



# **REDINGTON (INDIA) LIMITED**

**Q1FY18 Earnings Presentation**

**June 2017**



# 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.*

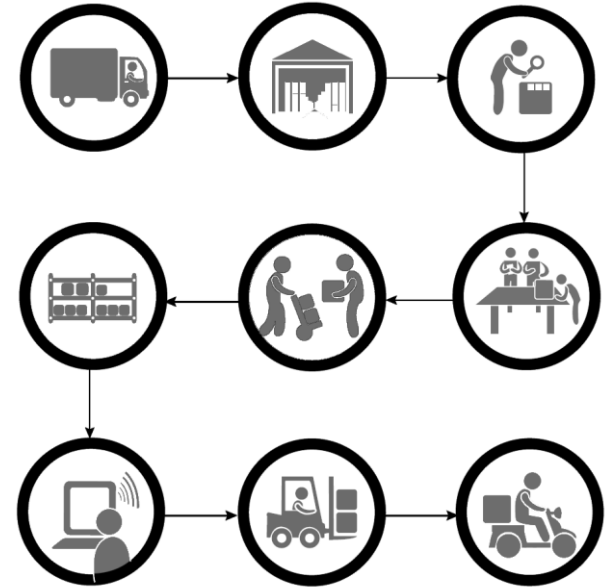
*While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.*

*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.*

# REDINGTON

## Q1FY18 Highlights



## Connecting The Dots

*Transformation from 'Product' to 'Utility of Product'*

# Q1FY18 Business Highlights

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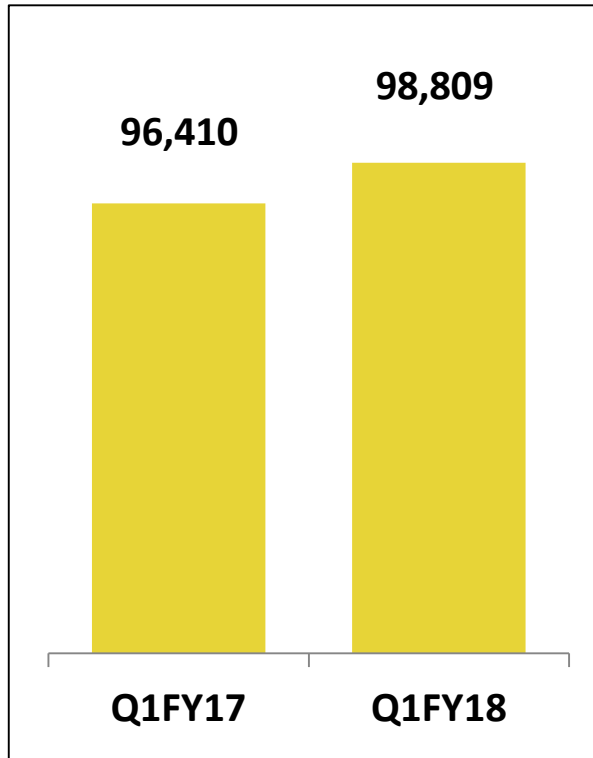
- Improvement in ROCE on YoY basis
- Earnings growth faster than Revenue growth during the quarter

