



## 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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Nehru Place, New Delhi- 110019

REF: SECT/03/2022/01

DATE: MARCH 02, 2022

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 February 28, 2022 regarding Investors/ Analysts call of R Systems International Limited (“the Company”) on Wednesday, March 02, 2022.

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 March 02, 2022 on the financial results for the quarter and year ended December 31, 2021.

This is for your information and records.

Thanking you,

Yours faithfully,

Thanking You,  
For **R Systems International Limited**

Bhasker Dubey  
(Company Secretary & Compliance Officer)





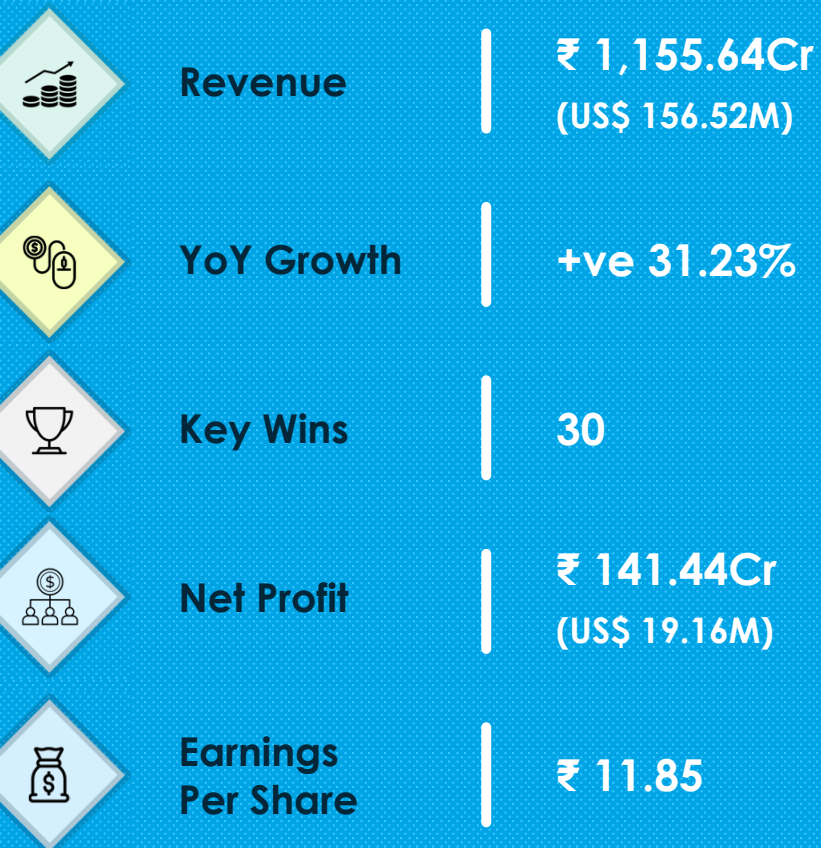
# Analytical Review Q4 & Year 2021 Results



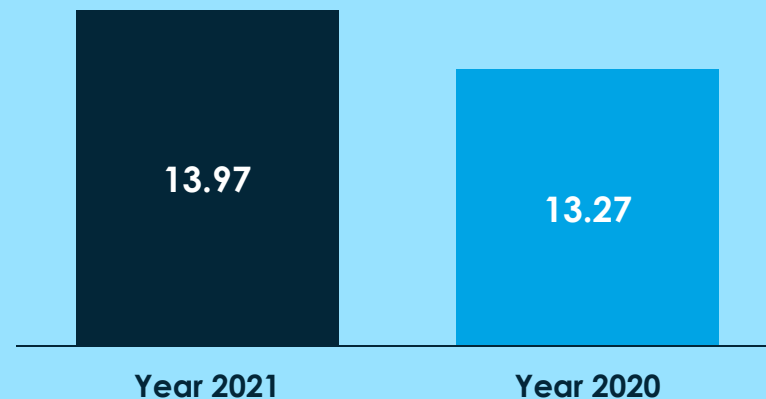
## Disclaimer

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 Year 2021



EBITDA : ₹161.46Cr (US\$ 21.87M)



