



# Corporate Overview

December, 2017

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**

# COMPANY OVERVIEW



**Leading Technology Distributor** in Middle East & Africa  
**No.2** in India

**Logistics and After Sales Support Services** through **“ProConnect”** and **“Ensure”**

Recognized as a strong & solid partner by over **200+** brands

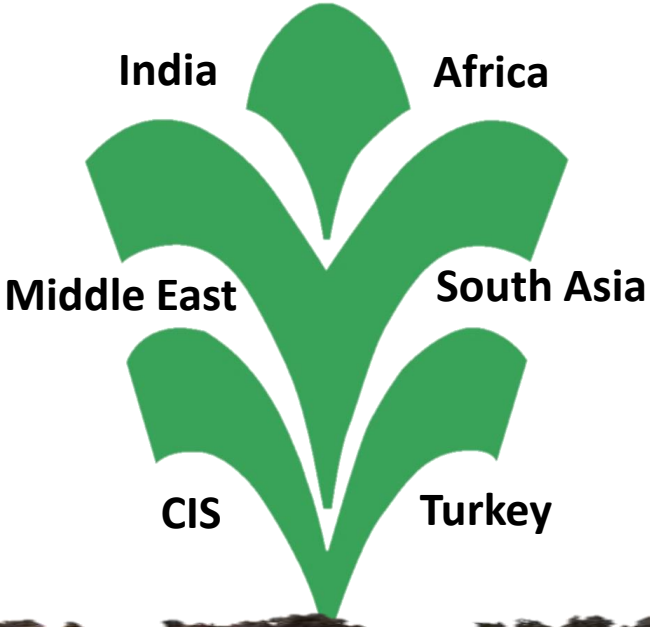
**\$6bn+** revenue company  
**Double digit 10 year CAGR Growth**  
(Revenue, EBITDA, PAT)

# OUR JOURNEY



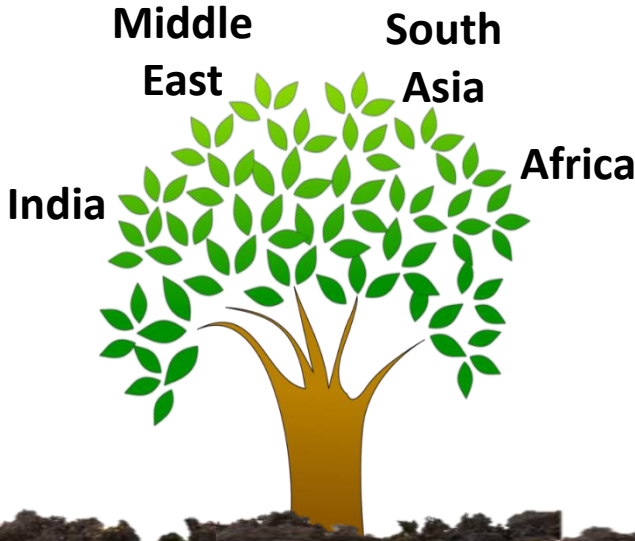
**Emerging markets regional  
Supply Chain Solution  
Provider**

**2008 - Present**



**Multi product,  
Multi brand,  
Multi country  
distributor**

**1994 - 2007**



**Single product,  
Single brand,  
Single country  
distributor**

**1993**

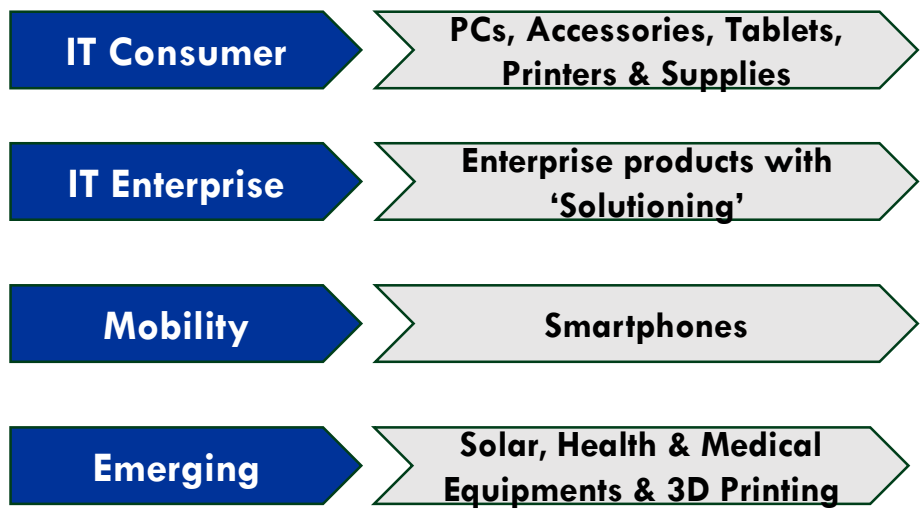


# END-TO-END SUPPLY CHAIN SOLUTION PROVIDER

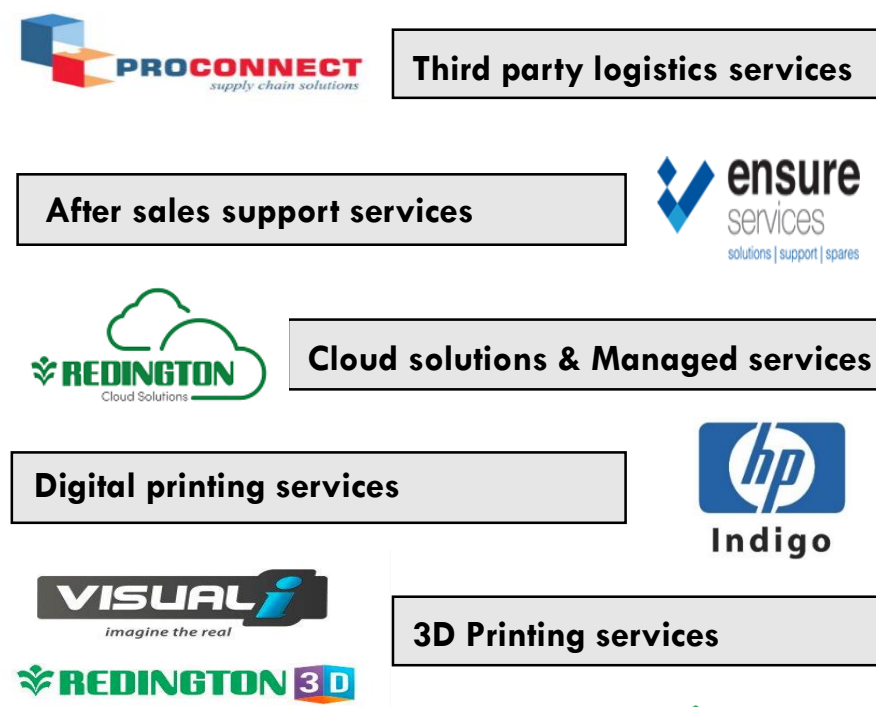


## DISTRIBUTION

# REDINGTON



## SERVICES



# EXPANSIVE NETWORK

|                                 |
|---------------------------------|
| <b>Active Channel Partners*</b> |
| <b>37,500+</b>                  |
| <b>Sales Offices</b>            |
| <b>80+</b>                      |
| <b>Warehouses</b>               |
| <b>195+</b>                     |
| <b>Service Centres</b>          |
| <b>65+</b>                      |
| <b>Partner Service Centres</b>  |
| <b>285+</b>                     |
| <b>Subsidiaries</b>             |
| <b>60</b>                       |



