



REDINGTON (INDIA) LIMITED

Q3FY17 Earnings Presentation

December 2016



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.

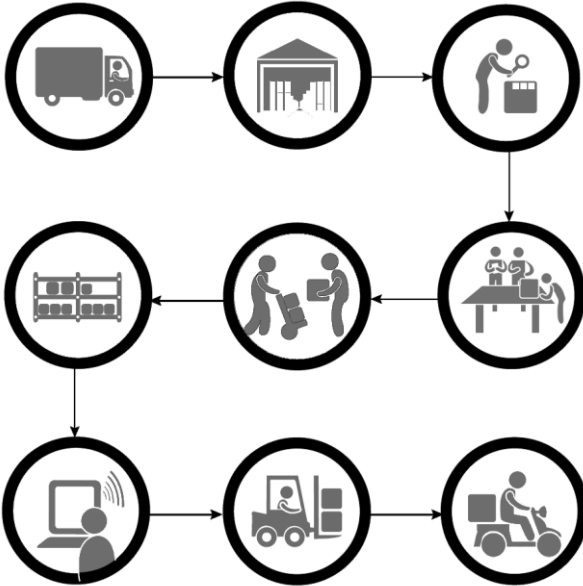
While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

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.

REDINGTON

Q3FY17 Highlights



Connecting The Dots

Transformation from 'Product' to 'Utility of Product'

Q3FY17 Business Highlights

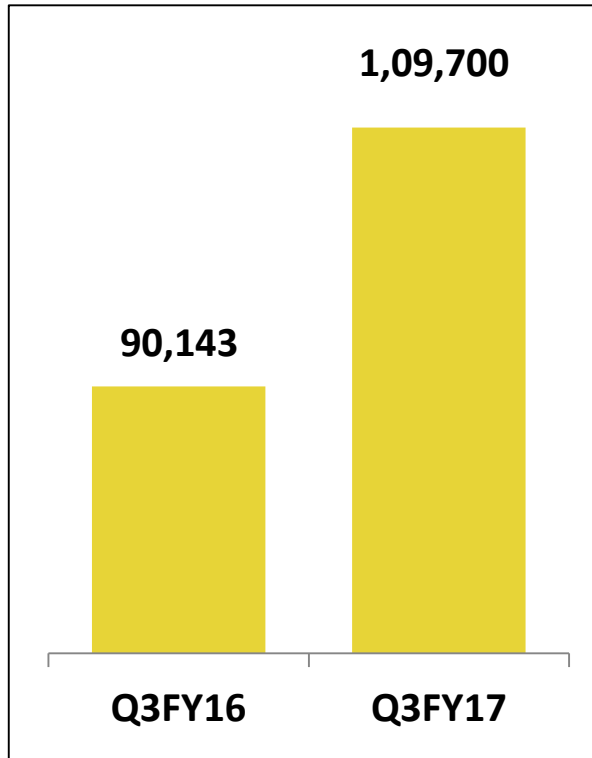
- Strong Sales performance in both India and Overseas
- Significant reduction in Working Capital in Q3FY17 as compared to Q3FY16

