



REDINGTON (INDIA) LIMITED

Q4FY17 Earnings Presentation

March 2017



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.

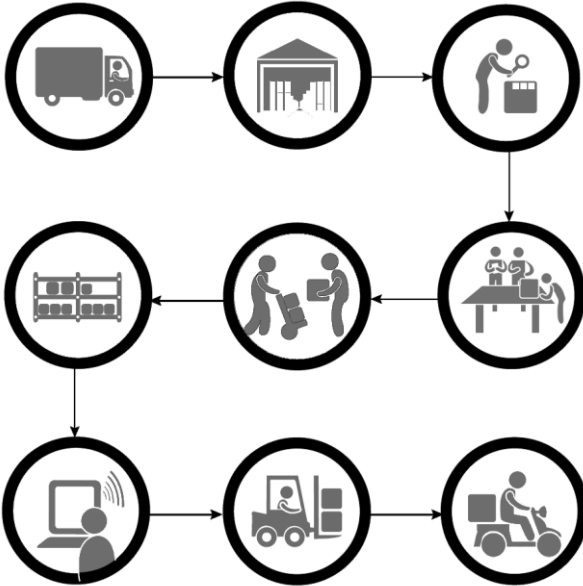
While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

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

Q4FY17 Highlights



Connecting The Dots

Transformation from 'Product' to 'Utility of Product'

Q4FY17 Business Highlights

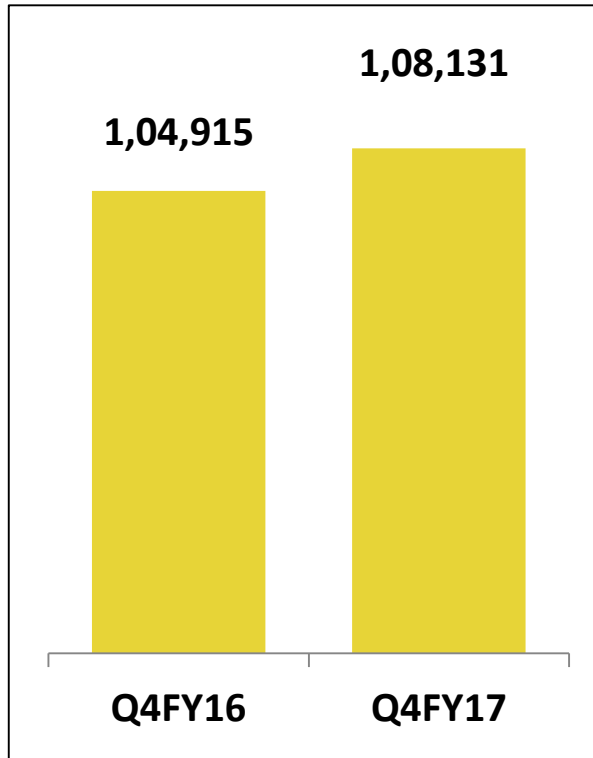
- Double digit earnings growth
- Significant reduction in Working Capital in Q4FY17 as compared to Q4FY16

