



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-201307

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REF: SECT/11/2019/04

NOVEMBER 07, 2019

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 ANALYSTS/ INVESTORS

This is with reference to our intimation dated November 05, 2019 regarding Investors/ Analysts call of R Systems International Limited ("the Company") on Thursday, November 07, 2019.

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 November 07, 2019 on the financial results for the quarter and nine months ended September 30, 2019.

This is for your information and records.

Thanking you,

Yours faithfully,

For R Systems International Limited

Bhasker Dubey

(Company Secretary and Compliance Officer)





Analytical Review – Q3 2019 Results



9001:2015
27001:2013



CMMI DEV / 5



PCMM / 5

“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.”

// Key Highlights Nine Months Ended Sep 2019



Revenue

**₹ 596.50 Cr.
(US\$ 85.17 mn)**

YoY Increase

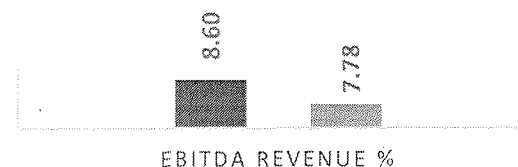
17.55%



EBITDA

₹ 51.31 Cr. (US\$ 7.33 mn)

■ Sep 2019 ■ Sep 2018



Net Profit after Taxes

₹ 34.89 Cr. (US\$ 4.98 mn)

YoY Increase

39.29%

Earnings Per Share

₹ 2.89

Key Wins

15

**Share Holder
Funds**

₹ 332.84 Cr.

\$ 46.96 mn

**Cash and Bank
Balances**

₹ 192.40 Cr.

\$ 27.14 mn

// Key Highlights Q3 2019



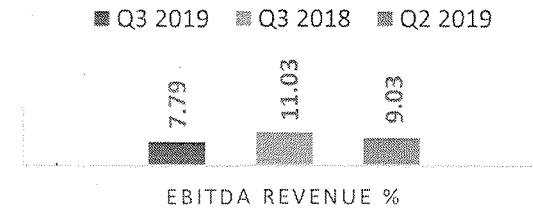
Revenue
₹ 197.39 Cr. (US\$ 28.09 mn)

QoQ Decrease
(2.67%)

YoY Increase
5.90%



EBITDA
₹ 15.37 Cr. (US\$ 2.18 mn)



Net Profit after Taxes
₹ 10.91 Cr. (US\$ 1.55 mn)

Earnings Per Share
₹ 0.91

Key Wins Q3-19

5

// Key Highlights (Continues...)

- ✓ Nine months ended Sep 2019 reports ~ 18% revenue growth.
- ✓ Our digital revenue has been growing at 23% y-o-y and now contributes over 40% of our revenues.
- ✓ Serving 27 customers having million dollar plus revenue on run rate basis.
- ✓ Q3 2019 revenue and margins impacted by ramp down in a BPO process due to strategic restructuring at customer end.
- ✓ Received approval from SEZ Authorities to set up a new SEZ unit in Greater Noida to support the growth in digital and product engineering business.

// Financial Performance – Contribution Analysis – Q3 2019

Particulars	(Figures in mn)					
	Q3 2019		Q3 2018		Q2 2019	
	INR	US\$	INR	US\$	INR	US\$
Revenues	1,973.95	28.09	1,863.95	26.71	2,028.11	29.17
Cost of revenues	1,305.25	18.58	1,225.97	17.54	1,320.38	19.00
Gross margin	668.70	9.51	637.98	9.17	707.73	10.17
SG & A Expenses	33.88%		34.23%		34.90%	
	515.00	7.33	432.30	6.17	524.57	7.54
	26.09%		23.19%		25.87%	
EBITDA	153.70	2.18	205.68	3.00	183.16	2.63
Depreciation and amortization	7.79%		11.03%		9.03%	
	45.14	0.64	34.44	0.49	44.56	0.63
Income from operations	108.56	1.54	171.24	2.51	138.60	2.00
Interest expense	(4.29)	(0.06)	(0.71)	(0.01)	(4.20)	(0.06)
Other income (net)	35.05	0.50	(16.24)	(0.25)	28.05	0.40
Income before income tax	139.32	1.98	154.29	2.25	162.45	2.34
Income tax expense	30.26	0.43	28.92	0.42	46.40	0.67
Net earnings	109.06	1.55	125.37	1.83	116.05	1.67