EBITDA Revenue (%)

## Shareholder and Cash Balance

As at Dec 31, 2021	In ₹	In US\$
Share Holder Funds	₹ 460.30Cr	US\$ 61.92M
Net Cash Balance	₹ 277.45Cr	US\$ 37.32M

# Key Highlights Q4 2021



Revenue

₹ 328.65Cr  
(US\$ 44.01M)



Growth

YoY +ve38.88%  
QoQ +ve7.48%



Key Wins

8



Net Profit

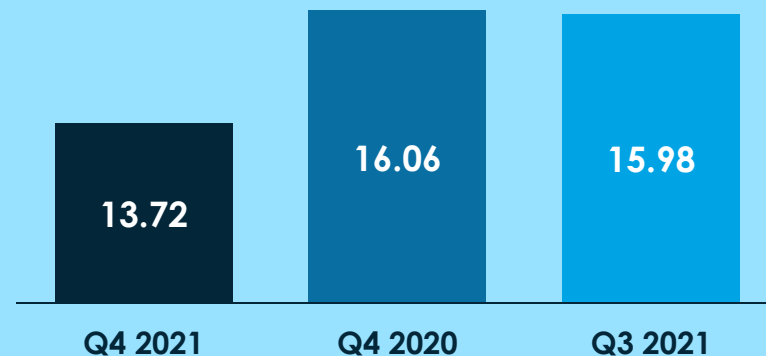
₹ 32.79Cr  
(US\$ 4.37M)



Earnings  
Per Share

₹ 2.77

EBITDA : ₹45.10Cr (US\$ 6.04M)

