



## R SYSTEMS INTERNATIONAL LIMITED

Corporate Identity Number : L74899DL1993PLC053579

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

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REF: SECT/08/2019/04

August 06, 2019

To, The Managing Director <b>National Stock Exchange of India Limited</b> Exchange Plaza, Bandra Kurla Complex, Bandra – East, Mumbai – 400 051  NSE Symbol – RSYSTEMS	To, The General Manager <b>BSE Limited</b> Department of Corporate Services, Rotunda Building, 1 <sup>st</sup> 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 August 02, 2019 regarding Investors/ Analysts call of R Systems International Limited (“the Company”) on Tuesday, August 06, 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 August 06, 2019 on the financial results for the quarter and six months ended June 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 – Q2 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 Q2 2019

### ₹ Revenue

₹ 202.81 Cr. (US\$ 29.17 mn)

QoQ Increase

3.32%  
\$ (4.52% in US\$)

YoY Increase

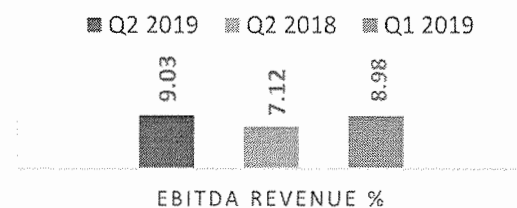
20.12%  
\$ (15.42% in US\$)

### Key Wins

5

### ₹ EBITDA

₹ 18.32 Cr. (US\$ 2.63 mn)



### ₹ Net Profit after Taxes

₹ 11.61 Cr. (US\$ 1.67 mn)

Earnings Per Share

₹ 0.97

### Share Holder' Funds

₹ 320.46 Cr.

\$ 46.43 mn

### Cash Balance

₹ 183.05 Cr.

\$ 26.52 mn

## // Key Highlights (Continues...)

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- ✓ Record quarterly Revenue of Rs. 203 Cr. with 20% yoy growth. Revenue growth is driven by strong demand for digital and product engineering offerings.
- ✓ Digital Revenue contributes > 40% .
- ✓ Serving 24 customers having million dollar plus revenue on run rate basis.
- ✓ Margins have improved compared to corresponding quarter last year due to revenue growth and improved utilization.
- ✓ Board has approved setting up of a new SEZ facility to support the growth momentum.

## // Financial Performance – Contribution Analysis – Q2 2019

(Figures in mn)

Particulars	Q2 2019		Q2 2018		Q1 2019	
	INR	US\$	INR	US\$	INR	US\$
<b>Revenues</b>	<b>2,028.11</b>	<b>29.17</b>	<b>1,688.37</b>	<b>25.28</b>	<b>1,962.99</b>	<b>27.91</b>
Cost of revenues	1,320.38	19.00	1,147.46	17.17	1,302.19	18.51
<b>Gross margin</b>	<b>707.73</b>	<b>10.17</b>	<b>540.91</b>	<b>8.11</b>	<b>660.80</b>	<b>9.40</b>
SG & A Expenses	34.90%		32.04%		33.66%	
	524.57	7.54	420.64	6.30	484.52	6.89
	25.87%		24.91%		24.68%	
<b>EBITDA</b>	<b>183.16</b>	<b>2.63</b>	<b>120.27</b>	<b>1.81</b>	<b>176.28</b>	<b>2.51</b>
Depreciation and amortization	9.03%		7.12%		8.98%	
	44.56	0.63	33.60	0.50	43.05	0.62
<b>Income from operations</b>	<b>138.60</b>	<b>2.00</b>	<b>86.67</b>	<b>1.31</b>	<b>133.23</b>	<b>1.89</b>
Interest expense	(4.20)	(0.06)	(0.63)	(0.01)	(3.80)	(0.05)
Other income (net)	28.05	0.40	6.96	0.10	59.19	0.84
<b>Income before income tax</b>	<b>162.45</b>	<b>2.34</b>	<b>93.00</b>	<b>1.40</b>	<b>188.62</b>	<b>2.68</b>
Income tax expense	46.40	0.67	6.38	0.09	64.80	0.92
<b>Net earnings</b>	<b>116.05</b>	<b>1.67</b>	<b>86.62</b>	<b>1.31</b>	<b>123.82</b>	<b>1.76</b>



