



Consolidated Segmentwise Revenue, Results and Capital Employed

₹. In lakhs

Particulars	3 Months Ended		6 Months Ended		Previous Accounting Year Ended 31/03/2011 (Audited)
	September 30, 2011	September 30, 2010	September 30, 2011	September 30, 2010	
Segment Revenue (net sale/income)					
India	276,828	204,143	521,317	380,579	836,666
Overseas	268,193	185,190	545,493	361,882	911,902
Total	545,021	389,333	1,066,810	742,461	1,748,568
Less: Inter Segment Revenue	1,450	488	3,004	747	1,794
<b>Net sales / Income from operations</b>	<b>543,571</b>	<b>388,845</b>	<b>1,063,806</b>	<b>741,714</b>	<b>1,746,774</b>
Add: Other income	156	236	223	492	1,034
<b>Revenue</b>	<b>543,727</b>	<b>389,081</b>	<b>1,064,029</b>	<b>742,206</b>	<b>1,747,808</b>
Segment Results ( <i>Profit Before Interest and Tax</i> )					
India	8,635	5,666	16,724	11,340	27,622
Overseas	4,413	3,514	9,500	6,760	17,087
Less: Interest	3,554	1,909	6,883	3,582	9,609
<b>Profit before tax</b>	<b>9,494</b>	<b>7,271</b>	<b>19,341</b>	<b>14,518</b>	<b>35,100</b>
Capital Employed (Segment Assets minus Segment Liabilities)					
India	66,414	53,799	66,414	53,799	57,399
Overseas	109,984	89,039	109,984	89,039	95,687
<b>Total</b>	<b>176,398</b>	<b>142,838</b>	<b>176,398</b>	<b>142,838</b>	<b>153,086</b>

The Parent Company operates in one reportable business segment

Place: Chennai  
Date: 28th October, 2011

For Redington (India) Limited

Sd/-  
R Srinivasan  
Managing Director

## Notes

- The Company and its thirty two subsidiaries (including step-down subsidiaries) operate in India, Middle East, Singapore, Africa and Turkey. As the revenue from the overseas operations constitutes more than 10% of the total revenue, geographical segment has been considered as the primary segment for consolidated financial results.

The Company primarily operates in distribution business and after sales services of IT and other products. As revenue from service segment is less than 10% of the total revenue, there are no reportable segments as required to be disclosed under the Accounting Standard 17 "Segment Reporting".

- Statement of assets and liabilities as per clause 41 (V) of the listing agreement:

₹. In Lakhs

Particulars	Consolidated			Standalone		
	As at September 30, 2011	As at September 30, 2010	As at March 31, 2011	As at September 30, 2011	As at September 30, 2010	As at March 31, 2011
<b>Sources of Funds</b>						
Share Capital	7,965	7,911	7,927	7,965	7,911	7,927
Reserves and Surplus	130,490	109,975	111,033	76,363	65,841	68,480
<b>Shareholders' funds</b>	<b>138,455</b>	<b>117,886</b>	<b>118,960</b>	<b>84,328</b>	<b>73,752</b>	<b>76,407</b>
ESOP application money	-	24	-	-	24	-
Minority Interest	37,943	24,928	34,126	-	-	-
Secured Loans	81,515	61,522	75,975	51,287	36,248	35,752
Unsecured loans	107,684	80,403	82,994	29,914	11,958	15,750
<b>Total</b>	<b>365,597</b>	<b>284,763</b>	<b>312,055</b>	<b>165,529</b>	<b>121,982</b>	<b>127,909</b>
<b>Application of funds</b>						
Fixed assets including WIP & capital advances	16,527	12,001	14,761	7,665	6,483	6,764
Investments	2	-	-	46,300	45,905	46,300
Deferred tax asset (net)	208	429	633	523	308	405
Current assets, loans and advances						
Inventories	194,281	120,396	158,328	92,669	57,951	71,743
Sundry Debtors	279,512	179,056	254,832	105,608	73,644	85,427
Cash and Bank Balances	53,717	55,997	48,060	11,569	2,326	15,020
Loans and Advances	30,114	17,299	23,591	21,591	8,703	13,421
<b>Total</b>	<b>557,624</b>	<b>372,748</b>	<b>484,811</b>	<b>231,437</b>	<b>142,624</b>	<b>185,611</b>
<i>*Including subsidiaries</i>						
Current liabilities and provisions						
Current liabilities	205,322	98,733	181,006	119,720	72,752	105,493
Provisions	3,442	1,682	7,144	676	586	5,678
<b>Total</b>	<b>208,764</b>	<b>100,415</b>	<b>188,150</b>	<b>120,396</b>	<b>73,338</b>	<b>111,171</b>
Net Current Assets	348,860	272,333	296,661	111,041	69,286	74,440
<b>Total</b>	<b>365,597</b>	<b>284,763</b>	<b>312,055</b>	<b>165,529</b>	<b>121,982</b>	<b>127,909</b>

- Out of the 2,335,973 options granted by the Company under the Employee Stock Option Plan 2008, 486,264 options lapsed, of which 312,143 options were reissued. 3,79,189 options were outstanding as on 30<sup>th</sup> September, 2011.
- During the quarter 639,455 equity shares of Rs.2/- each fully paid-up with a total premium of Rs. 155.66 lakhs were issued and allotted pursuant to the exercise of stock options granted under Redington (India) Limited Employee Stock Option Plan 2008 including 250,000 shares allotted to Executive Directors and 31,250 shares issued to Non- Executive Independent Director.
- The Company has since issued and allotted 66,625 equity shares of Rs.2/- each fully paid up with a total premium of Rs.15.99 lakhs pursuant to the exercise of stock options under Employee Stock Option Plan 2008.

6. The face value of the equity shares were sub-divided into five equity shares of face value of Rs.2/- each from Rs.10/- each on August, 23 2010 and accordingly the number of shares and the earnings per share of the previous period has been restated to make it comparable.
7. During the quarter, Redington IT Services (PTY) Ltd, Johannesburg, South Africa has been incorporated and is an overseas step down subsidiary of the Company.
8. Tax expense comprises of income tax and net of deferred tax adjustment.
9. Previous periods' figures have been regrouped to conform to the current classification.
10. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 28<sup>th</sup> October 2011.
11. A Limited Review of the quarterly financial results of the Company and one of its Indian subsidiaries and the consolidated results of the Company has been carried out by the statutory auditors. A similar review of the financial results of other Indian subsidiaries, associate and overseas subsidiaries has been conducted by the auditors of the respective companies. The limited review report does not contain any qualification.
12. During the current quarter, no complaints were received from any investors. No complaint was pending at the beginning and at the end of the quarter.

**For Redington (India) Limited**

**Sd/-  
R Srinivasan  
Managing Director**

**Place: Chennai  
Date: 28th October 2011**