



REDINGTON (INDIA) LIMITED

Q2FY17 Earnings Presentation

October 2016



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.

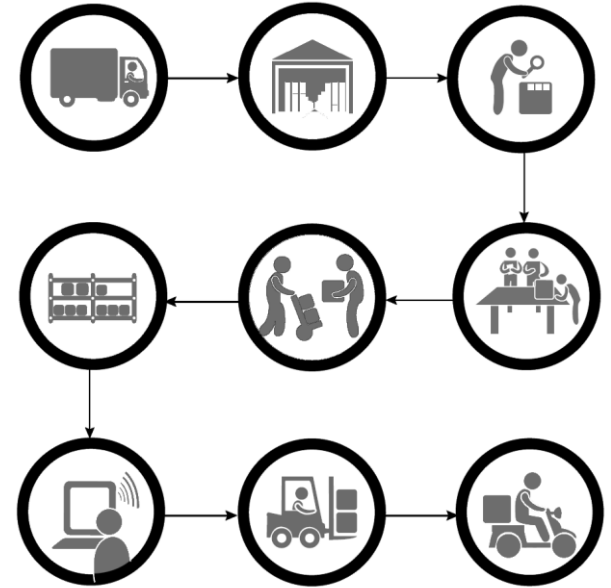
While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

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

Q2FY17 Highlights



Connecting The Dots

Transformation from 'Product' to 'Utility of Product'

Q2FY17 Business Highlights

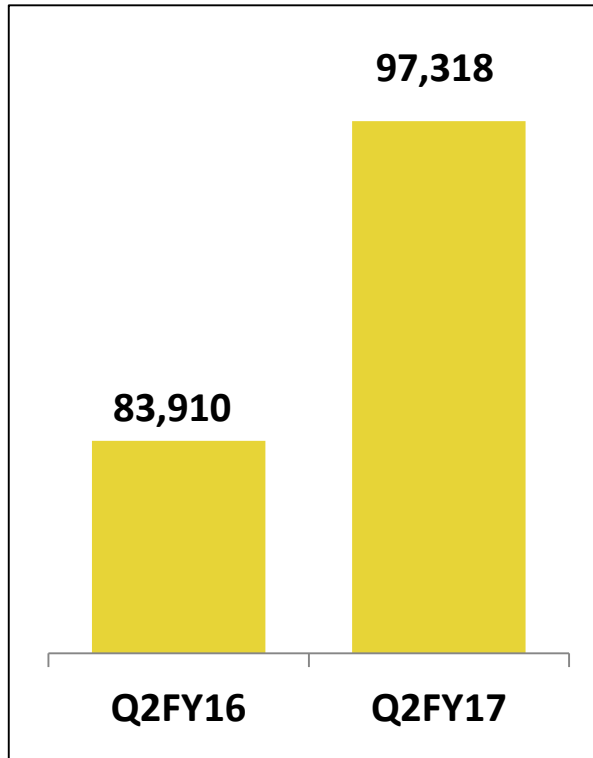
- Strong Sales performance in both India and Overseas
- Significant reduction in Working Capital in Q2 as compared to Q2FY16
- Generated positive free cash flow in consecutive quarters

