



# **REDINGTON (INDIA) LIMITED**

**Q4FY18 Earnings Presentation**

**March 2018**

# Disclaimer


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*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.*





# Q4FY18 Highlights

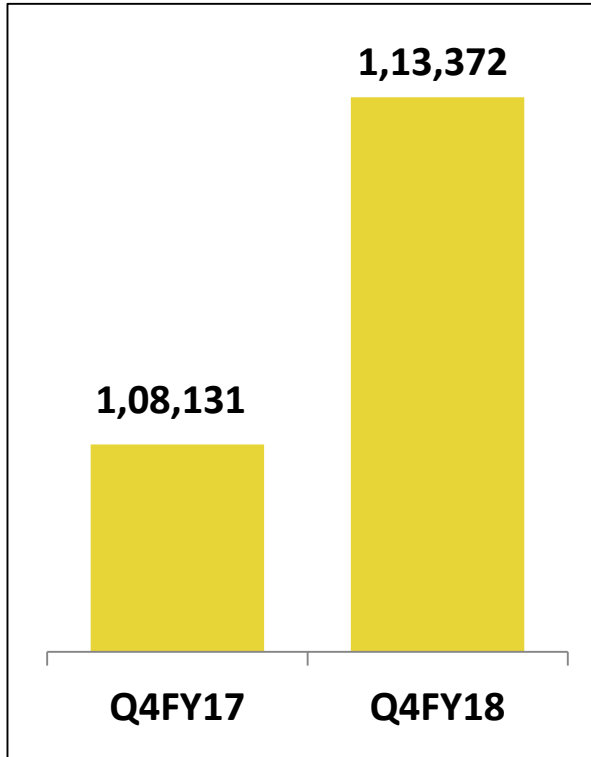


