



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

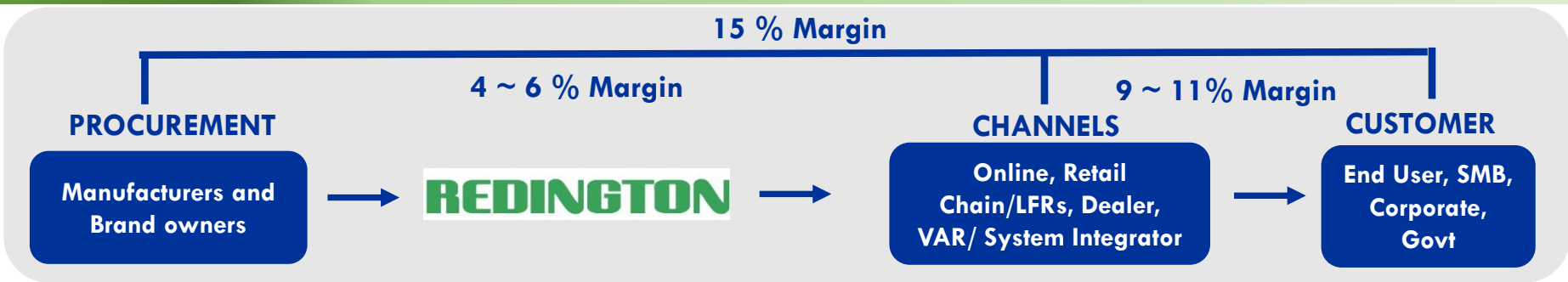
1994 - 2007

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.

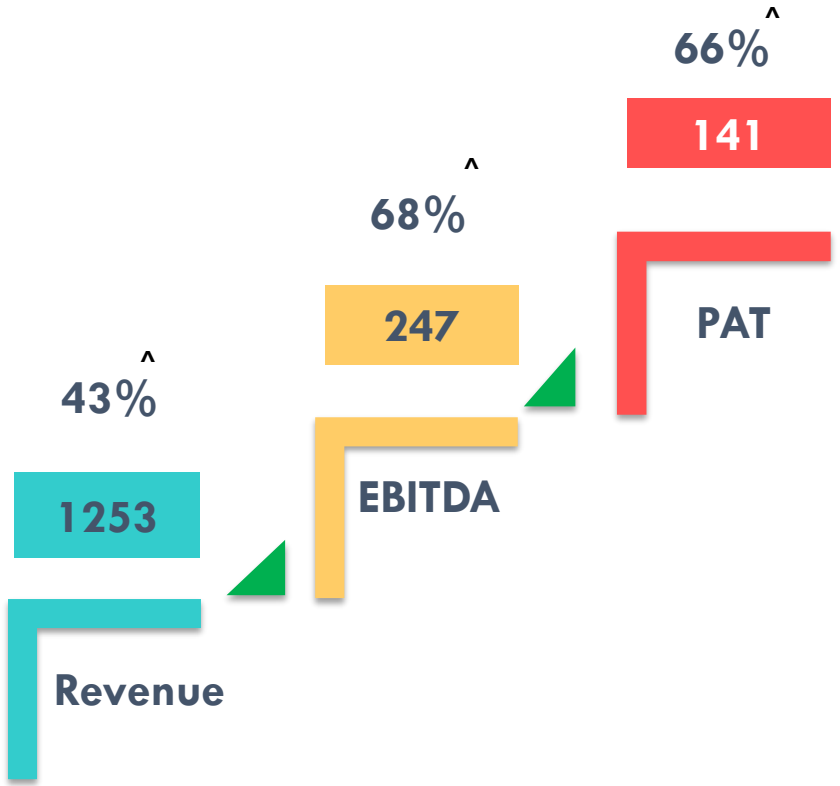
- Land Area* – 5.17 acres
- Operational since September 2010
- Capacity – 94,723 sq. ft.

