



R SYSTEMS INTERNATIONAL LIMITED

Corporate Identity Number : L74899DL1993PLC053579

[CMMI Level 5, PCMM Level 5, ISO 9001:2015 & ISO 27001:2013 Company]

C-40, Sector-59, NOIDA, Distt. Gautam Budh Nagar, U.P., India – 201 307

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Fax: +91-120-4082699

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www.rsystems.com

Regd. Off.: GF-1-A, 6, Devika Tower,
Nehru Place, New Delhi- 110019

DATE: FEBRUARY 27, 2020

To, The Managing Director National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra – East, Mumbai – 400 051 NSE Symbol – RSYSTEMS	To, The General Manager BSE Limited Department of Corporate Services, Rotunda Building, 1 st Floor, Mumbai Samachar Marg, Fort, Mumbai - 400 001 BSE Scrip Code - 532735
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Dear Sir/ Madam,

SUB: SUBMISSION OF PRESENTATION MADE TO INVESTORS/ ANALYSTS

This is with reference to our intimation dated February 21, 2020 regarding Investors/ Analysts call of R Systems International Limited ("the Company") on Thursday, February 27, 2020. In this regard, as per Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed presentation made to Analysts/ Investors on February 27, 2020 on the financial results for the quarter and year ended December 31, 2019.

This is for your information and records.

Thanking you,

Yours Faithfully

For **R Systems International Limited**

Bhasker Dubey
(Company Secretary & Compliance Officer)

1 2 3 4 5 6

7 8 9 10 11 12

1 2 3 4 5 6

7 8 9 10 11 12

500000
400000
300000
200000

Analytical Review – Q4 & Year 2019 Results

“Investors are cautioned that this presentation contains forward looking statements that involve risks and uncertainties. The Company undertakes no obligation publicly to update or revise any forward-looking statements, whether because of new information, future events, or otherwise. Actual results, performance, or achievements could differ from those expressed or implied in such forward-looking statements.”


Revenue

₹ 212.87 Cr. (US\$ 30.01 mn)

QoQ Increase

 **7.84%**
(6.86% in US\$)

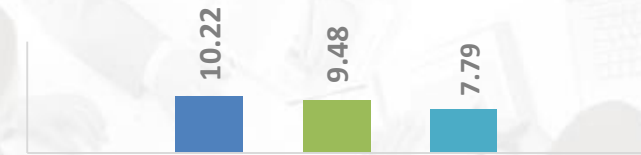
YoY Increase

 **10.61%**
(11.82% in US\$)

EBITDA

₹ 21.76 Cr. (US\$ 3.08 mn)

■ Q4 2019 ■ Q4 2018 ■ Q3 2019



EBITDA REVENUE %

Net Profit after Taxes

₹ 23.23 Cr. (US\$ 3.29 mn)

Earnings Per Share

₹ 1.94

Key Wins

8

Share Holder Funds

₹ 338.23 Cr.

\$ 47.38 mn

Cash and Bank Balances

₹ 199.92 Cr.

\$ 28.00 mn

Revenue

₹ 809.38 Cr. (US\$ 115.18 mn)

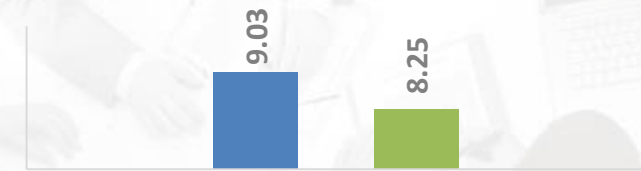
YoY Increase

15.64%
 (12.40% in US\$)

EBITDA

₹ 73.07 Cr. (US\$ 10.40 mn)

■ Year 2019 ■ Year 2018



EBITDA REVENUE %

Net Profit after Taxes

₹ 58.12 Cr. (US\$ 8.27 mn)