# Q4FY18- Consolidated Financials

₹ in million

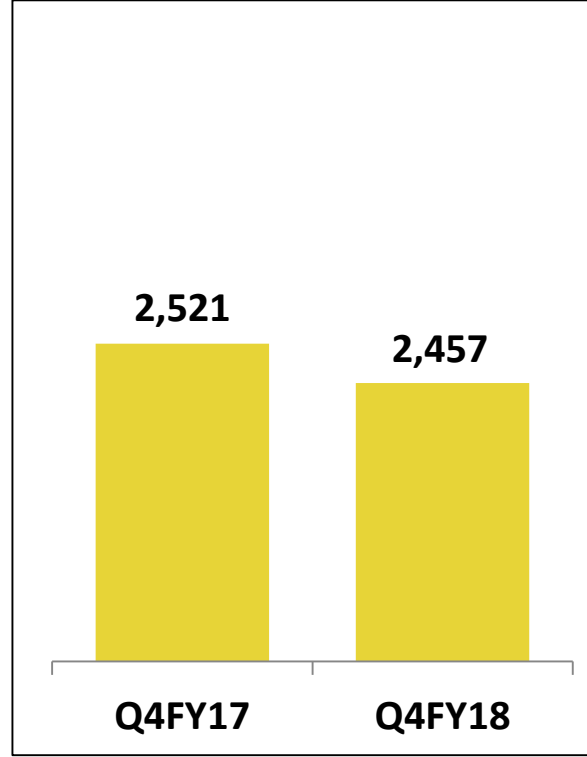
## REVENUE

5%



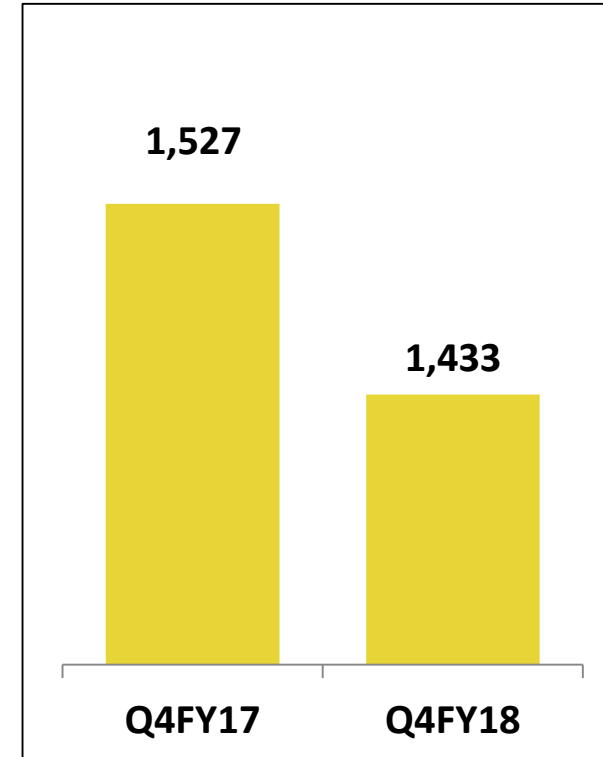
## EBIDTA

3%



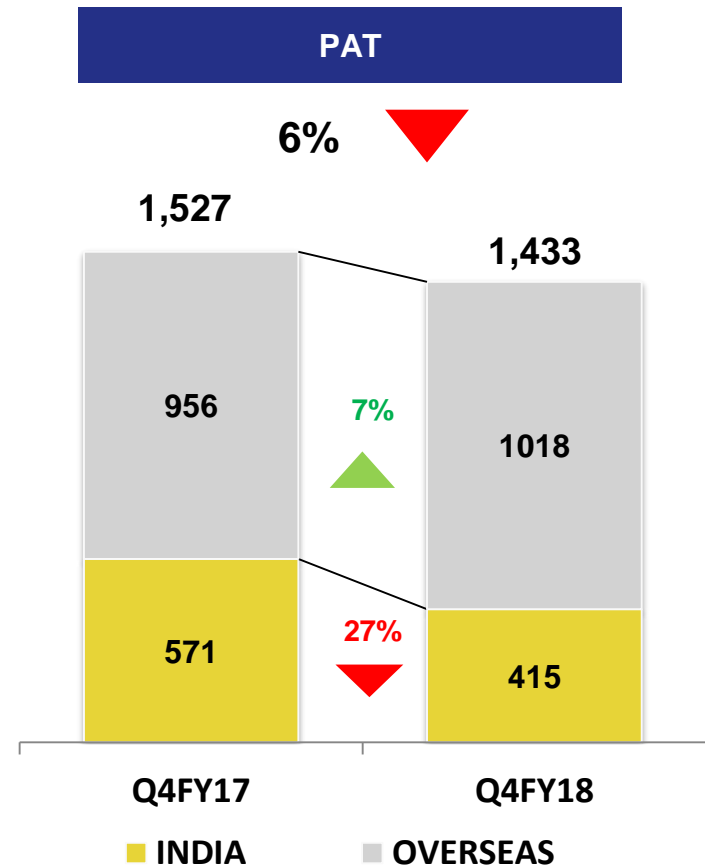
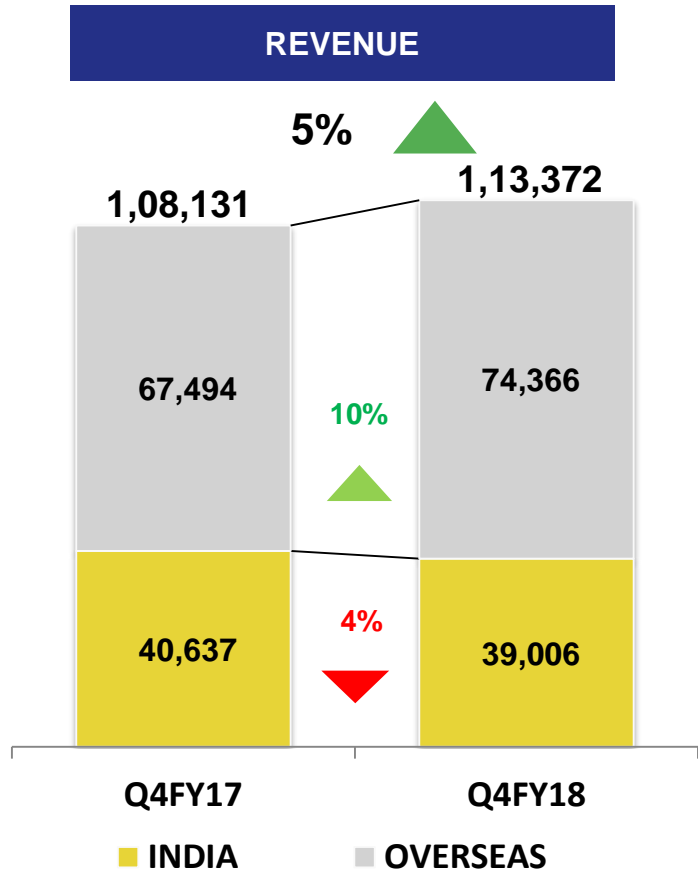
## PAT

