



REDINGTON (INDIA) LIMITED

Q1FY17 Earnings Presentation

July 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.

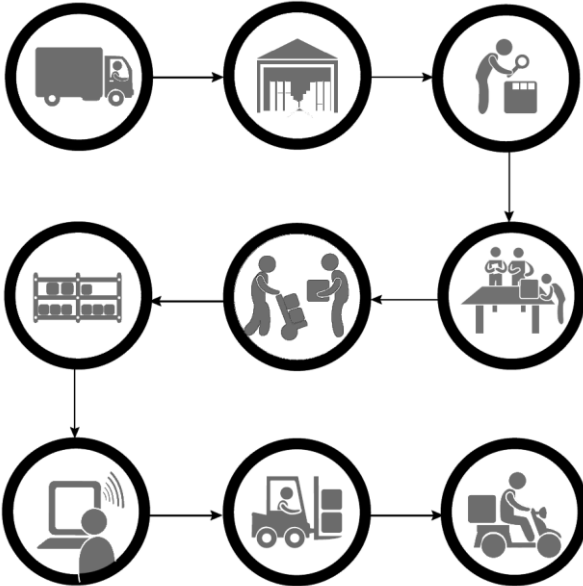
While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

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

Q1FY17 Highlights



Connecting The Dots

Transformation from 'Product' to 'Utility of Product'

Q1FY17 Business Highlights

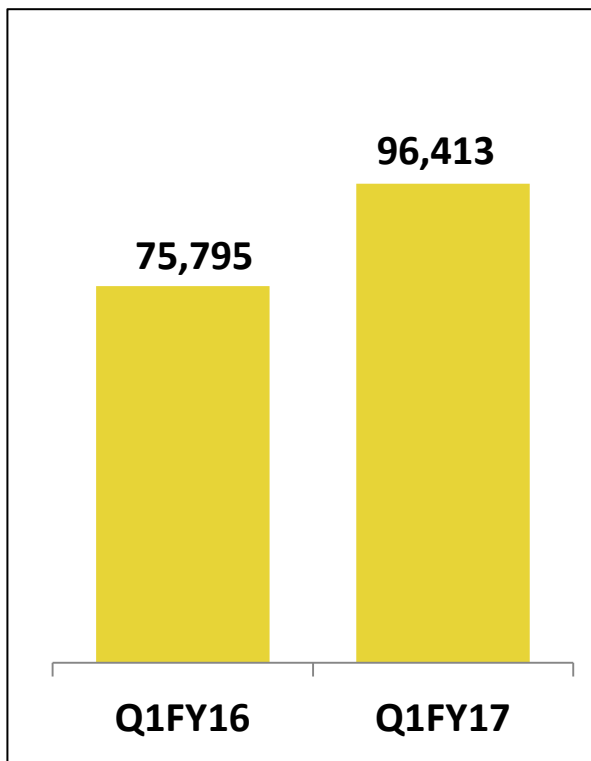
- Strong growth in Revenue, EBITDA & PAT both in India and Overseas.
- Significant reduction in Working Capital in Q1 as compared to Q1FY16.
- Generated positive free cash flow both in India and Overseas in Q1