Q2FY17- Consolidated Financials

₹ in million

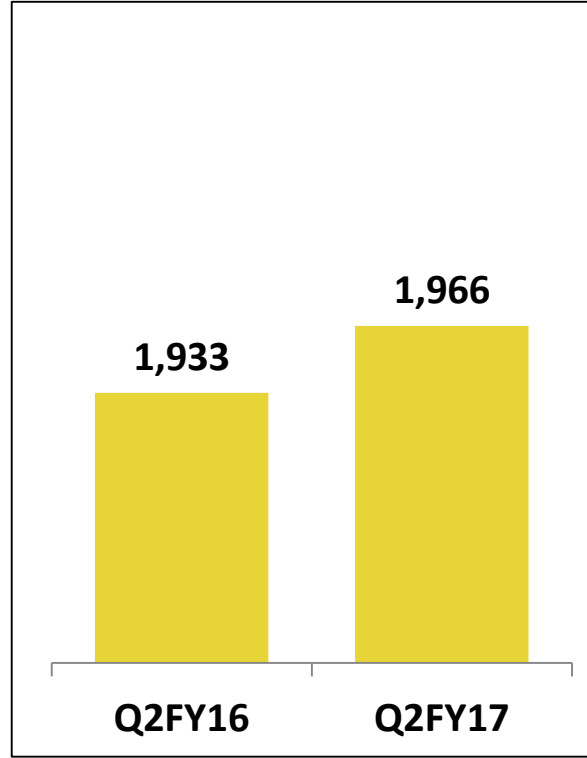
REVENUE

16% ▲



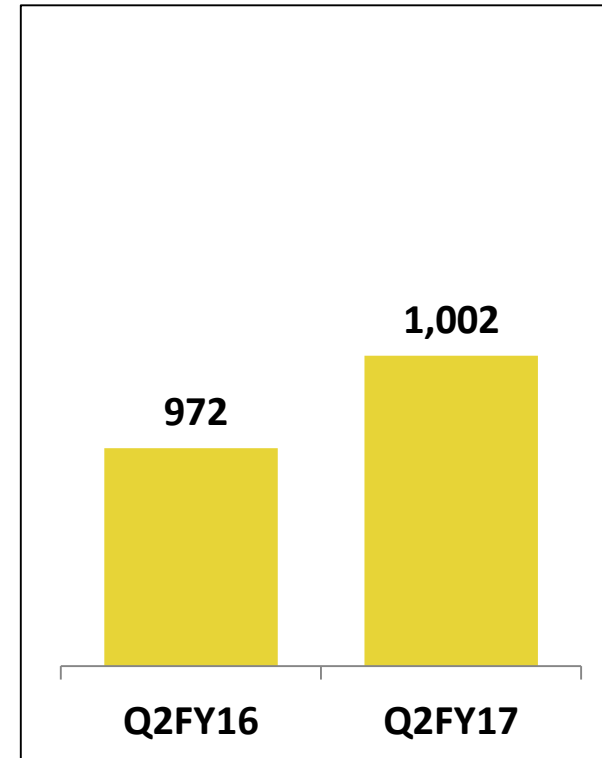
EBIDTA

2% ▲



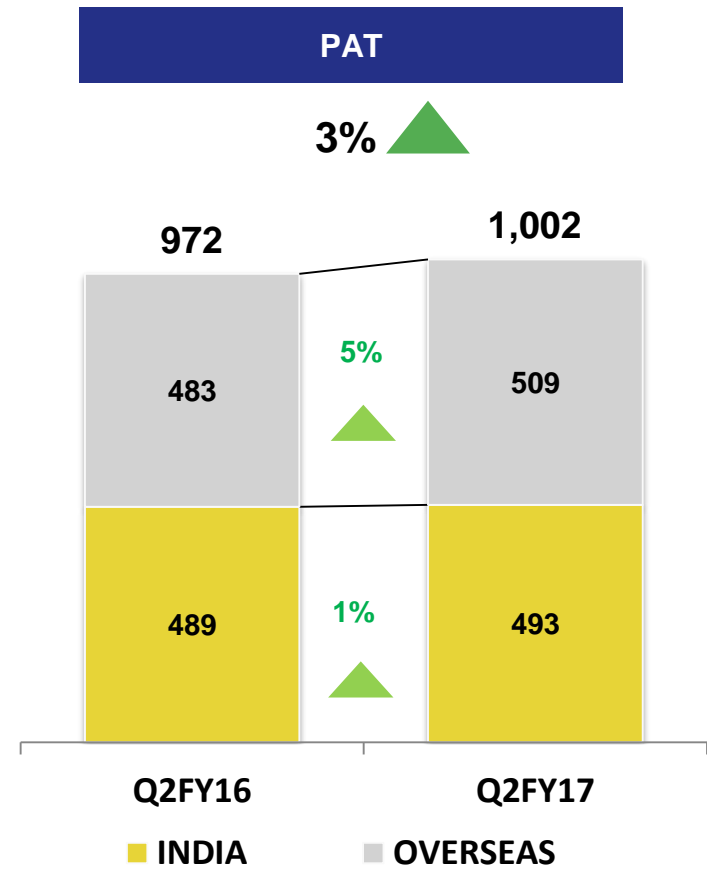
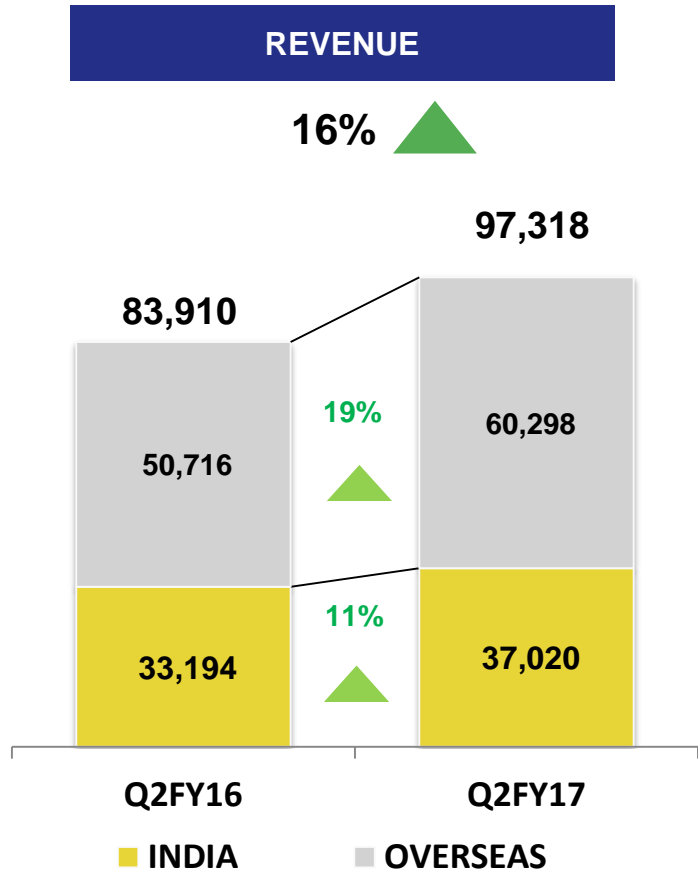
PAT

