



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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www.rsystems.com

REF: SECT/05/2019/20

May 14, 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 May 10, 2019 regarding Investors/ Analysts call of R Systems International Limited (“the Company”) on Tuesday, May 14, 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 May 14, 2019 on the financial results for the quarter ended March 31, 2019.

This is for your information and records.

Thanking you,

Yours faithfully,

For R Systems International Limited

Bhasker Dubey
(Company Secretary and 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 – Q1 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

₹ 196.30 Cr. (US\$ 27.91 mn)

QoQ Increase

2.00%
(4.00% in US\$)

YoY Increase

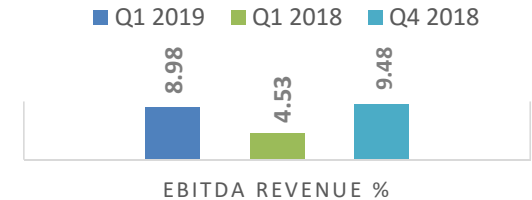
28.97%
(18.08% in US\$)

Key Wins Q1-19

5

₹ EBITDA

₹ 17.63 Cr. (US\$ 2.51 mn)



₹ Net Profit after Taxes

₹ 12.38 Cr. (US\$ 1.76 mn)

Earnings Per Share

₹ 1.00

Share Holder' Funds#

₹ 332.71 Cr.

\$ 48.11 mn

Cash Balance #

₹ 200.26 Cr.

\$ 28.96 mn

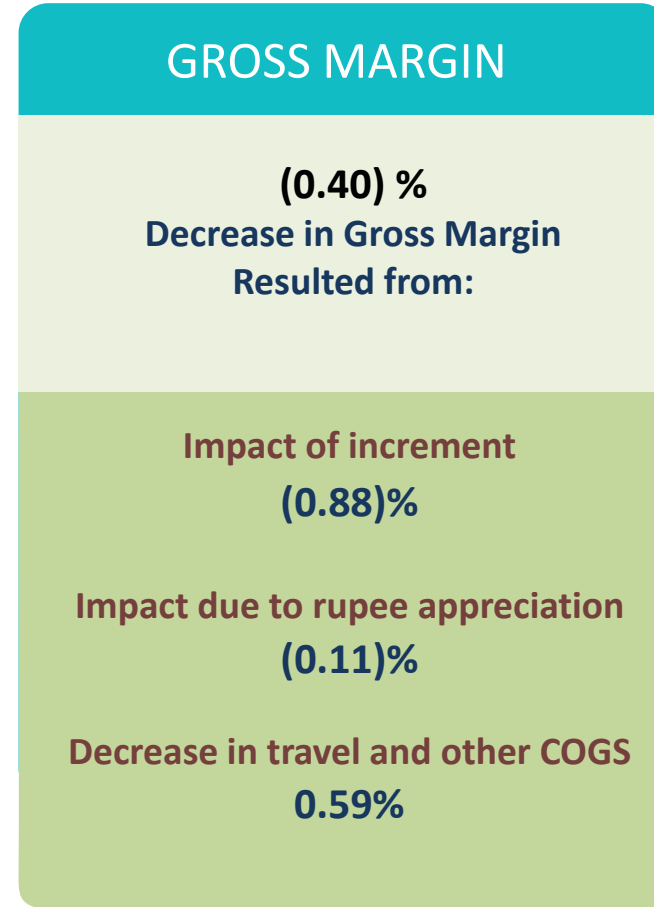
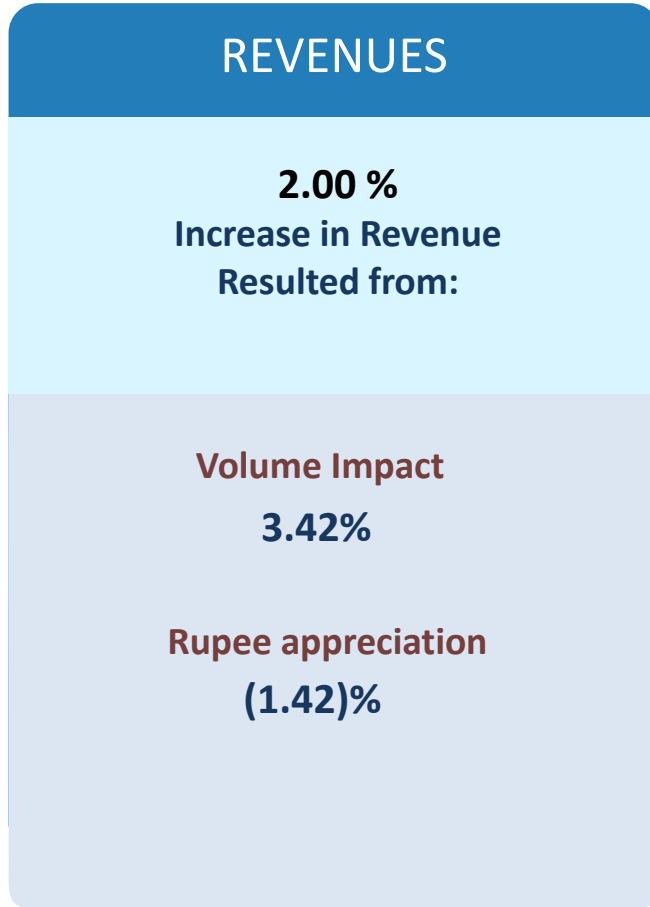
Before buyback of Rs. 23.99 Cr.