Q1FY17 - Consolidated Financials

₹ in million

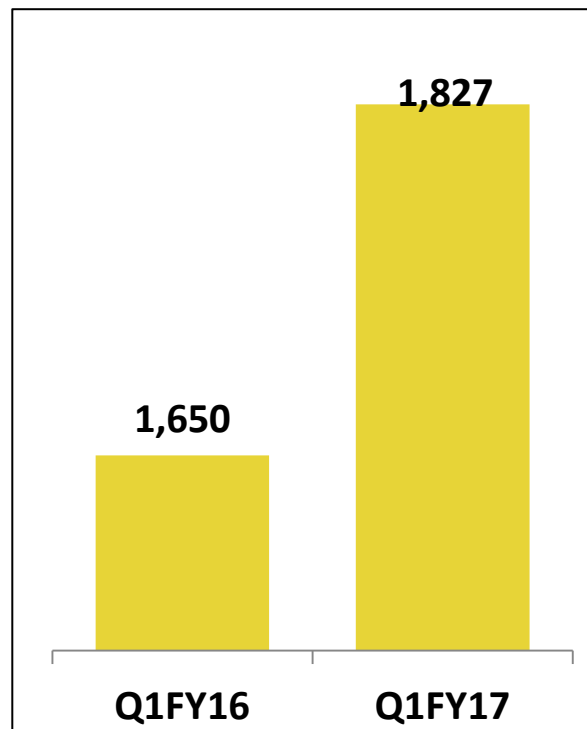
REVENUE

27% ▲



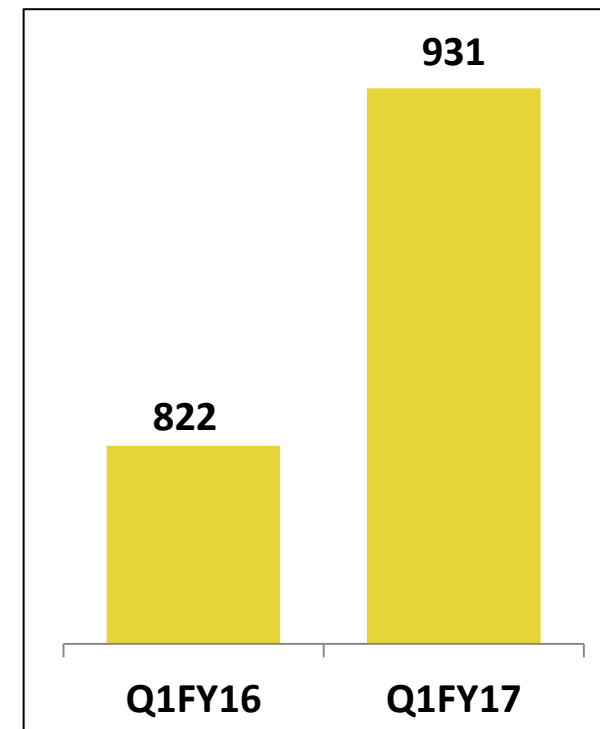
EBIDTA

11% ▲



PAT

13% ▲

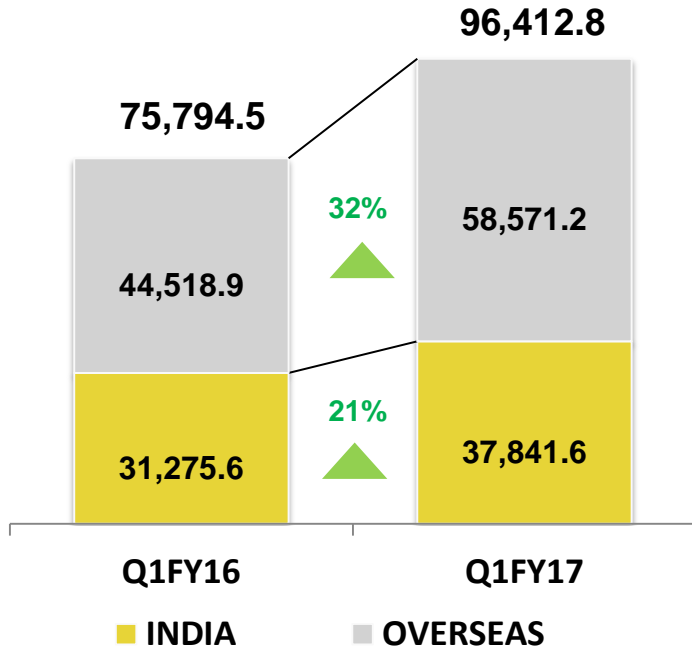


