



Corporate Presentation

December 2018

WHO ARE WE?

*A prominent & leading
“Technology Distributor”
evolving into a
“Services & Solutions company”*



WHAT WE DO?

*We are ‘Business Enablers’,
Seamlessly partnering with
Brands and Channel partners
in delivering value*



No.1 Technology distributor in MEA and No.2 in India

Multi faceted approach of Distribution & Services

Expanding the reach & coverage for over 220+ brands through 40,900+ partners

An Emerging Markets player with in-country presence

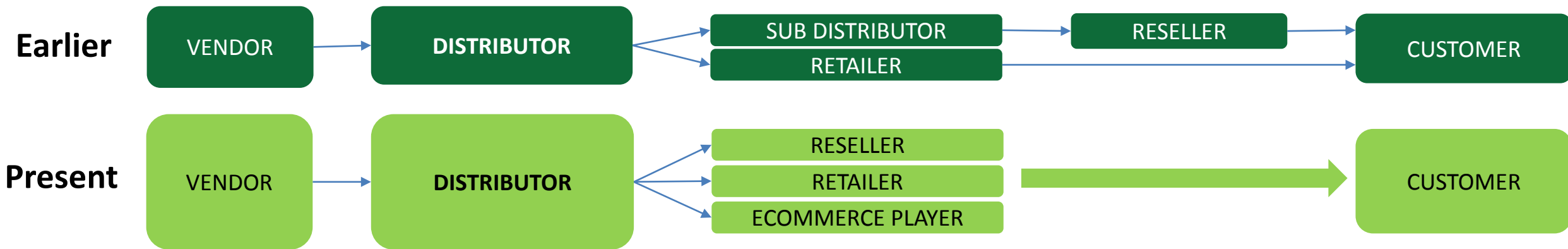
\$6.6bn+ company with strong double digit 11 year CAGR (Revenue, EBITDA & PAT)

Industry Overview

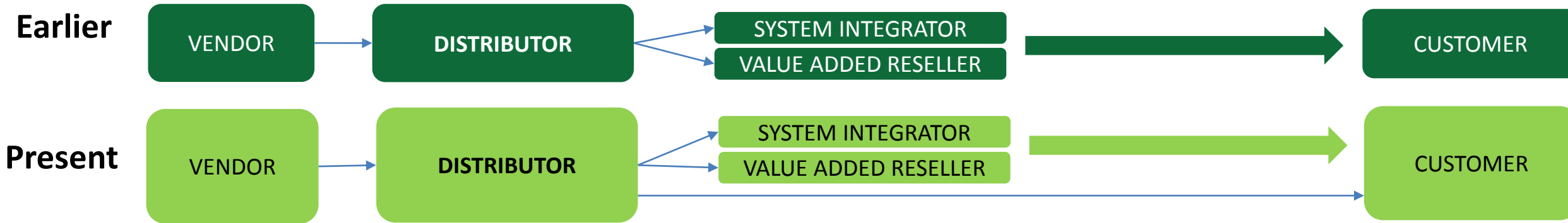


Distribution Food Chain

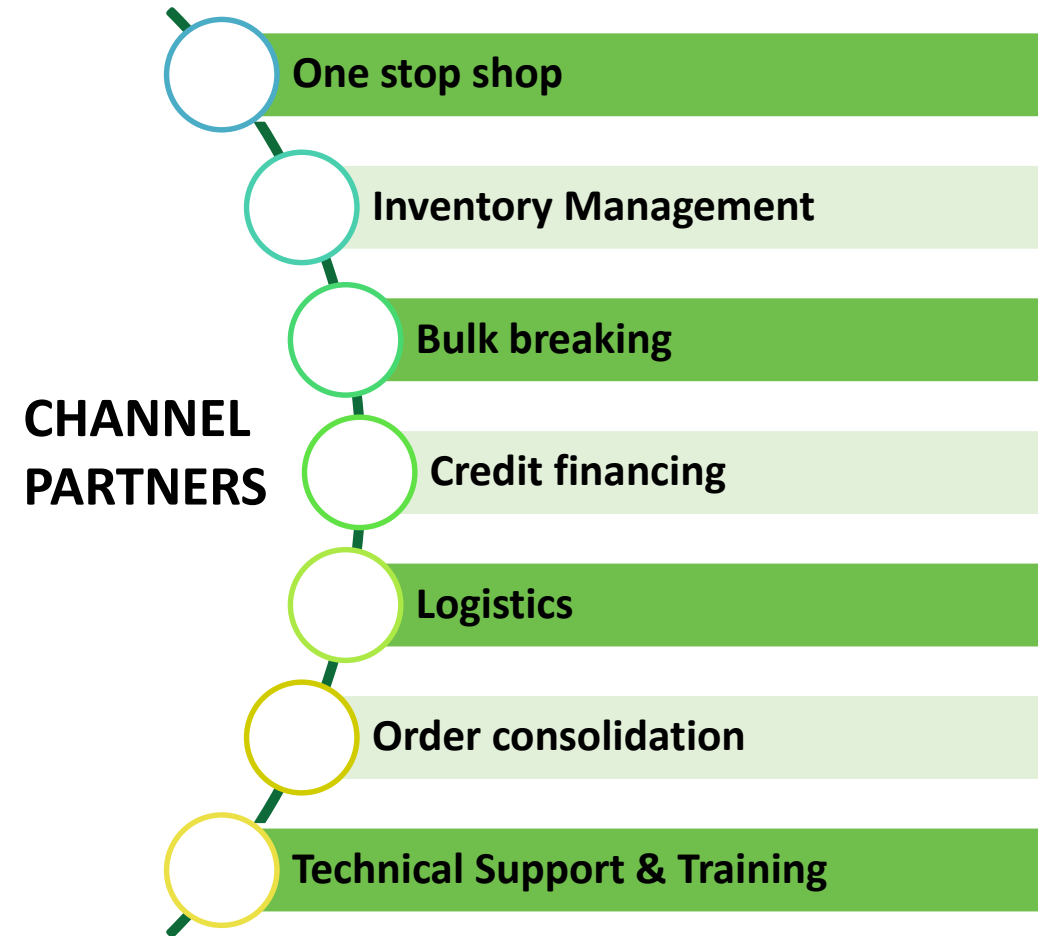
IT CONSUMER & MOBILITY



IT ENTERPRISE



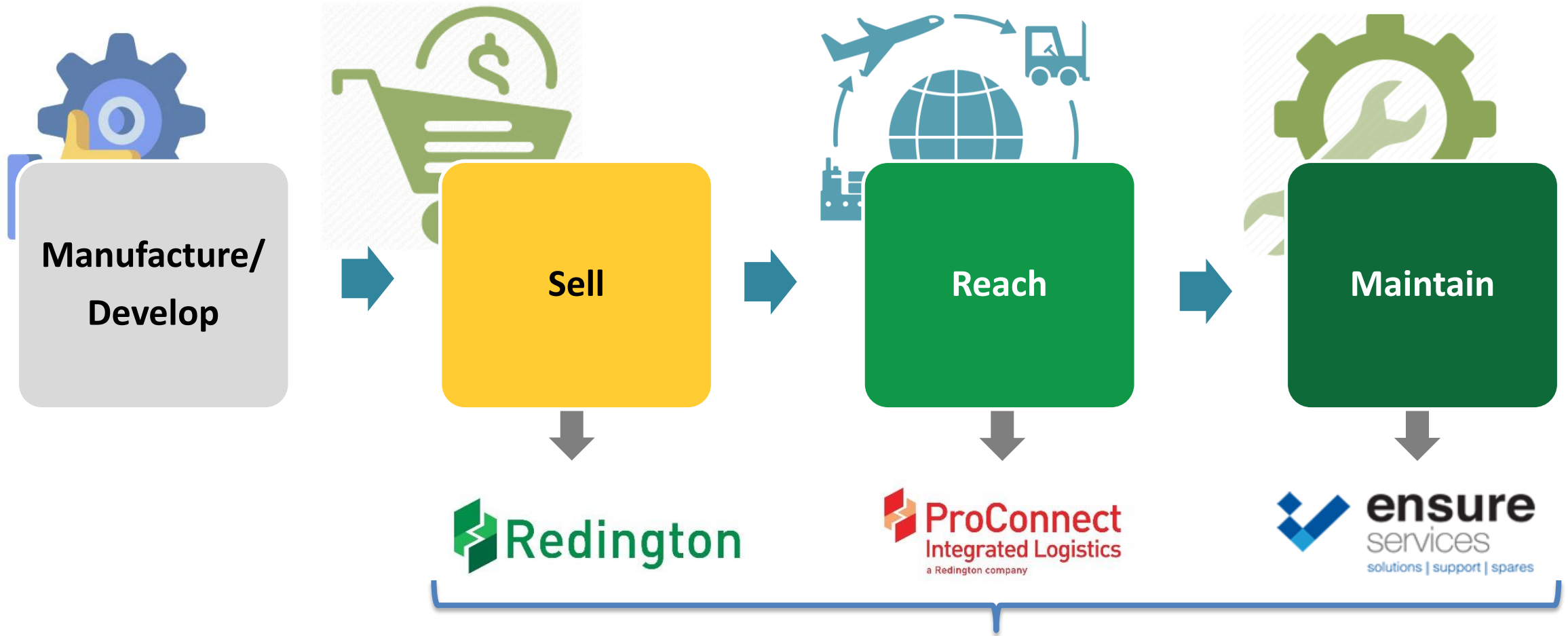
Distributors: Value Creators



Increase in the revenue base & increased value offered in a product

Facilitating selling as well as enhancing the selling potential for partners

Product Lifecycle



Our presence across the product lifecycle

Company Overview



“Our mission is to offer a robust technology-powered platform to enable a seamless flow of products and services”

