



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

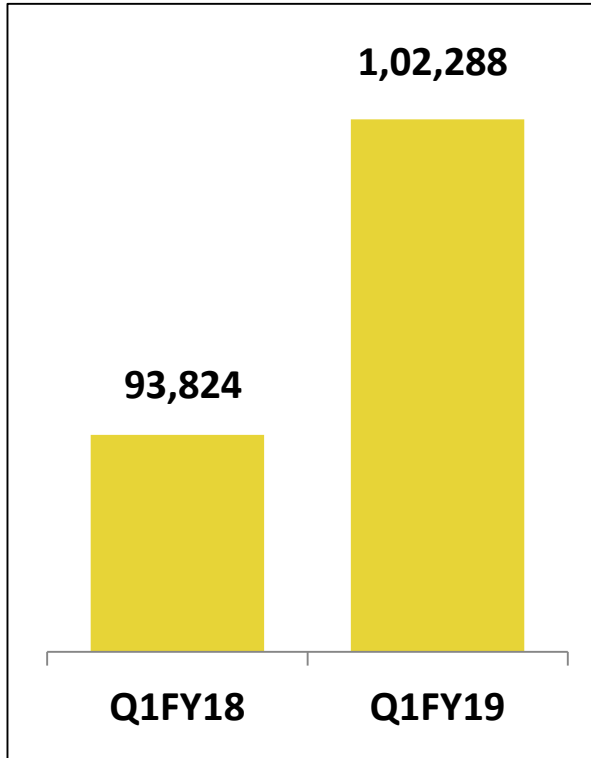


Q1FY19- Consolidated Financials

₹ in million

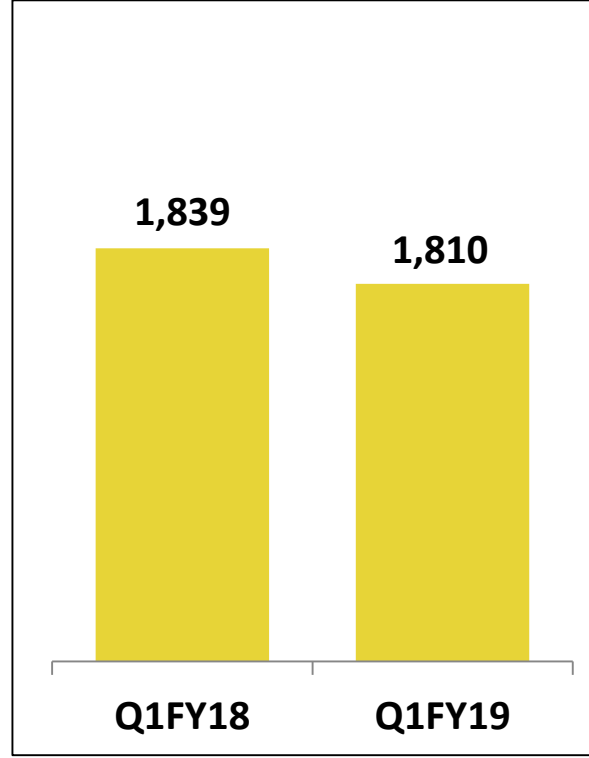