# Q1FY18- Consolidated Financials

₹ in million

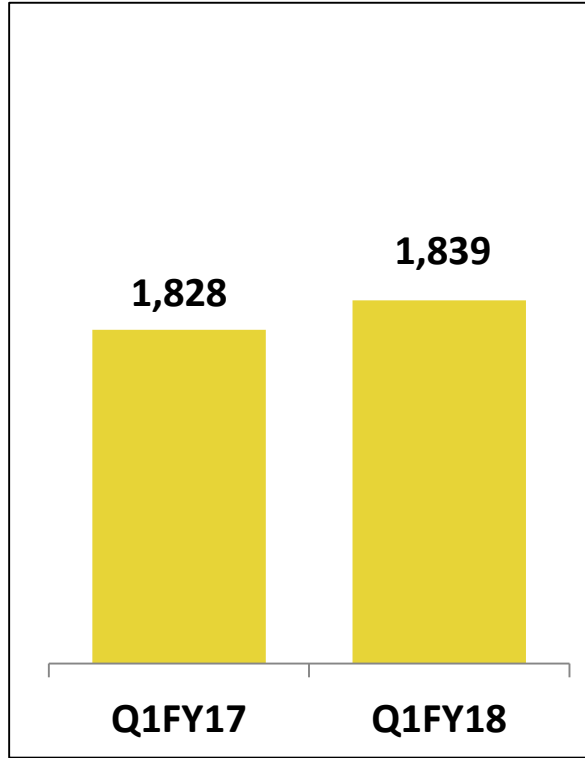
## REVENUE

2%



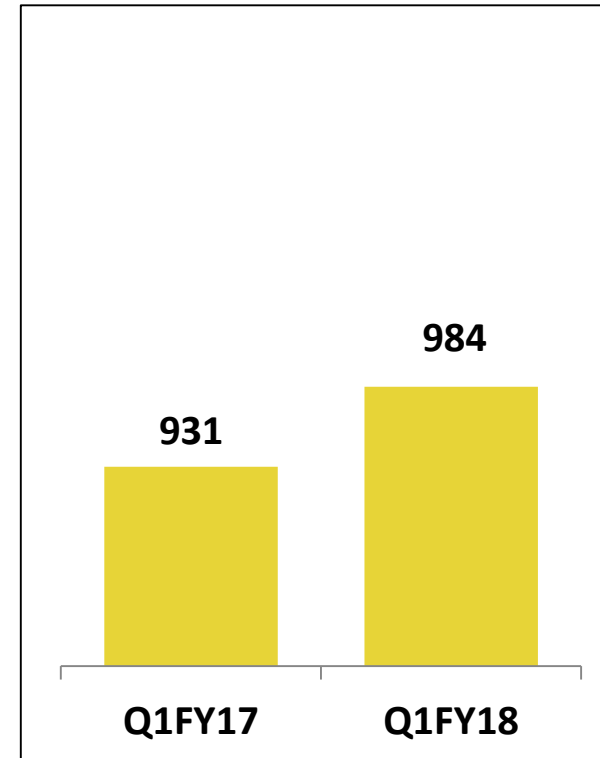