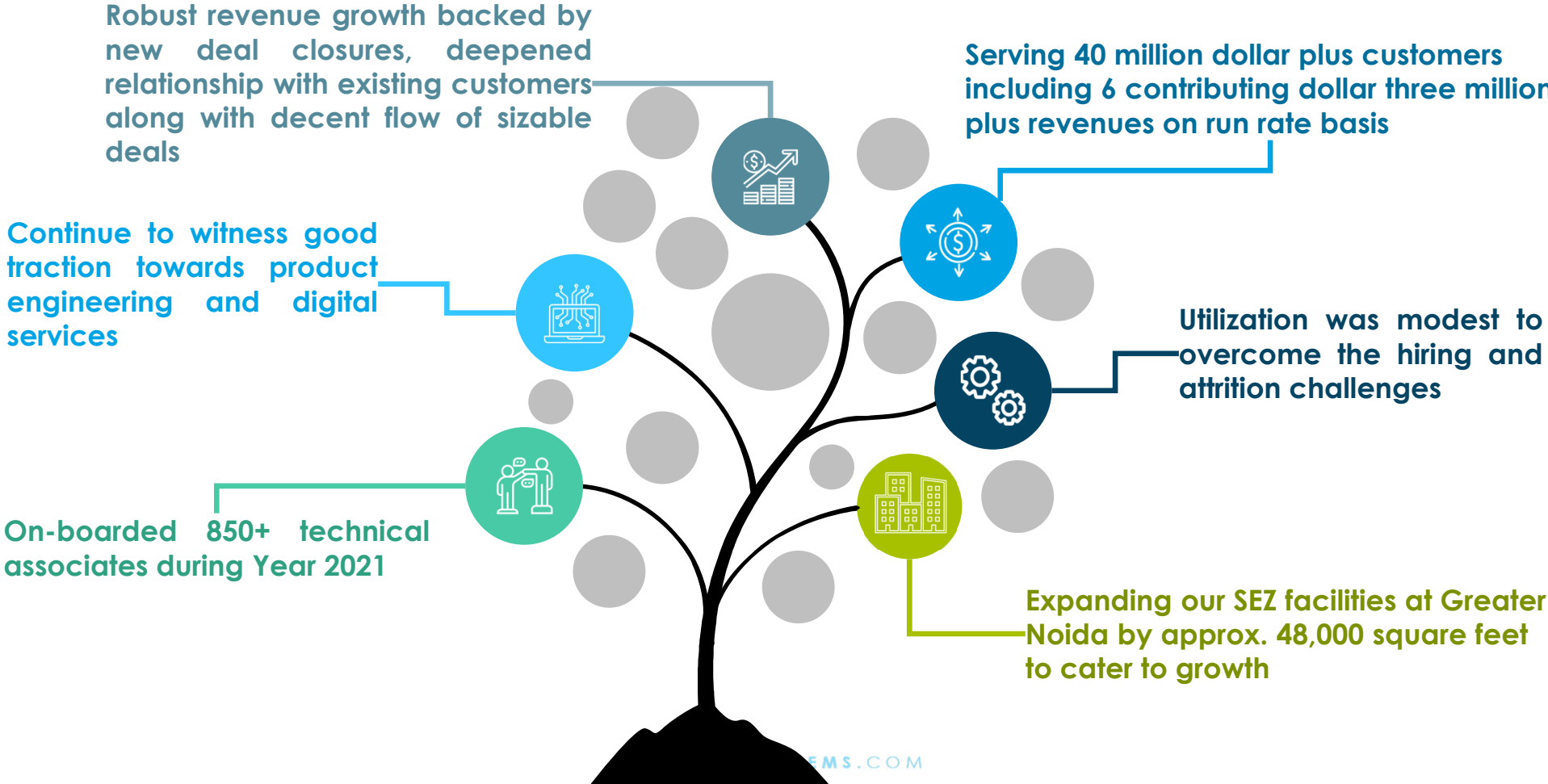


EBITDA Revenue (%)

## Key Balance Sheet Data

	Dec 31, 2021	Dec 31, 2020
Receivable	₹ 177.98Cr	₹ 131.25Cr
Unbilled	₹ 52.86Cr	₹ 22.21Cr
Day Sales Outstanding	50 Days	53 Days

# Key Highlights



# Financial Performance – Contribution Analysis – FY 2021

Figures in M	Year 2021		Year 2020	
	₹	US\$	₹	US\$
<b>Revenues</b>	<b>11,556.39</b>	<b>156.52</b>	<b>8,805.91</b>	<b>119.16</b>
Cost of revenues	7,431.44	100.65	5,579.22	75.50
<b>Gross margin</b>	<b>4,124.95</b>	<b>55.87</b>	<b>3,226.69</b>	<b>43.66</b>
	35.69%		36.64%	
SG & A Expenses	2,510.39	34.00	2,058.28	27.86
	21.72%		23.37%	
<b>EBITDA</b>	<b>1,614.56</b>	<b>21.87</b>	<b>1,168.41</b>	<b>15.80</b>
	13.97%		13.27%	
Depreciation and amortization	276.93	3.75	256.04	3.46
<b>EBIT before exceptional items</b>	<b>1,337.64</b>	<b>18.12</b>	<b>912.37</b>	<b>12.34</b>
Exceptional Items	-	-	18.65	0.25
<b>EBIT</b>	<b>1,337.64</b>	<b>18.12</b>	<b>893.72</b>	<b>12.09</b>
Interest expense	(49.12)	(0.66)	(56.66)	(0.77)
Other income (net)	412.20	5.58	125.15	1.70
<b>Income before income tax</b>	<b>1,700.72</b>	<b>23.04</b>	<b>962.21</b>	<b>13.02</b>
Income tax expense	286.36	3.88	144.22	1.95
<b>Net earnings</b>	<b>1,414.36</b>	<b>19.16</b>	<b>817.99</b>	<b>11.07</b>