Q4FY17- Consolidated Financials

₹ in million

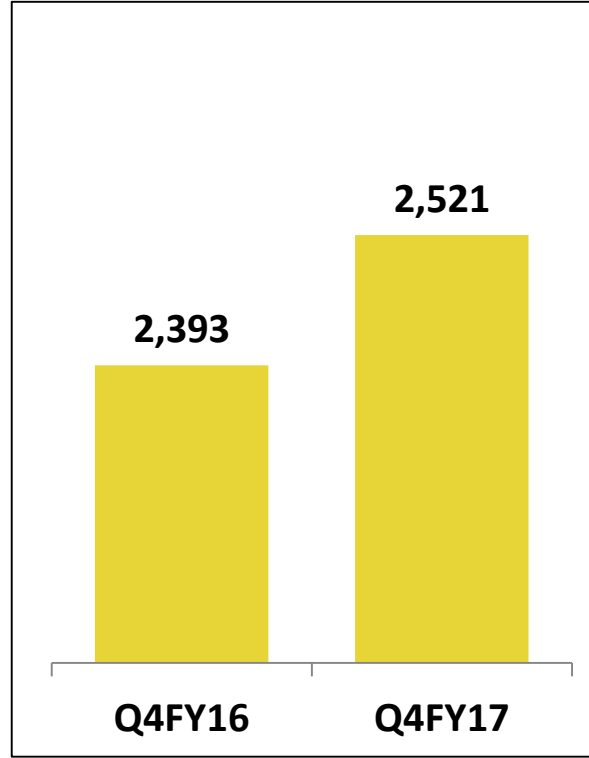
REVENUE

3%



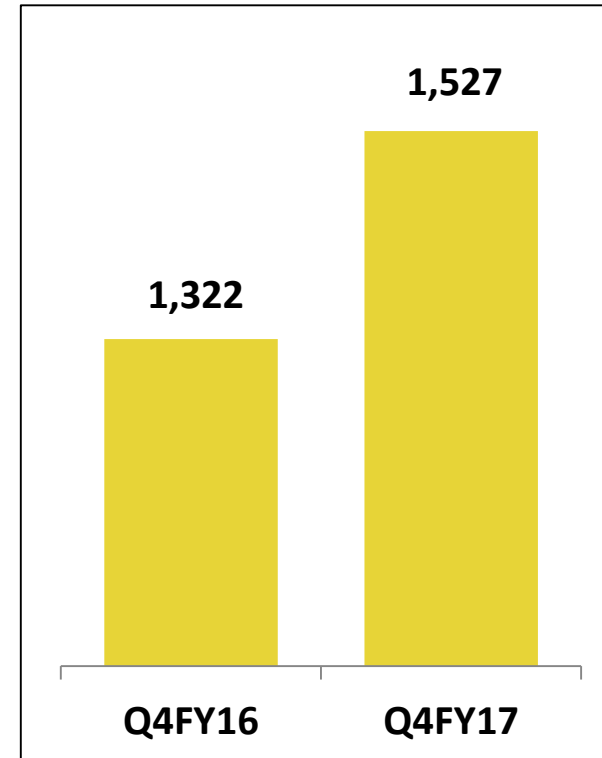
EBIDTA

5%



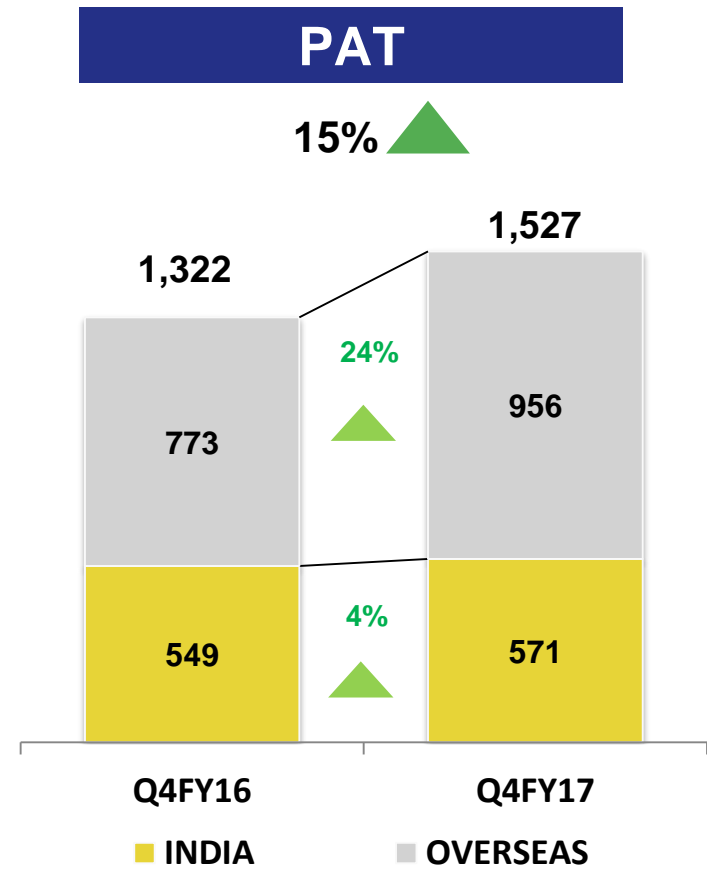
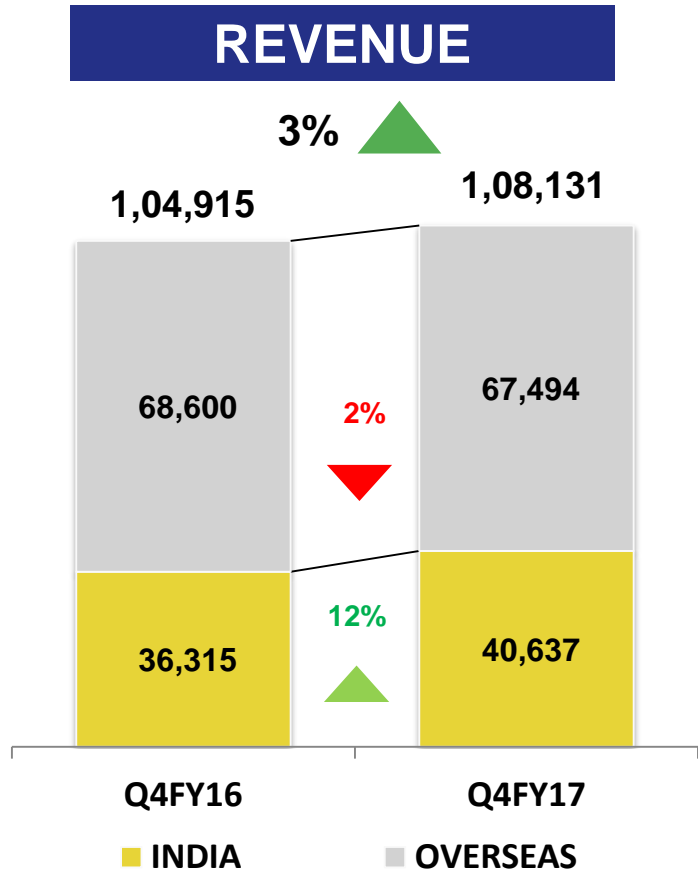
PAT

