



## 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

Phones: +91-120-4303500  
Fax: +91-120-4082699

Email : [rsil@rsystems.com](mailto:rsil@rsystems.com)  
[www.rsystems.com](http://www.rsystems.com)

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

REF: SECT/11/2021/10

November 16, 2021

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
---	---

Dear Sir/ Madam,

**SUB: SUBMISSION OF PRESENTATION MADE TO ANALYSTS/ INVESTORS**

This is with reference to our intimation dated November 12, 2021 regarding Investors/ Analysts call of R Systems International Limited (“the Company”) on Tuesday, November 16, 2021.

In this regard, as per Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed presentation made to Analysts/ Investors on November 16, 2021 on the financial results for the quarter ended September 30, 2021.

This is for your information and records.

Thanking you,

Yours faithfully,

For **R Systems International Limited**

Bhasker Dubey  
(Company Secretary & Compliance Officer)





# Analytical Review Q3 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 Q3 2021

## Revenue

**₹ 305.77Cr**  
(US\$ 41.39M)

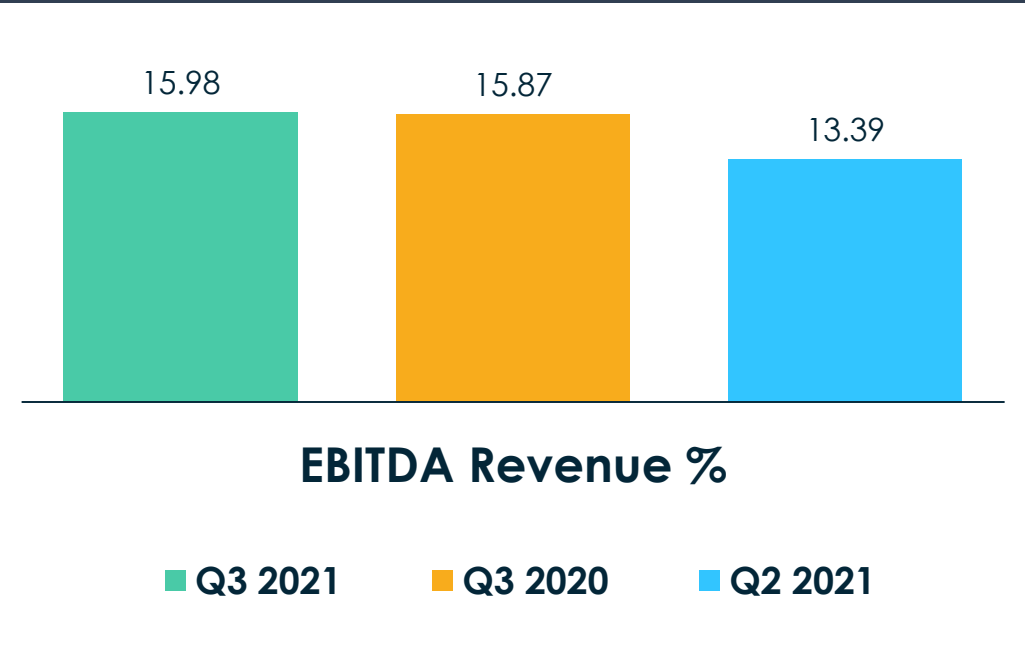
## YoY

**+ve36.32%**

## QoQ

**+ve 11.77%**

EBITDA : ₹ 48.85Cr (US\$ 6.62M)



**Net Profit**

₹ 37.60Cr  
(US\$ 5.09M)



**Earnings Per Share**

₹ 3.14



**Key Wins**

12



**Share Holder Funds**

₹ 502.58Cr  
(US\$ 67.71M)



**Net Cash Balance**

₹ 291.90Cr  
(US\$ 39.32M)