Earnings Per Share

₹ 4.82

Key Wins

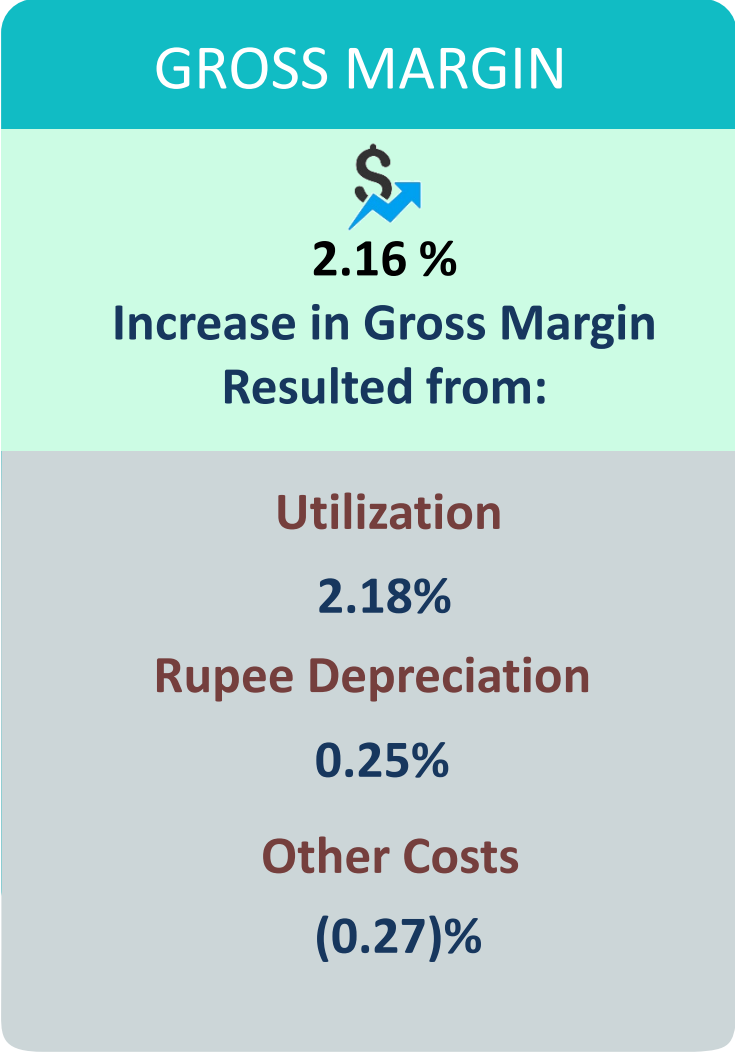
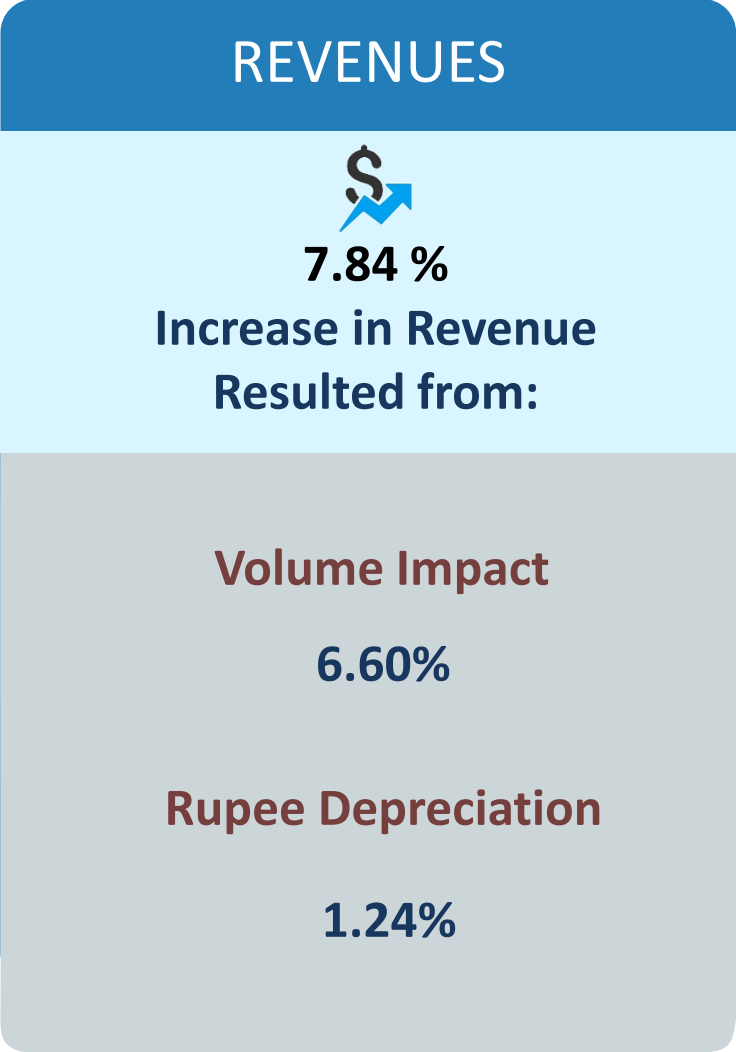
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- ✓ **Reported Record Revenue of ₹ 809 crores for Year 2019**
- ✓ **Digital contributed over 40% of revenues**
- ✓ **Serving 26 million dollar plus customers on run rate basis including 7 accounts contributing dollar three million plus revenues**
- ✓ **Added 200 plus technical counts in IT during 2019**
- ✓ **Margins improved due to revenue growth, discipline in execution along with rupee depreciation**