15%



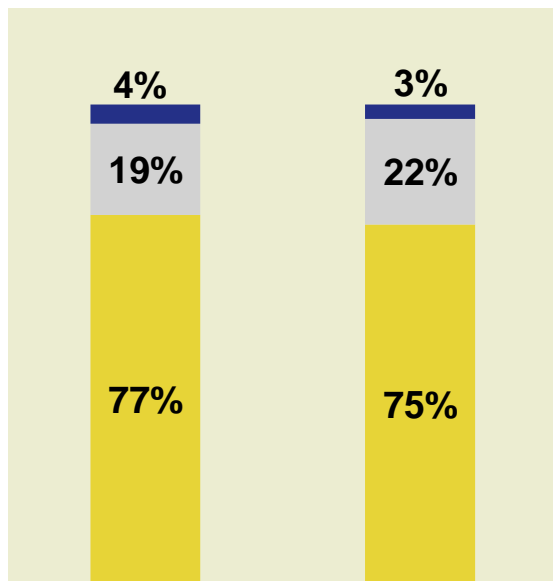
Q4FY17 Performance by Market

₹ in million



Q4FY17 Revenue by Vertical

INDIA



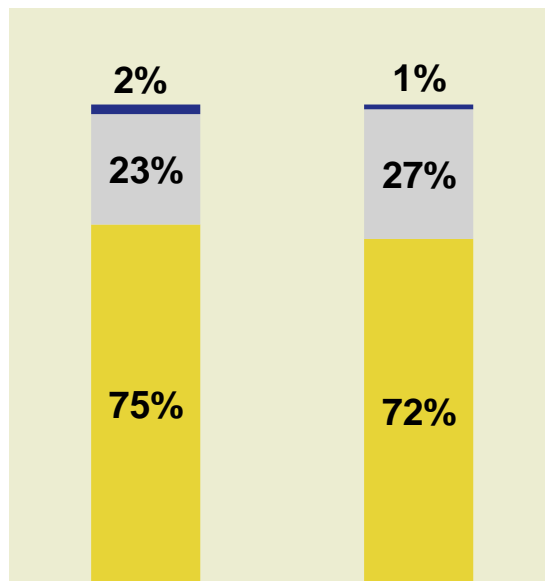
Q4FY16

Q4FY17



IT

OVERSEAS



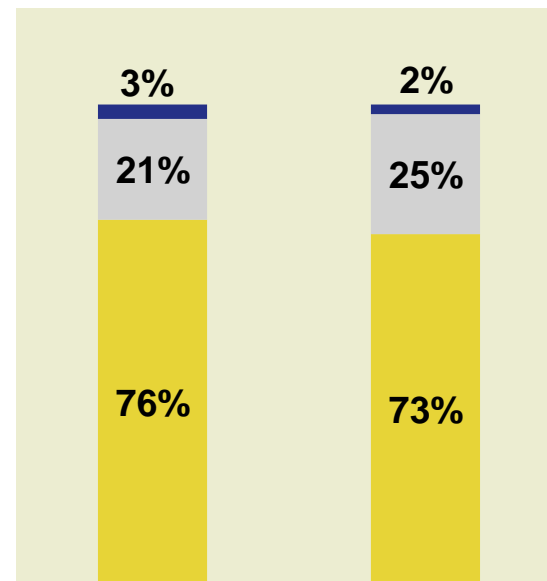
Q4FY16

Q4FY17



Mobility

CONSOLIDATED



Q4FY16

Q4FY17

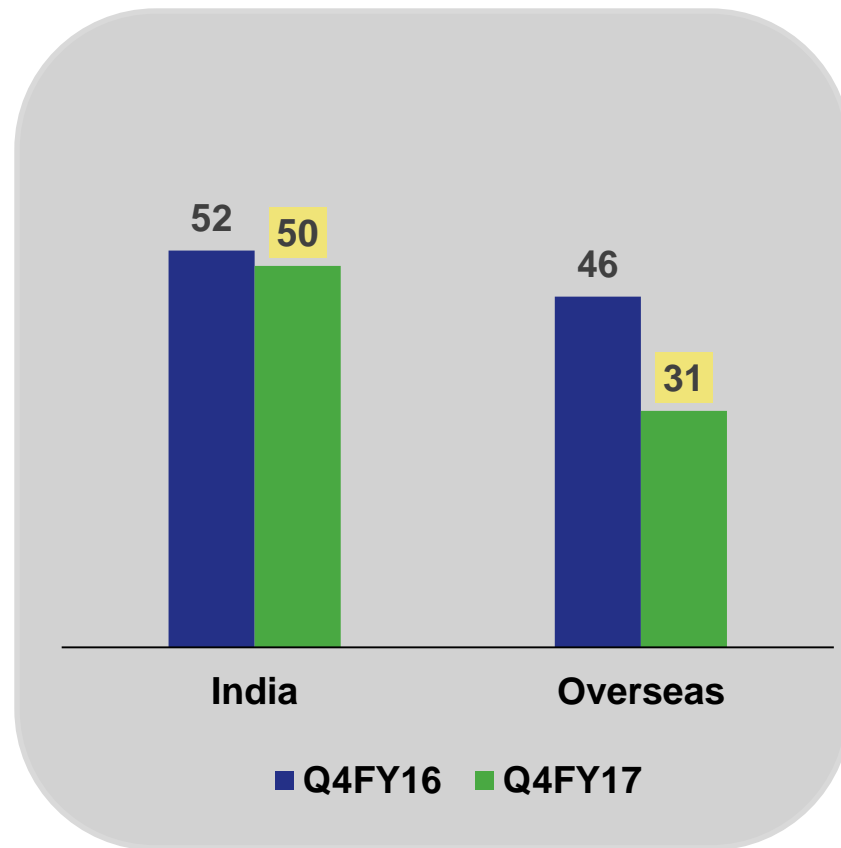
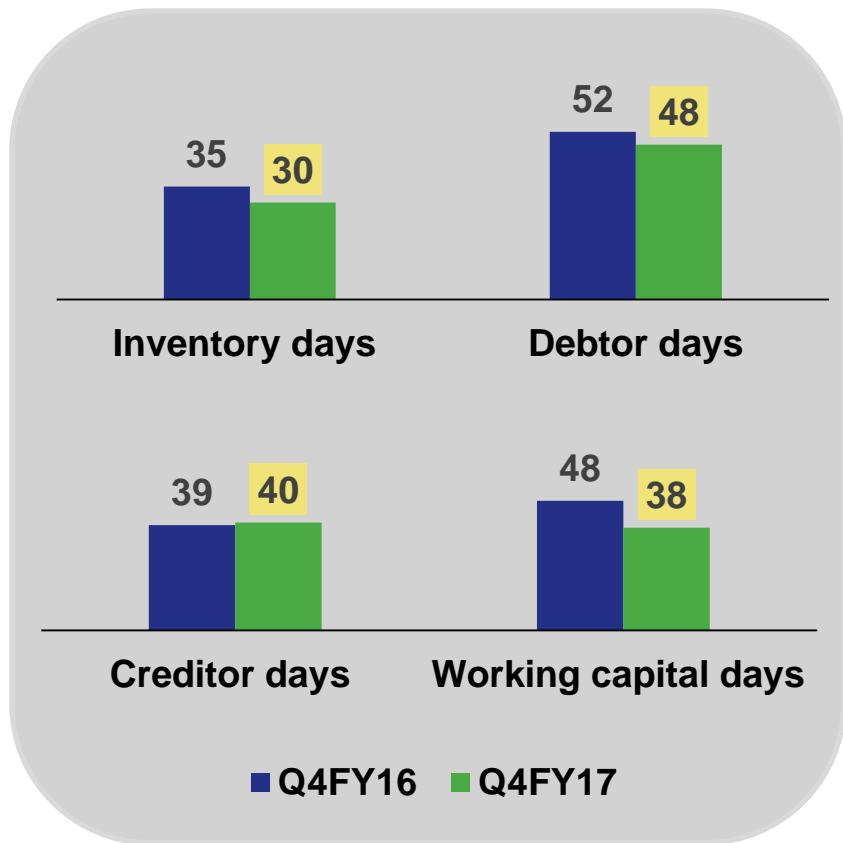