* Long Lease

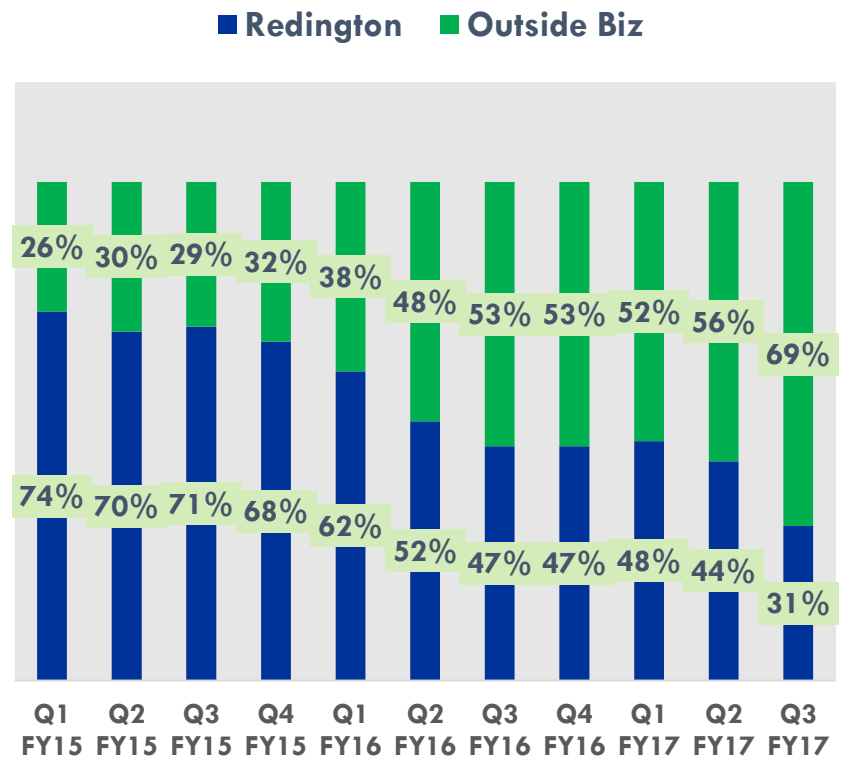


₹ in million

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

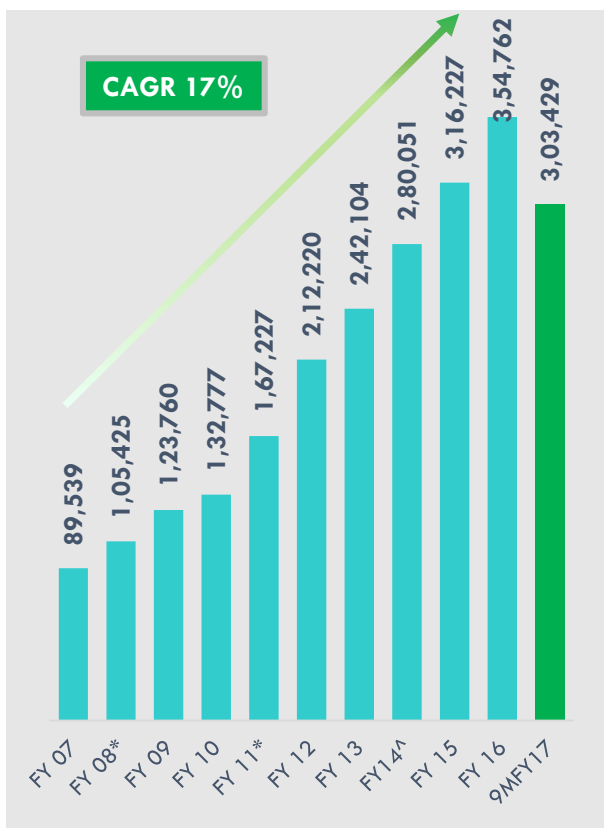
Performance

Board and Management

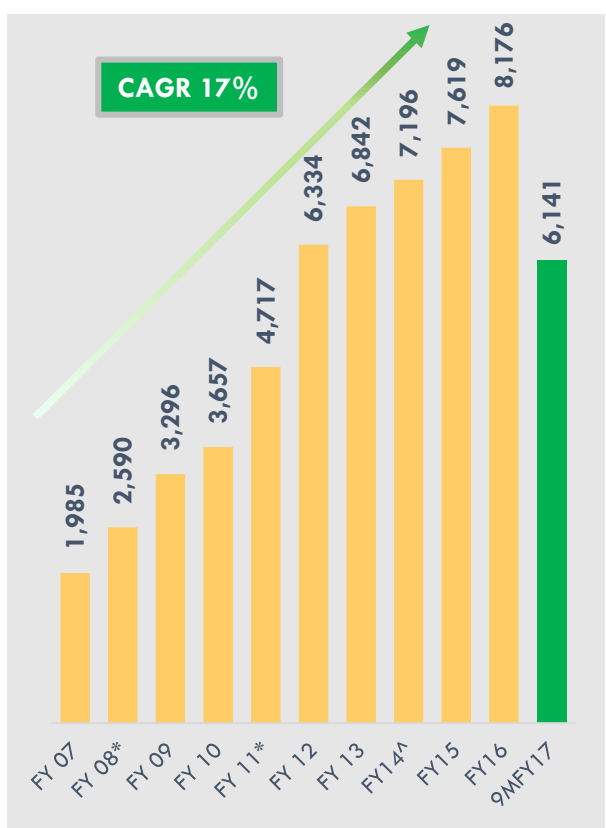
FINANCIAL PERFORMANCE

