

Statement of Unaudited Consolidated / Standalone financial results for the quarter / nine months ended December 31, 2013

₹ in Lakhs

Particulars	Consolidated						Standalone								
	Unaudited			Unaudited			Unaudited			Unaudited					
	3 months ended	9 Months ended	Previous Year Ended March 31, 2013 (Audited)	3 Months ended	9 Months ended	Previous Year Ended March 31, 2013 (Audited)	3 Months ended	9 Months ended	Previous Year Ended March 31, 2013 (Audited)	3 Months ended	9 Months ended	Previous Year Ended March 31, 2013 (Audited)			
December 31, 2013	September 30, 2013	December 31, 2012	December 31, 2013	December 31, 2012	December 31, 2013	September 30, 2013	December 31, 2012	December 31, 2013	September 30, 2013	December 31, 2012	December 31, 2013	September 30, 2013	December 31, 2012	December 31, 2013	
<b>1. Income from operations</b>															
(a) Net Sales / Income from Operations	712,684	667,255	612,550	1,981,948	1,735,672	2,416,445	289,960	268,370	809,037	766,475	1,040,949	263,730	288,370	766,475	1,040,949
(b) Other Operating Income	7	12	4	22	16	21	6	3	11	15	18	3	3	15	18
<b>Total Income from operations</b>	<b>712,691</b>	<b>667,267</b>	<b>612,554</b>	<b>1,981,970</b>	<b>1,735,688</b>	<b>2,416,466</b>	<b>289,966</b>	<b>268,373</b>	<b>809,048</b>	<b>766,490</b>	<b>1,040,967</b>	<b>263,733</b>	<b>268,373</b>	<b>766,490</b>	<b>1,040,967</b>
<b>(2) Expenses</b>															
(a) Purchase of stock-in-trade	682,639	604,222	605,881	1,894,831	1,889,203	2,299,122	288,893	264,056	776,865	739,610	977,628	244,259	264,056	739,610	977,628
(b) Changes in inventories of stock-in-trade	(11,203)	24,080	(29,523)	(29,536)	(55,399)	(25,317)	(14,767)	(10,434)	(13,548)	(15,519)	4,513	4,346	(10,434)	(15,519)	4,513
(c) Employee benefits expense	10,652	10,426	8,678	30,556	25,647	34,816	2,503	2,594	7,832	7,797	10,209	2,825	2,594	7,797	10,209
(d) Depreciation and amortisation expense	997	1,004	964	2,831	2,835	3,787	245	242	748	756	1,000	263	242	756	1,000
(e) Other expenses	13,439	12,858	10,873	40,252	30,808	44,124	5,992	4,983	17,497	13,259	18,825	4,983	4,987	17,497	18,825
<b>Total Expenses</b>	<b>696,524</b>	<b>652,590</b>	<b>596,873</b>	<b>1,938,934</b>	<b>1,893,994</b>	<b>2,356,532</b>	<b>282,866</b>	<b>261,455</b>	<b>789,394</b>	<b>745,903</b>	<b>1,012,175</b>	<b>256,676</b>	<b>261,455</b>	<b>745,903</b>	<b>1,012,175</b>
<b>3. Profit from Operations before other Income and finance costs (1-2)</b>	<b>16,167</b>	<b>14,677</b>	<b>15,681</b>	<b>43,036</b>	<b>42,594</b>	<b>59,934</b>	<b>7,100</b>	<b>6,918</b>	<b>19,554</b>	<b>20,587</b>	<b>28,792</b>	<b>7,057</b>	<b>6,918</b>	<b>20,587</b>	<b>28,792</b>
<b>(4) Other Income</b>															
(a) Dividend from Subsidiaries	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(b) Others	1,643	1,361	874	4,146	2,500	4,572	635	743	2,089	1,486	2,137	579	743	1,486	2,137
<b>(5) Profit before Finance costs (3+4)</b>	<b>17,810</b>	<b>16,038</b>	<b>16,555</b>	<b>47,182</b>	<b>45,094</b>	<b>64,506</b>	<b>7,735</b>	<b>7,661</b>	<b>23,229</b>	<b>23,229</b>	<b>33,280</b>	<b>7,986</b>	<b>7,661</b>	<b>23,229</b>	<b>33,280</b>
(6) Finance costs	4,830	4,862	4,663	13,970	13,466	18,265	2,011	2,179	5,995	6,299	8,386	2,041	2,179	6,299	8,386
<b>(7) Profit after Finance costs and before Tax (5-6)</b>	<b>12,980</b>	<b>11,176</b>	<b>11,892</b>	<b>33,212</b>	<b>31,628</b>	<b>46,241</b>	<b>5,724</b>	<b>5,482</b>	<b>17,234</b>	<b>16,930</b>	<b>24,894</b>	<b>5,945</b>	<b>5,482</b>	<b>16,930</b>	<b>24,894</b>
(8) Tax Expense	3,265	3,203	2,826	9,169	8,027	11,507	1,821	1,806	5,178	5,409	7,757	1,821	1,806	5,409	7,757
<b>(9) Profit after Tax (7-8)</b>	<b>9,715</b>	<b>7,973</b>	<b>9,066</b>	<b>24,043</b>	<b>23,601</b>	<b>34,734</b>	<b>3,903</b>	<b>3,676</b>	<b>12,056</b>	<b>11,521</b>	<b>17,137</b>	<b>4,021</b>	<b>3,676</b>	<b>11,521</b>	<b>17,137</b>
(10) Share of loss of Associate	(1,048)	(366)	(875)	(1,584)	(1,770)	(2,420)	-	-	-	-	-	-	-	-	-
<b>(12) Net Profit after taxes, minority interest and share of loss of associate (9+10+11)</b>	<b>8,667</b>	<b>7,607</b>	<b>8,191</b>	<b>22,359</b>	<b>21,828</b>	<b>32,311</b>	<b>3,903</b>	<b>3,676</b>	<b>12,056</b>	<b>11,521</b>	<b>17,137</b>	<b>4,021</b>	<b>3,676</b>	<b>11,521</b>	<b>17,137</b>
(13) Paid-up equity share capital (Face Value - ₹ 2/- per share)	7,988	7,966	7,981	7,988	7,981	7,983	7,988	7,981	7,988	7,981	7,983	7,986	7,981	7,981	7,983
(14) Reserve excluding Revaluation Reserves (NIL) as per balance sheet of previous accounting year	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>(15) Earnings per share (Face Value - Rs. 2/- per share) (not annualized)</b>															
(a) Basic	2.17	1.91	2.05	5.60	5.47	8.10	0.98	0.92	3.02	3.19	4.29	1.01	0.92	3.19	4.29
(b) Diluted	2.17	1.90	2.05	5.60	5.46	8.08	0.98	0.92	3.02	3.19	4.29	1.01	0.92	3.19	4.29

