



Corporate Overview

September, 2018

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 **250+** brands

\$6.6bn+ revenue company
Double digit 10 year CAGR Growth
(Revenue, EBITDA, PAT)

*March closing rate of Rs.65.17 assumed

OUR JOURNEY

From 'Brand behind brands' to 'Seamless partnerships'

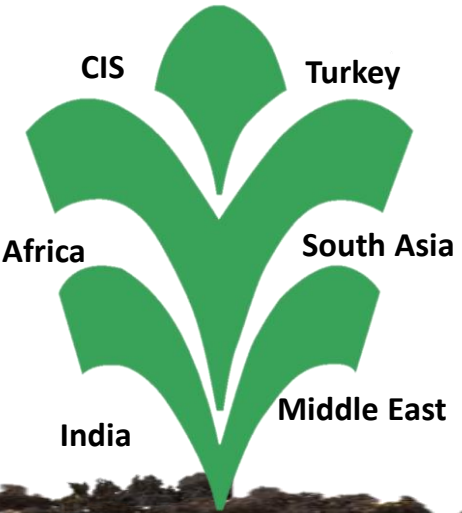
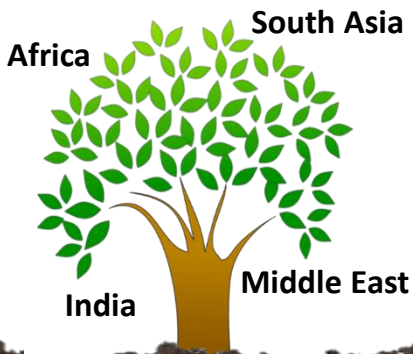


Multi product,
Multi brand,
Multi country
distributor

Emerging markets
regional Supply
Chain Solution
Provider

End-to-End
Services
Organization

Single product,
Single brand,
Single country
distributor

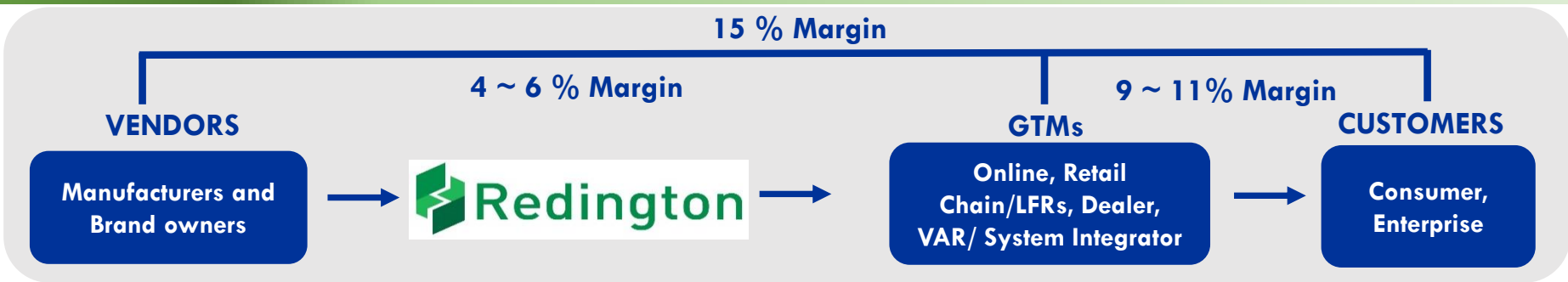


1993

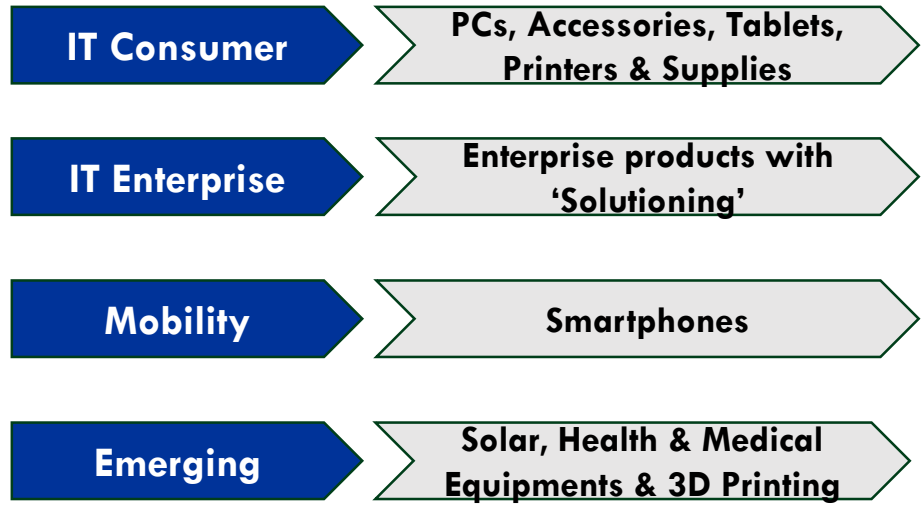
1994 - 2007

2008 - Present

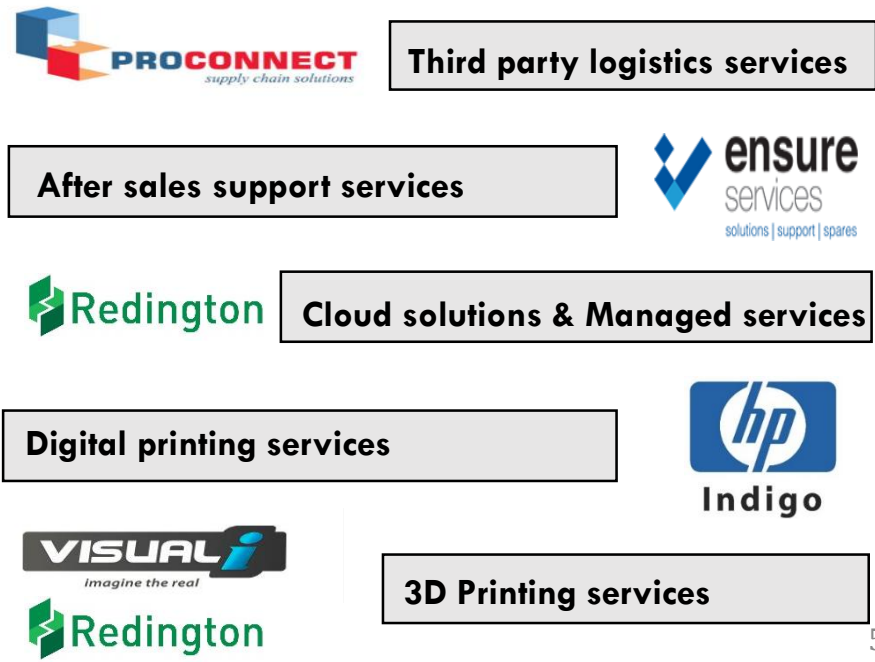
END-TO-END SUPPLY CHAIN SOLUTION PROVIDER