REVENUE

9%



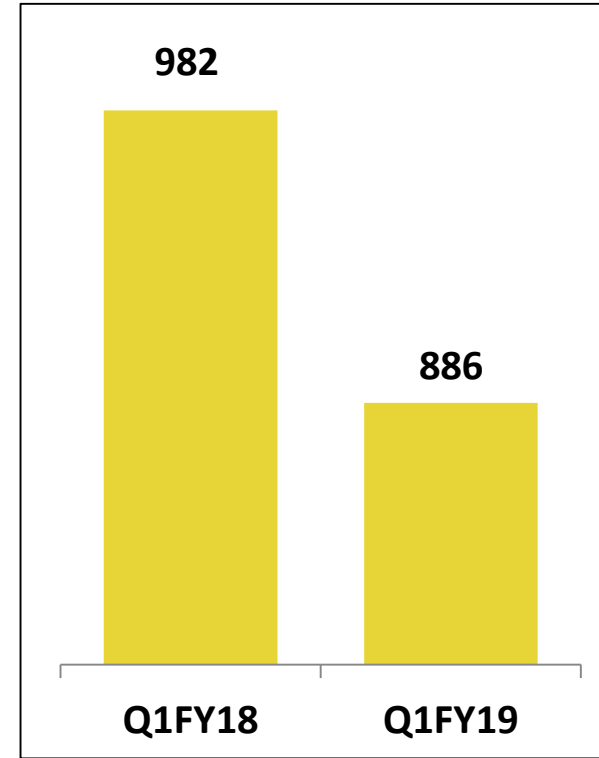
EBIDTA

2%



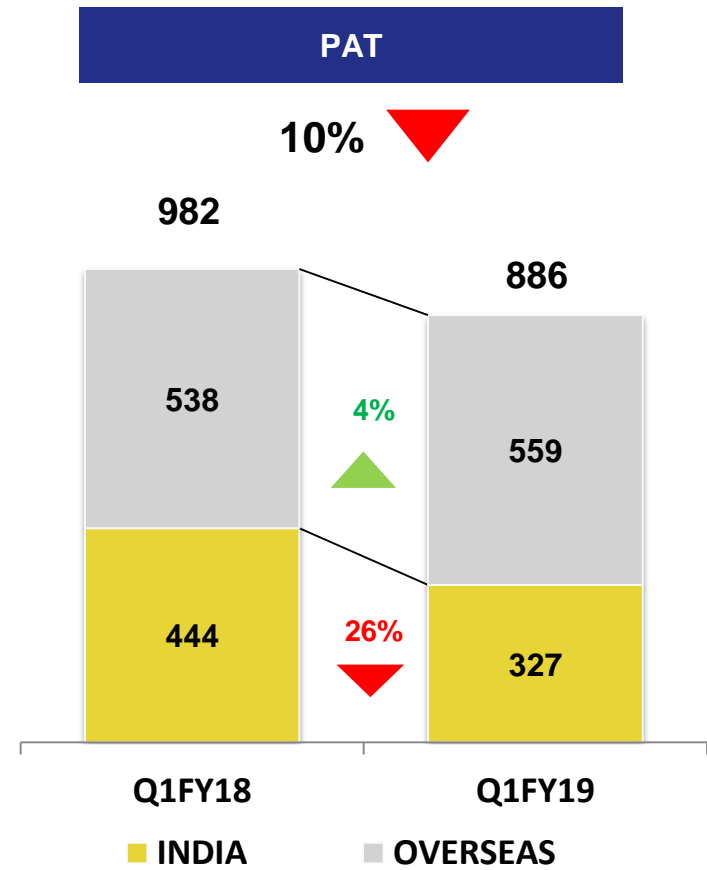
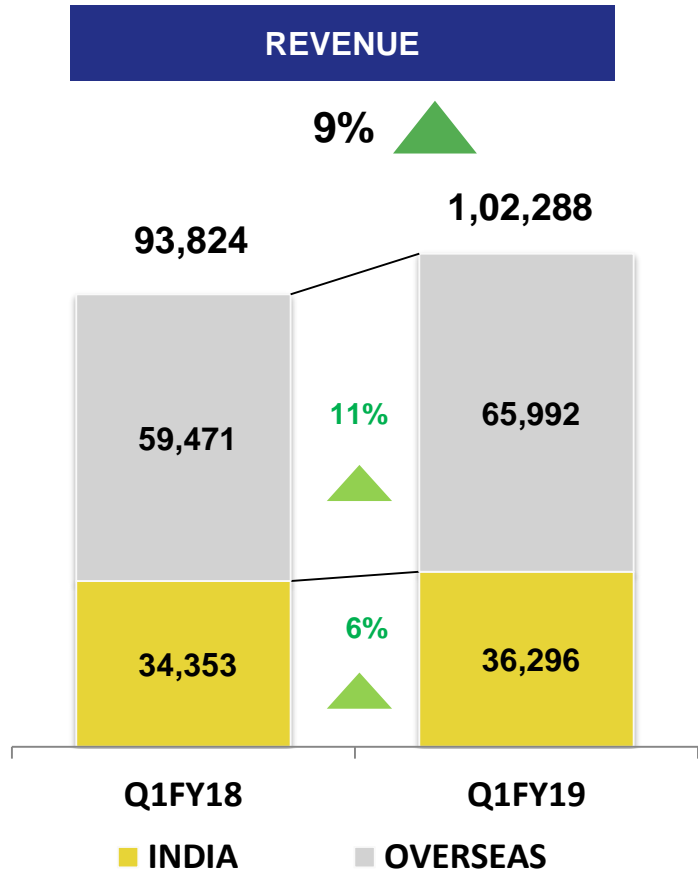
PAT