// Financial Performance – Contribution Analysis – Q4 2019

(Figures in mn)

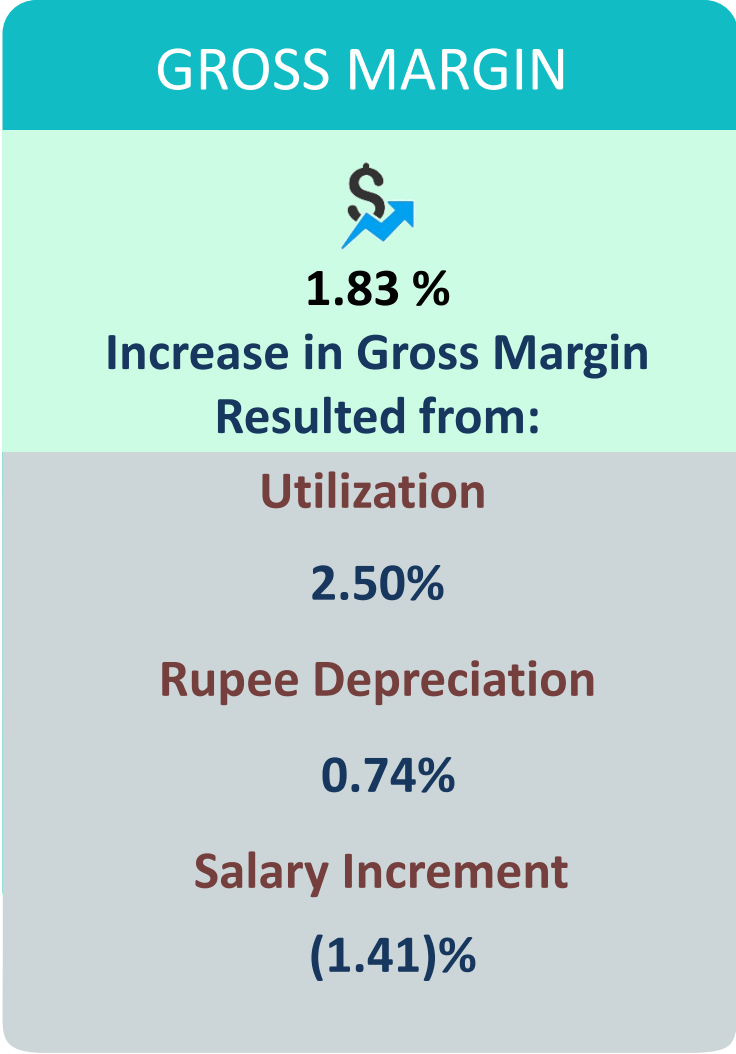
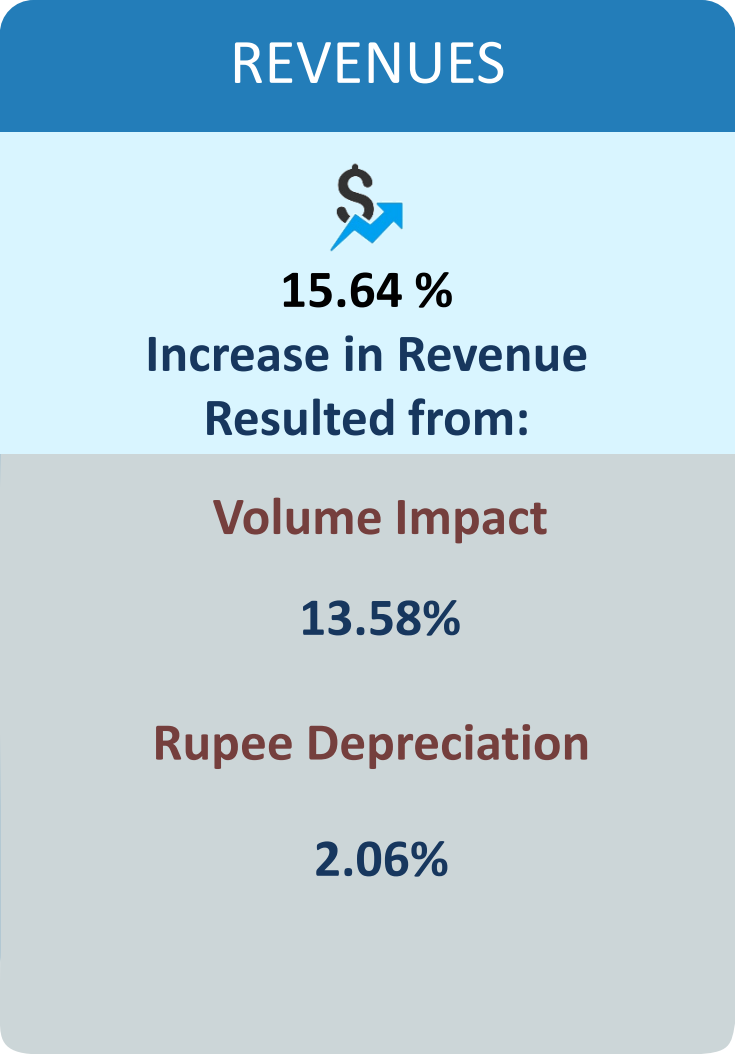
Particulars	Q4 2019		Q4 2018		Q3 2019	
	INR	US\$	INR	US\$	INR	US\$
Revenues	2,128.71	30.01	1,924.53	26.84	1,973.95	28.09
Cost of revenues	1,361.51	19.18	1,269.06	17.68	1,305.25	18.58
Gross margin	767.20	10.83	655.47	9.16	668.70	9.51
SG & A	36.04%		34.06%		33.88%	
Expenses	549.65	7.75	473.06	6.59	515.00	7.33
	25.82%		24.58%		26.09%	
EBITDA	217.55	3.08	182.41	2.57	153.70	2.18
	10.22%		9.48%		7.79%	
Depreciation and amortization	16.11	0.23	34.53	0.48	45.14	0.64
Income from operations	201.44	2.85	147.88	2.09	108.56	1.54
Interest expense	(3.37)	(0.05)	(0.58)	(0.01)	(4.29)	(0.06)
Other income (net)	30.89	0.44	177.17	2.59	35.05	0.50
Income before income tax	228.96	3.24	324.47	4.67	139.32	1.98
Income tax provision / (credit)	(3.35)	(0.05)	64.51	0.93	30.26	0.43
Net earnings	232.31	3.29	259.96	3.74	109.06	1.55



