



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/08/2022/18

AUGUST 22, 2022

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,

SUB: INTIMATION PURSUANT TO REGULATION 30 OF SEBI (LISTING OBLIGATIONS AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2015

This is with reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. We wish to inform you that the Investors/ Analysts call of the R Systems International Limited (“the Company”) will be held on Wednesday, August 24, 2022 at 11:00 A.M. (IST) to discuss the financial results of the Company for the quarter and six months ended on June 30, 2022.

Details of the Conference call are as under, which are also being published on the website of the Company at www.rsystems.com.

Dial-In Numbers	
India	(+91 22) 62801139 / (+91 22) 7115 8040
International	Hong Kong - 800 964 448
	Singapore - 800 101 2045
	UK - 0 808 101 1573
	USA - 1 866 746 2133

Please find enclosed presentation on the financial results for the quarter and six months ended on June 30, 2022.

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 2022 Results

Next-Gen Digital Evolution



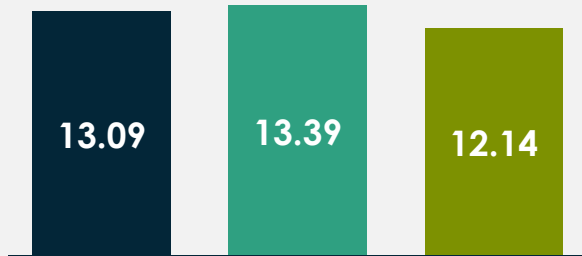
Disclaimer

“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

Q2 2022



EBITDA Revenue %

■ Q2 2022 ■ Q2 2021 ■ Q1 2022

Revenue | ₹ 374.98 Cr (US\$ 48.74 Mn)

QoQ | +ve 9.29%

YoY | +ve 37.07%

EBITDA | ₹ 49.07 Cr (US\$ 6.38 Mn)

Net Profit | ₹ 31.82 Cr (US\$ 4.14 Mn)

Earnings Per Share | ₹ 2.69

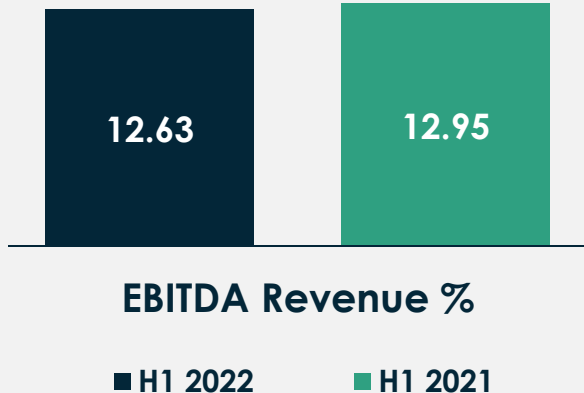
Key Wins | 10

Share Holder Funds | ₹ 452.36 Cr (US\$ 57.28 Mn)

Net Cash Balance | ₹ 217.73 Cr (US\$ 27.57 Mn)

Key Highlights

H1 2022



Revenue	₹ 718.09 Cr (US\$ 94.43 Mn)
YoY	+ve 37.77%
EBITDA	₹ 90.73 Cr (US\$ 11.93 Mn)
Net Profit	₹ 61.51 Cr (US\$ 8.09 Mn)

	Jun 30, 2022	Dec 31, 2021
Receivable	₹ 232.60 Cr	₹ 177.98 Cr
Unbilled	₹ 64.18 Cr	₹ 52.86 Cr
Day Sales Outstanding	58 Days	52 Days

Key Highlights (Continues...)

Revenue growth backed by strong demand environment for digital and technology services

On-boarded 170+ technical associates during H1 2022 to support strong sales funnel

Margins were impacted by high attrition and salary hikes

Serving 47 million dollar plus customers as against 33 a year ago

Utilization was modest to overcome the hiring and attrition challenges

Focused efforts to improve margins in H2 2022.



Financial Performance – Contribution Analysis – Q2 2022

Particulars	Q2 2022		Q2 2021		Q1 2022	
	₹ in Mn	US\$ in Mn	₹ in Mn	US\$ in Mn	₹ in Mn	US\$ in Mn
Revenues	3,749.78	48.74	2,735.67	37.14	3,431.09	45.69
Cost of revenues	2,424.90	31.51	1,762.56	23.92	2,293.56	30.54
Gross margin	1,324.88	17.23	973.11	13.22	1,137.53	15.15
	35.33%		35.57%		33.15%	
SG&A Expenses	834.14	10.85	606.67	8.24	720.98	9.60
	22.24%		22.18%		21.01%	
EBITDA	490.74	6.38	366.44	4.98	416.55	5.55
	13.09%		13.39%		12.14%	
Depreciation and amortization	82.30	1.06	63.31	0.86	82.38	1.10
EBIT	408.44	5.32	303.13	4.12	334.17	4.45
Interest expense	(10.29)	(0.13)	(10.80)	(0.15)	(11.17)	(0.15)
Other income (net)	(5.55)	(0.08)	248.90	3.39	51.41	0.68
Income before income tax	392.60	5.11	541.23	7.36	374.41	4.98
Income tax provision	74.40	0.97	79.59	1.08	77.51	1.03
Net earnings	318.20	4.14	461.64	6.28	296.90	3.95

Revenue and Gross Margin Analysis Q2 2022



Revenues

9.29%

Increase in Revenue Resulted from

Volume gains	4.84%
Higher billable days	2.42%
Rupee depreciation	1.89%
Impact of rate increase	0.14%