# Revenue and Gross Margin Analysis – FY 2021

## Revenues



**31.23%**

Increase in Revenue  
Resulted from

Volume gain  
**29.48%**

Rupee depreciation  
**1.75%**

## Gross margin



**(0.95)%**

Decrease in Gross Margin  
Resulted from

Salary increments  
**(0.98)%**

Lower utilization  
**(0.29)%**

Rupee depreciation  
**0.32%**

\* Rupee depreciation mainly against Euro



# Financial Performance – Contribution Analysis – Q4 2021

Figures in M	Q4 2021		Q4 2020		Q3 2021	
	₹	US\$	₹	US\$	₹	US\$
	<b>Revenues</b>	<b>3,286.46</b>	<b>44.01</b>	<b>2,366.41</b>	<b>32.12</b>	<b>3,057.74</b>
Cost of revenues	2,143.49	28.71	1,477.94	20.06	1,907.23	25.81
<b>Gross margin</b>	<b>1,142.97</b>	<b>15.30</b>	<b>888.47</b>	<b>12.06</b>	<b>1,150.51</b>	<b>15.58</b>
	34.78%		37.55%		37.63%	
SG & A Expenses	691.94	9.26	508.47	6.90	661.98	8.96
	21.05%		21.49%		21.65%	
<b>EBITDA</b>	<b>451.03</b>	<b>6.04</b>	<b>380.00</b>	<b>5.16</b>	<b>488.53</b>	<b>6.62</b>
	13.72%		16.06%		15.98%	
Depreciation and amortization	79.61	1.07	59.73	0.81	71.33	0.97
<b>EBIT before exceptional items</b>	<b>371.42</b>	<b>4.97</b>	<b>320.27</b>	<b>4.35</b>	<b>417.20</b>	<b>5.65</b>
Exceptional Items	-	-	18.65	0.25	-	-
<b>EBIT</b>	<b>371.42</b>	<b>4.97</b>	<b>301.62</b>	<b>4.10</b>	<b>417.20</b>	<b>5.65</b>
Interest expense	(13.69)	(0.18)	(14.42)	(0.20)	(11.98)	(0.16)
Other income (net)	50.51	0.66	44.53	0.60	61.51	0.83
<b>Income before income tax</b>	<b>408.24</b>	<b>5.45</b>	<b>331.73</b>	<b>4.50</b>	<b>466.73</b>	<b>6.32</b>
Income tax expense	80.31	1.08	38.74	0.53	90.78	1.23
<b>Net earnings</b>	<b>327.93</b>	<b>4.37</b>	<b>292.99</b>	<b>3.97</b>	<b>375.95</b>	<b>5.09</b>