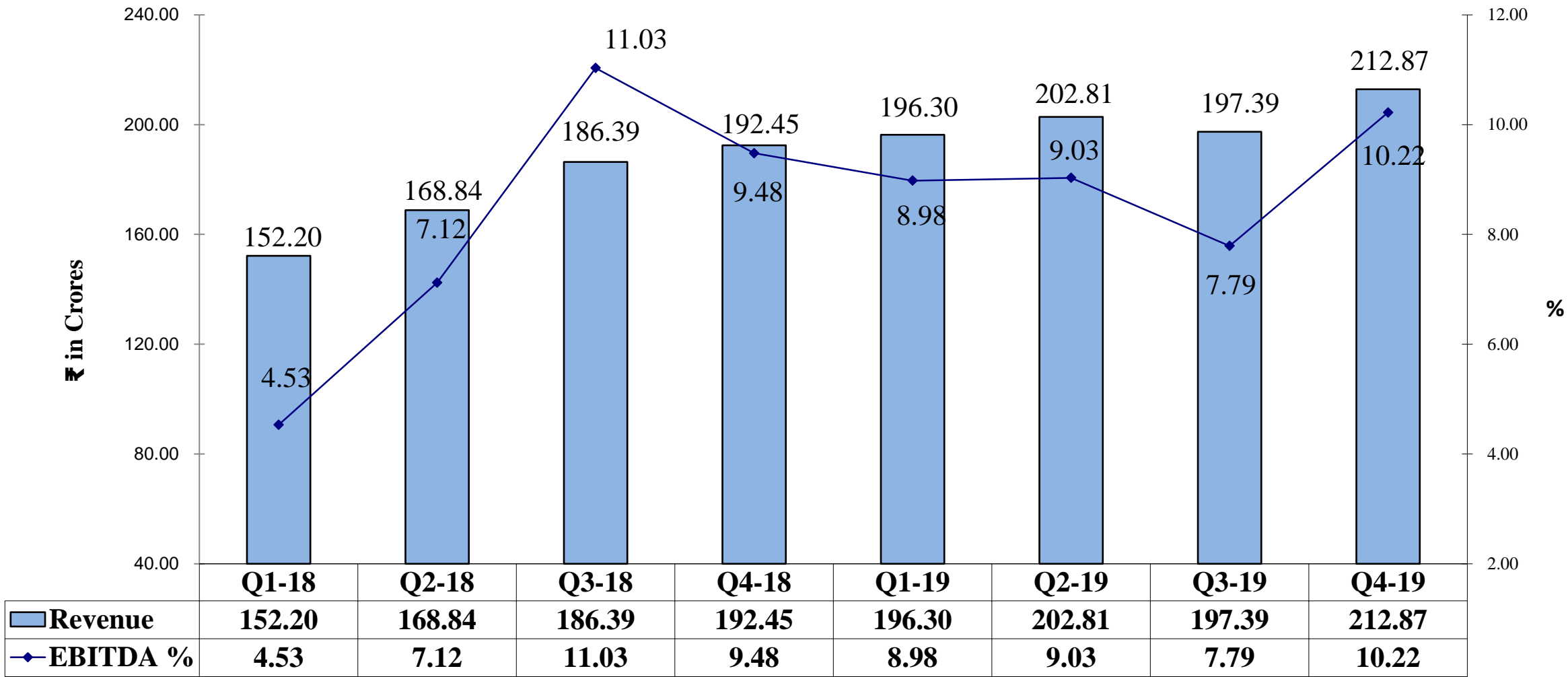
// Financial Performance – Contribution Analysis – Year 2019