DISTRIBUTION



SERVICES



EXPANSIVE NETWORK

Active Channel Partners*
41,100+
Sales Offices
80+
Warehouses
200+
Service Centres
60+
Partner Service Centres
220+
Subsidiaries
59



**Transacted partners in the last 3 years*

STRONG PARTNERSHIPS



OVERSEAS SNAPSHOT

Presence in **30+** markets partnering with more than **180+** brands



DISTRIBUTION



Redington
arena
TÜRKİYE'NİN TEKNOLOJİ SAĞLAYICISI
LINK PLUS®

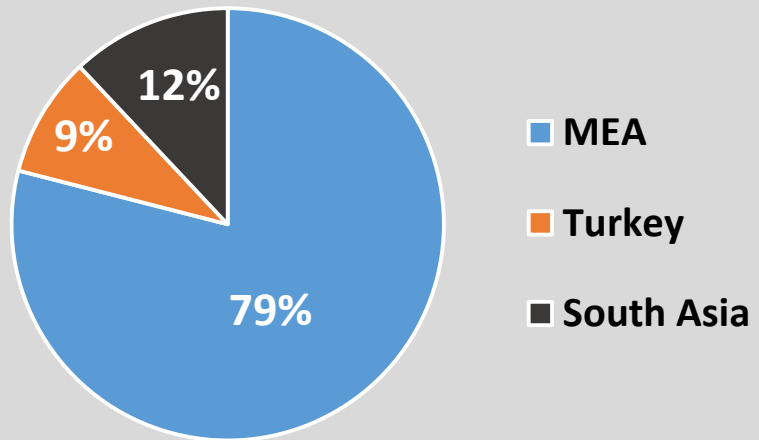


SERVICES



PROCONNECT
supply chain solutions
ensure
services

REVENUE CONTRIBUTION FROM MARKETS



FY18 figures

RECOGNITIONS



CHANNEL
MIDDLE EAST
"Redington MEA No.1"
14 consecutive years



Great
Place
To
Work®



"Redington MEA ranked 23rd"

About Us

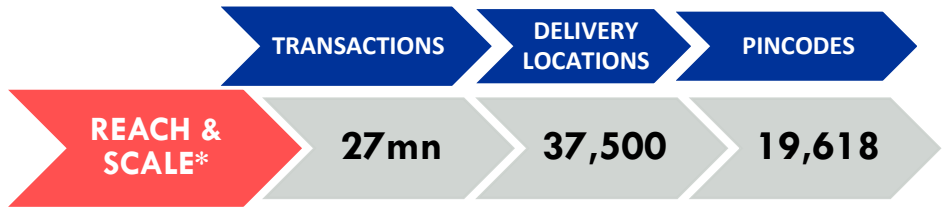
Subsidiaries

Performance

Board and Management

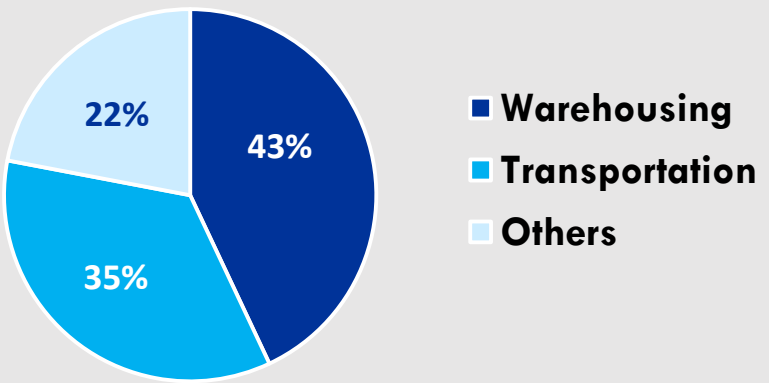
Wholly owned subsidiary of Redington, incorporated in **2012**

Integrated third party logistics partner to **180+** customers

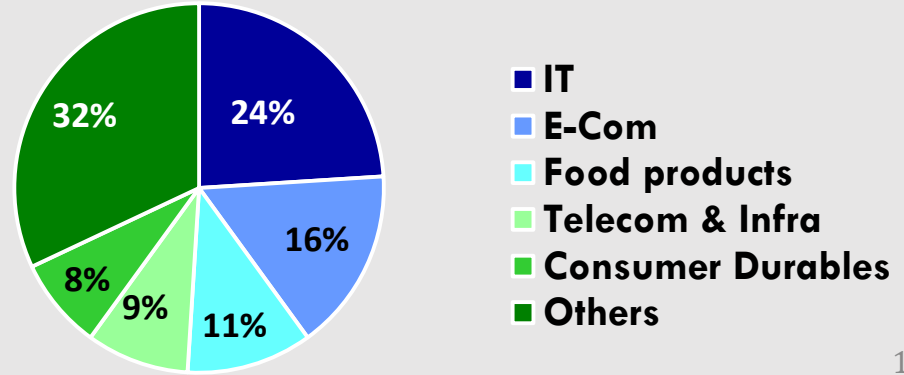


- **169** Warehouses (Leased)
- **2** ADCs – Chennai & Kolkata
- **6.4 mn sq ft** warehousing space