// Revenue & Gross Margins Analysis – Q3 2019

REVENUES

(2.67) %
Decrease in Revenue
Resulted from:

Volume Impact
(3.35)%

Rupee depreciation
0.68%

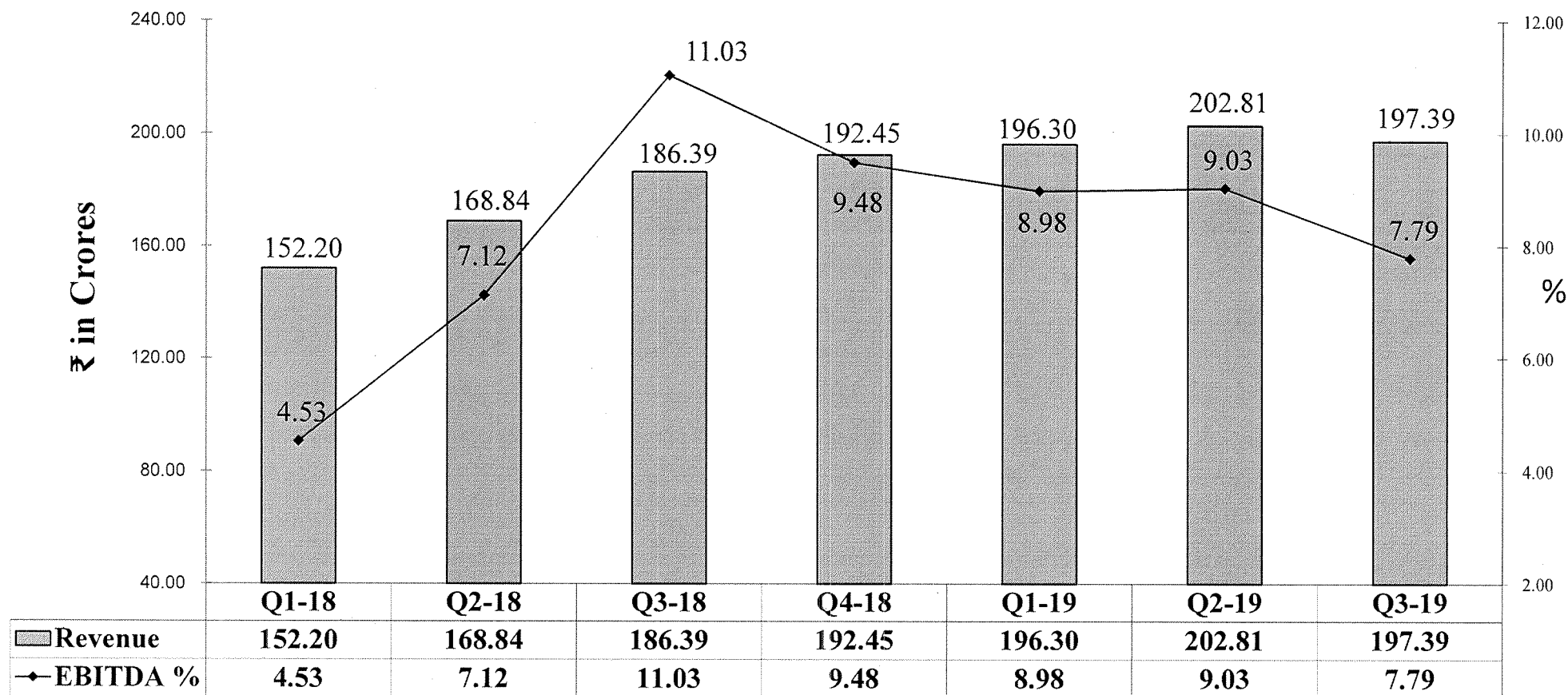
GROSS MARGIN

(1.02) %
Decrease in Gross Margin
Resulted from:

Decrease in utilization
(1.28)%

Rupee depreciation
0.26%

// Big Picture – Revenue & EBITDA %age

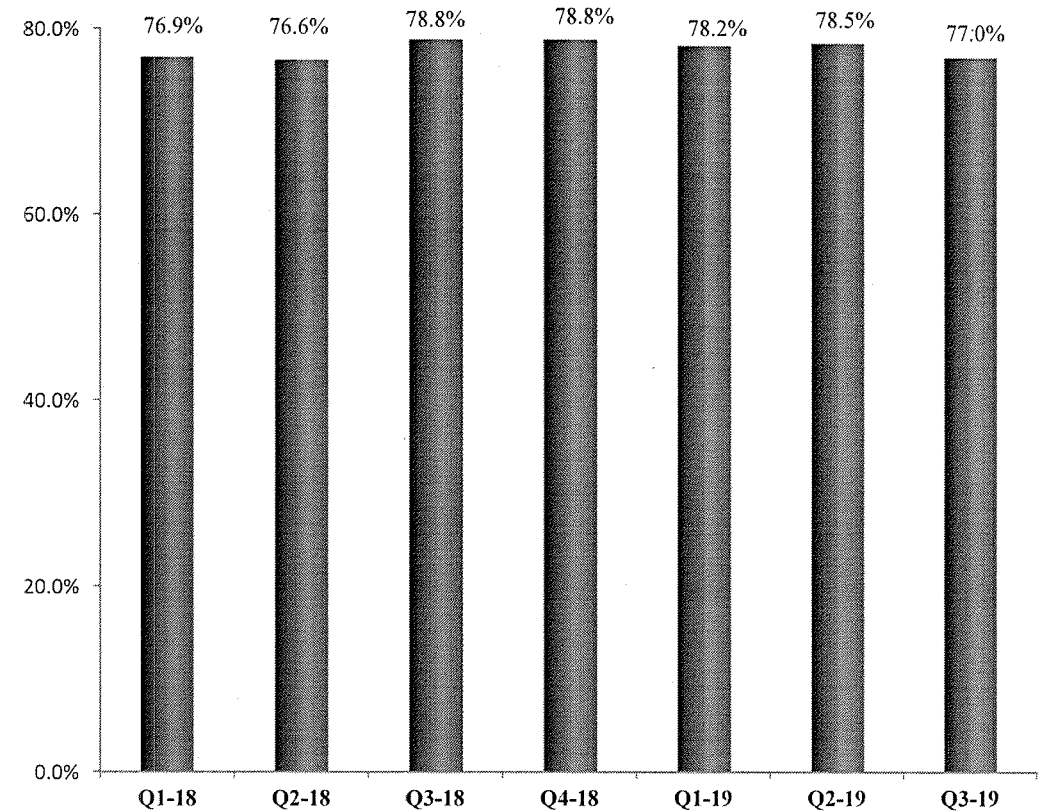
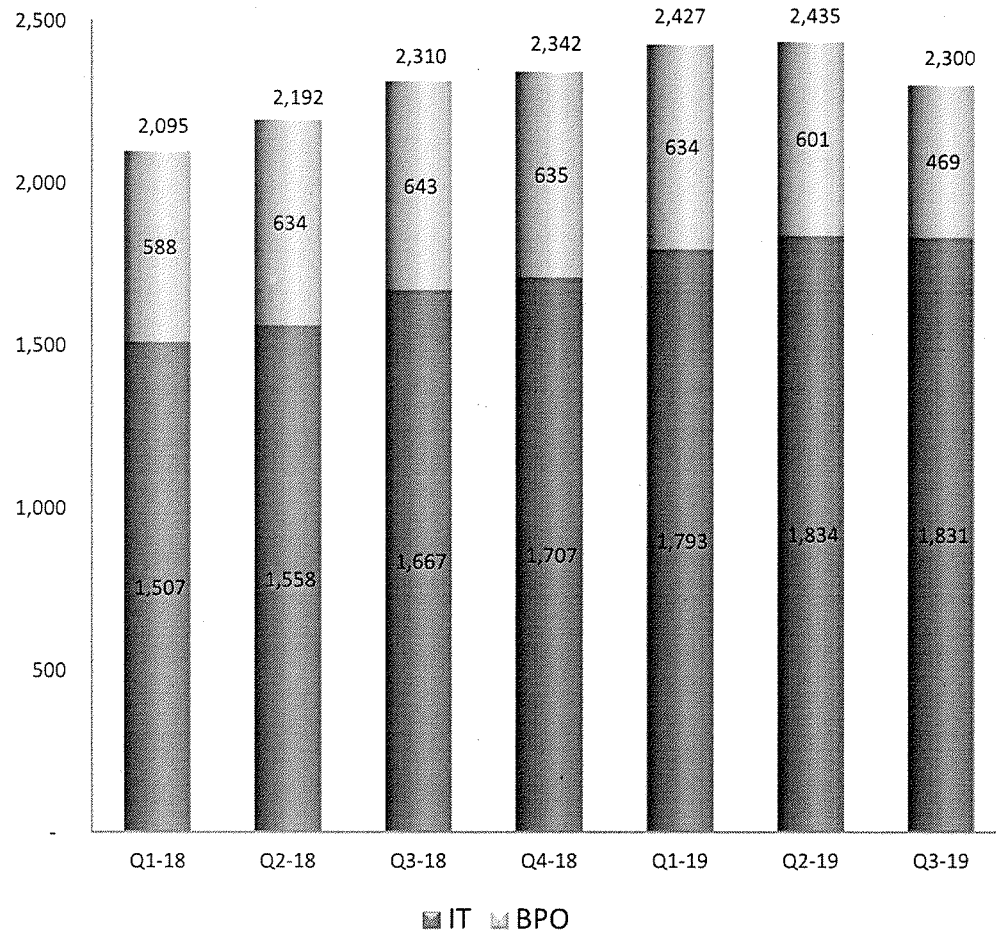