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Part II  
Select information for the quarter / nine months ended December 31, 2013

Particulars	3 months ended			9 Months ended			Previous Year ended March 31, 2013
	December 31, 2013	September 30, 2013	December 31, 2012	December 31, 2013	December 31, 2012	December 31, 2012	
<b>A Particulars of Shareholding</b>							
(1) Public Shareholding							
- Number of shares	31,53,62,768	31,52,50,268	31,50,46,518	31,53,62,768	31,50,46,518	31,51,25,268	79
- Percentage of shareholding	79	79	79	79	79	79	
(2) Promoters and Promoter Group Shareholding							
a) Pledged / Encumbered	NIL	NIL	NIL	NIL	NIL	NIL	
b) Non Encumbered	8,40,27,302	8,40,27,302	8,40,27,302	8,40,27,302	8,40,27,302	8,40,27,302	100
- Number of shares	100	100	100	100	100	100	
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	21	21	21	21	21	21	
- Percentage of shares (as a % of the total share capital of the company)							

Particulars	3 months ended December 31, 2013		
	December 31, 2013	September 30, 2013	December 31, 2012
<b>B INVESTOR COMPLAINTS</b>			
Pending at the beginning of the Quarter	NIL	NIL	NIL
Received during the Quarter	1	1	1
Disposed of during the Quarter	1	1	1
Remaining unresolved at the end of the Quarter	NIL	NIL	NIL

Segment wise Revenue, Results and Capital Employed for the quarter/ nine months ended December 31, 2013

Particulars	3 months ended						Audited
	Unaudited			9 Months ended			
	December 31, 2013	September 30, 2013	December 31, 2012	December 31, 2013	December 31, 2012	December 31, 2012	
Segment Revenue (net sales / income)							
India	3,06,034	2,79,413	2,81,522	8,58,305	7,99,506	10,93,969	
Overseas	4,07,640	3,89,807	3,31,528	11,30,708	9,42,117	13,29,273	
Total	7,13,674	6,69,220	6,13,050	19,89,013	17,41,623	24,23,242	
Less: Inter Segment Revenue	863	1,953	486	7,043	5,935	6,776	
Net sales / Income from operations	7,12,811	6,67,267	6,12,564	19,81,970	17,35,688	24,16,466	
Segment Results (Profit before tax and interest)							
India	9,663	9,262	9,431	26,700	26,957	37,346	
Overseas	8,147	6,776	7,124	20,482	18,137	27,160	
Total	17,810	16,038	16,555	47,182	45,094	64,506	
Less: Interest	4,630	4,862	4,663	13,970	13,466	18,265	
Total Profit before tax	12,980	11,176	11,892	33,212	31,628	46,241	
	As at		As at				
Capital Employed (Segment Assets minus Segment Liabilities)							
India	82,552	87,611	81,973	82,552	81,973	79,758	
Overseas	1,23,406	1,13,434	88,677	1,23,406	88,677	92,517	
Total	2,05,958	2,01,045	1,70,650	2,05,958	1,70,650	1,72,275	

