

Unaudited Financial Results for the quarter and nine months ended December 31, 2011

Particulars	Consolidated						Standalone						
	3 months ended			9 months ended			Previous Accounting Year ended 31/03/2011 (Audited)	3 months ended			9 months ended		
	December 31, 2011	September 30, 2011	December 31, 2010	December 31, 2011	December 31, 2010	December 31, 2011		September 30, 2011	December 31, 2010	December 31, 2011	December 31, 2010	Previous Accounting Year ended 31/03/2011 (Audited)	
Net Sales / Income from Operations	572,970	543,398	459,415	1,636,268	1,200,892	1,745,854	248,717	273,746	214,944	764,330	593,661	831,601	
Other Operating Income	818	1,326	162	1,326	395	920	511	244	101	897	340	672	
<b>Total Income</b>	<b>573,788</b>	<b>543,571</b>	<b>459,577</b>	<b>1,637,594</b>	<b>1,201,287</b>	<b>1,746,774</b>	<b>249,228</b>	<b>273,990</b>	<b>215,045</b>	<b>765,227</b>	<b>594,001</b>	<b>832,273</b>	
<b>Expenditure</b>	<b>16,483</b>	<b>(7,581)</b>	<b>(14,903)</b>	<b>(19,470)</b>	<b>(37,014)</b>	<b>(60,043)</b>	<b>16,837</b>	<b>(1,290)</b>	<b>8,491</b>	<b>(4,089)</b>	<b>(7,219)</b>	<b>(15,653)</b>	
a. (Increase) / Decrease in stock	525,193	521,082	450,898	1,596,611	1,174,345	1,712,147	219,037	261,462	195,062	728,990	569,468	802,067	
b. Purchases	7,081	6,976	5,396	20,499	14,955	20,657	2,339	2,438	1,981	7,270	6,438	8,310	
c. Employee costs	771	807	701	2,286	1,833	2,456	267	310	394	793	1,133	1,347	
d. Depreciation	9,628	9,394	6,943	27,094	18,992	27,882	4,387	4,301	3,557	12,581	9,250	13,200	
e. Other expenditure	559,156	530,678	448,965	1,598,960	1,173,071	1,703,099	242,867	267,221	209,485	745,545	579,070	809,261	
<b>Total</b>	<b>14,632</b>	<b>12,893</b>	<b>10,612</b>	<b>40,634</b>	<b>28,216</b>	<b>43,675</b>	<b>6,361</b>	<b>6,789</b>	<b>5,560</b>	<b>19,882</b>	<b>14,931</b>	<b>23,012</b>	
<b>Profit from Operations before Other Income, Interest and Tax</b>	<b>559,156</b>	<b>530,678</b>	<b>448,965</b>	<b>1,598,960</b>	<b>1,173,071</b>	<b>1,703,099</b>	<b>242,867</b>	<b>267,221</b>	<b>209,485</b>	<b>745,545</b>	<b>579,070</b>	<b>809,261</b>	
Other Income	95	156	188	319	694	1,034	284	344	6	1,327	629	633	
<b>Profit before Interest and Tax</b>	<b>14,727</b>	<b>13,049</b>	<b>10,800</b>	<b>40,953</b>	<b>28,900</b>	<b>44,709</b>	<b>6,646</b>	<b>7,113</b>	<b>5,566</b>	<b>21,009</b>	<b>15,560</b>	<b>23,645</b>	
Interest	3,778	3,555	2,559	10,662	6,142	9,609	1,679	1,169	1,169	5,387	2,927	4,305	
<b>Profit before Tax</b>	<b>10,949</b>	<b>9,494</b>	<b>8,241</b>	<b>30,291</b>	<b>22,758</b>	<b>35,100</b>	<b>4,966</b>	<b>5,050</b>	<b>4,397</b>	<b>15,622</b>	<b>12,633</b>	<b>19,340</b>	
Tax Expense	2,562	2,666	2,043	7,784	5,427	8,623	1,626	1,664	1,448	4,998	4,162	6,496	
<b>Profit after Tax and before Minority Interest</b>	<b>8,387</b>	<b>6,828</b>	<b>6,198</b>	<b>22,507</b>	<b>17,331</b>	<b>26,477</b>	<b>3,340</b>	<b>3,386</b>	<b>2,949</b>	<b>10,624</b>	<b>8,471</b>	<b>12,844</b>	
Less:	2	1	-	5	-	3,877	-	-	-	-	-	-	
Share of loss of Associate Company													
Minority / Non-controlling interest	1,604	700	925	3,435	2,351	3,877	-	-	-	-	-	-	
<b>Profit after tax for the period / year</b>	<b>6,781</b>	<b>6,127</b>	<b>5,273</b>	<b>19,067</b>	<b>14,980</b>	<b>22,600</b>	<b>3,340</b>	<b>3,386</b>	<b>2,949</b>	<b>10,624</b>	<b>8,471</b>	<b>12,844</b>	
<b>Paid up equity share capital (Face Value - ₹2/- per share)</b>	<b>7,969</b>	<b>7,965</b>	<b>7,920</b>	<b>7,969</b>	<b>7,920</b>	<b>7,927</b>	<b>7,969</b>	<b>7,965</b>	<b>7,920</b>	<b>7,969</b>	<b>7,920</b>	<b>7,927</b>	
<b>Reserves as per Balance Sheet</b>	<b>1,770</b>	<b>1,54</b>	<b>1,33</b>	<b>4,79</b>	<b>3,79</b>	<b>5,72</b>	<b>0,94</b>	<b>0,85</b>	<b>0,75</b>	<b>2,67</b>	<b>2,14</b>	<b>3,25</b>	
<b>Earnings per share - Basic (EPS) (Face Value - ₹2/- per share) (not annualized)</b>	<b>1.70</b>	<b>1.53</b>	<b>1.32</b>	<b>4.78</b>	<b>3.76</b>	<b>5.68</b>	<b>0.84</b>	<b>0.85</b>	<b>0.74</b>	<b>2.66</b>	<b>2.13</b>	<b>3.23</b>	
<b>Earnings per share - Diluted (EPS) (Face Value - ₹2/- per share) (not annualized)</b>	<b>1.70</b>	<b>1.53</b>	<b>1.32</b>	<b>4.78</b>	<b>3.76</b>	<b>5.68</b>	<b>0.84</b>	<b>0.85</b>	<b>0.74</b>	<b>2.66</b>	<b>2.13</b>	<b>3.23</b>	
Public Shareholding													
- Number of shares	314,415,718	314,214,743	281,483,460	314,415,718	281,483,460	281,822,090	314,415,718	314,214,743	281,483,460	314,415,718	281,483,460	281,822,090	
- Percentage of shareholding	79	79	71	79	71	71	79	79	71	79	71	71	
Promoters and Promoter Group Shareholding													
a) Pledged / Encumbered	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	
b) Non Encumbered	84,027,302	84,027,302	114,507,975	84,027,302	114,507,975	114,507,975	84,027,302	84,027,302	114,507,975	84,027,302	114,507,975	114,507,975	
- Number of shares	100	100	100	100	100	100	100	100	100	100	100	100	
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	21	21	29	21	29	29	21	21	29	21	29	29	
- Percentage of shares (as a % of the total share capital of the company)	21	21	29	21	29	29	21	21	29	21	29	29	

