



REDINGTON (INDIA) LIMITED

Corporate Overview

October 2016





About Us



Subsidiaries



Board & Management



Performance



Competition

Our Vision

To become the leading supply chain services provider in emerging markets

Our Mission

To grow through

- innovation
- nimble adaptation to change
- prudent risk management

Our Business

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
- Import Clearance
- In-plant Management
- Reverse Logistics

Offerings

- Hardware & Software support Services
- ICT Infrastructure
- Managed Services
- Warranty and Post warranty services
- Infrastructure Management Services

Strong Partnerships

IT BRANDS

PERIPHERALS



COMPONENTS



NETWORKING



ENTERPRISE



SYSTEMS



SOFTWARE

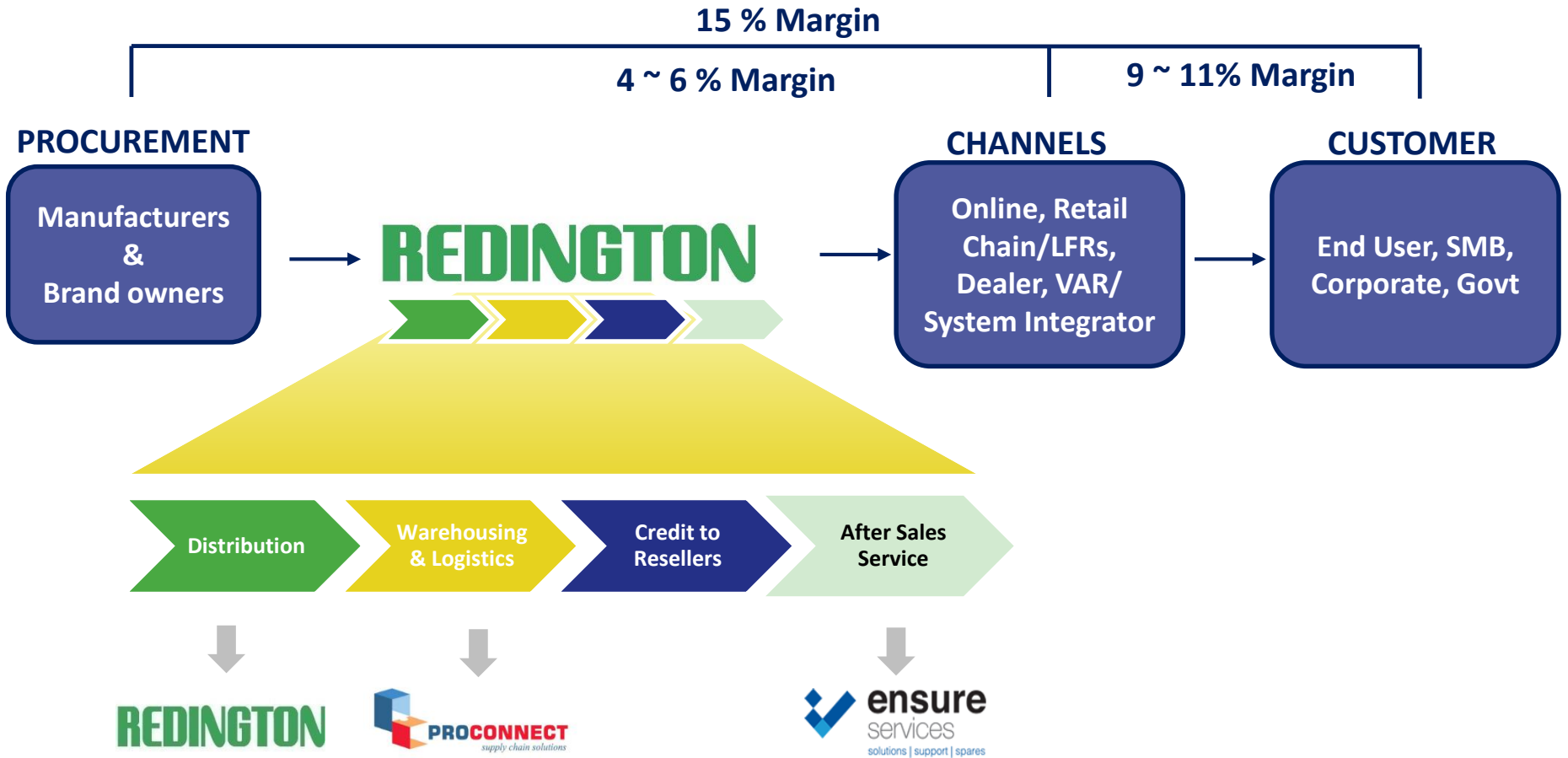


TELCO BRANDS

MOBILE



End to end supply chain solutions



Glo- cal Presence

SOUTH ASIA



India



Srilanka



Singapore



Bangladesh

7 Subsidiaries

MIDDLE EAST



Bahrain



Oman



Qatar



Saudi Arabia



UAE



Iraq*

19 Subsidiaries

AFRICA



Egypt



Ghana



Kazakhshtan



Kenya



Libya



Morocco



Nigeria



Rwanda



Senegal



S.Africa



Tanzania



Uganda



Angola*

22 Subsidiaries

WESTERN ASIA



Turkey

6 Subsidiaries

* Yet to commence operations

Our network

META & CIS	SOUTH ASIA
Channel Partners	
11,000	36,257
Sales Offices	
27	54
Warehouses	
26	121
Service Centres	
25	52
Partner Service Centres	
25	241





About Us

Subsidiaries

Board & Management

Performance

Competition

About ProConnect

- Integrated Logistics services provider
- Offering 3PL services to 100+ Customers

Management

- Professionally managed Board
- Dedicated senior management team
- 1500+ work force

Infrastructure

- 121 Warehouses across India
- 2 ADCs – Chennai & Kolkata
- 2.3 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