*\*Transacted partners in the last 3 years*

# STRONG PARTNERSHIPS



# OVERSEAS SNAPSHOT

Presence in **23** countries, partnering with more than **145+** brands



**DISTRIBUTION**



**REDINGTON**  
**arena**  
TÜRKİYE'NİN TEKNOLOJİ SAĞLAYICISI  
**LINK PLUS**

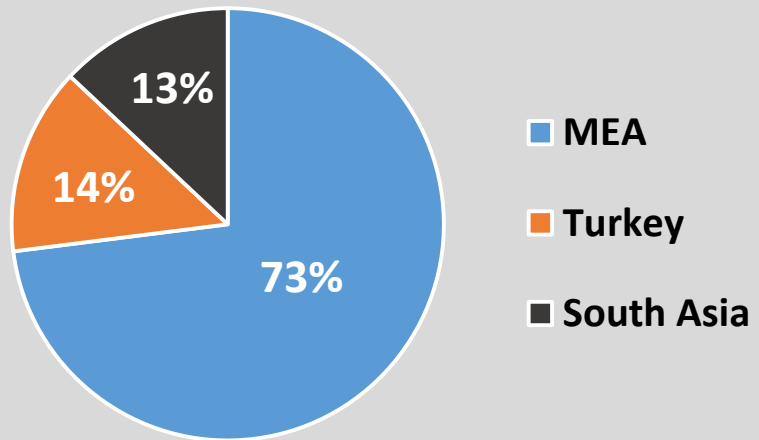


**SERVICES**



**PROCONNECT**  
supply chain solutions  
**ensure**  
services

## REVENUE CONTRIBUTION FROM MARKETS



FY17 figures

## RECOGNITIONS



**CHANNEL**  
MIDDLE EAST  
**"Redington MEA No.1"**  
13 consecutive years



**GREAT PLACE TO WORK**  
**2017**

**"Redington MEA ranked 24th"**



**About Us**

**Subsidiaries**

**Performance**

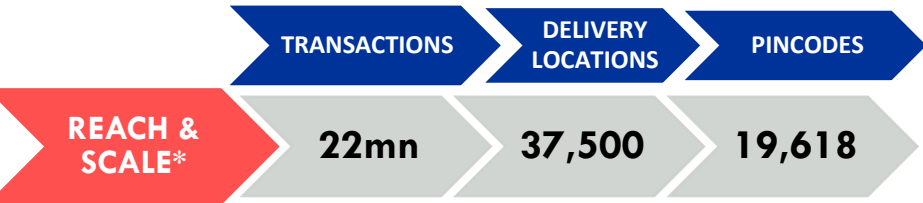
**Board and Management**

**Wholly owned subsidiary** of Redington, incorporated in **2012**

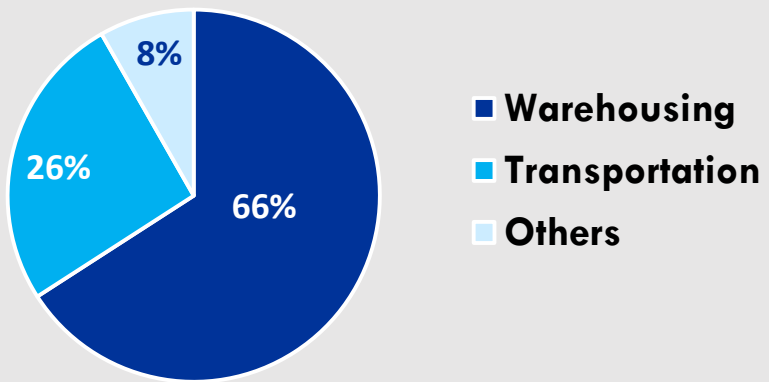
**Integrated third party logistics partner to 165 customers**



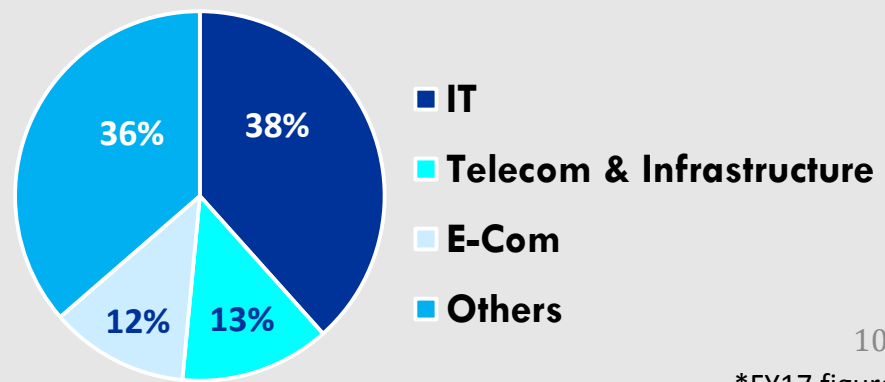
- **165** Warehouses (Leased)
- **2** ADCs – Chennai & Kolkata
- **6.0 mn sq ft** warehousing space



**Revenue contribution from Services\***



**Revenue contribution from Industries\***





## Chennai

- Land Area – 11.56 acres
- Operational since July 2009
- Built in capacity – 375,000 sq. ft.
- Utilized capacity – 68%

## Kolkata

- Land Area – 13.76 acres
- Operational since February 2014
- Built in capacity – 150,000 sq. ft.
- Utilized capacity – 94%

## Dubai

- Land Area\* – 5.17 acres
- Operational since September 2010
- Built in capacity – 94,723 sq. ft.
- Utilized capacity – 100%