## // Revenue & Gross Margins Analysis – Q2 2019

### REVENUES

**3.32 %**  
Increase in Revenue  
Resulted from:

Volume Impact  
**4.90%**

Rupee appreciation  
**(1.58)%**

### GROSS MARGIN

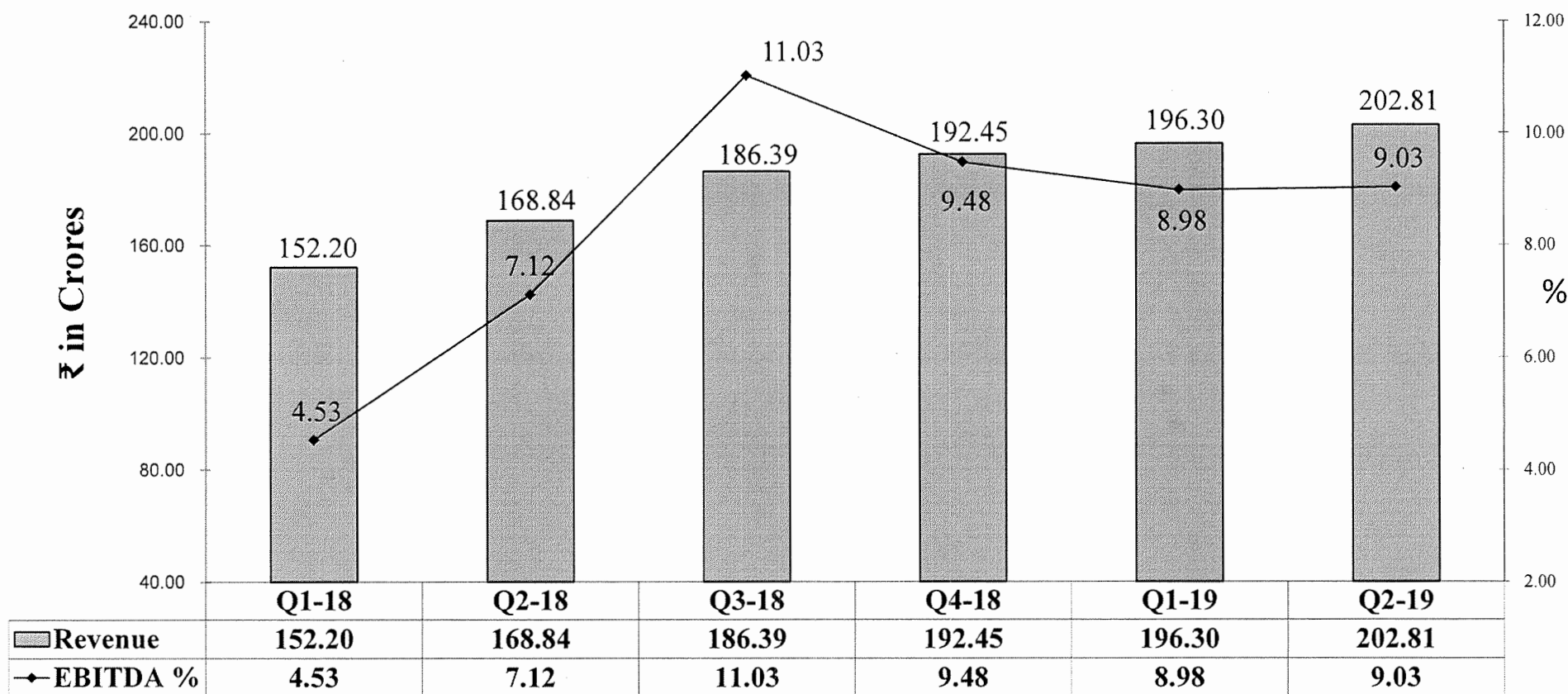
**1.24 %**  
Increase in Gross Margin  
Resulted from:

Impact of increase in utilization  
**1.01%**

Impact of increase in billable days  
**0.60%**

Impact due to rupee appreciation  
**(0.37)%**

## // Big Picture – Revenue & EBITDA %age



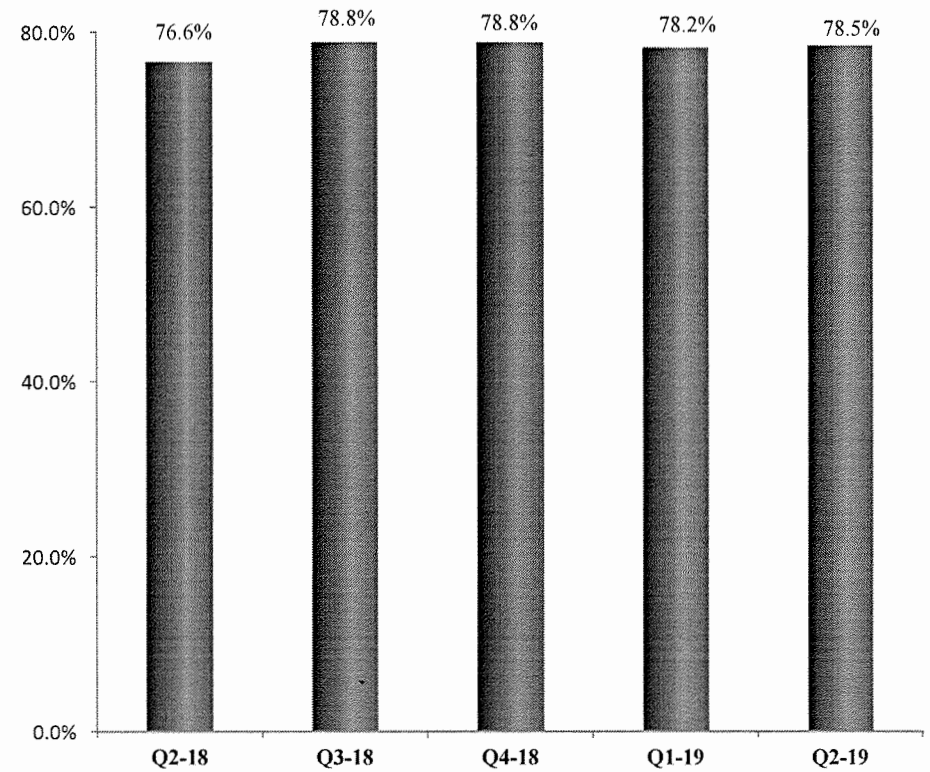
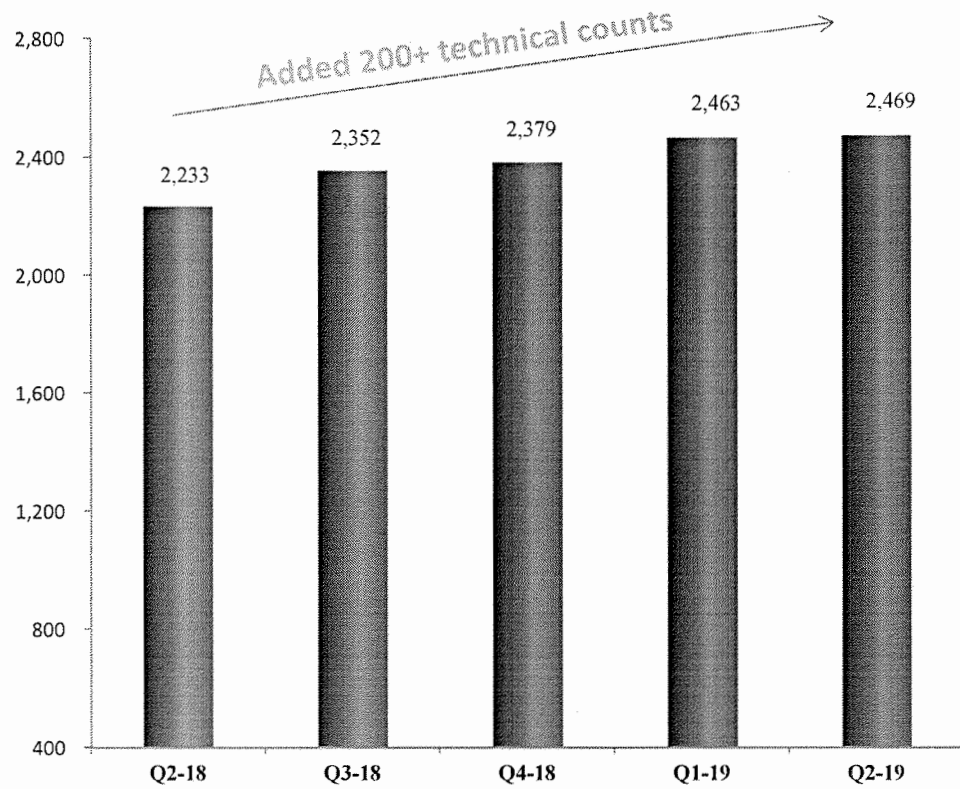