Revenue contribution from Services*



Revenue contribution from Industries*



AUTOMATED DISTRIBUTION CENTRES



Chennai

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



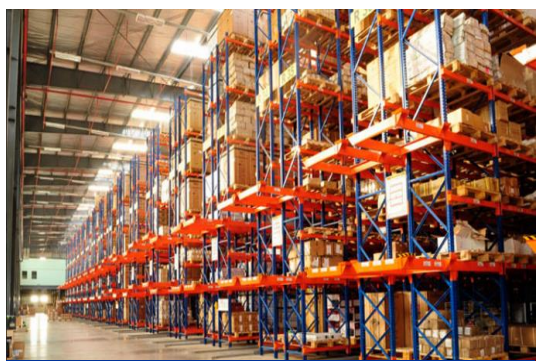
Kolkata

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

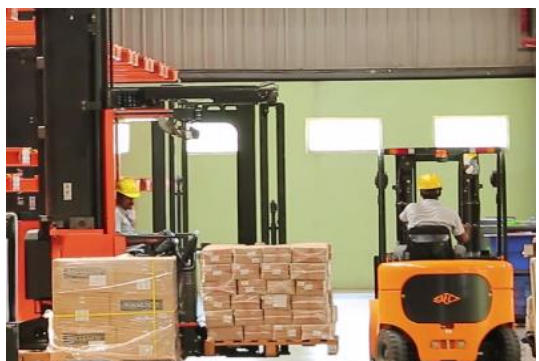


Dubai

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



RACKING SYSTEM INSIDE ADC



MATERIAL HANDLING EQUIPMENTS



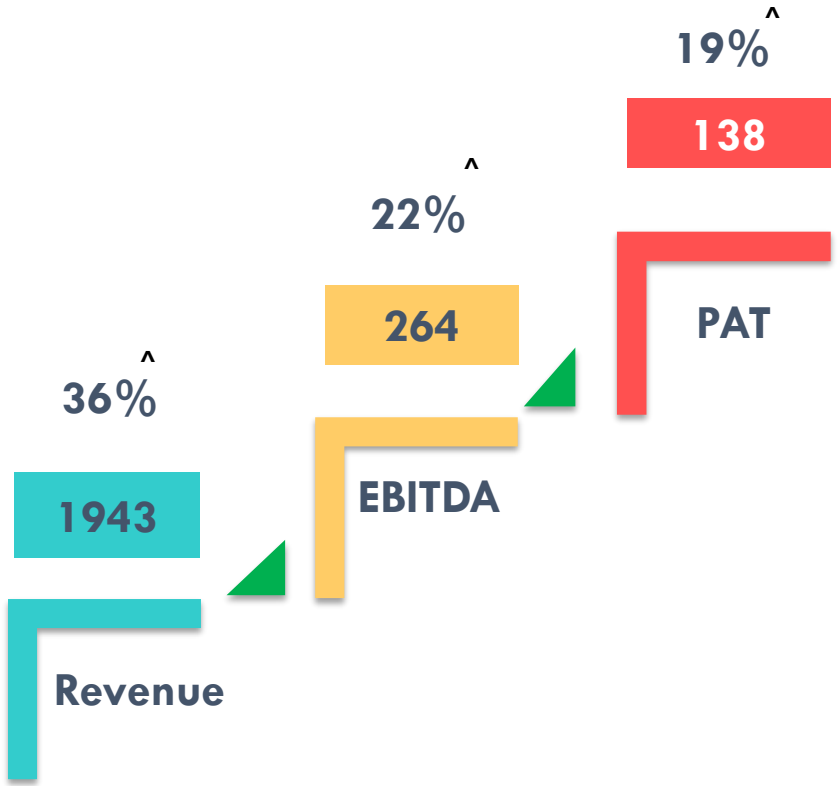
VALUE ADDED SERVICES

* Long Lease

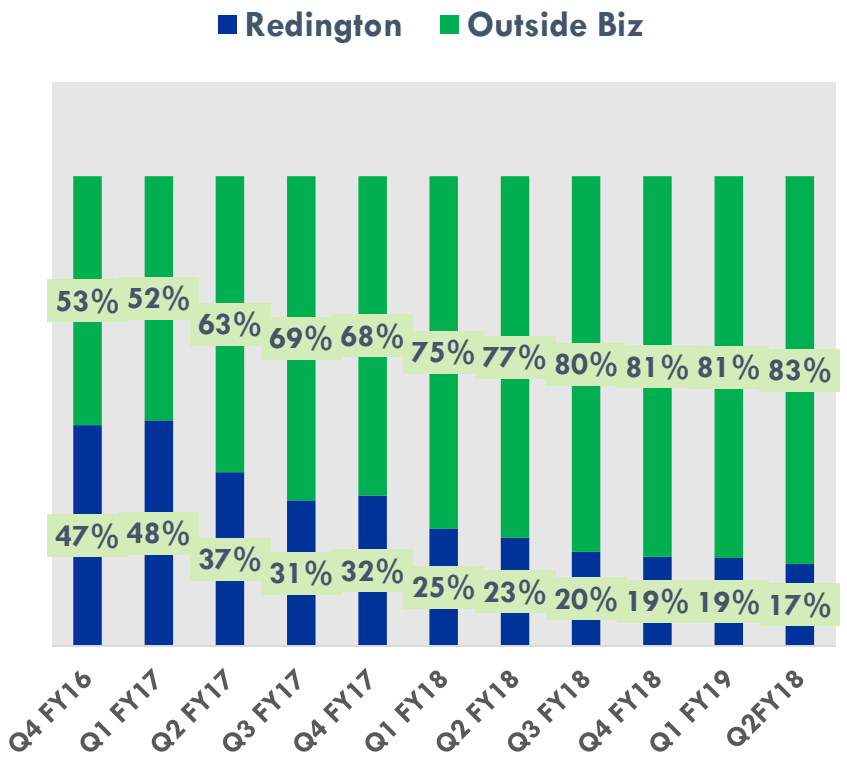


₹ in million

H1FY19 Performance



Revenue Mix



[^] growth over previous year