Our Values



ADAPTABILITY



COLLABORATION



KNOW-HOW



OBJECTIVITY



SIMPLICITY



TRUST



TRANSPARENCY

Our Emergence

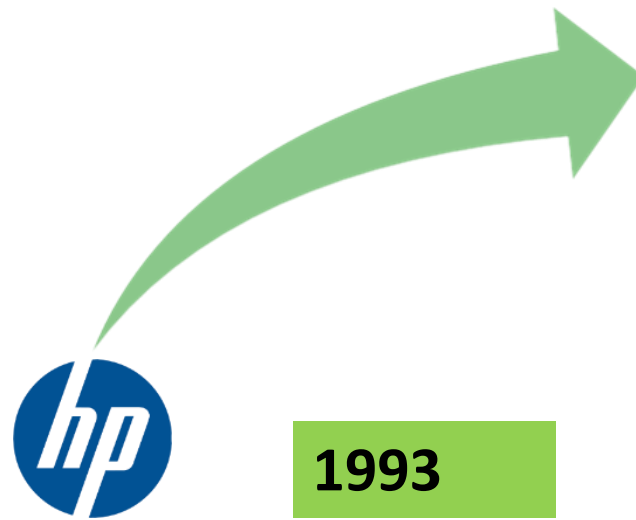
Present



1993

Presence across 30 markets, a leading Emerging Markets player

Our Associations

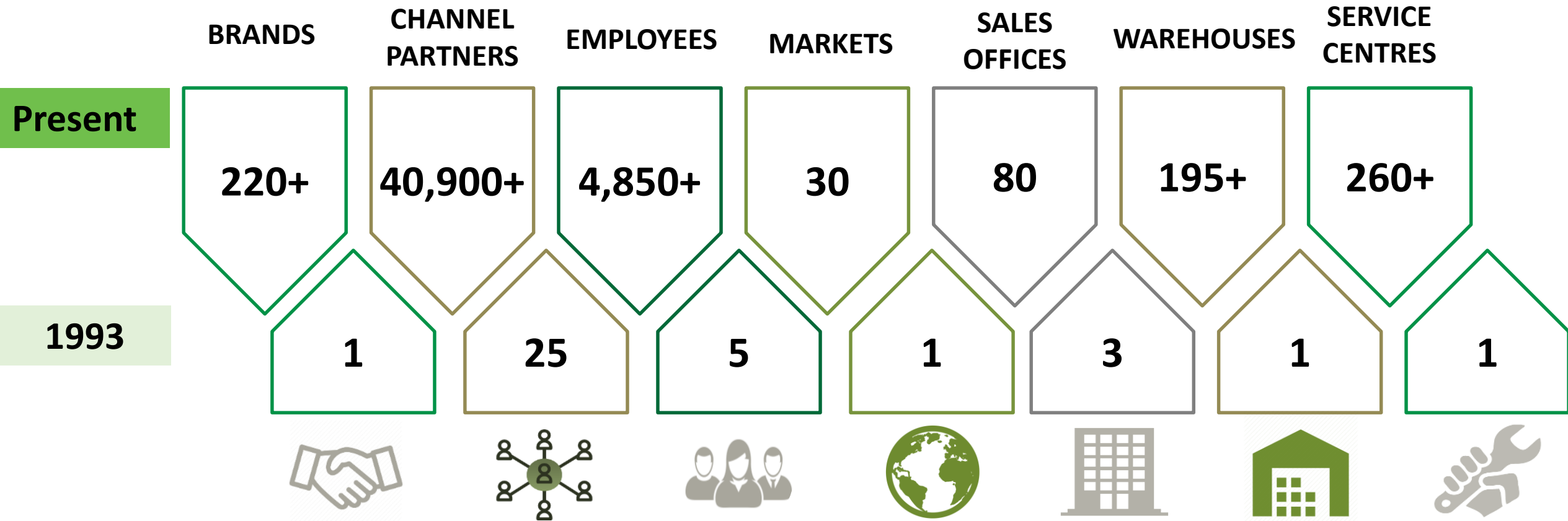


1993



Enviably Partnerships with over 220+ brands

Our Expansion



From a 'Home Grown Company' to a 'Leading Distributor'

Our Board Of Directors

Independent Directors

CHAIRMAN



Prof. Ramachandran
Professor, Corporate
Policy & Strategy
IIM, Bengaluru



V. S. Hariharan
Ex. Vice President,
Hewlett-Packard,
Singapore



Keith WF Bradley
Ex. President,
Ingram Micro, North
America



B Ramaratnam
Professional
Director



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



Udai Dhawan
Managing Director,
Standard Chartered
Private Equity, India

Our Experienced Executive Team



Raj Shankar
Managing Director



P S Neogi
Joint COO, India



E H Kasturi Rangan
Joint COO, India



Ramesh Natarajan
Chief Sales Officer,
India



Dr. R. Arunachalam
CEO, ProConnect
Logistics, India



S V Krishnan
Chief Financial
Officer



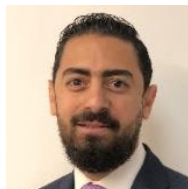
S V Rao
CEO, Ensure
Services, India



Aloysius Fernandes
President,
IT Volume,
Africa



Jeetendra Berry,
Vice President,
IT Volume,
Middle East



Rawad Ayash,
Vice President,
Telecom,
Middle East



B Ramkumar
President,
IT Value Added
Distribution, MEA



Jim Mathew
Sr. Vice President,
Telecom,
Africa



S Chidambaram
Sr. Vice President,
Supply Chain
Management, MEA



Sriram Ganeshan
Director & Chief
Financial Officer,
MEA



S Sethuraman
Sr. Vice President,
Support Services /
Ensure Services, MEA



Serkan Celik,
CEO, Arena,
Turkey

Business Overview



Distribution Business

BUSINESS

INDIA

MIDDLE EAST

AFRICA

TURKEY

SINGAPORE

SOUTH ASIA

DISTRIBUTION



IT CONSUMER

PCs



Laptops



Print Supplies



Printers



Consumer Lifestyle products



IT ENTERPRISE

Networking



Software



Servers & Storage



Security



MOBILITY

Smartphones

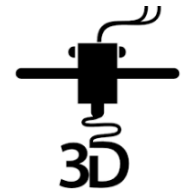


EMERGING



Health & Medical Equipment

3D Printers & Scanners



Solar products

Services Business



BUSINESS	INDIA	MIDDLE EAST	AFRICA	TURKEY	SINGAPORE	SOUTH ASIA
SERVICES	 					



 a Redington company				 imagine the real
Logistics services	Support services	Cloud services	Digital print services	3D Print Services

ProConnect India



Wholly Owned Subsidiary of Redington



Integrated Third Party Logistics partner



PAN India presence



155+ Warehouses



6.6 mn Sq.ft. in operation



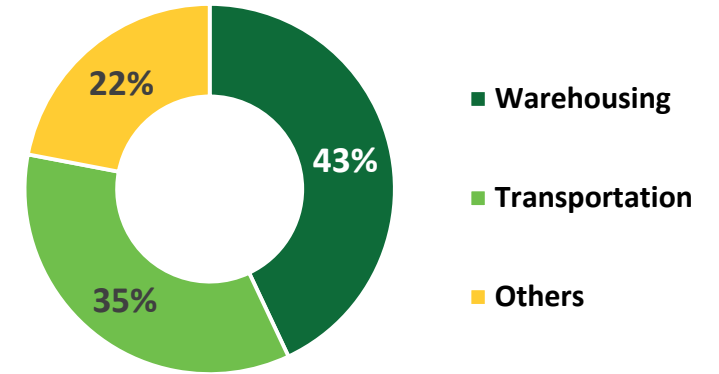
161+ Customers across 12+ Industries



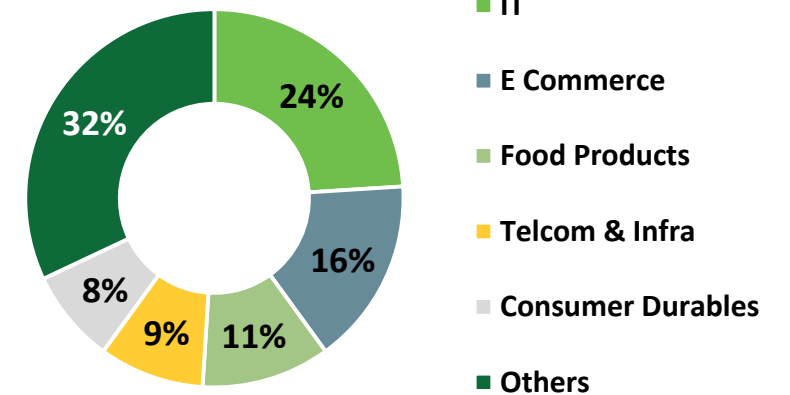
19,600+ Pincodes



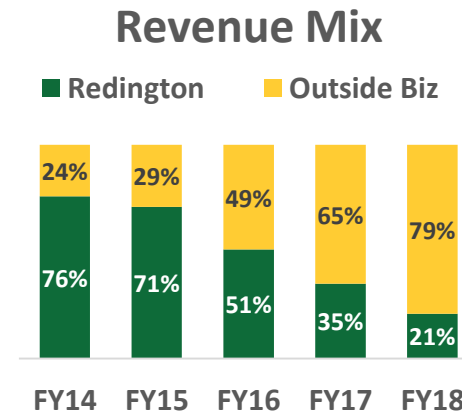
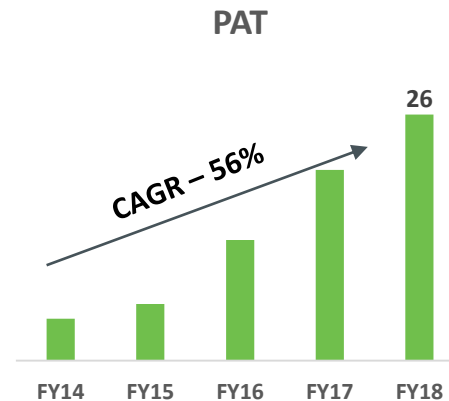
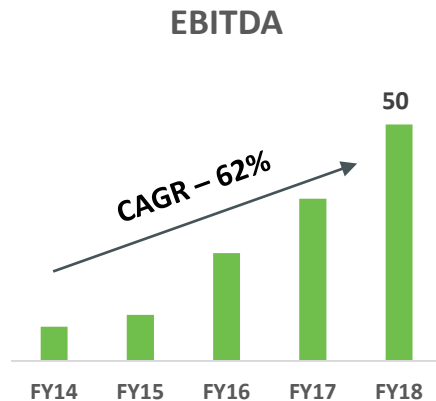
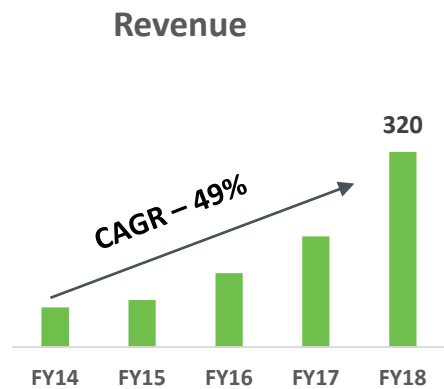
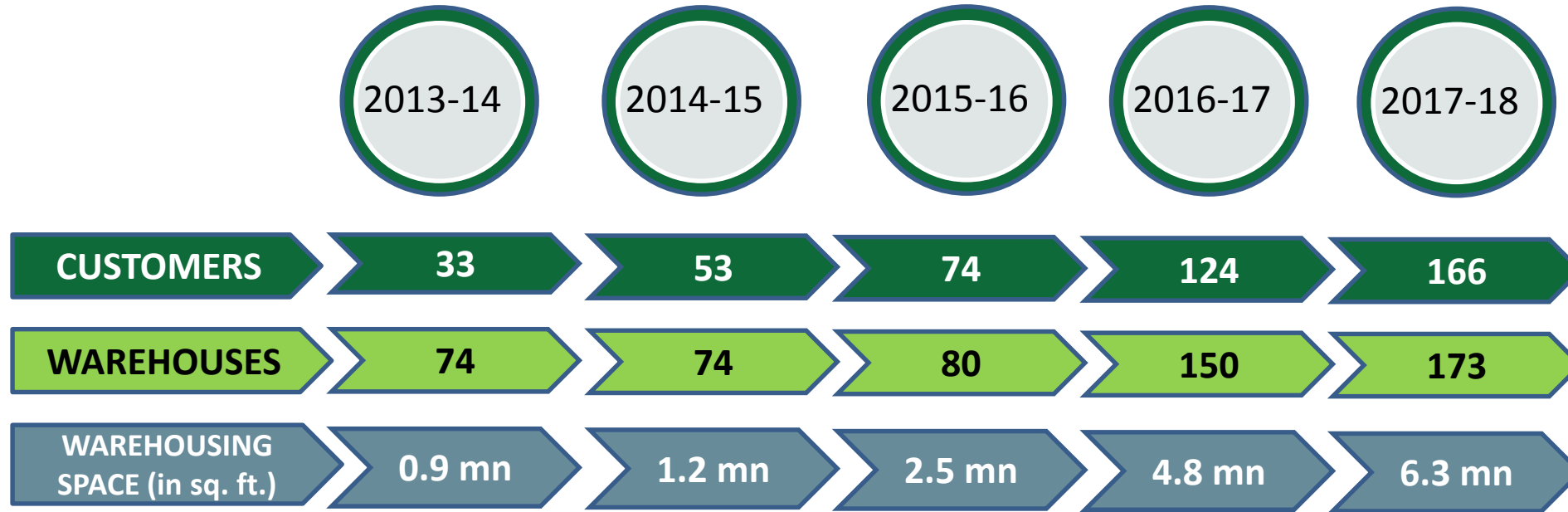
Revenue Contribution from Services



