



REDINGTON (INDIA) LIMITED

Q3FY18 Earnings Presentation

December 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.

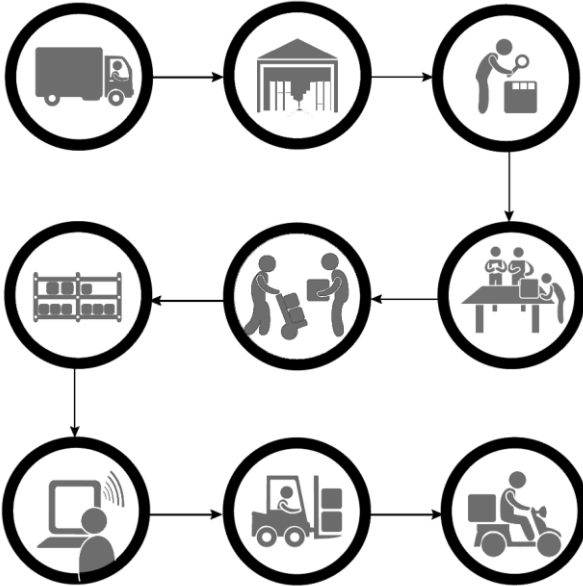
While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

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

Q3FY18 Highlights



Connecting The Dots

Transformation from 'Product' to 'Utility of Product'

Q3FY18 Business Highlights

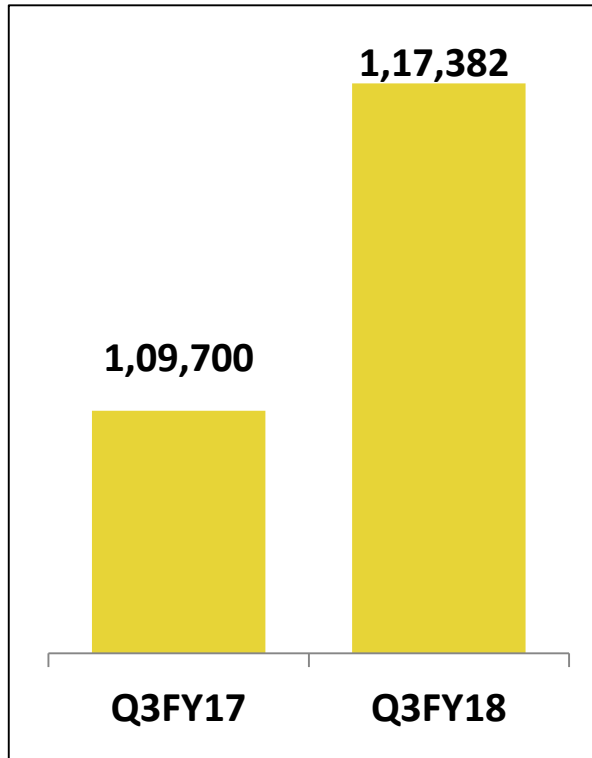
- Strong performance by overseas
- Reduction in Working Capital in Q3FY18 as compared to Q3FY17
- Generated positive free cash flow