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

35+ Owned Service centres across India
190+ Partner Service centres across India

FINANCIALS*

Rs.123 crs
REVENUES

Rs.6 crs
PAT

*FY18 figures

CLIENTS



Illustrative list

About Us

Subsidiaries

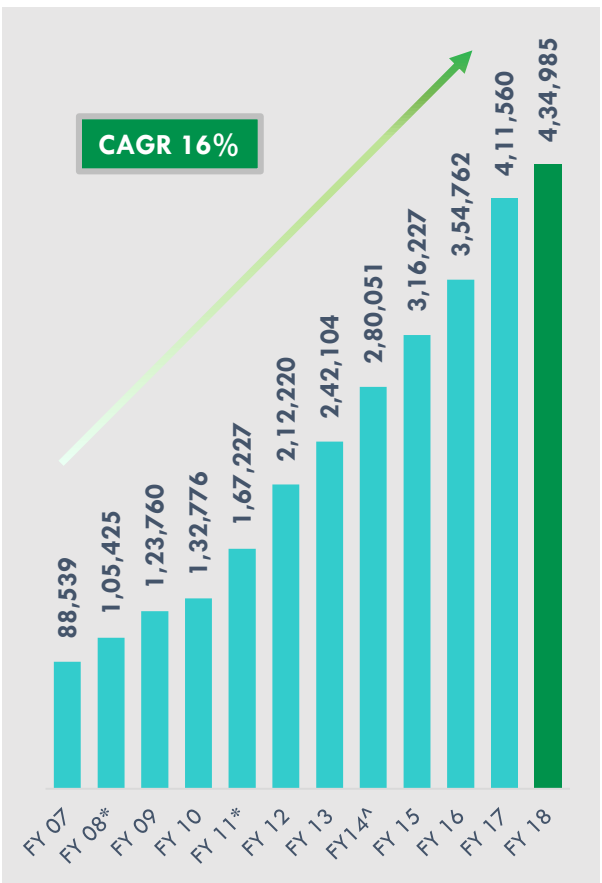
Performance

Board and Management

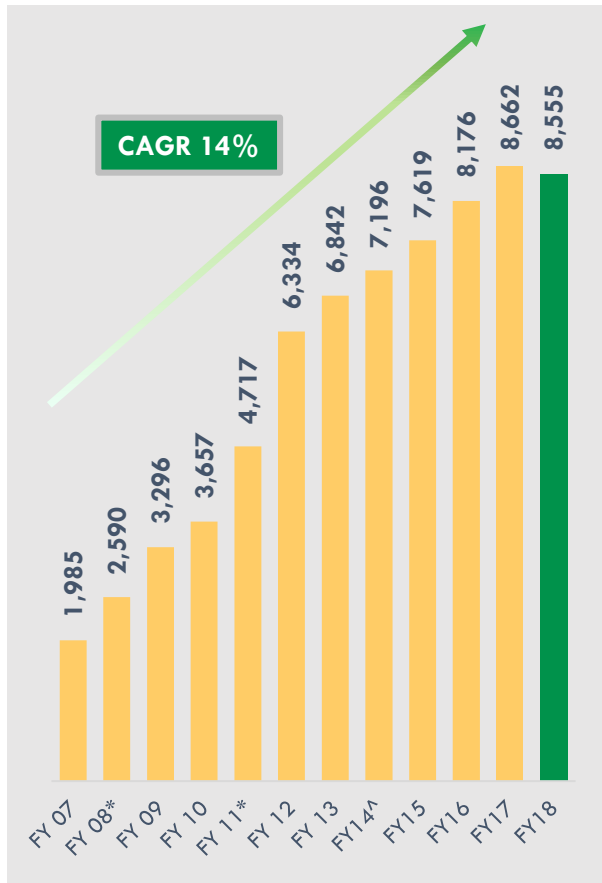
FINANCIAL PERFORMANCE

₹ in million

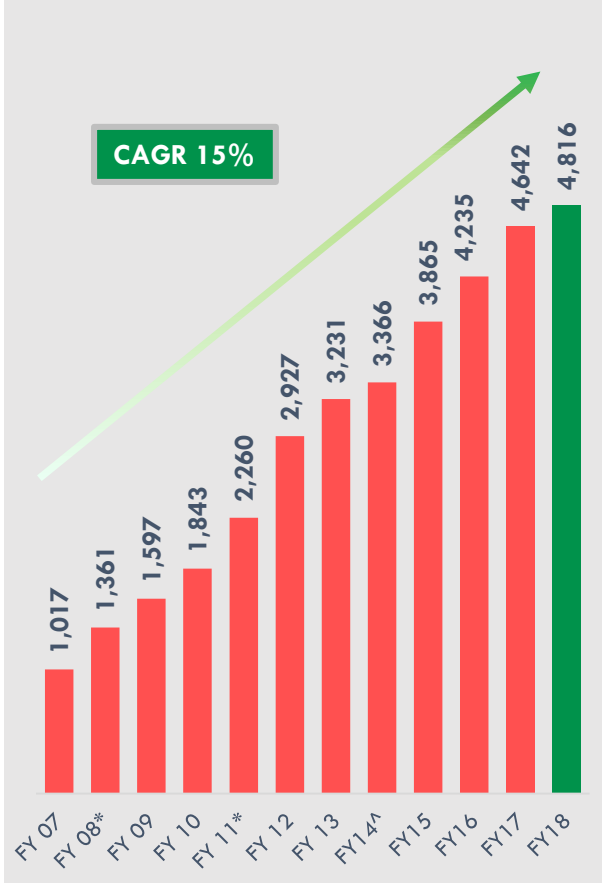
REVENUE



EBITDA



PAT

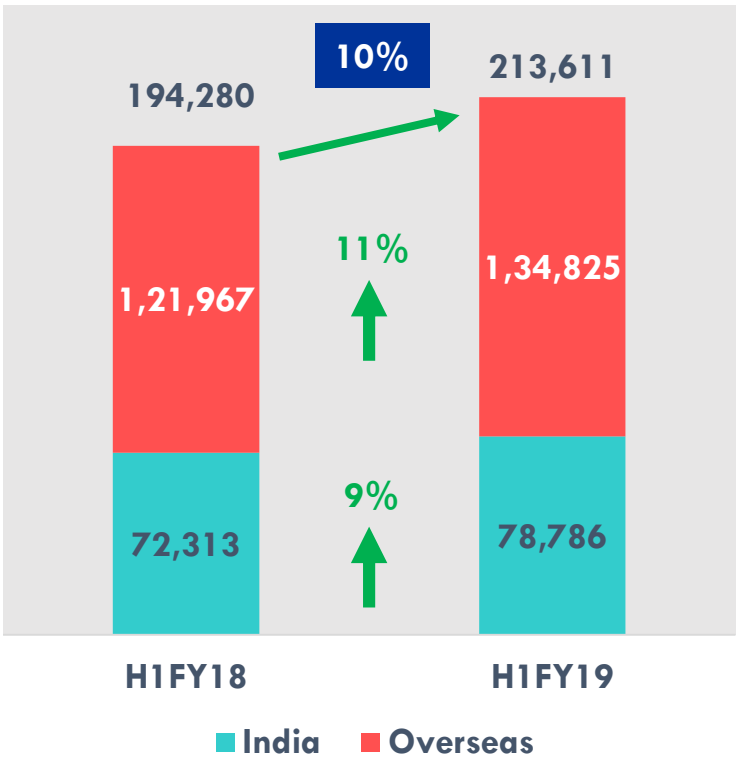


*Post acquisition of Easyaccess Financial Services in FY 08 and Arena in FY 11. ^ Post sale of Easyaccess Financial Services . CAGR computed for full year