Automated Distribution Centres



Chennai

Land Area – 11.56 Acres

Operational since July '09

Capacity – 3.35 lakhs sq ft



Kolkata

Land Area – 13.76 Acres

Operational since Feb '14

Capacity – 1.50 lakhs sq ft



Dubai

Land Area* – 5.17 Acres

Operational since Sep '10

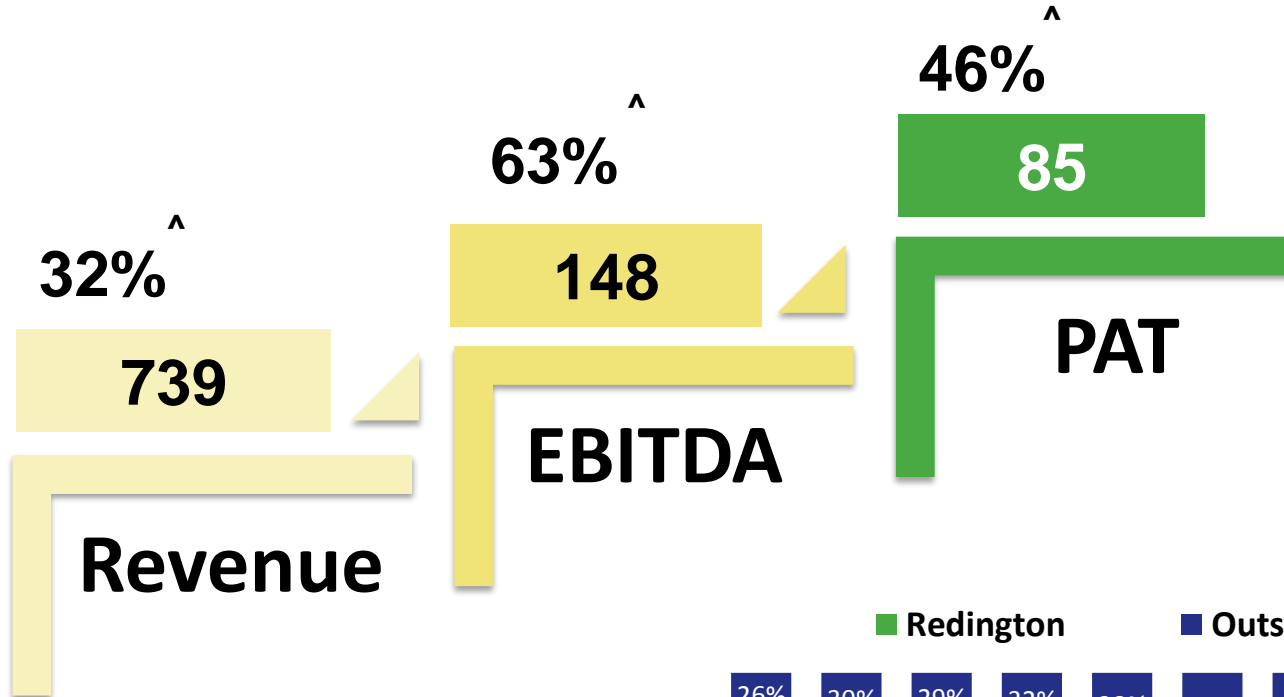
Capacity – 94,723 sq ft

* Long lease

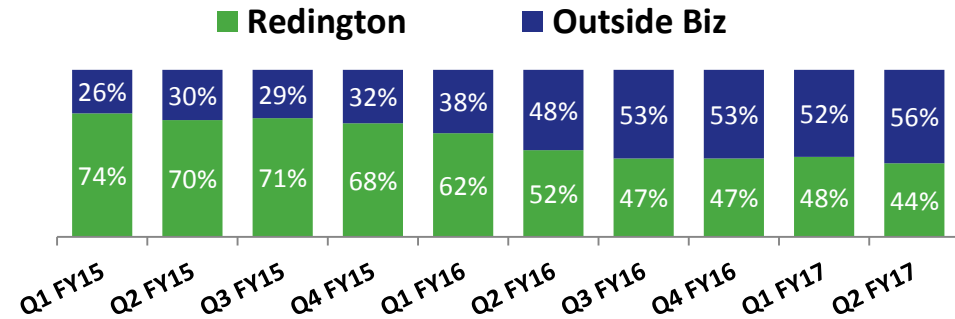
Total number of warehouses: 121 with 2.3 mn sq. ft. – PAN India

Business Performance – H1FY17

₹ in million



^ growth over previous year



About Arena

- Listed in the Istanbul Stock Exchange (Turkey)
- Redington holds 49.4% stake
- Authorised technology product distributor for 43 global brands
- Serves more than 7,500+ resellers through 7 sales office and 3 warehouses
- 5 member Board (2 independent members)
340+ talented workforce



Acquisitions



Provides training, consulting & other value added services



A leading Oracle Distributor



Provides payment services



About Us

Subsidiaries

Board & Management

Performance

Competition

Board of Directors

Independent Directors



Prof. Ramachandran
Chairman
Professor Corporate Policy
& Strategy IIM, Bangalore



V. S. Hariharan
Ex. V.P Hewlett-Packard
Singapore



Keith WF Bradley
Ex. President Ingram Micro
North America



Suchitra Rajagopalan
Director
Corporate Governance
Volvo, UK



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



Nainesh Jaisingh
MD & Global Co-Head
Standard Chartered
Private Equity, Singapore



B Ramaratnam
Professional Director

Our Experienced Execution Team



Raj Shankar
Managing Director



P S Neogi
Joint COO, India



E H Kasturi Rangan
Joint COO, India



Ramesh Natarajan
Sr. President, Non-IT, 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,
META



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



About Us



Subsidiaries



Board & Management



Performance



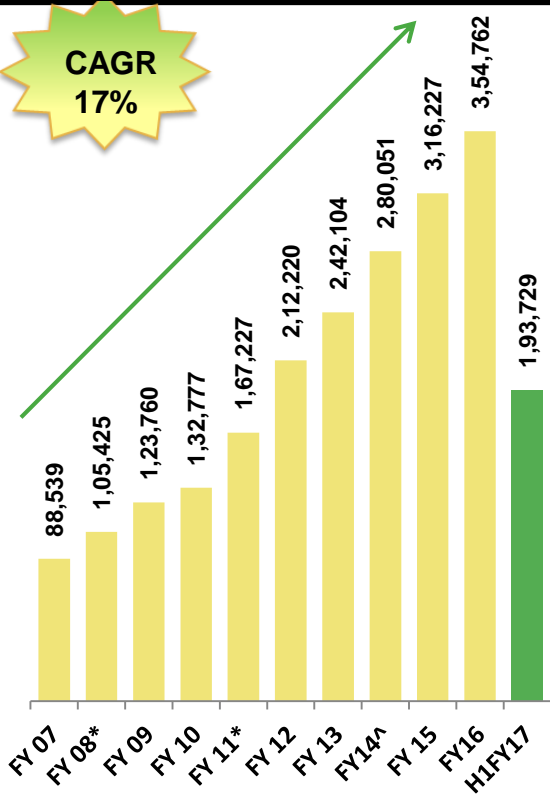
Competition

Financial Snapshot

₹ in million

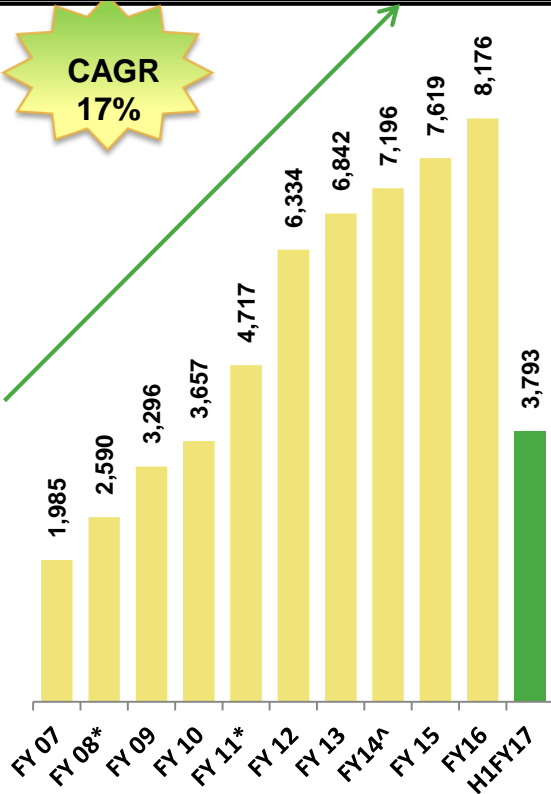
REVENUE

CAGR
17%



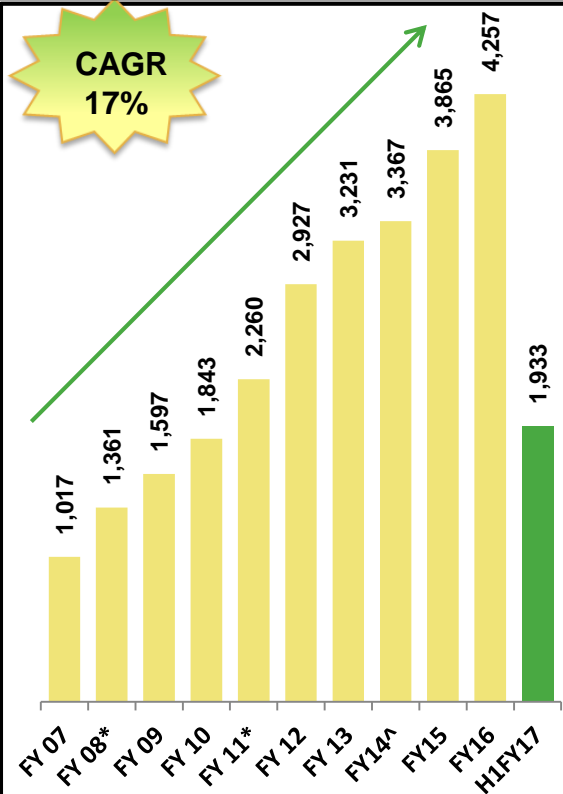
EBIDTA

CAGR
17%



PAT

CAGR
17%



*Post acquisition of following entities - FY08 Easyaccess Financials Services Ltd, FY11 Arena. ^ Post sale of Easyaccess financial services
CAGR computed for full year