3% ▲

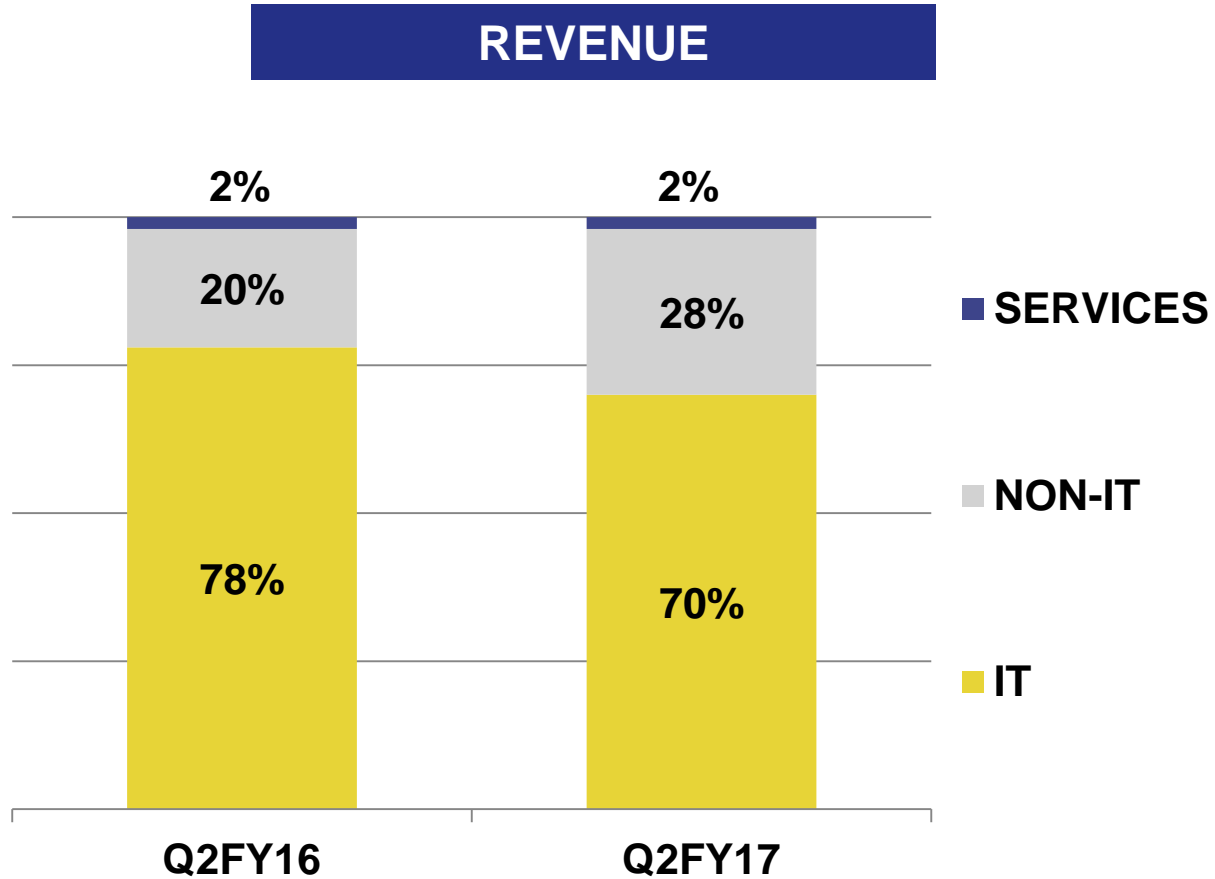


Q2FY17 Performance by Market

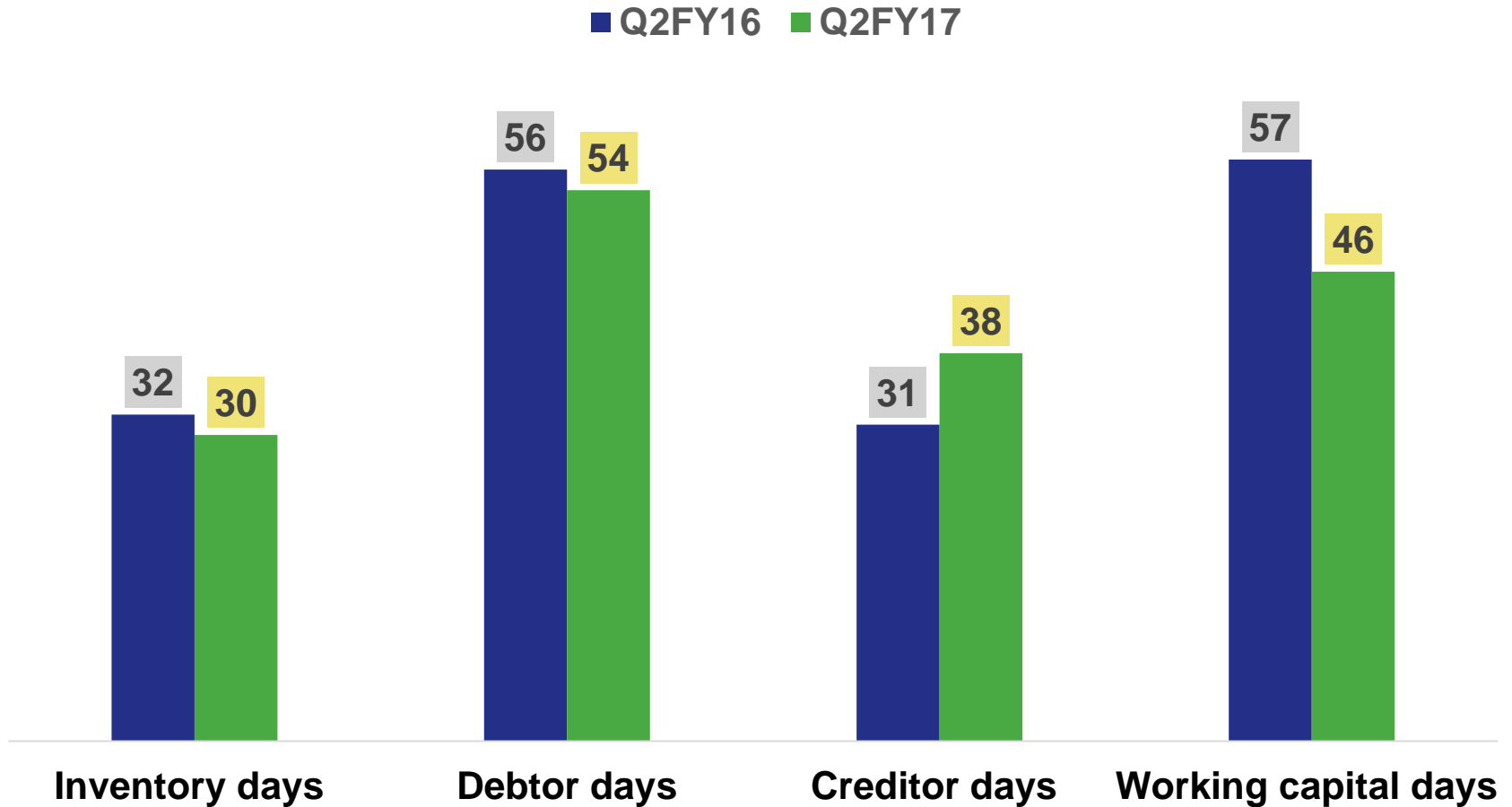
₹ in million



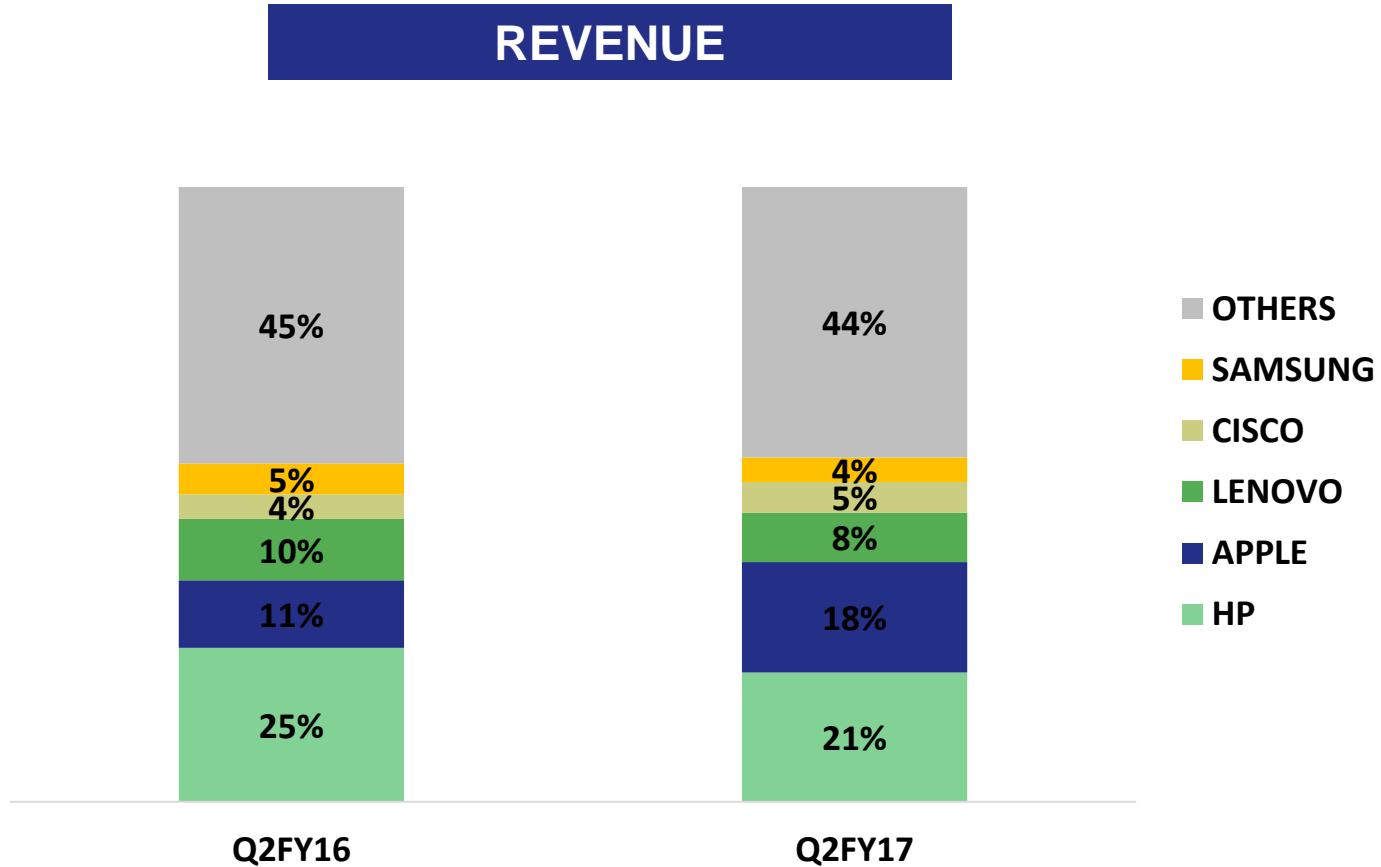
Q2FY17 Performance by Vertical



Q2FY17 – Working Capital Days



Q2FY17 – Top 5 Vendors Consolidated

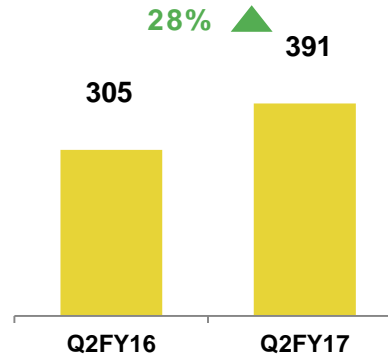


Q2FY17 Performance – ProConnect

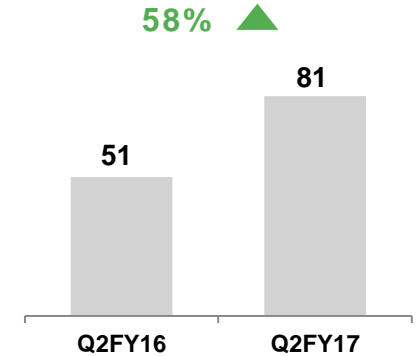
- Revenue growth over Q2FY16 is 28%
- PBT growth over Q2FY16 is 45%

₹ in million

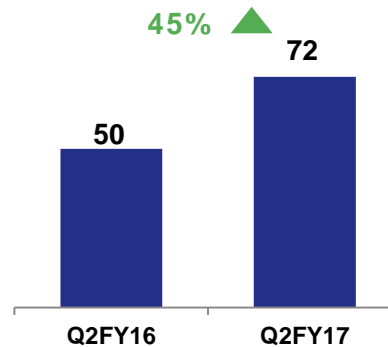
REVENUE