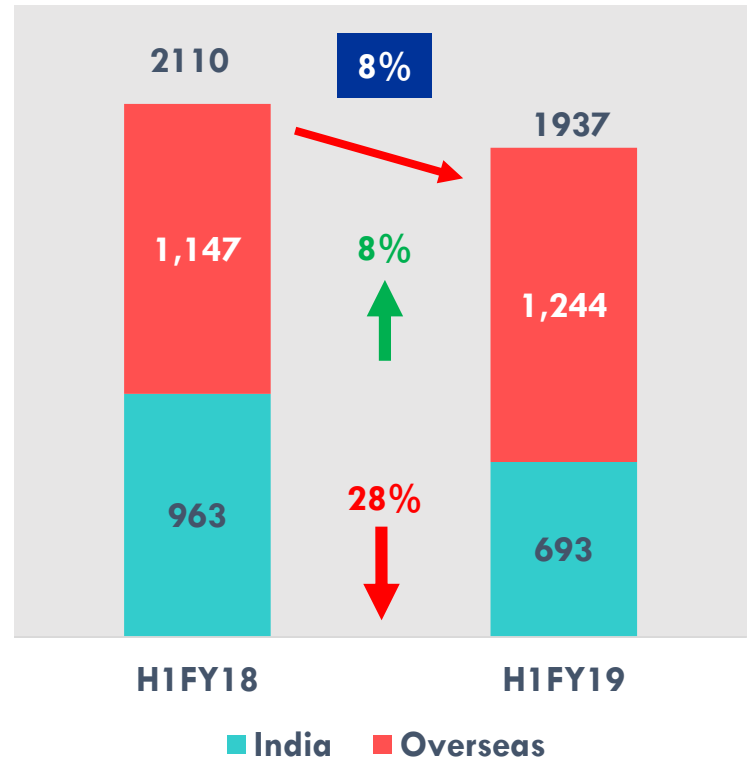
PERFORMANCE BY MARKET

₹ in million

REVENUE

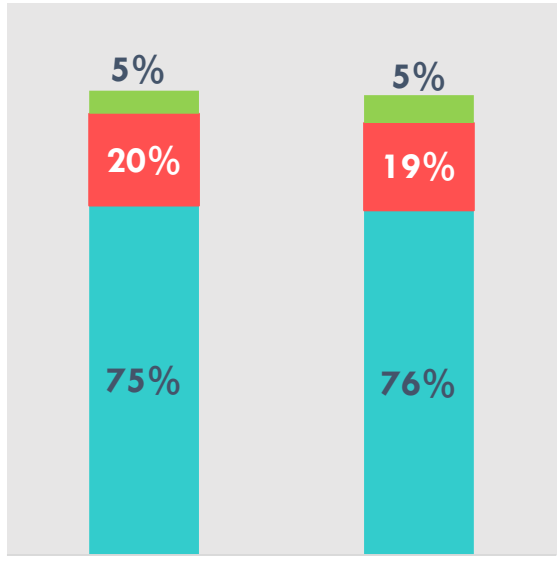


PAT



REVENUE BY VERTICAL

INDIA

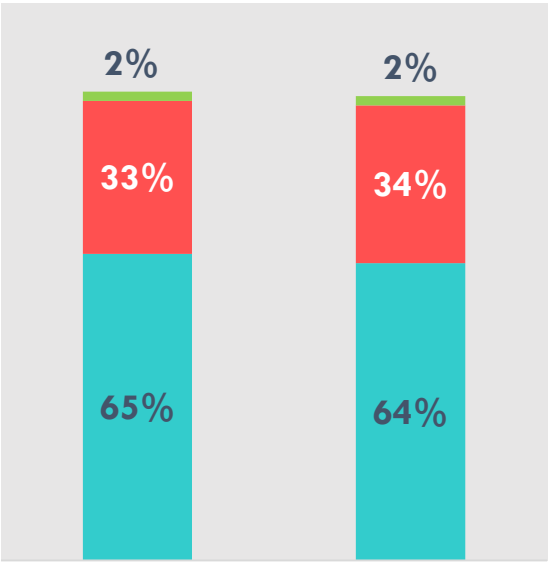


H1FY18

H1FY19

■ IT ■ Mobility ■ Services

OVERSEAS

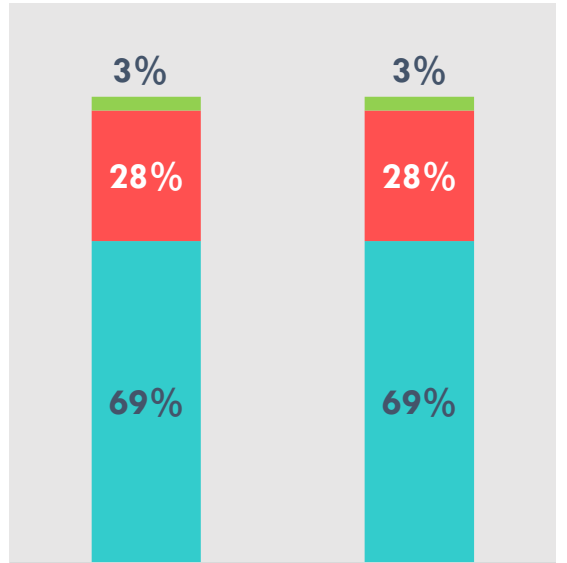


H1FY18

H1FY19

■ IT ■ Mobility ■ Services

