



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
www.rsystems.com

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

REF: SECT/03/2021/01

DATE: MARCH 02, 2021

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
---	---

Dear Sir/ Madam,

SUB: SUBMISSION OF PRESENTATION MADE TO ANALYSTS/ INVESTORS

This is with reference to our intimation dated February 26, 2021 regarding Investors/ Analysts call of R Systems International Limited (“the Company”) on Tuesday, March 02, 2021.

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, 2021 on the financial results for the quarter and year ended December 31, 2020.

This is for your information and records.

Thanking you,

Yours faithfully,

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

Bhasker Dubey
(Company Secretary & Compliance Officer)



WWW.RSYSTEMS.COM

R Systems

#YourDigitalTransformationPartner

Analytical Review Q4 & Year 2020 Results

Intensifying Digital Transformation



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 2020



Revenue

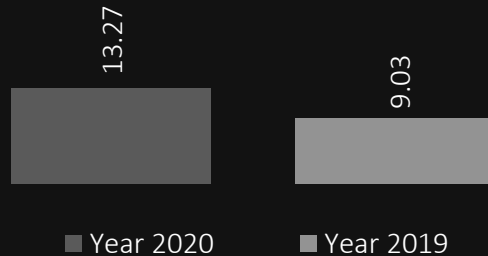
₹ 880.6 Cr
(US\$ 119.2 Mn)
YoY ↑ 8.80%



EBITDA

₹ 116.8 Cr
(US\$ 15.8 Mn)
YoY ↑ 59.9%

EBITDA as % of Revenue



Net Profit	₹ 82.2 Cr (US\$ 11.1 Mn)
Earnings Per Share	₹ 6.9
Share Holder Funds	₹ 426.6 Cr (US\$ 58.4 Mn)
Net Cash Balance	₹ 302.8 Cr (US\$ 41.4 Mn)
Day Sales Outstanding	53 Days

Key Highlights Q4 2020



Revenue

₹ 236.6 Cr
(US\$ 32.1 Mn)
QoQ ↑ 5.5%



EBITDA

₹ 38.0 Cr
(US\$ 5.2 Mn)
QoQ ↑ 6.8%



Net Profit

₹ 29.4 Cr
(US\$ 3.9 Mn)
QoQ ↑ 8.2%

EBITDA as % of Revenue



Key Highlights (Continues ...)



Reported Record Revenues amid the pandemic with strong improvement in margins



On-boarded 330+ associates during H2-2020 to support strong sales funnel

Witnessed good traction towards digital services and solutions using RPA, cloud, IOT, mobility, and analytics



Serving 30 million dollar plus customers including 5 accounts contributing dollar three million plus revenues on run rate basis

Margins Improvement on the back of efficiencies in operations, savings from WFH along with Rupee depreciation



28 Key wins during FY 2020 including 8 customers with US\$ one million plus potential

Financial Performance – Contribution Analysis – Year 2020



Figures in Mn

Year 2020

Year 2019

Particulars	Year 2020		Year 2019	
	₹	US\$	₹	US\$
Revenues	8,805.91	119.16	8,093.75	115.18
Cost of revenues	5,579.22	75.50	5,289.33	75.27
Gross margin	3,226.69	43.66	2,804.42	39.91
	36.64%		34.65%	
SG & A				
Expenses	2,058.28	27.86	2,073.74	29.51
	23.37%		25.62%	
EBITDA	1,168.41	15.80	730.68	10.40
	13.27%		9.03%	
Depreciation and amortization	256.04	3.46	148.86	2.12
EBIT before exceptional items	912.37	12.34	581.82	8.28
Exceptional items	18.65	0.25	-	-
EBIT	893.72	12.09	581.82	8.28
Finance cost	(56.66)	(0.77)	(15.65)	(0.22)
Other income (net)	129.05	1.75	153.18	2.18
Income before income tax	966.11	13.07	719.35	10.24
Income tax expense	144.22	1.95	138.11	1.97
Net earnings	821.89	11.12	581.24	8.27