# Key Highlights YTD Sep 2021

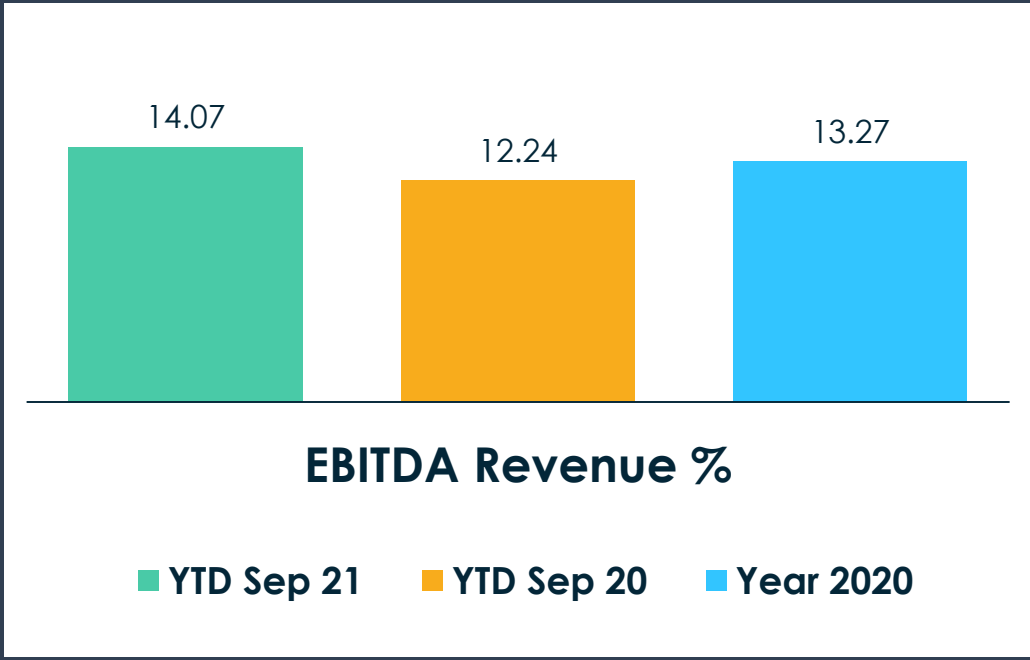
## Revenue

**₹ 826.99Cr**  
(US\$ 112.52M)

## YoY

**+ve 28.43%**

EBITDA : ₹ 116.35Cr (US\$ 15.83M)