Revenue Contribution from Industries



ProConnect India : Growth Story



Ensure India



Wholly Owned Subsidiary of Redington



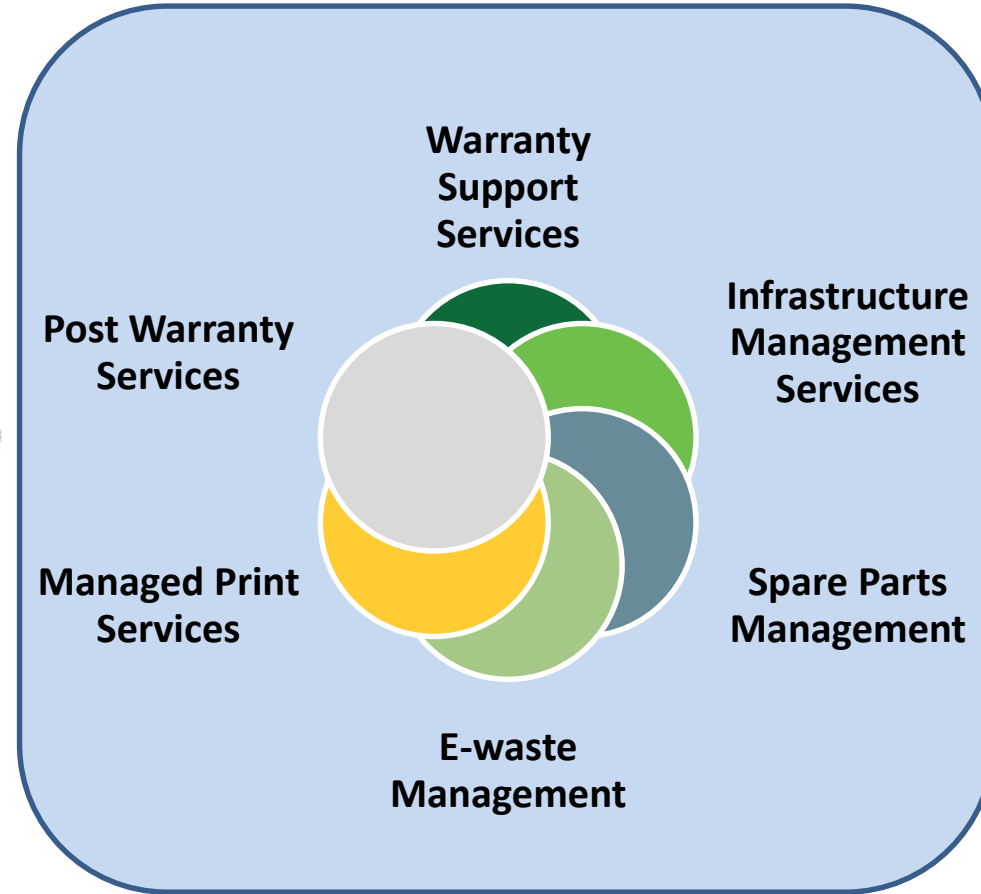
PAN India presence with 35+ Owned services across India



Preferred Service partner with 175+ service partners across India



FY18 Revenues : Rs 123 crs
FY18 PAT : Rs 6 crs



Clients

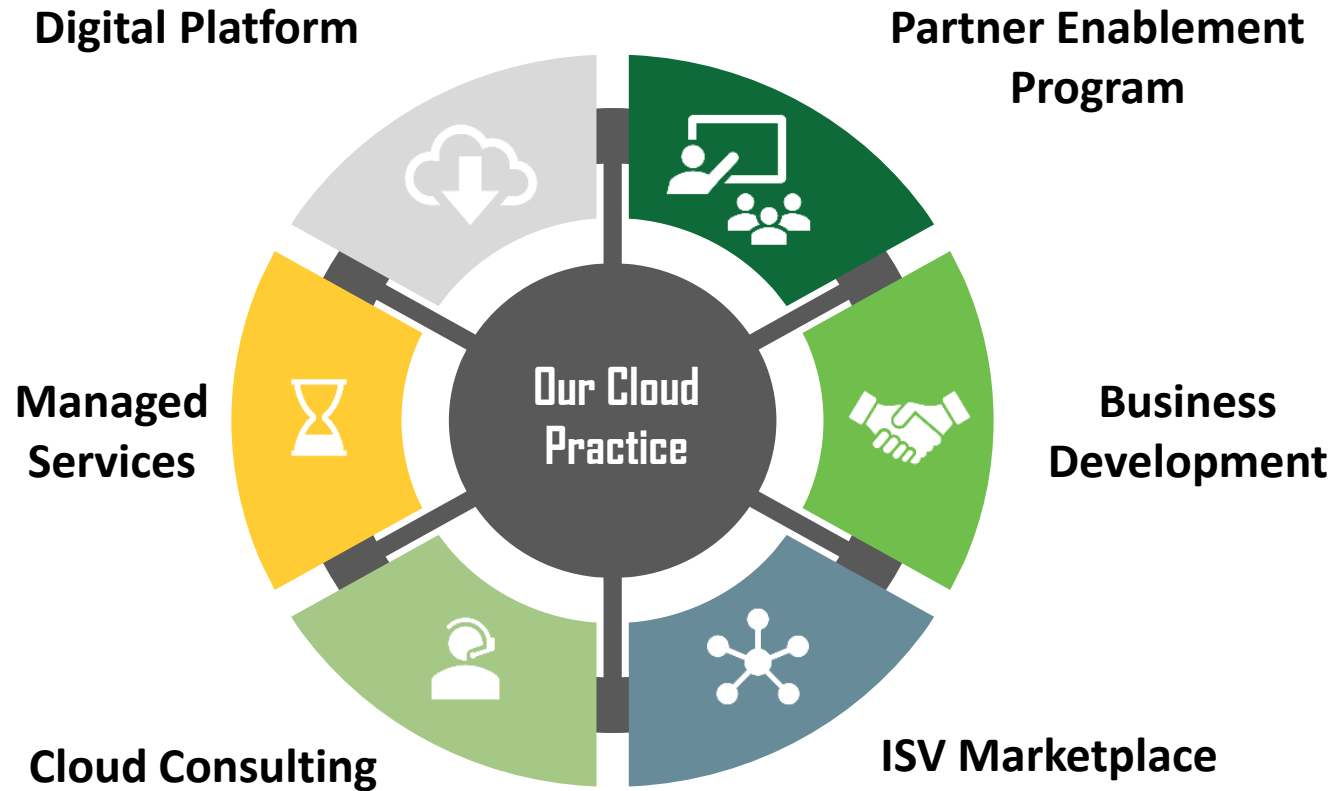


*Illustrative

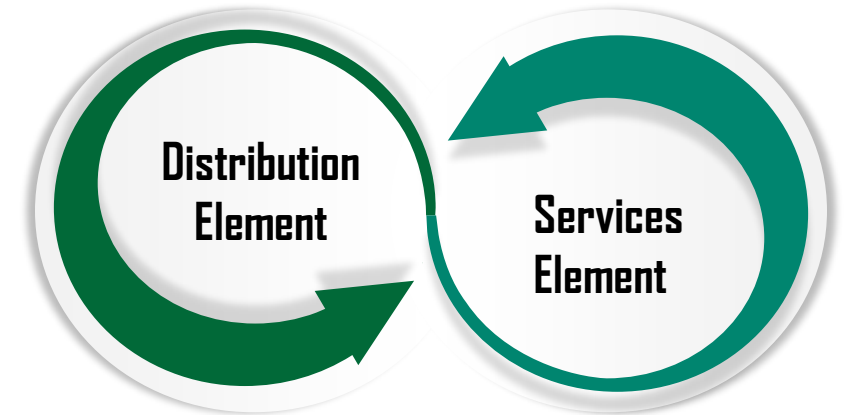
Redington Cloud Solutions



Our Cloud Practice



Our business



Down-selling of Cloud products



Redington team provides Managed Services, focussing on SME/Mid Market clientele

DIGITAL PRINT SERVICES



Exclusive Distributor of
HP Indigo's "Digital
Printing Press" in India

REVENUE MODEL

Distribution of Printing Press

Annuity revenues from clicks (impressions)

Parts & Labour

Ranked
Grade "AAA"
by HP Indigo
(Highest in
the world)