Q3FY18- Consolidated Financials

₹ in million

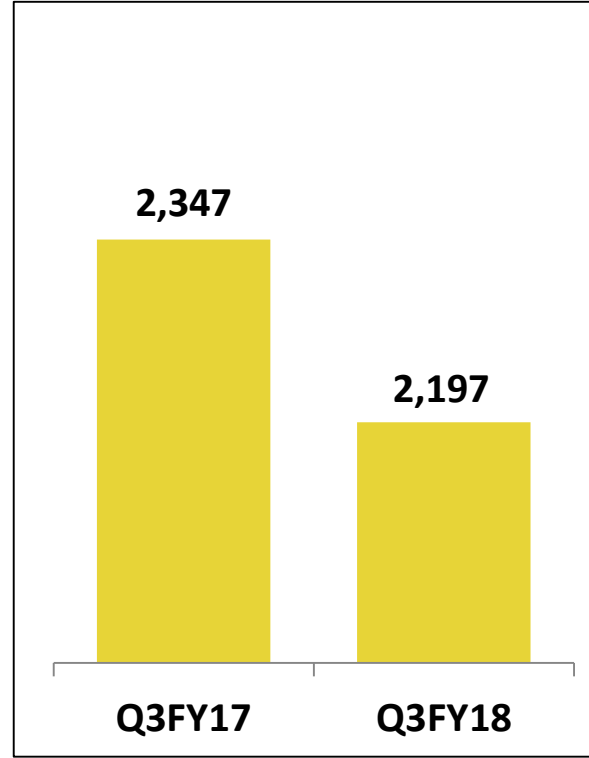
REVENUE

7.0% ▲



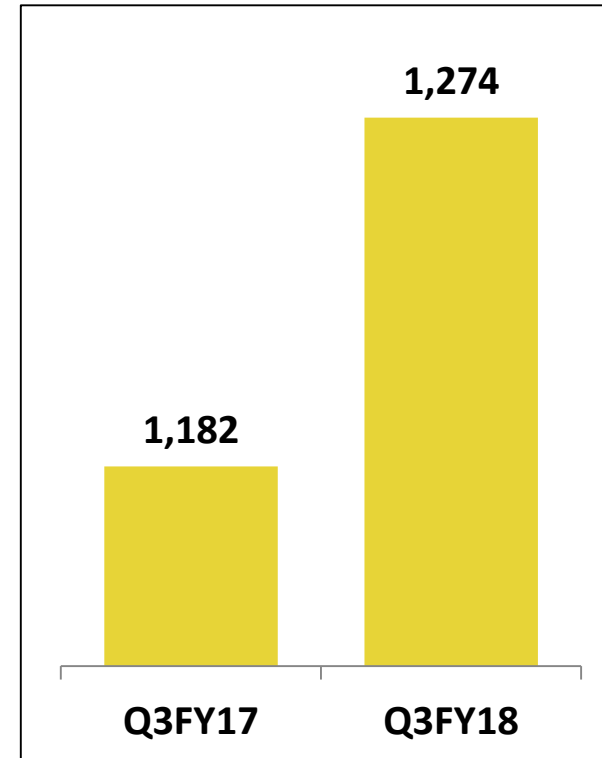
EBIDTA

6.4% ▼



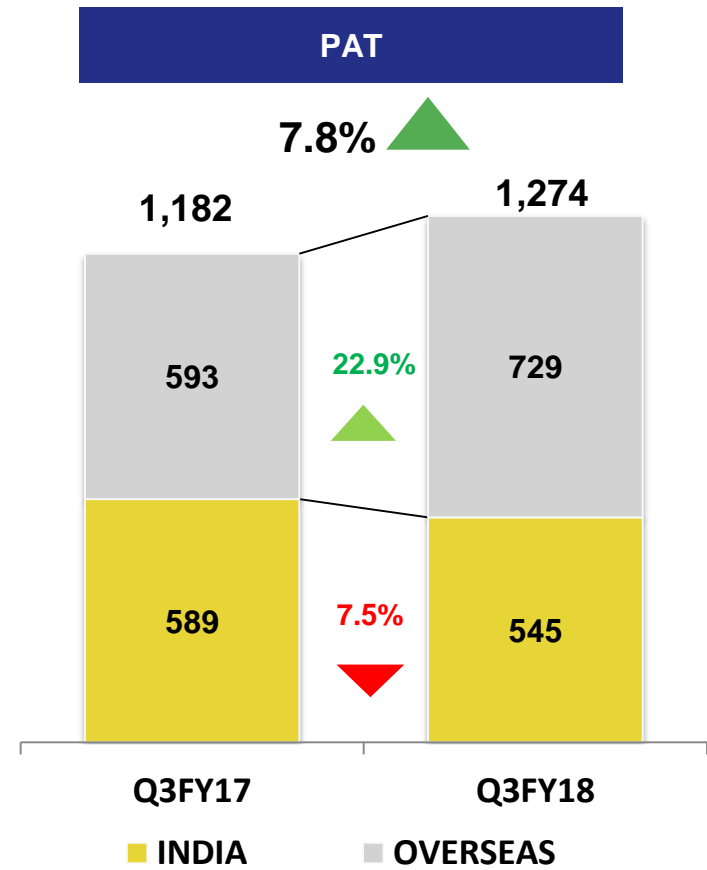
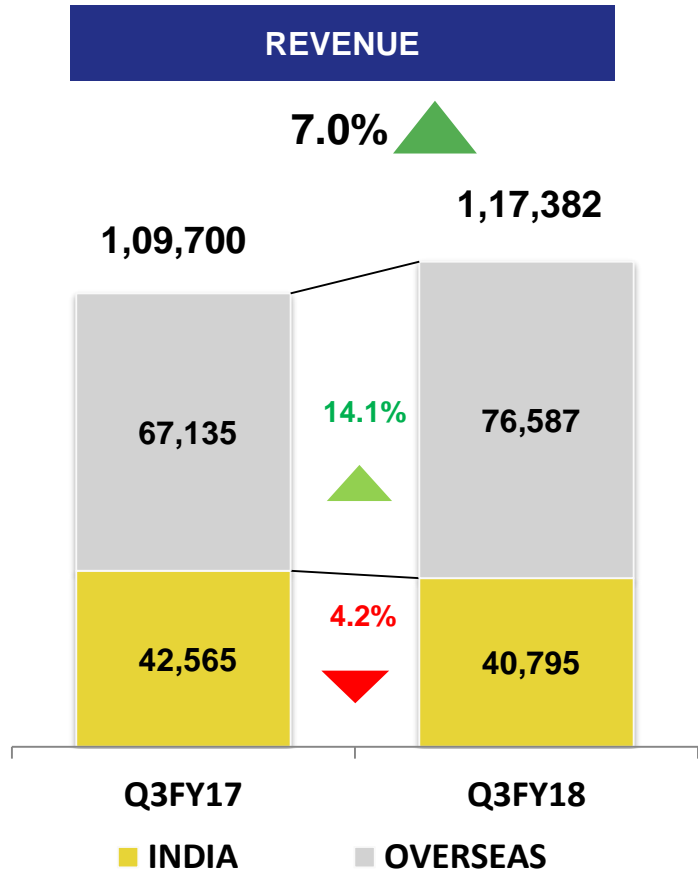
PAT

