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Statement of Unaudited Standalone Financial Results for the Quarter / Nine Months Ended December 31, 2018
₹. In Crores

| Particulars | Standalone |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter Ended |  |  | Nine Months Ended |  | Year Ended <br> March 31, 2018 (Audited) |
|  | December 31, 2018 (Unaudited) | September 30, 2018 (Unaudited) | December 31, 2017 (Unaudited) | December 31, 2018 (Unaudited) | December 31, 2017 (Unaudited) |  |
| Revenue from operations Other income | $\begin{array}{r} 4,417.59 \\ 5.54 \end{array}$ | $\begin{array}{r} 4,171.14 \\ 42.60 \end{array}$ | $\begin{array}{r} 3,928.13 \\ 7.40 \end{array}$ | $\begin{array}{r} 12,159.28 \\ 40.54 \end{array}$ | $\begin{array}{r} 11,070.76 \\ 40.07 \end{array}$ | $\begin{array}{r} 14,844.21 \\ 45.53 \end{array}$ |
| Total income | 4,423.13 | 4,213.74 | 3,935.53 | 12,199.82 | 11,110.83 | 14,889.74 |
| Expenses <br> Purchases of traded goods <br> Changes in inventories of traded goods <br> Employee benefits expense <br> Finance costs <br> Depreciation and amortisation expense <br> Other expenses | $\begin{array}{r} 4,501.33 \\ (319.63) \\ 35.45 \\ 35.39 \\ 3.13 \\ 104.29 \end{array}$ | $\begin{array}{r} 4,517.11 \\ (509.68) \\ 34.86 \\ 26.95 \\ 3.13 \\ 77.27 \end{array}$ | $\begin{array}{r} 3,952.17 \\ (222.24) \\ 34.28 \\ 23.77 \\ 3.54 \\ 73.91 \end{array}$ | $\begin{array}{r} 12,457.63 \\ (881.94) \\ 105.63 \\ 83.64 \\ 9.37 \\ 256.97 \end{array}$ | $10,317.19$ 160.46 98.12 72.32 10.33 231.33 | $13,586.13$ 476.44 131.95 98.86 13.53 311.50 |
| Total expenses Profit before exceptional item and tax | $\begin{array}{r} 4,359.96 \\ 63.17 \\ \hline \end{array}$ | $\begin{array}{r} 4,149.64 \\ 64.10 \\ \hline \end{array}$ | $\begin{array}{r} 3,865.43 \\ \hline 70.10 \\ \hline \end{array}$ | $\begin{array}{r}12,031.30 \\ 168.52 \\ \hline\end{array}$ | $\begin{array}{r}10,889.75 \\ 221.08 \\ \hline\end{array}$ | $\begin{array}{r}14,618.41 \\ 271.33 \\ \hline\end{array}$ |
| Exceptional Item (refer note 5B) Impairment of goodwill and other intangibles | - | - | - | - | - |  |
| Profit before tax | 63.17 | 64.10 | 70.10 | 168.52 | 221.08 | 271.33 |
| Tax expense: Current tax Deferred tax | $\begin{array}{r} 21.57 \\ 0.09 \end{array}$ | $\begin{gathered} 18.33 \\ (2.24) \end{gathered}$ | $\begin{gathered} 25.09 \\ (0.68) \end{gathered}$ | $\begin{gathered} 54.57 \\ (2.03) \end{gathered}$ | $\begin{gathered} 71.49 \\ (1.46) \end{gathered}$ | $\begin{gathered} 91.62 \\ (4.21) \end{gathered}$ |
| Profit for the Quarter / Nine months (A) | 41.51 | 48.01 | 45.69 | 115.98 | 151.05 | 183.92 |
| Other comprehensive income |  |  |  |  |  |  |
| Items that will not be reclassified to profit or loss |  |  |  |  |  |  |
| Remeasurement of defined benefit plan Income tax relating to item above | $\begin{gathered} (1.14) \\ 0.41 \end{gathered}$ | $(1.13)$ 0.40 | $\begin{gathered} 1.60 \\ (0.47) \end{gathered}$ | $(2.68)$ 0.95 | $(0.99)$ 0.31 | $(8.14)$ <br> 2.84 |