- ✓ Reported INR Revenue of 196 Cr. in Q1 2019 with 29% yoy growth. Revenue growth is driven by strong demand for digital services coupled with Innovizant acquisition.
- ✓ Digital Revenue contributes > 40% .
- ✓ Serving 26 customers having million dollar plus revenue on run rate basis.
- ✓ Net Addition of 100 associates during Q1 2019.
- ✓ Expanded our Greater Noida SEZ facility with 28,000 sq. ft.
- ✓ Margins have improved compared to first quarter of earlier years despite the salary raises and rupee appreciation.

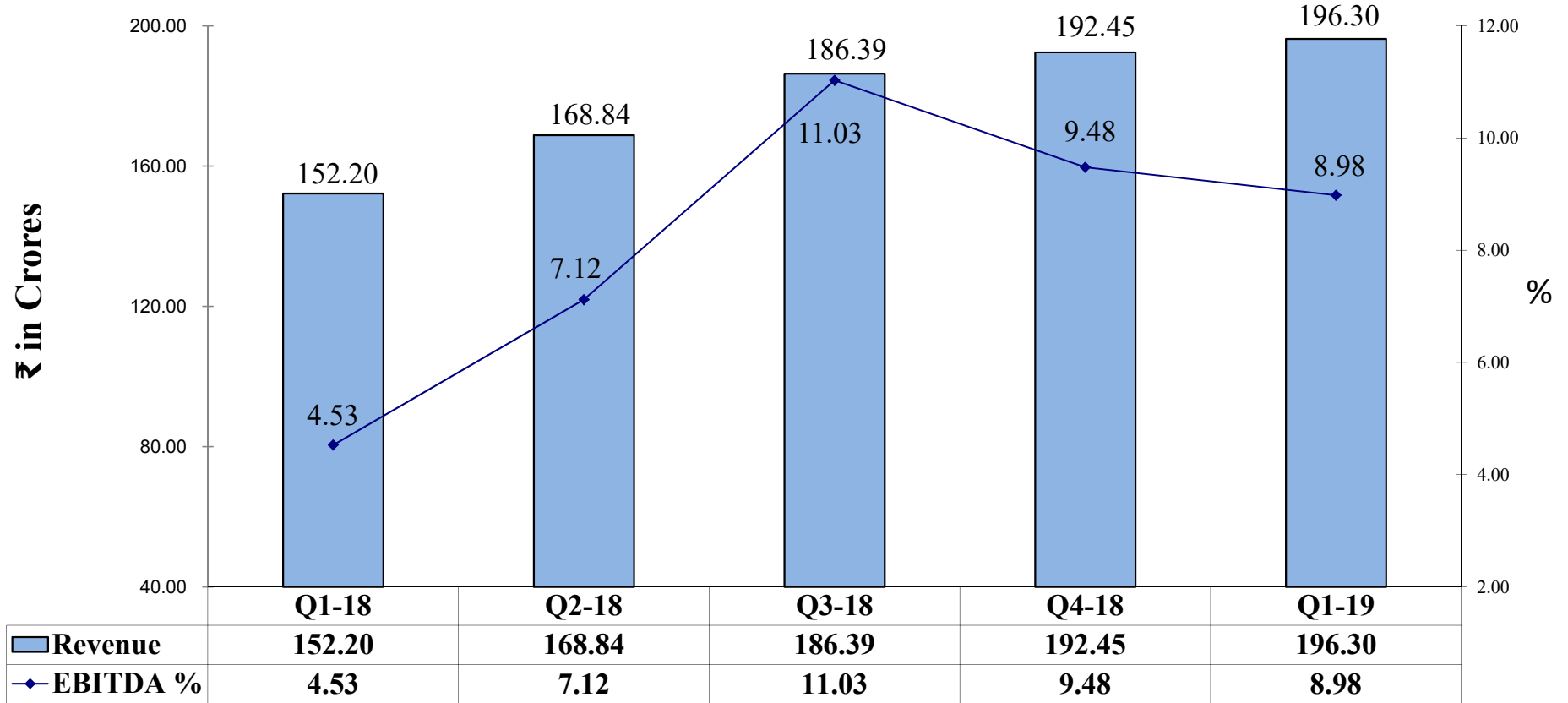
// Financial Performance – Contribution Analysis – Q1 2019