Services

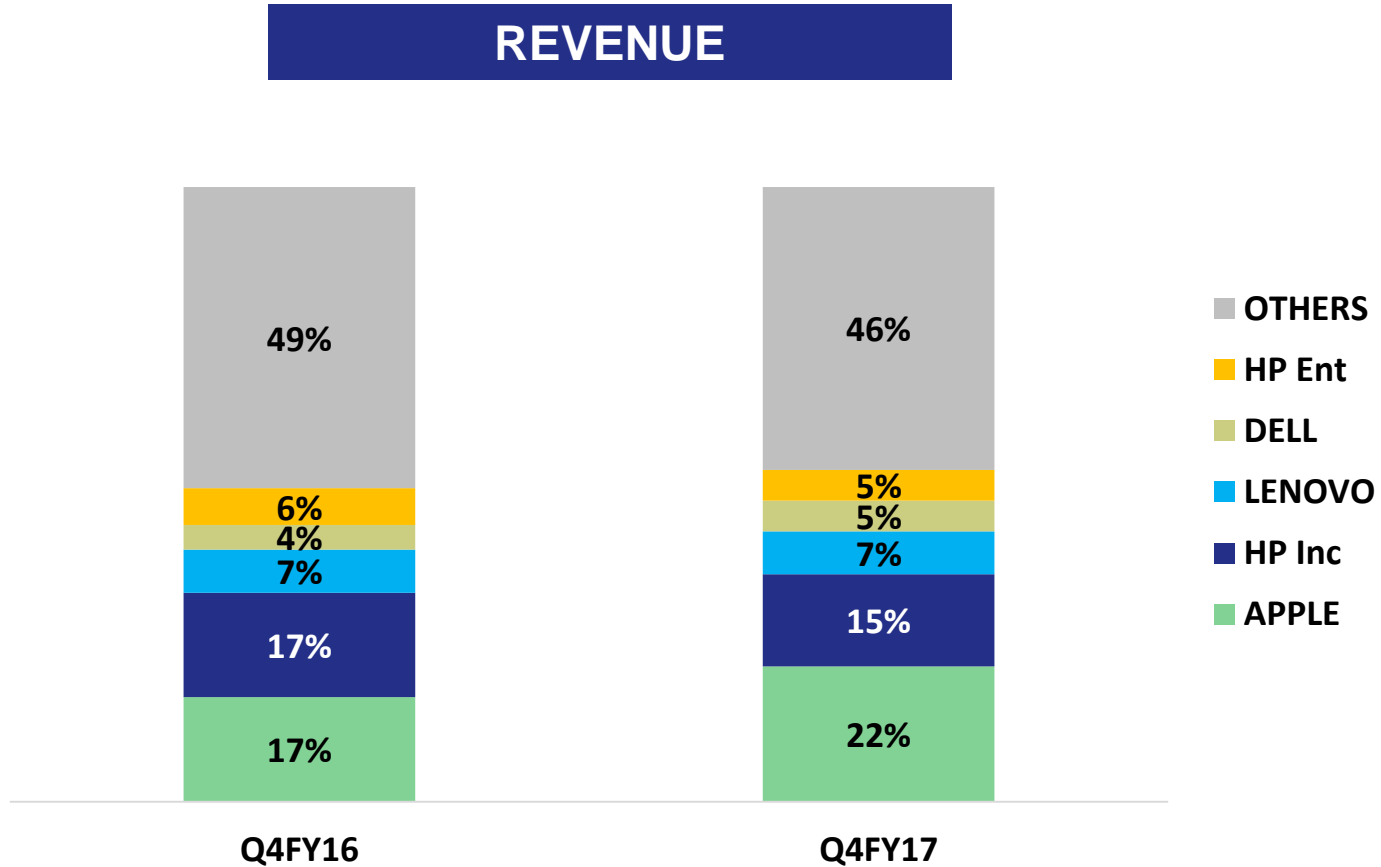
Note: Upon re-grouping, only smartphones are shown under Mobility

Q4FY17 – Working Capital Days

CONSOLIDATED



Q4FY17 – Top 5 Vendors Consolidated



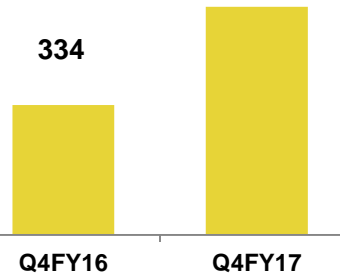
Q4FY17 Performance – ProConnect

- Revenue growth over Q4FY16 is 76%
- EBITDA growth over Q4FY16 is 35%

₹ in million

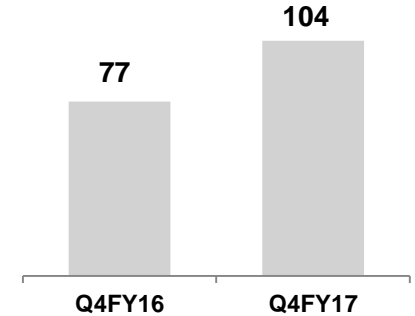
REVENUE

76% ▲ 587



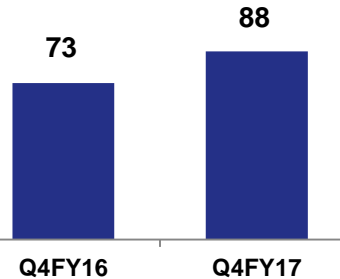
EBITDA

35% ▲ 104



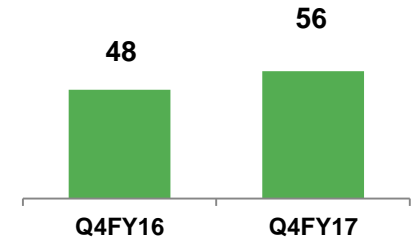
PBT

20% ▲ 88



PAT

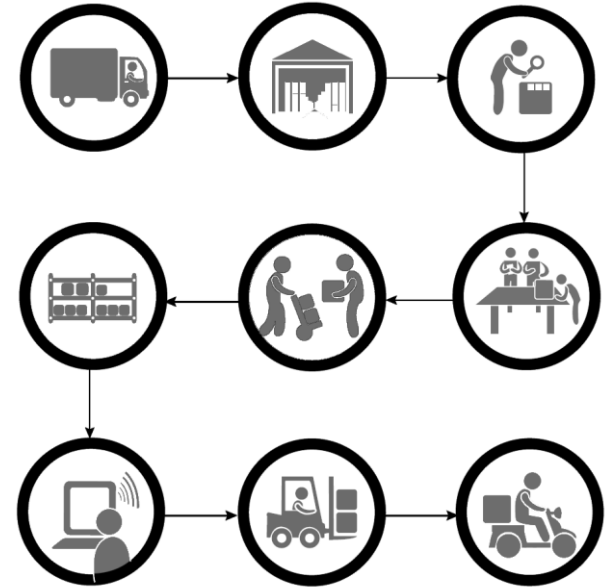
17% ▲ 56



All above figures include Mission Critical Services & RCS

REDINGTON

FY17 Highlights



Connecting The Dots

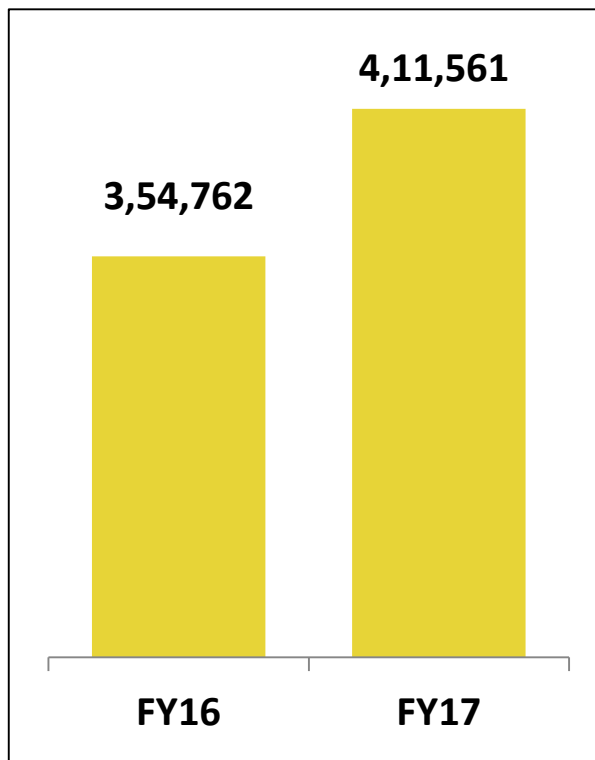
Transformation from 'Product' to 'Utility of Product'