| Net other comprehensive income that will not be reclassified to profit or loss <br> Items that will be reclassified to profit or loss | (0.73) | (0.73) | 1.13 | (1.73) | (0.68) | (5.30) |
| Foreign exchange differences in translating the financial statements of foreign operations <br> Income tax relating to item above | (0.49) | 0.70 | 0.02 | 0.75 | 0.08 | 0.07 |
| Net other comprehensive income that will be reclassified to profit or loss | (0.49) | 0.70 | 0.02 | 0.75 | 0.08 | 0.07 |
| Total other comprehensive income (B) | (1.22) | (0.03) | 1.15 | (0.98) | (0.60) | (5.23) |
| Total comprehensive income ( $\mathrm{A}+\mathrm{B}$ ) | 40.29 | 47.98 | 46.84 | 115.00 | 150.45 | 178.69 |
| Profit for the Quarter / Nine months attributable to the :Shareholders of the Company Non-Controlling Interests | 41.51 | 48.01 | 45.69 | 115.98 | 151.05 - | 183.92 |
| Total Comprehensive Income for the Quarter / Nine months attributable to the :- <br> Shareholders of the Company <br> Non-Controlling Interests | 40.29 - | $\stackrel{47.98}{-}$ | 46.84 | 115.00 | 150.45 | 178.69 |
| Paid-up equity share capital (Face Value - ₹ 2/- per share) | 77.82 | 80.03 | 80.03 | 77.82 | 80.03 | 80.03 |
| Other Equity as per balance sheet of previous accounting year | - | - | - | - | - | 1,609.43 |
| ```Earnings per Equity Share: (Face Value - ₹ 2/-per share) (Not annualized) Basic (in ₹) Diluted (in ₹)``` | $\begin{aligned} & 1.05 \\ & 1.05 \\ & \hline \end{aligned}$ | $\begin{array}{r} 1.20 \\ 1.20 \\ \hline \end{array}$ | $\begin{aligned} & 1.14 \\ & 1.14 \\ & \hline \end{aligned}$ | $\begin{array}{r} 2.91 \\ 2.91 \\ \hline \end{array}$ | $\begin{gathered} 3.78 \\ 3.78 \end{gathered}$ | $\begin{aligned} & 4.60 \\ & 4.60 \\ & \hline \end{aligned}$ |

Statement of Unaudited Standalone Financial Results for the Quarter / Nine Months Ended December 31, 2018

| Particulars | Consolidated |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter Ended |  |  | Nine Months Ended |  | Year Ended <br> March 31, 2018 (Audited) |
|  | December 31, 2018 (Unaudited) | September 30, 2018 (Unaudited) | $\begin{gathered} \text { December 31, } \\ 2017 \\ \text { (Unaudited) } \end{gathered}$ | December 31, 2018 (Unaudited) | December 31, 2017 <br> (Unaudited) |  |
| Revenue from operations Other income | $\begin{array}{r} 12,630.06 \\ 10.80 \end{array}$ | $\begin{array}{r} 11,108.51 \\ 23.78 \end{array}$ | $\begin{array}{r} 11,309.56 \\ 10.35 \end{array}$ | $\begin{array}{r} 33,953.47 \\ 36.26 \end{array}$ | $\begin{array}{r} 30,720.95 \\ 26.97 \end{array}$ | $\begin{array}{r} 41,602.58 \\ 39.09 \end{array}$ |
| Total income | 12,640.86 | 11,132.29 | 11,319.91 | 33,989.73 | 30,747.92 | 41,641.67 |
| Expenses |  |  |  |  |  |  |
| Purchases of traded goods | 12,518.31 | 10,725.53 | 11,181.67 | 33,154.73 | 28,853.09 | 38,898.09 |
| Changes in inventories of traded goods | (643.54) | (246.71) | (467.55) | $(1,197.58)$ | 115.80 | 301.71 |