## EBIDTA

1%



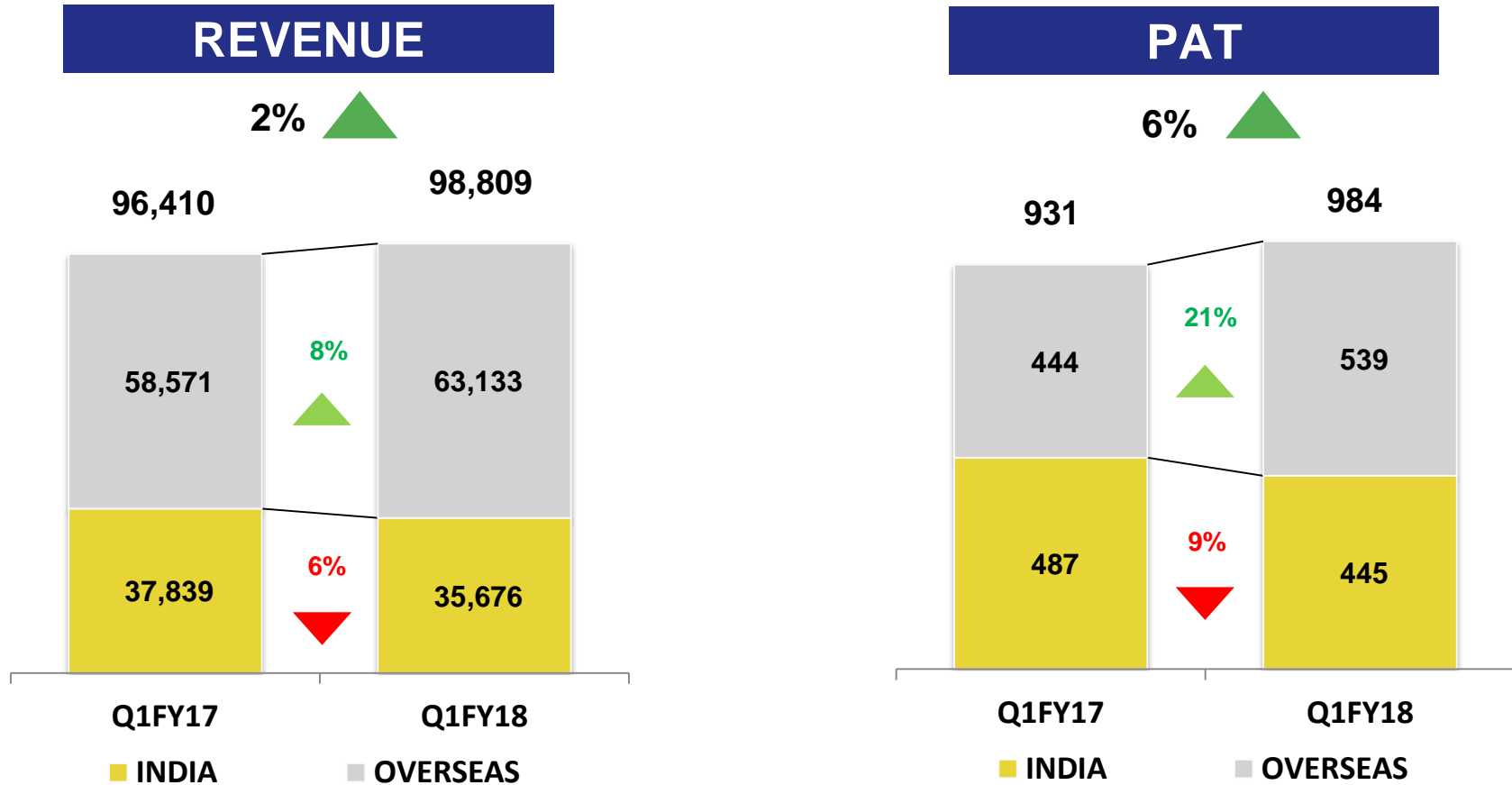
## PAT

6%



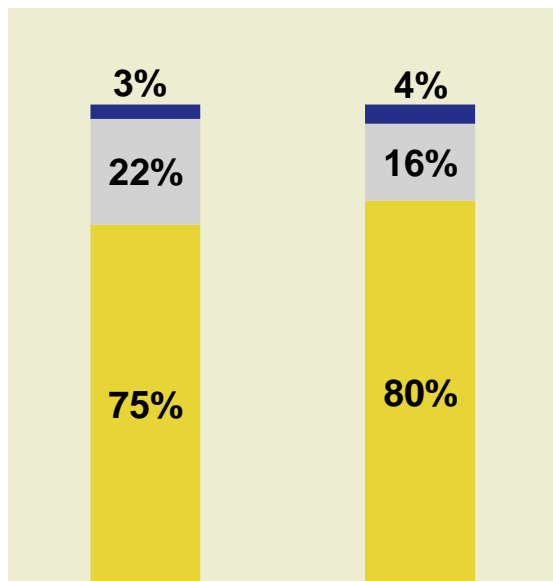
# Q1FY18 Performance by Market

₹ in million