7.8% ▲



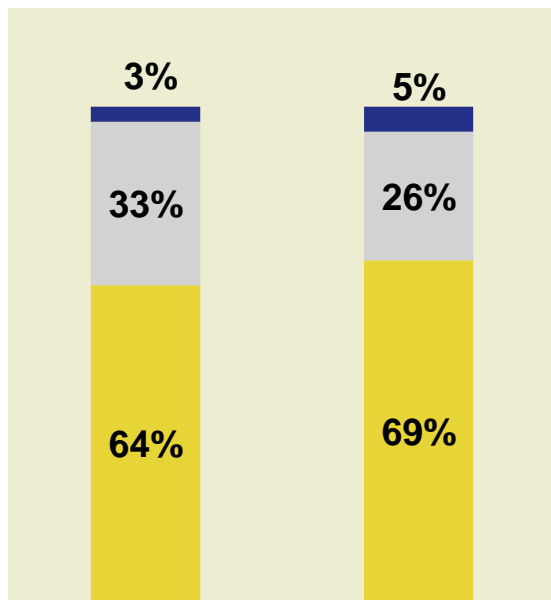
Q3FY18 Performance by Market

₹ in million



Q3FY18 Performance by Vertical

INDIA

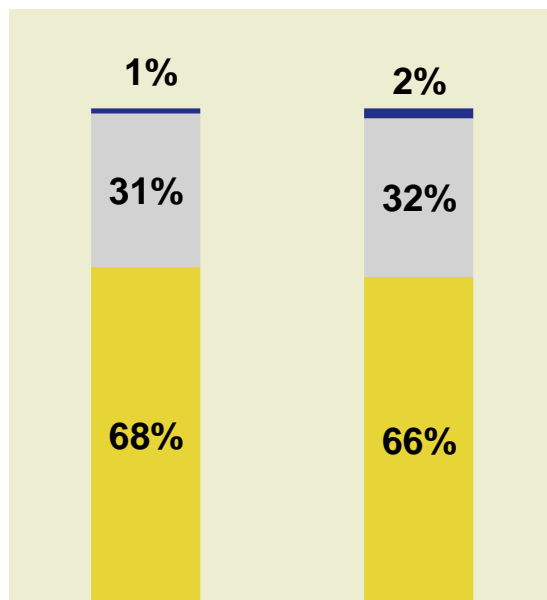


Q3FY17

Q3FY18

■ IT ■ Mobility ■ Services

OVERSEAS

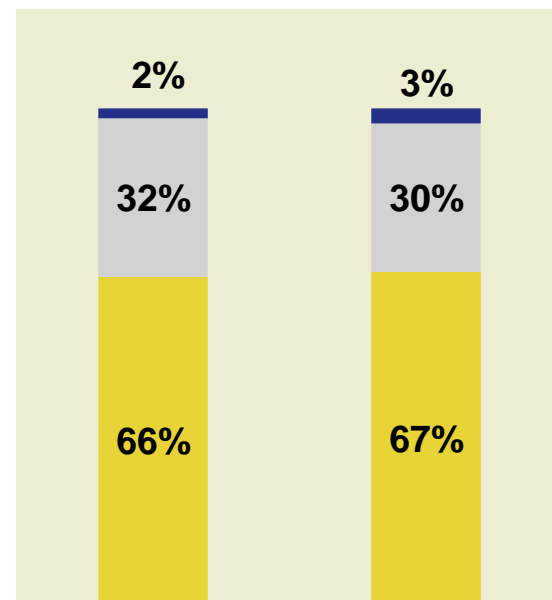


Q3FY17

Q3FY18

■ IT ■ Mobility ■ Services

CONSOLIDATED



Q3FY17

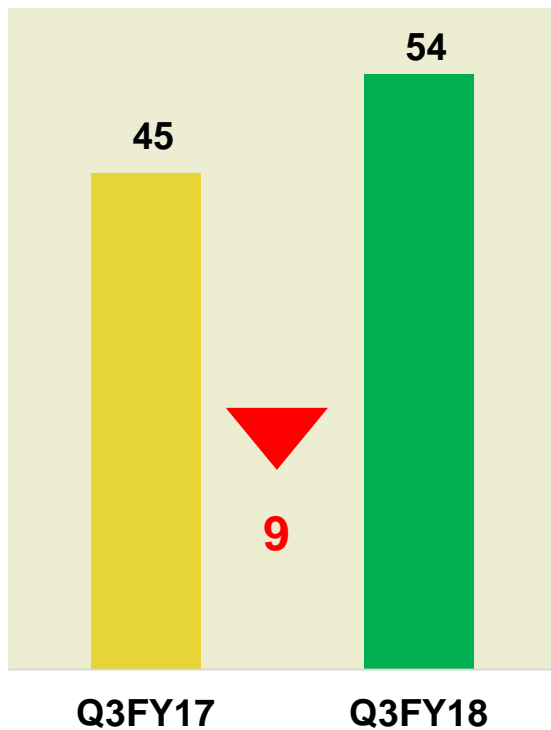
Q3FY18

■ IT ■ Mobility ■ Services

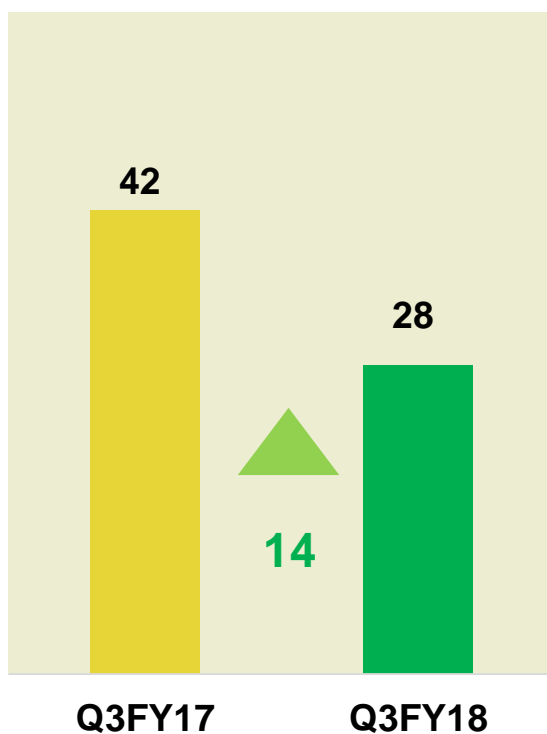
Note: Upon re-grouping, only smartphones are shown under Mobility