Consolidated Financials

₹ in million

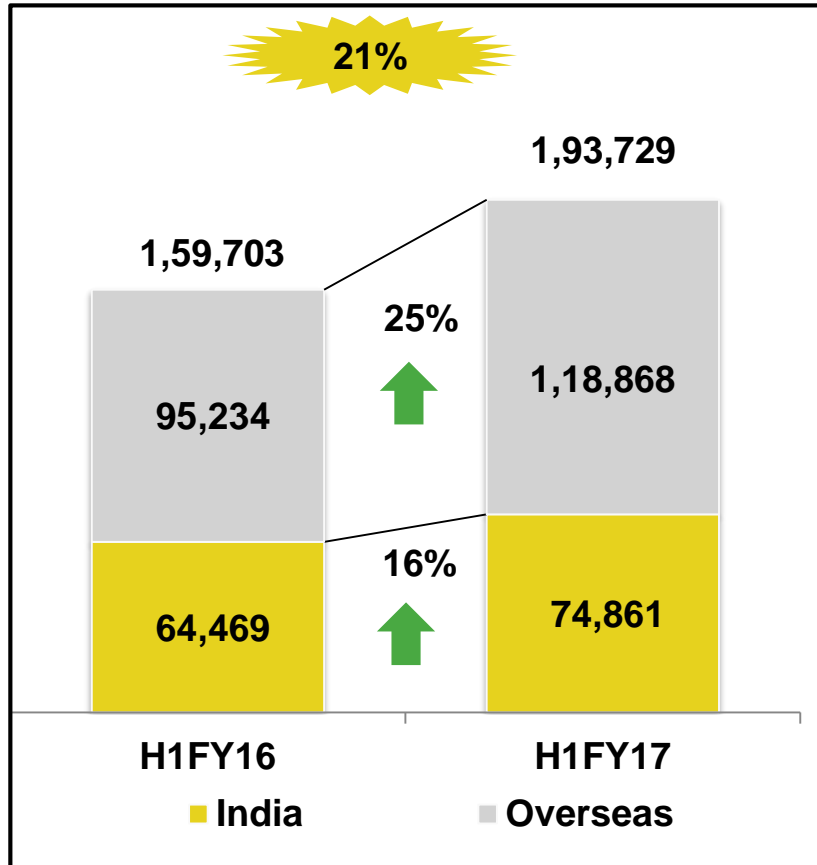
Particulars	H1 FY17	FY16	FY15	FY14 [^]	FY 13	FY 12	FY 11*	FY 10	FY 09	FY 08*	FY 07
Total Revenue	1,93,729	354,762	3,16,227	2,80,051	2,42,104	2,12,220	1,67,227	1,32,777	1,23,760	1,05,425	88,539
EBIDTA	3,793	8,175	7,619	7,196	6,842	6,334	4,717	3,657	3,296	2,590	1,985
PAT	1,933	4,257	3,865	3,367	3,231	2,927	2,260	1,843	1,597	1,361	1,017
Networth	30,388	27,874	23,742	20,213	16,407	13,225	12,553	10,757	10,022	7,215	6,256
Capital Employed	55,123	53,884	44,468	39,938	39,471	34,776	31,863	24,649	22,265	15,054	12,269
EBITDA Margins	2.0%	2.3%	2.4%	2.6%	2.8%	3.0%	2.8%	2.8%	2.7%	2.5%	2.3%
PAT Margins	1.0%	1.2%	1.2%	1.2%	1.3%	1.4%	1.4%	1.4%	1.3%	1.3%	1.2%
Return on Avg. Capital Employed	12.6%	16.0%	17.2%	17.2%	17.7%	18.4%	16.0%	14.6%	18.5%	18.9%	18.2%
EPS (₹) ^{^^}	4.8	10.6	9.7	8.4	8.1	7.4	5.7	4.7	4.1	3.5	3.1
Book Value per share (₹)	75.6	67.2	57.6	48.8	39.5	33.2	31.7	27.4	25.7	18.5	16.1
P / BV	1.4										

• Post acquisition of following entities - FY08 Easyaccess Financials Services Ltd, FY11 Arena. [^]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.