₹ in million

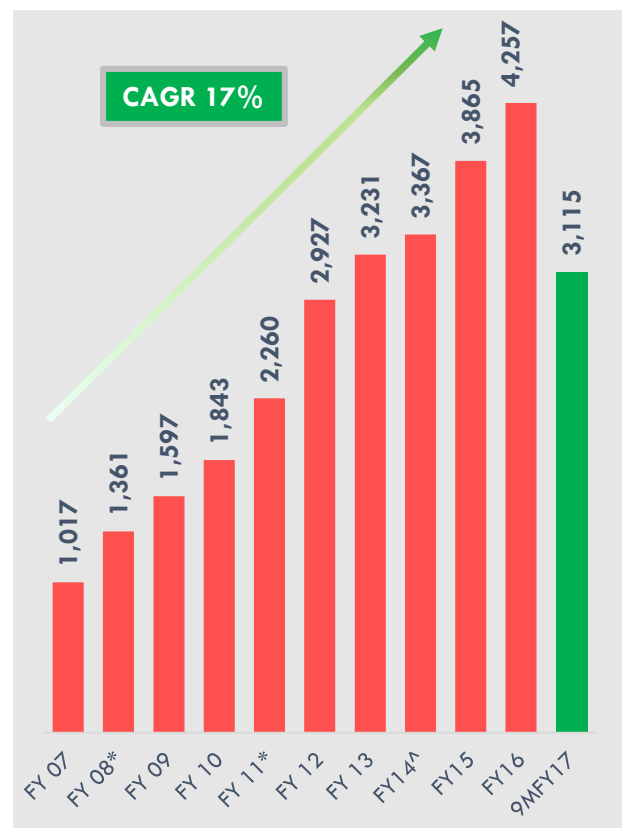
REVENUE



EBITDA



PAT

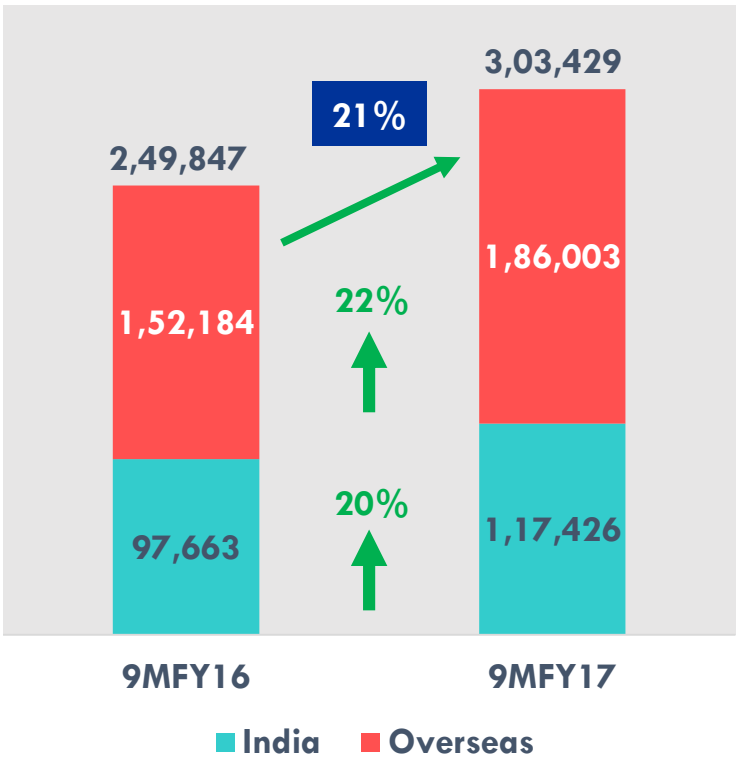


*Post acquisition of Easyaccess Financial Services in FY 08 and Arena in FY 11. ^ Post sale of Easyaccess Financial Services . CAGR computed for full year