3D PRINT SERVICES



Set up 3D Printing
Facility in Chennai



On-Demand Manufacturing

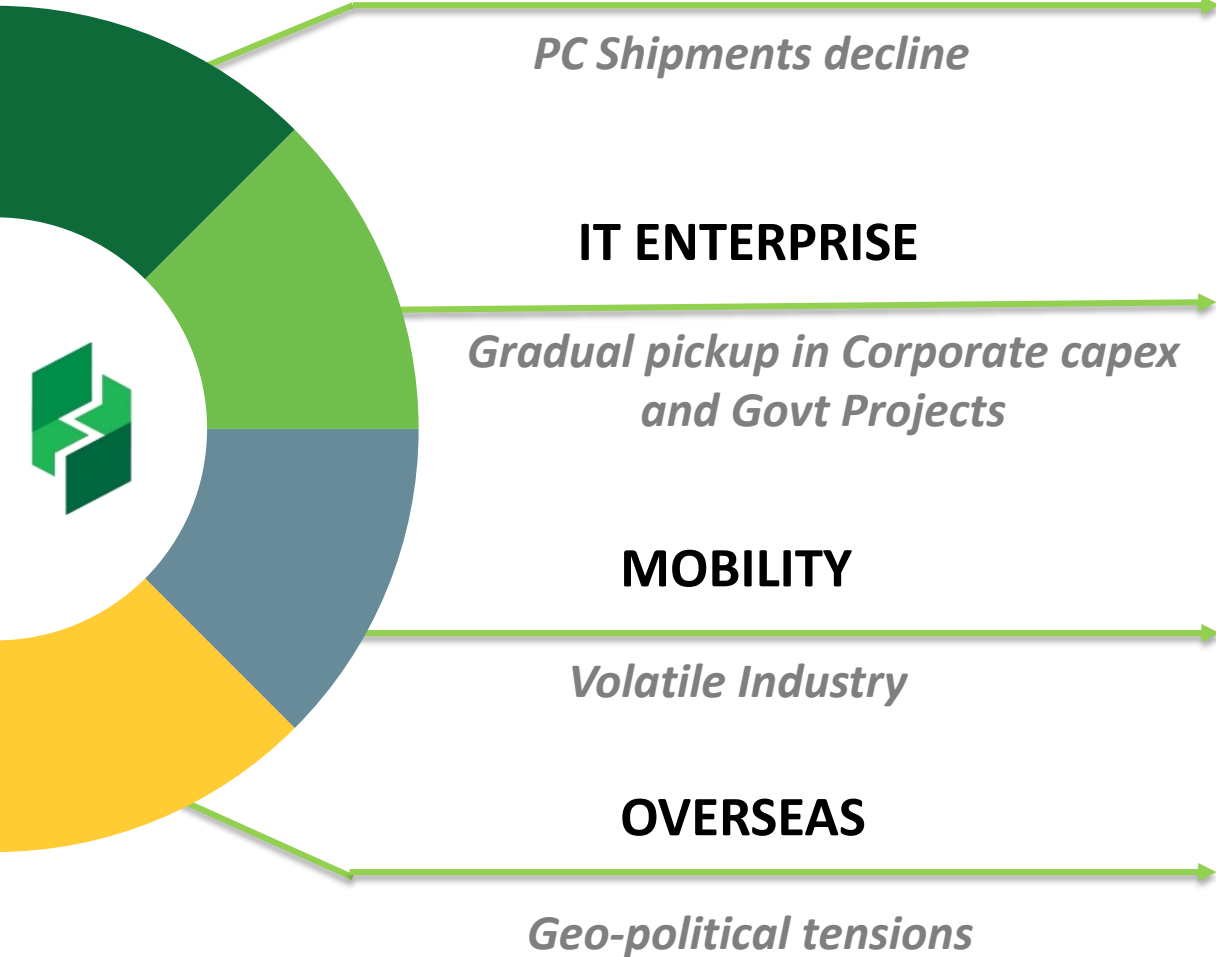


Prototyping



Scanning

Fueling Growth In a Challenging Business



- Enabling better product mix with higher ASP
- Market share gains

- Establishing presence in Cloud
- Increased value added services
- Systematic approach devised to participate in Government Projects

- Association with MNC brands with clear long term strategy

Three Commandments

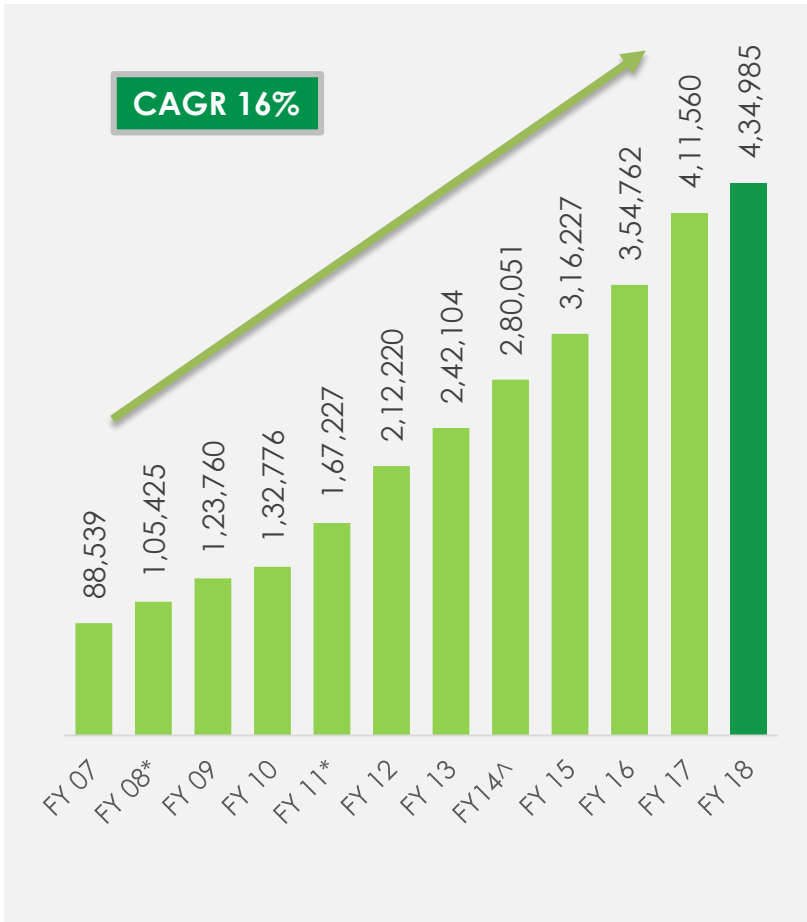
- Protect capital fiercely
- Be absolutely paranoid about risk
- Reduce costs as much as possible