FY17- Consolidated Financials

₹ in million

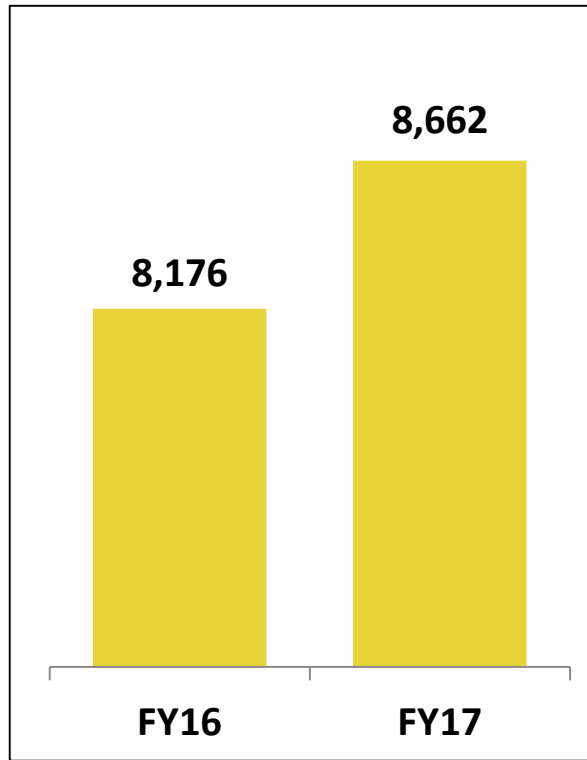
REVENUE

16% ▲



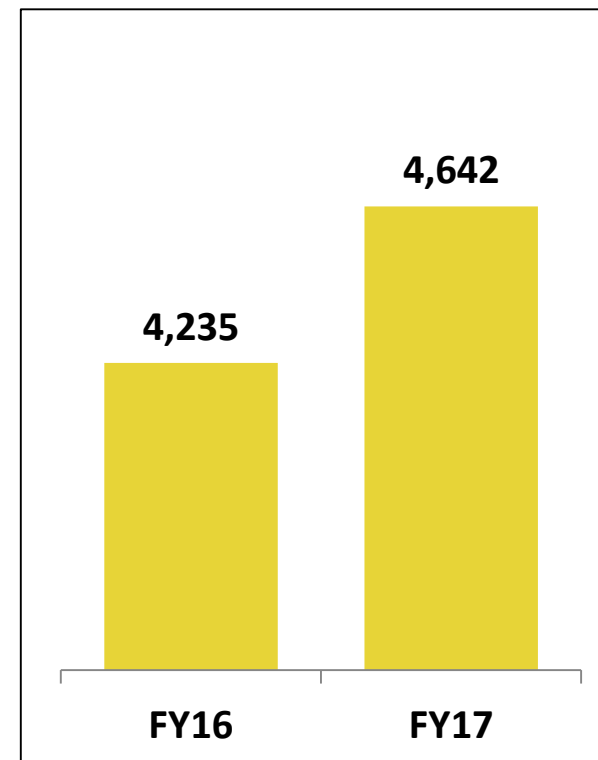
EBIDTA

6% ▲



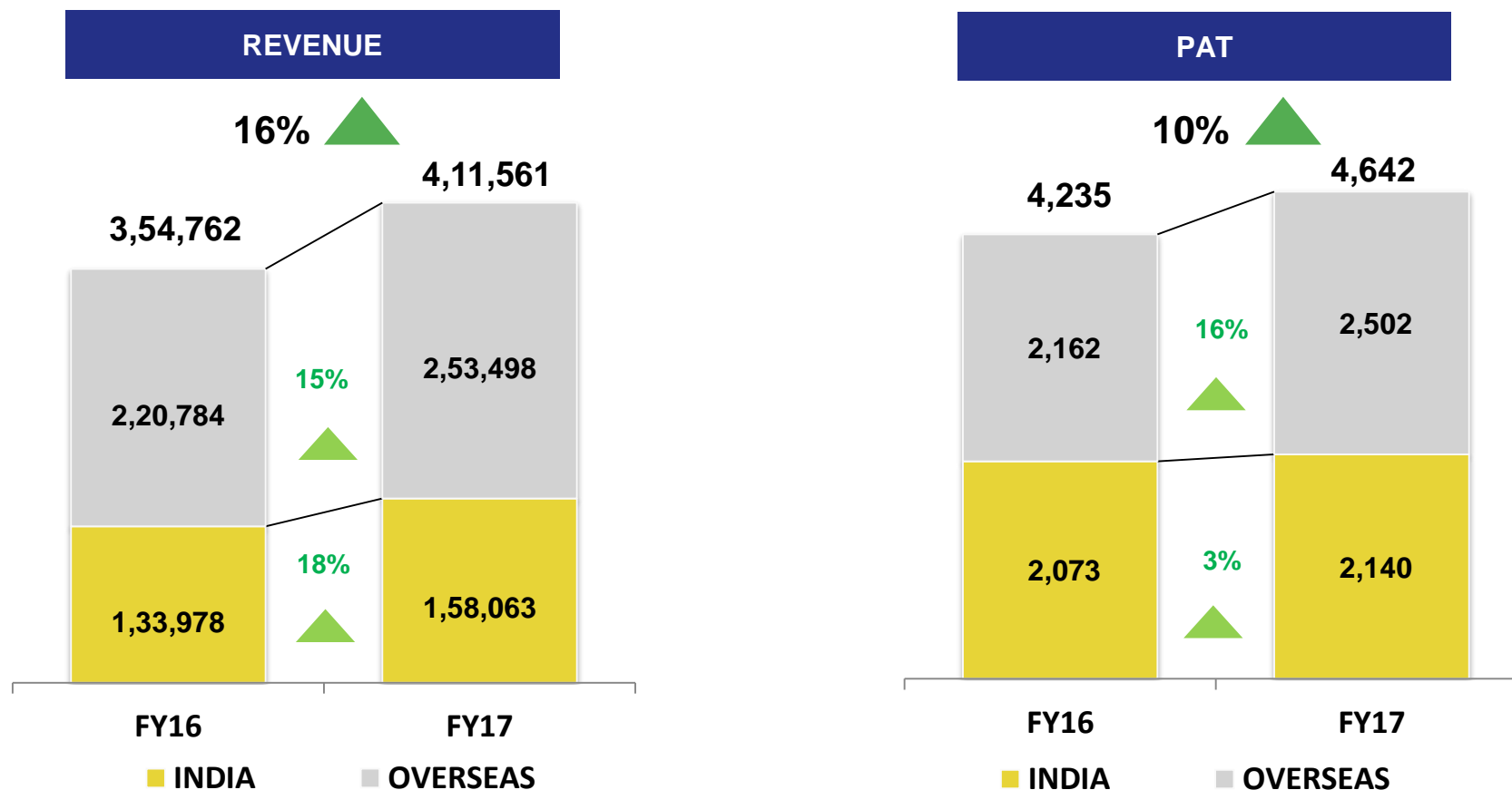
PAT

10% ▲



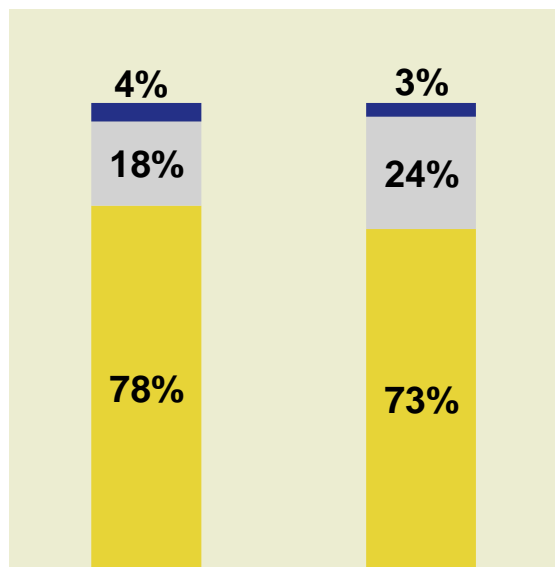