Q3FY18 – Working Capital Days

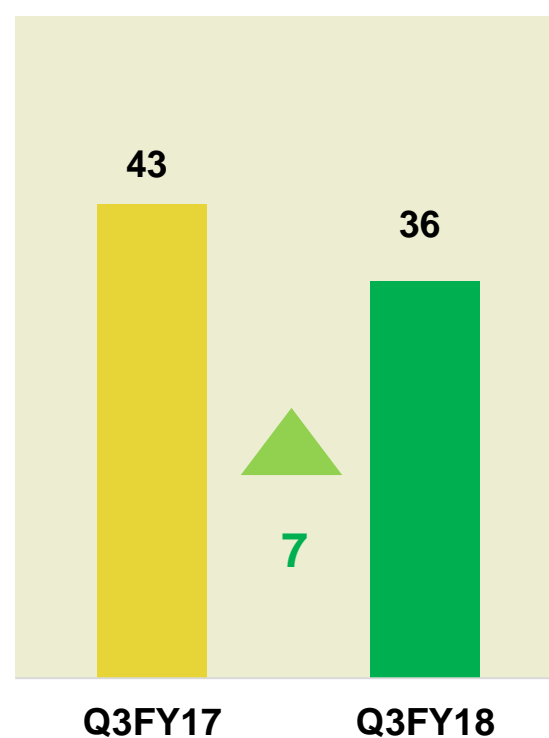
INDIA



OVERSEAS



CONSOLIDATED



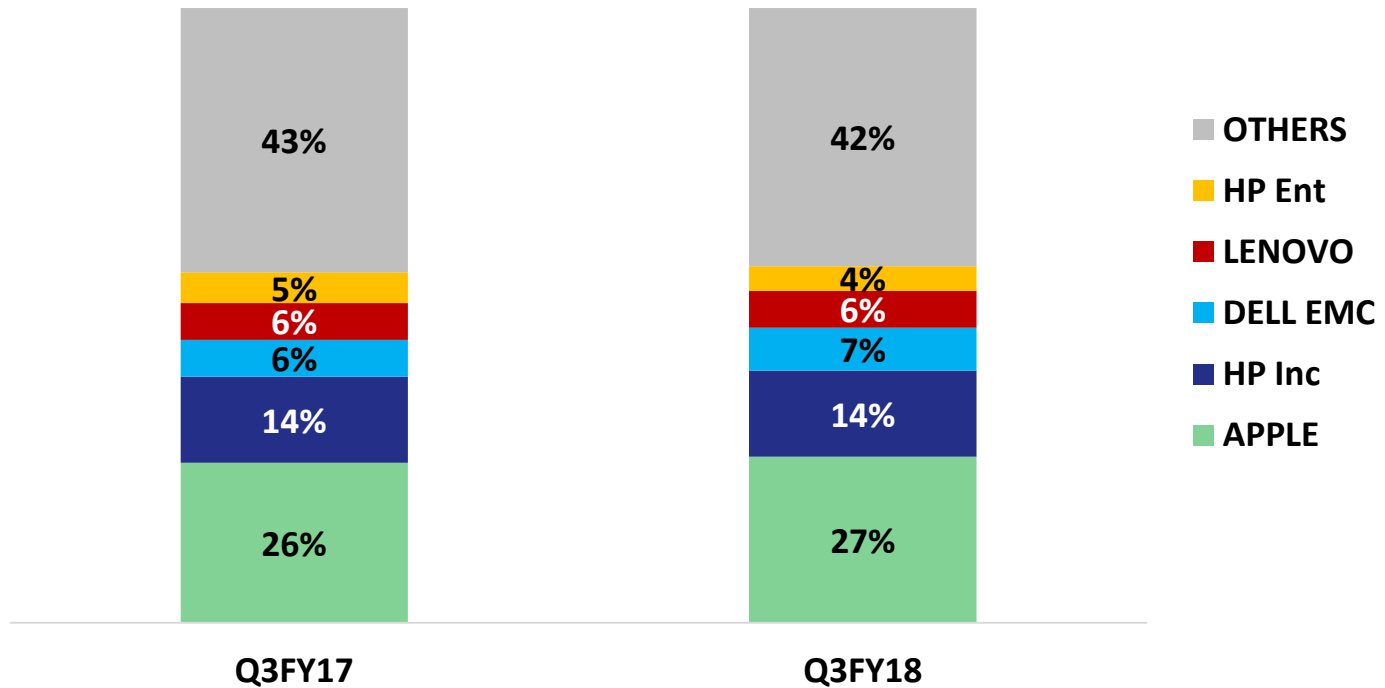
Free Cash Flow Statement

₹ in million

Particulars	Q3 FY18	Q3 FY17
Profit Before Taxation	1,661	1,857
Non-cash items	518	379
Change in Working Capital	(156)	(2,024)
Direct Tax Paid	(409)	(360)
Outflow of Finance Cost	350	284
Net Cash Flow from Operations	1,964	136
Capex	134	(125)
Dividend	(1)	(28)
Outflow of Finance Cost	(347)	(326)
Free Cashflow	1,750	(343)

Q3FY18 – Top 5 Vendors Consolidated

REVENUE

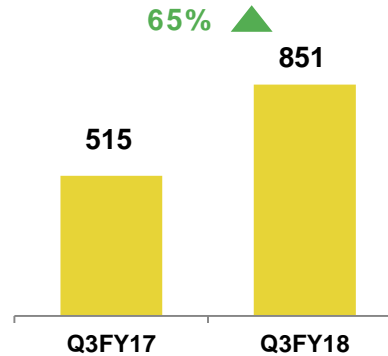


Q3FY18 Performance – ProConnect

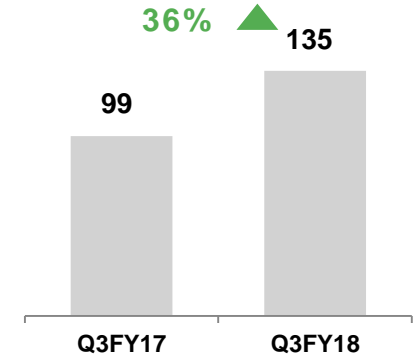
- Revenue growth over Q3FY17 is 65%
- EBITDA growth over Q3FY17 is 36%