(Figures in mn)

Particulars	Q1 2019		Q1 2018		Q4 2018	
	INR	US\$	INR	US\$	INR	US\$
Revenues	1,962.99	27.91	1,522.03	23.64	1,924.53	26.84
Cost of revenues	1,302.19	18.51	1,059.68	16.46	1,269.06	17.68
Gross margin	660.80	9.40	462.35	7.18	655.47	9.16
	33.66%		30.38%		34.06%	
SG & A Expenses	484.52	6.89	393.46	6.11	473.06	6.59
	24.68%		25.85%		24.58%	
EBITDA	176.28	2.51	68.89	1.07	182.41	2.57
	8.98%		4.53%		9.48%	
Depreciation and amortization	43.05	0.62	32.90	0.51	34.53	0.48
Income from operations	133.23	1.89	35.99	0.56	147.88	2.09
Interest expense	(3.80)	(0.05)	(0.72)	(0.01)	(0.58)	(0.01)
Other income (net)	59.19	0.84	19.80	0.31	177.17	2.59
Income before income tax	188.62	2.68	55.07	0.86	324.47	4.67
Income tax expense	64.80	0.92	16.56	0.26	64.51	0.93
Net earnings	123.82	1.76	38.51	0.60	259.96	3.74



// Big Picture – Revenue & EBITDA %age



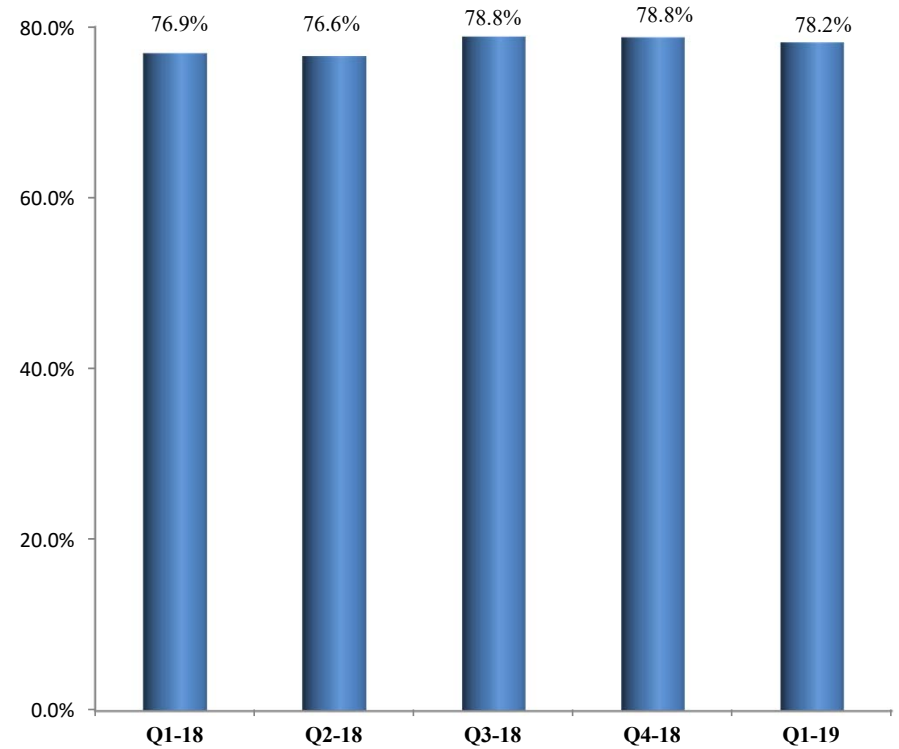
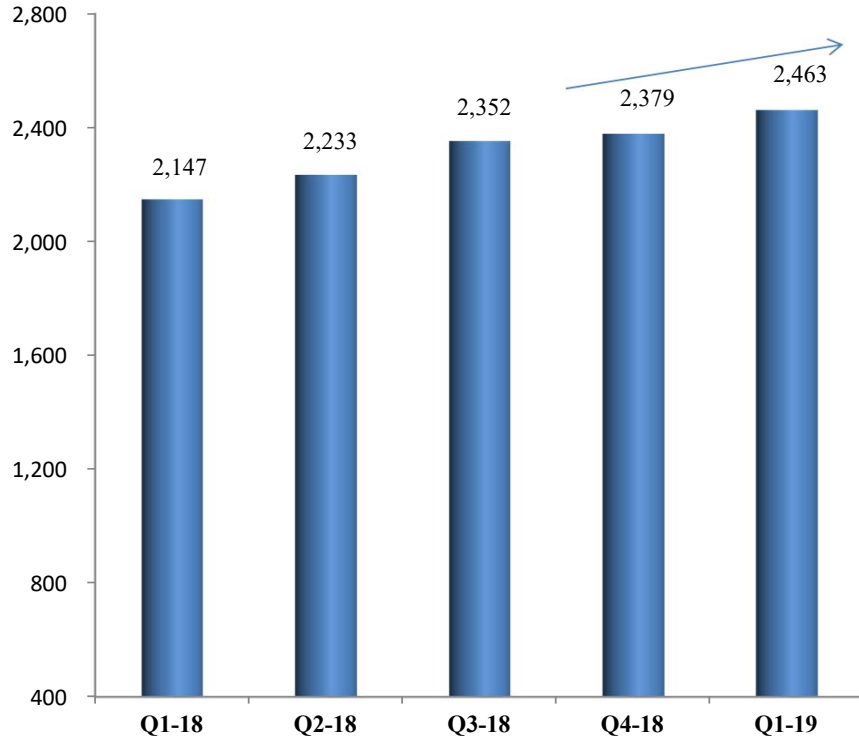
// Consolidated Key Balance Sheet Data

₹ in Crores except "DSO"

Particulars	As at Mar 31, 2019	As at Dec 31, 2018
Share Holders' Funds #	332.71	322.90
Receivables	133.26	136.55
Receivables in days "DSO" for the quarter	62	63
Cash balance #	200.26	199.84

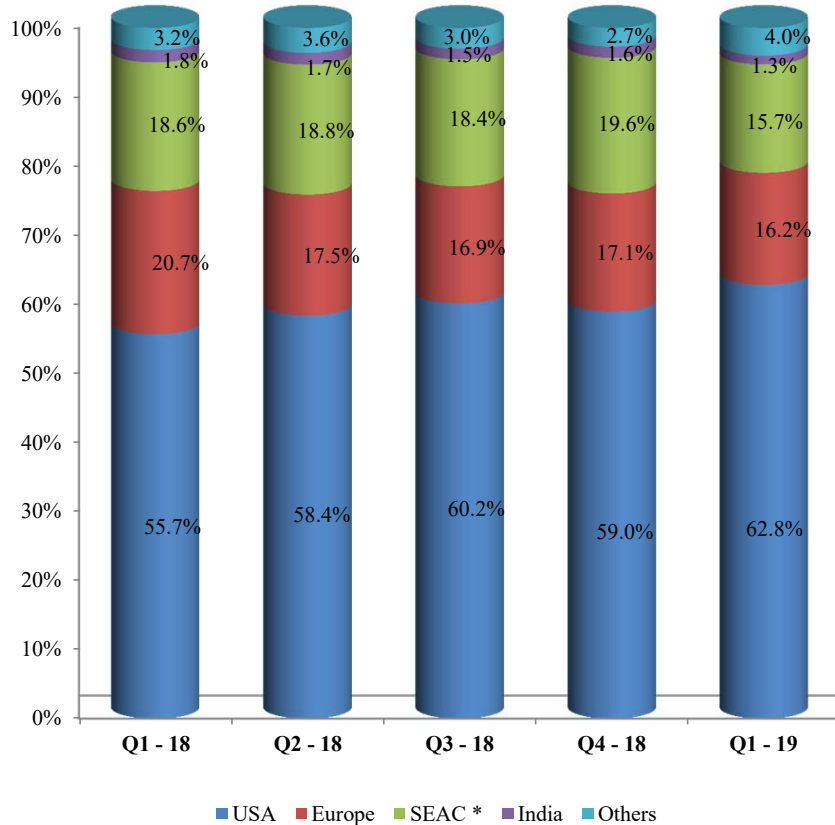
Before buyback of Rs. 23.99 crores.