(for Redington (India) Limited

Place: Chennai  
Date: February 5, 2014

R. Srinivasan  
R. Srinivasan  
Managing Director



## Notes

1. The above financial results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on February 5, 2014.
2. Redington (India) Limited ("the Company") and its forty-nine subsidiaries as at December 31, 2013 (including 44 overseas subsidiaries and step-down subsidiaries) operate in India, Middle East, Turkey, Africa and other South Asian countries. The Company and its subsidiaries operate mainly in Information Technology distribution business besides supply chain solutions, after sales service of Information technology and other products and financial services.
3. Subsequent to the reporting date, the Company has further invested ₹ 200 lakhs in its wholly-owned subsidiary Ensure Support Services (India) Limited.
4. Out of 2,335,973 options granted by the Company under ESOP scheme, as of December 31, 2013, 556,915 options lapsed, of which 485,355 options were reissued. Of these 252,145 options were outstanding and are to be exercised as on December 31, 2013.  
  
During the quarter, 112,500 equity shares of ₹ 2/- each, at a premium of ₹ 24/- per share were allotted under the ESOP scheme. Consequently the share capital has increased by ₹ 2.25 lakhs.  
  
Subsequent to the quarter, 44,250 equity shares of ₹ 2/- each, at a premium of ₹ 24/- per share were allotted under the ESOP scheme.
5. Pursuant to the approval of the shareholders through Postal Ballot, the Company divested in January 2014 86% of its equity interest in its subsidiary Easyaccess Financial Services Limited to the Promoter Company M/s.Harrow Investment Holding Limited and the Profit arising therefrom will be accounted in the last quarter of the financial year.
6. Tax expense comprises of income tax and deferred tax.
7. The Income Tax Assessment for the Accounting Year ended on March 31, 2009 has been completed in January 2014 resulting in a tax demand of ₹.129 Crores (besides interest of ₹.78 Crores) mainly on account of tax on Capital Gain arising from Transfer of Company's investment in an overseas subsidiary to another overseas step-down subsidiary in November 2008, overruling the Company's contention that the transaction is not subject to tax under Chapter IV-E of the Income Tax Act. Based on eminent tax counsel's opinion the management is hopeful of successfully contesting the demand in appeal; accordingly no provision is presently considered necessary.
8. The figures of the previous periods have been regrouped wherever necessary to conform to classification of the current quarter.
9. A Limited Review of the above financial results of the Company, one of its Indian subsidiary and the consolidated financial results of the Company has been carried out by the statutory auditors. The auditors have drawn attention to note 7 above in their review report. A similar review of the financial results of overseas subsidiaries and other Indian subsidiaries and an associate has been conducted by their respective statutory auditors.
10. The Standalone financial results of the Company for the quarter / nine months ended December 31, 2013 have been filed with the National Stock Exchange of India Limited (NSE) and BSE Limited (BSE) and are available in Company's website [www.redingtonindia.com](http://www.redingtonindia.com).

for Redington (India) Limited



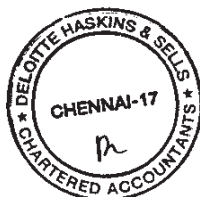
R.Srinivasan  
Managing Director

Place: Chennai  
Date: February 5, 2014

## INDEPENDENT AUDITORS' REVIEW REPORT TO THE BOARD OF DIRECTORS OF REDINGTON (INDIA) LIMITED

1. We have reviewed the accompanying Statement of Unaudited Standalone Financial Results of **REDINGTON (INDIA) LIMITED** ("the Company") and Unaudited Consolidated Financial Results of the Company and its subsidiaries (the Company and its subsidiaries constitute "the Group") and its share of the loss of its associate for the Quarter / Nine months ended December 31, 2013 ("the Statement"), being submitted by the Company pursuant to Clause 41 of the Listing Agreements with the Stock Exchanges, except for the disclosures in Part II - Select Information referred to in paragraph 7 below. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
3. The Statement, to the extent it relates to the Unaudited Consolidated Financial Results, includes the results of forty nine Direct and step-down subsidiaries and of an associate of the Company as detailed in the Annexure to this Independent Auditors' Review Report.
4. We did not review the interim financial results of forty eight Direct and step-down subsidiaries included in the unaudited consolidated financial results, whose interim financial results reflect total revenues of Rs. 4,23,334 lakhs and Rs. 11,73,919 lakhs for the Quarter and Nine months ended December 31, 2013, respectively, and total profit after tax of Rs.5,071 lakhs and Rs.12,030 lakhs for the Quarter and Nine months ended December 31, 2013, respectively, as considered in the unaudited consolidated financial results. The unaudited consolidated financial results also include the Group's share of loss after tax of Rs. Nil and Rs. Nil for the Quarter and Nine months ended December 31, 2013, respectively, in respect of an Associate, whose interim financial results have not been reviewed by us.