(Figures in mn)

Particulars	Year 2019		Year 2018	
	INR	US\$	INR	US\$
Revenue	8,093.75	115.18	6,998.89	102.47
Cost of revenue	5,289.33	75.27	4,702.17	68.84
Gross margin	2,804.42	39.91	2,296.72	33.63
SG & A Expenses	34.65%		32.82%	
	2,073.74	29.51	1,719.46	25.17
	25.62%		24.57%	
EBITDA	730.68	10.40	577.26	8.46
Depreciation and amortization	9.03%		8.25%	
	148.86	2.12	135.48	1.98
Income from operations	581.82	8.28	441.78	6.48
Interest expense	(15.65)	(0.22)	(2.65)	(0.04)
Other income (net)	153.18	2.18	187.69	2.74
Income before income tax	719.35	10.24	626.82	9.19
Income tax provision	138.11	1.97	116.37	1.70
Net earnings	581.24	8.27	510.45	7.48



// Big Picture – Revenue & EBITDA %age



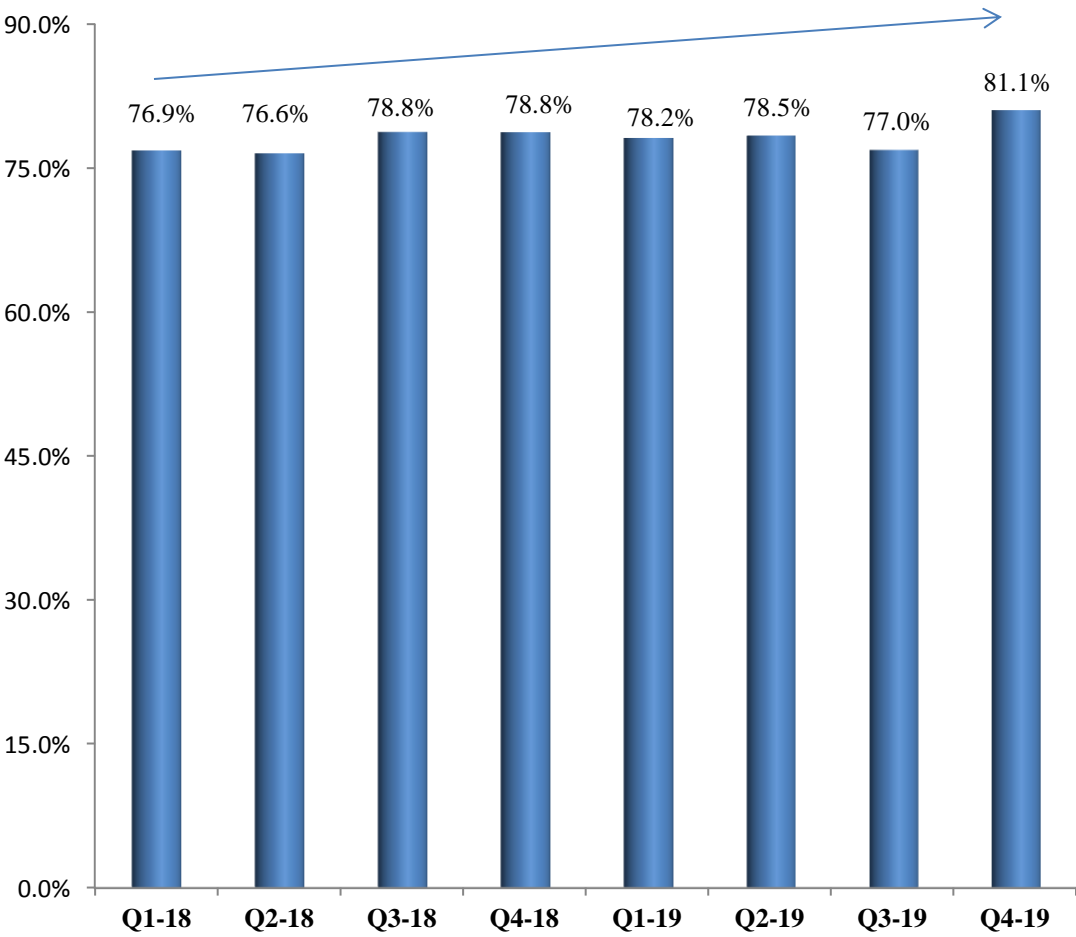
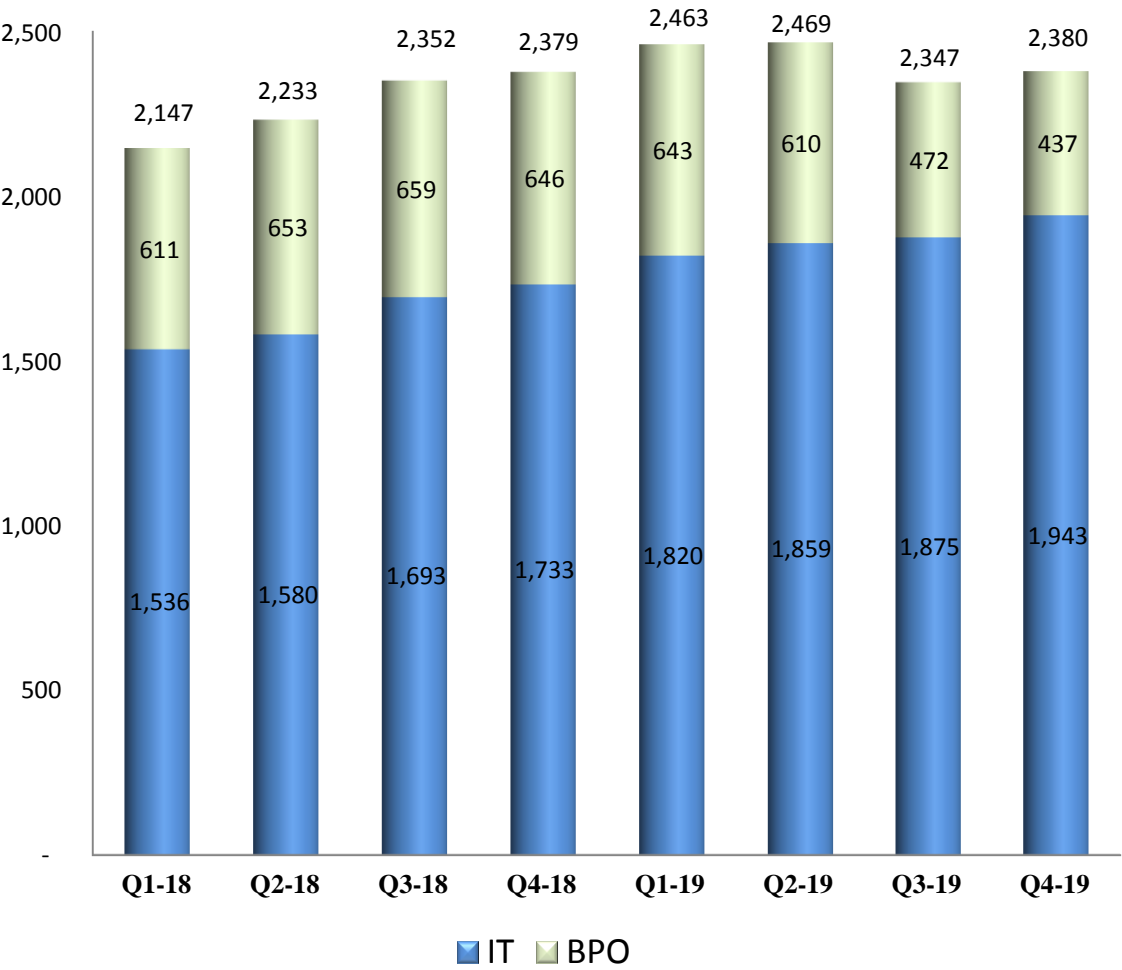
// Consolidated Key Balance Sheet Data