Q1FY17 Performance by Market

₹ in million

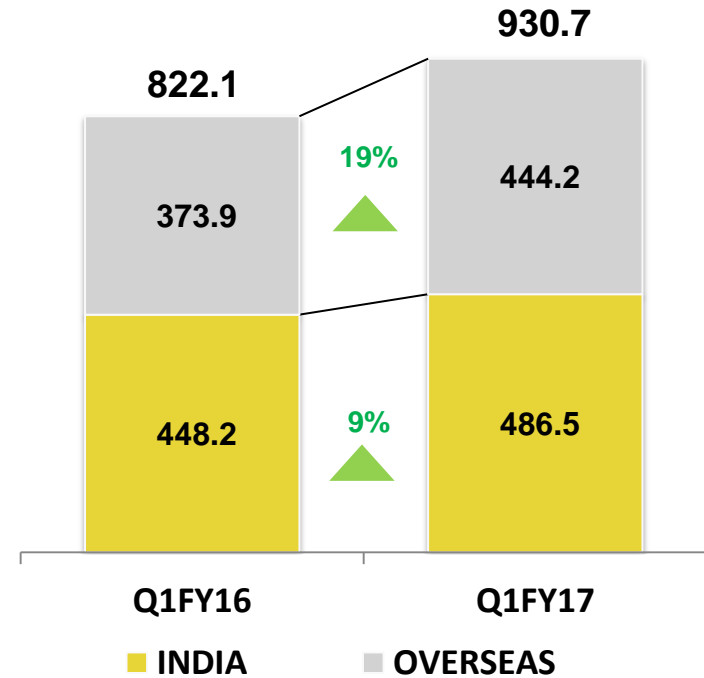
REVENUE

27% ▲

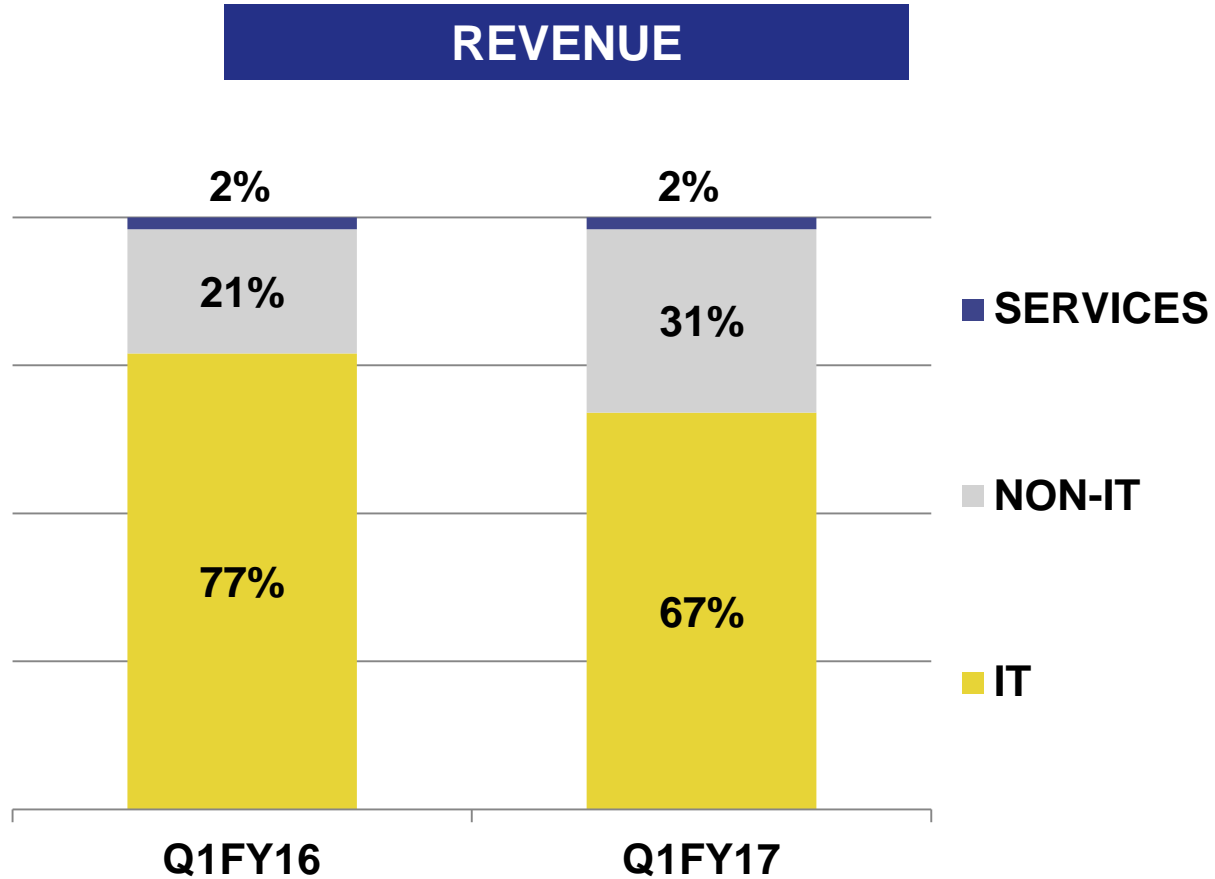


PAT

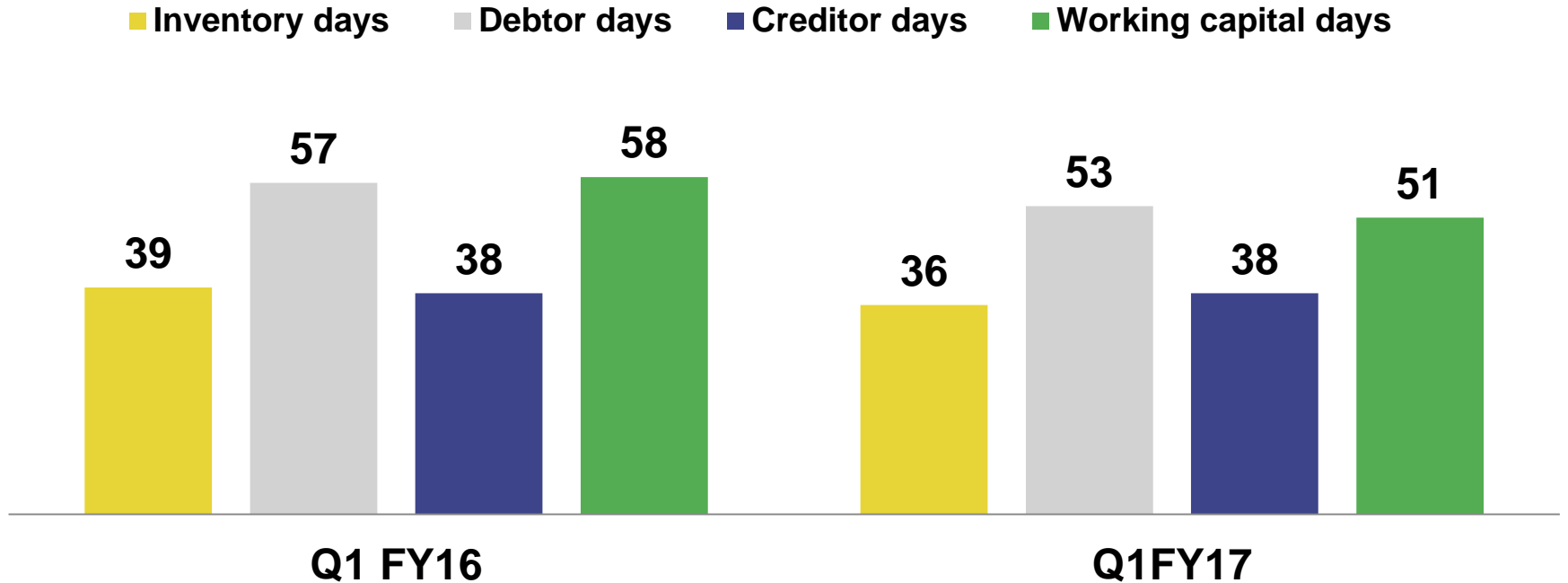
13% ▲



Q1FY17 Performance by Vertical