Q3FY17- Consolidated Financials

₹ in million

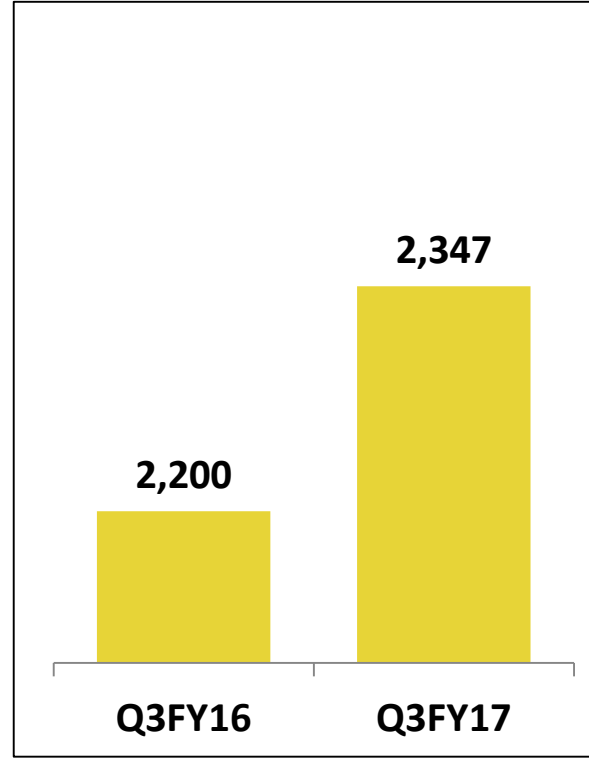
REVENUE

22% ▲



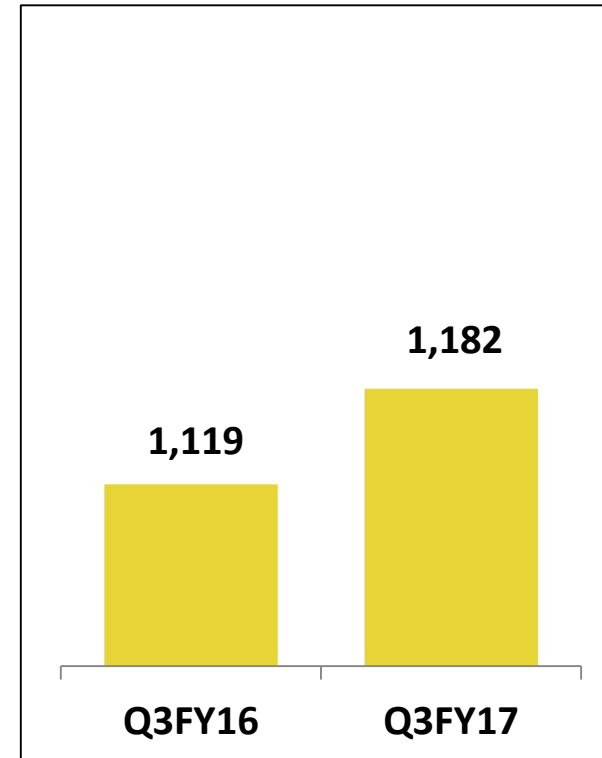
EBIDTA

7% ▲



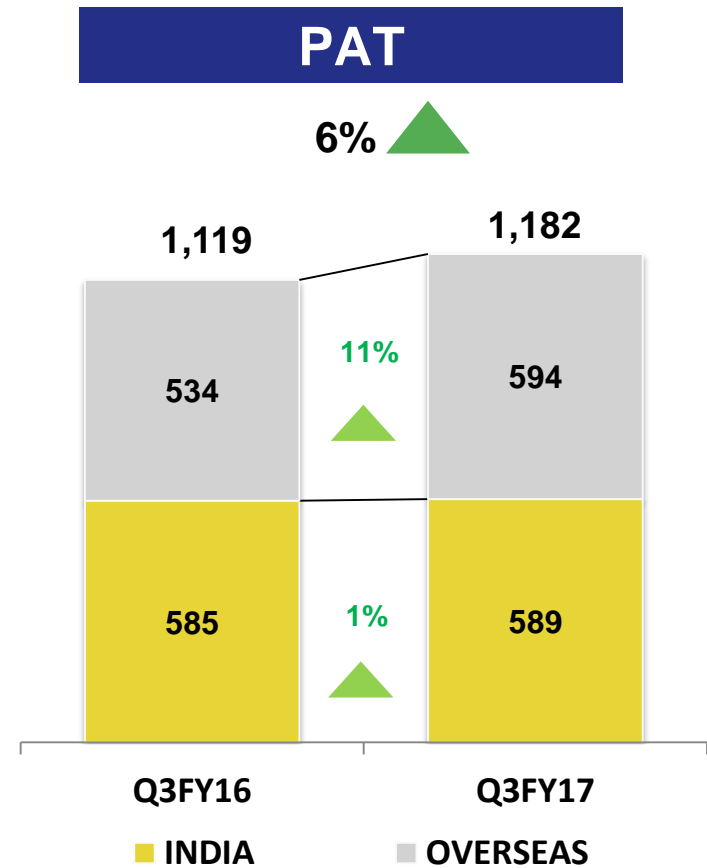
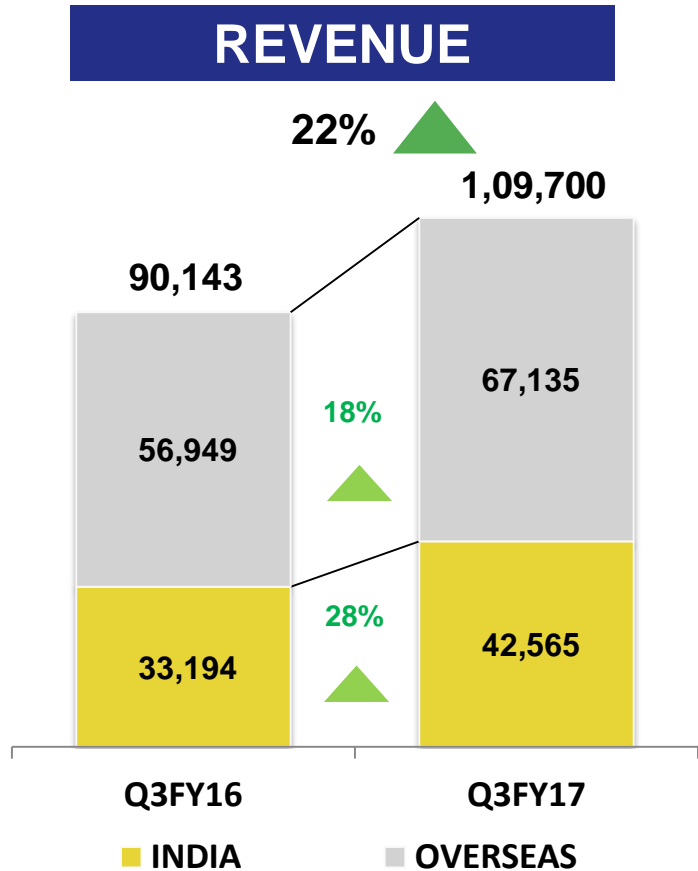
PAT