6%



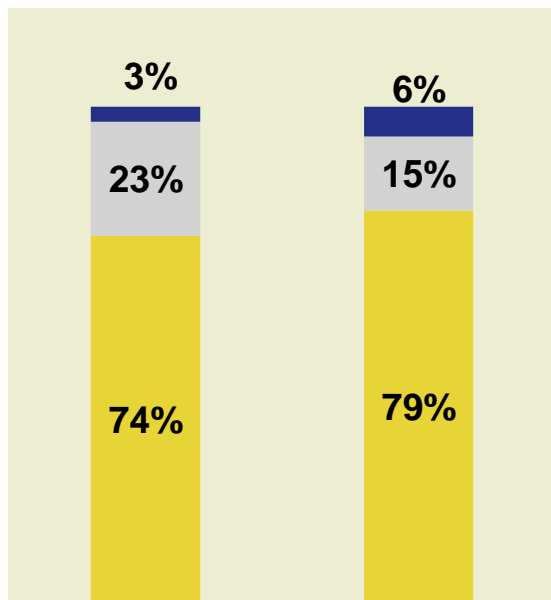
# Q4FY18 Performance by Market

₹ in million



# Q4FY18 Performance by Vertical

## INDIA

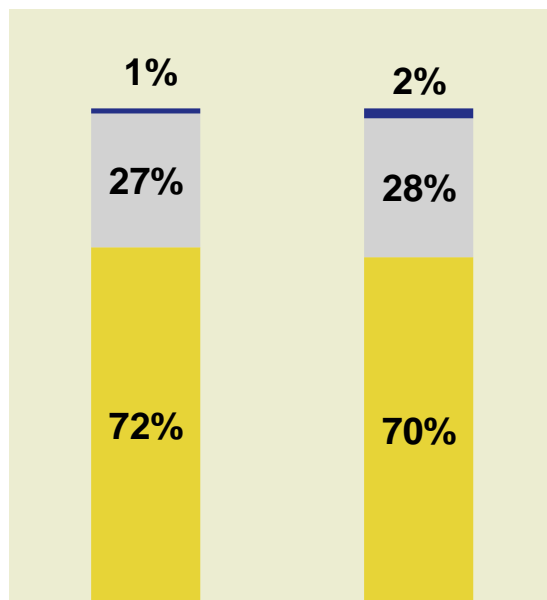


Q4FY17

Q4FY18

■ IT ■ Mobility ■ Services

## OVERSEAS

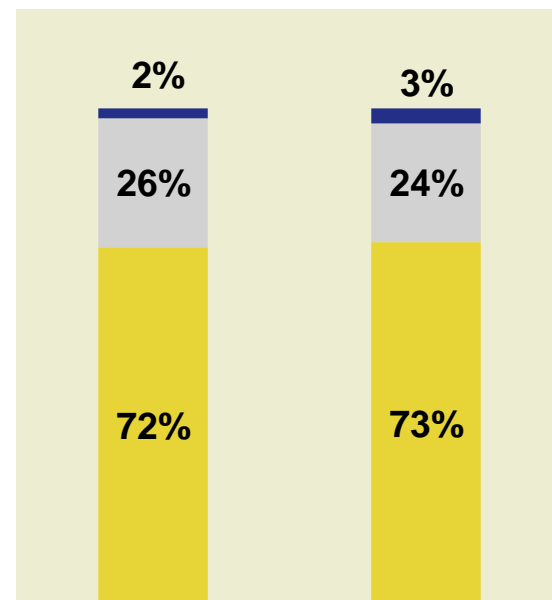


Q4FY17

Q4FY18

■ IT ■ Mobility ■ Services

## CONSOLIDATED



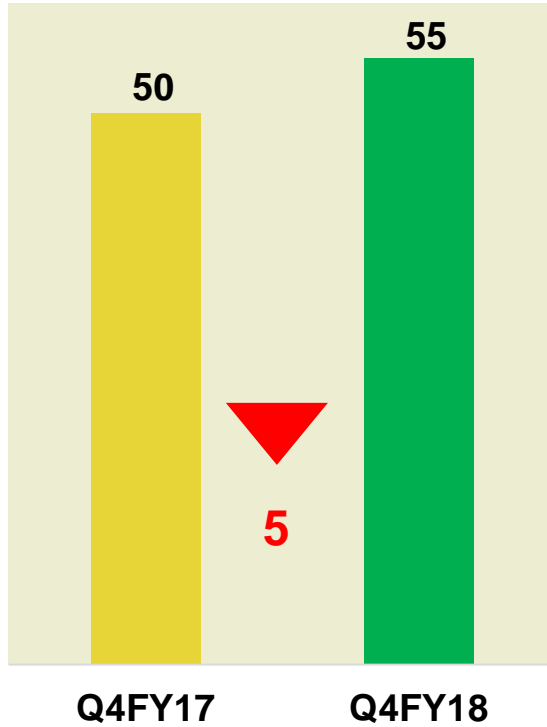
Q4FY17

Q4FY18

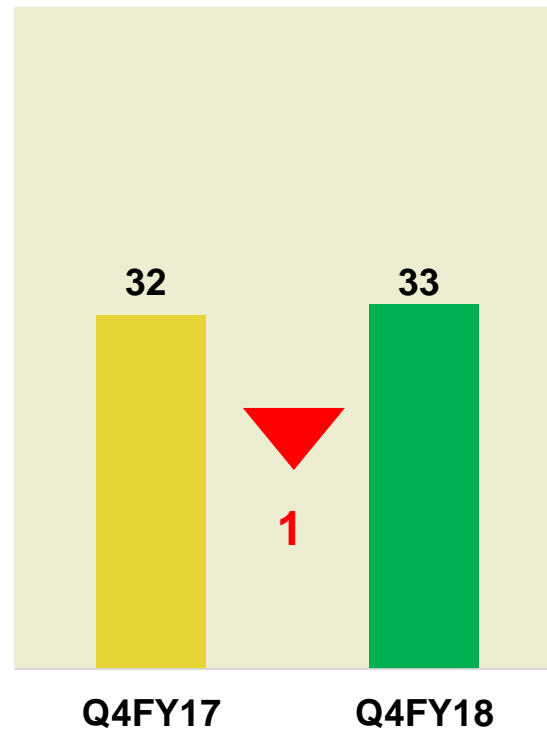
■ IT ■ Mobility ■ Services

# Q4FY18 – Working Capital Days

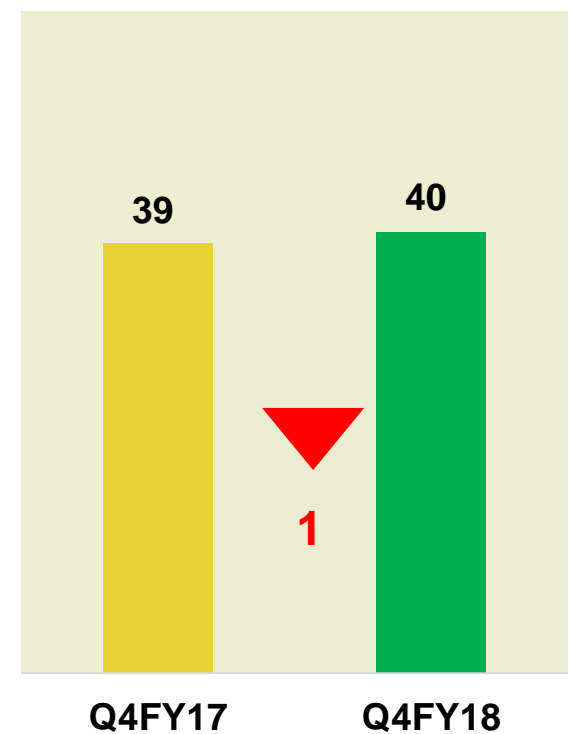
INDIA



OVERSEAS



CONSOLIDATED



# Free Cash Flow Statement

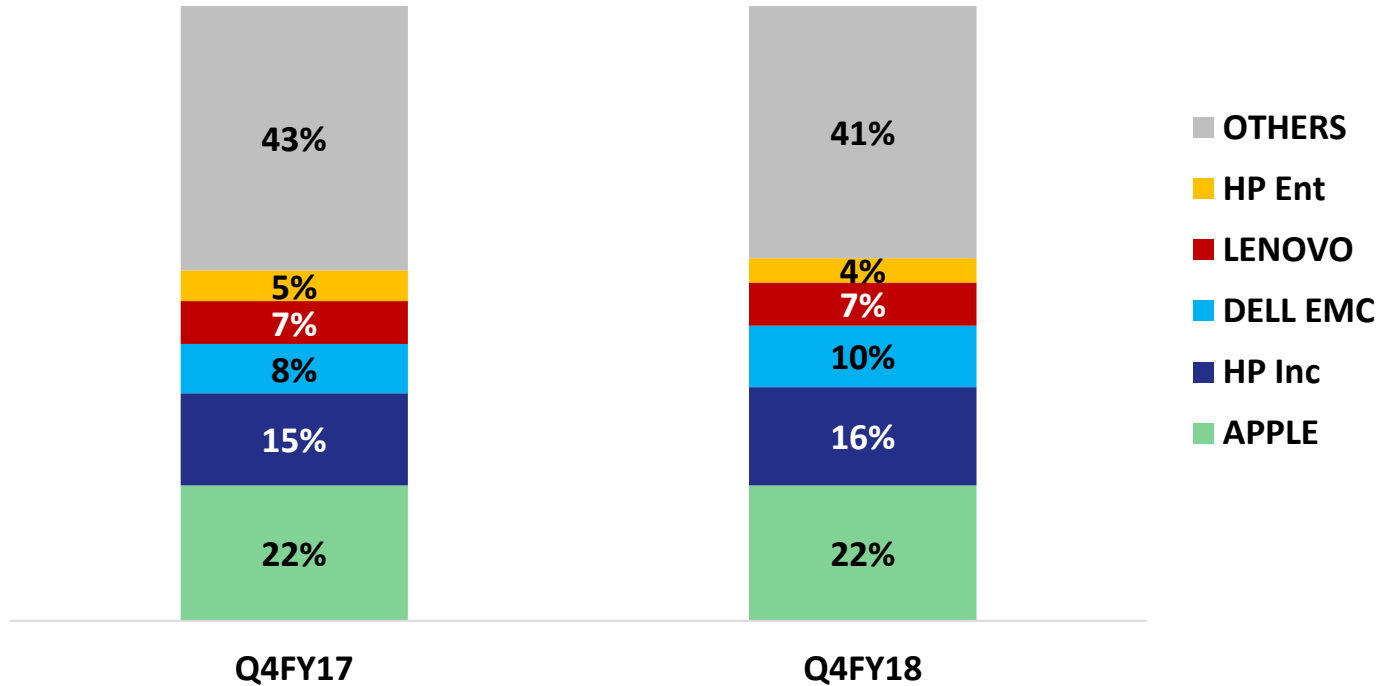