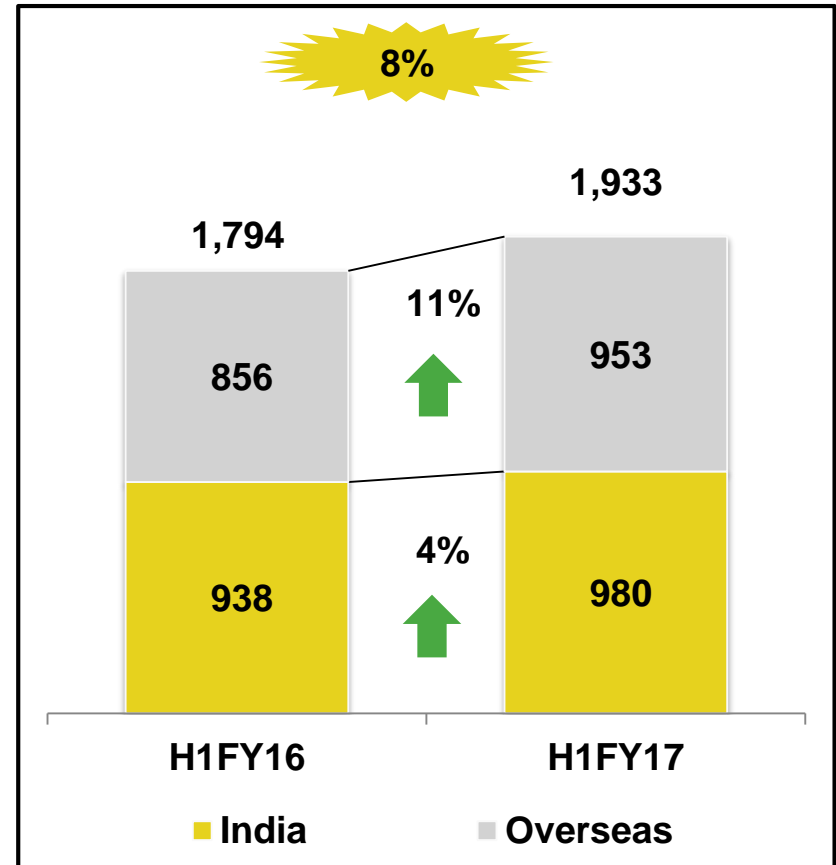
Performance by Market

₹ in million

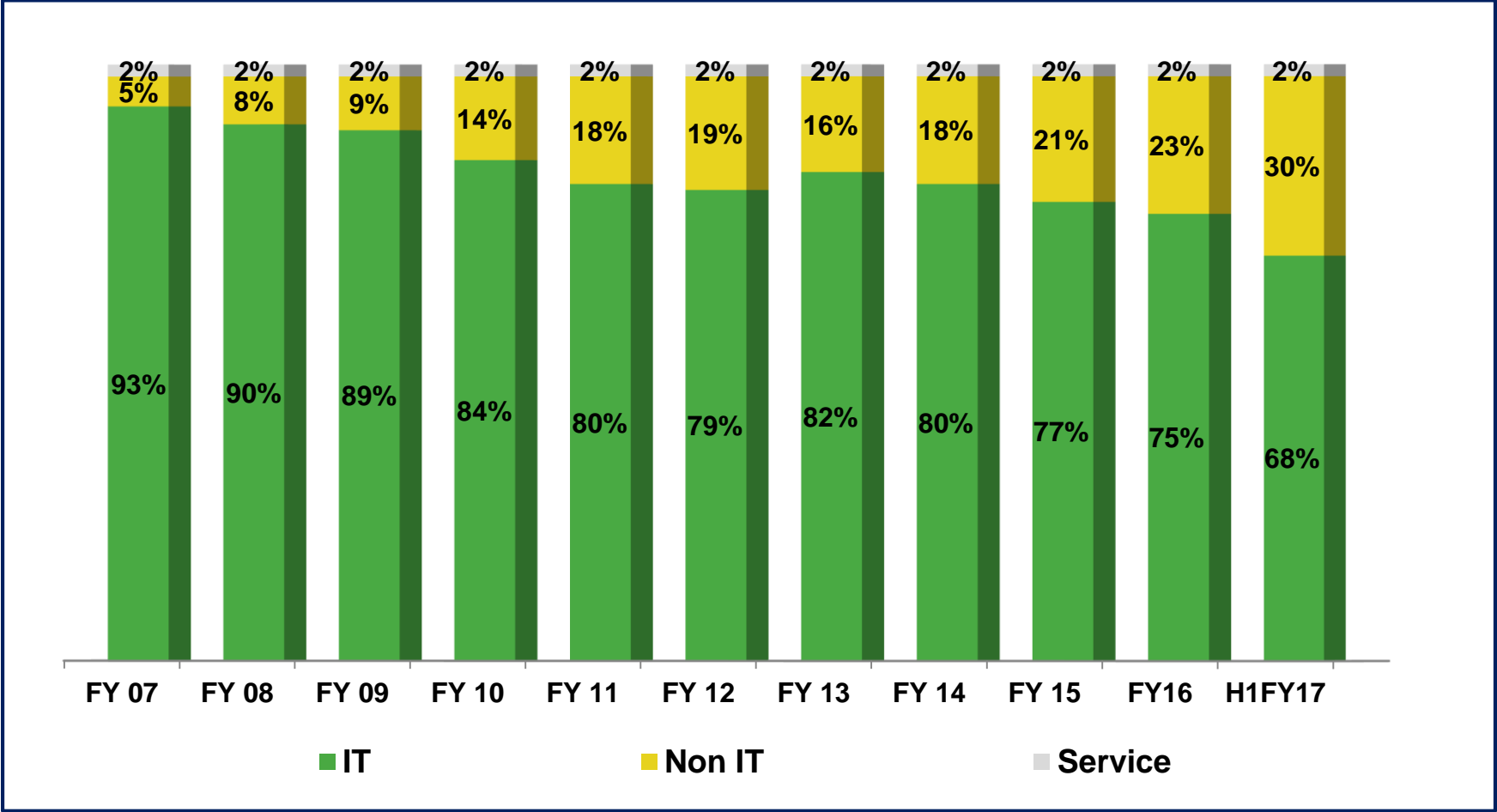
REVENUE



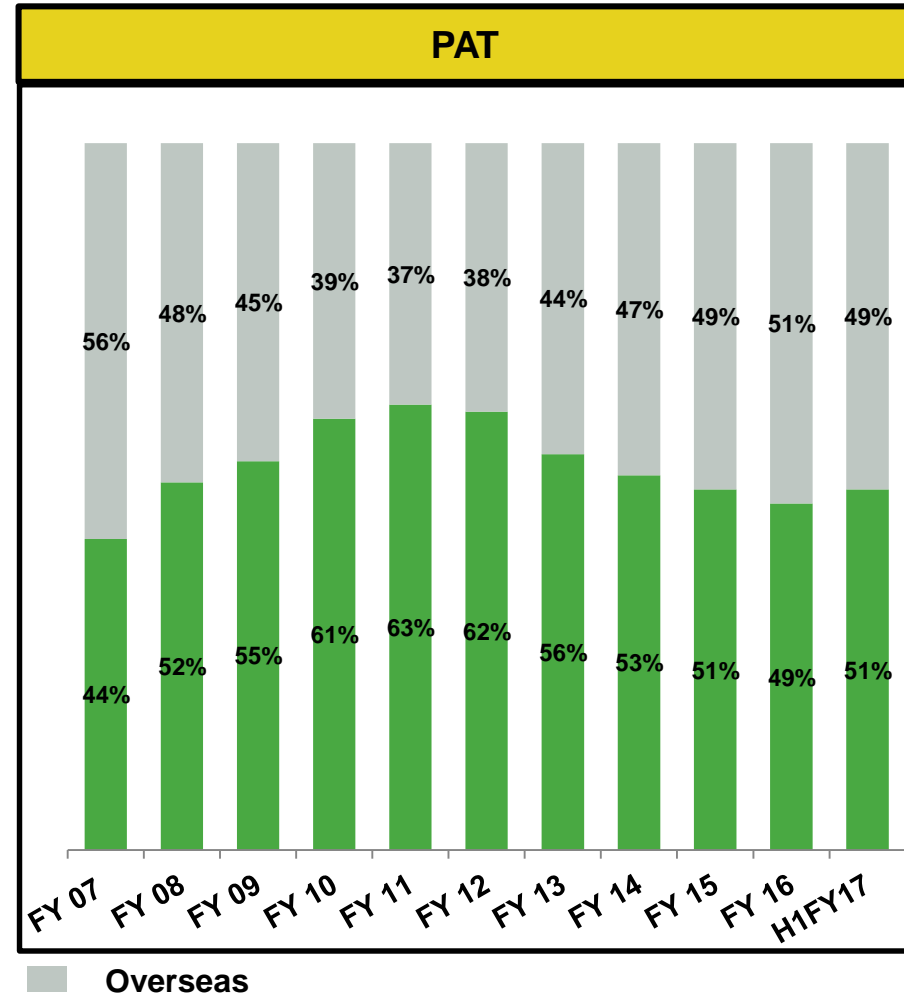
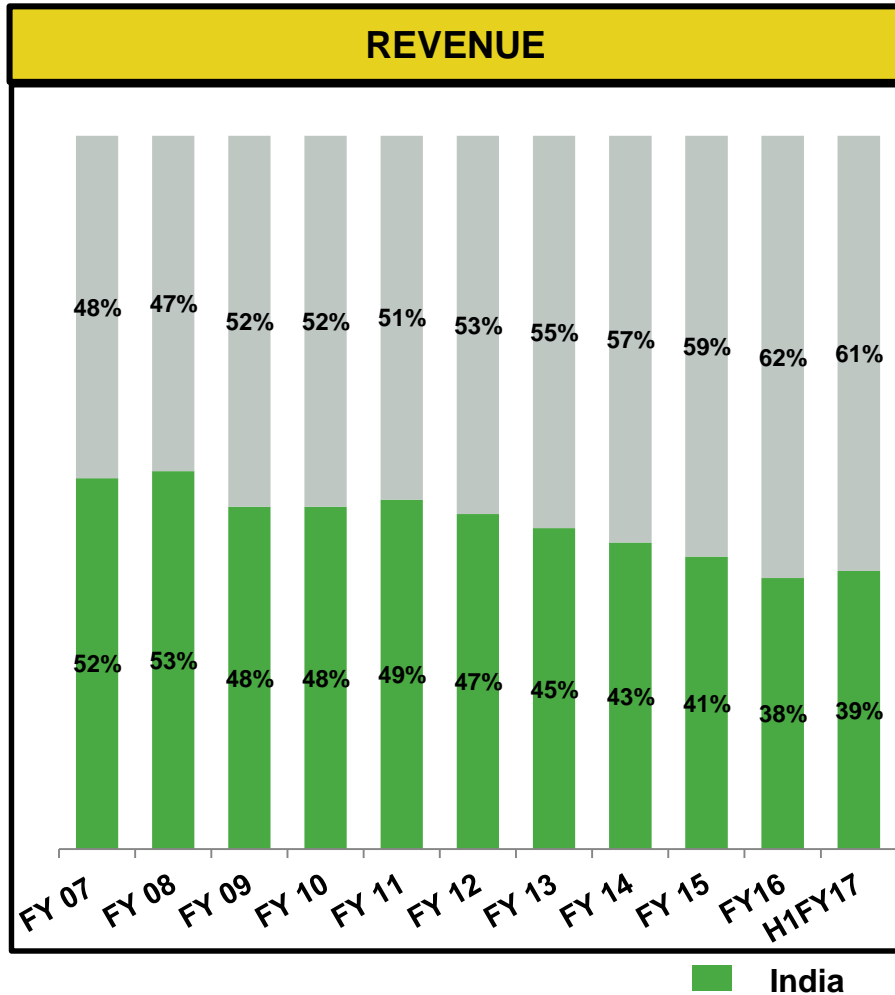
PAT