Revenues

8.80%

**Increase in Revenue
from:**

Rupee depreciation

5.44%

Volume gains

3.36%



Gross margins

1.99%

**Increase in Gross Margins
from:**

Lesser travel and BPO transport

1.46%

Rupee depreciation

1.31%

Saving in other COGS & Govt. grant

0.53%

Salary raises

(1.31)%

Financial Performance – Contribution Analysis – Q4 2020



Figures in Mn	Q4 2020		Q4 2019		Q3 2020	
	₹	US\$	₹	US\$	₹	US\$
Revenues	2,366.41	32.12	2,128.71	30.01	2,243.03	30.25
Cost of revenues	1,477.94	20.06	1,361.51	19.18	1,392.61	18.78
Gross margin	888.47	12.06	767.20	10.83	850.42	11.47
	37.55%		36.04%		37.91%	
SG & A						
Expenses	508.47	6.90	549.65	7.75	494.54	6.66
	21.49%		25.82%		22.05%	
EBITDA	380.00	5.16	217.55	3.08	355.88	4.81
	16.06%		10.22%		15.87%	
Depreciation and amortization	59.73	0.81	16.11	0.23	64.41	0.87
EBIT before exceptional items	320.27	4.35	201.44	2.85	291.47	3.94
Exceptional items	18.65	0.25	-	-	-	-
EBIT	301.62	4.10	201.44	2.85	291.47	3.94
Finance cost	(14.42)	(0.20)	(3.37)	(0.05)	(14.92)	(0.20)
Other income (net)	45.34	0.61	30.89	0.44	56.44	0.76
Income before income tax	332.54	4.51	228.96	3.24	332.99	4.50
Income tax expense / (credit)	38.74	0.53	(3.35)	(0.05)	61.51	0.83
Net earnings	293.80	3.98	232.31	3.29	271.48	3.67