| Employee benefits expense | 181.11 | 182.89 | 158.79 | 537.93 | 476.76 | 652.95 |
| Finance costs | 55.76 | 47.14 | 38.81 | 146.90 | 119.54 | 168.03 |
| Depreciation and amortisation expense | 16.29 | 16.61 | 14.85 | 48.12 | 42.91 | 56.94 |
| Other expenses | 297.61 | 259.45 | 227.28 | 815.11 | 692.47 | 933.38 |
| Total expenses | 12,425.54 | 10,984.91 | 11,153.85 | 33,505.21 | 30,300.57 | 41,011.10 |
| Profit before exceptional item and tax | 215.32 | 147.38 | 166.06 | 484.52 | 447.35 | 630.57 |
| Exceptional Item (refer note 5B) |  |  |  |  |  |  |
| Impairment of goodwill and other intangibles | 71.06 | - | - | 71.06 | - | - |
| Profit before tax | 144.26 | 147.38 | 166.06 | 413.46 | 447.35 | 630.57 |
| Tax expense: |  |  |  |  |  |  |
| Current tax | 24.32 | 51.82 | 40.97 | 113.65 | 108.53 | 150.26 |
| Deferred tax | (10.16) | (0.53) | (0.98) | (12.18) | (2.07) | (4.11) |
| Profit for the Quarter / Nine months (A) | 130.10 | 96.09 | 126.07 | 311.99 | 340.89 | 484.42 |
| Other comprehensive income |  |  |  |  |  |  |
| Items that will not be reclassified to profit or loss |  |  |  |  |  |  |
| Remeasurement of defined benefit plan | (1.77) | (1.61) | 1.89 | (3.86) | (1.74) | (9.12) |
| Income tax relating to item above | 0.60 | 0.54 | (0.56) | 1.31 | 0.59 | 3.18 |
| Net other comprehensive income that will not be reclassified to profit or loss | (1.17) | (1.07) | 1.33 | (2.55) | (1.15) | (5.94) |
| Items that will be reclassified to profit or loss |  |  |  |  |  |  |
| Foreign exchange differences in translating the financial statements of foreign operations | (95.68) | 125.04 | (51.78) | 145.34 | (36.11) | 9.13 |
| Income tax relating to item above |  |  |  |  | - |  |
| Net other comprehensive income that will be reclassified to profit or loss | (95.68) | 125.04 | (51.78) | 145.34 | (36.11) | 9.13 |
| Total other comprehensive income (B) | (96.85) | 123.97 | (50.45) | 142.79 | (37.26) | 3.19 |
| Total comprehensive income (A+B) | 33.25 | 220.06 | 75.62 | 454.78 | 303.63 | 487.61 |
| Profit for the Quarter / Nine months attributable to the :- |  |  |  |  |  |  |
| Shareholders of the Company | 145.07 | 105.13 | 127.39 | 338.84 | 338.36 | 481.64 |
| Non-Controlling Interests | (14.97) | (9.04) | (1.32) | (26.85) | 2.53 | 2.78 |
| Total Comprehensive Income for the Quarter / Nine months attributable to the :- |  |  |  |  |  |  |
| Shareholders of the Company | 48.22 | 229.10 | 76.94 | 481.63 | 301.10 | 484.83 |
| Non-Controlling Interests | (14.97) | (9.04) | (1.32) | (26.85) | 2.53 | 2.78 |
| Paid-up equity share capital (Face Value - ₹ $2 /$ - per share) | 77.82 | 80.03 | 80.03 | 77.82 | 80.03 | 80.03 |
| Other Equity as per balance sheet of previous accounting year | - | - | - | - | - | 3,450.53 |
| Earnings per Equity Share: (Face Value - ₹ 21-per share) (Not annualized) |  |  |  |  |  |  |
| Basic (in ₹) | 3.65 | 2.62 | 3.18 | 8.49 | 8.46 | 12.04 |
| Diluted (in ₹) | 3.65 | 2.62 | 3.18 | 8.49 | 8.46 | 12.04 |