// Consolidated Key Balance Sheet Data

₹ in Crores except "DSO"

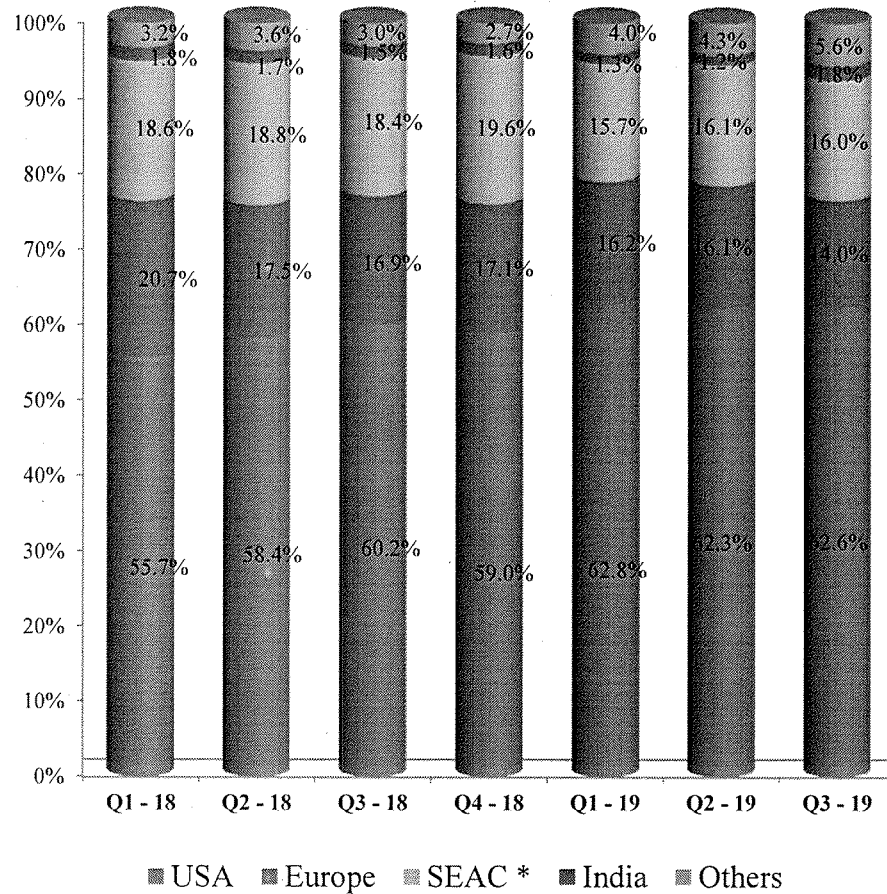
Particulars	As at		
	Sep 30, 2019	Sep 30, 2018	Jun 30, 2019
Share Holders' Funds	332.84	301.80	320.46
Cash and bank balance	192.40	189.78	183.05
Receivables	125.07	137.28	127.06
Receivables in days "DSO" for the quarter	57	63	63