# Q1FY18 Revenue by Vertical

## INDIA



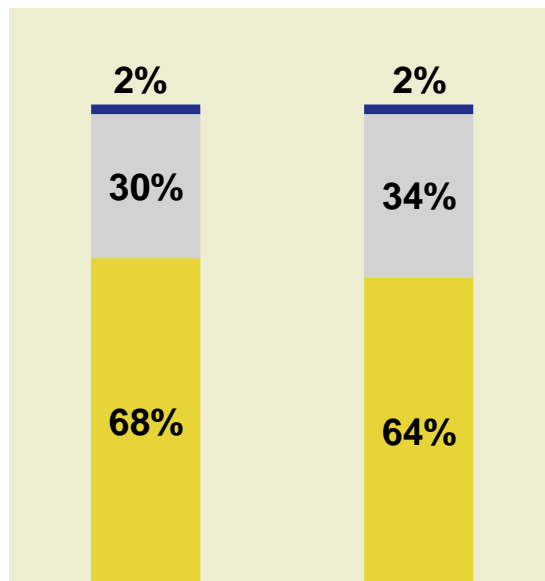
Q1FY17

Q1FY18



IT

## OVERSEAS



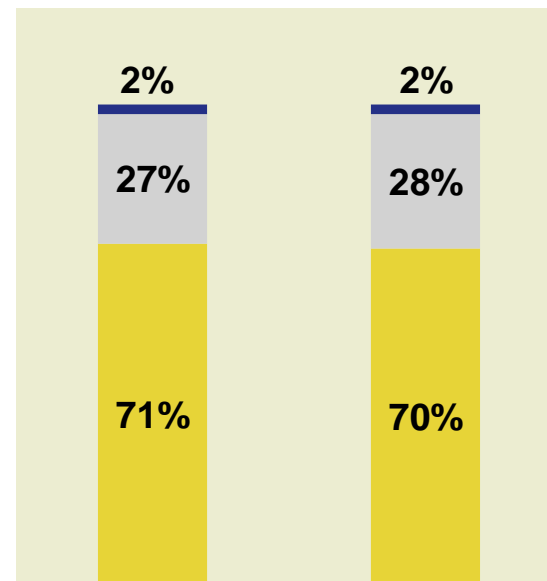