Financial Performance

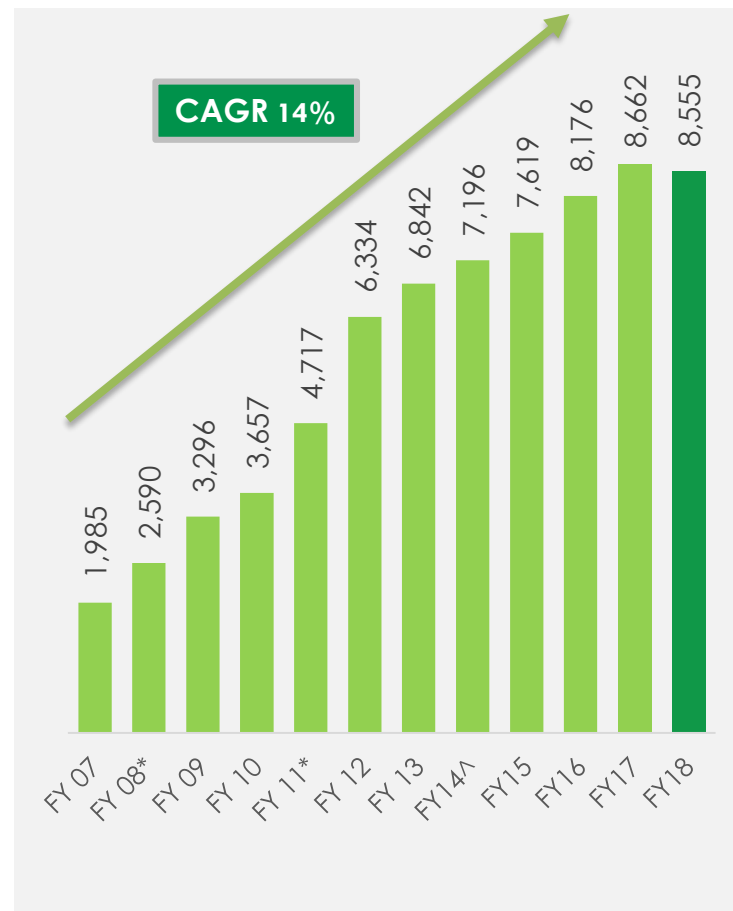


Performance Since Listing

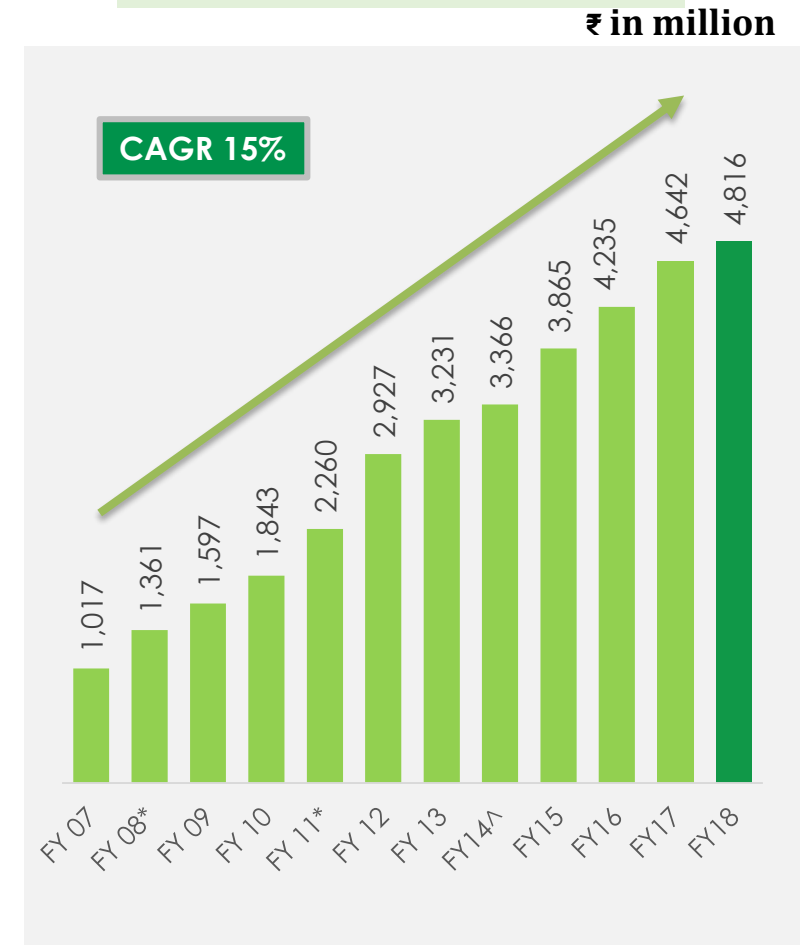
REVENUE



EBITDA



PAT

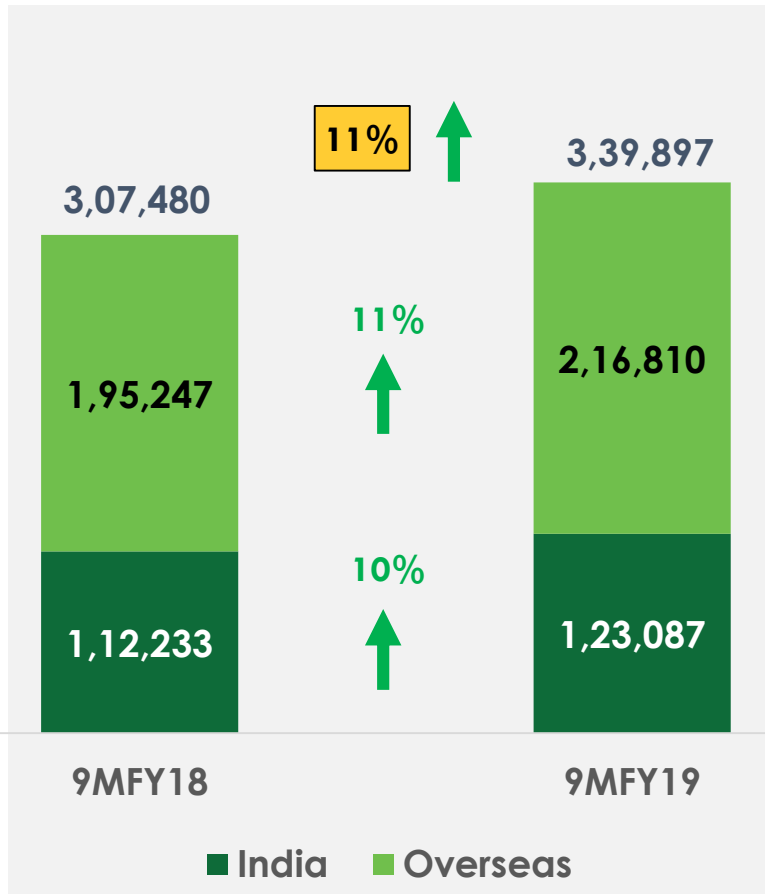


*Post acquisition of Easyaccess Financial Services in FY 08 and Arena in FY 11. ^ Post sale of Easyaccess Financial Services