6% ▲



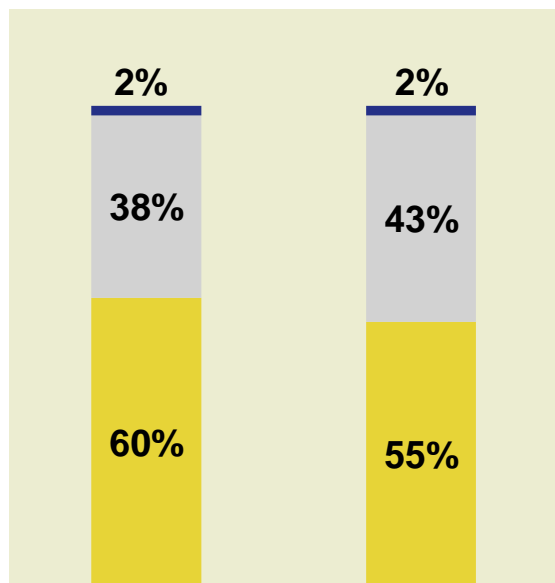
Q3FY17 Performance by Market

₹ in million



Q3FY17 Revenue by Vertical

INDIA

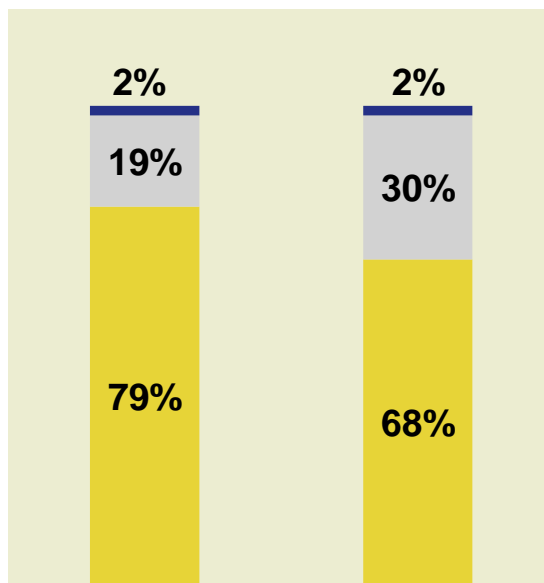


Q3FY16

Q3FY17

■ IT

OVERSEAS

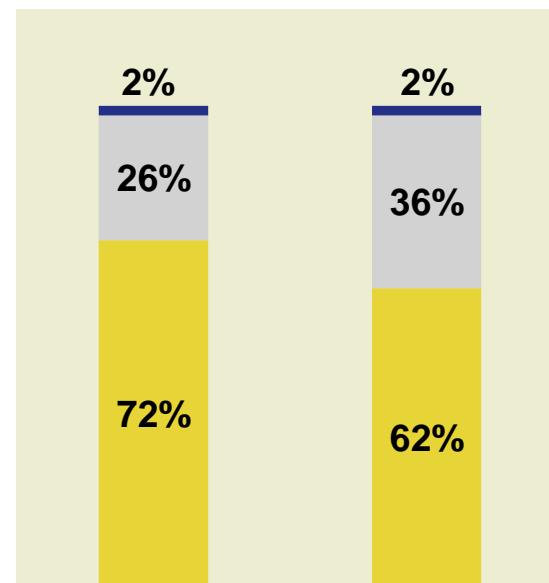


Q3FY16

Q3FY17

■ Non IT

CONSOLIDATED



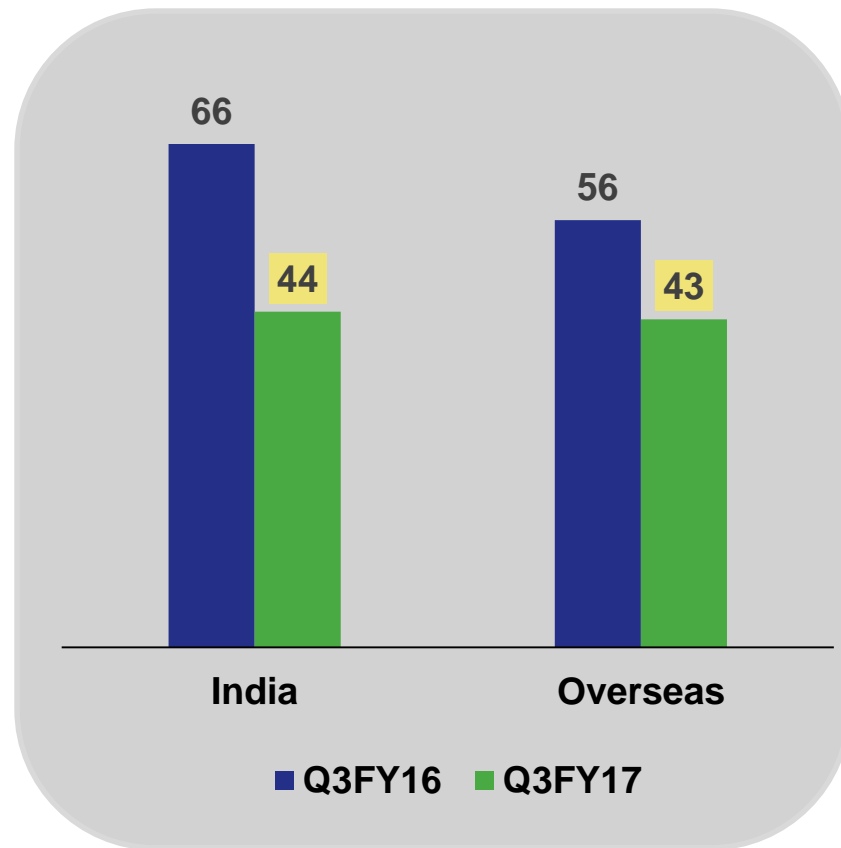
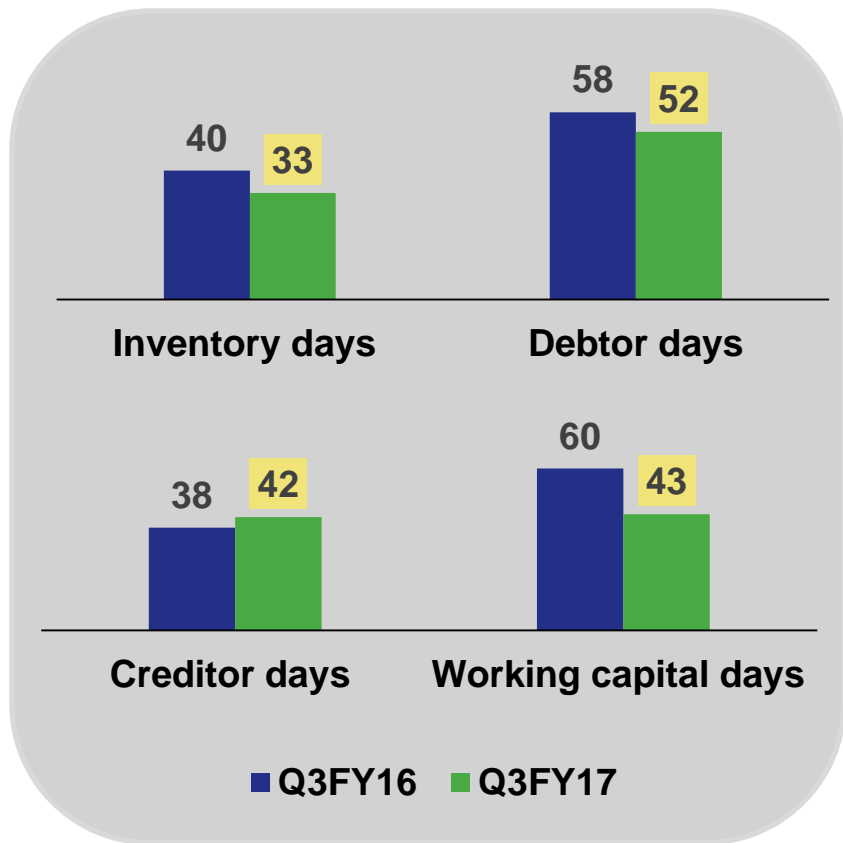
Q3FY16