FY17 Performance by Market

₹ in million

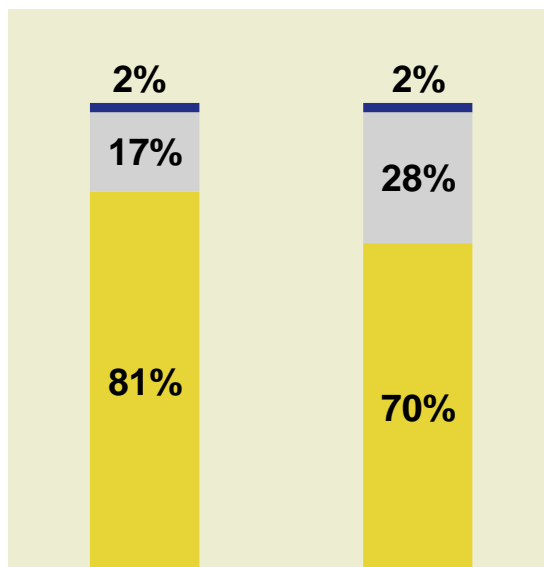


FY17 Revenue by Vertical

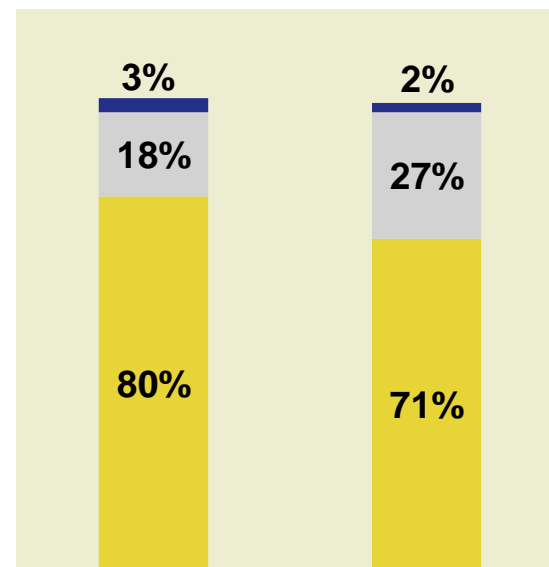
INDIA



OVERSEAS



CONSOLIDATED



IT

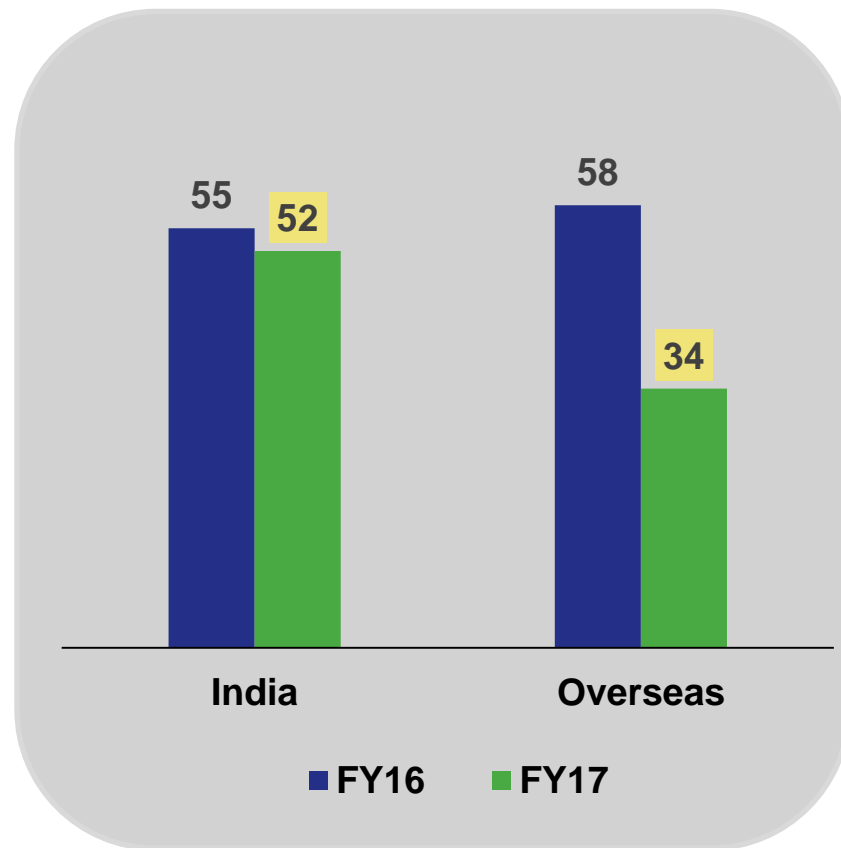
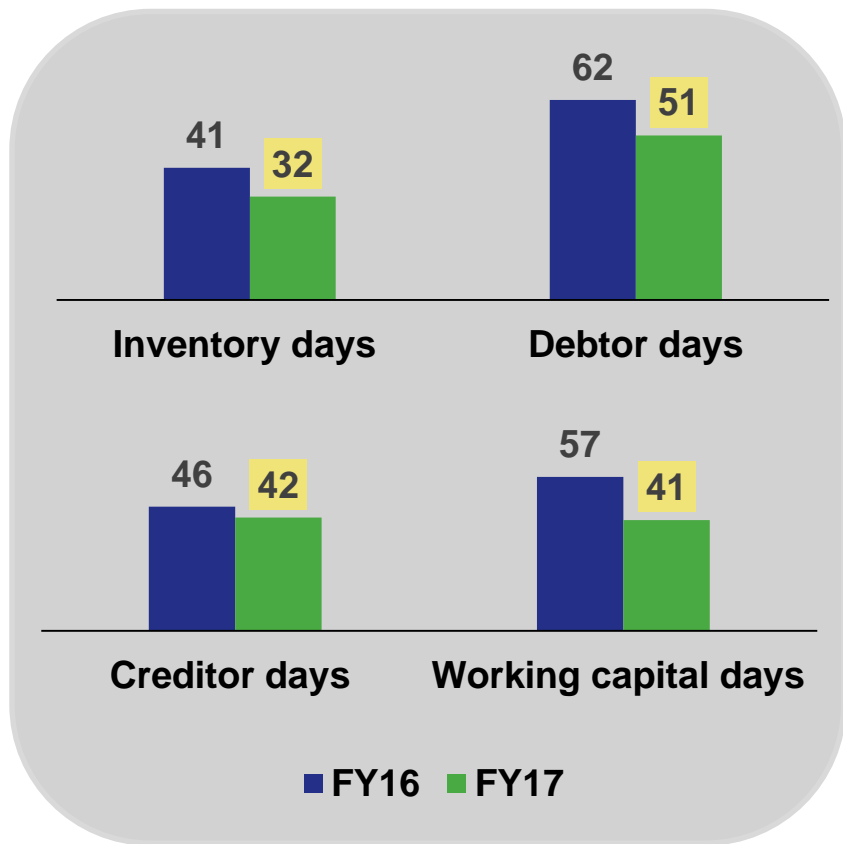
Mobility