Q1FY17

Q1FY18



Mobility

## CONSOLIDATED



Q1FY17

Q1FY18

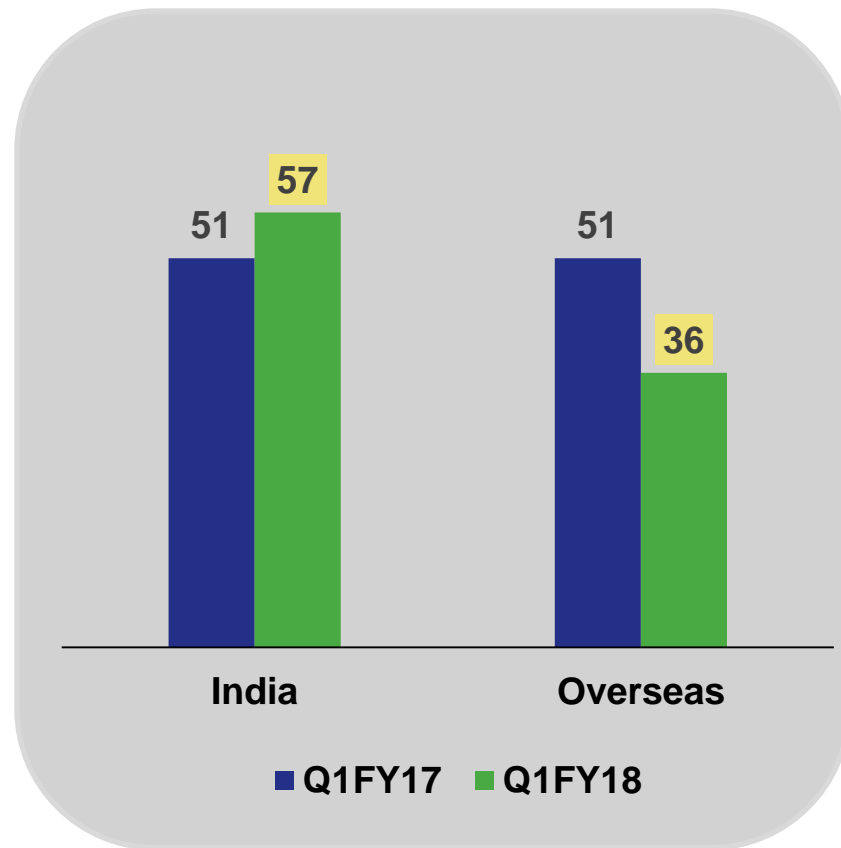
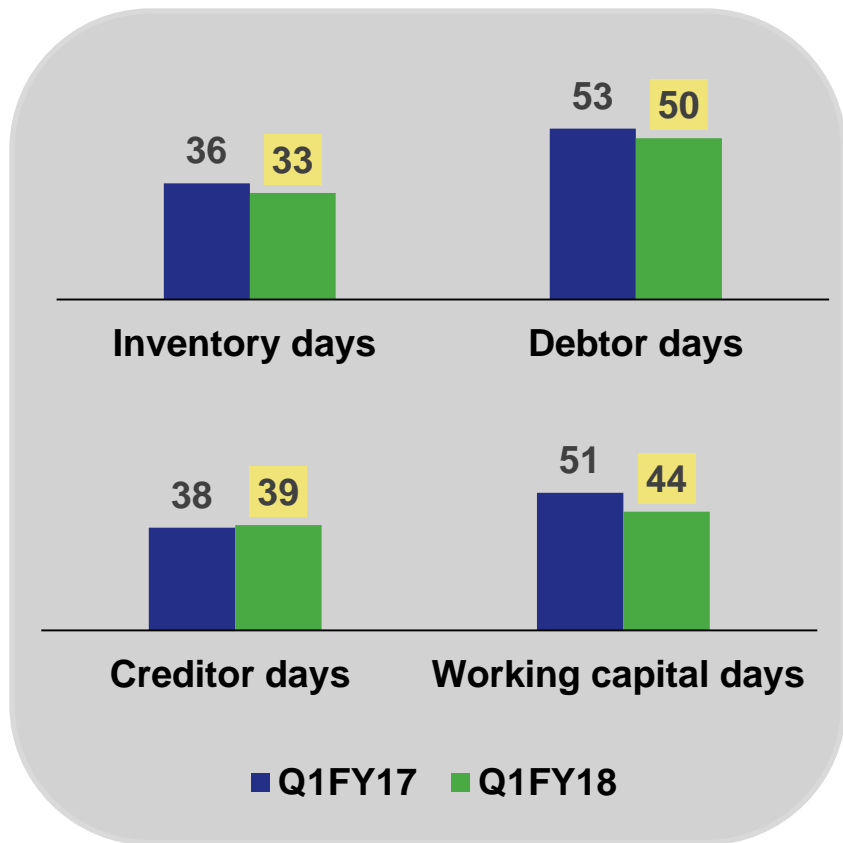