RACKING SYSTEM INSIDE ADC



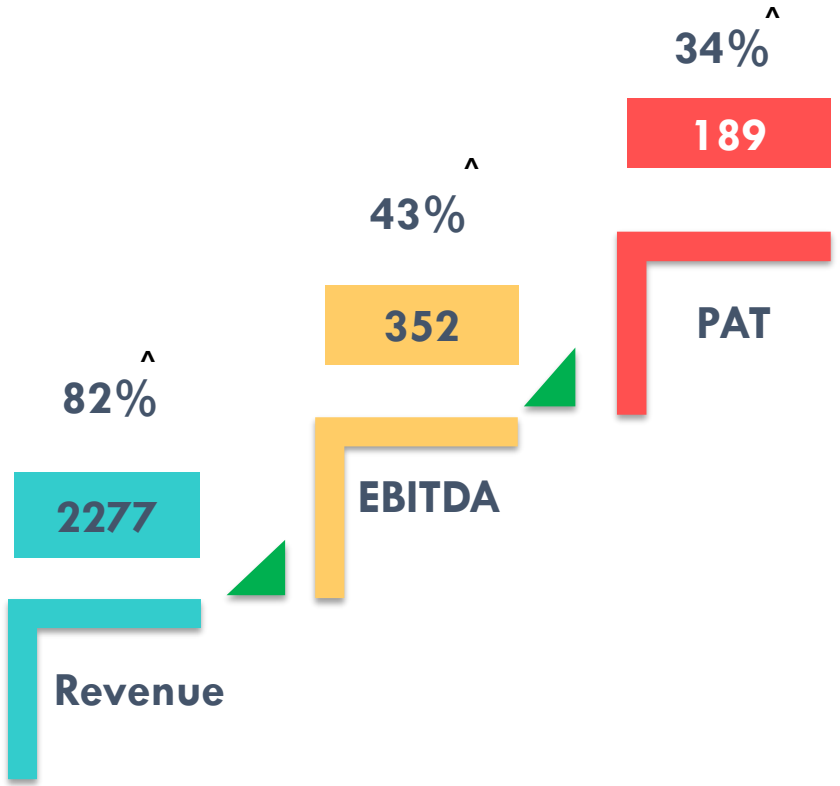
MACHINE HANDLING EQUIPMENTS



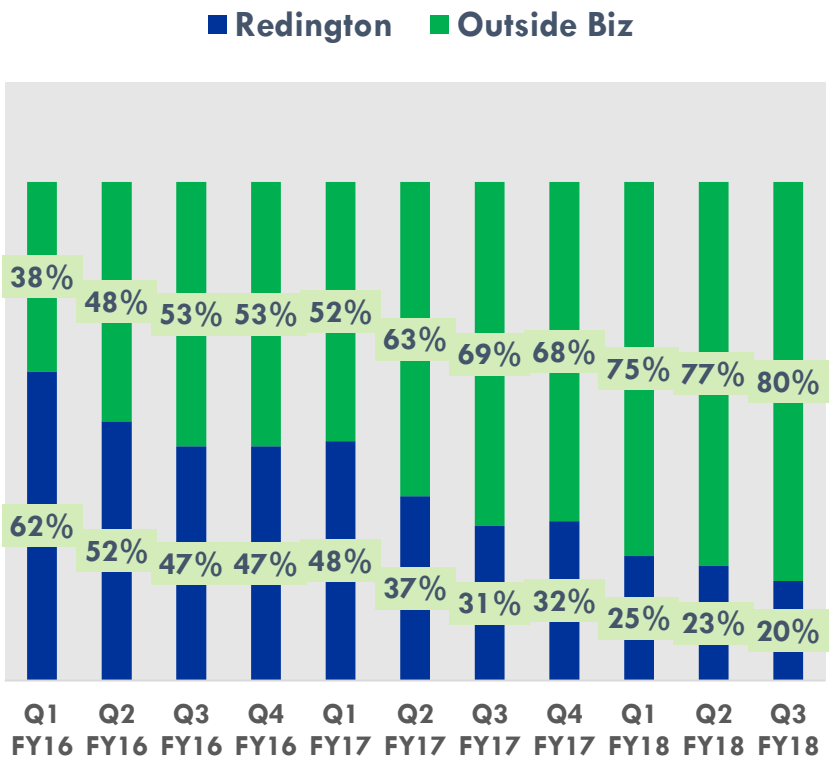
SHRINK WRAPPING

₹ in million

## 9MFY18 Performance



## Revenue Mix



<sup>^</sup> growth over previous year

Note : Both performance and revenue mix is inclusive of MCS & RCS numbers

# ENSURE INDIA – SUPPORT SERVICES

Wholly owned subsidiary of Redington

Preferred Service partner with Pan India presence



SERVICES OFFERED



Warranty & Post Warranty services



Infrastructure Management Services



Managed Services



Consulting

*Evolution from low end to high end segments*

REACH