₹ in million

Particulars	Q4 FY18	Q4 FY17
<b>Profit Before Taxation</b>	<b>1,832</b>	<b>2,005</b>
Non-cash items	123	247
Change in Working Capital	(4,957)	1,254
Direct Tax Paid	(457)	(658)
Outflow of Finance Cost	397	433
<b>Net Cash Flow from Operations</b>	<b>(3,062)</b>	<b>3,281</b>
Capex	(259)	(184)
Dividend	(0)	(980)
Outflow of Finance Cost	(251)	(338)
<b>Free Cashflow</b>	<b>(3,572)</b>	<b>1,781</b>



# Q4FY18 – Top 5 Vendors Consolidated

## REVENUE

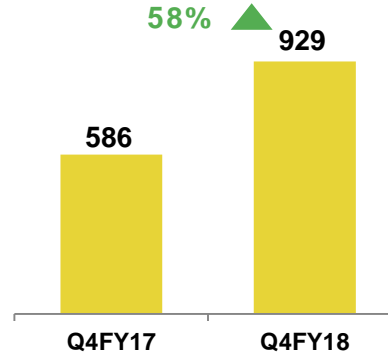


# Q4FY18 Performance – ProConnect

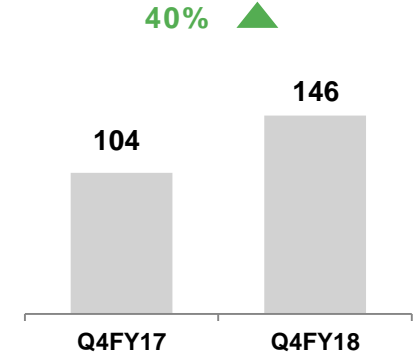
- Revenue growth over Q4FY17 is 58%
- EBITDA growth over Q4FY17 is 40%