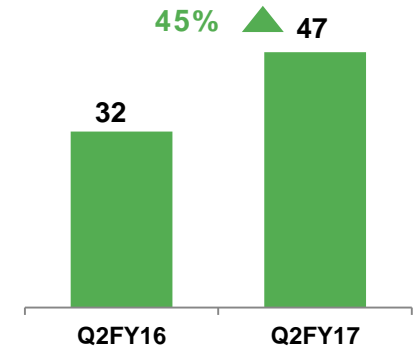
EBIDTA



PBT



PAT



Above figures include Mission Critical Services



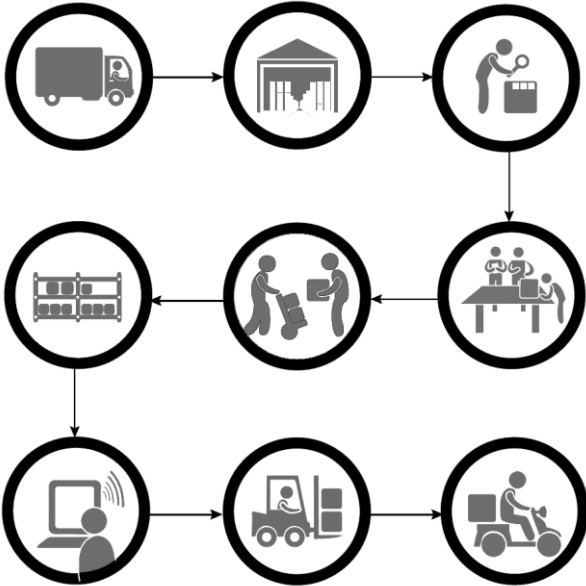
Free Cash Flow Statement

₹ in million

Particulars	Q2 FY17	Q2 FY16
Profit Before Taxation	1,362	1,372
Non-cash items	357	358
Change in Working Capital	5,095	(4,018)
Direct Tax Paid	(358)	(394)
Outflow of Finance Cost	420	406
Net Cash Flow from Operations	6,876	(2,275)
Capex	(172)	(121)
Dividend	(997)	(900)
Outflow of Finance Cost	(420)	(406)
Free Cashflow	5,288	(3,702)

