	5,387	2,927	4,305
<b>Profit before Tax</b>	<b>4,966</b>	<b>5,050</b>	<b>4,397</b>	<b>15,622</b>	<b>12,633</b>	<b>19,340</b>
Tax Expense	1,626	1,664	1,448	4,998	4,162	6,496
<b>Profit after Tax and before Minority Interest</b>	<b>3,340</b>	<b>3,386</b>	<b>2,949</b>	<b>10,624</b>	<b>8,471</b>	<b>12,844</b>
<b>Less:</b>						
Share of loss of Associate Company	-	-	-	-	-	-
Minority / Non-controlling interest	-	-	-	-	-	-
<b>Profit after Tax for the period / year</b>	<b>3,340</b>	<b>3,386</b>	<b>2,949</b>	<b>10,624</b>	<b>8,471</b>	<b>12,844</b>
Paid up equity share capital (Face Value - ₹2/- per share)	7,969	7,965	7,920	7,969	7,920	7,927
Reserves as per Balance Sheet						68,480
Earnings per share - Basic (EPS) (Face Value - ₹2/- per share) (not annualized)	0.84	0.85	0.75	2.67	2.14	3.25
Earnings per share - Diluted (EPS) (Face Value - ₹2/- per share) (not annualized)	0.84	0.85	0.74	2.66	2.13	3.23
Public Shareholding						
- Number of shares	314,415,718	314,214,743	281,483,460	314,415,718	281,483,460	281,822,080
- Percentage of shareholding	79	79	71	79	71	71
Promoters and Promoter Group Shareholding						
a) Pledged / Encumbered	NIL	NIL	NIL	NIL	NIL	NIL
b) Non Encumbered						
- Number of shares	84,027,302	84,027,302	114,507,975	84,027,302	114,507,975	114,507,975
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100	100	100	100	100	100
- Percentage of shares (as a % of the total share capital of the company)	21	21	29	21	29	29

Consolidated Segmentwise Revenue, Results and Capital Employed

Particulars	Rs. In lakhs					
	3 Months Ended			9 months Ended		Accounting Year Ended 31/03/2011 (Audited)
	December 31, 2011	September 30,2011	December 31, 2010	December 31, 2011	December 31, 2010	
Segment Revenue (net sale/income)						
India	252,036	276,828	216,134	773,353	596,709	836,666
Overseas	323,320	268,193	244,032	868,813	605,914	911,902
Total	575,356	545,021	460,166	1,642,166	1,202,623	1,748,568
Less: Inter Segment Revenue	1,568	1,450	589	4,572	1,336	1,794
<b>Net sales / Income from operations</b>	<b>573,788</b>	<b>543,571</b>	<b>459,577</b>	<b>1,637,594</b>	<b>1,201,287</b>	<b>1,746,774</b>
Add: Other income	95	156	188	319	684	1,034
<b>Revenue</b>	<b>573,883</b>	<b>543,727</b>	<b>459,765</b>	<b>1,637,913</b>	<b>1,201,971</b>	<b>1,747,808</b>
Segment Results ( <i>Profit Before Interest and Tax</i> )						
India	8,215	8,635	6,701	24,941	18,041	27,622
Overseas	6,512	4,413	4,099	16,012	10,859	17,087
Total	14,727	13,048	10,800	40,953	28,900	44,709
Less: Interest	3,778	3,554	2,559	10,662	6,142	9,609
<b>Profit before tax</b>	<b>10,949</b>	<b>9,494</b>	<b>8,241</b>	<b>30,291</b>	<b>22,758</b>	<b>35,100</b>
Capital Employed( <i>Segment Assets minus Segment Liabilities</i> )						
India	70,511	66,414	57,458	70,511	57,458	57,399
Overseas	123,848	109,984	91,694	123,848	91,694	95,687
<b>Total</b>	<b>194,359</b>	<b>176,398</b>	<b>149,152</b>	<b>194,359</b>	<b>149,152</b>	<b>153,086</b>

For Redington (India) Limited

Place: Chennai  
Date: January 27, 2012

Sd/-  
R Srinivasan  
Managing Director