# Revenue and Gross Margin Analysis - Q4 2021

## Revenues



**7.48%**

Increase in Revenue  
Resulted from

Volume gain  
**8.31%**

Rupee depreciation  
**0.55%**

Lesser billable days  
**(1.38)%**

## Gross margin



**(2.85)%**

Decrease in Gross Margin  
Resulted from

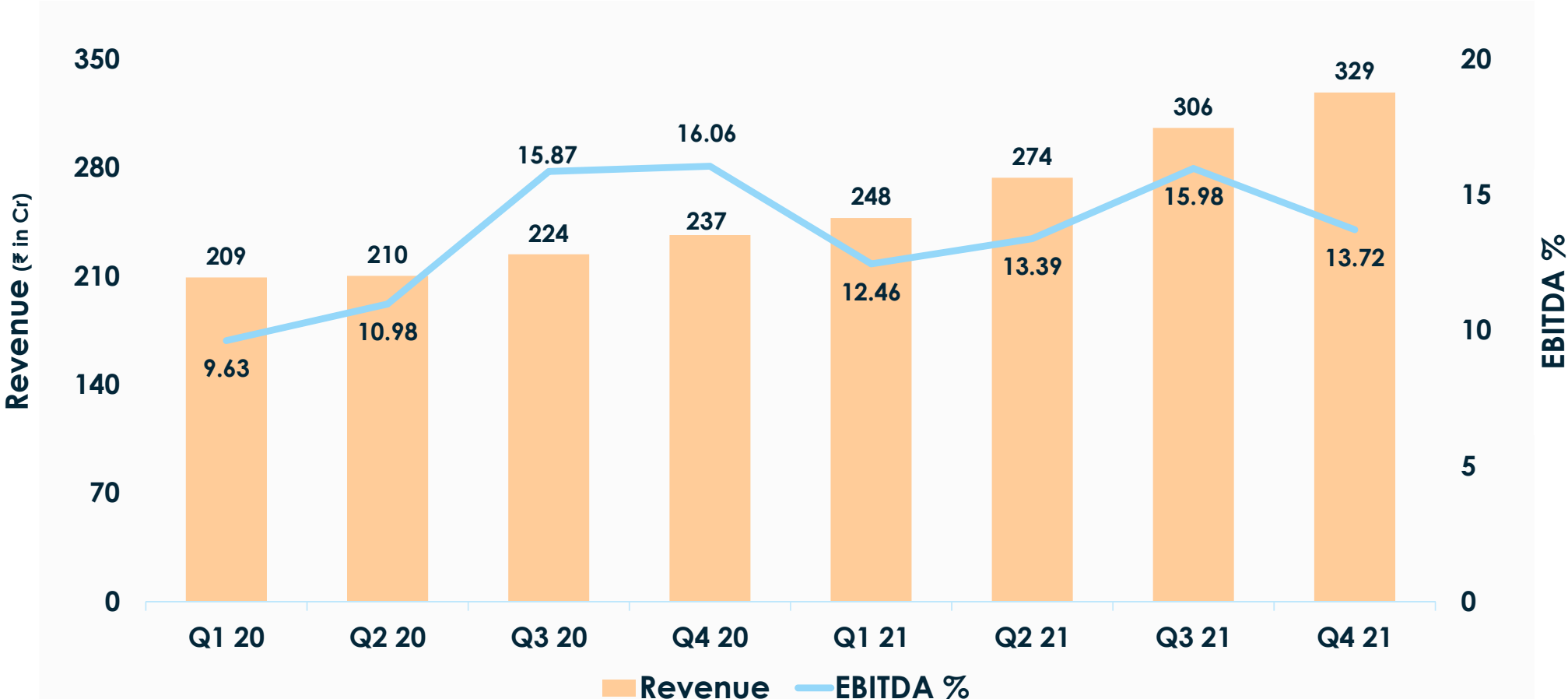
Salary increments  
**(1.25)%**

Decrease in utilization  
**(1.13)%**

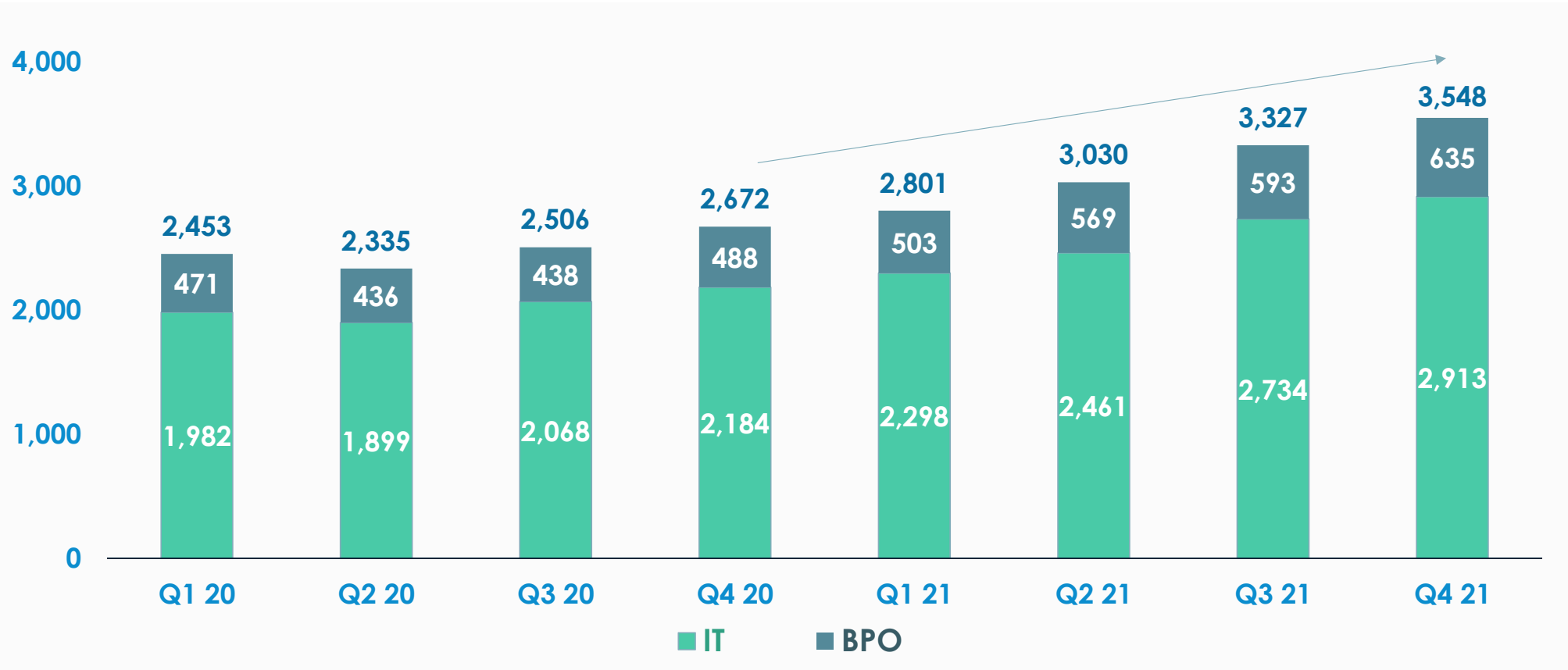
Lesser billable days  
**(0.64)%**

Rupee depreciation  