**+43** Owned Service centres across India  
**+259** Partner Service centres across India

FINANCIALS\*

**Rs.125 crs**  
 REVENUES

**Rs.7 crs**  
 PAT

\*FY17 figures

CLIENTS



**About Us**

**Subsidiaries**

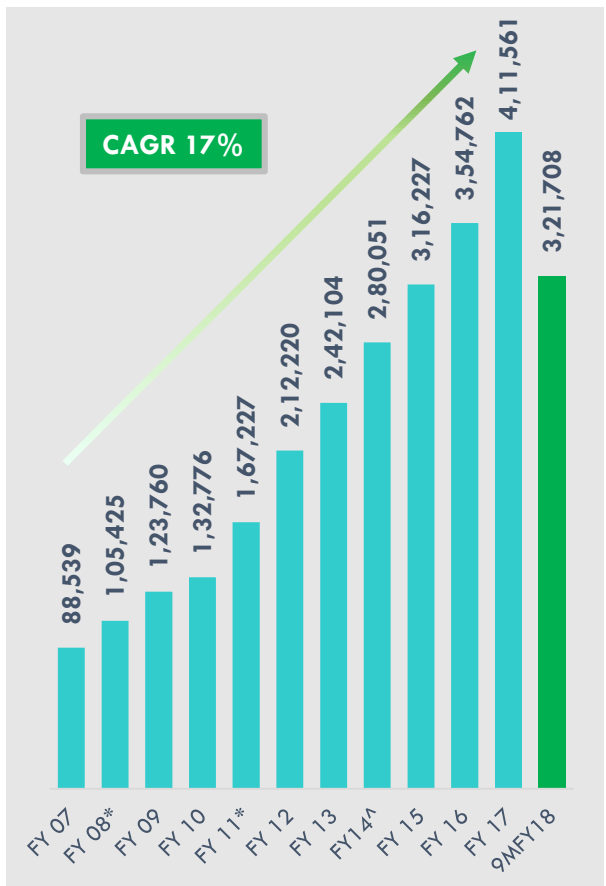
**Performance**

**Board and Management**

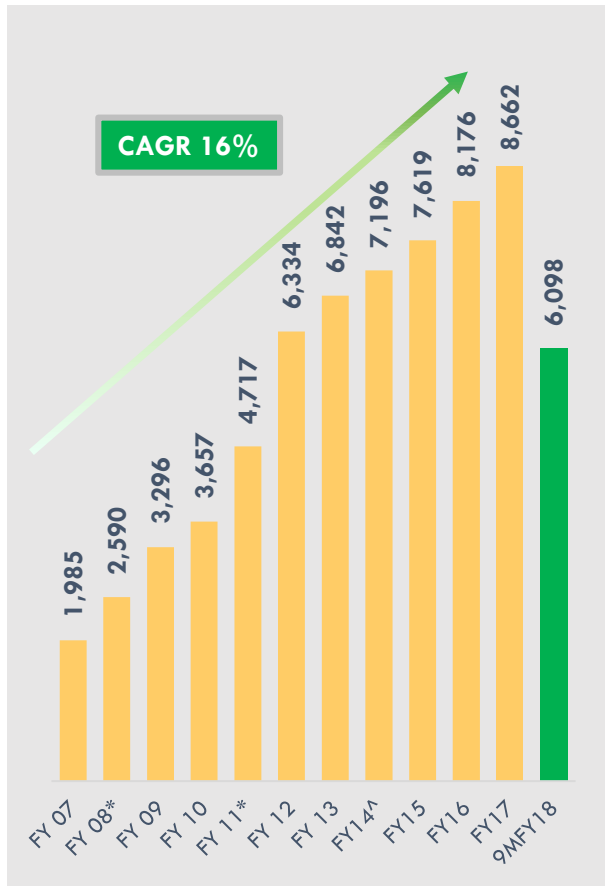
# FINANCIAL PERFORMANCE

₹ in million

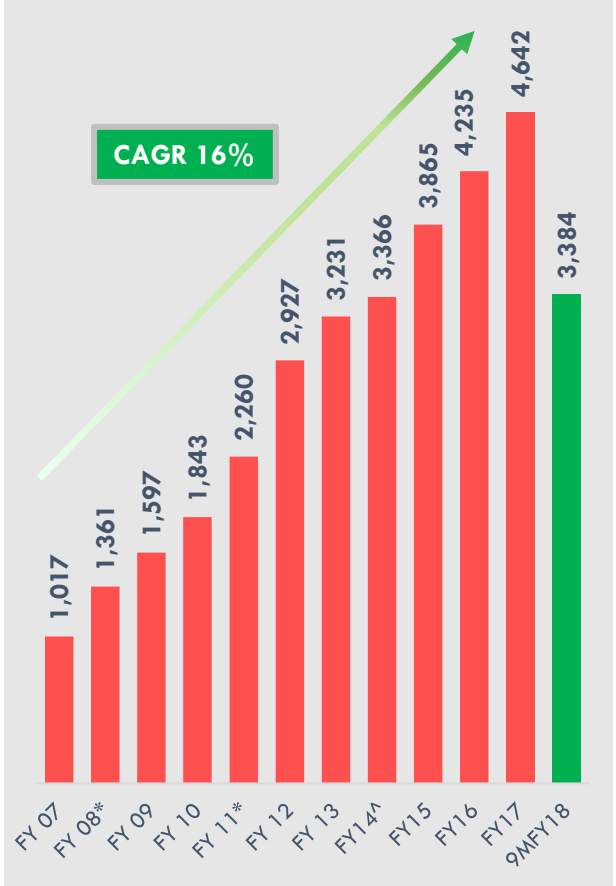
## REVENUE



## EBITDA



## PAT

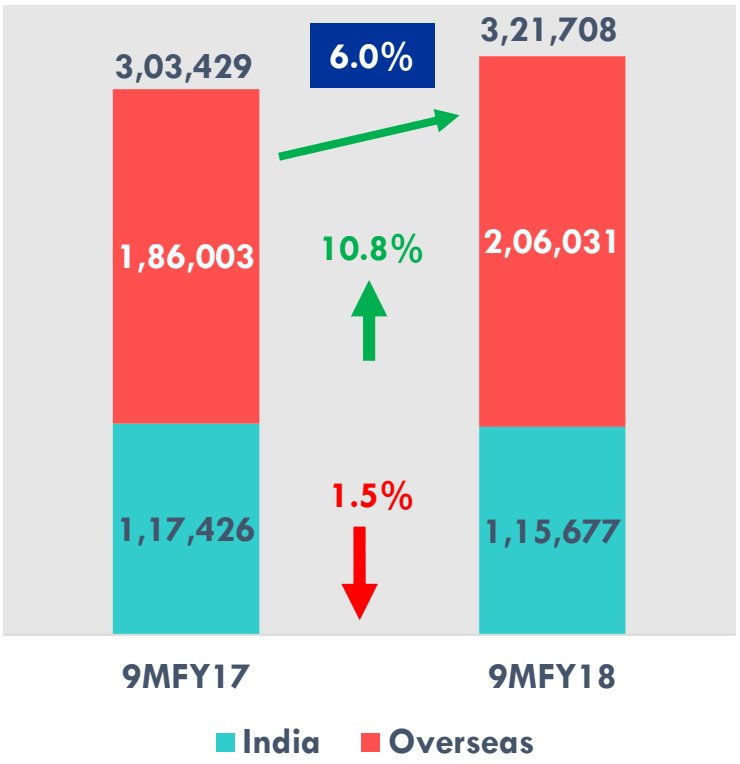


\*Post acquisition of Easyaccess Financial Services in FY 08 and Arena in FY 11. ^ Post sale of Easyaccess Financial Services . CAGR computed for full year