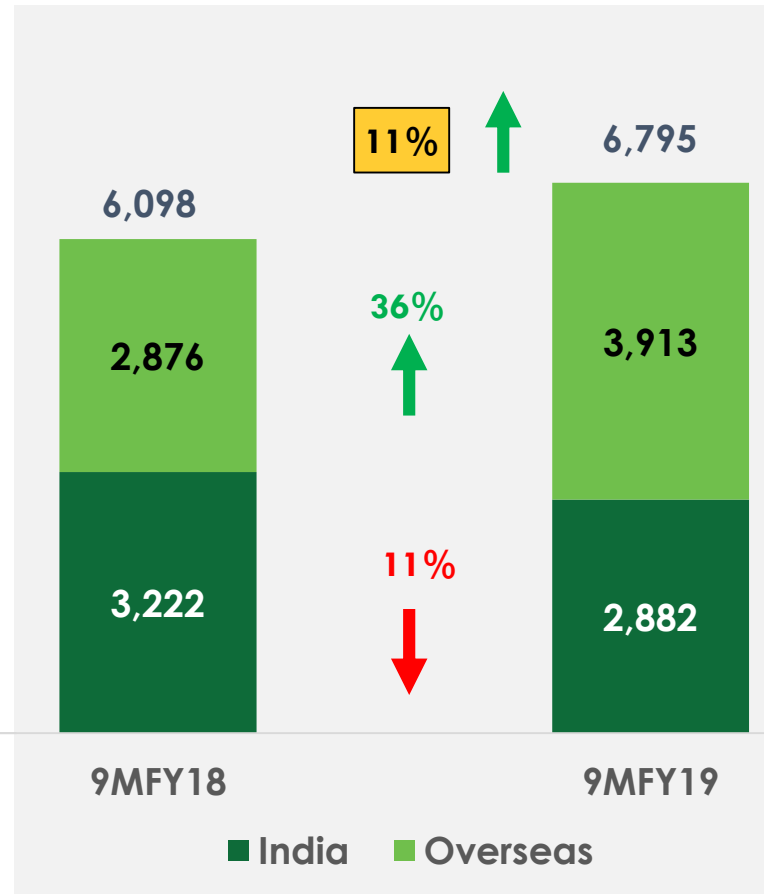
Performance By Market

₹ in million

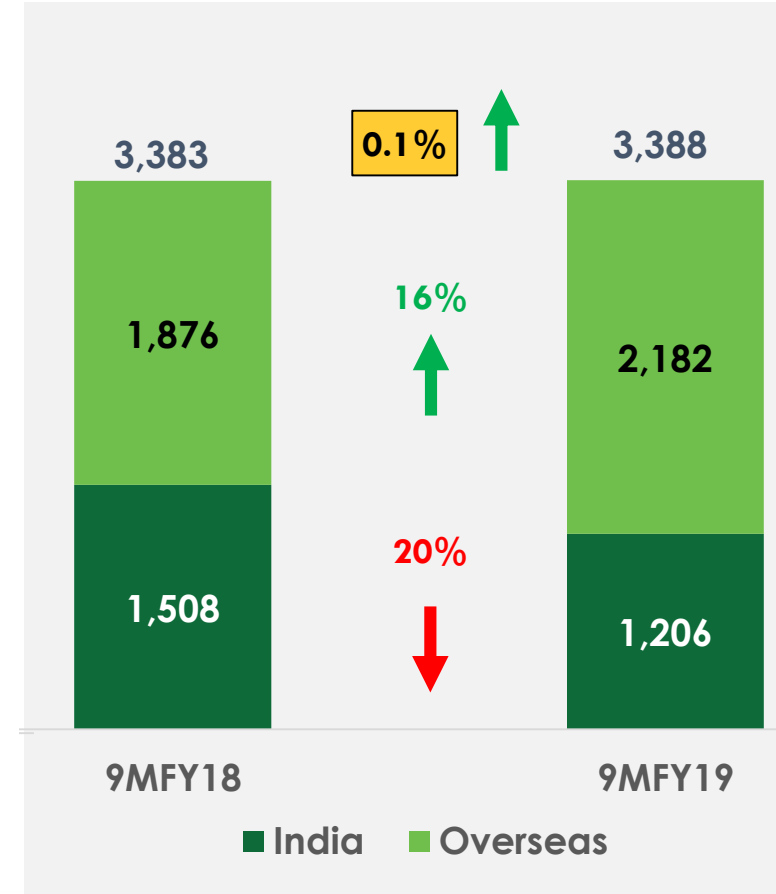
REVENUE



EBIDTA

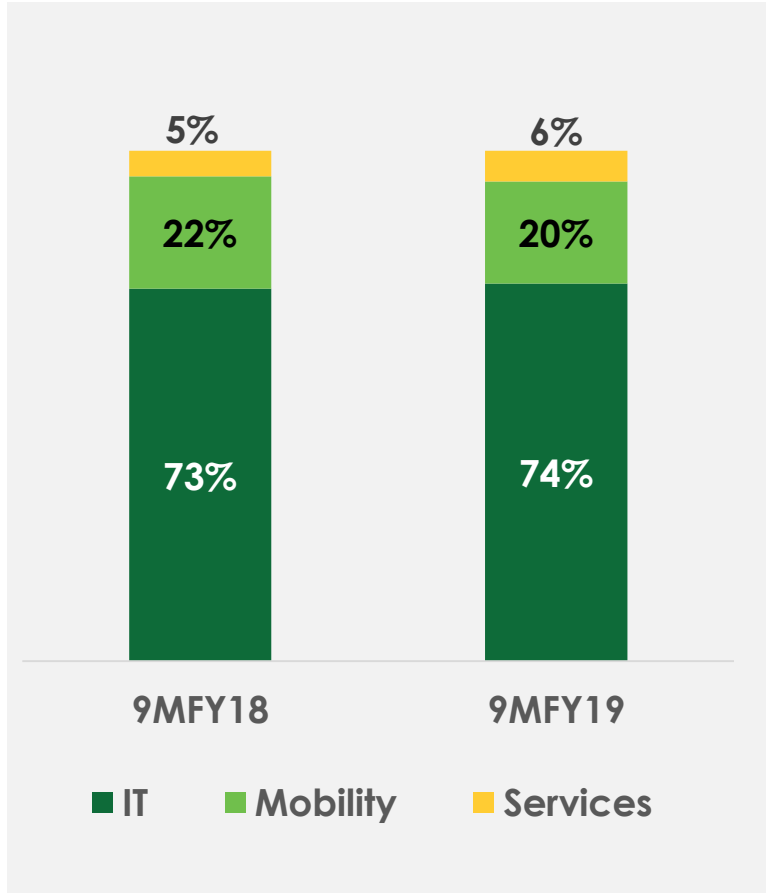


PAT

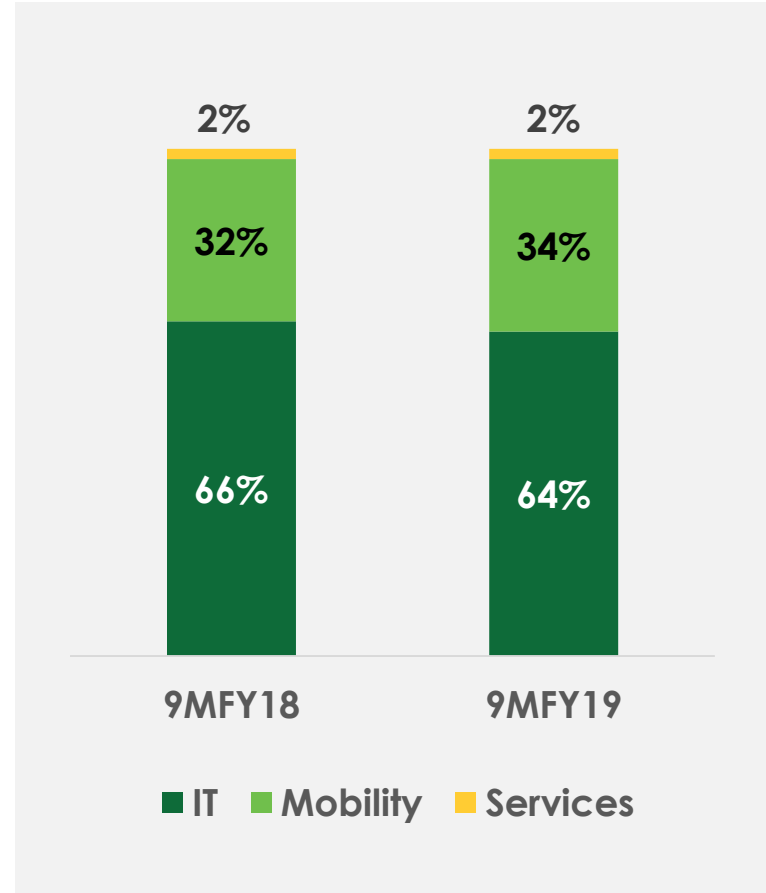


Performance By Vertical

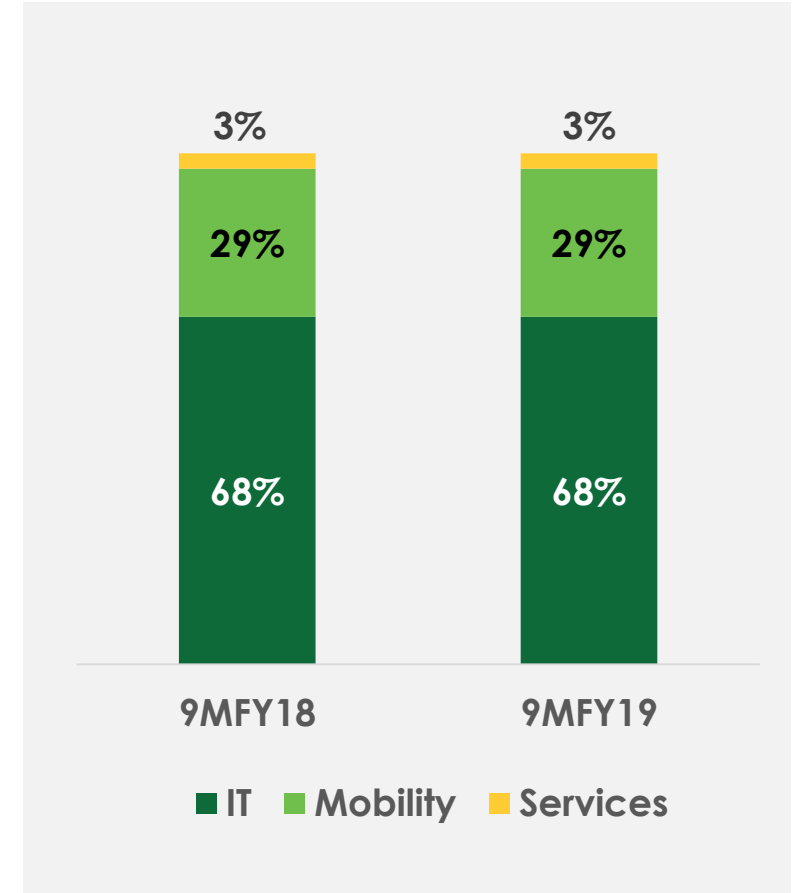
INDIA



OVERSEAS

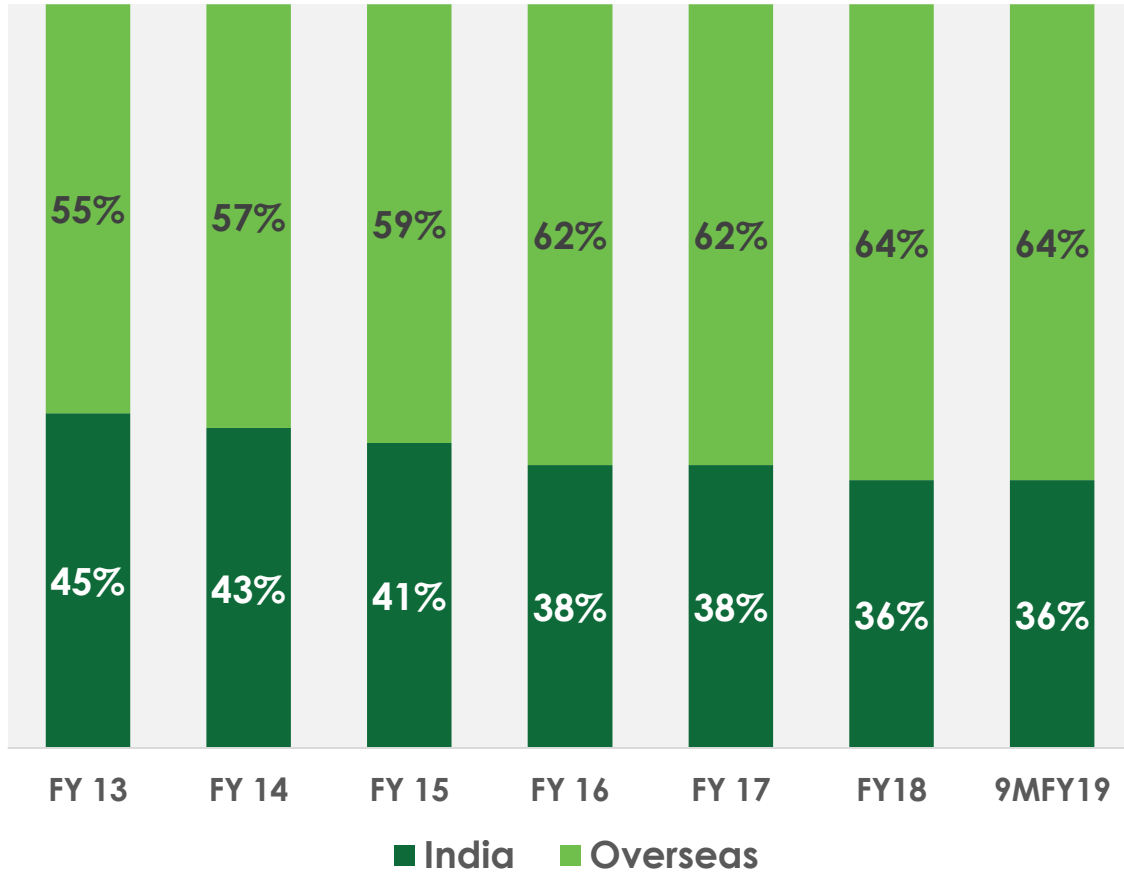


CONSOLIDATED

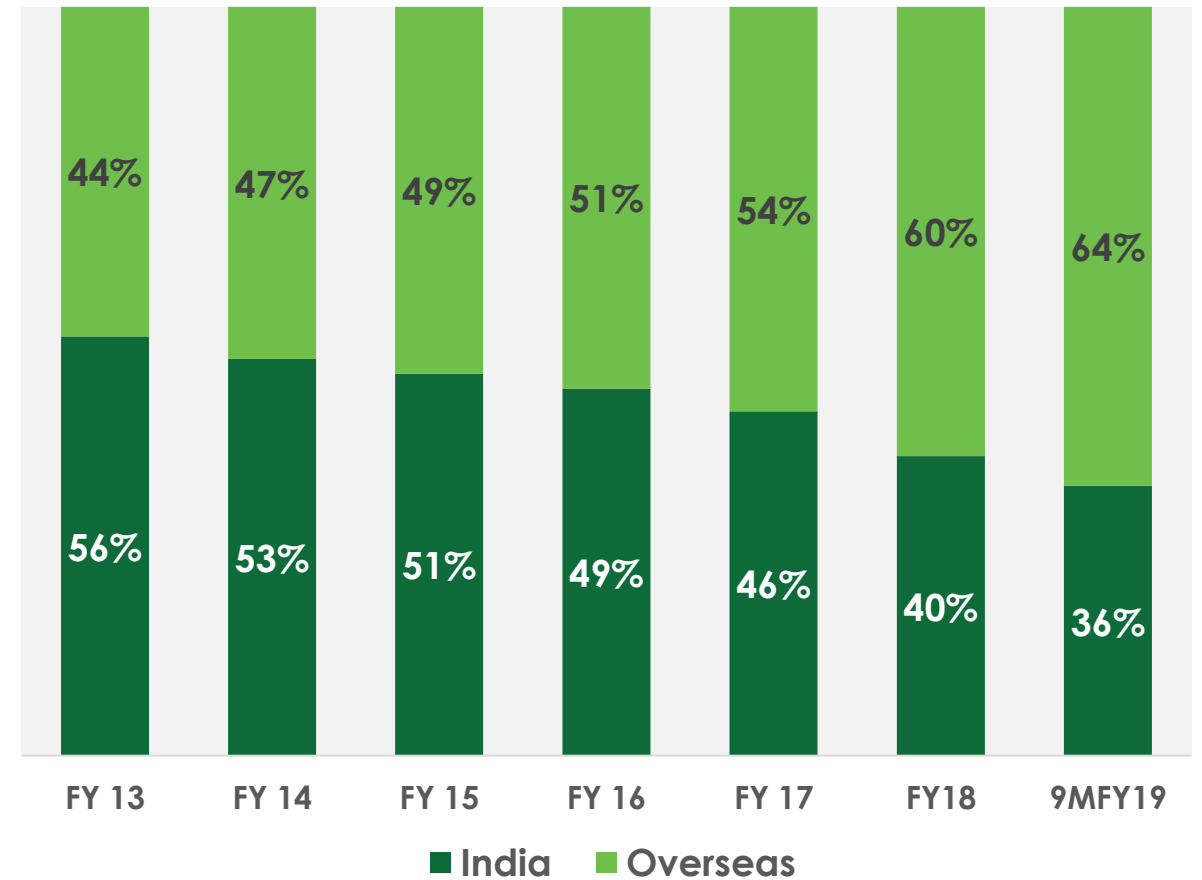


Geographical Contribution

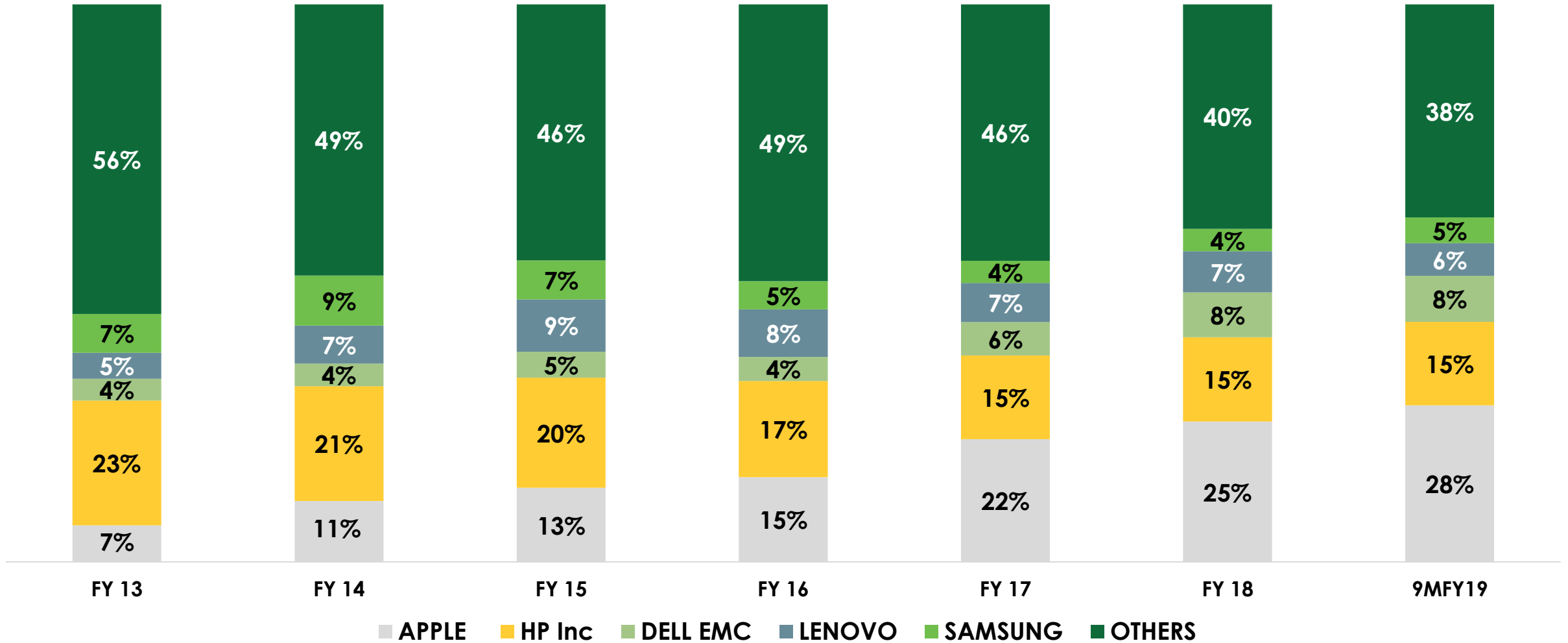
REVENUE



PAT

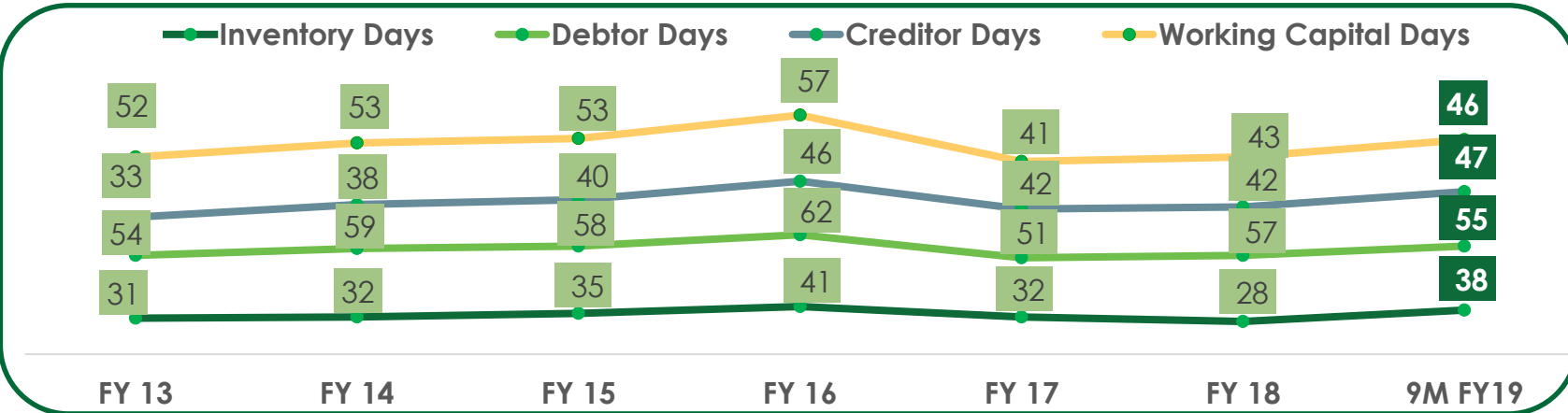


Top 5 Vendors



Note: Effect of Dell EMC merger is shown partly in FY17 figures and fully in FY18 figures

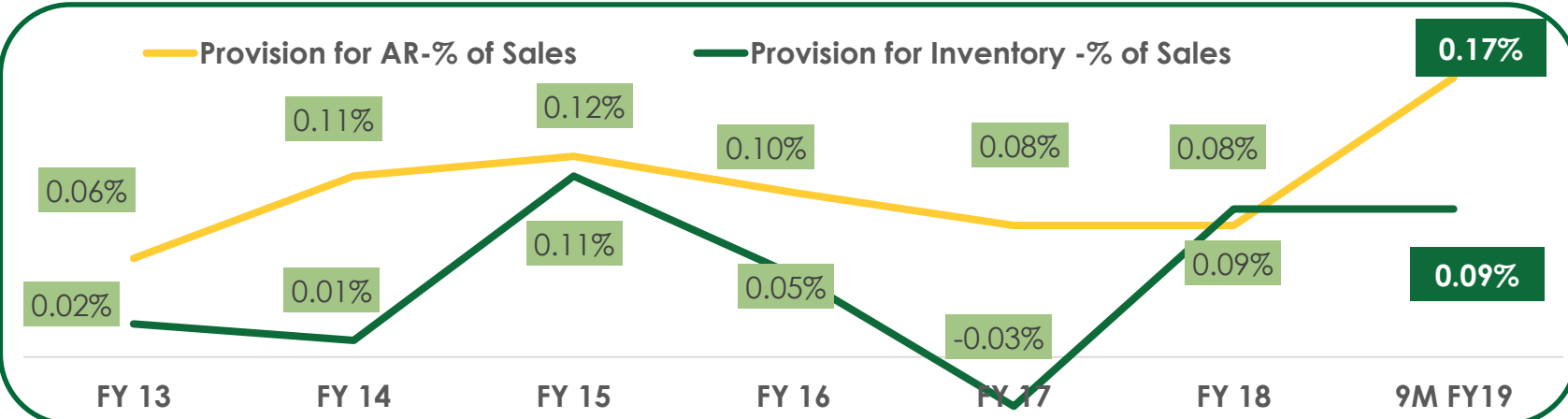
Key Operating Metrics



Working Capital Days at sustainable levels

Rs in mn	FY13	FY14	FY15	FY16	FY17	FY18	9MFY19
CFO	2,877	2,413	1,951	(1,922)	12,986	1,841	(1,061)
FCF	(478)	(389)	947	(5,054)	9,113	(935)	(4,107)

Cumulative generation of cash flows



Ensuring Risk adjusted Returns