Services

Note: Upon re-grouping, only smartphones are shown under Mobility

FY17 – Working Capital Days

CONSOLIDATED

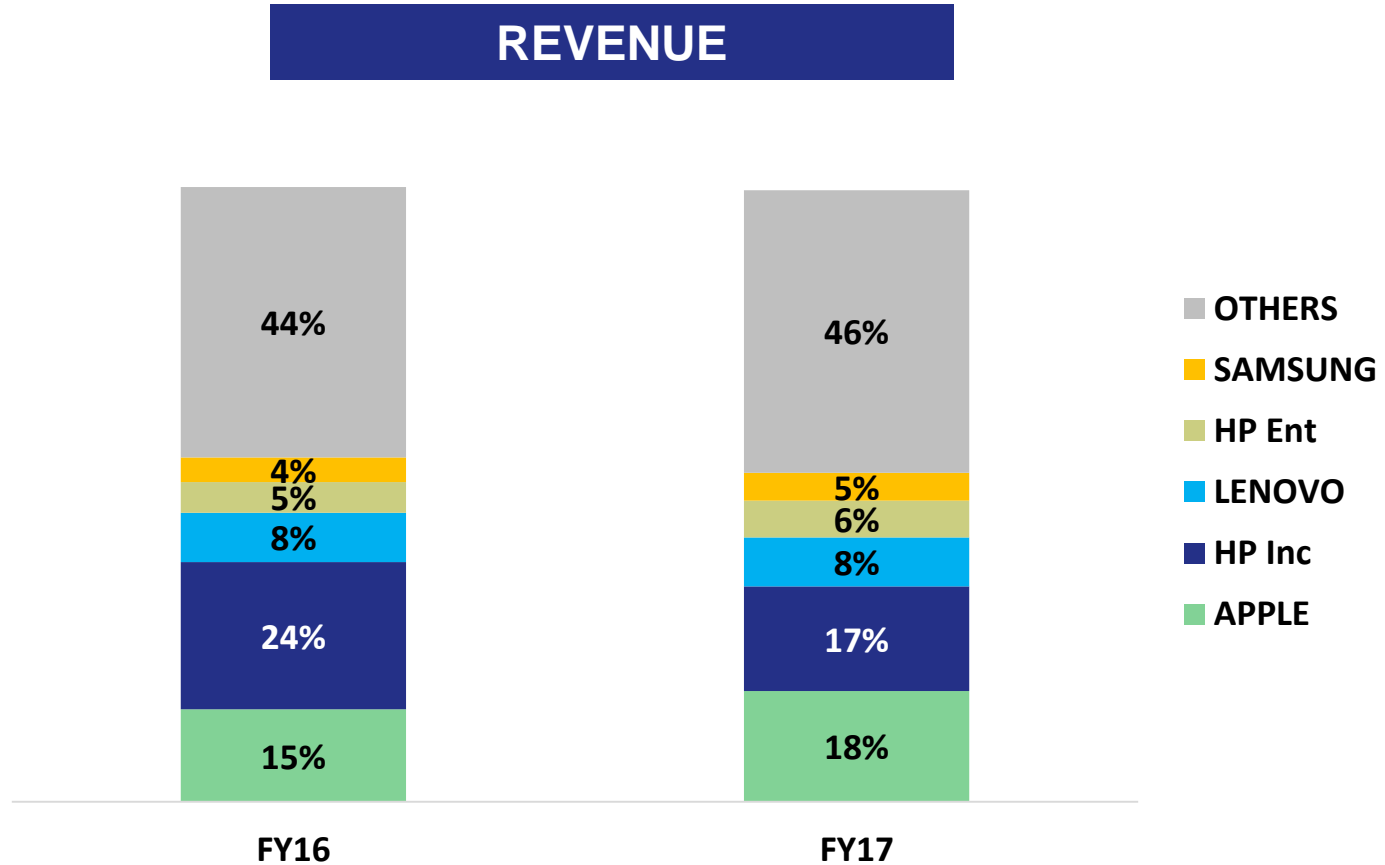


Free Cash Flow Statement

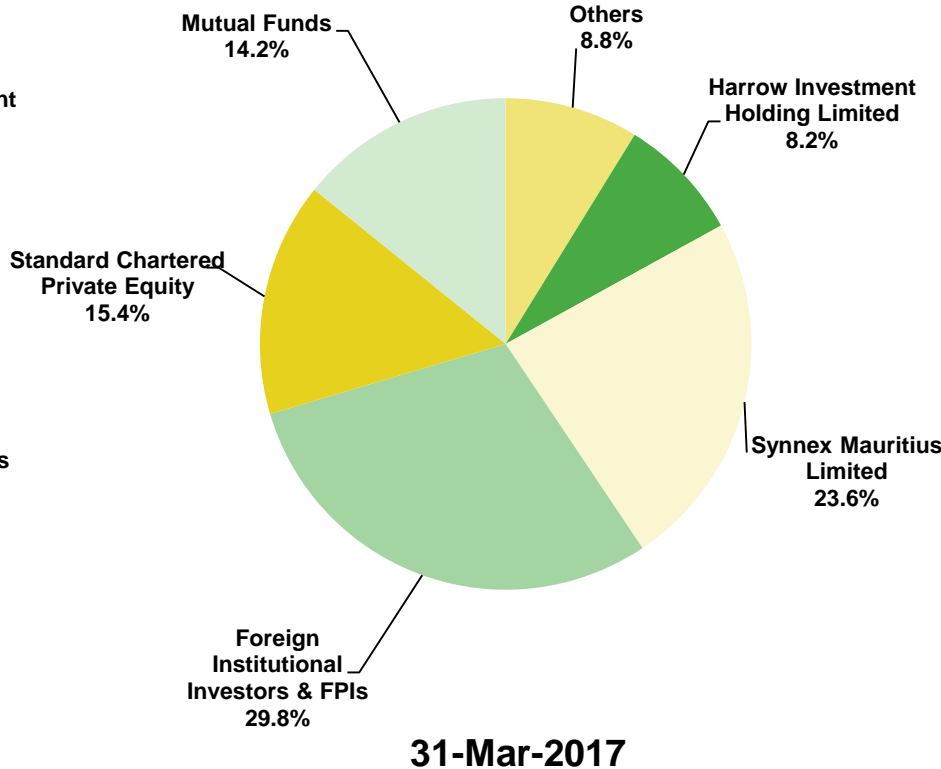
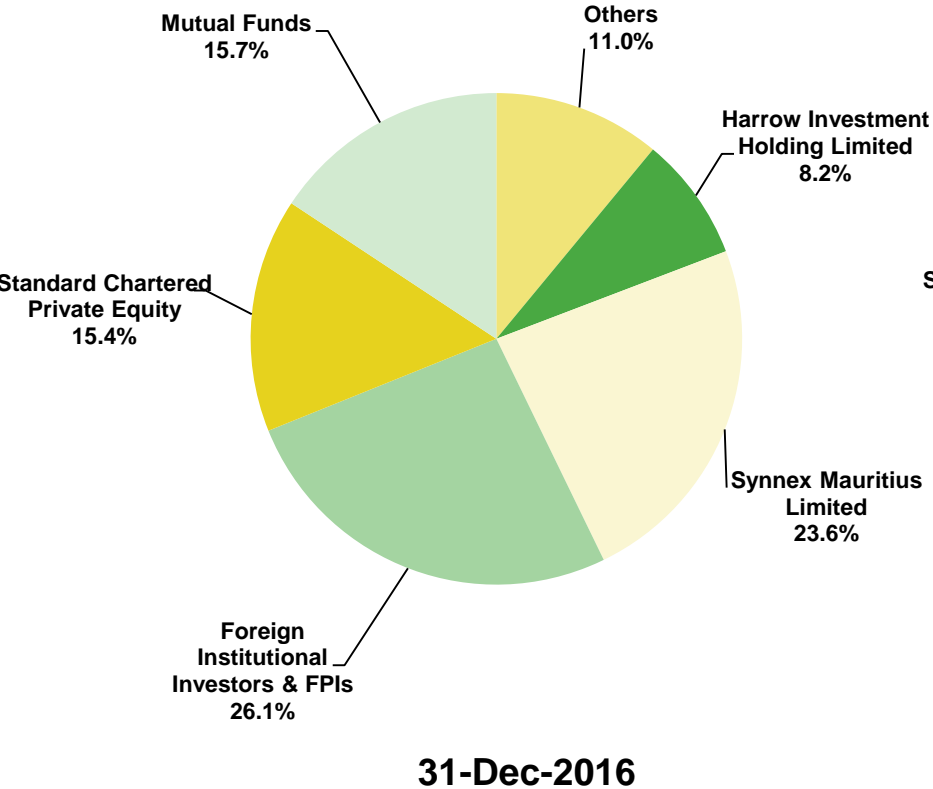
₹ in million

Particulars	FY17	FY16
Profit Before Taxation	6,545	5,903
Non-cash items	627	817
Change in Working Capital	6,226	(8,397)
Direct Tax Paid	(1,695)	(1,813)
Outflow of Finance Cost	1,283	1,567
Net Cash Flow from Operations	12,986	(1,922)
Capex	(640)	(573)
Dividend	(1,967)	(963)