Revenue by Vertical



Geographical Contribution

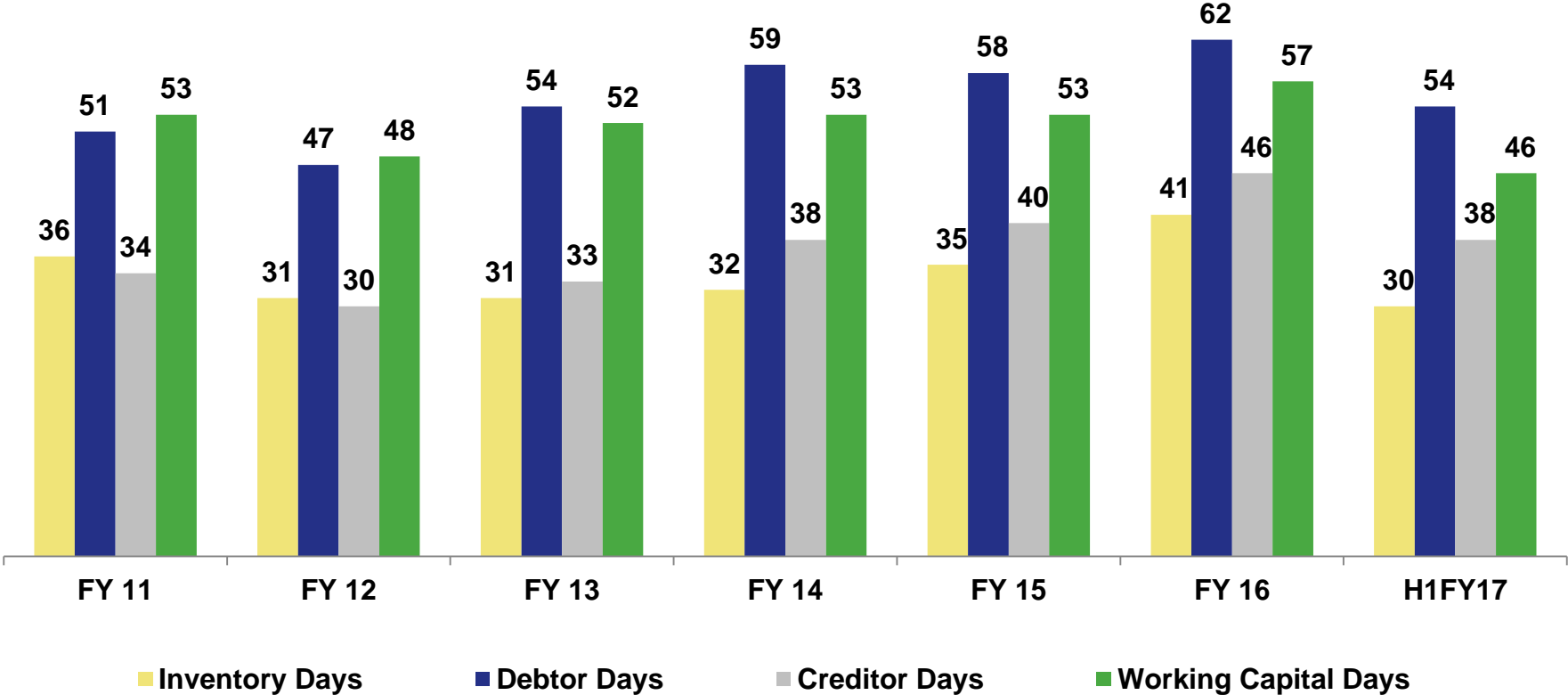


Free Cash Flow Statement

₹ in million

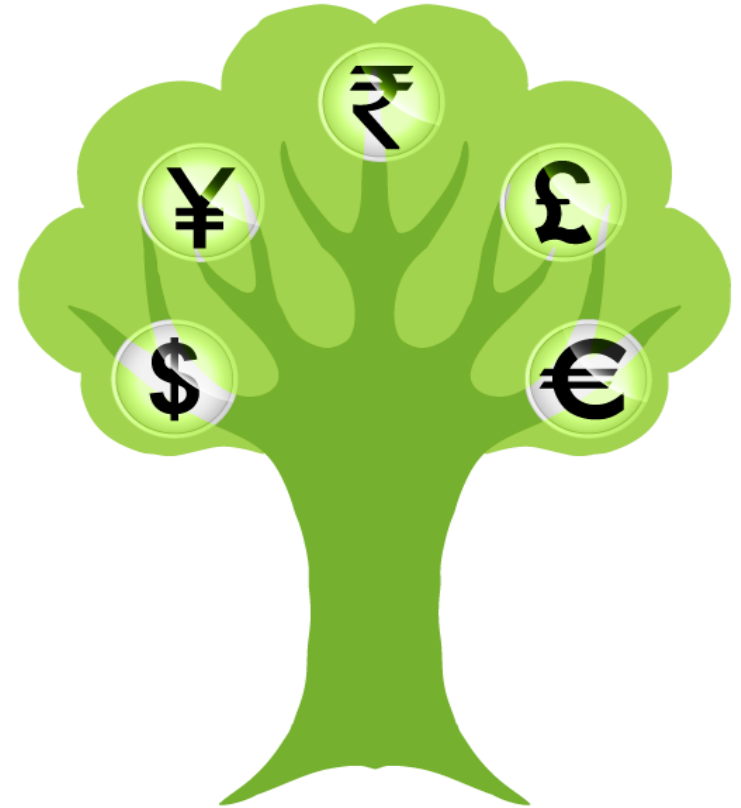
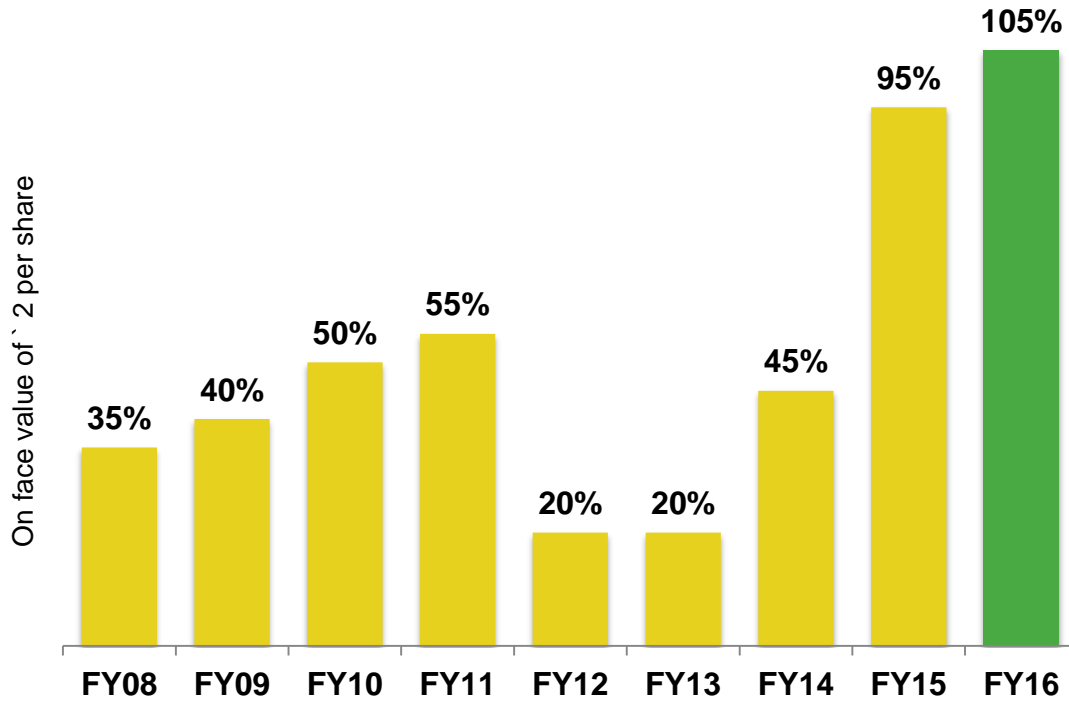
Particulars	H1 FY17	H1 FY16
Profit Before Taxation	2,682	2,511
Non-cash items	582	605
Change in Working Capital	6,194	(7,171)
Direct Tax Paid	(706)	(696)
Outflow of Finance Cost	746	765
Net Cash Flow from Operations	9,498	(3,987)
Capex	(283)	(186)
Dividend	(1,057)	(960)
Outflow of Finance Cost	(746)	(765)
Free Cashflow	7,412	(5,898)