10%



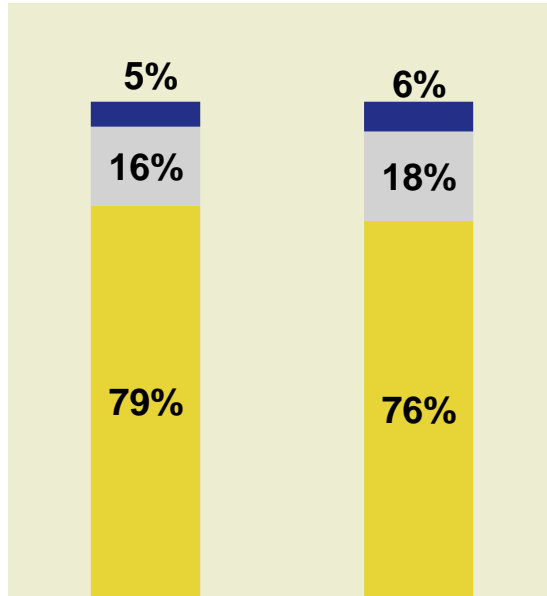
Q1FY19 Performance by Market

₹ in million



Q1FY19 Performance by Vertical

INDIA

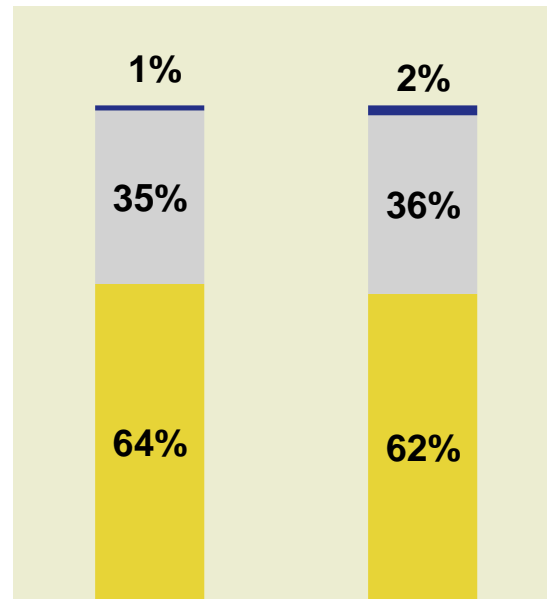


Q1FY18

Q1FY19

■ IT ■ Mobility ■ Services

OVERSEAS

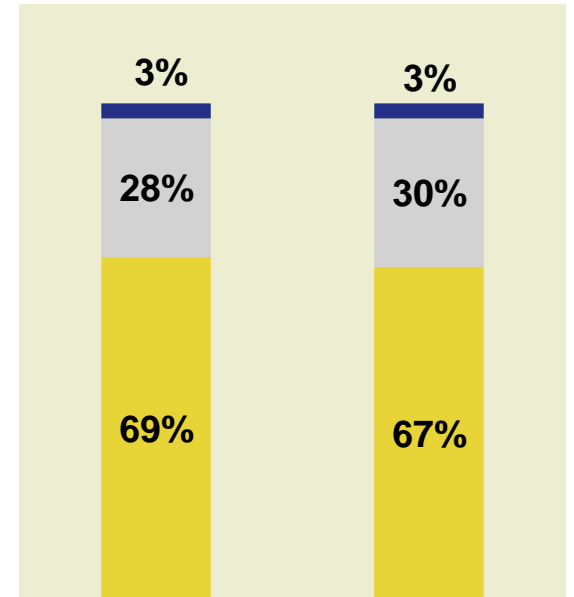


Q1FY18

Q1FY19