CONSOLIDATED



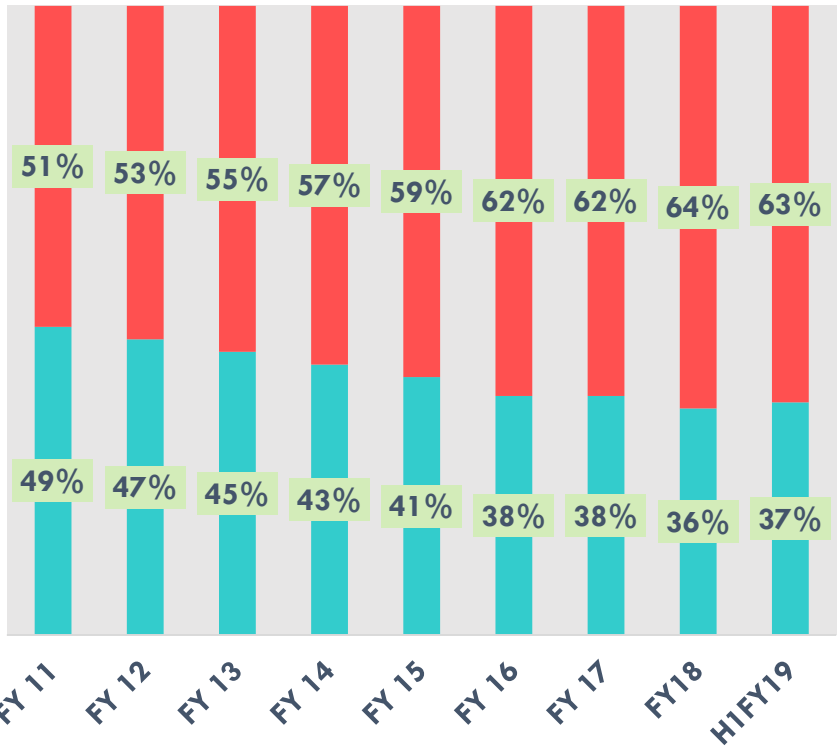
H1FY18

H1FY19

■ IT ■ Mobility ■ Services

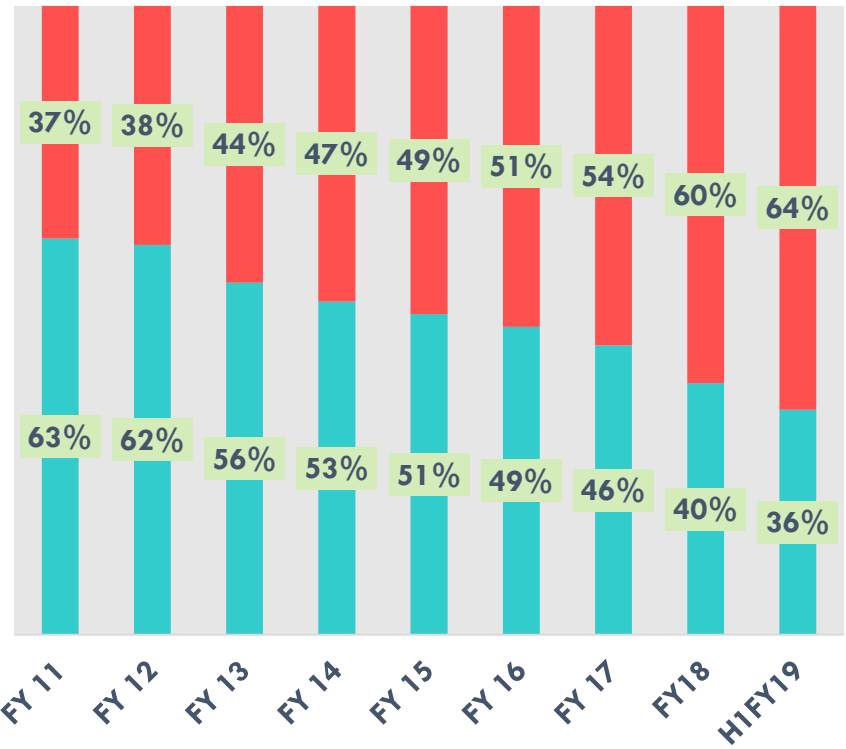
GEOGRAPHICAL CONTRIBUTION

REVENUE



■ India ■ Overseas

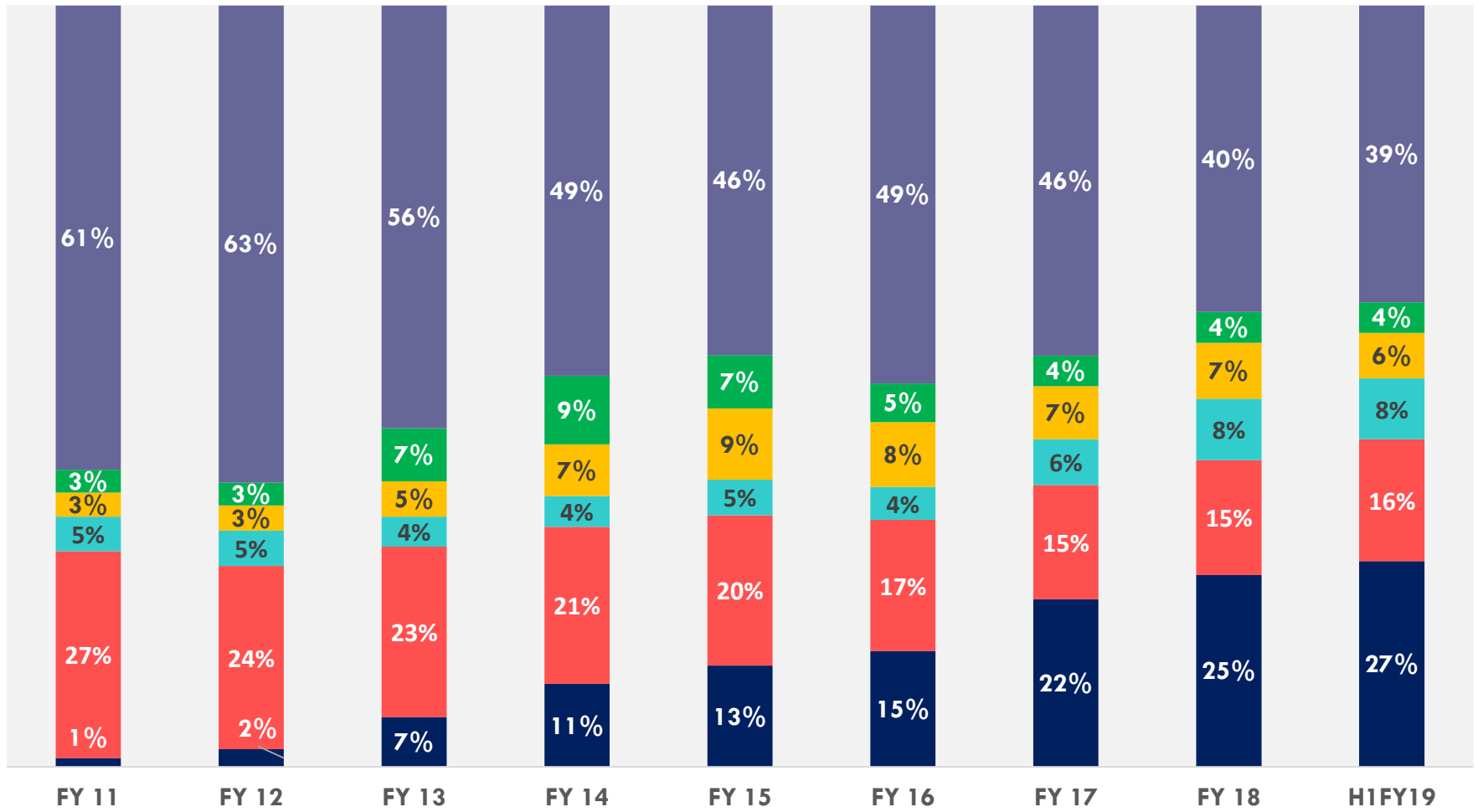
PAT



■ India ■ Overseas

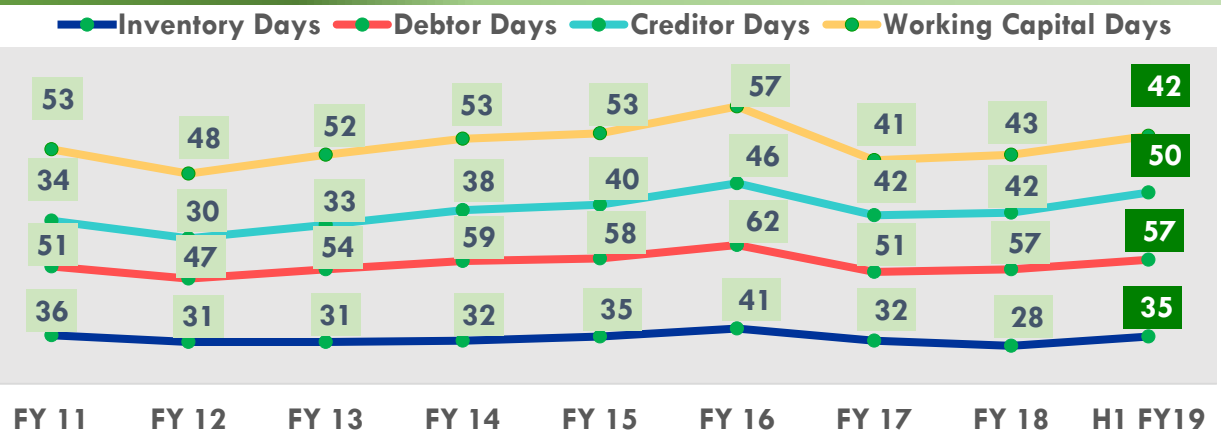
TOP FIVE VENDORS