Outflow of Finance Cost	(1,261)	(1,595)
Free Cashflow	9,117	(5,054)

FY17 – Top 5 Vendors Consolidated



Shareholding Pattern



REDINGTON

Investor Contacts

M. Muthukumarasamy

Compliance Officer

Redington (India) Limited

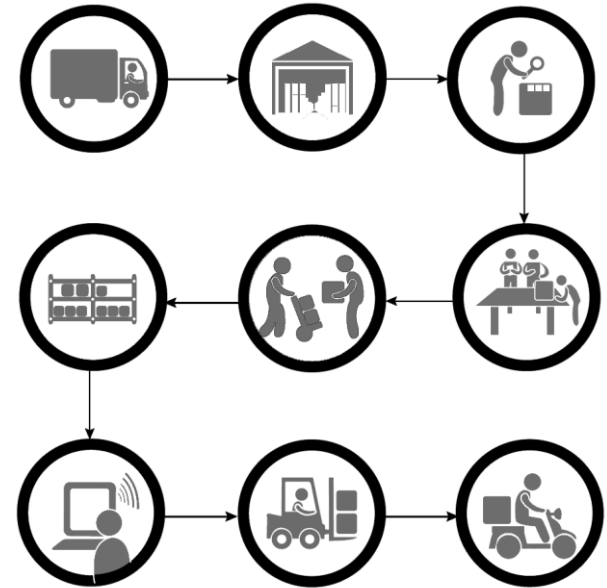
SPL Guindy House, 95 Mount Road,

Guindy, Chennai 600 032

<https://www.redingtonindia.com>

Corporate Presentation

<https://redingtonindia.com/images/RedingtoncorporatepresentationMar2017.pdf>



Connecting The Dots

Transformation from 'Product' to 'Utility of Product'