₹ in million

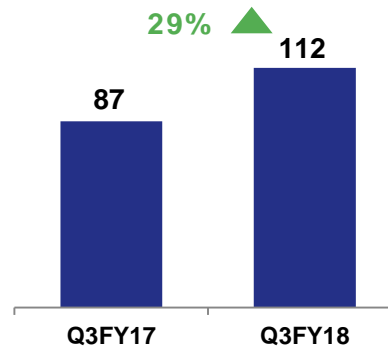
REVENUE



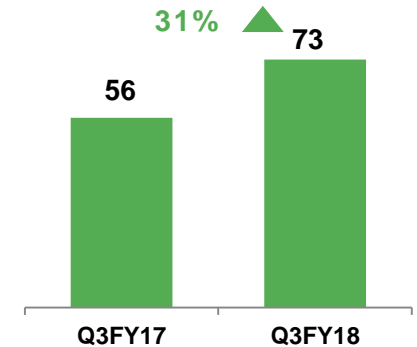
EBITDA



PBT



PAT

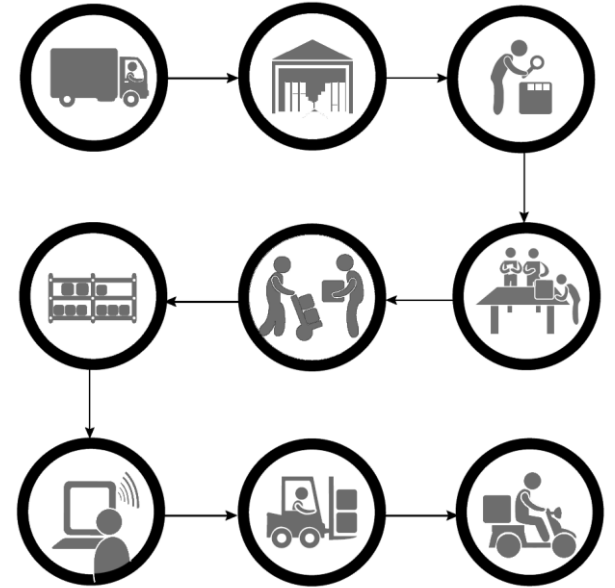


Above figures include Mission Critical Services



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9MFY18 Highlights



Connecting The Dots

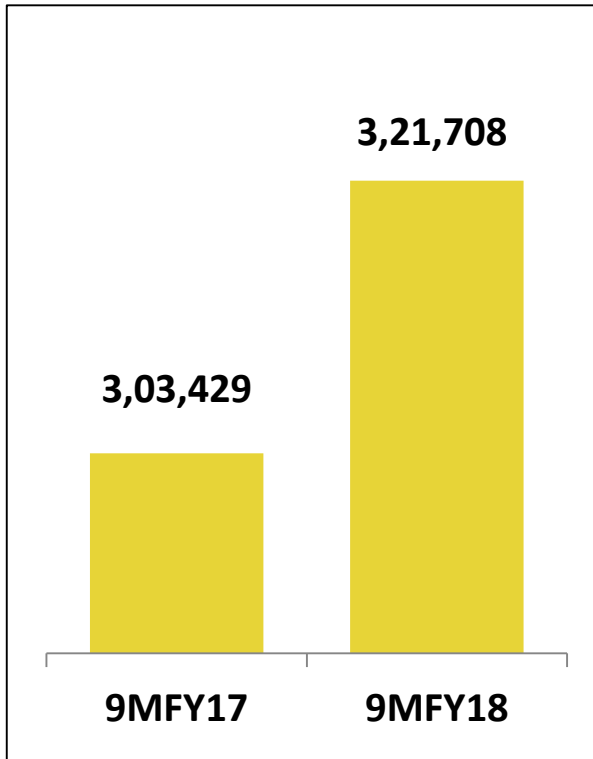
Transformation from 'Product' to 'Utility of Product'