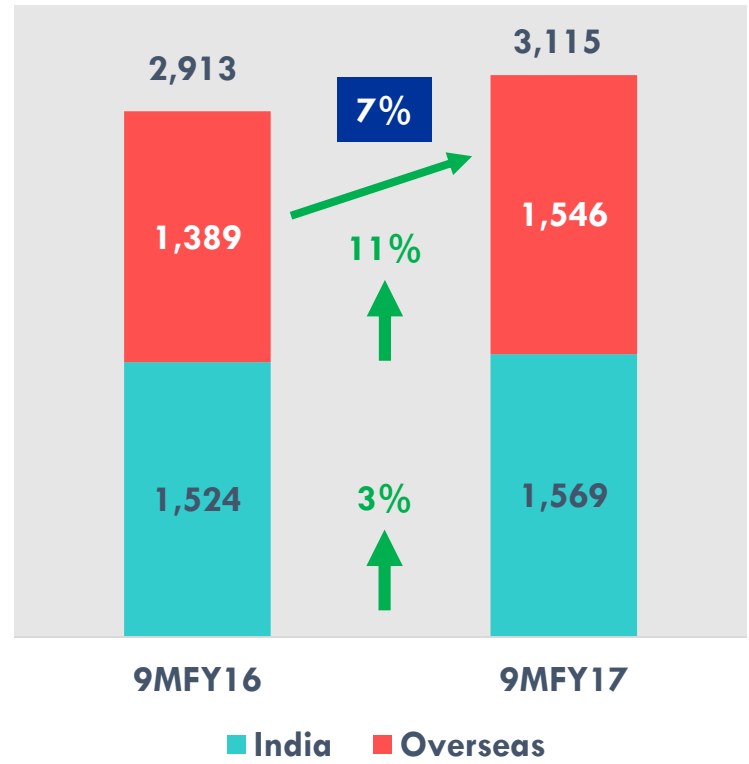
PERFORMANCE BY MARKET

₹ in million

REVENUE

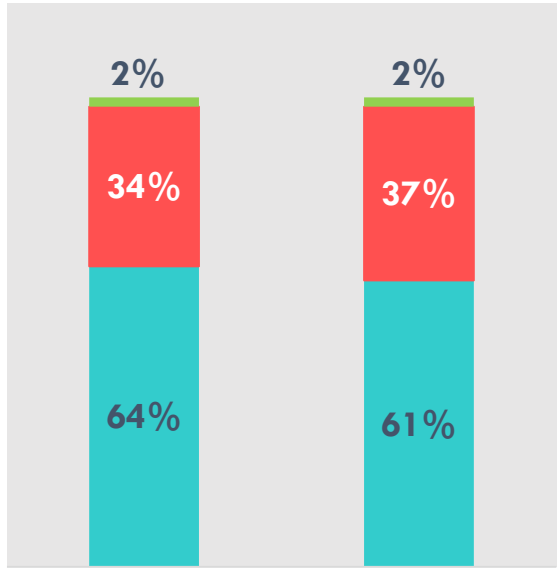


PAT

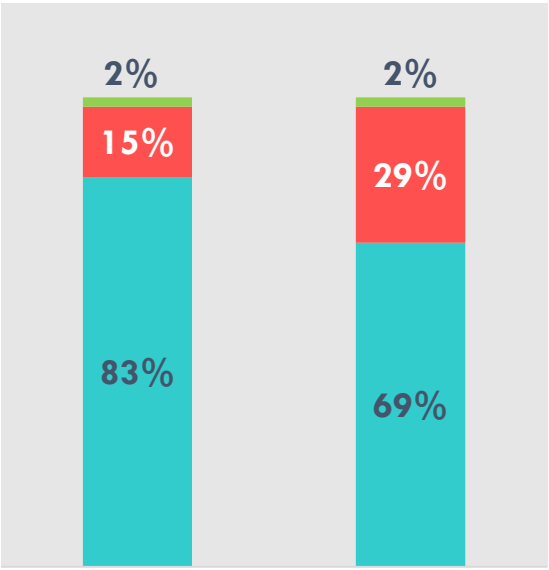


REVENUE BY VERTICAL

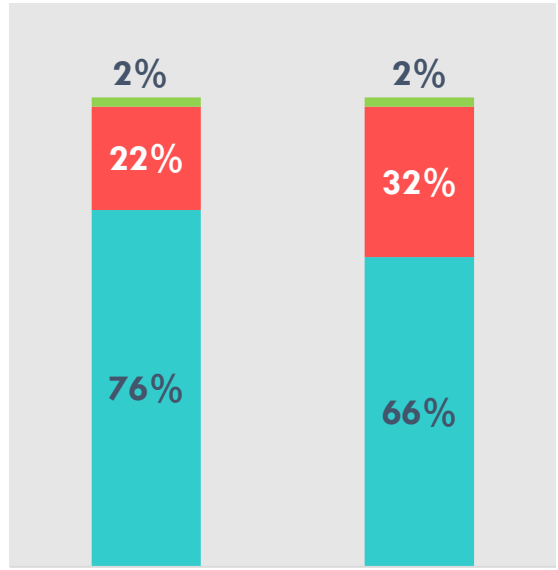
INDIA



OVERSEAS



CONSOLIDATED