₹ in Crores except "DSO"

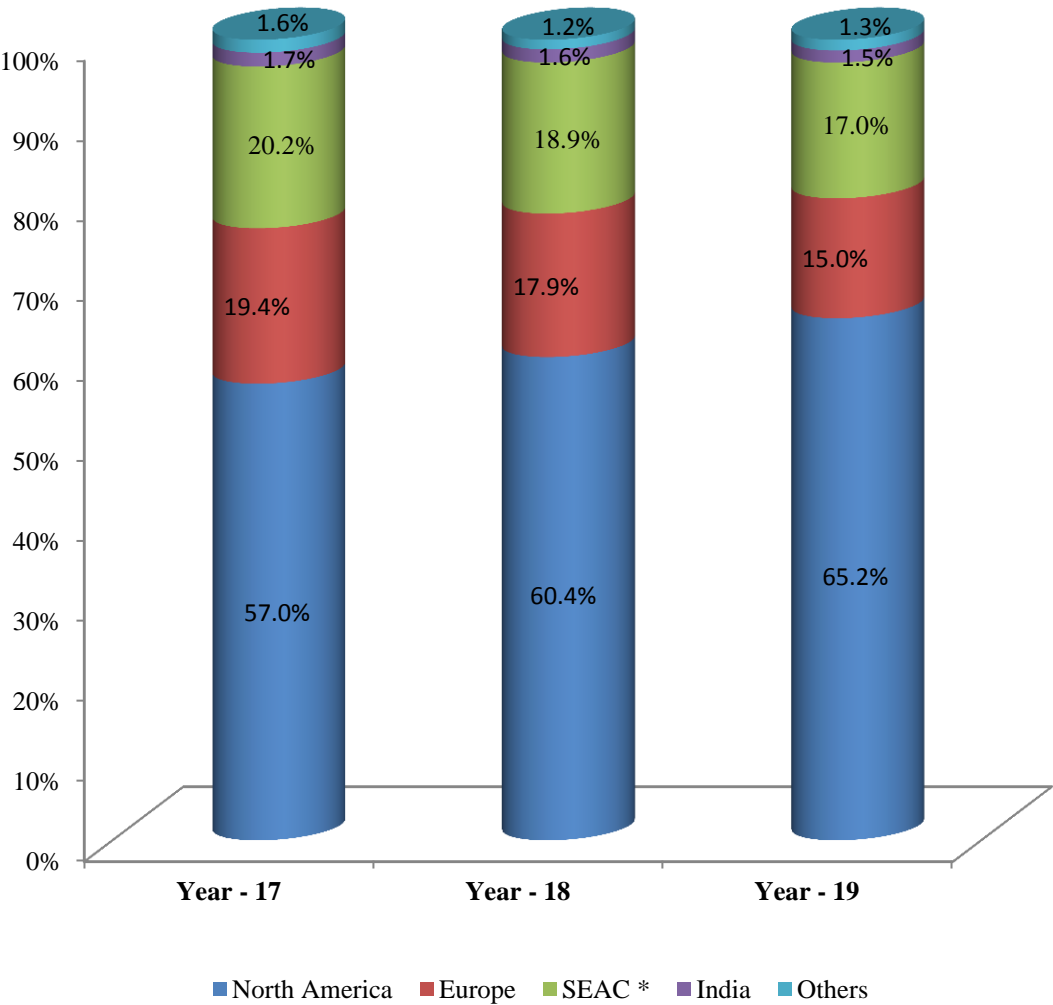
Particulars	As at Dec 31, 2019	As at Dec 31, 2018
Share Holders' Funds	338.23	322.90
Receivables	132.40	136.55
Receivables in days "DSO" for the year	61	67
Cash & Bank balance #	199.92	199.55

excluding interim dividend liability and unclaimed dividend.