Working Capital Days



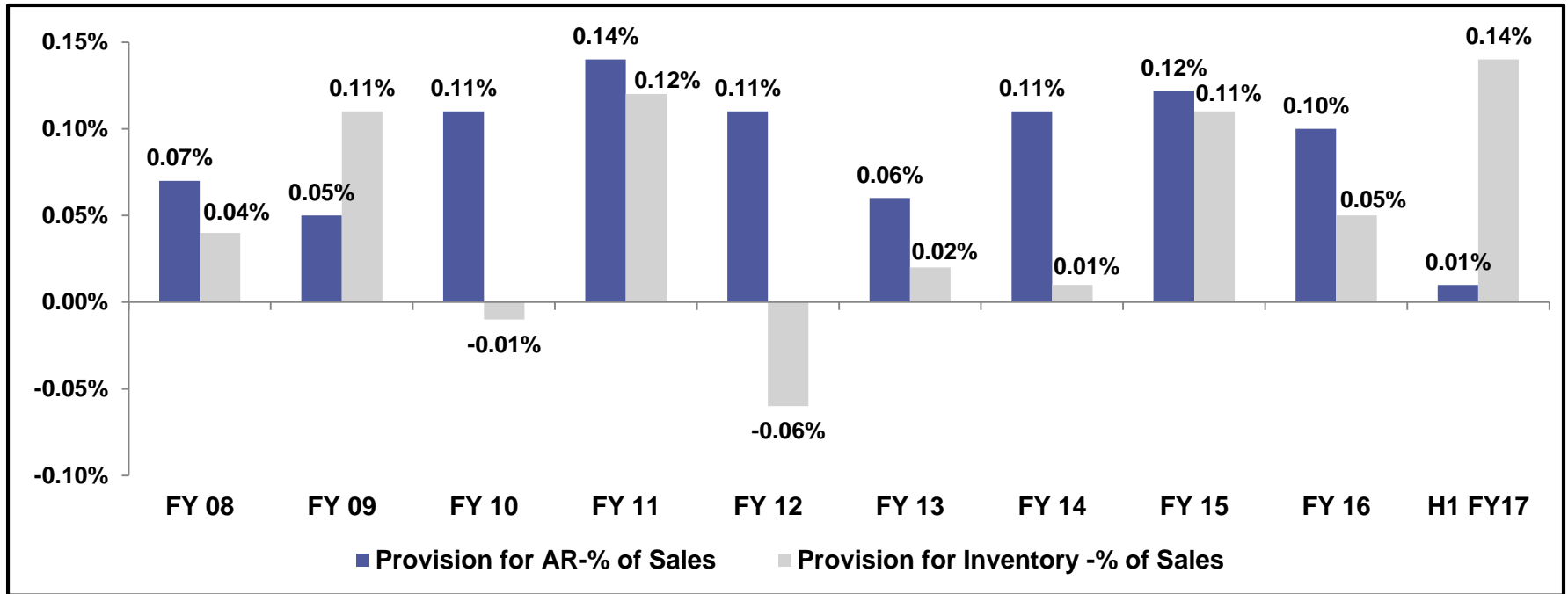
Dividend Distribution

“Dividend Policy: 20% payout on profits earned”

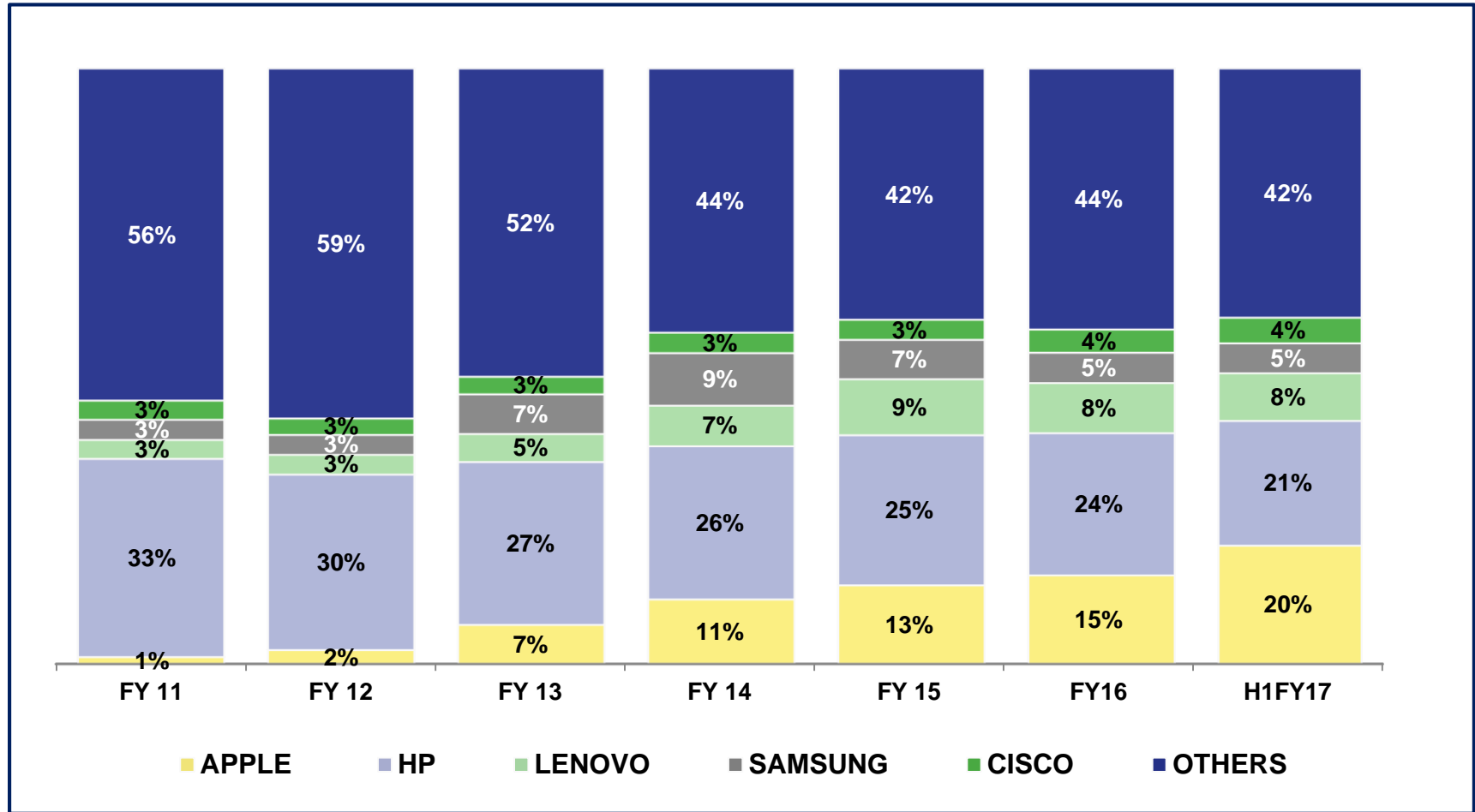


Provisions

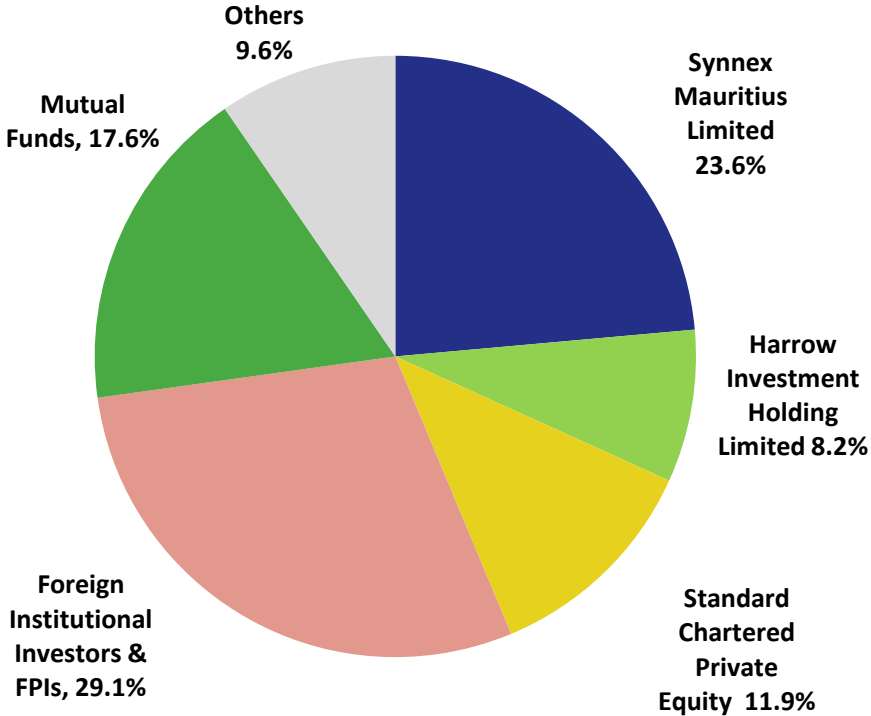
Particulars	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13	FY 14	FY15	FY16	H1FY17
Provision for AR-% of Sales	0.07%	0.05%	0.11%	0.14%	0.11%	0.06%	0.11%	0.12%	0.10%	0.01%
Provision for Inventory -% of Sales	0.04%	0.11%	-0.01%	0.12%	-0.06%	0.02%	0.04%	0.11%	0.05%	0.14%