9MFY18- Consolidated Financials

₹ in million

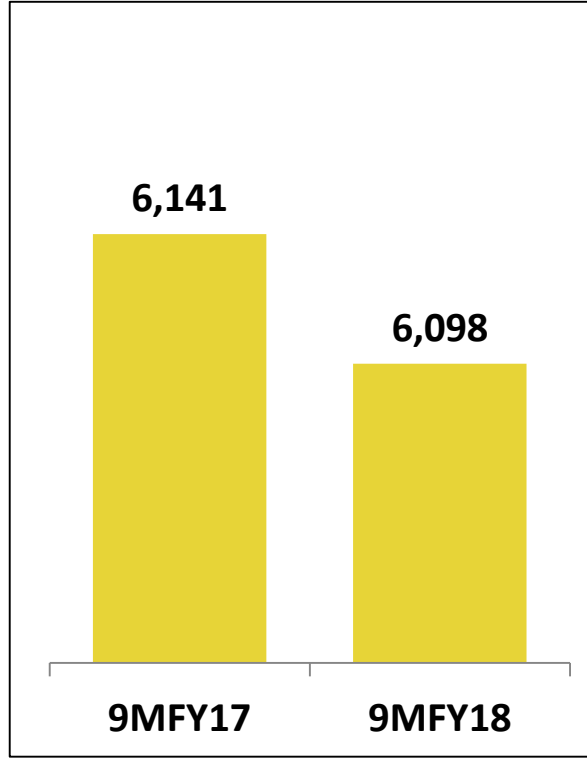
REVENUE

6.0%



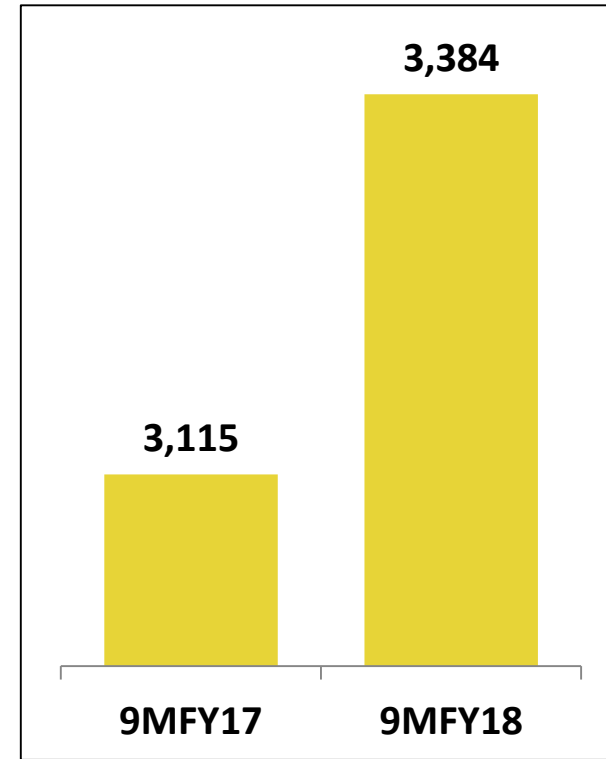
EBIDTA

0.7%



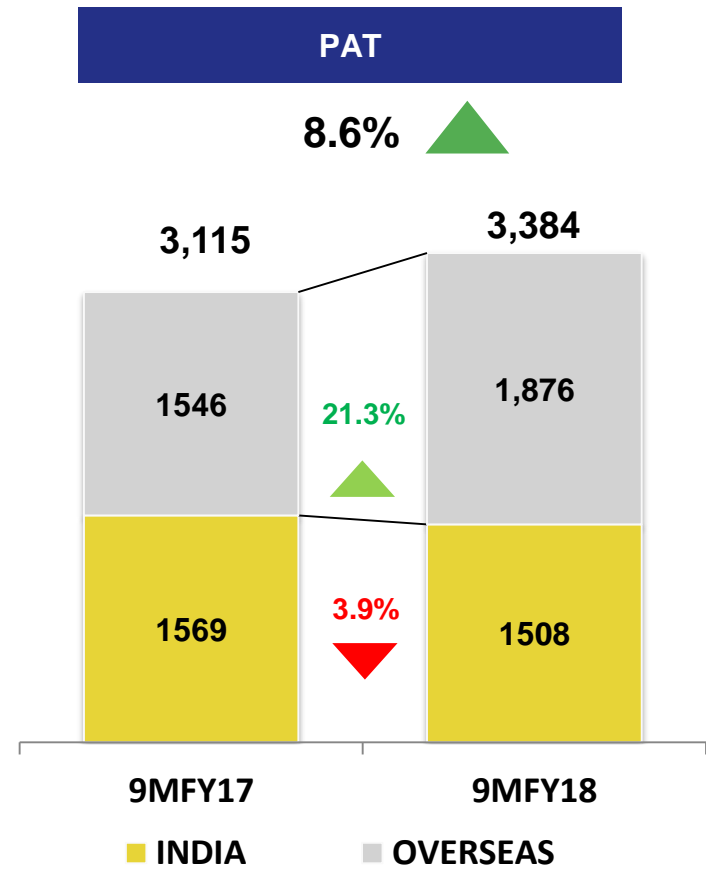
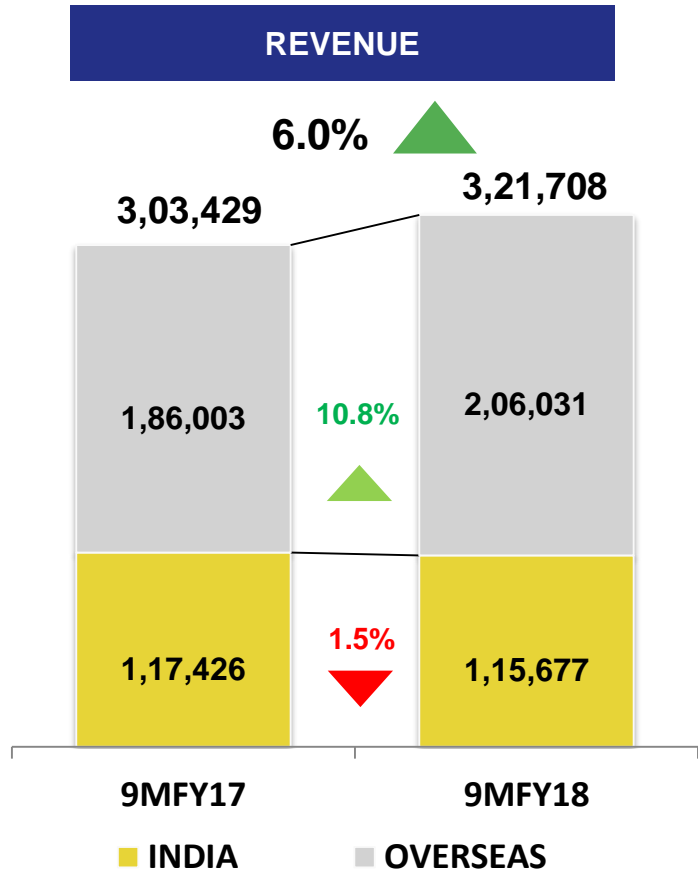
PAT