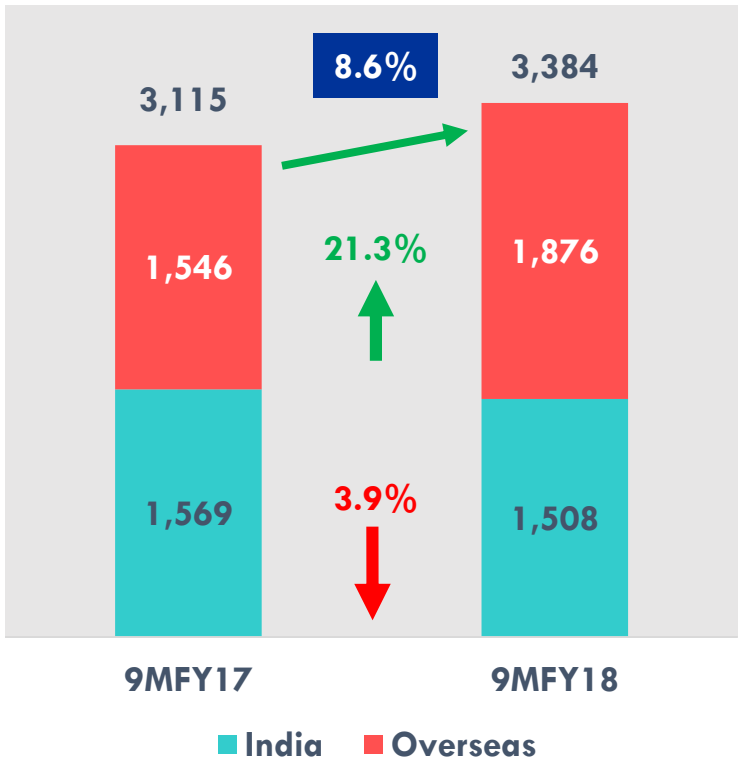
# PERFORMANCE BY MARKET

₹ in million

## REVENUE



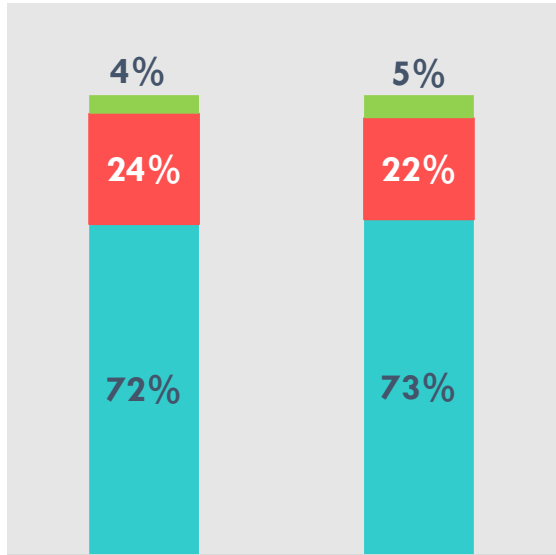
## PAT





# REVENUE BY VERTICAL

## INDIA

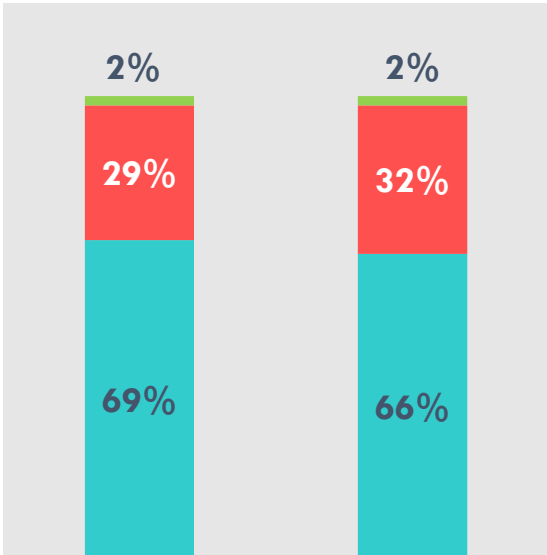


9MFY17

9MFY18

■ IT ■ Mobility ■ Services

## OVERSEAS

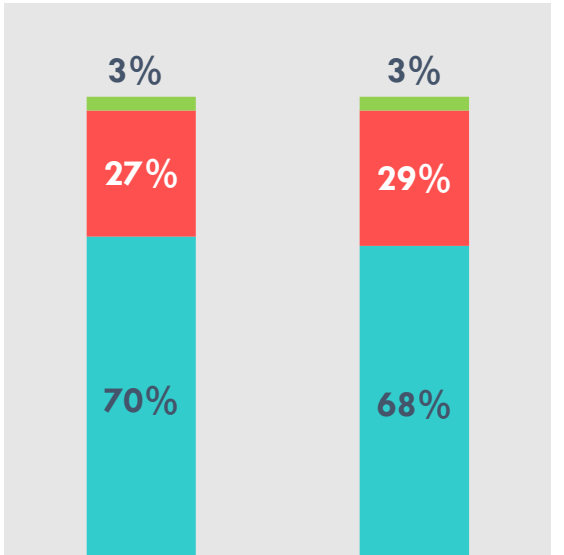


9MFY17

9MFY18

■ IT ■ Mobility ■ Services

## CONSOLIDATED



9MFY17

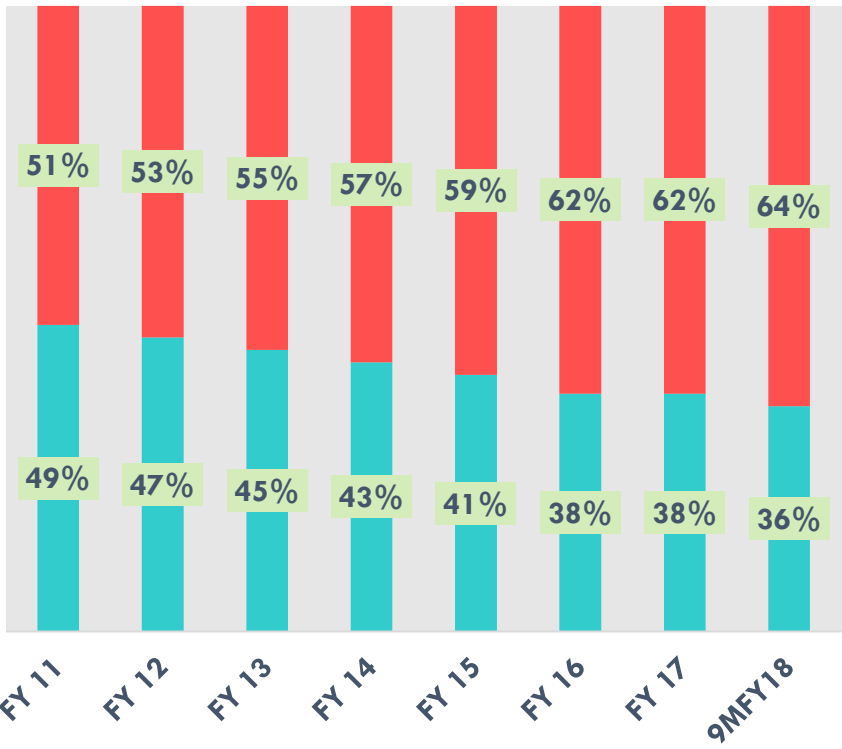