## Net Profit

**₹ 108.64Cr**  
(US\$ 14.78M)



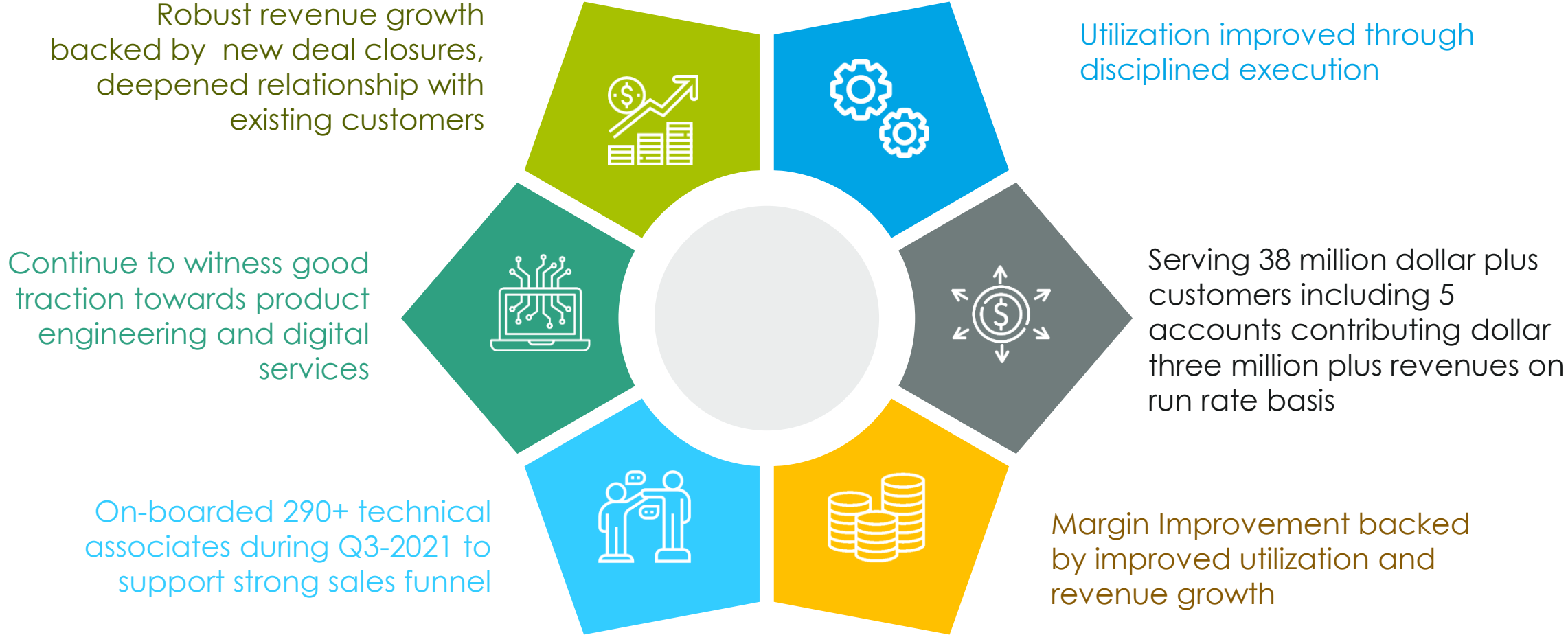
## Earnings Per Share

**₹ 9.08**

## Key Balance Sheet Data

	Sep 30, 2021	Dec 31, 2020
Receivable	₹ 149.13Cr	₹ 131.25Cr
Unbilled	₹ 59.80Cr	₹ 22.21Cr
Day Sales Outstanding	45 Days	43 Days

# Key Highlights (Continues...)



# Financial Performance – Contribution Analysis – Q3 2021

Figures in M	Q3 2021		Q3 2020		Q2 2021	
	₹	US\$	₹	US\$	₹	US\$
	<b>Revenues</b>	<b>3,057.74</b>	<b>41.39</b>	<b>2,243.03</b>	<b>30.25</b>	<b>2,735.67</b>
Cost of revenues	1,907.23	25.81	1,392.61	18.78	1,762.56	23.92
<b>Gross margin</b>	<b>1,150.51</b>	<b>15.58</b>	<b>850.42</b>	<b>11.47</b>	<b>973.11</b>	<b>13.22</b>
	37.63%		37.91%		35.57%	
SG & A Expenses	661.98	8.96	494.54	6.66	606.67	8.24
	21.65%		22.05%		22.18%	
<b>EBITDA</b>	<b>488.53</b>	<b>6.62</b>	<b>355.88</b>	<b>4.81</b>	<b>366.44</b>	<b>4.98</b>
	15.98%		15.87%		13.39%	
Depreciation and amortization	71.33	0.97	64.41	0.87	63.31	0.86
<b>EBIT</b>	<b>417.20</b>	<b>5.65</b>	<b>291.47</b>	<b>3.94</b>	<b>303.13</b>	<b>4.12</b>
Interest expense	(11.98)	(0.16)	(14.92)	(0.20)	(10.80)	(0.15)
Other income (net)	61.51	0.83	55.21	0.75	248.90	3.39
<b>Income before income tax</b>	<b>466.73</b>	<b>6.32</b>	<b>331.76</b>	<b>4.49</b>	<b>541.23</b>	<b>7.36</b>
Income tax expense	90.78	1.23	61.51	0.83	79.59	1.08
<b>Net earnings</b>	<b>375.95</b>	<b>5.09</b>	<b>270.25</b>	<b>3.66</b>	<b>461.64</b>	<b>6.28</b>