Consolidated Financials

Particulars	9MFY19	FY18	FY17	FY16	FY15	FY14	FY 13
Total Revenue	3,39,897	4,34,985	4,11,560	3,54,762	3,16,227	2,80,051	2,42,104
EBITDA	6,795	8,555	8,662	8,176	7,619	7,196	6,842
PAT	3,388	4,816	4,642	4,235	3,865	3,367	3,231
Networth	37,617	35,306	31,479	29,494	23,742	20,213	16,407
Capital Employed	64,570	53,472	50,252	56,659	44,468	39,938	39,471
EBITDA Margins	2.0%	2.0%	2.1%	2.3%	2.4%	2.6%	2.8%
PAT Margins	1.0%	1.1%	1.1%	1.2%	1.2%	1.2%	1.3%
ROCE	14.2%	15.5%	15.2%	14.9%	17.2%	17.2%	17.7%
ROE	12.4%	14.5%	15.3%	15.6%	18.2%	19.1%	22.8%
EPS (₹)	8.5	12.0	11.6	10.6	9.7	8.4	8.1
Book Value per share (₹)	96.6	87.7	78.2	73.2	57.6	48.8	39.5

Dividend Distribution

Dividend Payout : 20% on profits earned

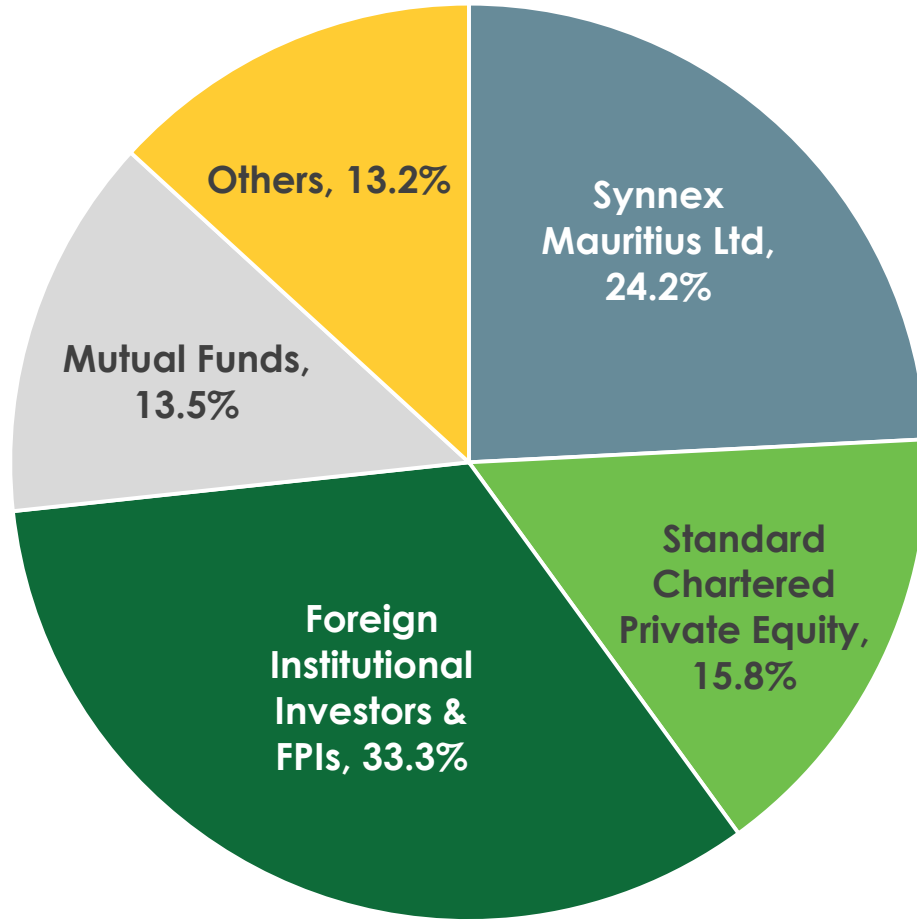


Buyback of shares
Issue size Rs.139 crs
% Equity 2.78%

— Dividend % on Face Value of shares

▲ Final dividend plus Special Interim Dividend declared

Shareholding Pattern (As of Dec 31st 2018)