These interim financial results have been reviewed by other auditors whose reports have been furnished to us by the Management and our report on the Statement, in so far as it relates to the amounts and disclosures included in respect of these forty eight Direct and step-down subsidiaries and the associate, is based solely on the reports of the other auditors.



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5. Based on our review conducted as stated above and based on the consideration of the reports of the other auditors referred to in paragraph 4 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the Accounting Standards notified under the Companies Act, 1956 (which continue to be applicable in respect of Section 133 of the Companies Act, 2013 in terms of General Circular 15/2013 dated September 13, 2013 of the Ministry of Corporate Affairs) and other recognized accounting practices and policies, has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreements with the Stock Exchanges, including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. We draw attention to Note 7 to the Statement regarding the income tax demand of Rs. 129 Crores (besides interest of Rs. 78 Crores) against which the Company is in the process of filing an appeal. The Company, supported by tax counsel's opinion, is of the view, that the income tax officer's demand can be successfully challenged in appeal. In view of this, no provision has been considered necessary for the said demand at this stage. Our report is not qualified in respect of this matter.
7. Further, we also report that we have traced the number of shares as well as the percentage of shareholding in respect of the aggregate amount of public shareholding and the number of shares as well as the percentage of shares pledged/encumbered and non-encumbered in respect of the aggregate amount of promoters and promoter group shareholding in terms of Clause 35 of the Listing Agreements from the details furnished by the Management for the Quarter / Nine months ended December 31, 2013 and the particulars relating to investor complaints disclosed in Part II - Select Information of the Statement for three months ended December 31, 2013 from the details furnished by the Registrars.

For **DELOITTE HASKINS & SELLS**  
Chartered Accountants  
(Firm Registration No.0080725)

*B. Ramaratnam*

B. Ramaratnam  
Partner  
(Membership No. 21209)

Chennai, February 5, 2014





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Annexure as referred in paragraph 3 in the Independent Auditors' Review Report dated February 5, 2014

The Statement includes the results of the following entities (as at December 31, 2013):

## A. Direct Subsidiaries:

1. Redington International Mauritius Limited
2. Redington Distribution Pte. Limited
3. Easyaccess Financial Services Limited
4. Nook Micro Distribution Limited
5. Cadensworth (India) Limited
6. ProConnect Supply Chain Solutions Limited
7. Ensure Support Services (India) Limited

## B. Step-down Subsidiaries

8. Redington Gulf FZE
9. Redington Turkey Holdings S.A.R.L.
10. Redington Egypt Ltd
11. Redington Nigeria Ltd
12. Redington Gulf & Co. LLC
13. Redington Kenya Ltd
14. Cadensworth FZE
15. Redington Middle East LLC
16. Redington Arabia Limited
17. Redington Africa Distribution FZE
18. Redington Qatar WLL
19. Redington Bahrain SPC
20. Redington Qatar distribution WLL
21. Redington Limited
22. Redington Kenya EPZ Ltd
23. Africa Joint technical Services
24. Redington Uganda Ltd
25. RGF Private Trust Company Limited
26. Cadensworth UAE LLC
27. Redington Tanzania Limited
28. Redington Morocco Limited
29. Redington Angola ADA
30. Ensure IT services PTY LTD
31. Redington Gulf FZE
32. Arena Bilgisayar Sanayi Ve Ticaret Anonim Şirketi
33. Arena International FZE
34. Redington Bangladesh Limited
35. Redington SL (Private) Limited
36. Redington Rwanda Limited
- Redington Kazakhstan LLP



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38. Ensure Gulf FZE
39. Ensure Technical Services (PTY) LTD
40. Ensure Middle East Trading LLC
41. Ensure Solutions Nigeria Limited
42. Ensure Technical Services Kenya Limited
43. Ensure Services Uganda Limited
44. Ensure Technical Services Tanzania Limited
45. Sensonet Teknoloji Elelektronik Ve Bilisim Hizmetleri Sanayi Ve Ticaret Limited Sirketi
46. Ensure Supply Chains Logistics LLC
47. Ensure Ghana Limited
48. Ensure Technical Services Morocco Limited
49. ADEO Bilisim Danismanlik Hizmetleri San. Ve Tic. A.S

## **C. Associate and its Subsidiaries**

50. Redington (India) Investments Limited
51. Currents Technology Retail (India) Limited