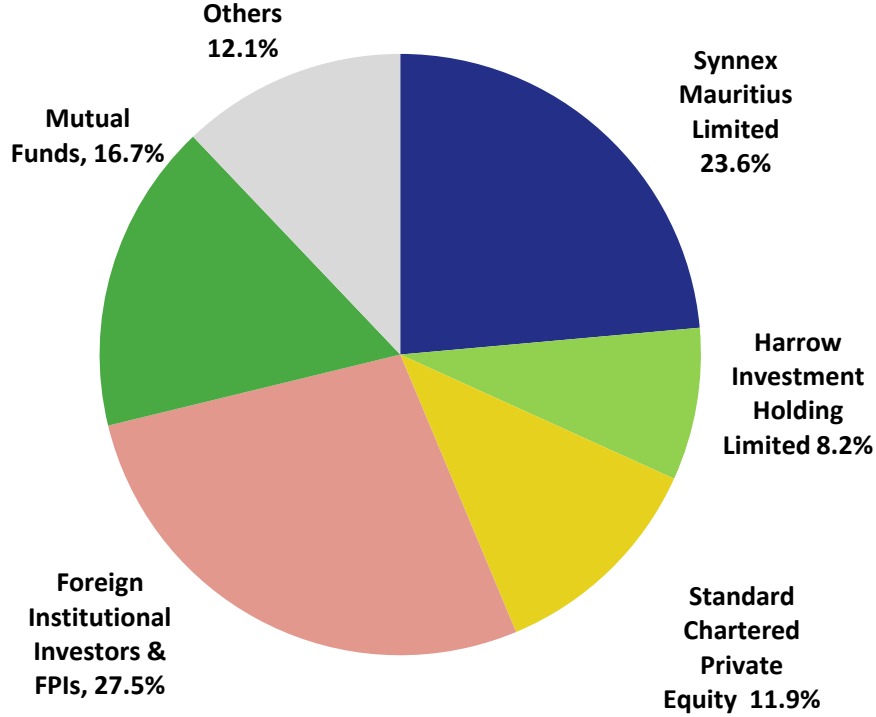
Top 5 Vendors – Consolidated



Shareholding Pattern



30-Jun-2016



30-Sep-2016

Prominent Shareholders as on 30 Sep 2016

S. No	Name of the Shareholder	Shareholding %
1	Synnex (Mauritius) Limited	23.58
2	Standard Chartered Private Equity (Mauritius) Limited	11.93
3	Fidelity (FIL)	10.81
4	Harrow Investment Holding Limited	8.20
5	ICICI Prudential Life Insurance Company	7.37
6	Morgan Stanley	6.68
7	Franklin Templeton Fund	5.14
8	HDFC Small & Midcap Fund	4.97
9	ICICI Prudential Fund (Eastspring Investments)	3.23
10	IDFC Premier equity Fund	2.73
11	Reliance Capital Trustee Company Limited	2.38
12	SBI Mutual Fund	2.11
13	Dimensional Fund Advisors	1.49
14	Vanguard Total International Stock Index Fund	1.27
15	The Wellington Trust Company	0.87
16	Baring India Private Equity Fund	0.58
17	Sundaram Mutual Fund A/C Sundaram Smile Fund	0.54
18	MSCI Emerging Markets	0.45
19	Blackrock Fund	0.30
20	MV SCIF Mauritius	0.29

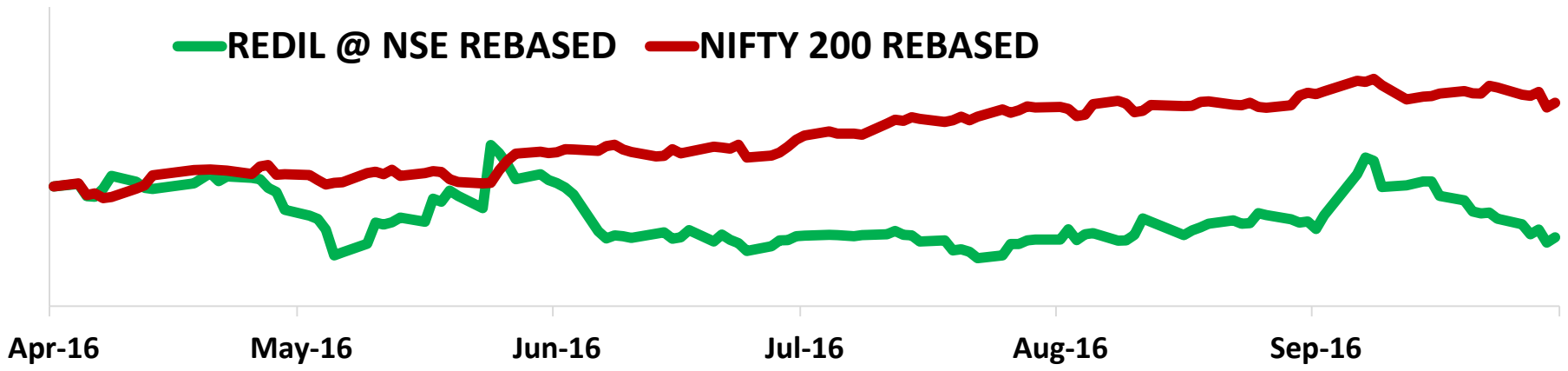
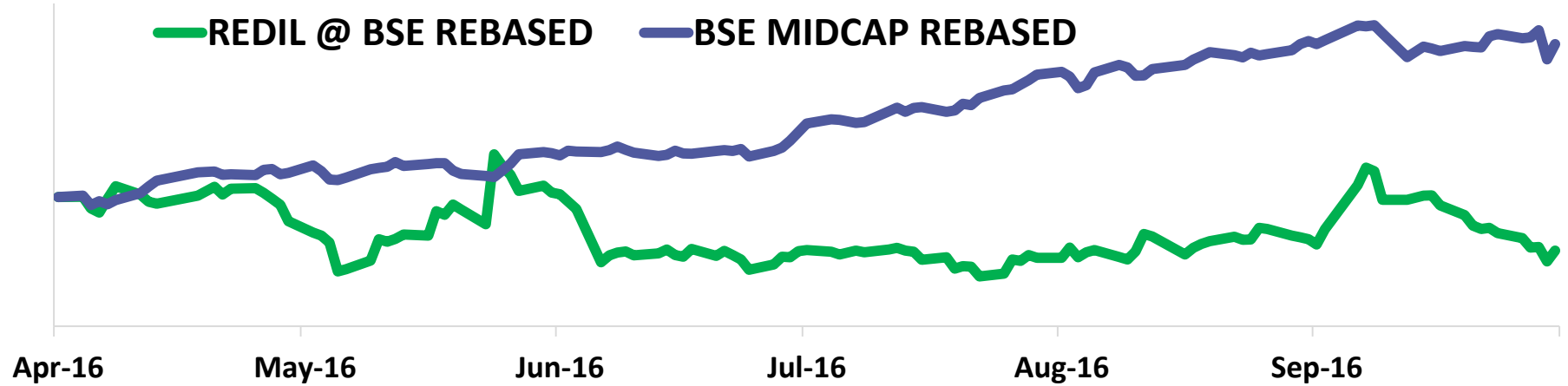
Top 50