HDFC Mutual Fund



Fidelity Management & Research (FMR)



Franklin Templeton Investments



ICICI Pru Life Insurance



Fidelity International



Norges Bank



Dimensional Fund Advisors

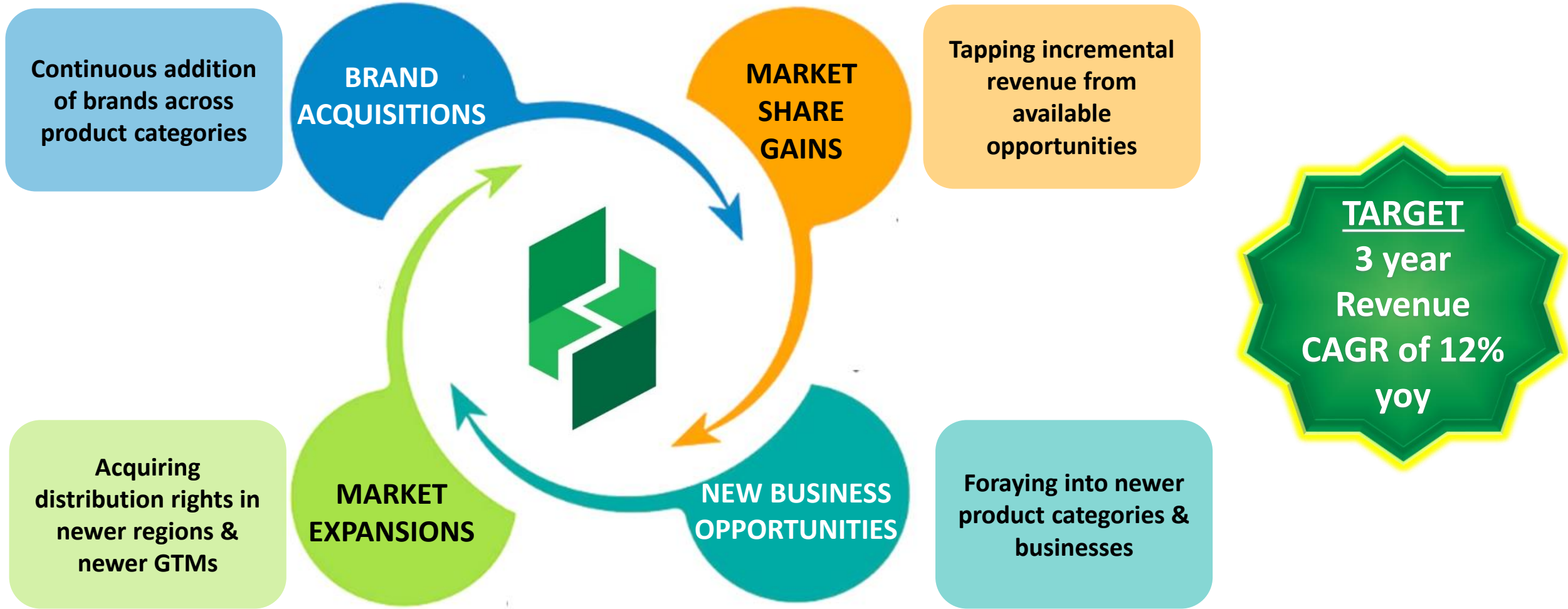


Royal Bank of Canada

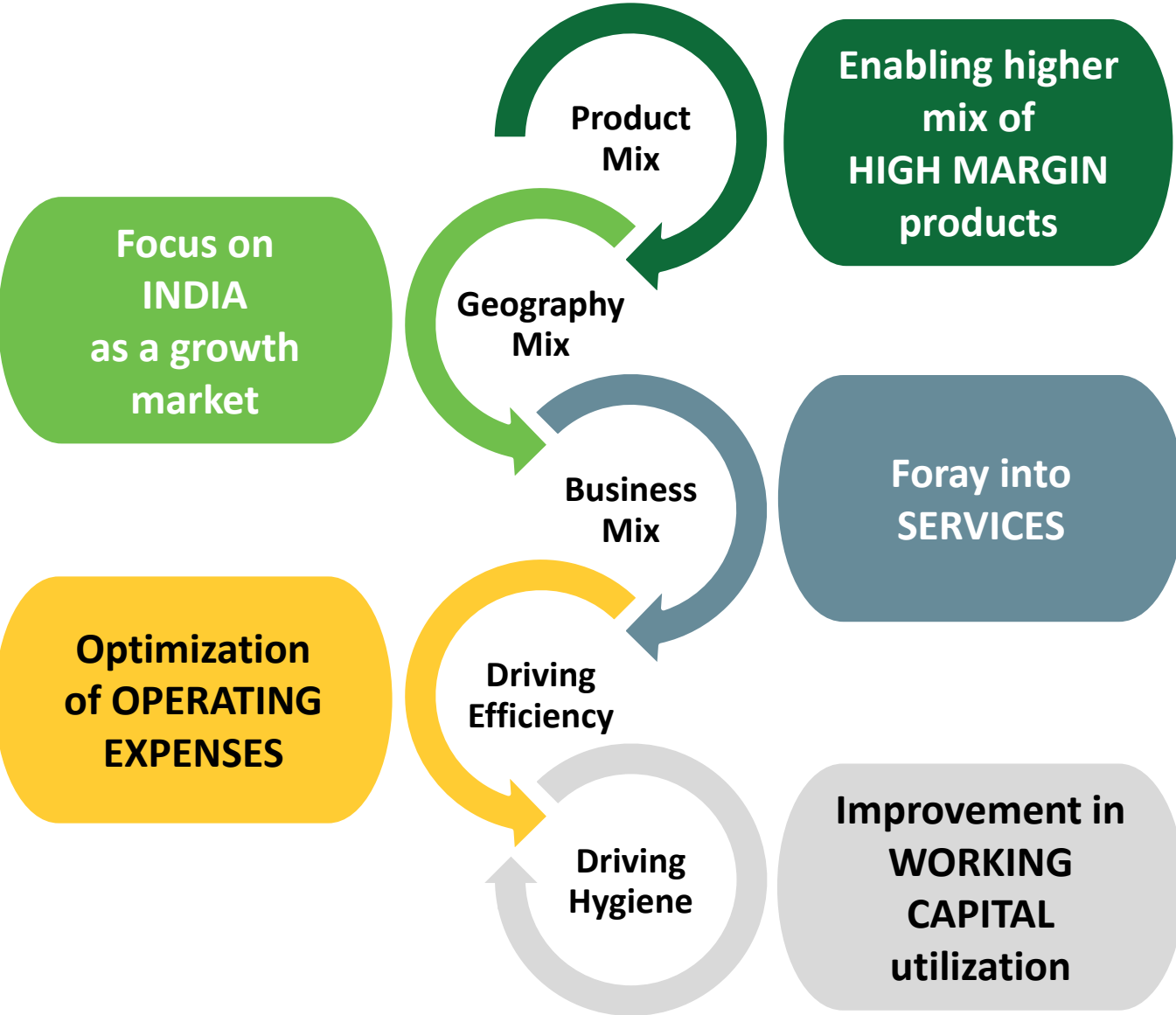
Our Growth Drivers



Revenue Growth Vectors



Margin Growth Vectors



Improved Margin Trajectory



Improved WC turns



Improved ROCE

TARGET
ROCE of
16-18% by
FY21

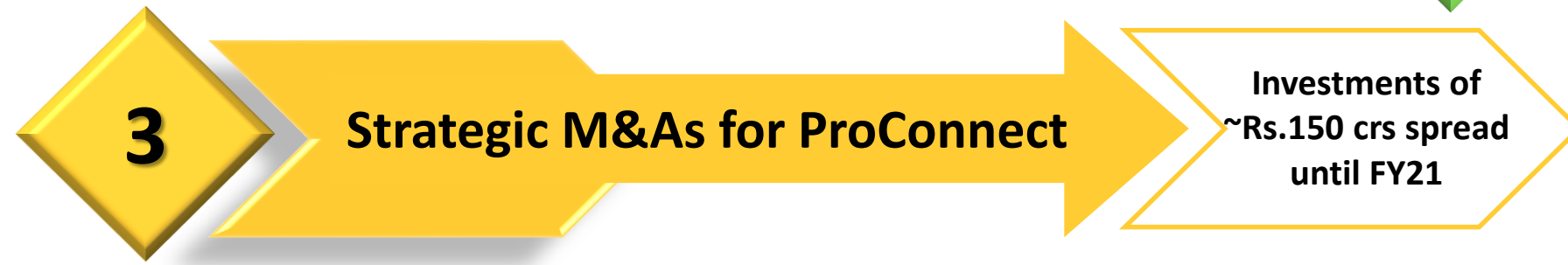
Capital Allocation Priorities



NO FPO
MADE



Debt
Equity
Ratio at
0.4



AA/A1+
Credit
rating

Foundation for CSR @ Redington (Redington Foundation), a trust formed by Redington (India) Limited to implement various CSR activities towards the betterment of the society



Employability Skills Training

- ➔ Communication Skills
- ➔ Computer Skills
- ➔ Personality Development
- ➔ Office Etiquette
- ➔ Domain Knowledge Skills



Vocational Skills Training

- ➔ Disability inclusive support
Improving quality of
education through
Technology
- ➔ Sign Language for hearing
impaired
- ➔ Holistic self development
- ➔ Employment Generation



Equipping Activities

- ➔ Setting up smart class
rooms
- ➔ Monetary support to
students
- ➔ Recognition to teachers
- ➔ Revamping of School infra



Smart Schools

- ➔ Setting up Smart class
rooms
- ➔ Strategic association with
Schools for academic
upliftment
- ➔ Promoting schools in rural
areas

CONTACT US

Compliance Officer

M. Muthukumarasamy

Redington (India) Limited

*SPL Guindy House, 95 Mount Road,
Guindy, Chennai 600 032*

<https://www.redingtongroup.com>

CIN - L52599TN1961PLC028758

Investor Contact

Sowmiya M

Manager – Investor Relations

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IR Materials - <https://redingtongroup.com/india/financials-and-reports/>



THANK YOU