Q1FY17 – Working Capital Days

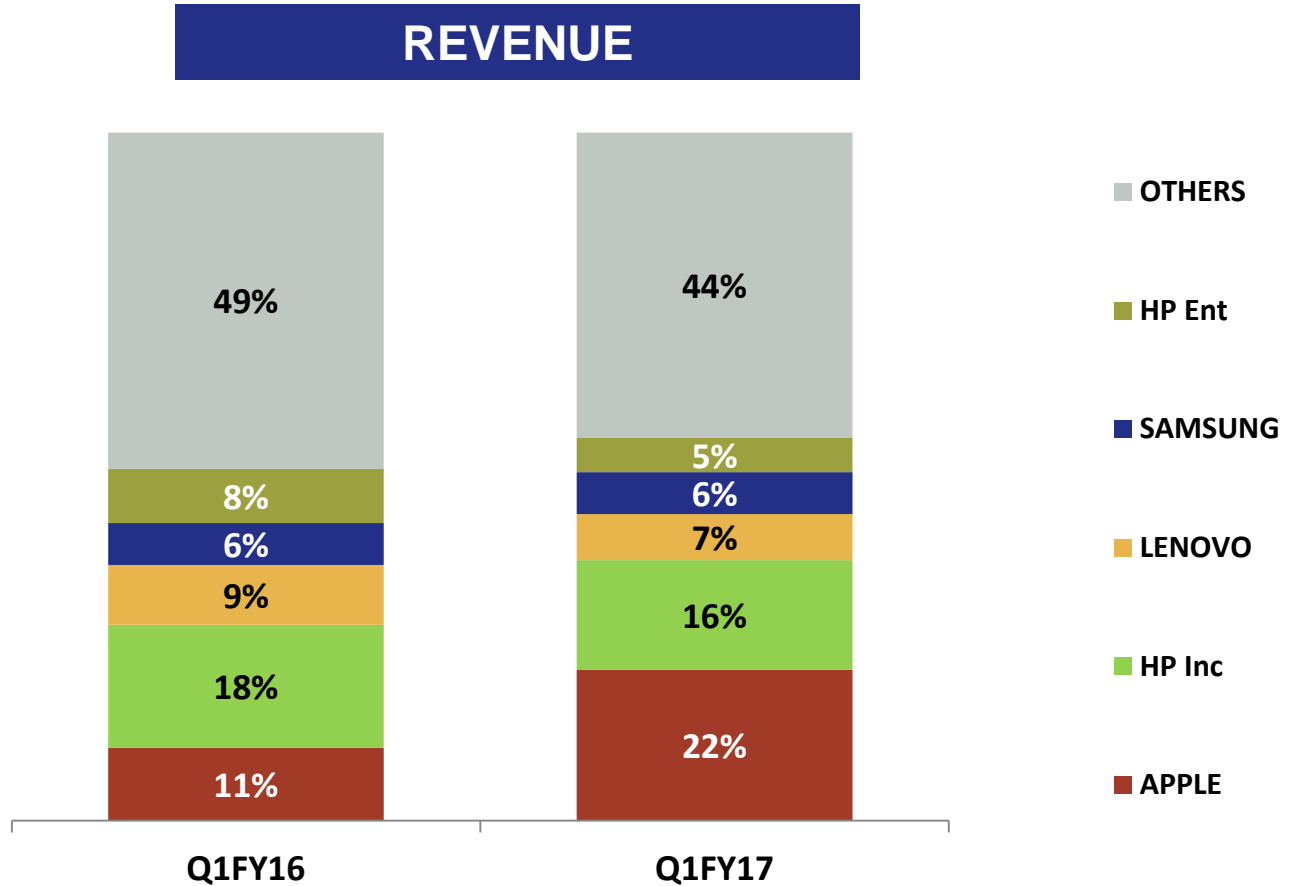


Free Cash Flow Statement

₹ in million

Particulars	Q1 FY17	Q1 FY16
Profit Before Taxation	1,320.1	1,138.0
Non-cash items	224.7	247.2
Change in Working Capital	1,138.7	-3,328.6
Direct Tax Paid	-446.8	-301.5
Outflow of Finance Cost	325.6	358.7
Net Cash Flow from Operations	2,562.2	-1,886.2
Capex	-111.3	-65.6
Dividend	0.1	-60.4
Outflow of Finance Cost	-325.6	-358.7
Free Cashflow	2,125.4	-2,370.9