Services

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

# Q1FY18 – Working Capital Days

## CONSOLIDATED



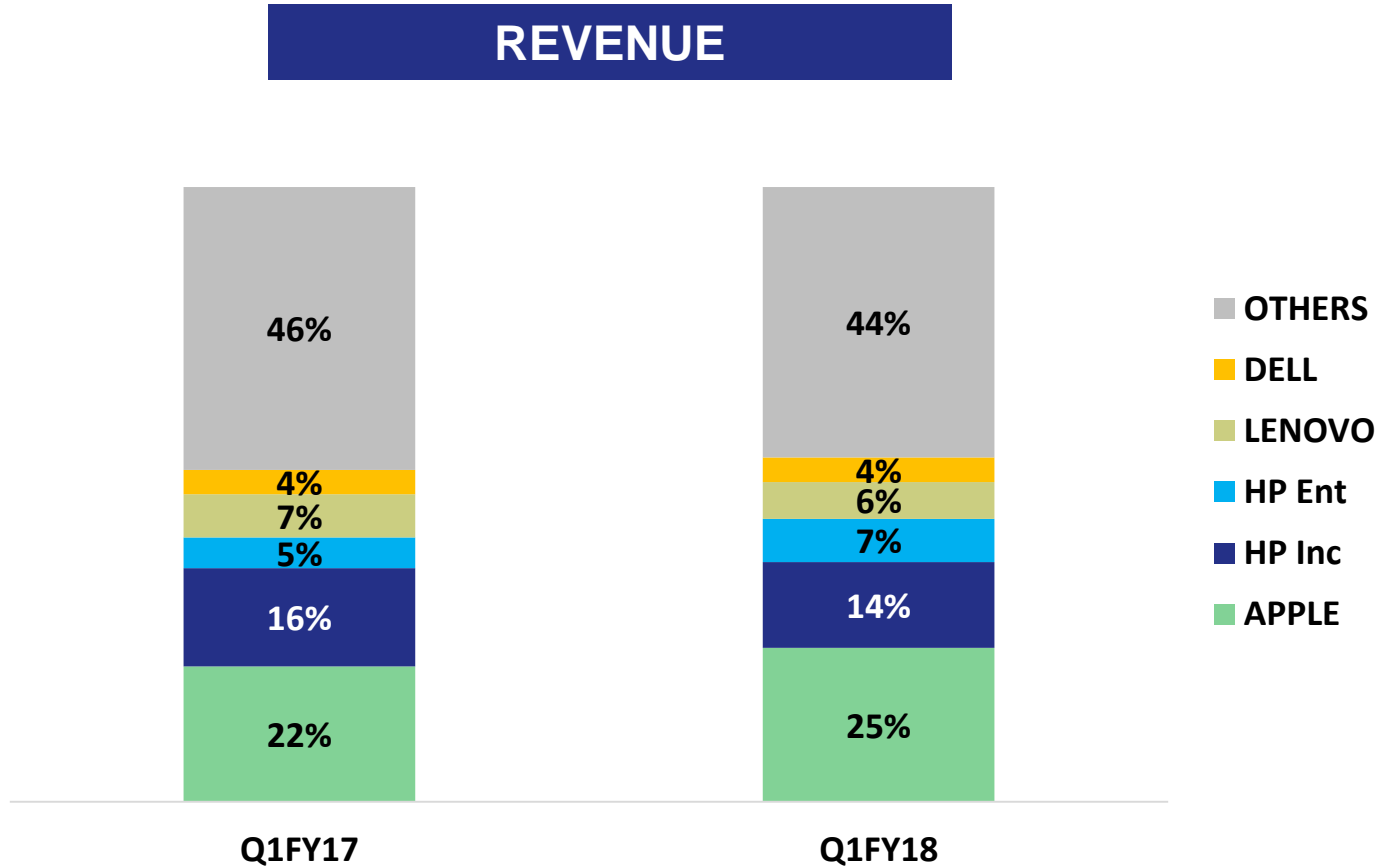


# Free Cash Flow Statement

₹ in million

Particulars	Q1FY18	Q1FY17
<b>Profit Before Taxation</b>	<b>1,285</b>	<b>1,320</b>
Non-cash items	246	263
Change in Working Capital	(1,591)	1,478
Direct Tax Paid	(186)	(442)
Outflow of Finance Cost	342	326
<b>Net Cash Flow from Operations</b>	<b>96</b>	<b>2,945</b>
Capex	(105)	(75)
Dividend	(31)	0
Outflow of Finance Cost	(342)	(325)
<b>Free Cashflow</b>	<b>(382)</b>	<b>(2,545)</b>

# Q1FY18 – Top 5 Vendors Consolidated

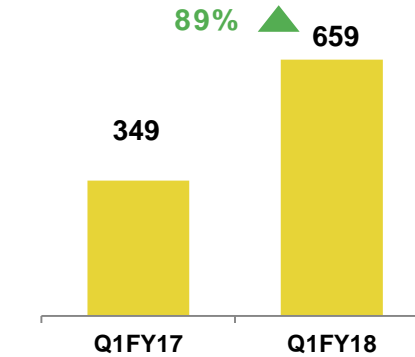


# Q1FY18 Performance – ProConnect

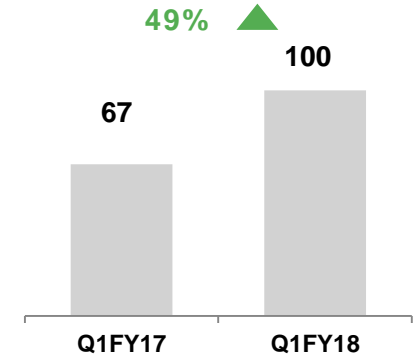
- Revenue growth over Q1FY18 is 89%
- EBITDA growth over Q1FY18 is 49%