Amount in ₹ Lakhs

Consolidated Segmentwise Revenue, Results and Capital Employed

₹. In lakhs

Particulars	3 Months Ended			9 months Ended		Previous Accounting Year Ended 31/03/2011 (Audited)
	December 31, 2011	September 30, 2011	December 31, 2010	December 31, 2011	December 31, 2010	
Segment Revenue (net sale/income)						
India	252,036	276,828	216,134	773,353	596,709	836,666
Overseas	323,320	268,193	244,032	868,813	605,914	911,902
Total	575,356	545,021	460,166	1,642,166	1,202,623	1,748,568
Less: Inter Segment Revenue	1,568	1,450	589	4,572	1,336	1,794
<b>Net sales / Income from operations</b>	<b>573,788</b>	<b>543,571</b>	<b>459,577</b>	<b>1,637,594</b>	<b>1,201,287</b>	<b>1,746,774</b>
Add: Other income	95	156	188	319	684	1,034
<b>Revenue</b>	<b>573,883</b>	<b>543,727</b>	<b>459,765</b>	<b>1,637,913</b>	<b>1,201,971</b>	<b>1,747,808</b>
Segment Results ( <i>Profit Before Interest and Tax</i> )						
India	8,215	8,635	6,701	24,941	18,041	27,622
Overseas	6,512	4,413	4,099	16,012	10,859	17,087
Less: Interest	3,778	3,554	2,559	10,662	6,142	9,609
<b>Profit before tax</b>	<b>10,949</b>	<b>9,494</b>	<b>8,241</b>	<b>30,291</b>	<b>22,758</b>	<b>35,100</b>
Capital Employed (Segment Assets minus Segment Liabilities)						
India	70,511	66,414	57,458	70,511	57,458	57,399
Overseas	123,848	109,984	91,694	123,848	91,694	95,687
<b>Total</b>	<b>194,359</b>	<b>176,398</b>	<b>149,152</b>	<b>194,359</b>	<b>149,152</b>	<b>153,086</b>

For Redington (India) Limited

Sd/-

R Srinivasan  
Managing Director

Place: Chennai  
Date: January 27, 2012

## Notes

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

The Company 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".

2. Under the Redington Employee Stock Option plan 2008:

(i) Out of the 23,35,973 options granted by the Company, 486,514 options lapsed, of which 4,85,355 options were reissued. 5,11,956 options were outstanding as on December 31, 2011.

(ii) 1,73,212 options at Rs.396.50 per option were granted on December 5, 2011.

(iii) 2,00,975 equity shares of Rs.2/- each fully paid up were issued and allotted with a total premium of Rs.48.23 lakhs.

3. Arena International FZE has been incorporated as a wholly owned step – down subsidiary on June 2, 2011.

4. Standalone financial results of the Company as on December 31, 2011 are as under:

	In INR Lakhs			
	Quarter Ended 31.12.2011	Quarter Ended 30.09.2011	Quarter Ended 31.12.2010	Year ended (Audited) 31.03.2011
Gross Sales/Income from operations	2,48,717	2,73,746	2,14,944	8,32,273
Profit Before Tax	4,966	5,050	4,397	19,340
Profit After Tax	3,340	3,386	2,949	12,844

5. Tax expense comprises of income tax and net of deferred tax adjustment.
6. Previous periods' figures have been regrouped to conform to the current classification.
7. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on January 27, 2012.
8. A Limited Review of standalone and consolidated quarterly financial results of the Company has been carried out by the respective statutory auditors with the exception of Redington Nigeria Limited whose accounts could not be reviewed due to political unrest.

9. During the current quarter, one complaint was received from an investor and was resolved. No complaints were pending at the beginning and at the end of the quarter.
10. The Standalone financial results of the Company for the quarter ended December 31 2011 have been filed with the National Stock Exchange (NSE) and Bombay Stock Exchange (BSE) and are available in Company's website.

**For Redington (India) Limited**

**R Srinivasan  
Managing Director**

**Place: Chennai  
Date: January 27, 2012**