₹ in million

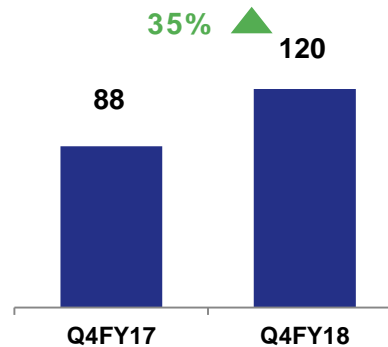
## REVENUE



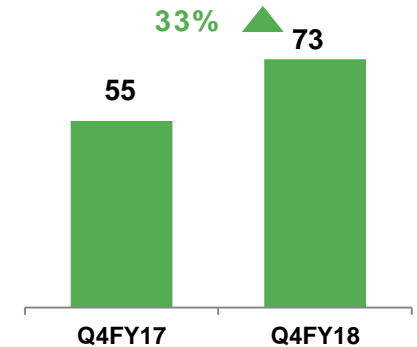
## EBITDA



## PBT



## PAT





# FY18 Highlights

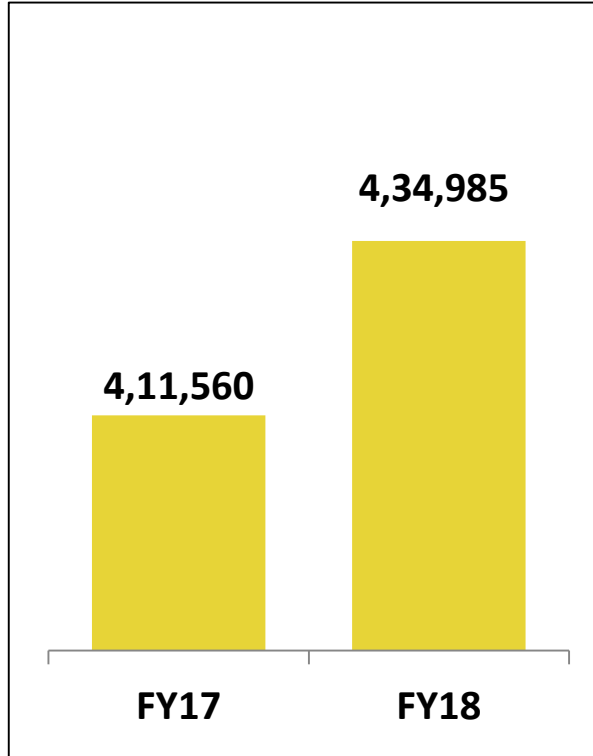