| Particulars | Quarter Ended |  |  | Nine Months Ended |  | Year Ended <br> March 31, 2018 <br> (Audited) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 31, } \\ 2018 \\ \text { (Unaudited) } \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2018 \\ \text { (Unaudited) } \end{gathered}$ | December 31, 2017 <br> (Unaudited) | December 31, 2018 <br> (Unaudited) | December 31, 2017 <br> (Unaudited) |  |
| Segment revenue India Overseas | $\begin{aligned} & 4,450.81 \\ & 8,179.39 \end{aligned}$ | $\begin{aligned} & 4,221.37 \\ & 6,887.20 \end{aligned}$ | $\begin{array}{r} 3,983.37 \\ 7,326.69 \\ \hline \end{array}$ | $\begin{array}{r} 12,284.58 \\ 21,669.19 \\ \hline \end{array}$ | $\begin{aligned} & 11,206.72 \\ & 19,526.50 \end{aligned}$ | $\begin{array}{r} 15,025.54 \\ 26,589.51 \\ \hline \end{array}$ |
| Total | 12,630.20 | 11,108.57 | 11,310.06 | 33,953.77 | 30,733.22 | 41,615.05 |
| Less: Inter segment revenue | 0.14 | 0.06 | 0.50 | 0.30 | 12.27 | 12.47 |
| Revenue from operations | 12,630.06 | 11,108.51 | 11,309.56 | 33,953.47 | 30,720.95 | 41,602.58 |
| Segment Results (Profit before finance costs, exceptional item and tax) India Overseas | $\begin{aligned} & 113.86 \\ & 157.22 \end{aligned}$ | $\begin{array}{r} 84.95 \\ 109.57 \end{array}$ | $\begin{array}{r} 108.07 \\ 96.8 \\ \hline \end{array}$ | $\begin{aligned} & 27.21 \\ & 359.21 \end{aligned}$ | $\begin{aligned} & 306.49 \\ & 260.40 \end{aligned}$ | $\begin{aligned} & 399.20 \\ & 399.40 \end{aligned}$ |
| Profit before finance costs, exceptional item and tax | 271.08 | 194.52 | 204.87 | 631.42 | 566.89 | 798.60 |
| Less: Finance costs India Overseas | $\begin{aligned} & 37.46 \\ & 18.30 \end{aligned}$ | $\begin{aligned} & 28.64 \\ & 18.50 \end{aligned}$ | 24.40 14.41 | 88.70 58.20 | $\begin{aligned} & 73.38 \\ & 46.16 \\ & \hline \end{aligned}$ | $\begin{array}{r} 101.08 \\ 66.95 \end{array}$ |
| Total finance costs | 55.76 | 47.14 | 38.81 | 146.90 | 119.54 | 168.03 |
| Profit before exceptional item and tax India Overseas | $\begin{array}{r} 76.40 \\ 138.92 \end{array}$ | 56.31 91.07 | 83.67 82.39 | $\begin{aligned} & 183.51 \\ & 301.01 \end{aligned}$ | $\begin{aligned} & 233.11 \\ & 214.24 \end{aligned}$ | $\begin{aligned} & 298.12 \\ & 332.45 \end{aligned}$ |
| Profit before exceptional item and tax | 215.32 | 147.38 | 166.06 | 484.52 | 447.35 | 630.57 |
| Exceptional item (refer note 5B) India Overseas | $71.06$ | - | - | ${ }_{71.06}$ | - | - |
| Total exceptional item | 71.06 | - | - | 71.06 | - | - |
| Profit before tax India Overseas | $\begin{array}{r} 76.40 \\ 67.86 \\ \hline \end{array}$ | $\begin{aligned} & 56.31 \\ & 91.07 \end{aligned}$ | 83.67 82.39 | $\begin{aligned} & 183.51 \\ & 229.95 \end{aligned}$ | $\begin{aligned} & 233.11 \\ & 214.24 \end{aligned}$ | $\begin{aligned} & 298.12 \\ & 332.45 \\ & \hline \end{aligned}$ |
| Total Profit before tax | 144.26 | 147.38 | 166.06 | 413.46 | 447.35 | 630.57 |