Q3FY17

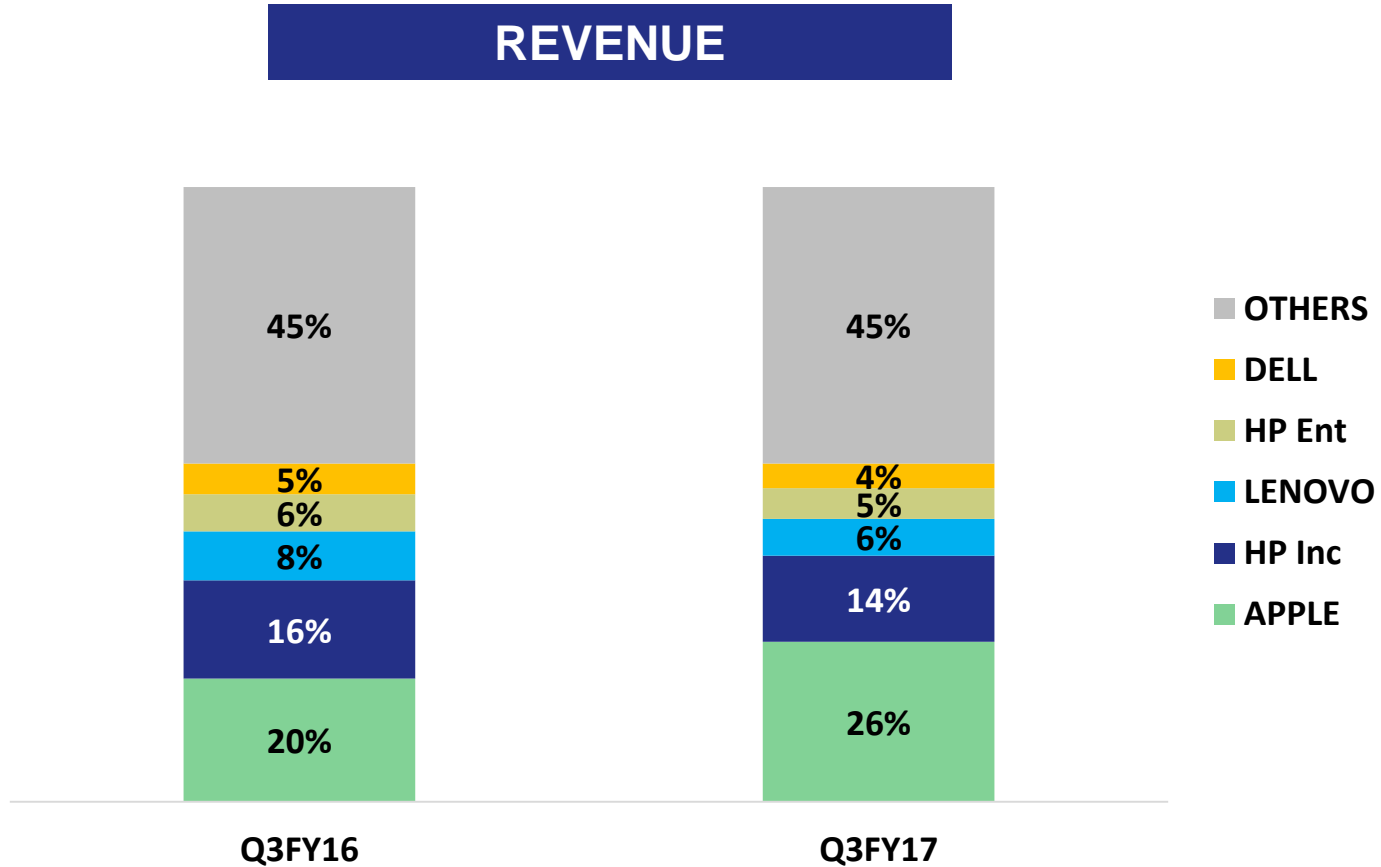
■ Service

Q3FY17 – Working Capital Days

CONSOLIDATED



Q3FY17 – Top 5 Vendors Consolidated

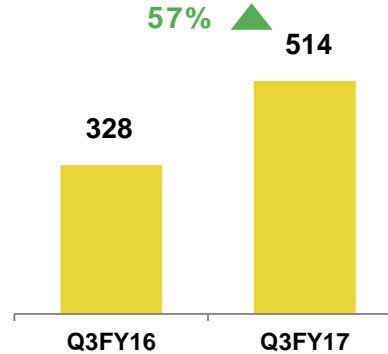


Q3FY17 Performance – ProConnect

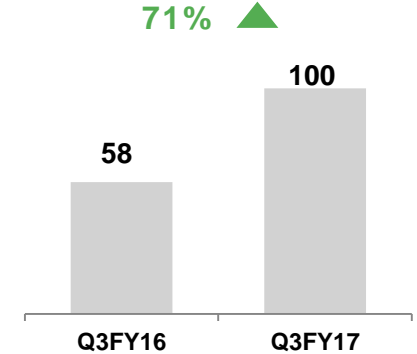
- Revenue growth over Q3FY16 is 57%
- PBT growth over Q3FY16 is 73%