# FY18- Consolidated Financials

₹ in million

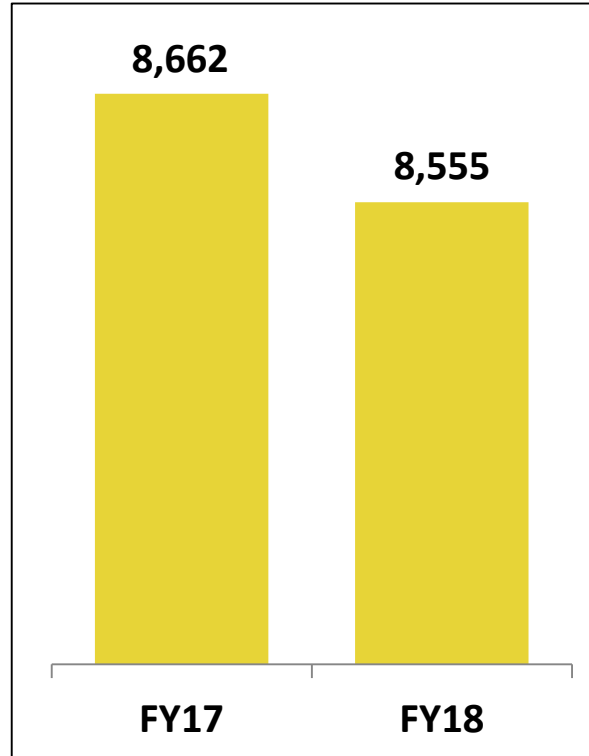
## REVENUE

6%



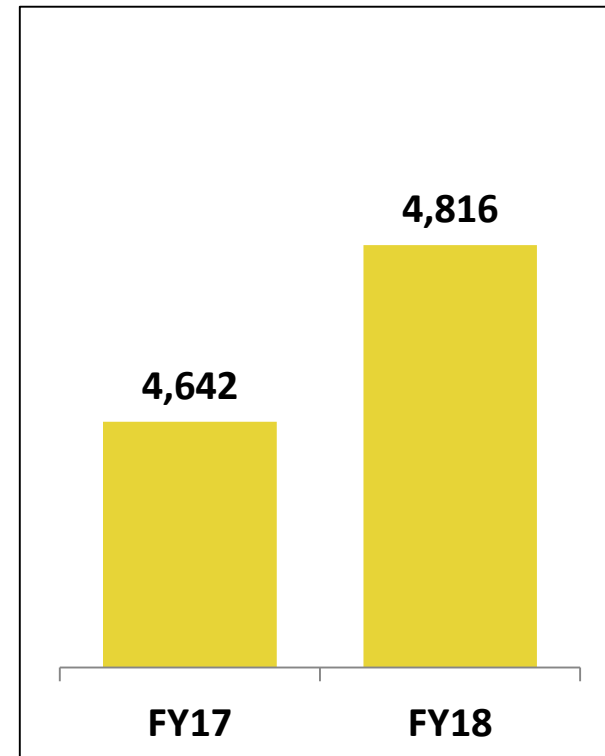
## EBIDTA

1%



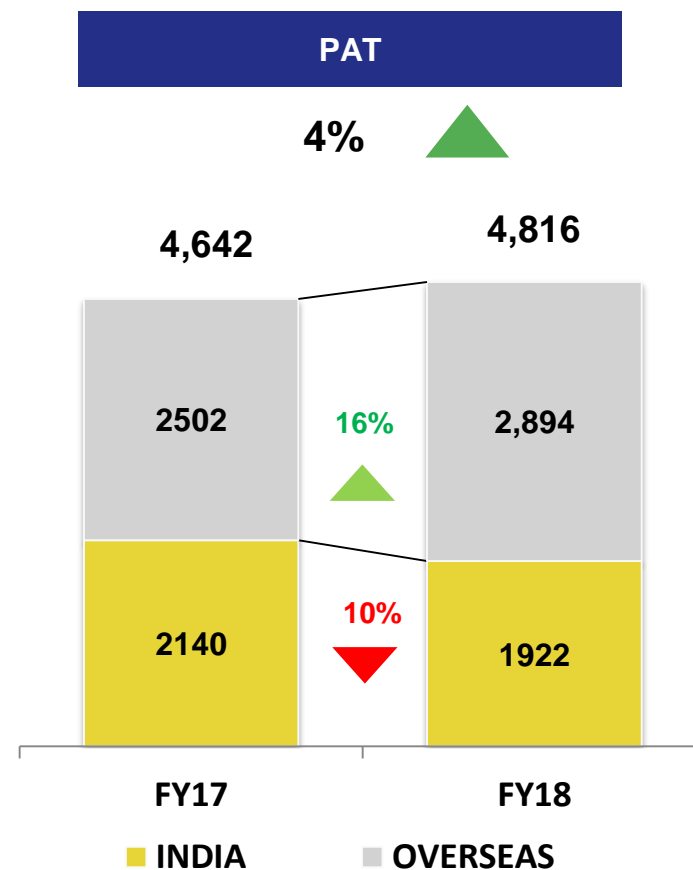
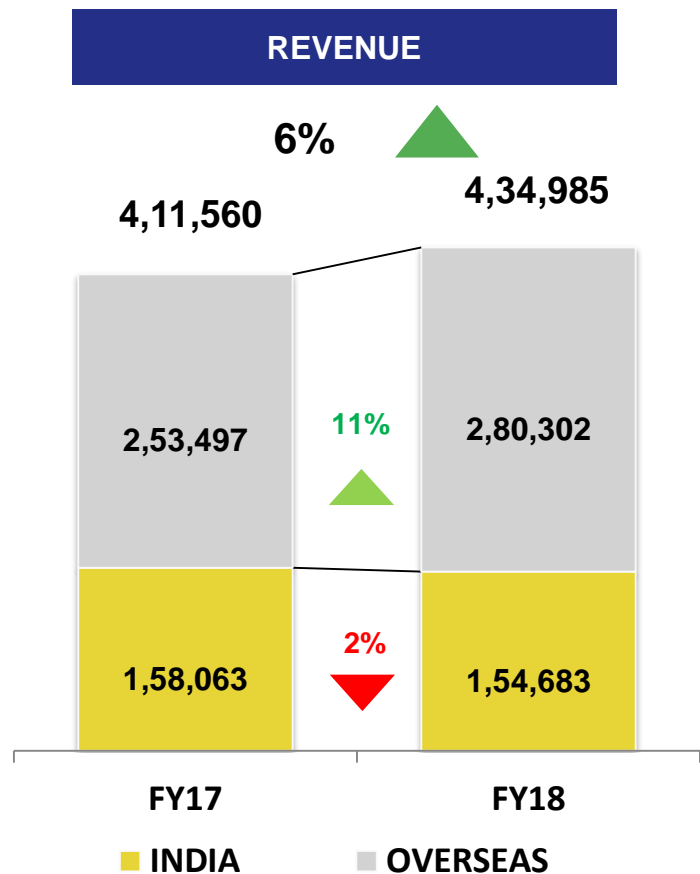
## PAT