9MFY18

■ IT ■ Mobility ■ Services

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

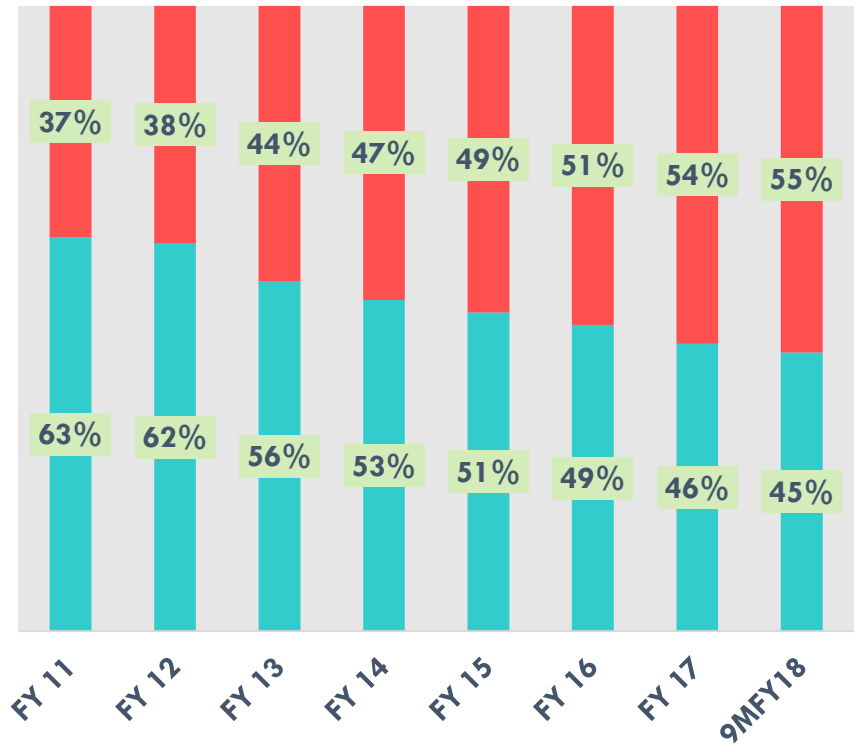
# GEOGRAPHICAL CONTRIBUTION

## REVENUE



■ India ■ Overseas

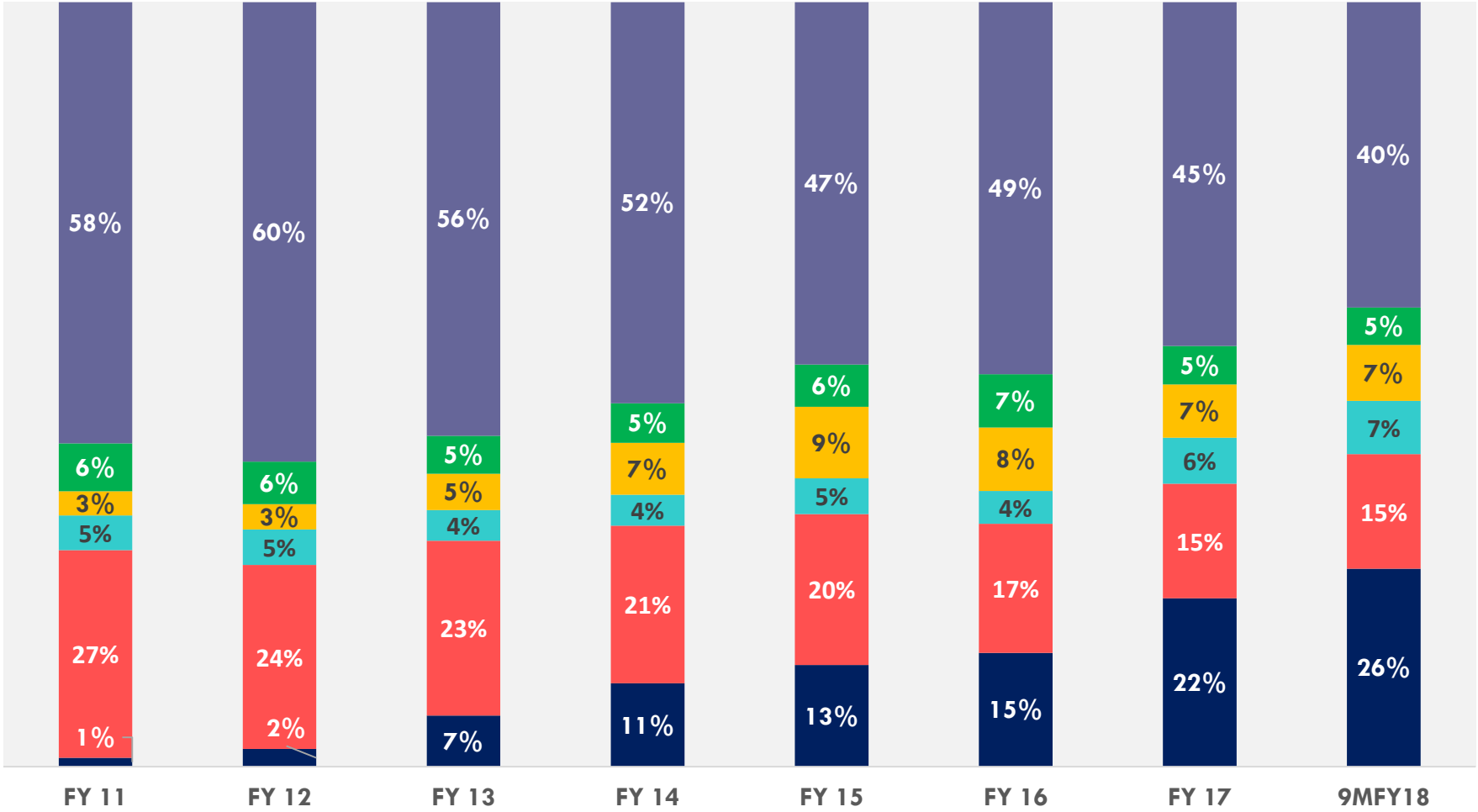
## PAT



■ India ■ Overseas

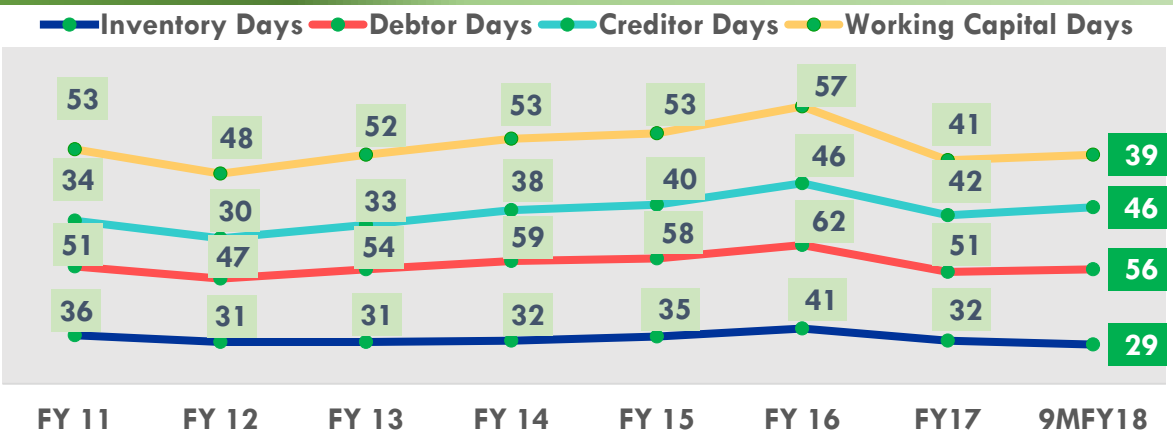
# TOP FIVE VENDORS

■ APPLE   
 ■ HP Inc   
 ■ DELL EMC   
 ■ LENOVO   
 ■ HP Ent   
 ■ OTHERS