Revenues

5.50%

**Increase in Revenue
from:**

Volume gains

5.50%



Gross Margins

(0.36)%

**Decrease in Gross Margins
from:**

Salary raises

(1.09)%

Increase in utilization

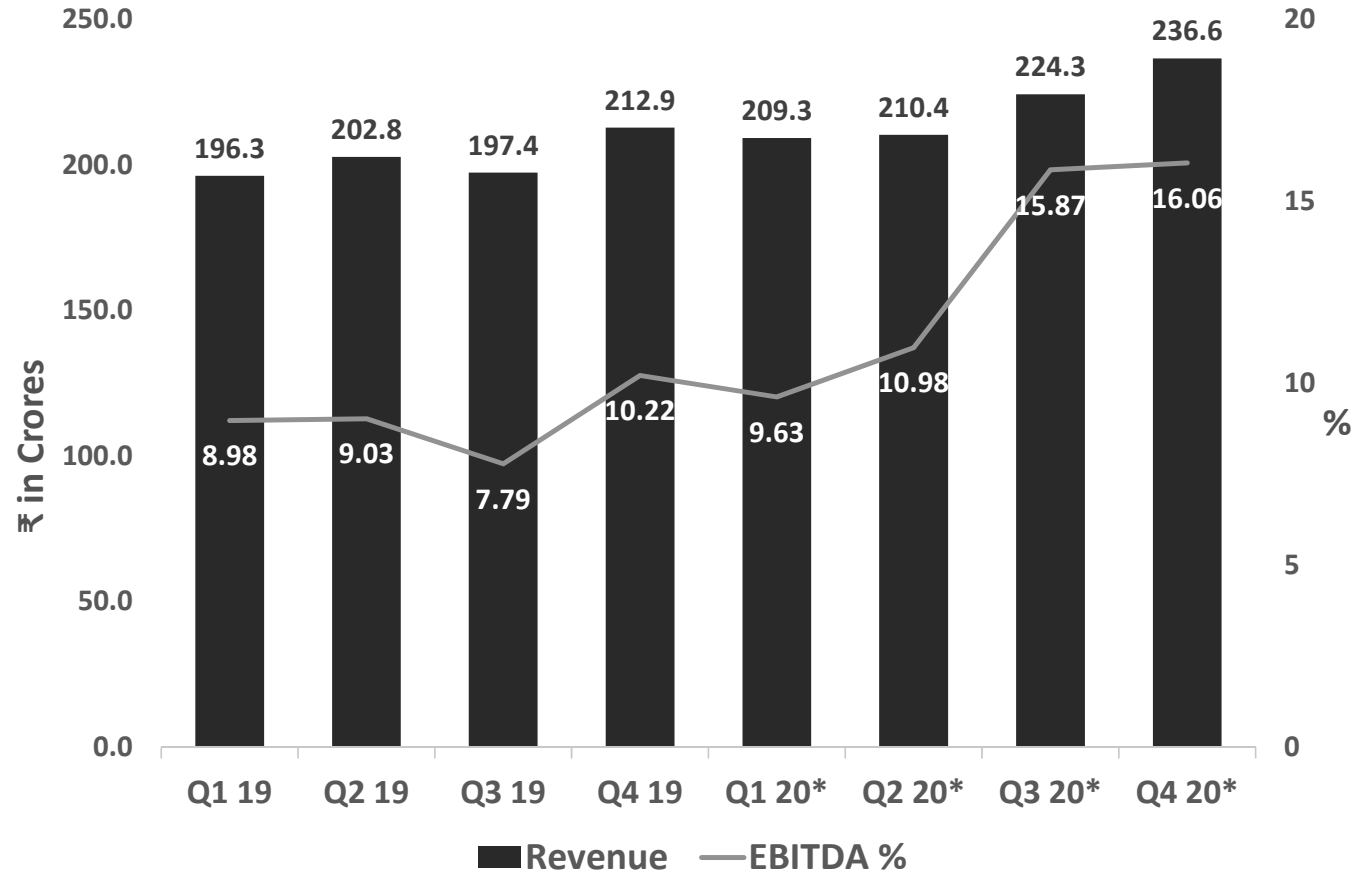
0.45%

Decrease in other COGS

0.28%

**INR Depreciation against Euro has offset the
impact of INR Appreciation against US\$**

Big Picture – Revenue & EBITDA %age