₹ in million

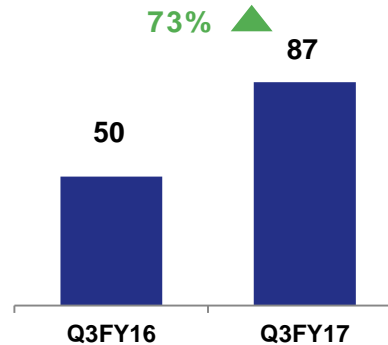
REVENUE



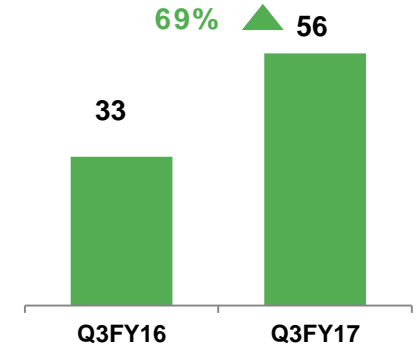
EBIDTA



PBT



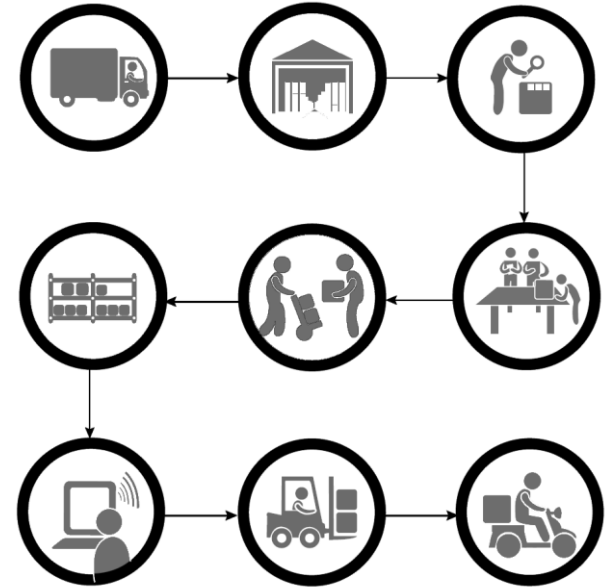
PAT



All above figures include Mission Critical Services & RCS

REDINGTON

9MFY17 Highlights



Connecting The Dots

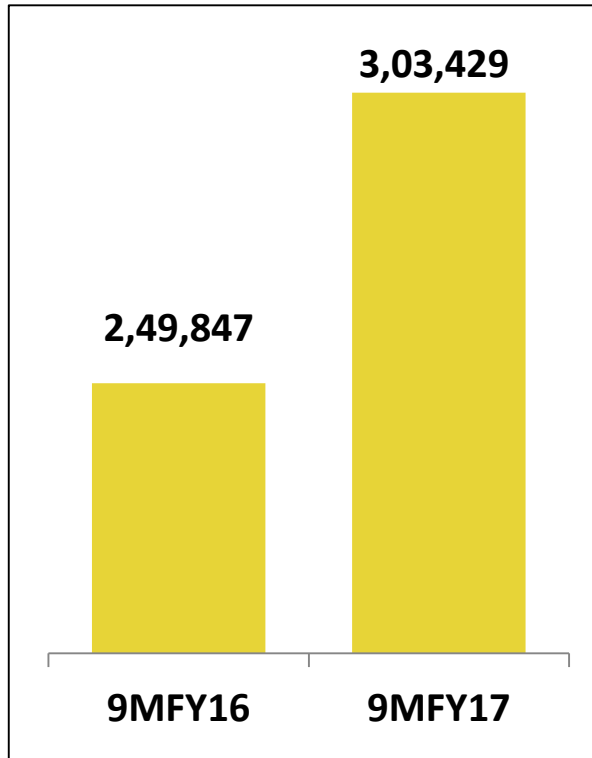
Transformation from 'Product' to 'Utility of Product'