8.6%



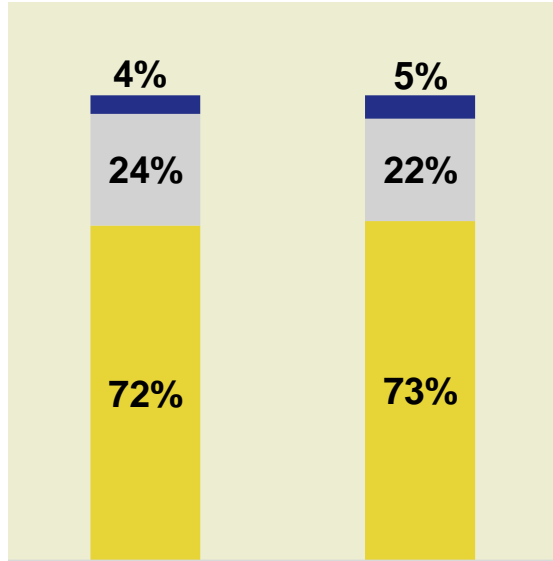
9MFY18 Performance by Market

₹ in million



9MFY18 Performance by Vertical

INDIA

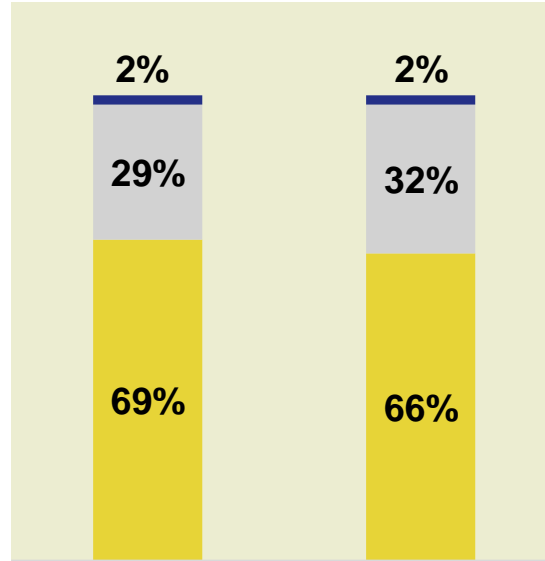


9MFY17

9MFY18

■ IT ■ Mobility ■ Services

OVERSEAS

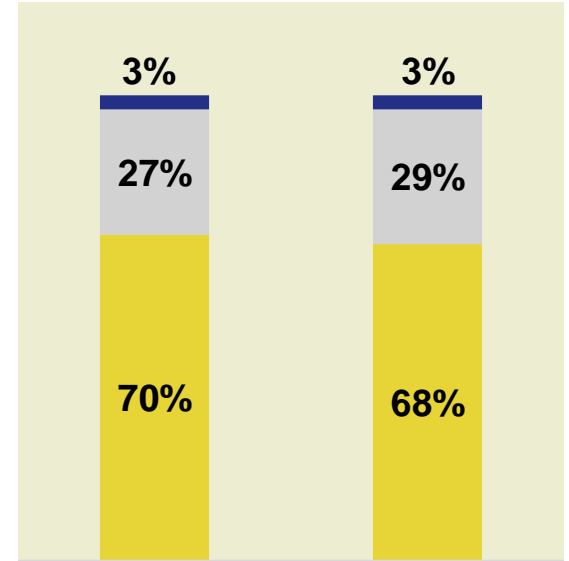


9MFY17

9MFY18

■ IT ■ Mobility ■ Services

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9MFY17

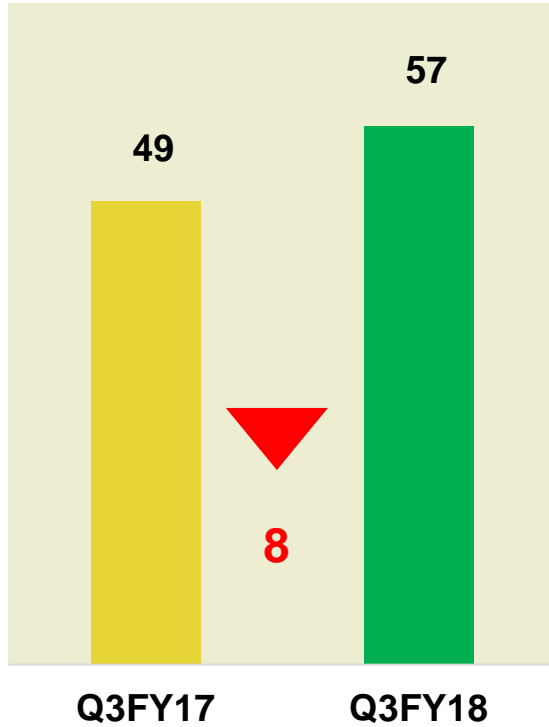
9MFY18

■ IT ■ Mobility ■ Services

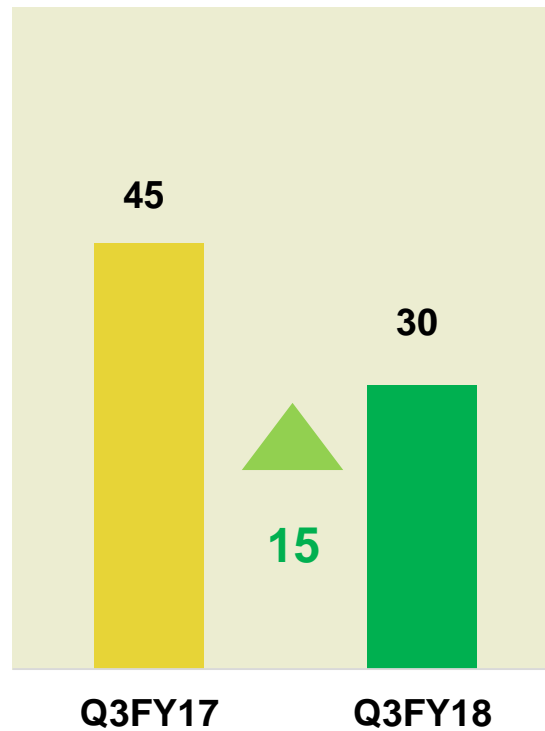
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9MFY18 – Working Capital Days

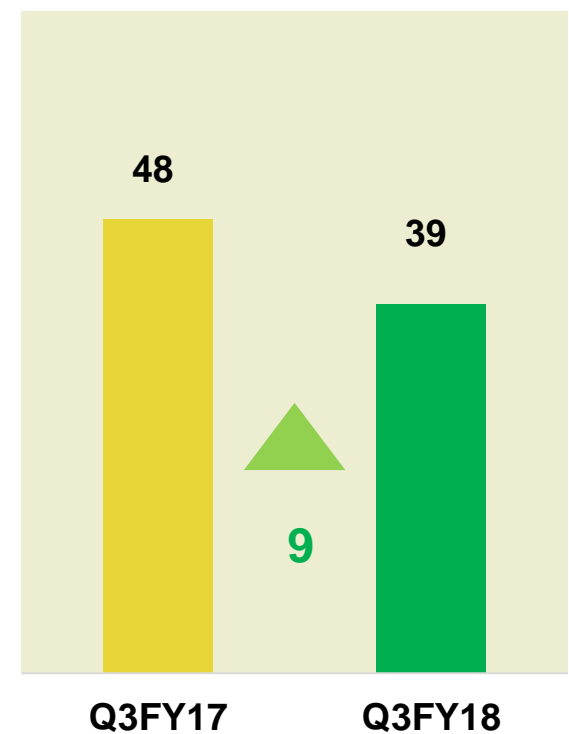
INDIA



OVERSEAS



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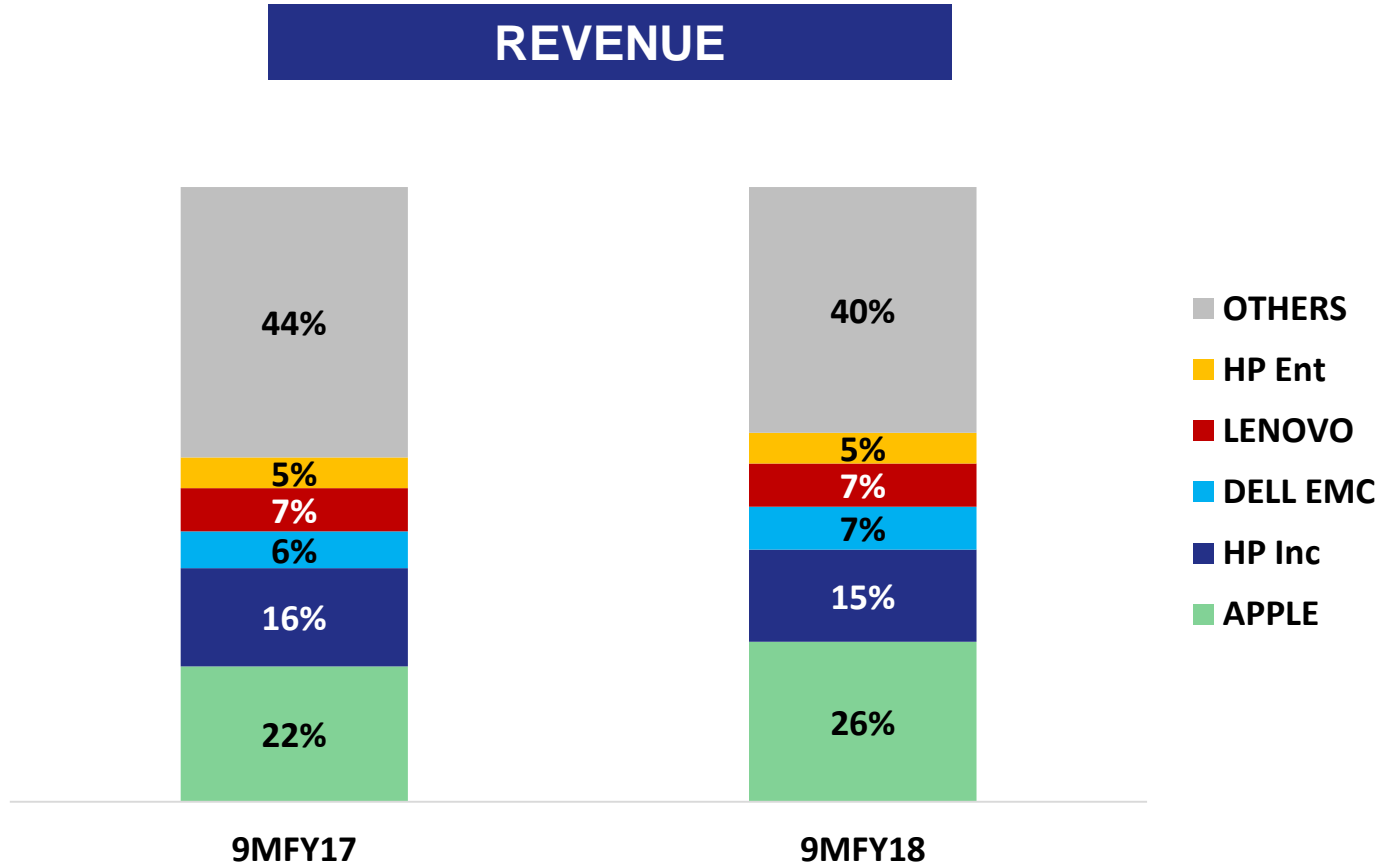