REDINGTON

H1FY17 Highlights



Connecting The Dots

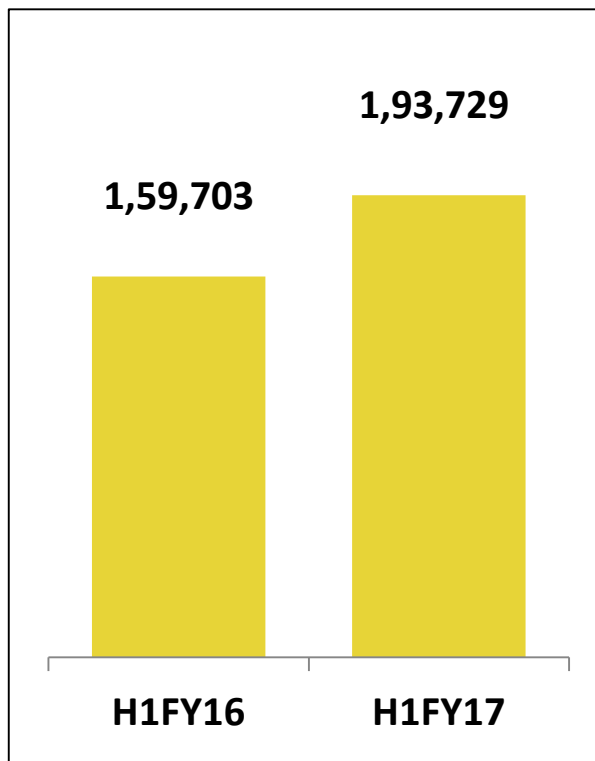
Transformation from 'Product' to 'Utility of Product'