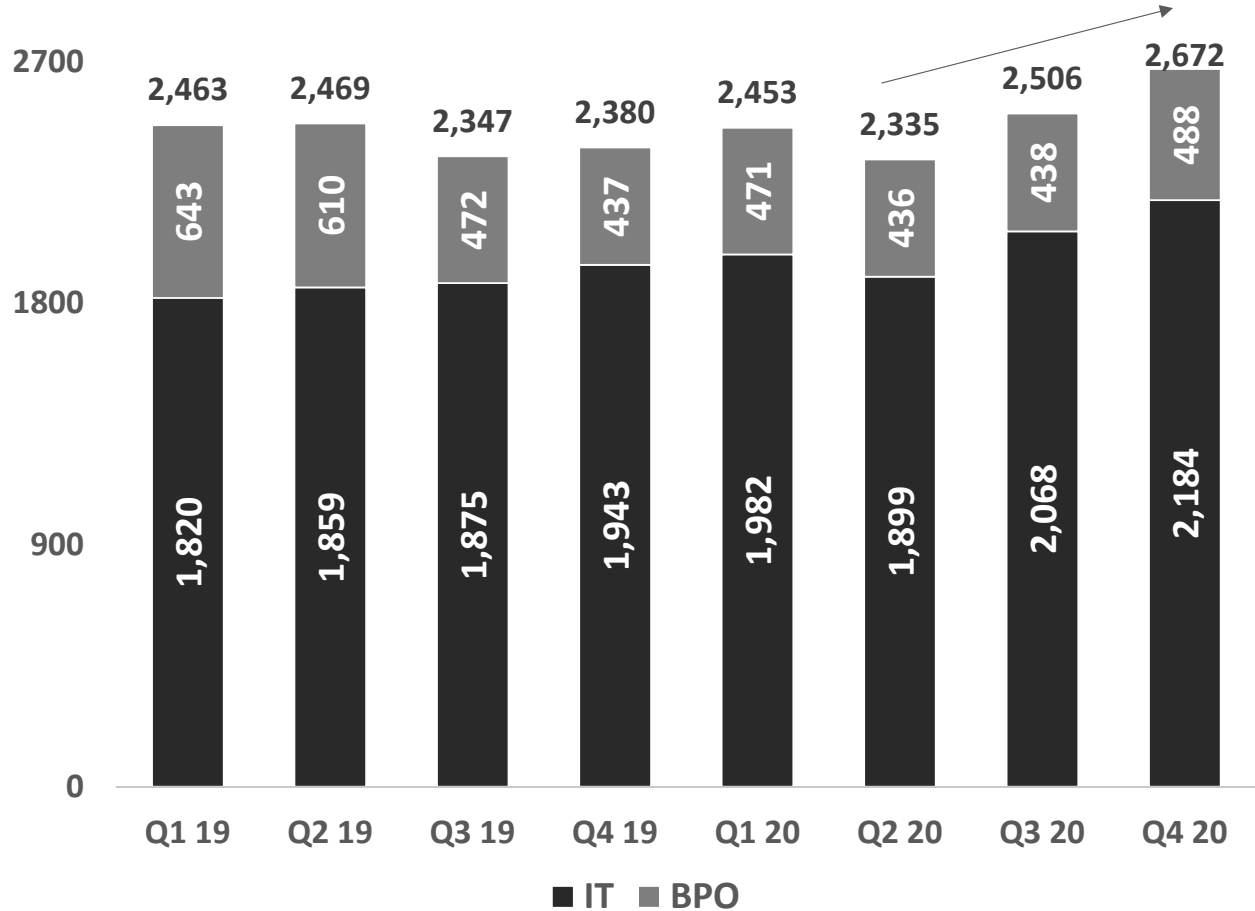


* Post Ind-AS 116 Adoption

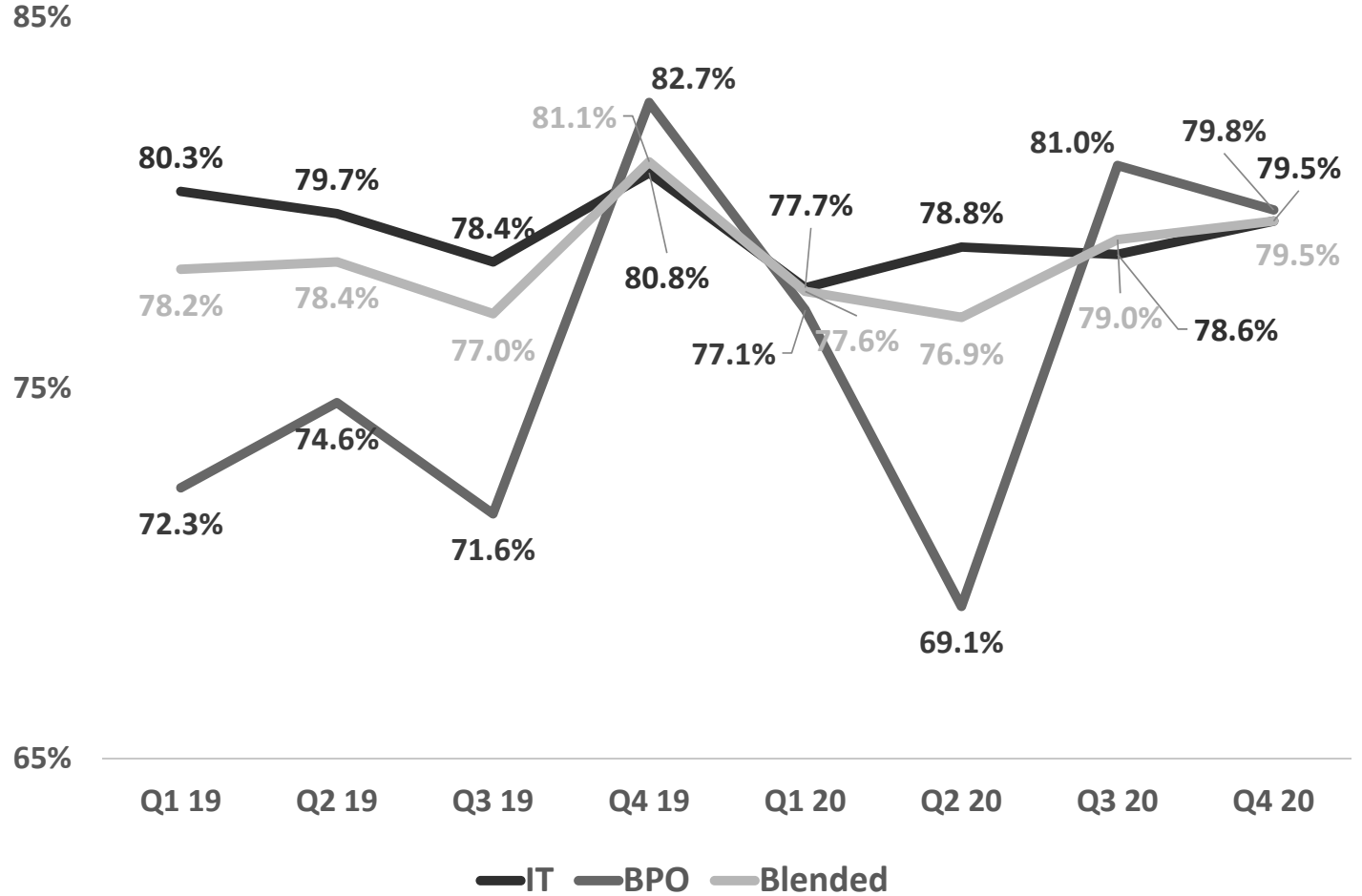
Billable Associates



Added net 330 + Technical Associates during H2- 2020.