## // Consolidated Key Balance Sheet Data

₹ in Crores except "DSO"

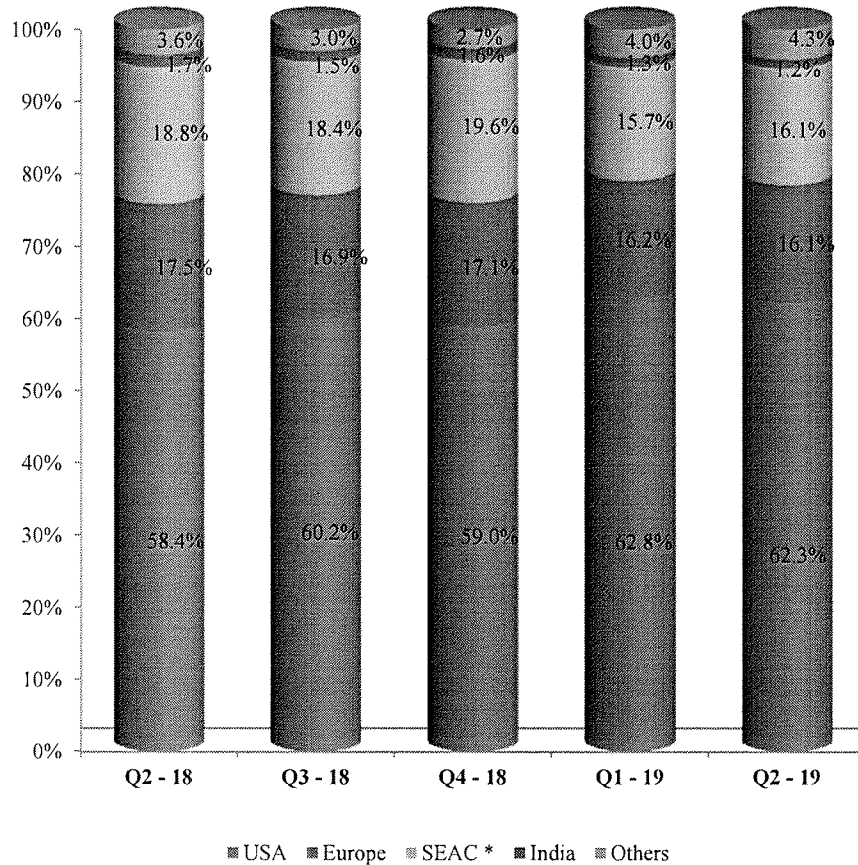
Particulars	As at Jun 30, 2019	As at Dec 31, 2018
Share Holders' Funds	320.46	322.90
Receivables	127.06	136.55
Receivables in days "DSO" for the quarter	63	63
Cash balance	183.05	199.84