Note: Effect of Dell EMC merger is shown partly in FY17 figures and fully in 9MFY18 figures

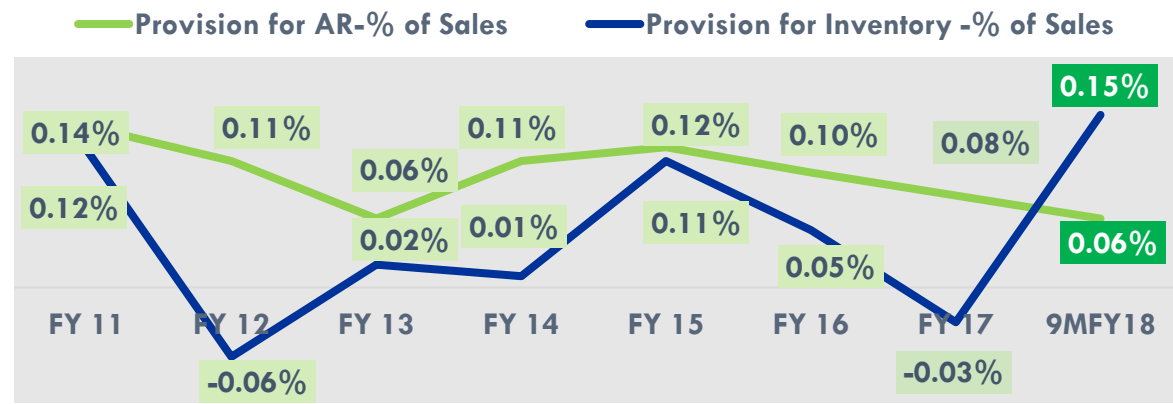
# KEY OPERATING METRICS



**Working Capital Days at sustainable levels**

| Particulars (Rs in million)   | 9MFY18 | 9MFY17 |
|-------------------------------|--------|--------|
| Net Cash Flow from Operations | 5,126  | 9,734  |
| Free Cashflow                 | 2,867  | 7,263  |