■ IT ■ Mobility ■ Services

CONSOLIDATED



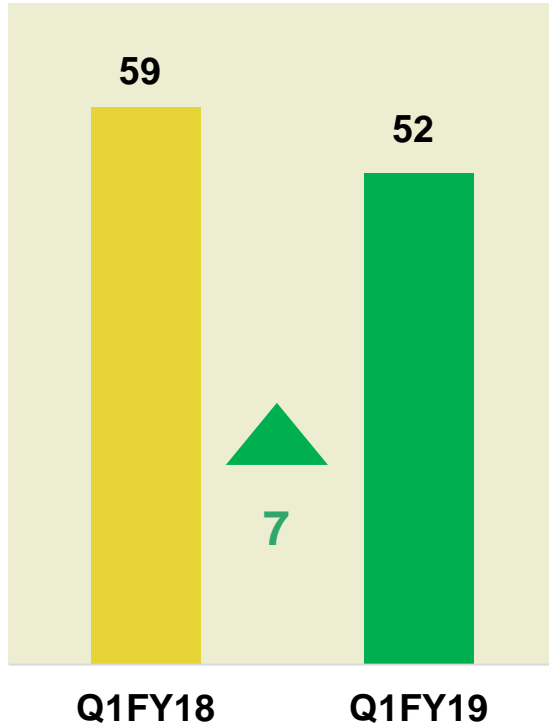
Q1FY18

Q1FY19

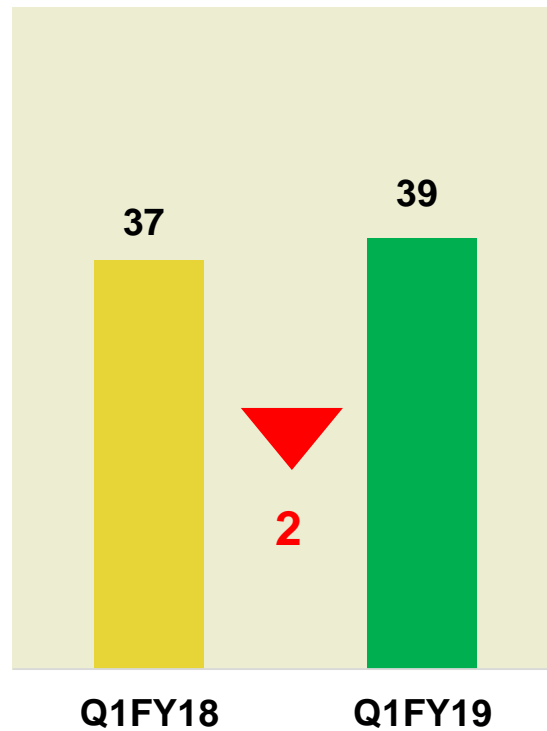
■ IT ■ Mobility ■ Services

Q1FY19 – Working Capital Days

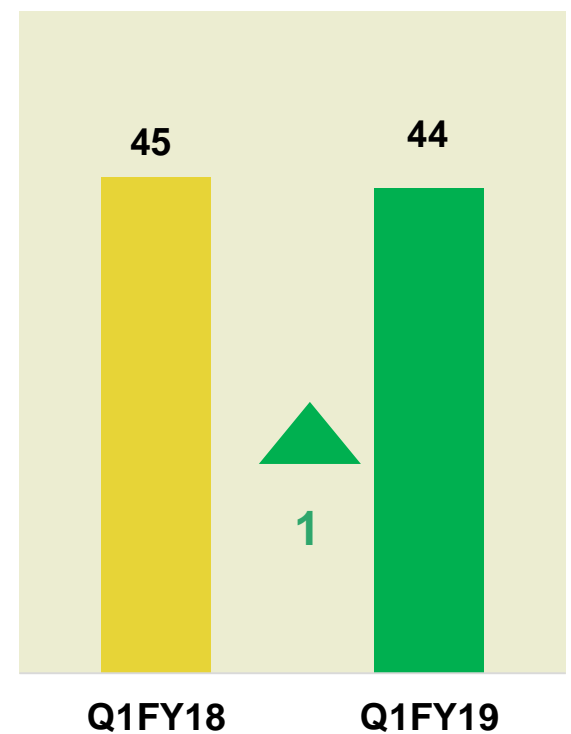
INDIA



OVERSEAS



CONSOLIDATED