// Billable Head Counts and Utilization



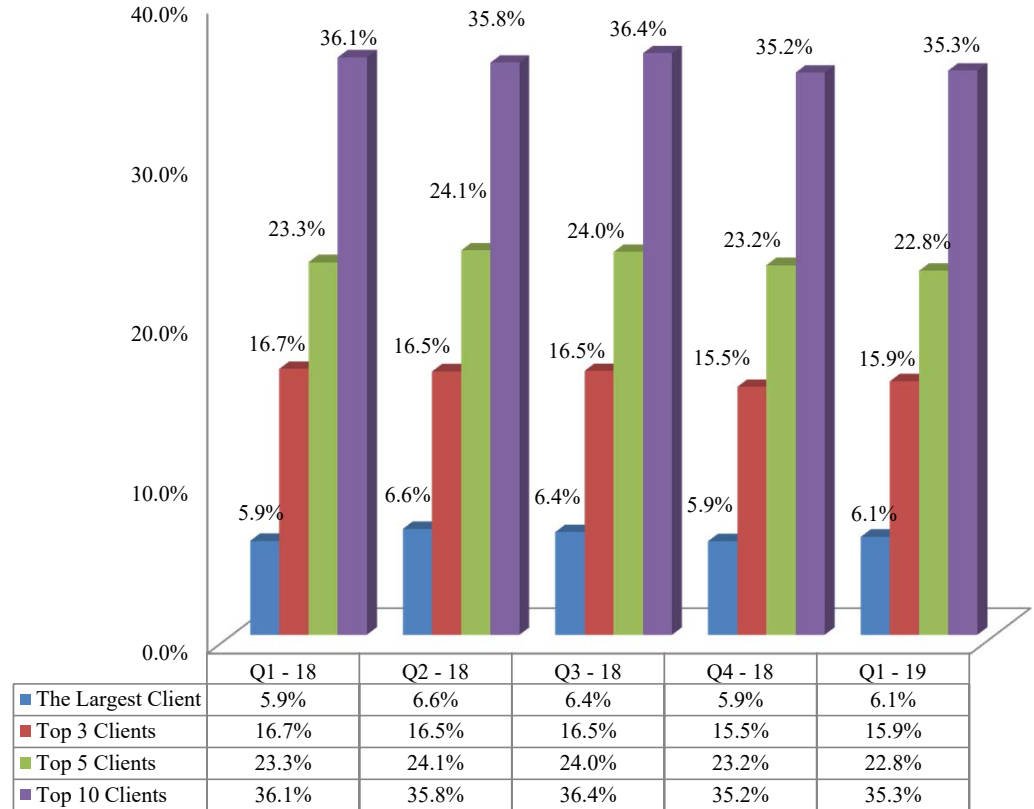
// Revenue Breakdown

By Geography



* South East Asian Countries

Client Concentration



Promising start for Year 2019 with robust yoy revenue growth.

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

Scope to improve margins through growth momentum and discipline in execution.

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

Nand Sardana

Chief Financial Officer

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Kumar Gaurav

AVP Finance & Accounts

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Bhasker Dubey

Company Secretary &
Compliance Officer

Tel # 0120 - 4082633

Email: bhasker.dubey@rsystems.com

Thank You
for your Support