9MFY17- Consolidated Financials

₹ in million

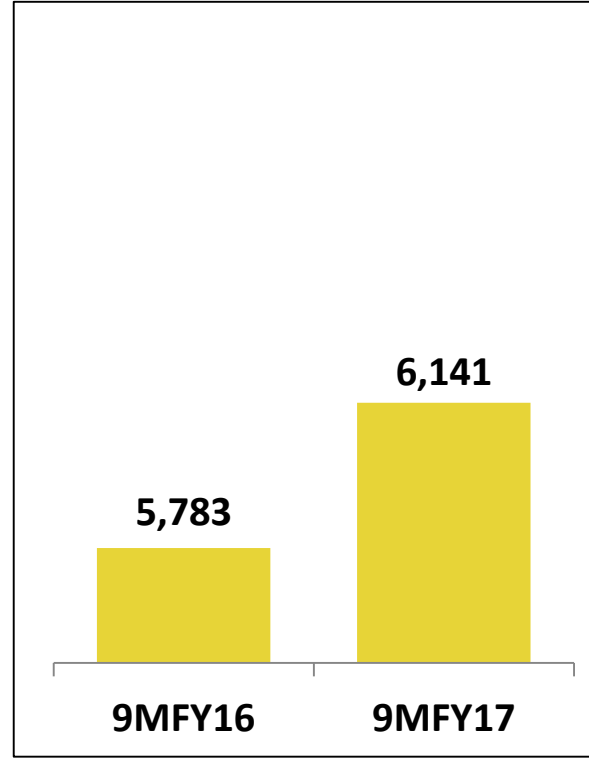
REVENUE

21% ▲



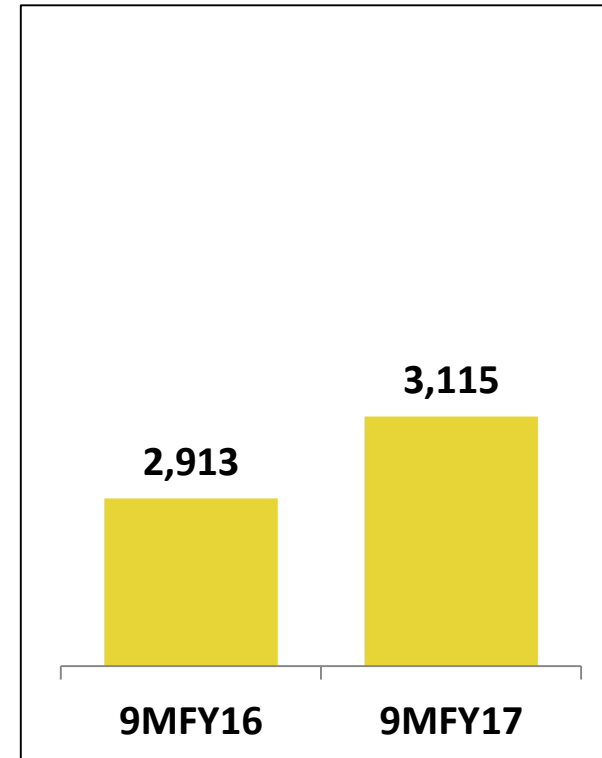
EBIDTA

6% ▲



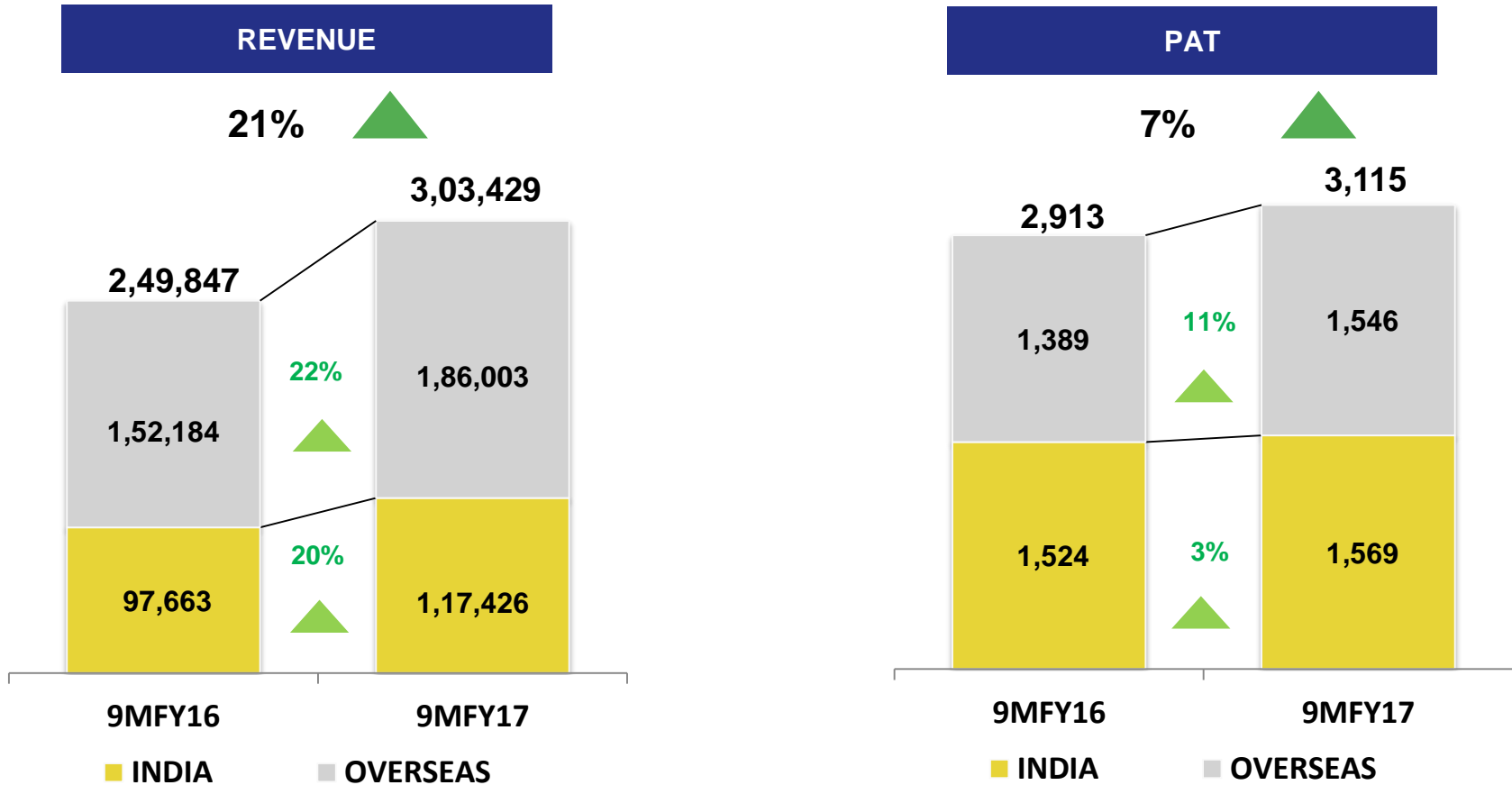
PAT

7% ▲



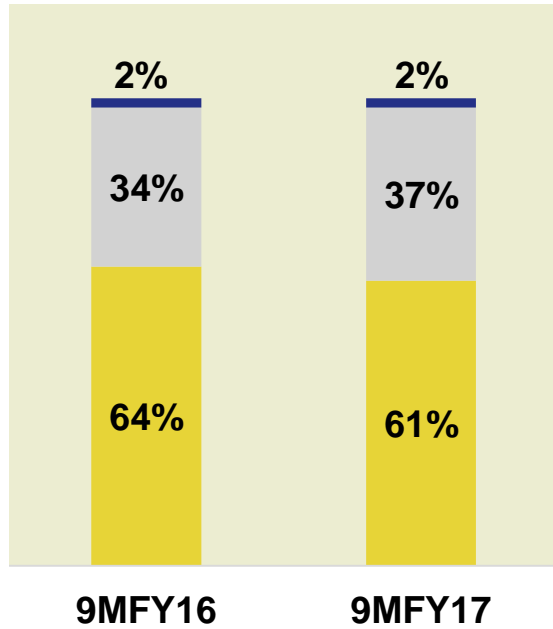