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



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

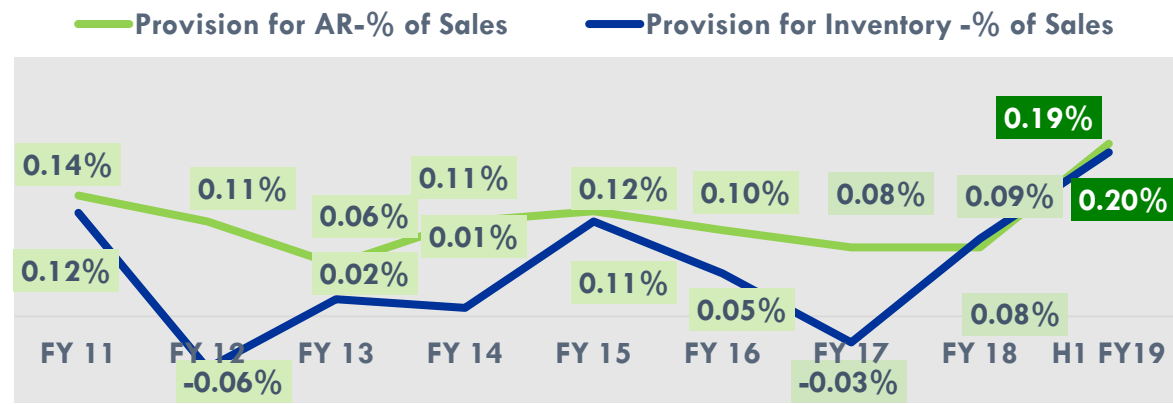
KEY OPERATING METRICS



Working Capital Days at sustainable levels

Particulars (Rs in million)	H1FY19	H1FY18
Net Cash Flow from Operations	4,584	3163
Free Cash Flow	2,205	1,122