# Revenue and Gross Margin Analysis Q3 2021



## Revenues

**11.77%**

Increase in Revenue Resulted from:

Volume gain	<b>12.22%</b>
Rupee appreciation*	<b>(0.45)%</b>

\* Rupee appreciation mainly against Euro and other cross currencies



## Gross margin

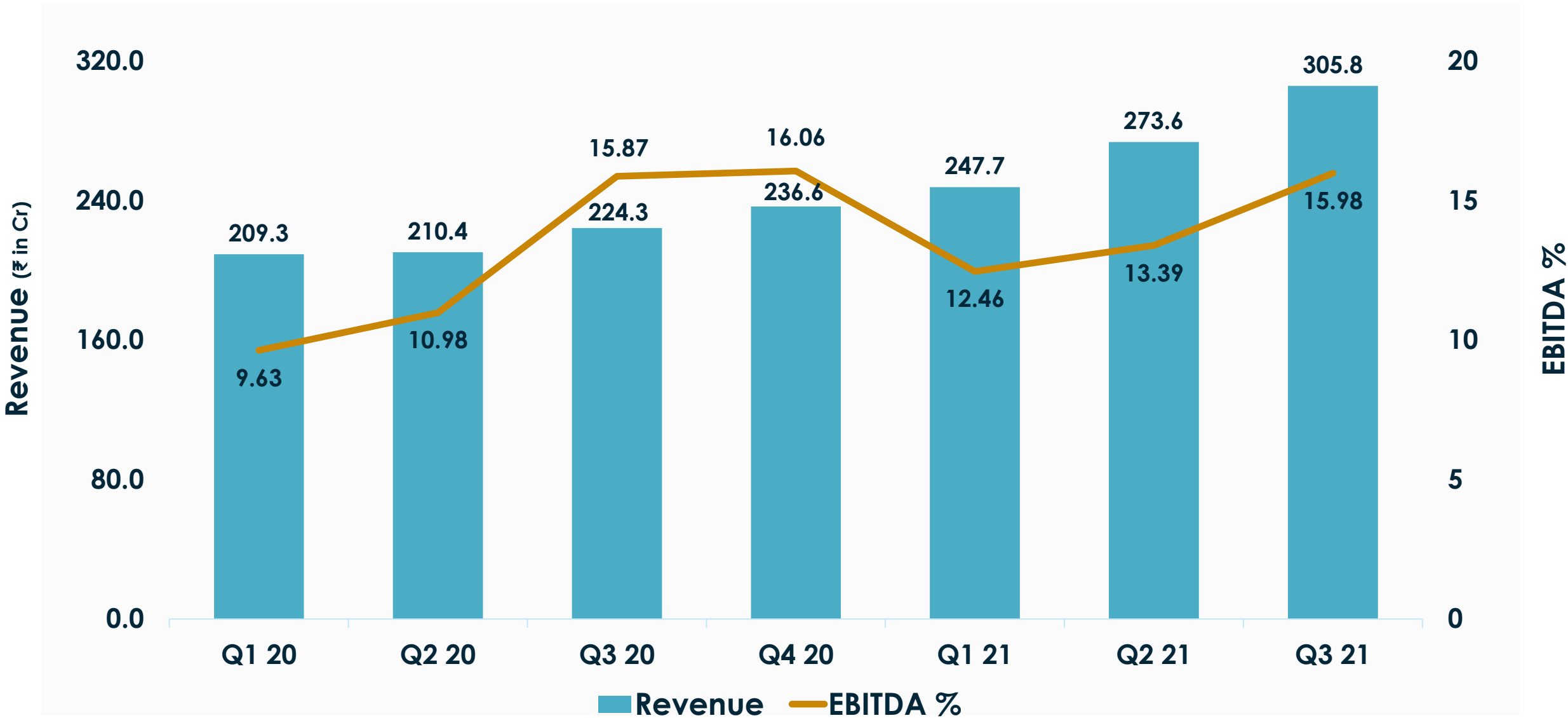
**2.06%**

Increase in Gross Margin Resulted from:

Increase in utilization	<b>1.24%</b>
Higher billable days	<b>0.39%</b>
Other savings	<b>0.43%</b>

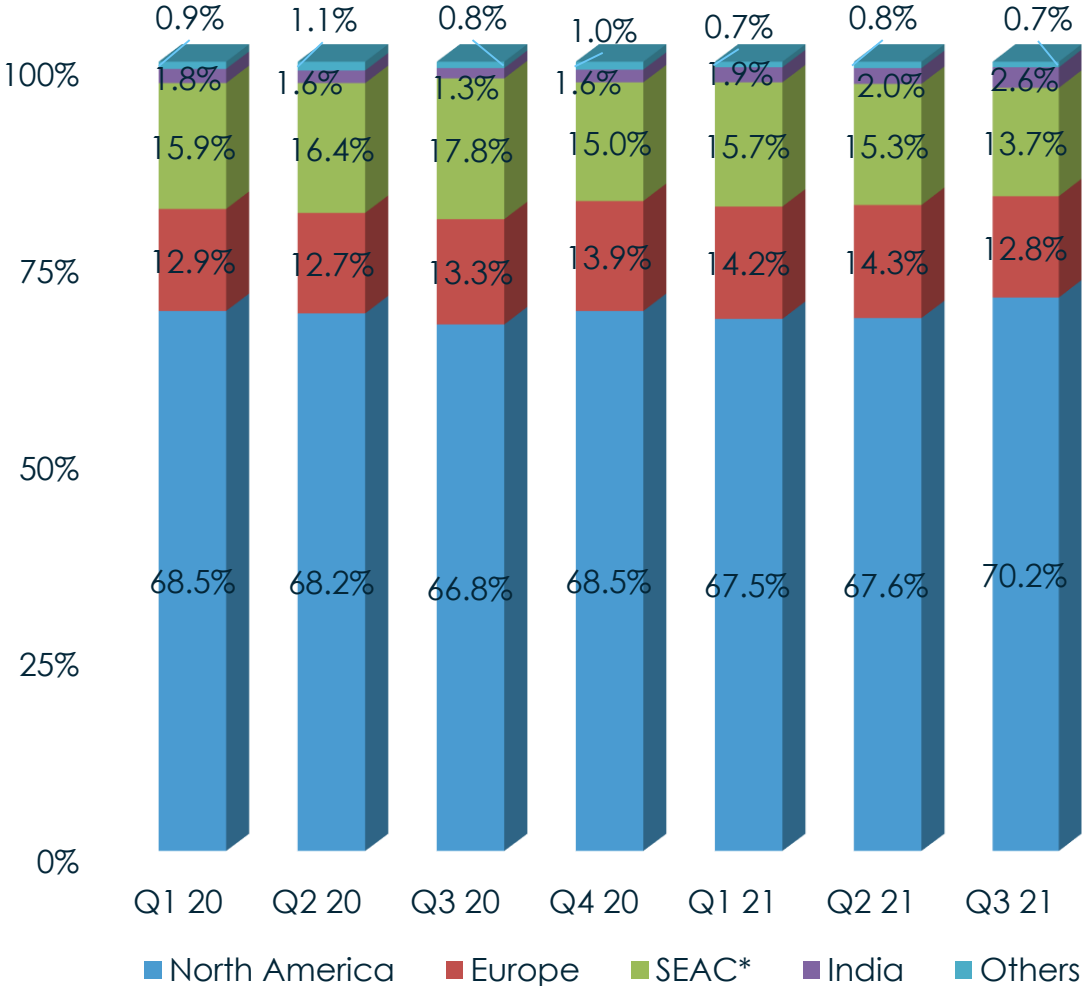


# Big Picture – Revenue & EBITDA %age – Quarter wise

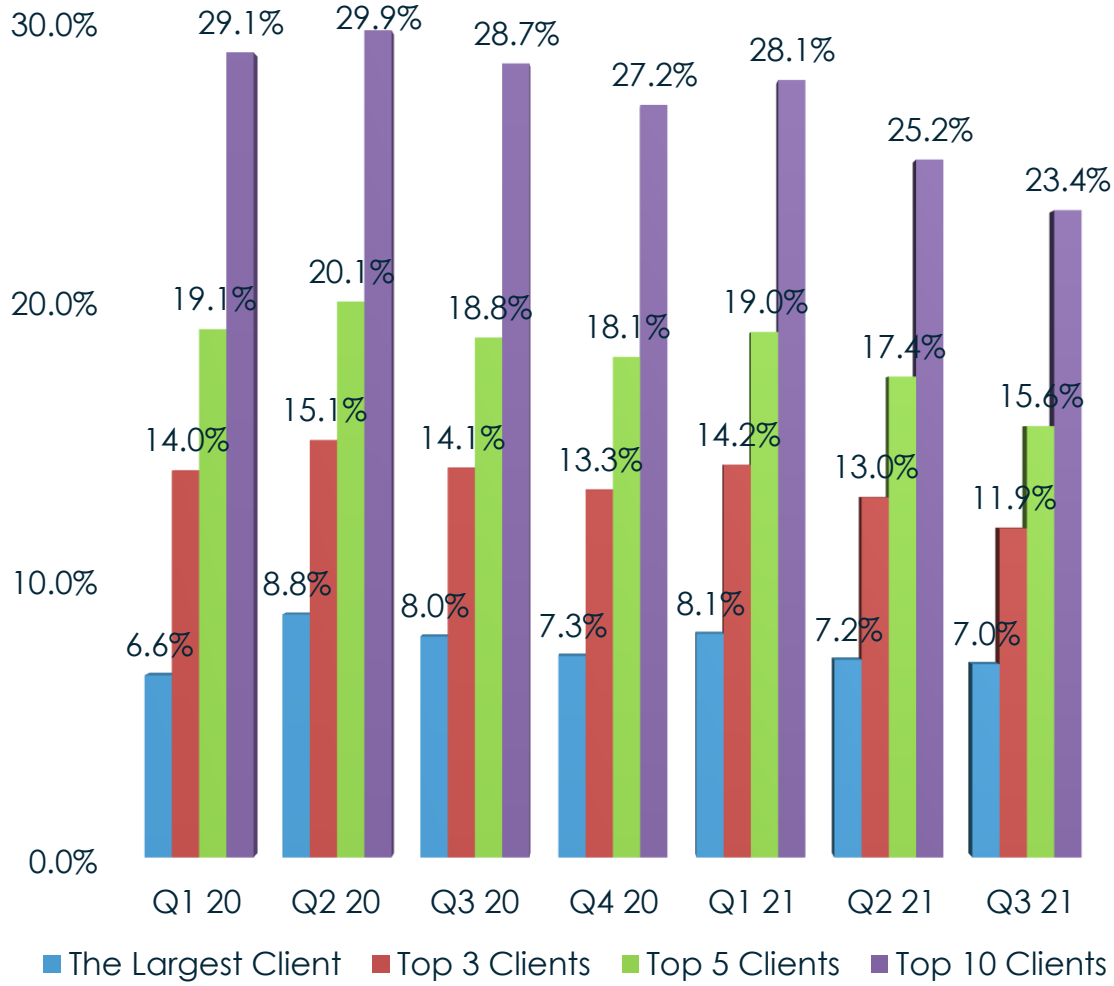


# Quarterly Revenue Breakdown

### By Geography

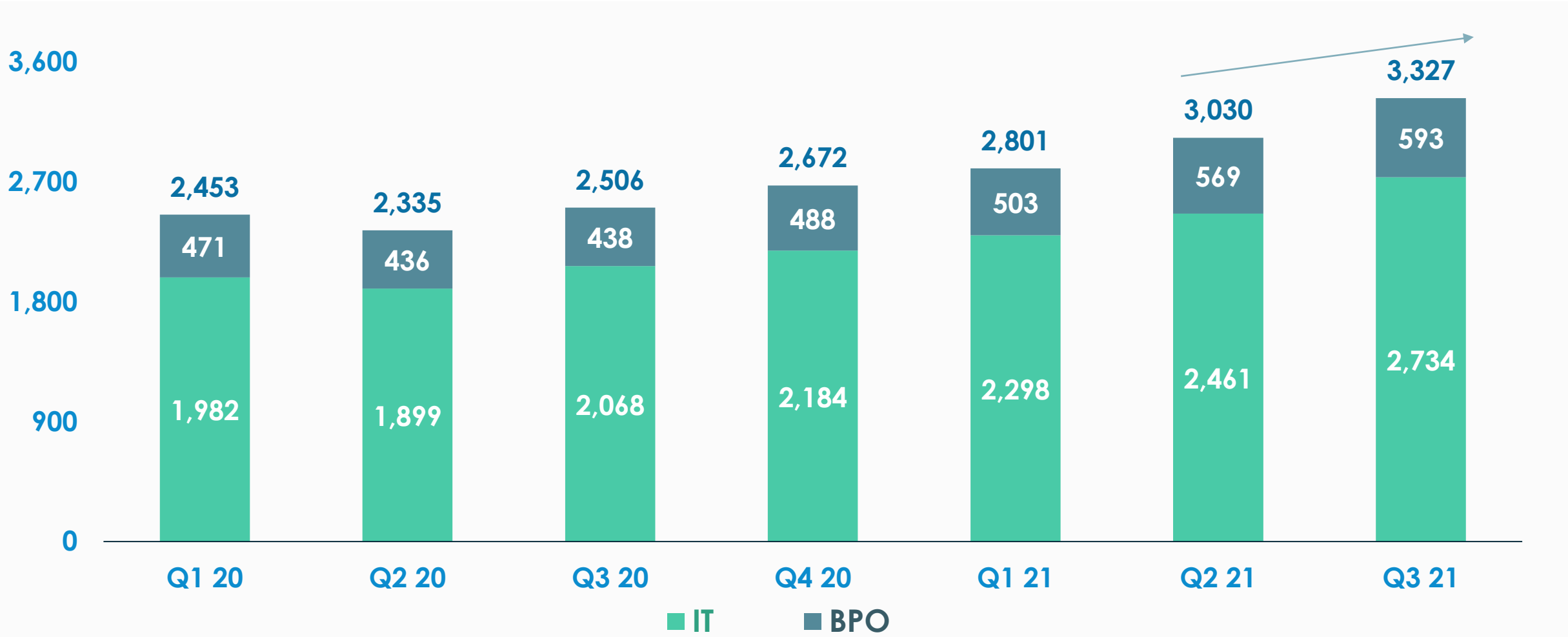


### Client Concentration



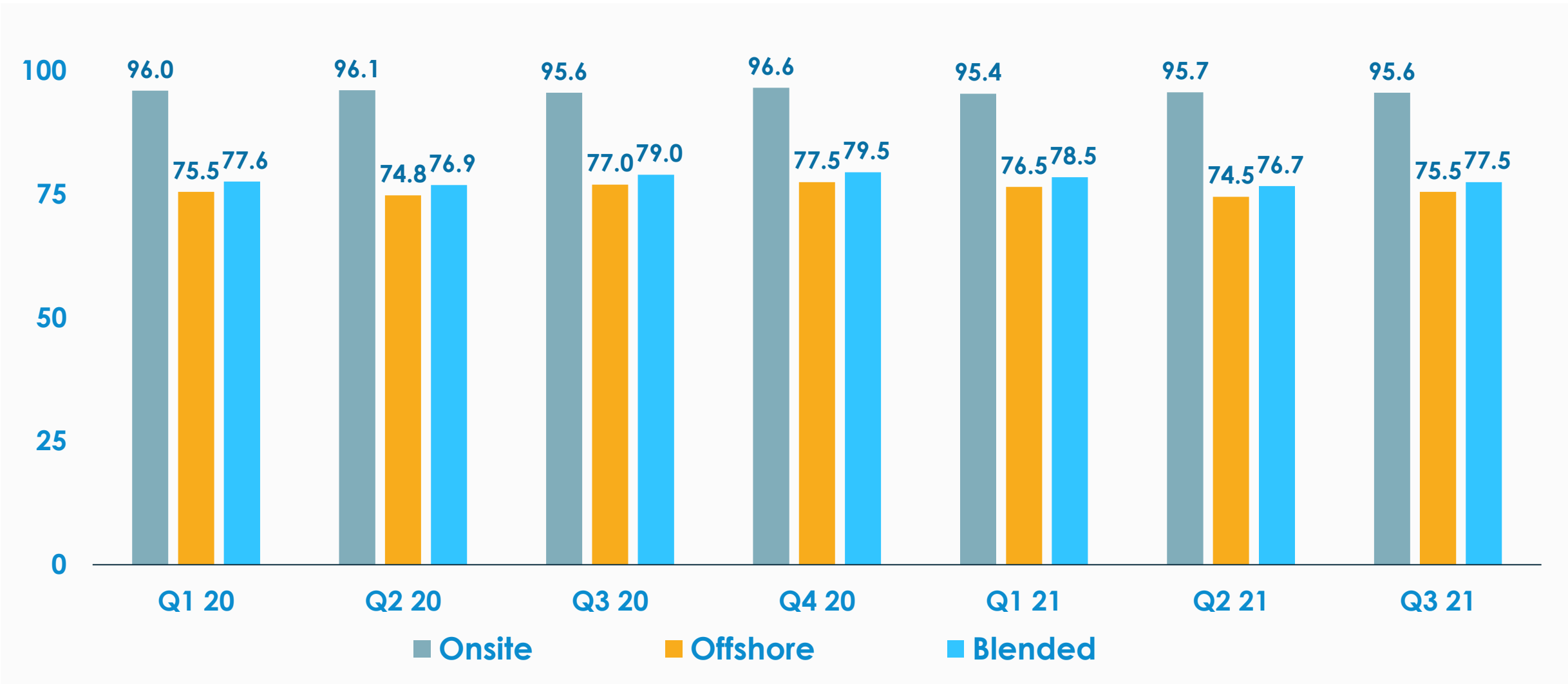
\* South East Asian Countries

# Billable Associates



**Addition of 290+ Technical Associates during Q3 2021**