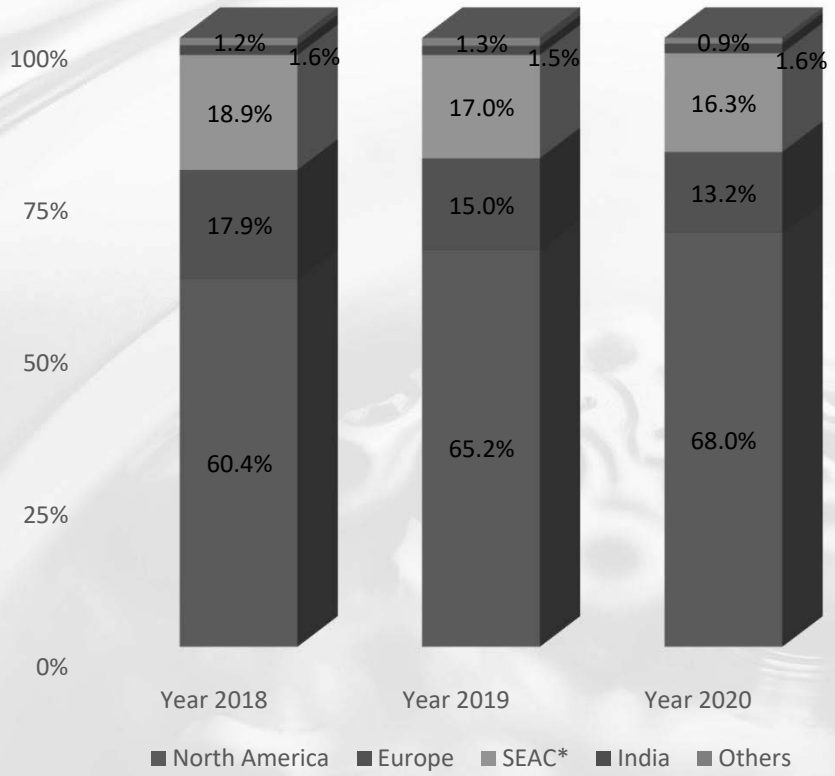
Utilization



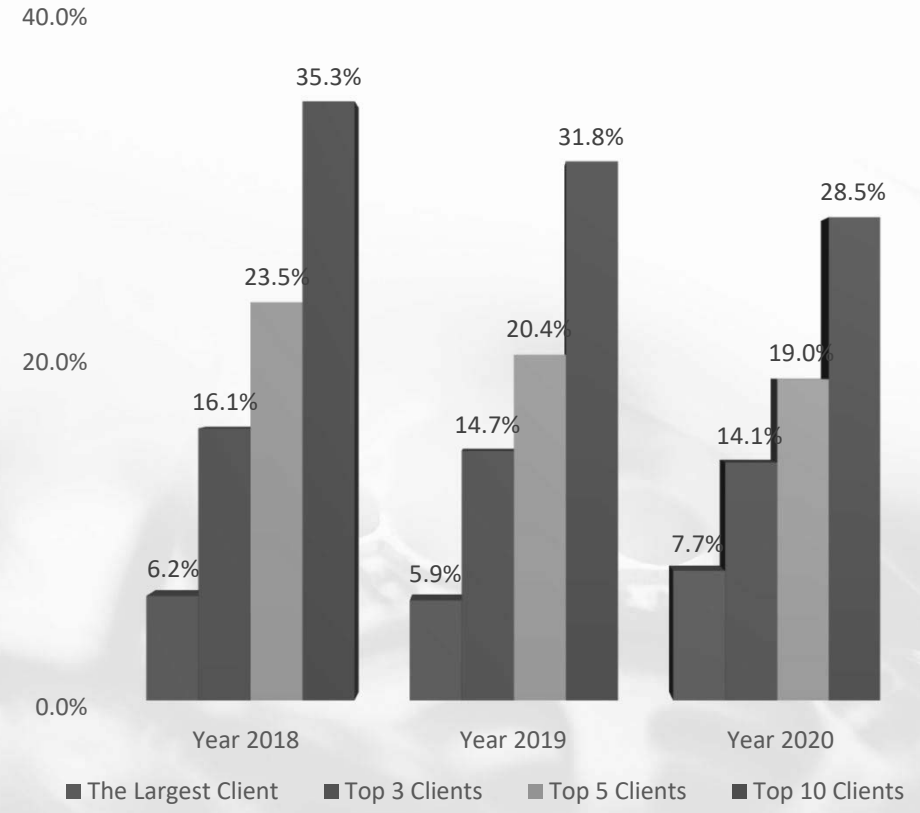
Revenue Breakdown



By Geography



Client Concentration



* South East Asian Countries

◆ Regained momentum to report revenue growth in FY 2020 with strong margin improvement

◆ Businesses have shown renewed interest in digital and technology services to align in this new normal

◆ Continuous Financial stimulus by various Governments is also supporting the demand environment

◆ Optimistic to deliver profitable growth on the back of strong sales funnel specially for Technology, Cloud and Digital services

Focus for 2021

- Partnering with customers in navigating successful digital transformations
- Ensure safe and reliable operations for all stakeholders
- Maintain margins by efficient operations and other cost saving measures
- Utilize Strong Balance Sheet for future growth

Contact Information

Nand Sardana

Chief Financial Officer

Tel # 0120 – 4303506

Email: nand.sardana@rsystems.com

Kumar Gaurav

AVP Finance & Accounts

Tel # 0120 - 4082650

Email: kumar.gaurav@rsystems.com

Bhasker Dubey

Company Secretary & Compliance Officer

Tel # 0120 - 4303566

Email: bhasker.dubey@rsystems.com

Thank You
for your Support