// Billable Head Counts and Utilization



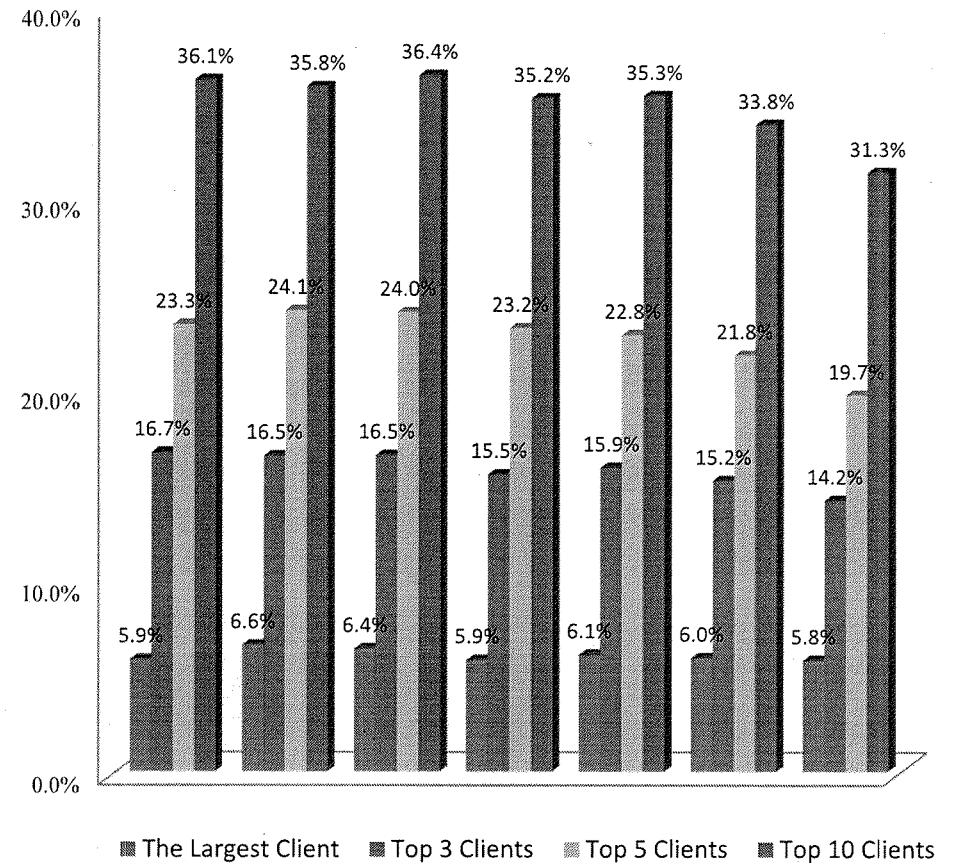
// Revenue Breakdown

By Geography



* South East Asian Countries

Client Concentration



// Summing Up and Looking Ahead

Investment in digital and sales activities is yielding visible results.

Last nine months performance has been satisfactory with 18% revenue growth. However, ramp down in a BPO process has impacted Q3 Revenue and Margins.

Strong sales funnel in digital and product engineering offerings.

Focus for 2019:

- Leverage digital offerings for profitable growth
- Partnering customer for their digital transformation using cutting edge technologies
- Maintain discipline in execution to enhance margins
- Strong balance sheet to invest for future growth

// Contact Information

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Bhasker Dubey

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**Thank You
for your Support**