H1FY17- Consolidated Financials

₹ in million

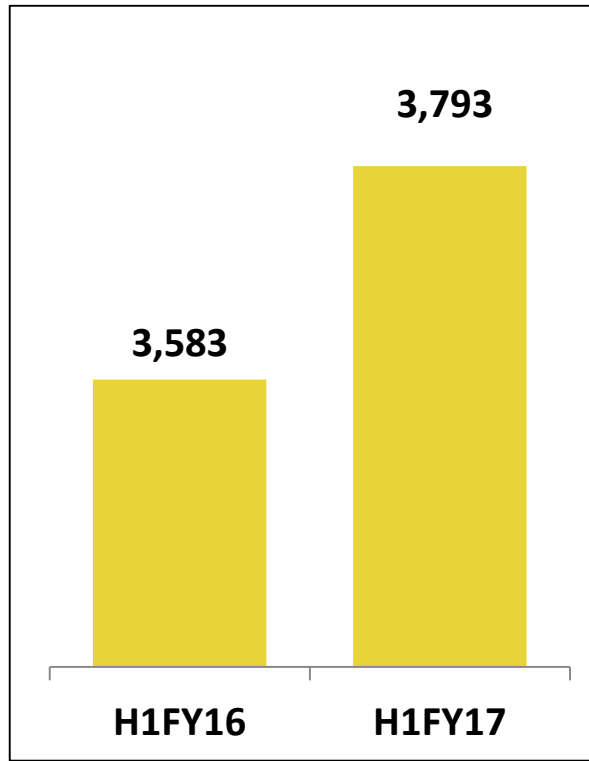
REVENUE

21% ▲



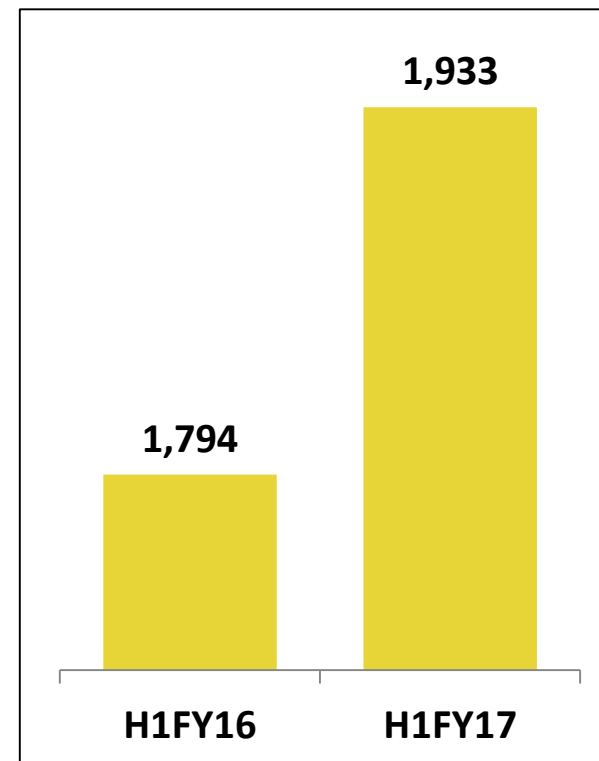
EBIDTA

6% ▲



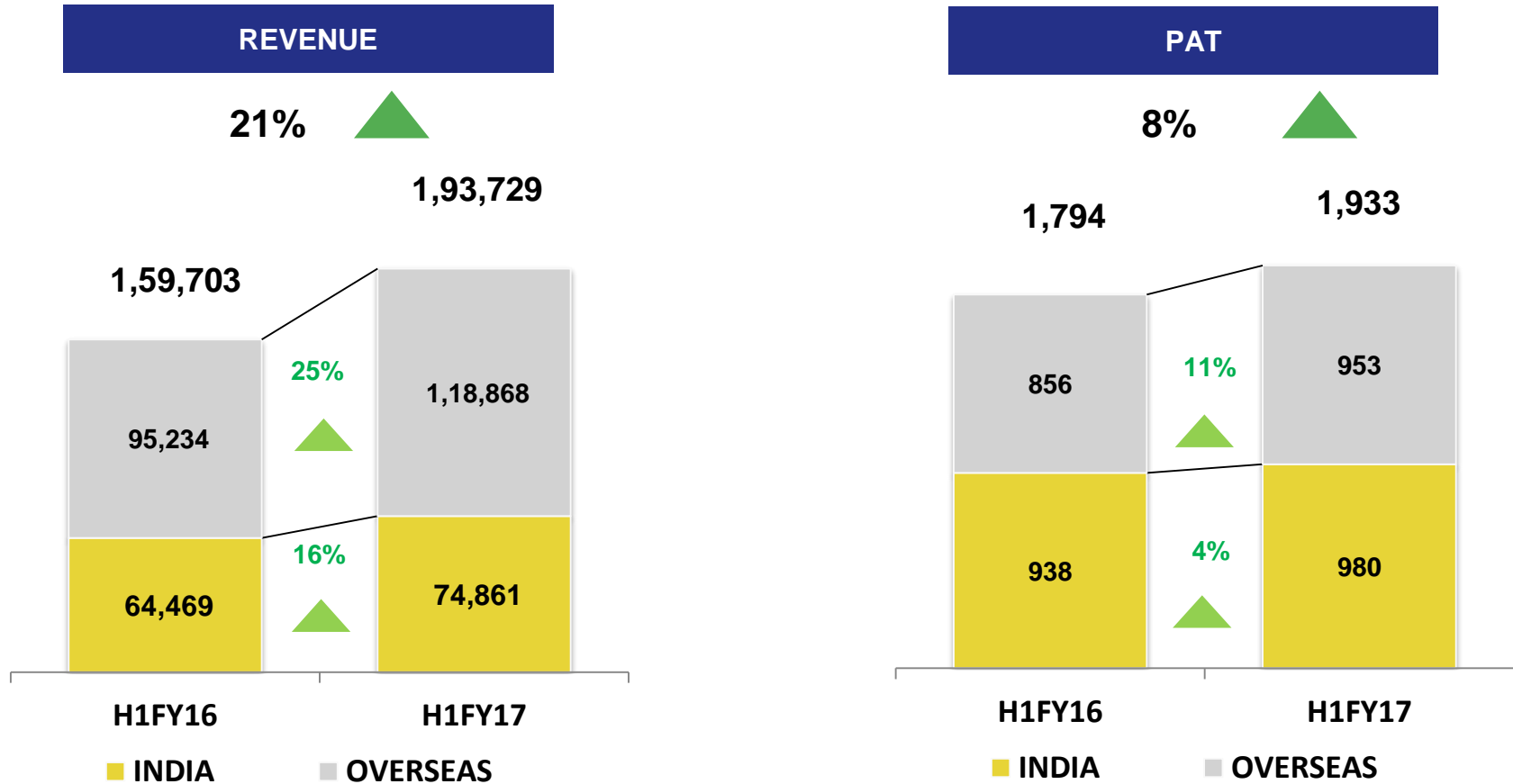
PAT

8% ▲

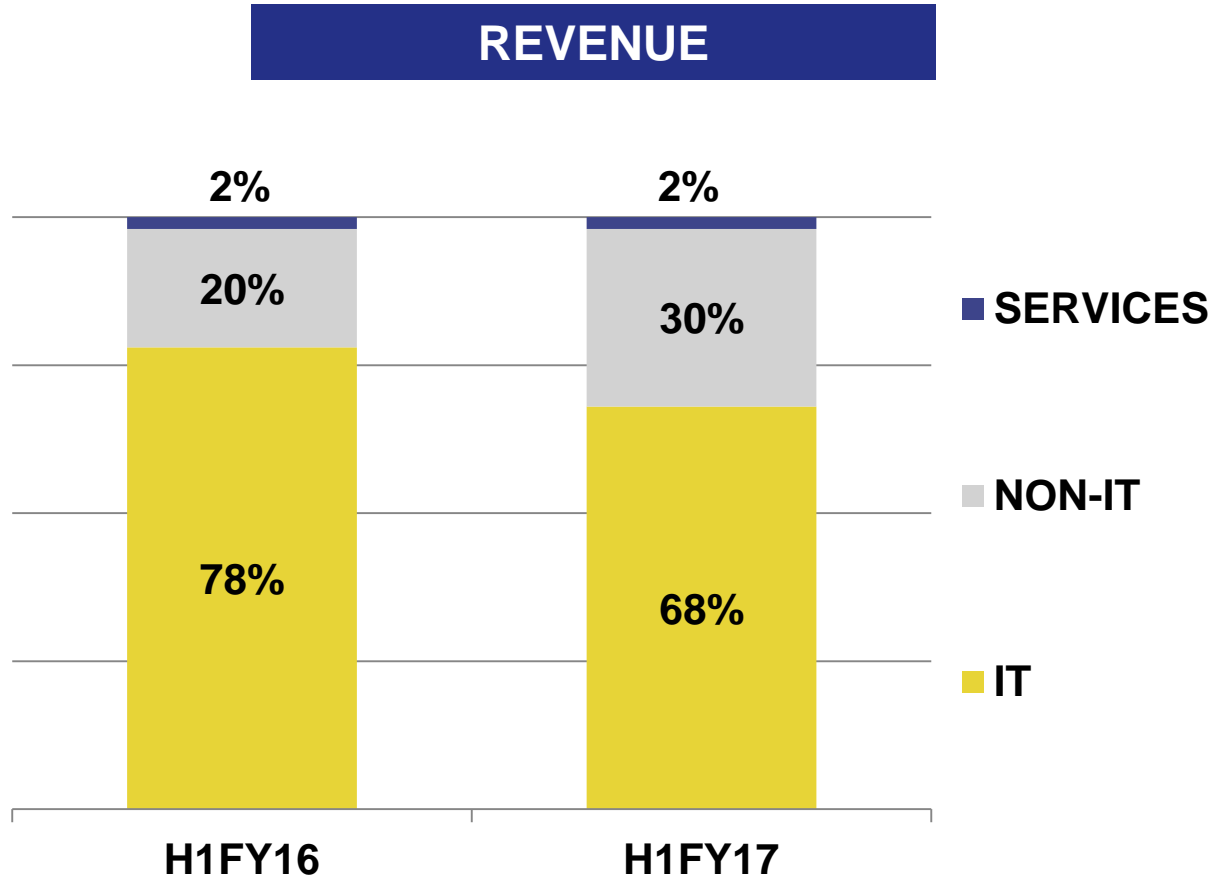


H1FY17 Performance by Market

₹ in million



H1FY17 Performance by Vertical



Consolidated Balance Sheet

₹ in million

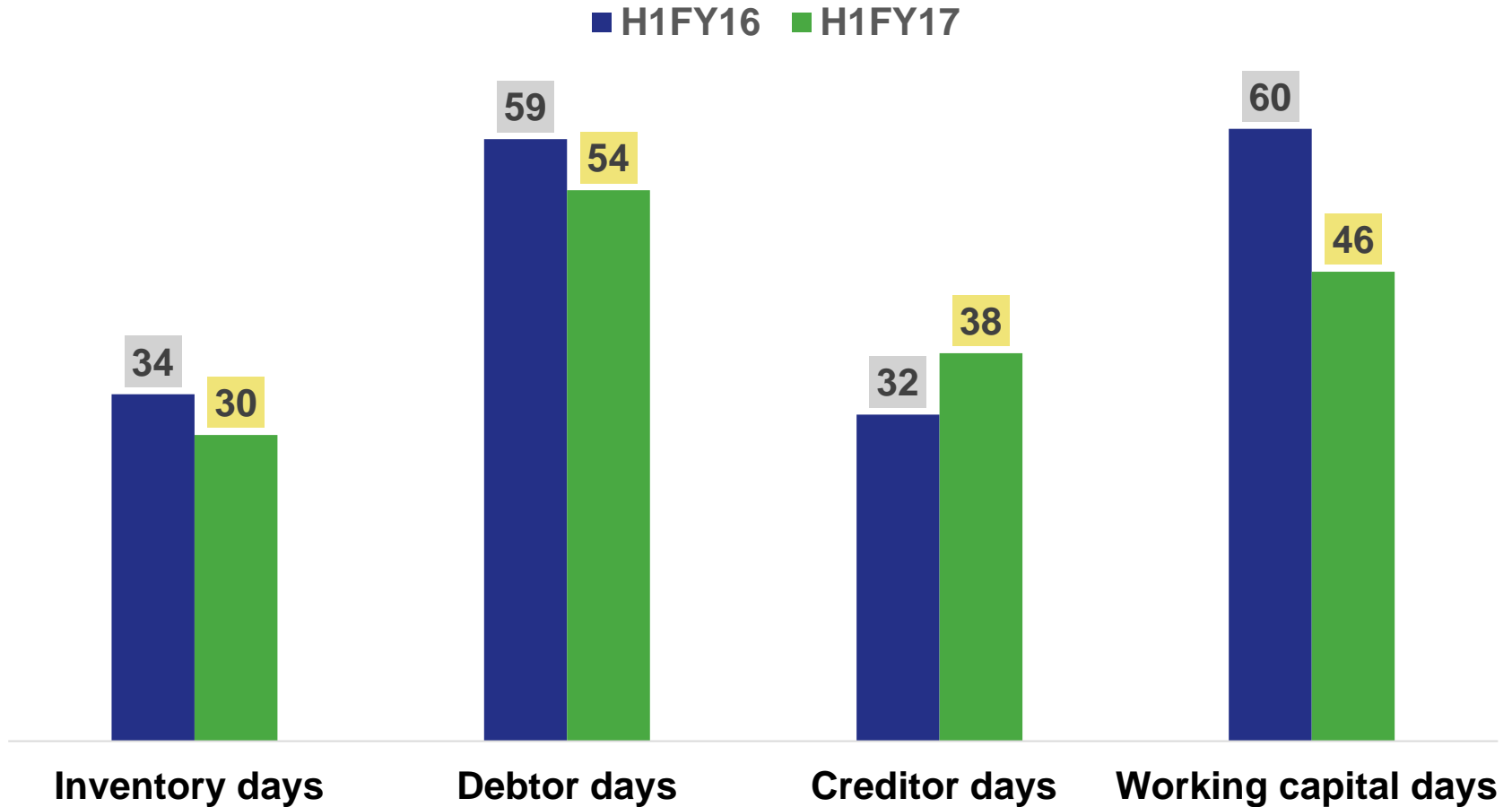
Particulars	30-SEP-16	30-SEP-15
Source:		
Networth	30,388	26,846
Net Debt	13,609	19,758
Minority Interest	3,688	3,346