9MFY17 Performance by Market

₹ in million

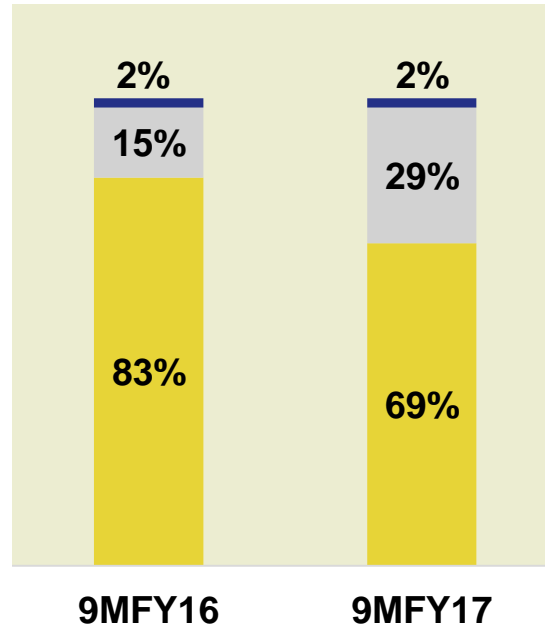


9MFY17 Revenue by Vertical

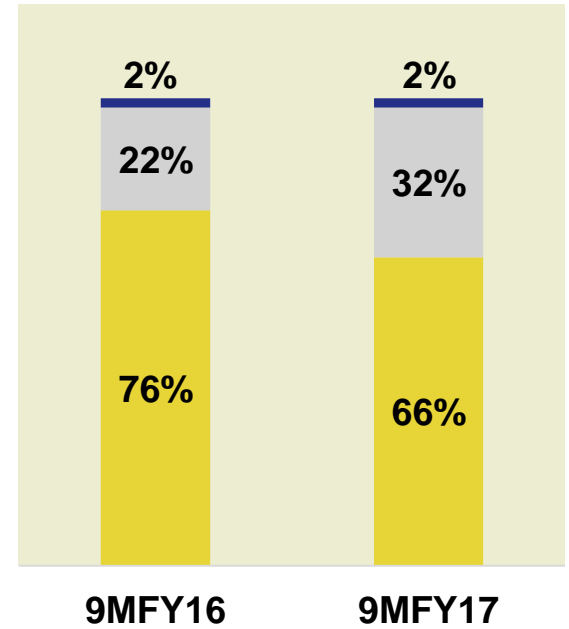
INDIA



OVERSEAS



CONSOLIDATED



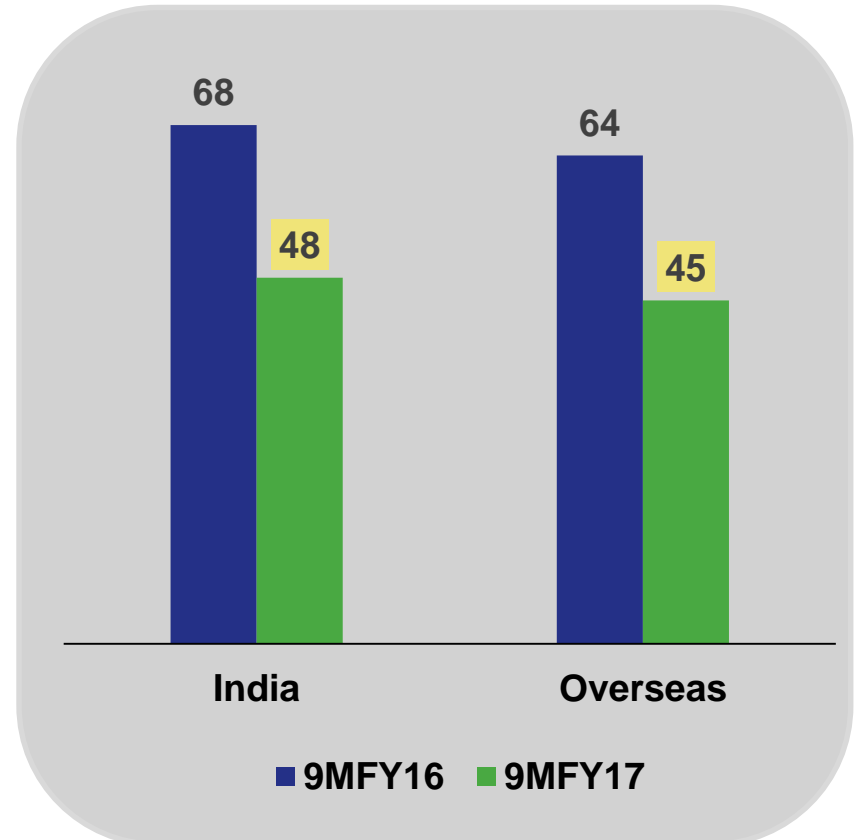
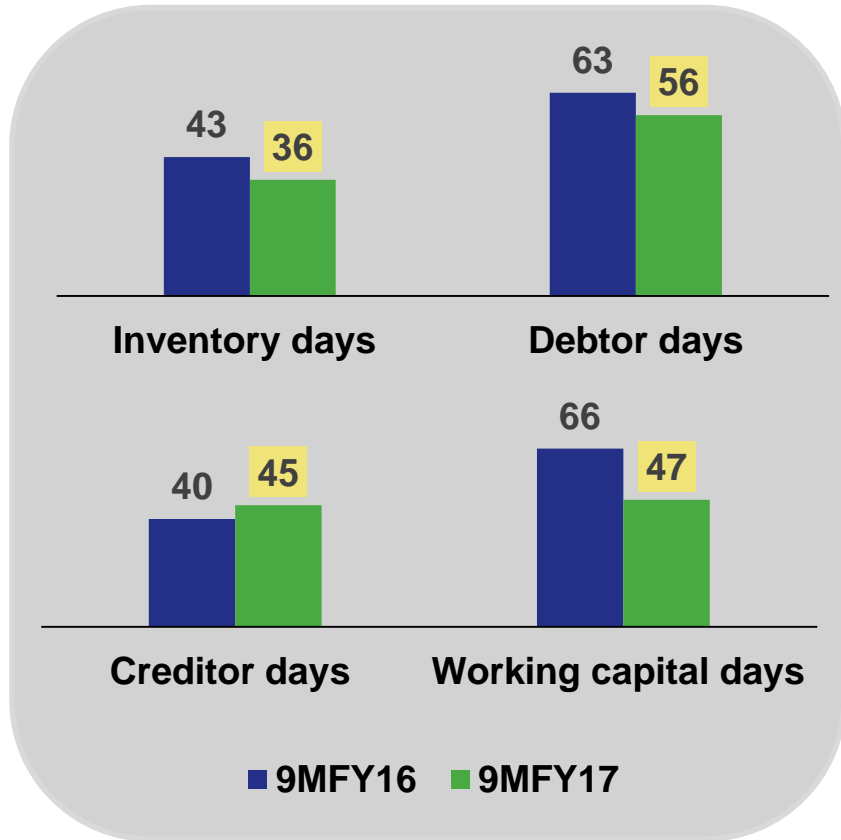
■ IT