**0.17%**

# Big Picture – Revenue & EBITDA %age

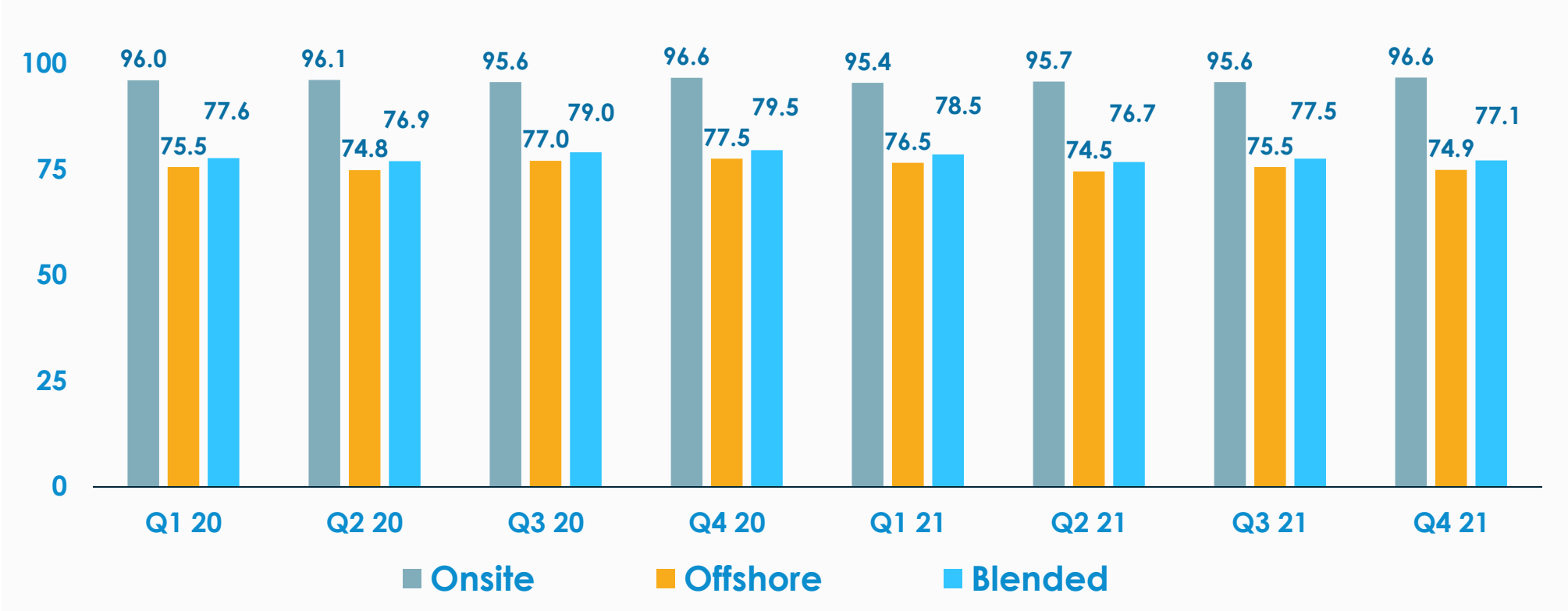


# Billable Associates



Record addition of 850+ technical associates during FY 2021

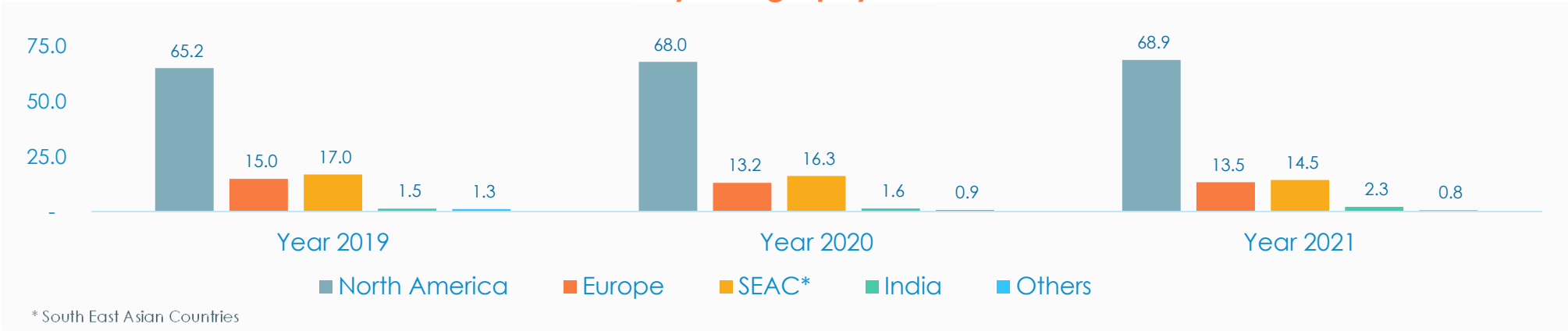
# Utilization (%)