Total	47,685	49,950
Application:		
Fixed Assets	4,966	4,479
Goodwill	172	148
Net Assets	42,547	45,323
Total	47,685	49,950

Free Cash Flow Statement

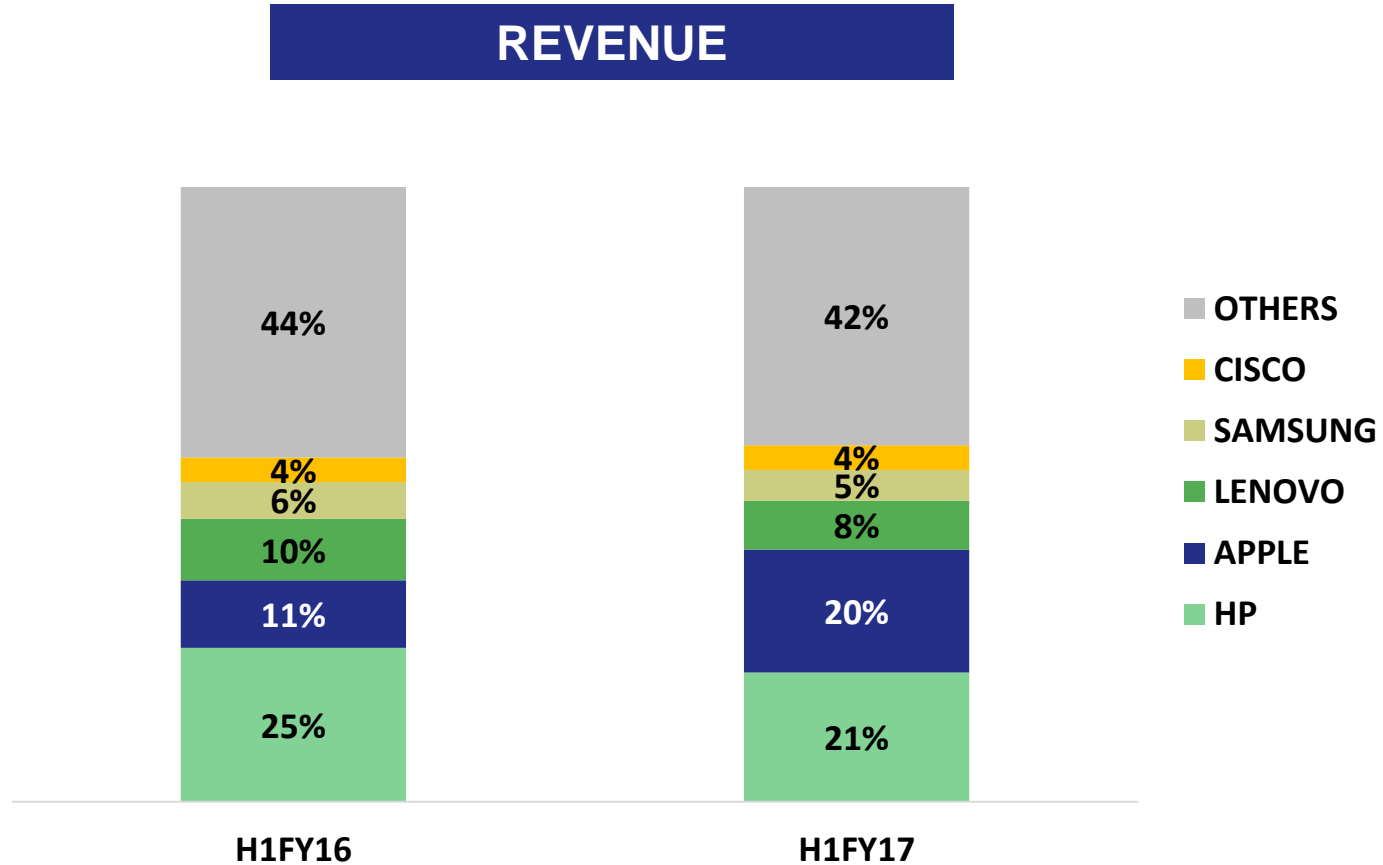
₹ in million

Particulars	H1 FY17	H1 FY16
Profit Before Taxation	2,682	2,511
Non-cash items	582	605
Change in Working Capital	6,194	(7,171)
Direct Tax Paid	(706)	(696)
Outflow of Finance Cost	746	765
Net Cash Flow from Operations	9,498	(3,987)
Capex	(283)	(186)
Dividend	(1,057)	(960)
Outflow of Finance Cost	(746)	(765)
Free Cashflow	7,412	(5,898)