Generated positive free cash flow



Ensuring Risk adjusted Returns

CONSOLIDATED FINANCIALS

₹ in million

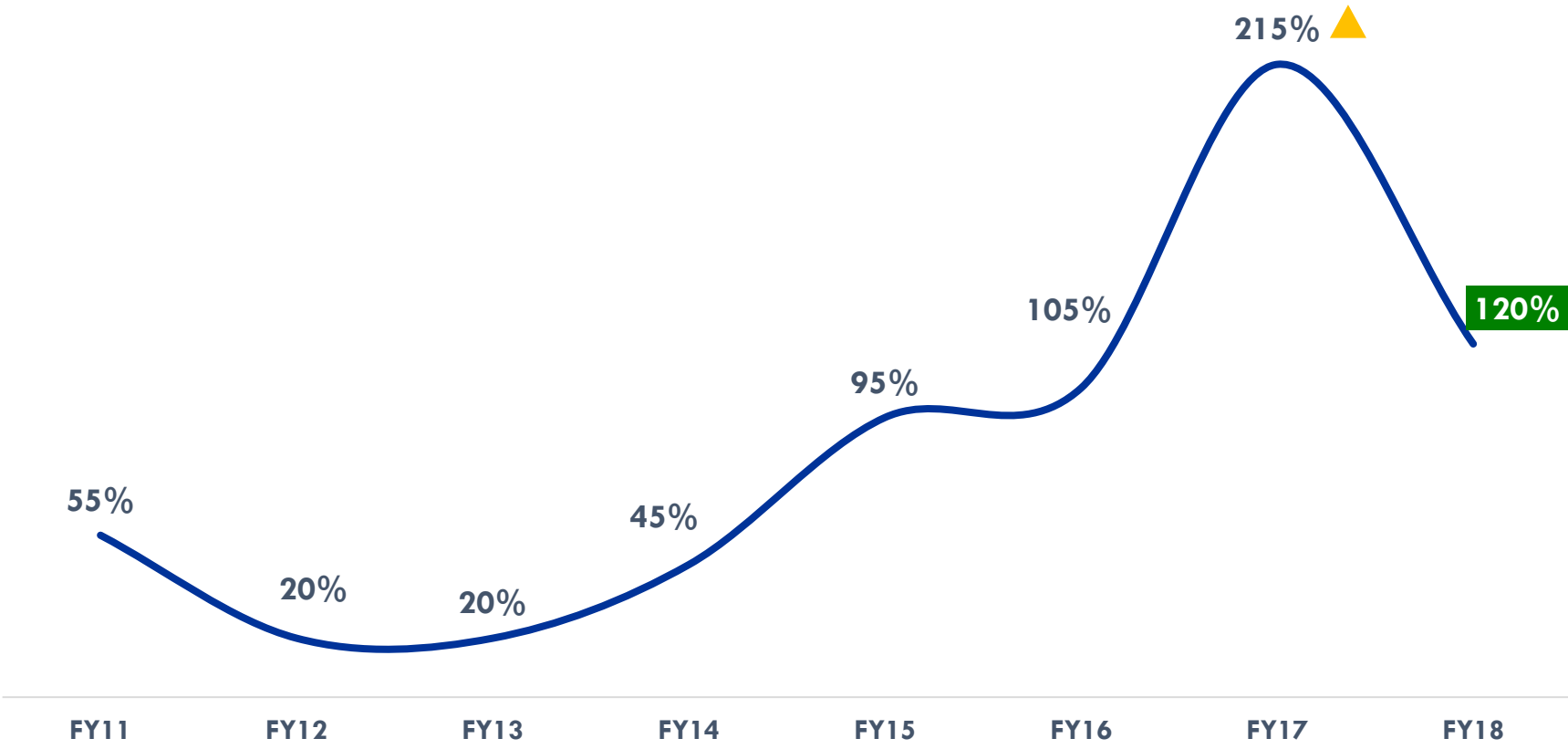
Particulars	H1FY19	FY18	FY17	FY16	FY15	FY14 [^]	FY 13	FY 12	FY 11*
Total Revenue	2,13,611	4,34,985	4,11,560	3,54,762	3,16,227	2,80,051	2,42,104	2,12,220	1,67,227
EBITDA	3,922	8,555	8,662	8,176	7,619	7,196	6,842	6,334	4,717
PAT	1,937	4,816	4,642	4,235	3,865	3,367	3,231	2,927	2,260
Networth	38,567	35,306	31,479	29,494	23,742	20,213	16,407	13,225	12,553
Capital Employed	59,642	53,472	50,252	56,659	44,468	39,938	39,471	34,776	31,863
EBITDA Margins	1.84%	2.0%	2.1%	2.3%	2.4%	2.6%	2.8%	3.0%	2.8%
PAT Margins	0.91%	1.1%	1.1%	1.2%	1.2%	1.2%	1.3%	1.4%	1.4%
ROCE	12.7%	15.5%	15.2%	14.9%	17.2%	17.2%	17.7%	18.4%	16.0%
ROE	10.5%	14.5%	15.3%	15.6%	18.2%	19.1%	22.8%	23.9%	20.0%
EPS (₹)[^]	4.8	12.0	11.6	10.6	9.7	8.4	8.1	7.4	5.7
Book Value per share (₹)	95.8	87.7	78.2	73.2	57.6	48.8	39.5	33.2	31.7

*Post acquisition of following entities Arena in FY11.

[^]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

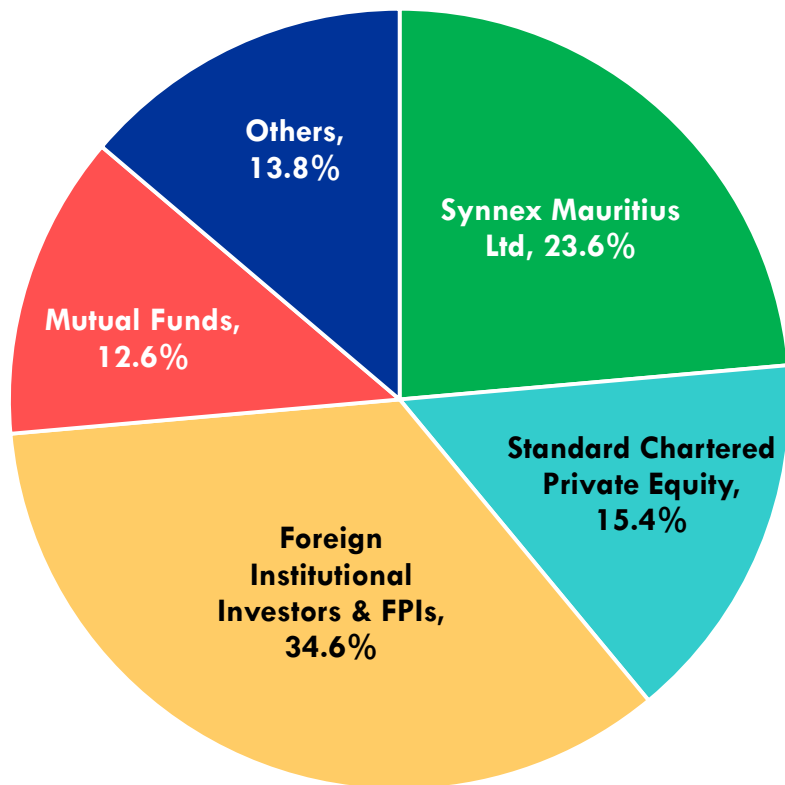
Dividend Payout : 20% on profits earned



— Dividend % on Face Value of shares

▲ Final dividend plus Special Interim Dividend declared

SHAREHOLDING PATTERN (As at Sep 30th, 2018)



Other prominent shareholders



Fidelity Management & Research



HDFC Mutual Fund



ICICI Prudential Life Insurance



Franklin Templeton



NORGES BANK Norges Bank



Fidelity International



Dimensional Fund Advisors



Morgan Stanley



Vanguard Mutual Fund

Note: Harrow Investment Holding Ltd. have divested their entire stake in the month of July'17

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

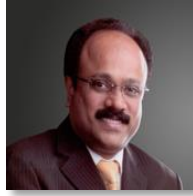


Keith WF Bradley
Ex. President,
Ingram Micro, North
America



B Ramaratnam
Professional Director

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



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



**Aloysius
Fernandes**
President,
IT Volume, Africa



Jitendra Berry,
Vice President,
IT Volume, Middle
East



Rawad Ayash,
Vice President,
Telecon, Middle East



B Ramkumar
President,
IT Value Added
Distribution, MEA



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, MEA



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

Investor Contact

M. Muthukumarasamy

Compliance Officer

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<https://www.redingtonindia.com>

Sowmiya M

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