Offshore utilization impacted by higher attrition during FY 2021

# Revenue Breakdown

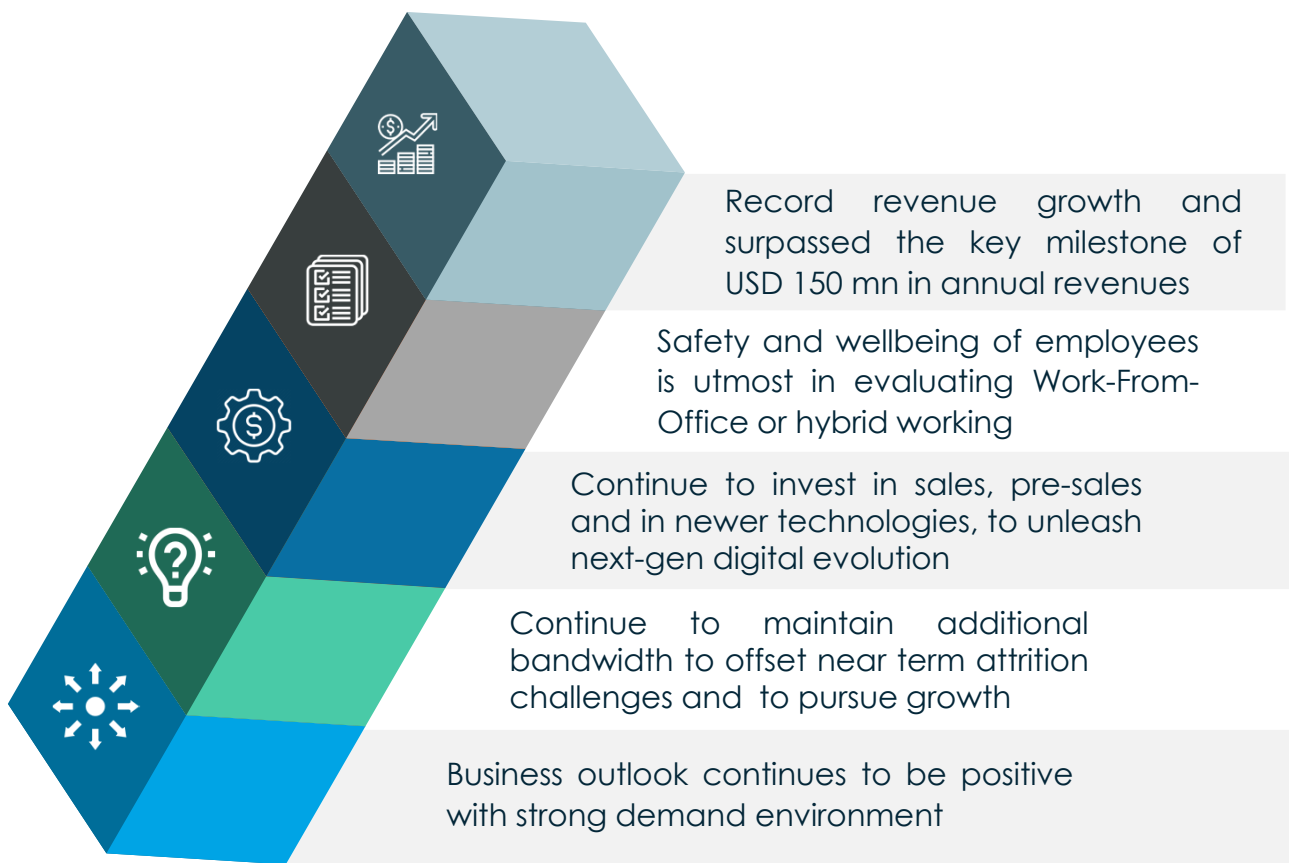
## By Geography (%)



## Client Concentration (%)



# Summing Up and Looking Ahead



## Focus for 2022

- Partnering with customers in navigating their successful digital transformations
- Expanding Infra to cater to growth
- Expand margins by efficient operations, improved realization rates and revenue growth
- Strong balance sheet for future growth



# Thank You

## Nand Sardana

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### Chief Financial Officer

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Email: [nand.sardana@rsystems.com](mailto:nand.sardana@rsystems.com)

## Kumar Gaurav

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### AVP Finance & Accounts

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Email: [kumar.gaurav@rsystems.com](mailto:kumar.gaurav@rsystems.com)

## Bhasker Dubey

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### Company Secretary & Compliance Officer

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