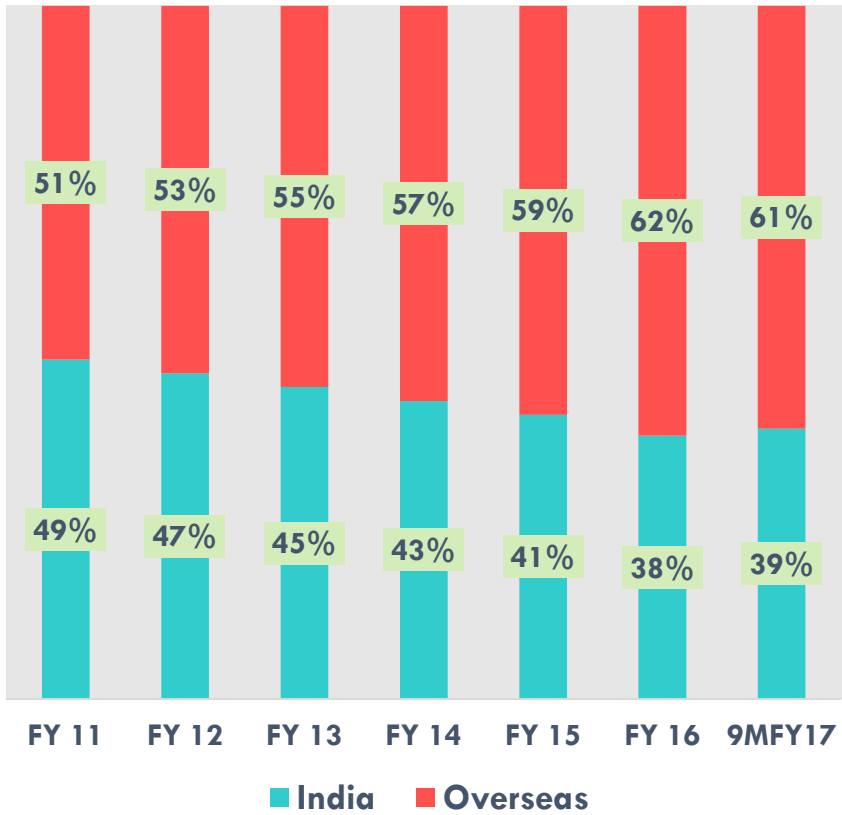
■ IT

■ Non IT

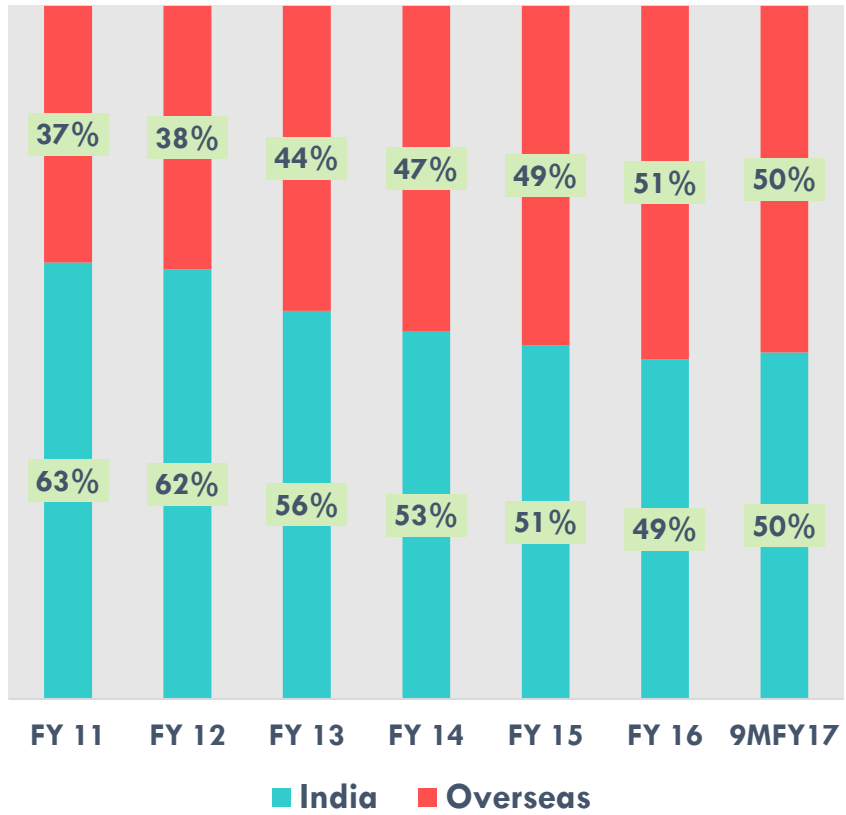
■ Service

GEOGRAPHICAL CONTRIBUTION

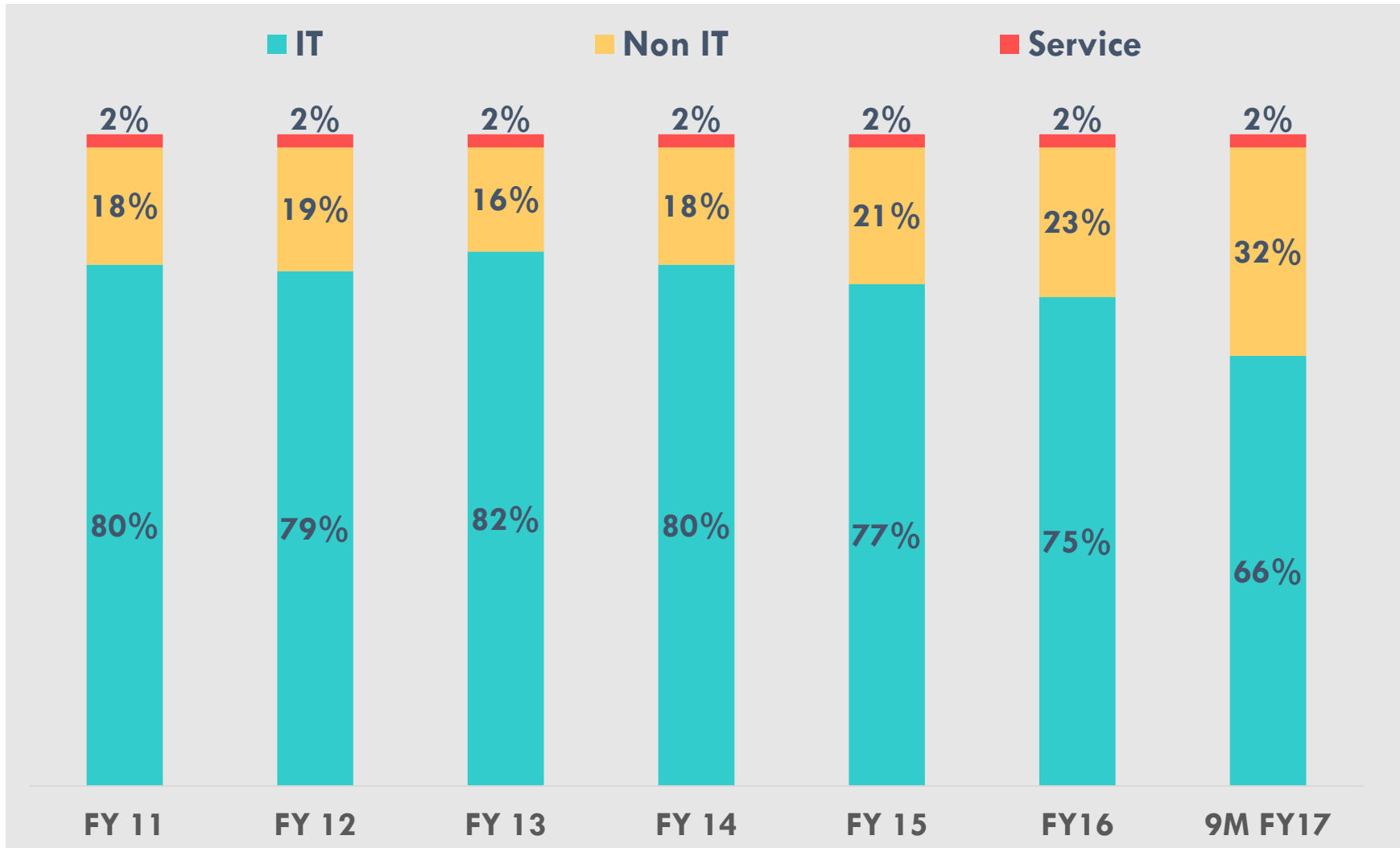
REVENUE



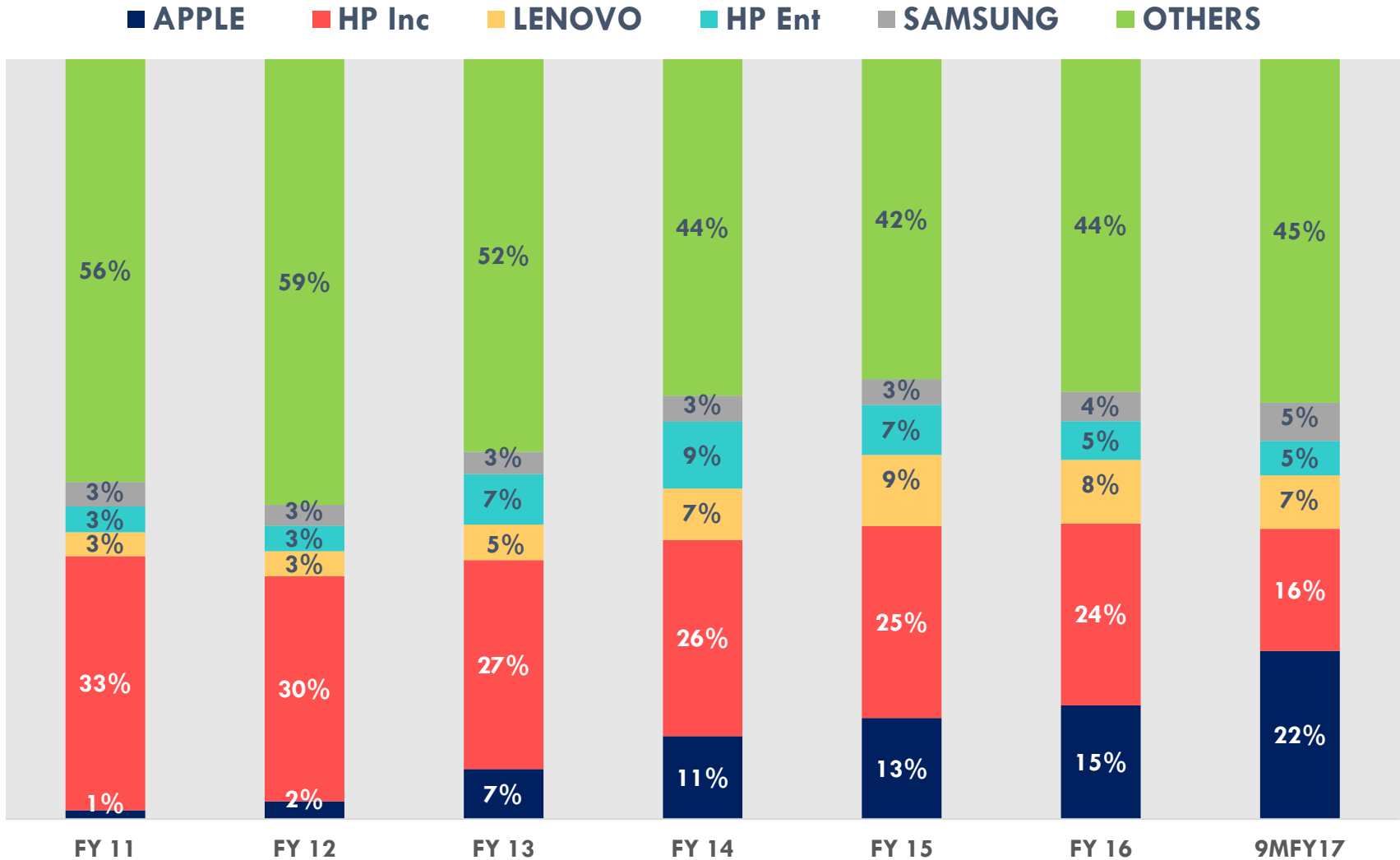
PAT



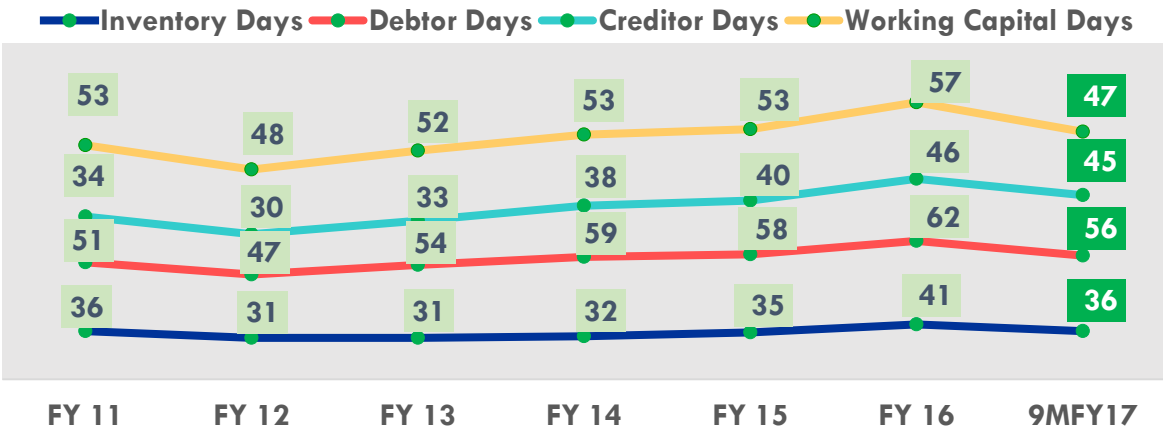