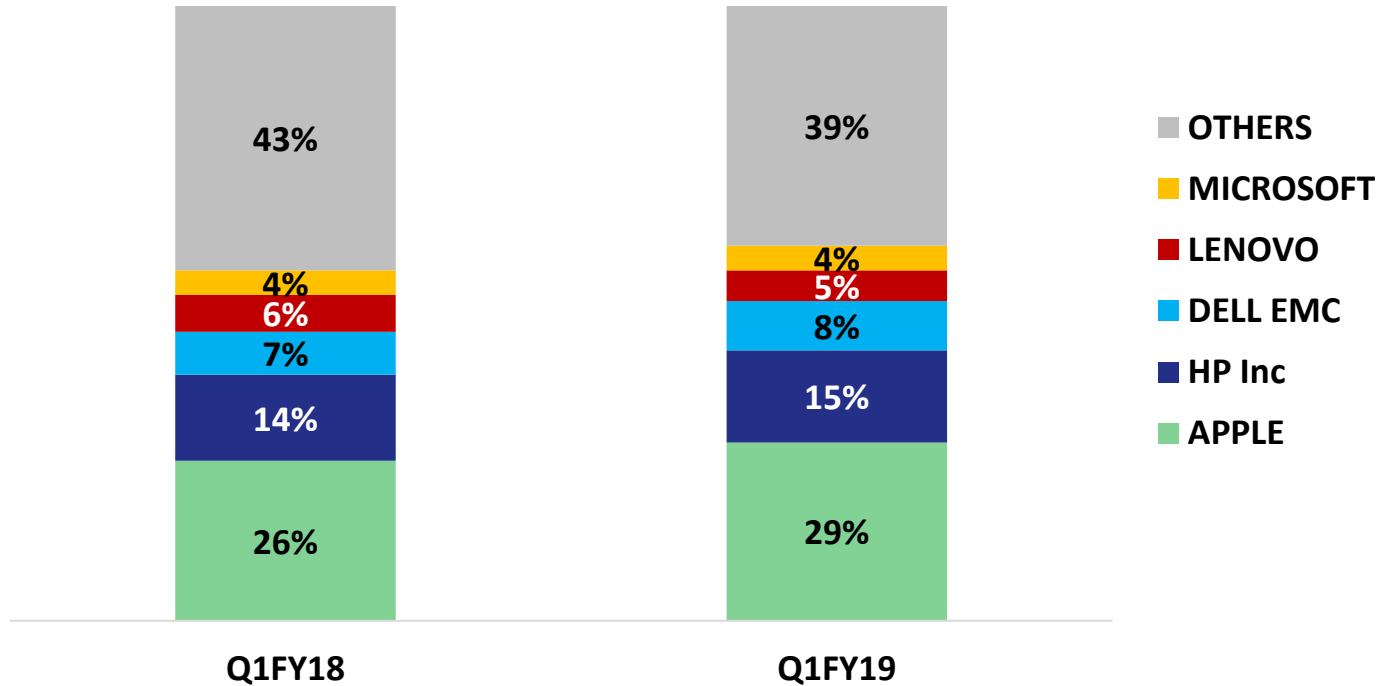
Free Cash Flow Statement

₹ 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

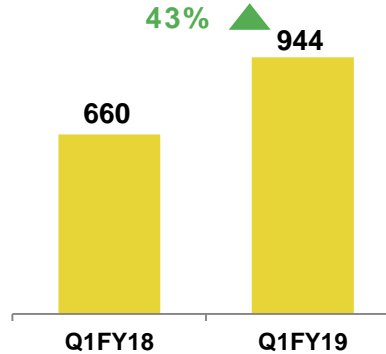


Q1FY19 Performance – ProConnect

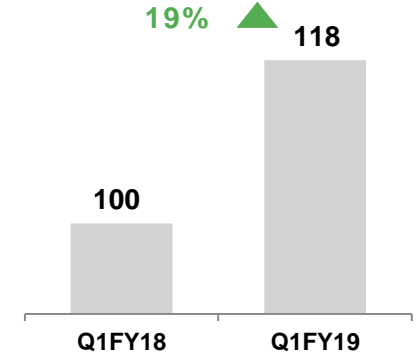
- Revenue growth over Q1FY18 is 43%
- EBITDA growth over Q1FY18 is 19%