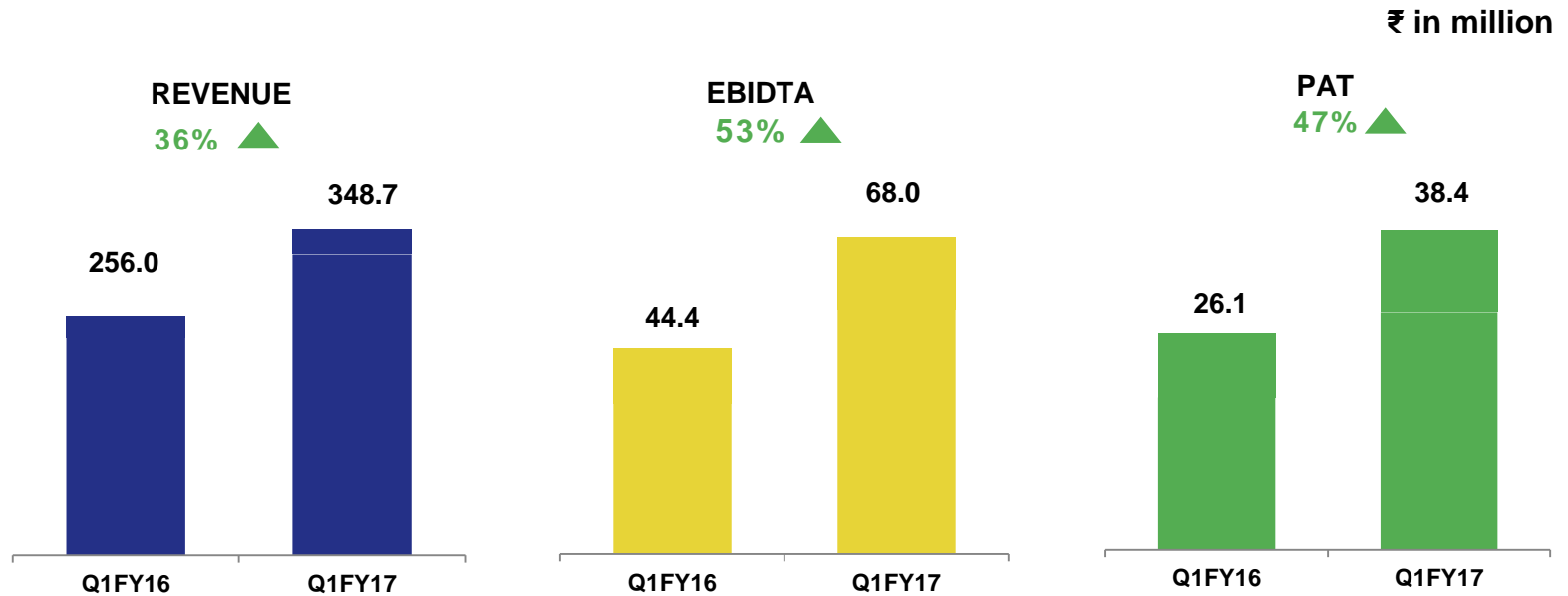
Q1FY17 – Top 5 Vendors Consolidated



Q1FY17 Performance –



- Revenue growth over last year Q1 is 36%
- 10x growth in ECom revenue
- Consistent growth in PAT%



Above figures include Mission Critical Services

Indian GAAP & Ind AS Reconciliation

₹ In Lakhs

Particulars	Standalone			Consolidated		
	Quarter Ended	Quarter Ended	Year Ended	Quarter Ended	Quarter Ended	Year Ended
	March 31, 2016	June 30, 2015	March 31, 2016	March 31, 2016	June 30, 2015	March 31, 2016
	Unaudited					
Net Profit After Tax under Previous Indian GAAP	3,995	4,196	18,890	13,756	8,115	42,566
Effect on account of Merger of Nook Micro Distribution Limited (Refer Note 7)	641	(267)	-	(472)	182	-
Adjusted Net Profit After Tax under Previous Indian GAAP	4,636	3,929	18,890	13,284	8,297	42,566
IND AS Adjustments						
Actuarial (gain) /loss on employee defined benefit funds reclassified to other comprehensive income	33	(7)	-	(31)	(39)	(39)
Effect on account of Business combinations prior to transition date	-	-	-	(62)	(36)	(172)
Tax Adjustments	(9)	2	-	12	14	21
Other Adjustments	(22)	-	(18)	(15)	(14)	(44)
Net Profit for the Period under IND AS	4,638	3,924	18,872	13,188	8,222	42,332
Other Comprehensive income (net of tax)	(33)	9	7	137	2,539	9,381
Total Comprehensive income under IND AS attributable to Shareholders	4,605	3,933	18,879	13,325	10,761	51,713

REDINGTON

Investor Contacts

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Compliance Officer

Redington (India) Limited

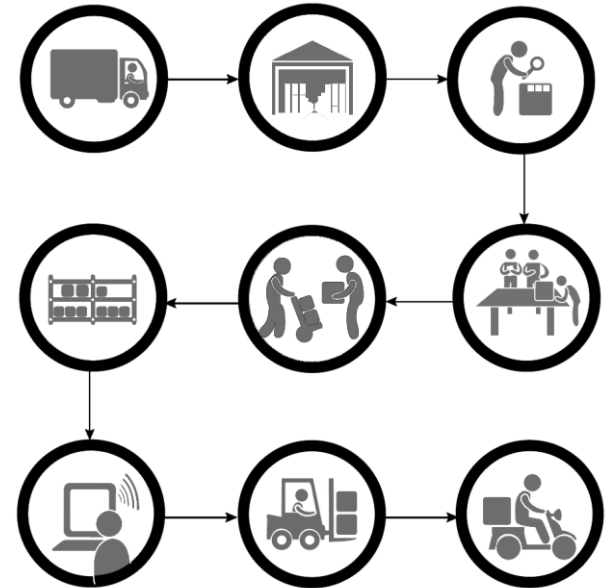
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<https://www.redingtonindia.com>

Corporate Presentation

<https://redingtonindia.com/images/Redingtoncorporatepresentationjuly2016.pdf>



Connecting The Dots

Transformation from 'Product' to 'Utility of Product'