VERTICAL CONTRIBUTION



TOP FIVE VENDORS



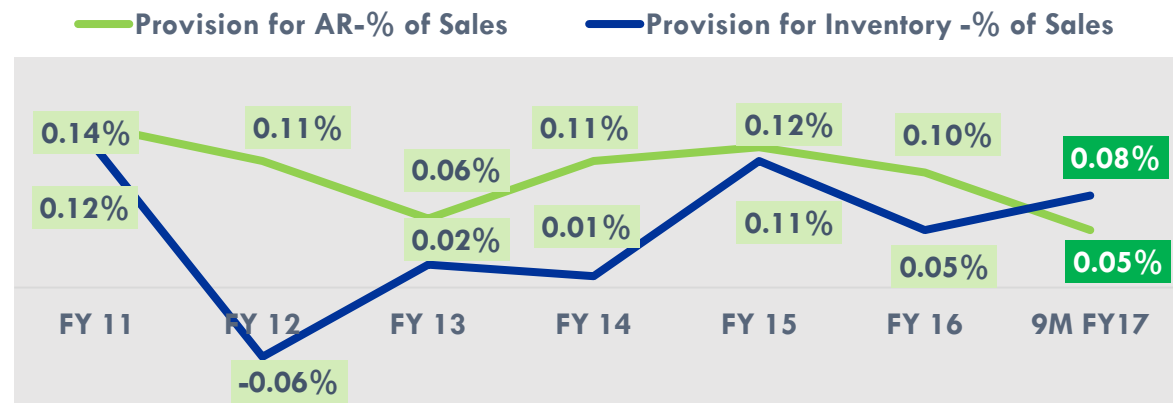
KEY OPERATING METRICS



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

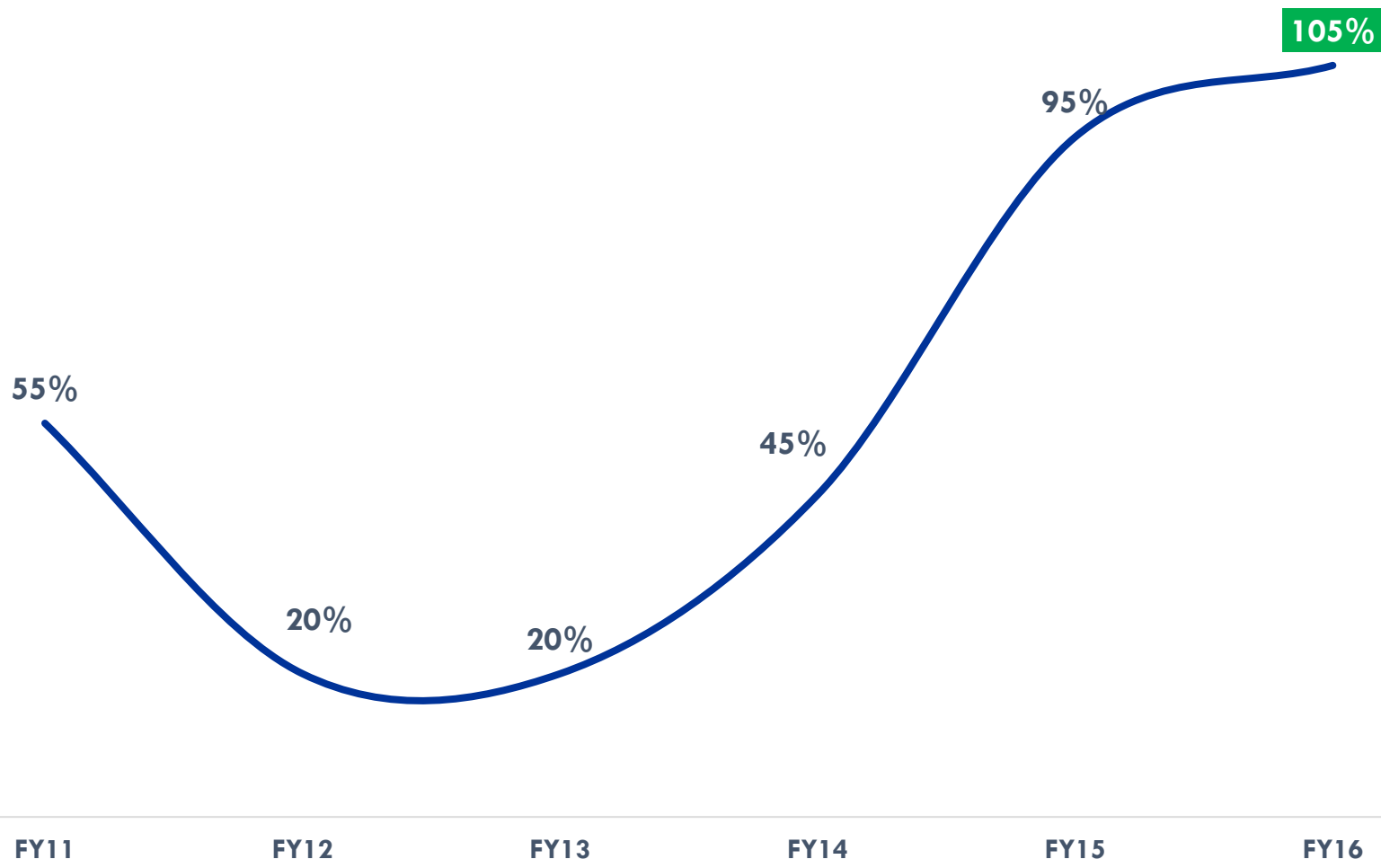
Particulars	9M FY17	FY16	FY15	FY14 [^]	FY 13	FY 12	FY 11*