₹ in million

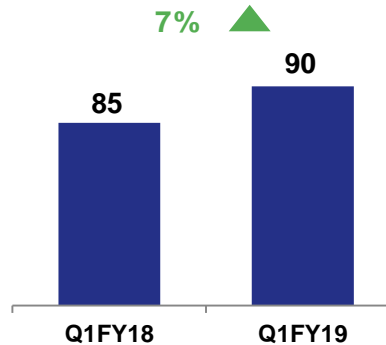
REVENUE



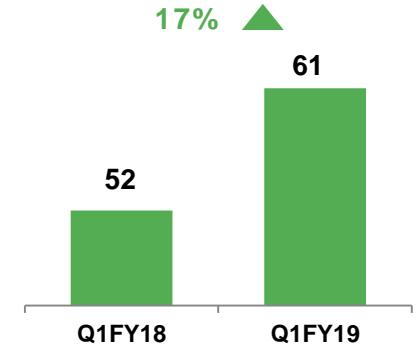
EBITDA



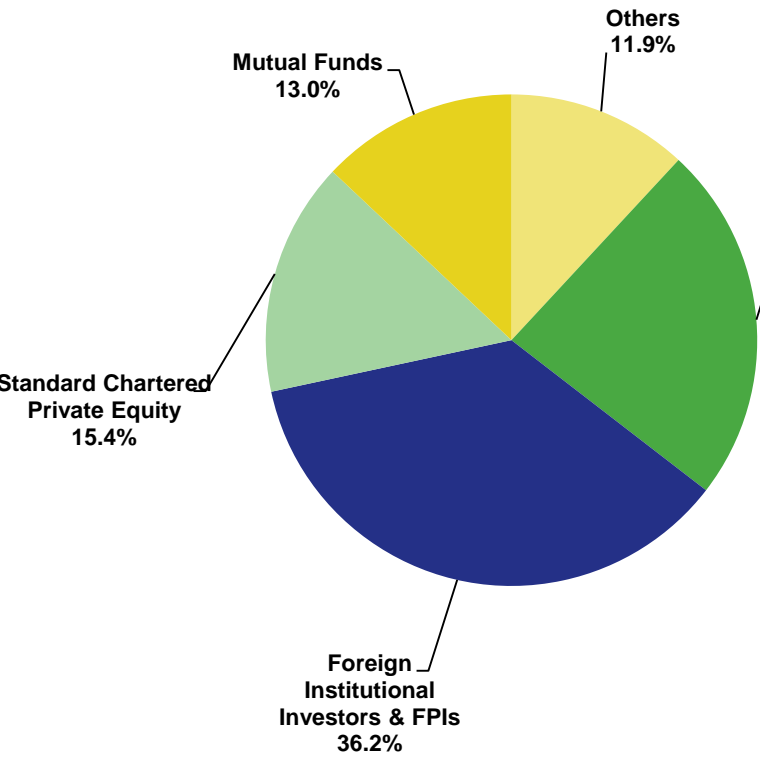
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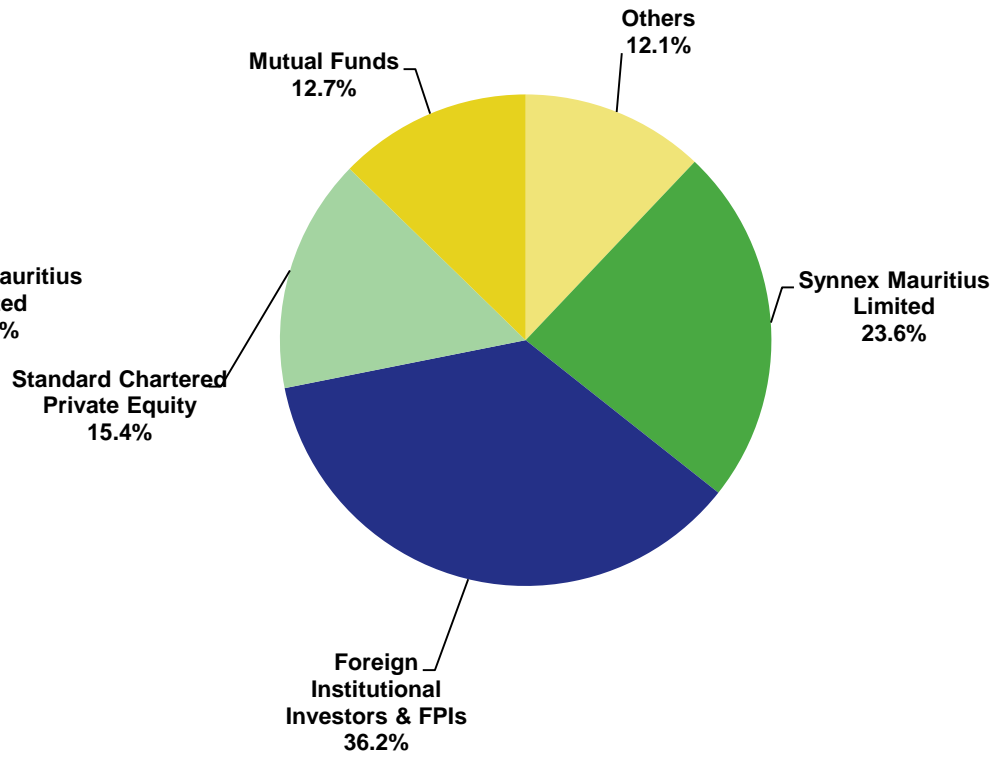
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Shareholding Pattern



31-Mar-2018



30-Jun-2018



Investor Contacts

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Corporate Presentation

<https://redingtonindia.com/images/RedingtoncorporatepresentationJun2018.pdf>

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