## // Billable Head Counts and Utilization



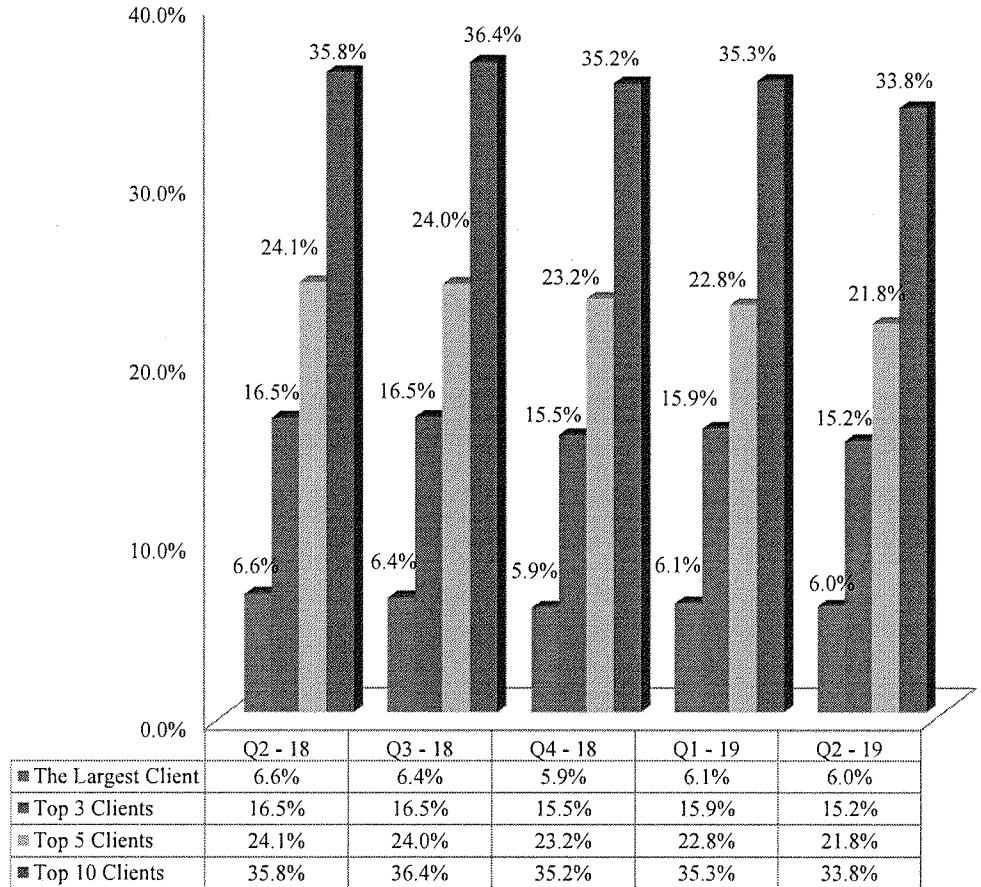
## // Revenue Breakdown

### By Geography



\* South East Asian Countries

### Client Concentration



## // Summing Up and Looking Ahead

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H1-2019 results are encouraging with 24% YoY revenue growth along with improved margins.

Our investment in digital technologies and sales & marketing activities is yielding visible results.

Scope to improve margins through focus on operational efficiencies and continued growth momentum.

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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**Thank You  
for your Support**