**Generated positive free cash flow**



**Minimal impact of risk**

# CONSOLIDATED FINANCIALS

₹ in million

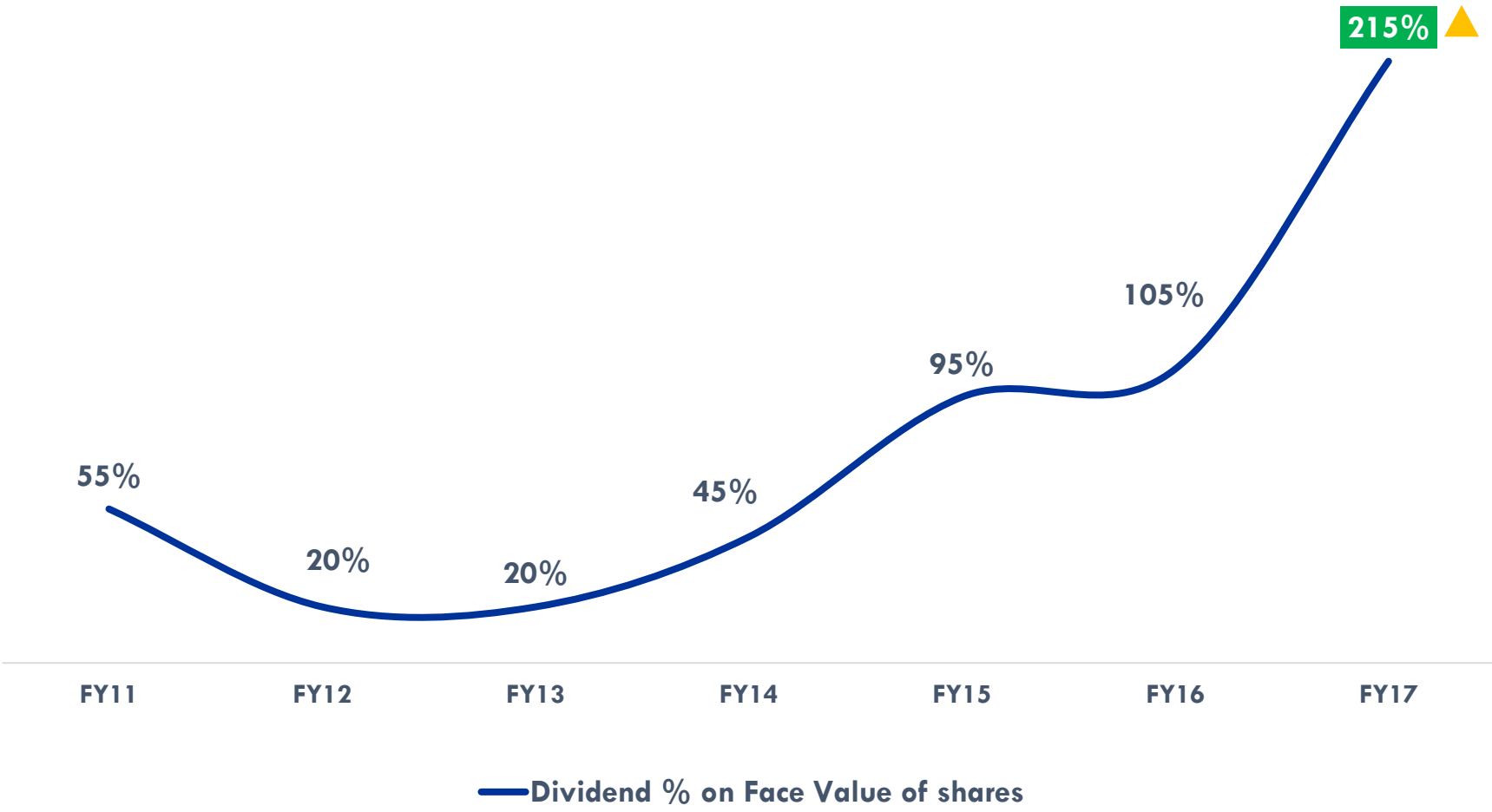
| Particulars                     | 9MFY18   | FY17     | FY16     | FY15     | FY14 <sup>^</sup> | FY 13    | FY 12    | FY 11*   |
|---------------------------------|----------|----------|----------|----------|-------------------|----------|----------|----------|
| Total Revenue                   | 3,21,708 | 4,11,561 | 3,54,762 | 3,16,227 | 2,80,051          | 2,42,104 | 2,12,220 | 1,67,227 |
| EBITDA                          | 6,098    | 8,662    | 8,176    | 7,619    | 7,196             | 6,842    | 6,334    | 4,717    |
| PAT                             | 3,384    | 4,642    | 4,235    | 3,865    | 3,367             | 3,231    | 2,927    | 2,260    |
| Networth                        | 33,427   | 31,479   | 29,494   | 23,742   | 20,213            | 16,407   | 13,225   | 12,553   |
| Capital Employed                | 53,809   | 50,252   | 56,659   | 44,468   | 39,938            | 39,471   | 34,776   | 31,863   |
| EBITDA Margins                  | 1.9%     | 2.1%     | 2.3%     | 2.4%     | 2.6%              | 2.8%     | 3.0%     | 2.8%     |
| PAT Margins                     | 1.1%     | 1.1%     | 1.2%     | 1.2%     | 1.2%              | 1.3%     | 1.4%     | 1.4%     |
| Return on Avg. Capital Employed | 14.5%    | 15.2%    | 14.9%    | 17.2%    | 17.2%             | 17.7%    | 18.4%    | 16.0%    |
| Return on Avg. Equity           | 13.9%    | 15.3%    | 15.6%    | 18.2%    | 19.1%             | 22.8%    | 23.9%    | 20.0%    |
| EPS (₹) <sup>^</sup>            | 8.5      | 11.6     | 10.6     | 9.7      | 8.4               | 8.1      | 7.4      | 5.7      |
| Book Value per share (₹)        | 83.0     | 78.2     | 73.2     | 57.6     | 48.8              | 39.5     | 33.2     | 31.7     |

\*Post acquisition of following entities Arena in FY11.

<sup>^</sup>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.

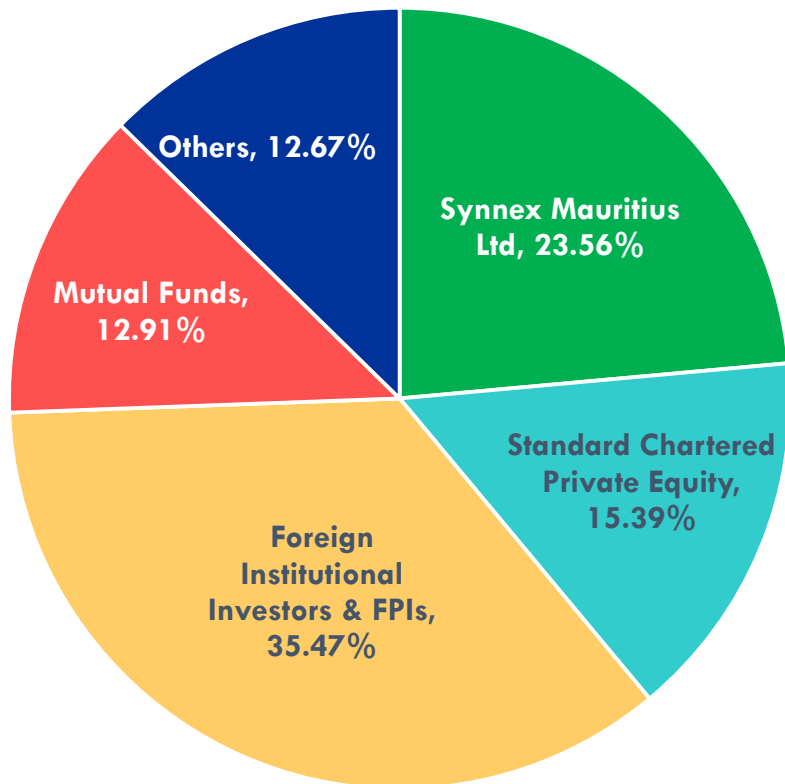
# DIVIDEND DISTRIBUTION

Dividend Payout : 20% on profits earned



▲ Final dividend plus Special Interim Dividend declared

# SHAREHOLDING PATTERN (As at Dec 31, 2017)



## Other prominent shareholders



Fidelity



HDFC Small & Midcap Fund



ICICI Prudential Life Insurance



Franklin Templeton Fund



Reliance Mutual Fund



Morgan Stanley



Dimensional Fund Advisors



Vanguard Mutual Fund

BLACKROCK® Blackrock 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

## Executive Directors



**Raj Shankar**  
Managing Director



**E H Kasturi Rangan**  
Whole time Director

## Non-Executive Directors



**Tu, Shu-Chyuan**  
General Manager  
Business Development  
Synnex Tech, Taiwan



**Chen, Yi-Ju**  
Senior Manager – Finance  
Planning & Management  
Synnex Tech, Taiwan



**B Ramaratnam**  
Professional Director



**Udai Dhawan**  
Managing Director,  
Standard Chartered  
Private Equity, India

# 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



**S Chidambaram**  
Sr. Vice President,  
Supply Chain  
Management, MEACIS



**Sriram Ganeshan**  
Director & Chief  
Financial Officer,  
ME & A



**S Sethuraman**  
Sr. Vice President,  
Support Services /  
Ensure Services, ME & A



**Serkan Celik,**  
Chief Executive  
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

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<https://www.redingtonindia.com>

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**CIN - L52599TN1961PLC028758**