4%



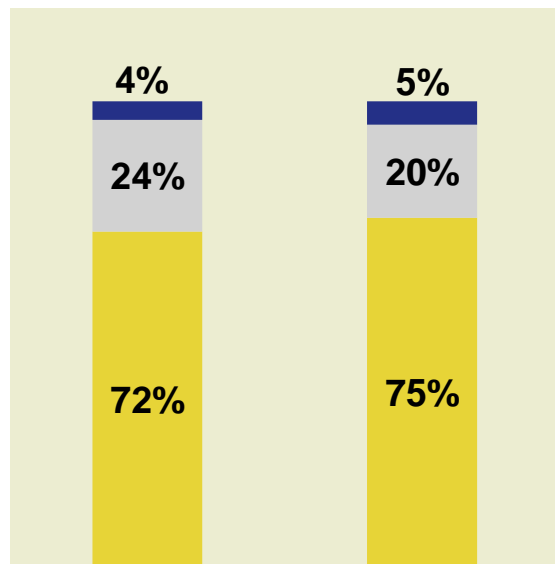
# FY18 Performance by Market

₹ in million



# FY18 Performance by Vertical

## INDIA

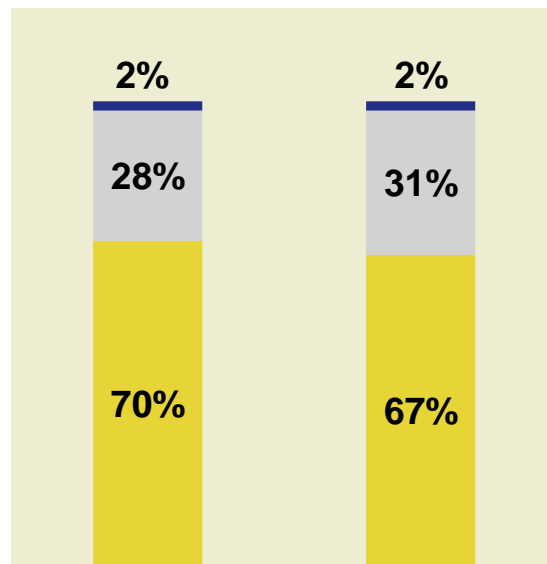


FY17

FY18

■ IT ■ Mobility ■ Services

## OVERSEAS

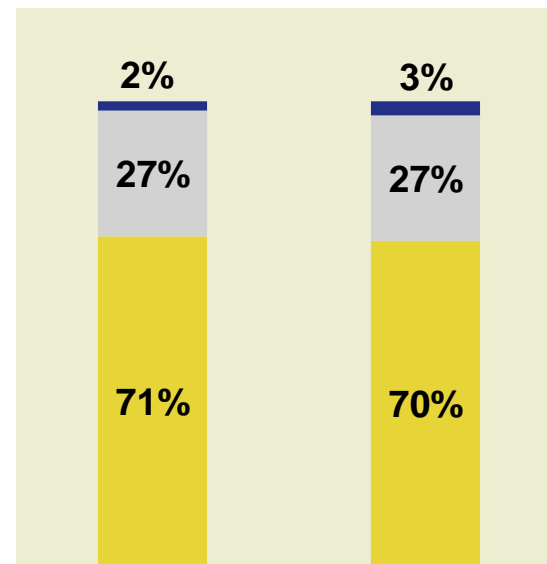


FY17

FY18

■ IT ■ Mobility ■ Services

## CONSOLIDATED



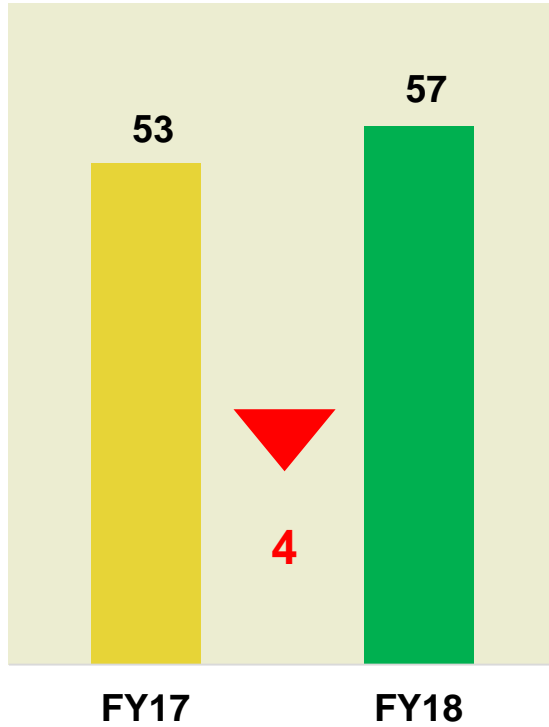
FY17

FY18

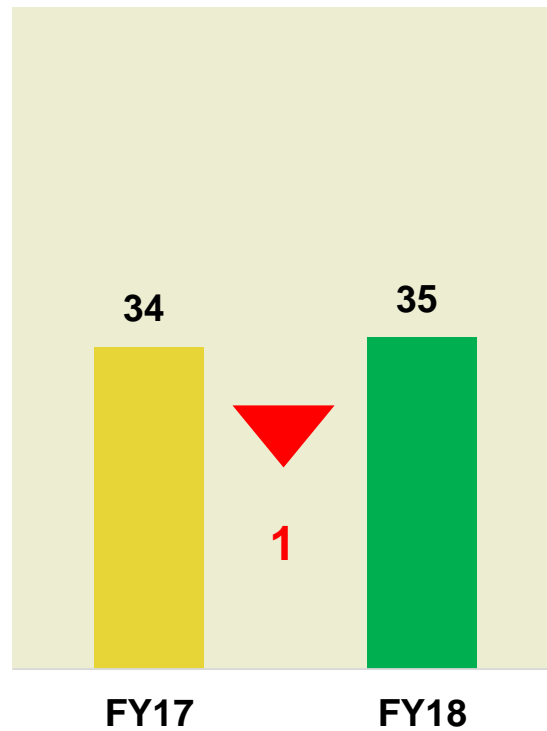
■ IT ■ Mobility ■ Services

# FY18 – Working Capital Days

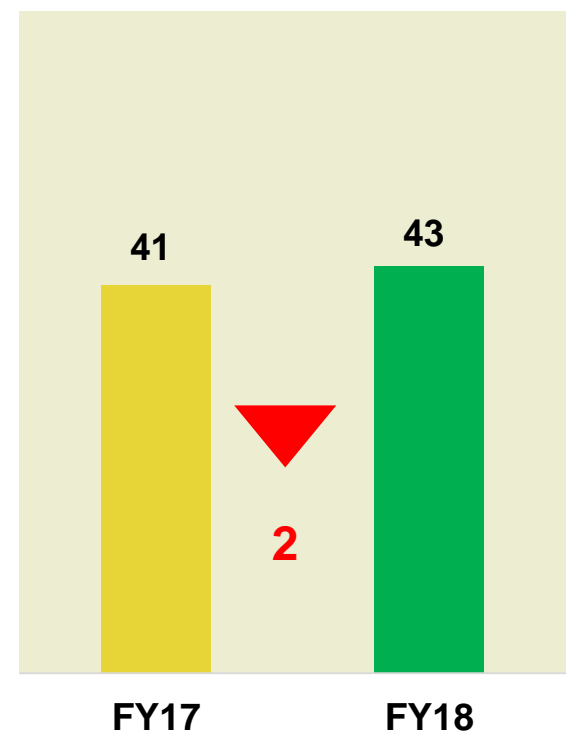
INDIA



OVERSEAS



CONSOLIDATED



# Free Cash Flow Statement

₹ in million

Particulars	FY18	FY17
<b>Profit Before Taxation</b>	<b>6,305</b>	<b>6,545</b>
Non-cash items	845	625
Change in Working Capital	(5,273)	6,226
Direct Tax Paid	(1,456)	(1,695)
Outflow of Finance Cost	1,419	1,285
<b>Net Cash Flow from Operations</b>	<b>1,840</b>	<b>12,986</b>
Capex	(360)	(640)
Dividend	(1,105)	(1,967)
Outflow of Finance Cost	(1,310)	(1,266)
<b>Free Cashflow</b>	<b>(935)</b>	<b>9,113</b>