₹ in million

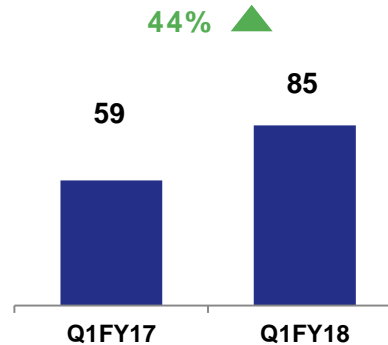
## REVENUE



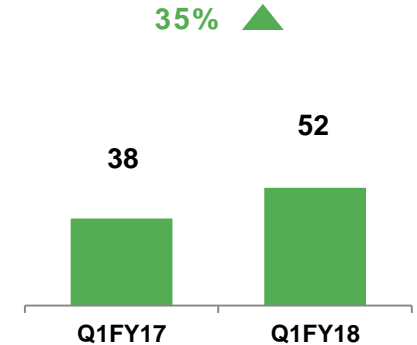
## EBITDA



## PBT

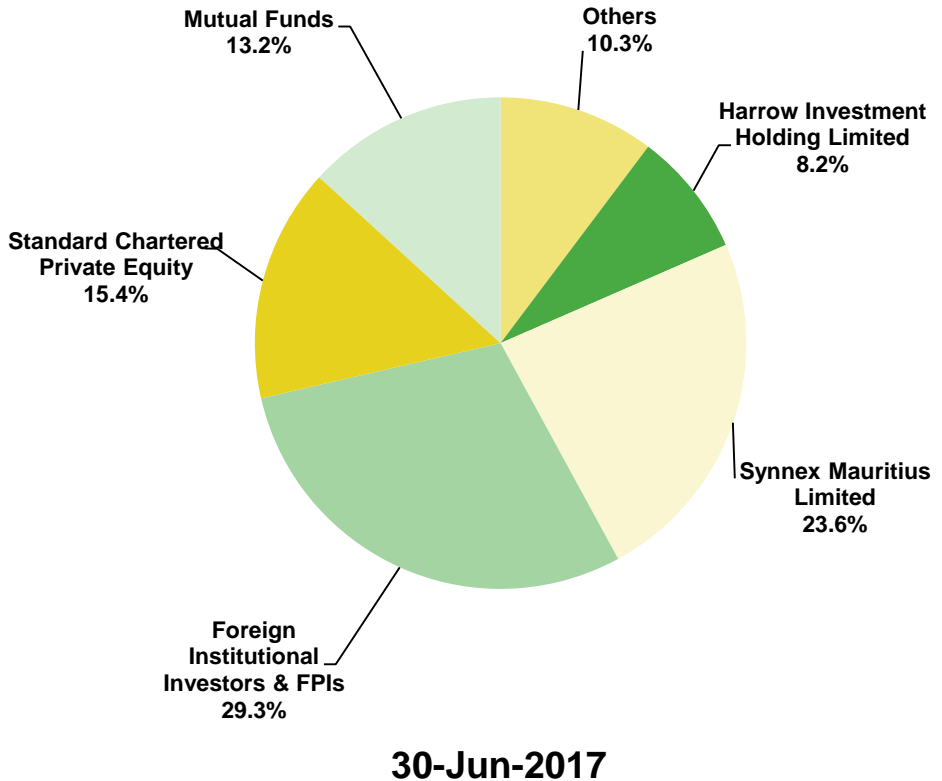
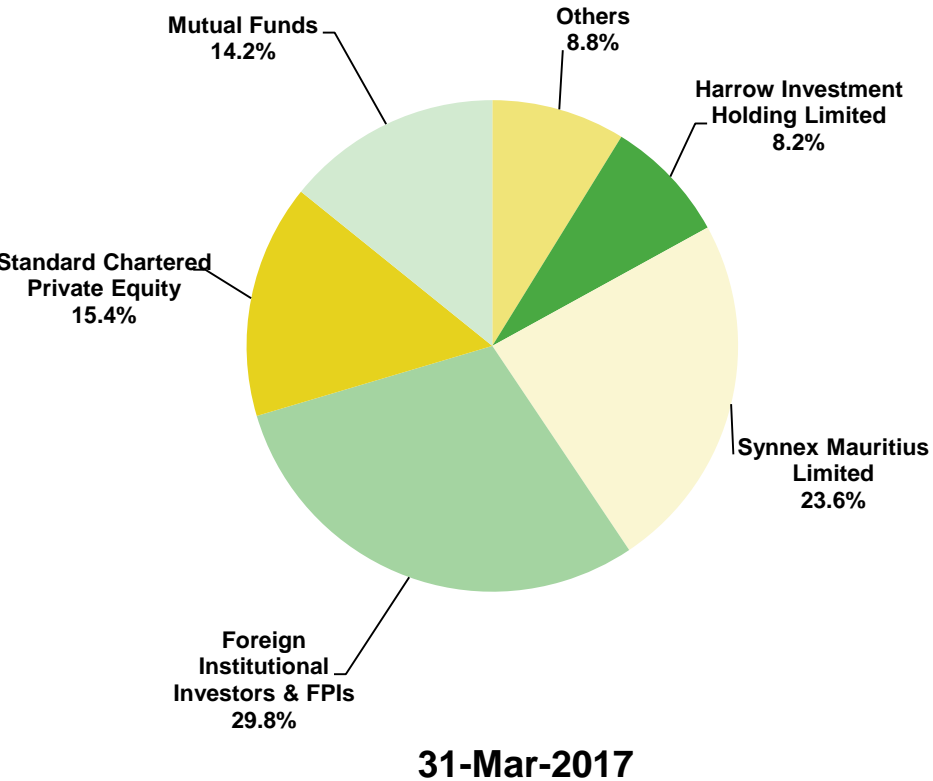