# Utilization (%)



# Summing Up and Looking Ahead



Promising revenue growth with improved margins during nine months ended September 2021



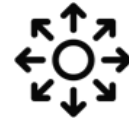
Safety and wellbeing of employees is utmost in evaluating Work-From-Office or hybrid working



Continue to invest in sales, pre-sales and in newer technologies, to deliver successful digital transformations



Maintaining additional bandwidth to offset near term attrition challenges



Business outlook continues to be positive with strong demand environment



## Continued Focus for 2021

- Partnering with customers in navigating successful digital transformations
- Ensuring safe and reliable operations
- Expand margins by efficient operations and revenue growth
- Strong Balance Sheet for future growth



# Thank You

## Nand Sardana

---

### Chief Financial Officer

Tel # 0120 – 4303506

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

## Kumar Gaurav

---

### AVP Finance & Accounts

Tel # 0120 - 4082650

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

## Bhasker Dubey

---

### Company Secretary & Compliance Officer

Tel # 0120 - 4303566

Email: [bhasker.dubey@rsystems.com](mailto:bhasker.dubey@rsystems.com)

### Worldwide Headquarter

R Systems International Ltd.

C - 40, Sector - 59,

Noida 201307 (UP), India

P: (+91) 120-430-3500

F: (+91) 120-258-7123

### USA Corporate Office

R Systems Inc.

5000 Windplay Drive,

El Dorado Hills, CA 95762

P: (+1) 916-939-9696

(+1) 800-355-5159

F: (+1) 916-939-9697