■ Non IT

■ Service

9MFY17 – Working Capital Days

CONSOLIDATED



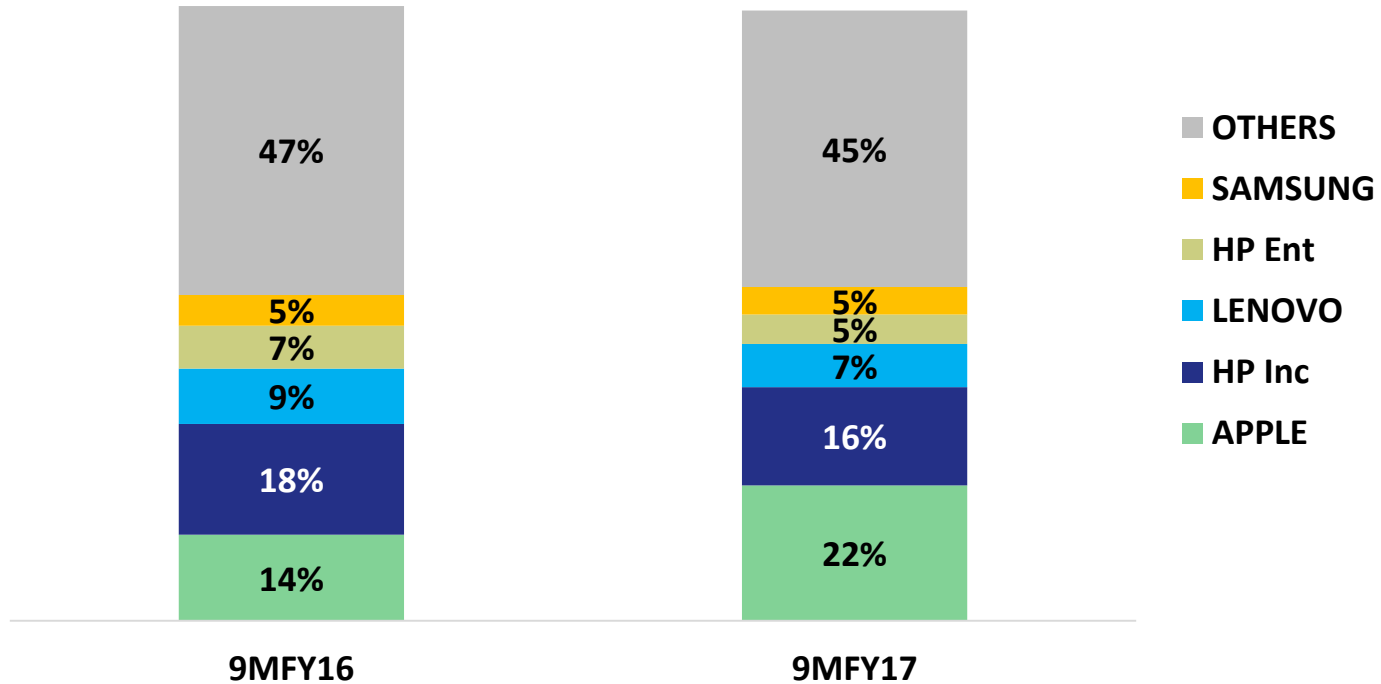
Free Cash Flow Statement

₹ in million

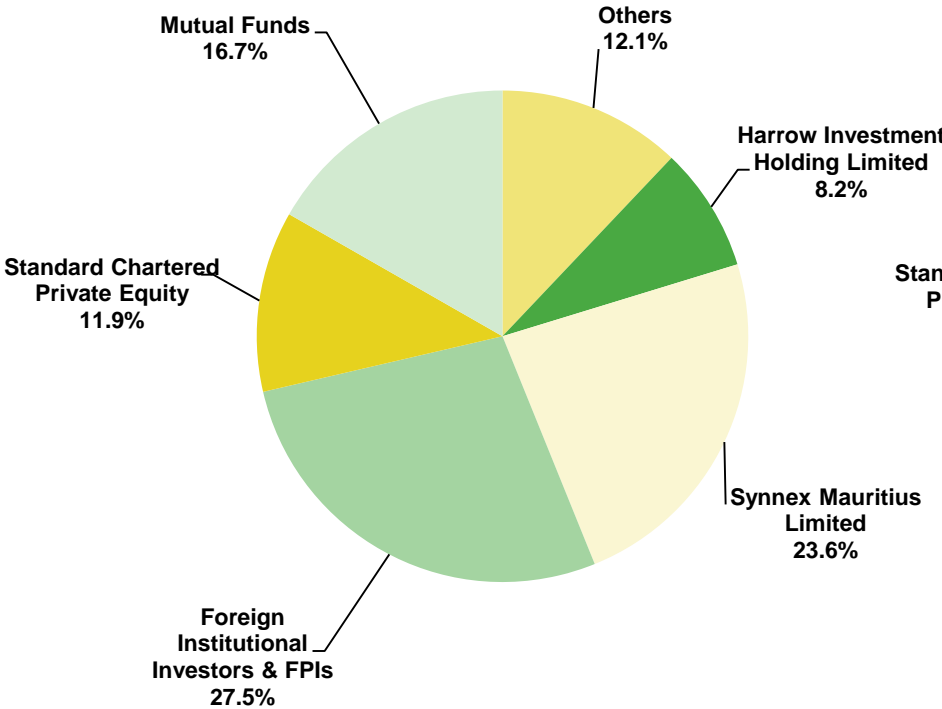
Particulars	9M FY17	9M FY16
Profit Before Taxation	4,540	4,127
Non-cash items	892	604
Change in Working Capital	4,130	(11,595)
Direct Tax Paid	(1,064)	(1,304)
Outflow of Finance Cost	879	1,234
Net Cash Flow from Operations	9,376	(6,935)
Capex	(464)	(302)
Dividend	(1,029)	(960)
Outflow of Finance Cost	(879)	(1,234)
Free Cashflow	7,005	(9,431)

9MFY17 – Top 5 Vendors Consolidated

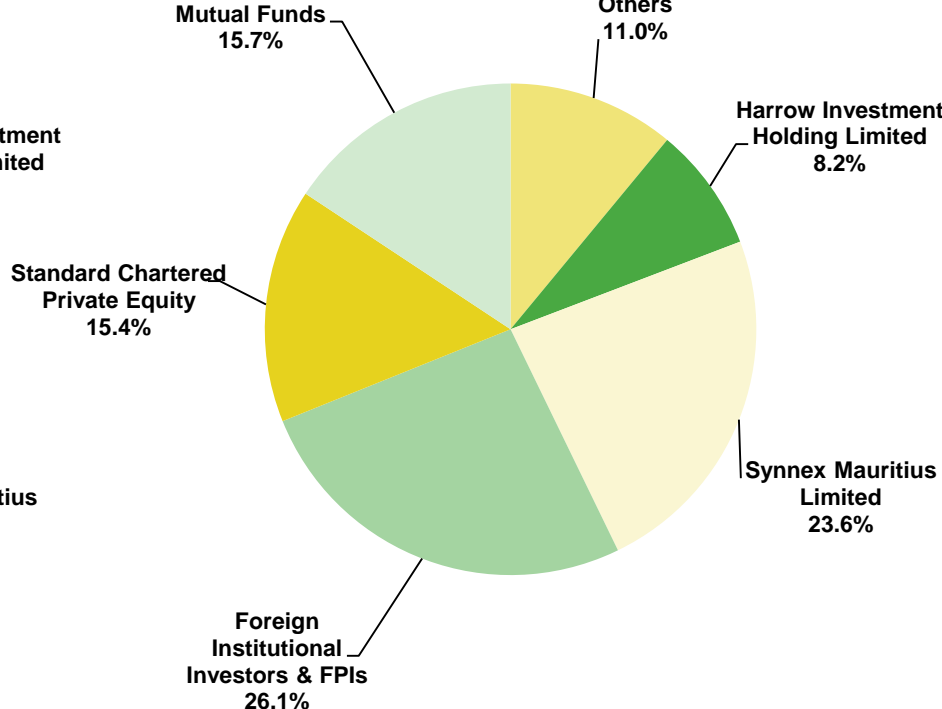
REVENUE



Shareholding Pattern



30-Sep-2016



31-Dec-2016

REDINGTON

Investor Contacts

M. Muthukumarasamy

Compliance Officer

Redington (India) Limited

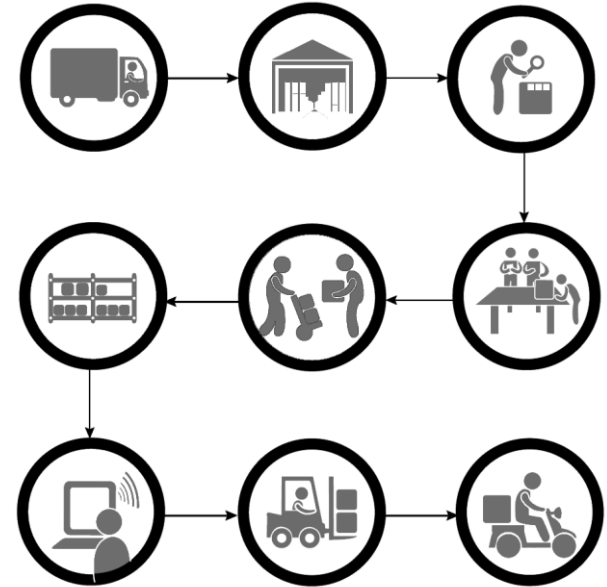
SPL Guindy House, 95 Mount Road,

Guindy, Chennai 600 032

<https://www.redingtonindia.com>

Corporate Presentation

<https://redingtonindia.com/images/RedingtoncorporatepresentationDec2016.pdf>



Connecting The Dots

Transformation from 'Product' to 'Utility of Product'