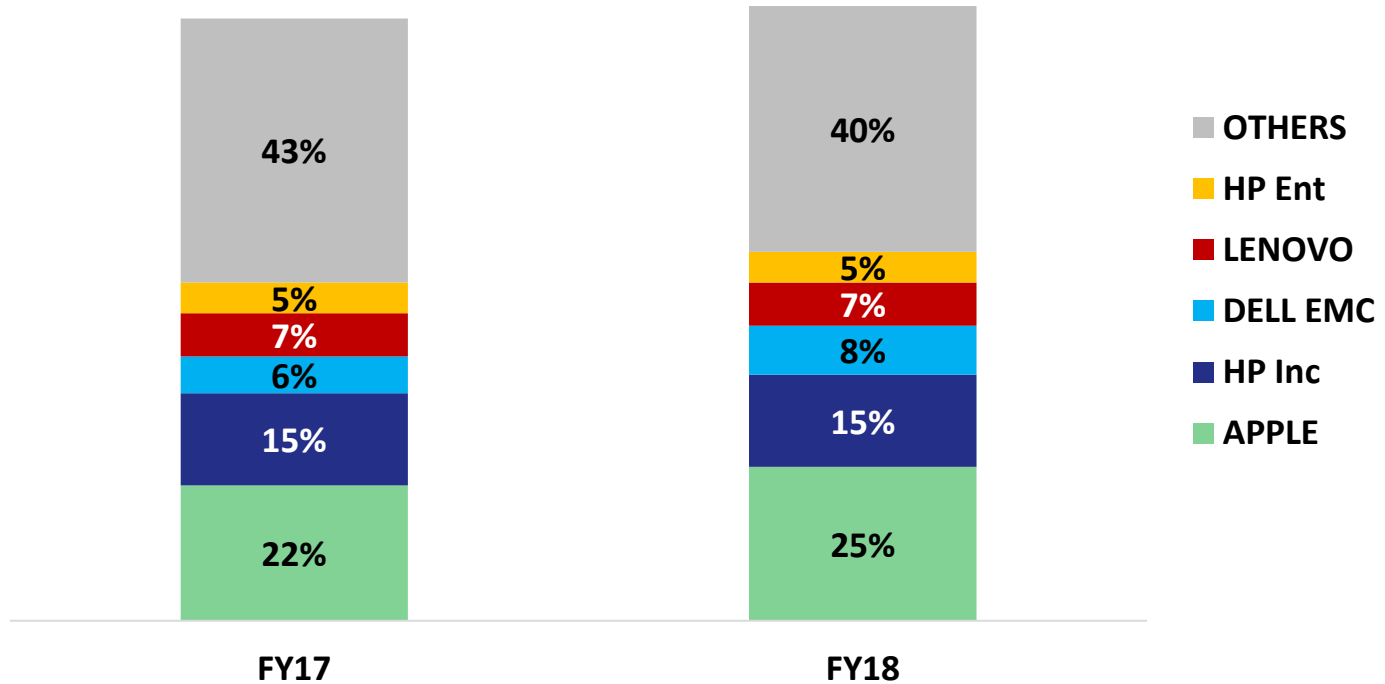
# Consolidated Balance Sheet

₹ in million

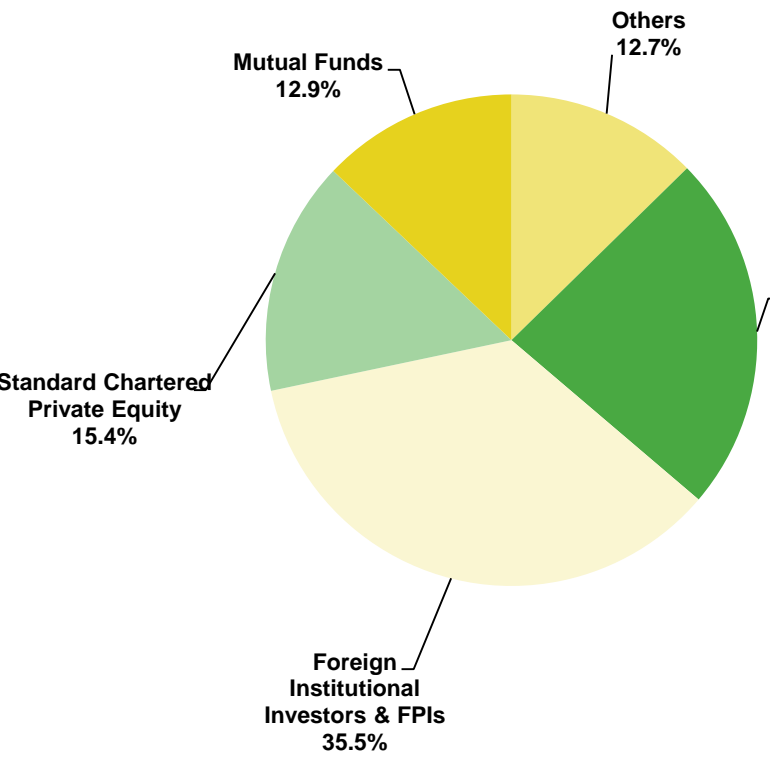
Particulars	31-MAR-18	31-MAR-17
<b>Source:</b>		
Networth	35,306	31,479
Net Debt	9,165	7,946
Minority Interest	3,588	3,615
<b>Total</b>	<b>48,059</b>	<b>43,040</b>
<b>Application:</b>		
Fixed Assets	4,692	4,553
Goodwill	213	212
Net Assets	43,154	38,275
<b>Total</b>	<b>48,059</b>	<b>43,040</b>

# FY18 – Top 5 Vendors Consolidated

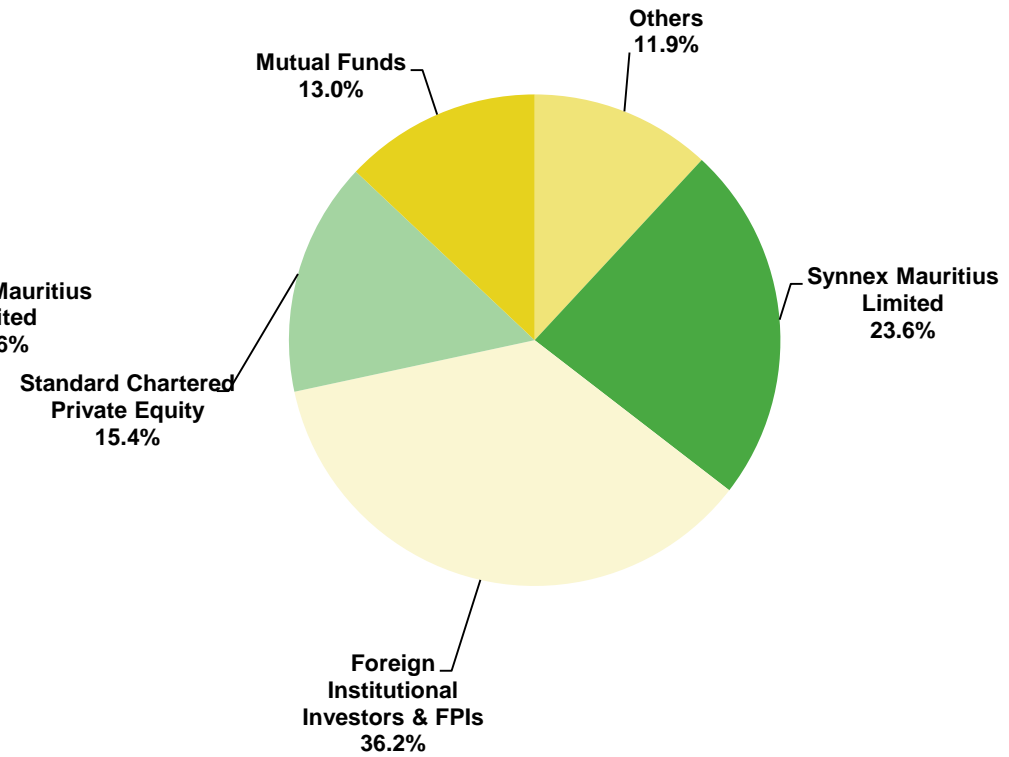
## REVENUE



# Shareholding Pattern



**31-Dec-2017**



**31-Mar-2018**





## Investor Contacts

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## Corporate Presentation

<https://redingtonindia.com/images/RedingtoncorporatepresentationMar2018.pdf>

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