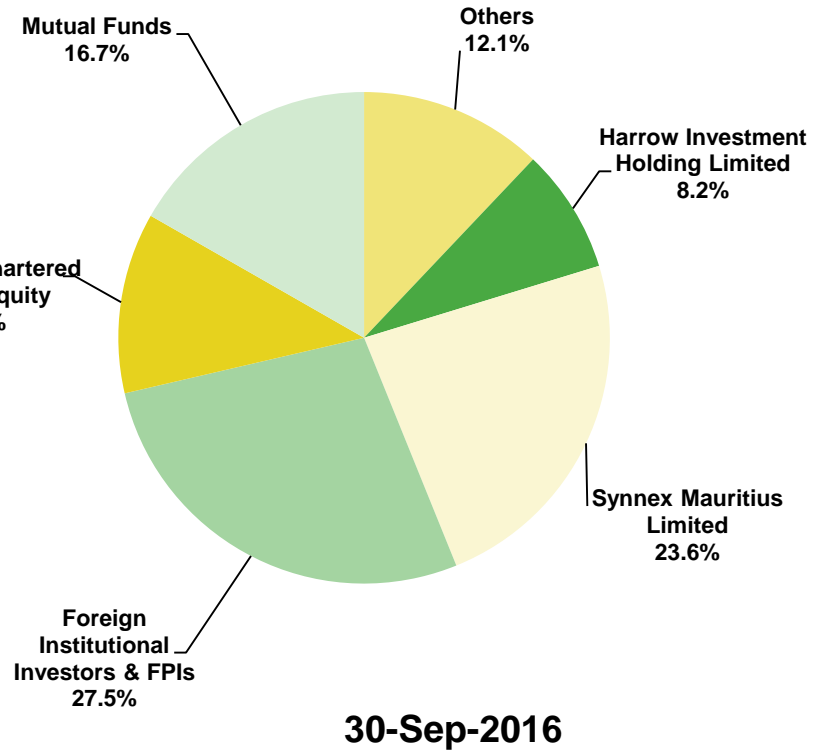
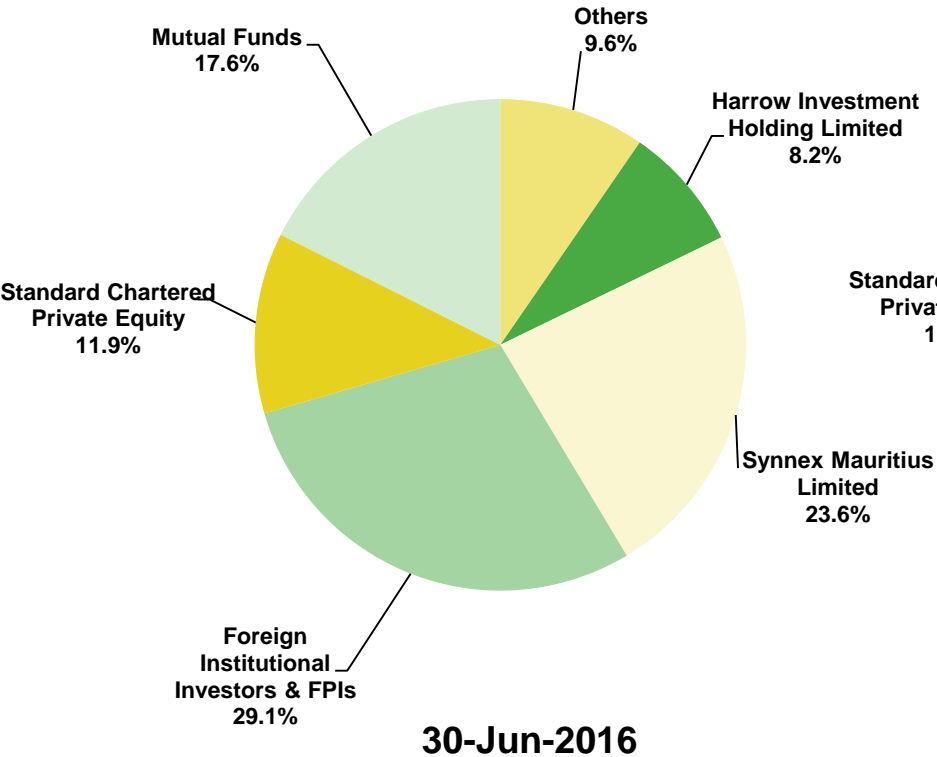
H1FY17 – Working Capital Days



H1FY17 – Top 5 Vendors Consolidated



Shareholding Pattern



REDINGTON

Investor Contacts

M. Muthukumarasamy

Compliance Officer

Redington (India) Limited

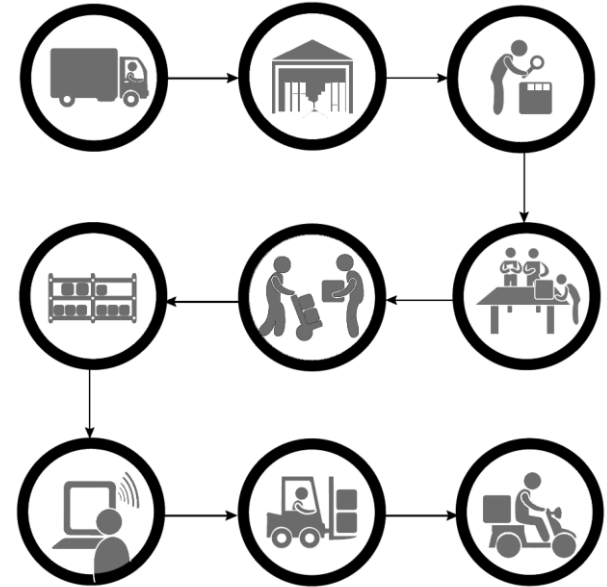
SPL Guindy House, 95 Mount Road,

Guindy, Chennai 600 032

<https://www.redingtonindia.com>

Corporate Presentation

<https://redingtonindia.com/images/RedingtoncorporatepresentationOct2016.pdf>



Connecting The Dots

Transformation from 'Product' to 'Utility of Product'