## PAT



All above figures include Mission Critical Services & RCS

# Shareholding Pattern



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

# REDINGTON

## Investor Contacts

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Compliance Officer

Redington (India) Limited

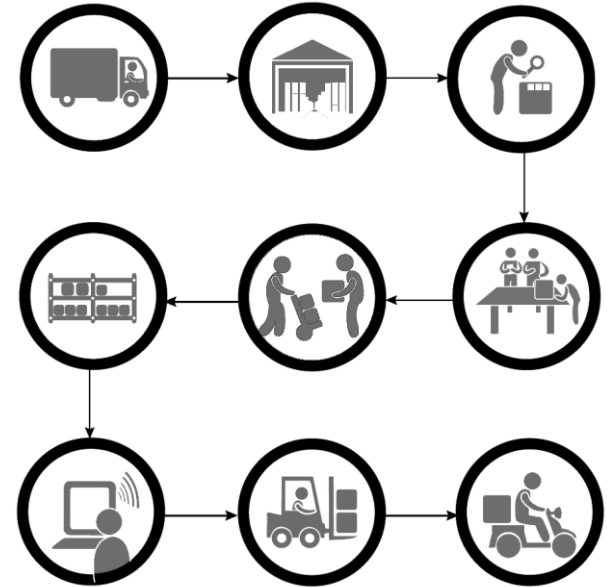
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Guindy, Chennai 600 032

<https://www.redingtonindia.com>

## Corporate Presentation

<https://redingtonindia.com/images/RedingtoncorporatepresentationJun2017.pdf>



## Connecting The Dots

*Transformation from 'Product' to 'Utility of Product'*