Free Cash Flow Statement

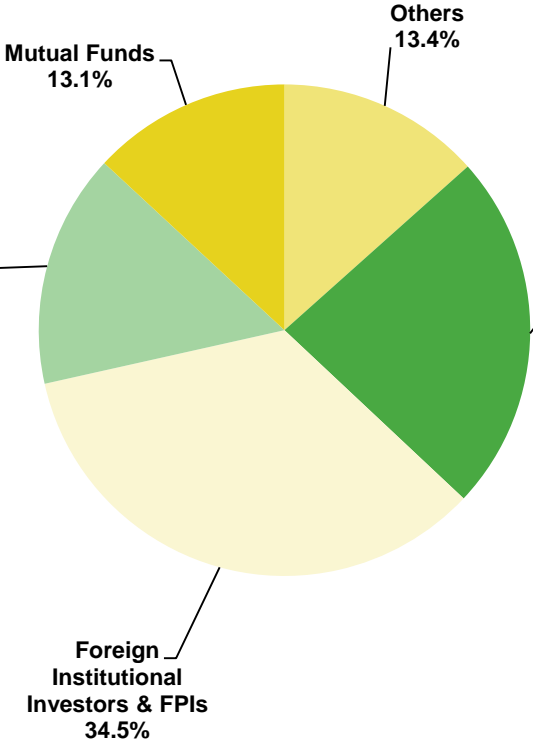
₹ in million

Particulars	9M FY18	9M FY17
Profit Before Taxation	4,474	4,540
Non-cash items	1,112	906
Change in Working Capital	(493)	4,478
Direct Tax Paid	(990)	(1,041)
Outflow of Finance Cost	1,023	852
Net Cash Flow from Operations	5,126	9,734
Capex	(105)	(456)
Dividend	(1,094)	(1,056)
Outflow of Finance Cost	(1,060)	(959)
Free Cashflow	2,867	7,263

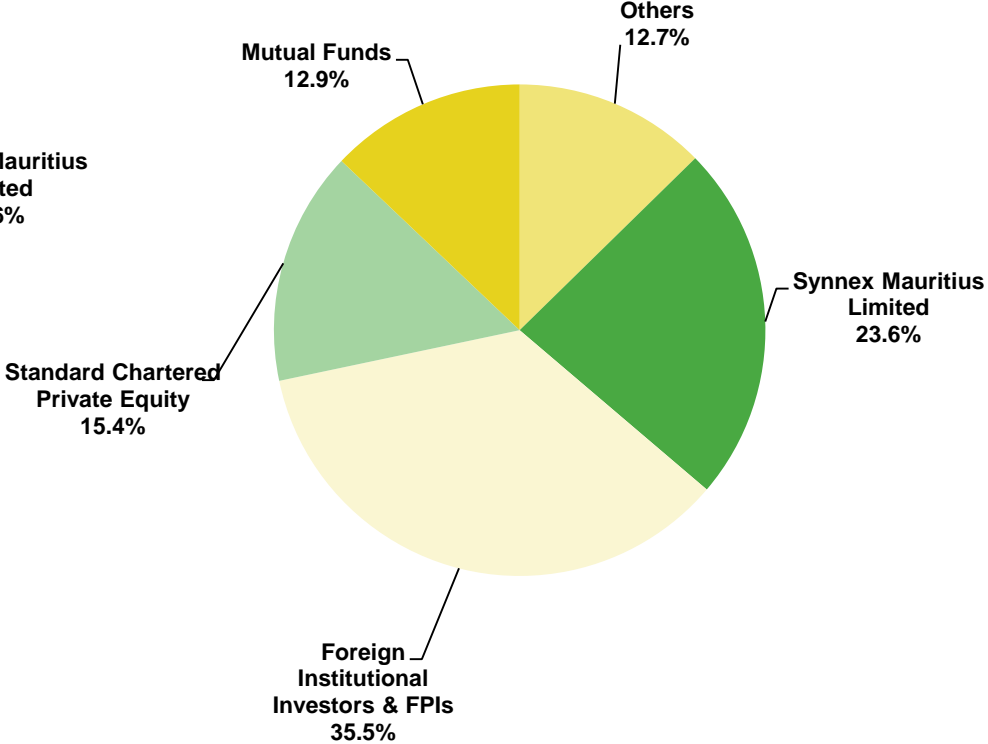
9MFY18 – Top 5 Vendors Consolidated



Shareholding Pattern



30-Sep-2017



31-Dec-2017

REDINGTON

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Corporate Presentation

<https://redingtonindia.com/images/RedingtoncorporatepresentationDec2017.pdf>