// Billable Head Counts and Utilization

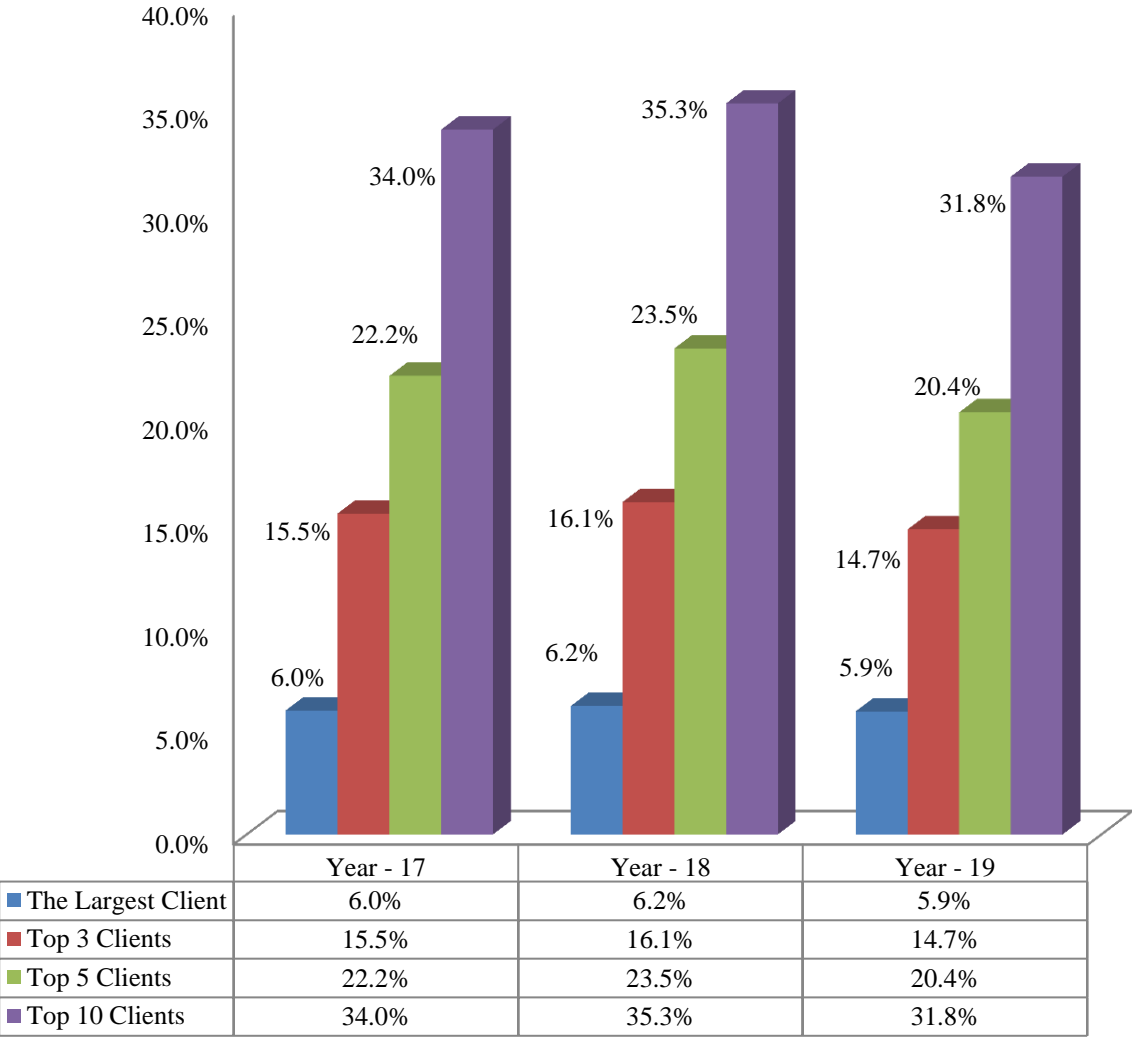


By Geography



* South East Asian Countries

Client Concentration



Robust performance in 2019 with double digit revenue growth and margin improvement

Good traction towards our product engineering and digital practices resulted into revenue growth along with bigger deal size

Promising start for Year 2020 with encouraging sales pipeline. Started New SEZ unit in Greater Noida with 400 seats to cater to growth

Continued Focus for 2020:

- Leverage product engineering and digital offerings for revenue growth
- Partnering Customer for their digital transformation using cutting edge technologies
- Discipline in execution to enhance margins
- Strong balance sheet to invest for future growth

Nand Sardana

Chief Financial Officer

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Kumar Gaurav

AVP Finance & Accounts

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Bhasker Dubey

**Company Secretary &
Compliance Officer**

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**Thank You
for your Support**