Total Revenue	3,03,429	3,54,762	3,16,227	2,80,051	2,42,104	2,12,220	1,67,227
EBIDTA	6,141	8,175	7,619	7,196	6,842	6,334	4,717
PAT	3,115	4,257	3,865	3,367	3,231	2,927	2,260
Networth	31,886	27,874	23,742	20,213	16,407	13,225	12,553
Capital Employed	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.

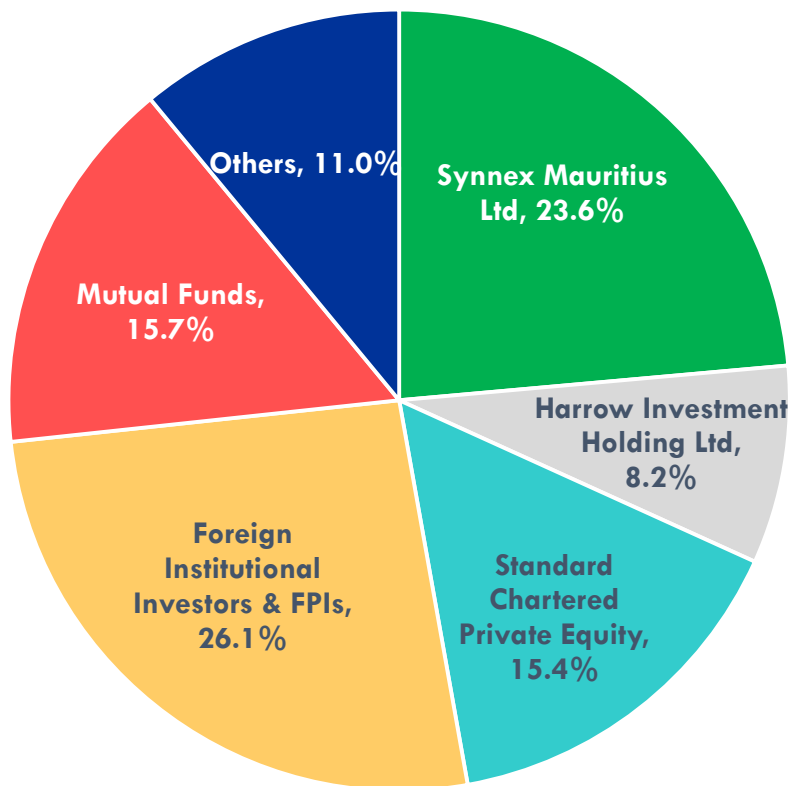
DIVIDEND DISTRIBUTION

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

Investor Contact

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Compliance Officer

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