97.30%

Top 20

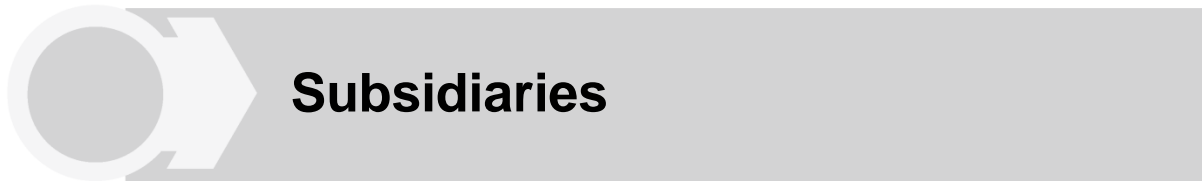
94.91%

REDIL Stock Performance vs. Index

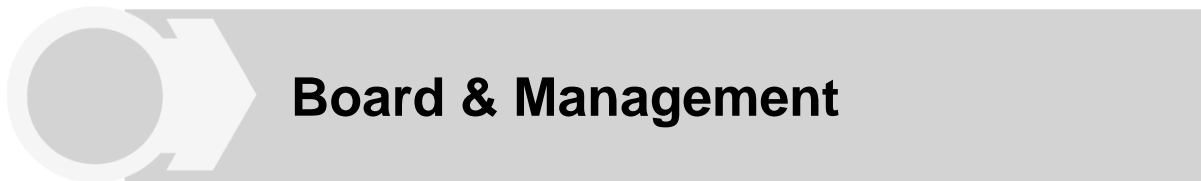


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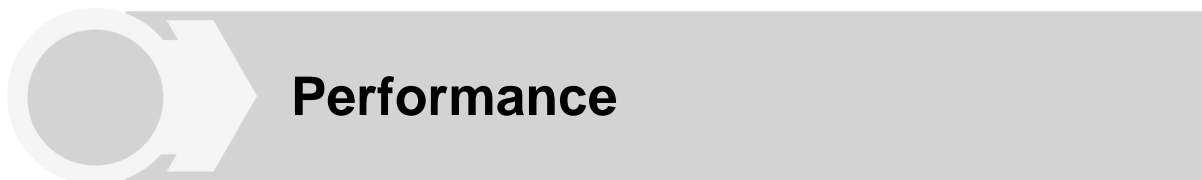
About Us

A horizontal grey bar with a white arrow icon pointing right, starting from a grey circle on the left.

Subsidiaries

A horizontal grey bar with a white arrow icon pointing right, starting from a grey circle on the left.

Board & Management

A horizontal grey bar with a white arrow icon pointing right, starting from a grey circle on the left.

Performance

A horizontal green bar with a white arrow icon pointing right, starting from a dark blue circle on the left.

Competition

Competitive Landscape

Global Players



India

- Ingram has been acquired by Tianjin Tianhai, a Chinese Corporation
- Ingram Micro and Avnet present among Global Players
- Redington and Ingram Micro of similar size; together address 70% of the market
- Other smaller regional players include: Savex, Compuage, Rashi Peripherals

Middle East & Turkey

- Ingram Micro present in the Middle East
- Local distributors such as BDL, Metra, Global Distribution, Logicom are present in the Middle East
- Arrow acquired Computer links in the Middle East
- Index (Listed in ISE) is the largest distributor in Turkey
- Ingram Micro acquired Armada in Turkey

Top 20 IT Companies – India

Company	Position	Rank FY16	Rank FY15
TCS	Same	1	1
Cognizant Technology Solutions	Same	2	2
Infosys Technologies	Same	3	3
Wipro	Same	4	4
HCL Technologies	↑	5	6
Tech Mahindra	↑	6	7
IBM India	↑	7	8
Ingram Micro India	↑	8	9
HPE India	New Entrant	9	-
Dell India	↑	10	11
Redington India	↓	11	10
Capgemini	↑	12	18
Oracle India	↓	13	12
SAP India	↓	14	13
Cisco	↓	15	14
HP Inc India	New Entrant	16	-
Microsoft India	↓	17	15
APC by Schneider Electric India	↓	18	17
Lenovo India	↑	19	21
Intel India	↓	20	19

Source: DQ Week

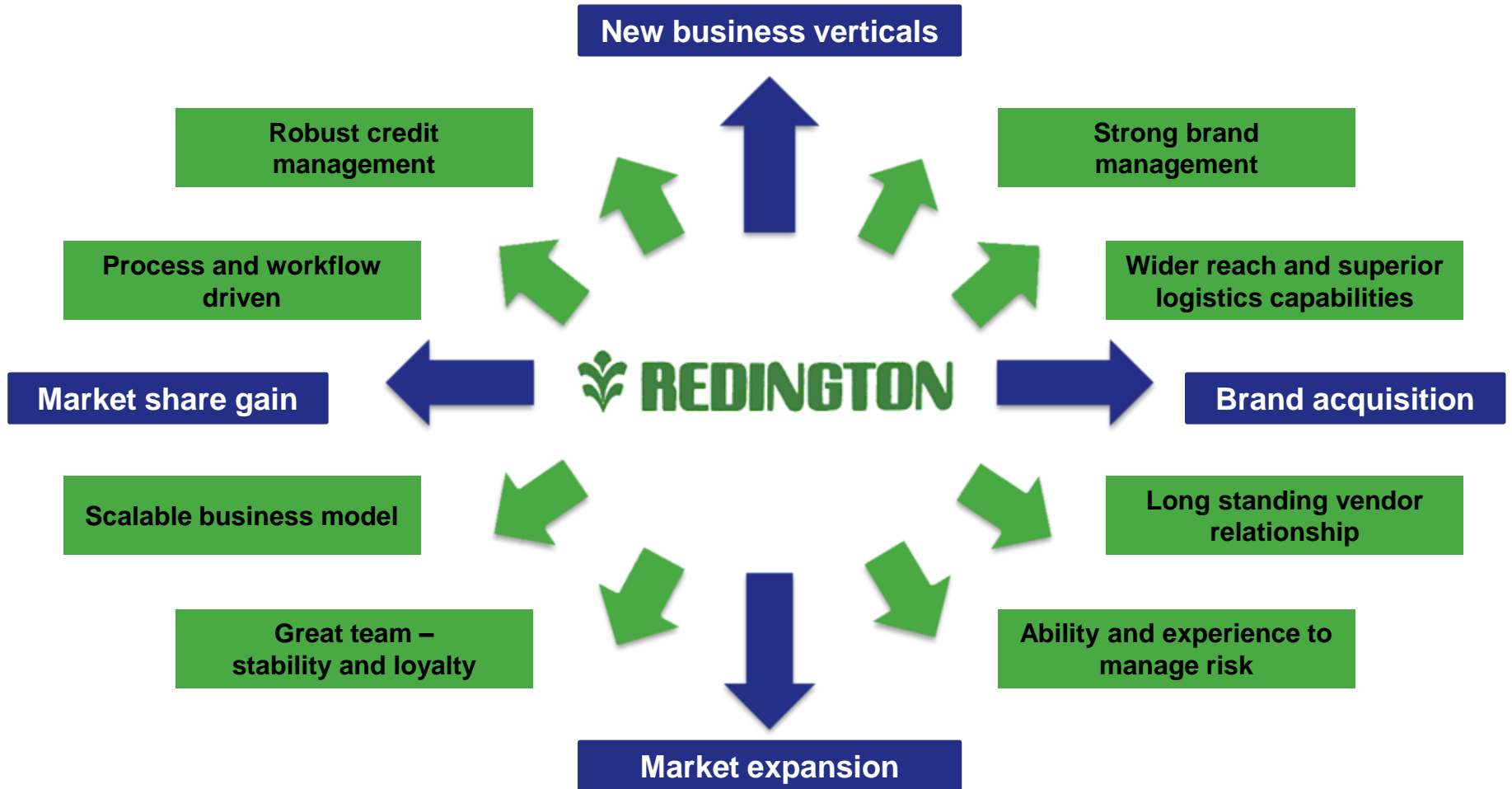
Top 15 IT Distributors – Middle East

Revenue in USD Mio

Company	Position	2015	2014
Redington Gulf FZE	Same	2,840	2,620
BDL Group	↓	722	903
Metra Computer FZCO	↓	680	830
Global Distribution FZE	↑	853	608
Logicom Group Middle East	↑	710	575
Almasa IT Distribution	Same	390	410
Mitsumi Distribution	↑	475	390
Asbis Middle East FZCO	↑	254	229
Westcon ME Group	Same	214	207
Golden Systems Middle East	↓	135	177
Al-Jammaz Distribution	↑	187	160
Gulf Shadow Computer Systems	↑	152	156
Trigon LLC	↑	142	150
Star Link	New Entry	104	N/A

Source: Channel Middle East

In Closing



A large, faint green stylized logo is centered in the background. It consists of a central vertical stem with three pairs of curved, leaf-like shapes branching out from it, resembling a stylized plant or flower.

Thank you