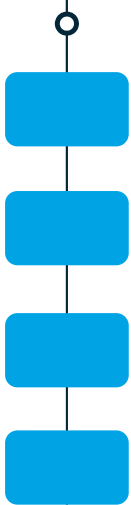


Gross margin

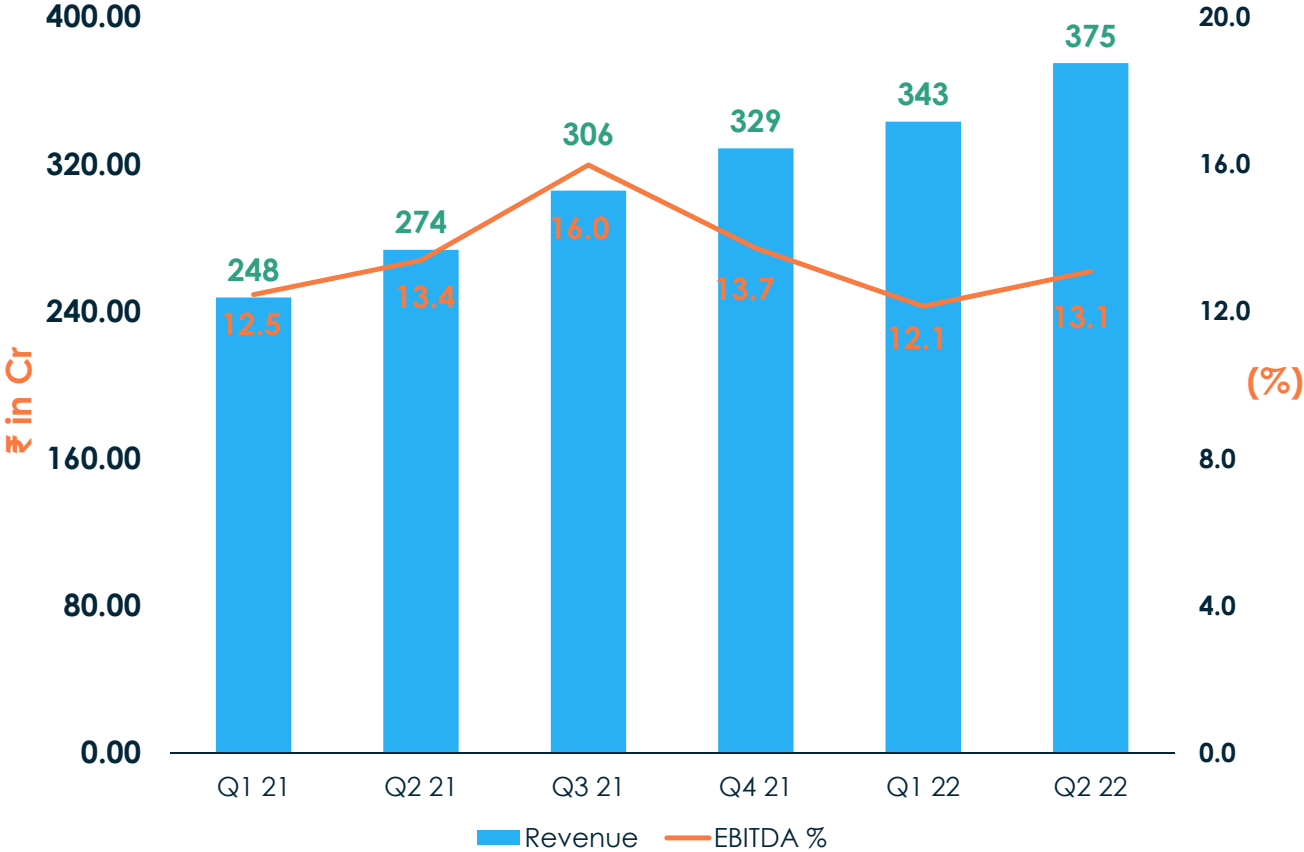
2.18%

Increase in Gross Margin Resulted from

Higher billable days	1.47%
Rupee depreciation	0.81%
Increase in utilization	0.57%
Increase in avg. salary	(0.67)%

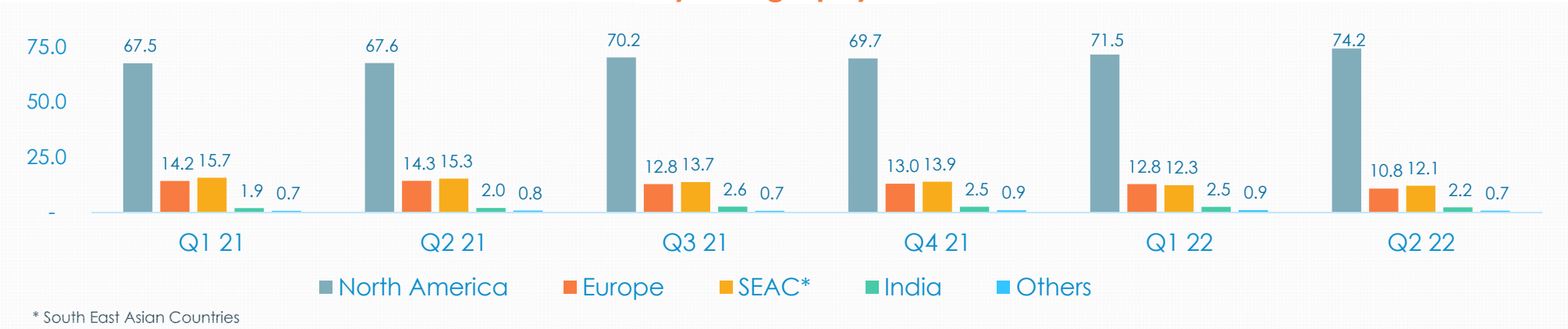


Big Picture – Revenue & EBITDA %age – Quarter wise

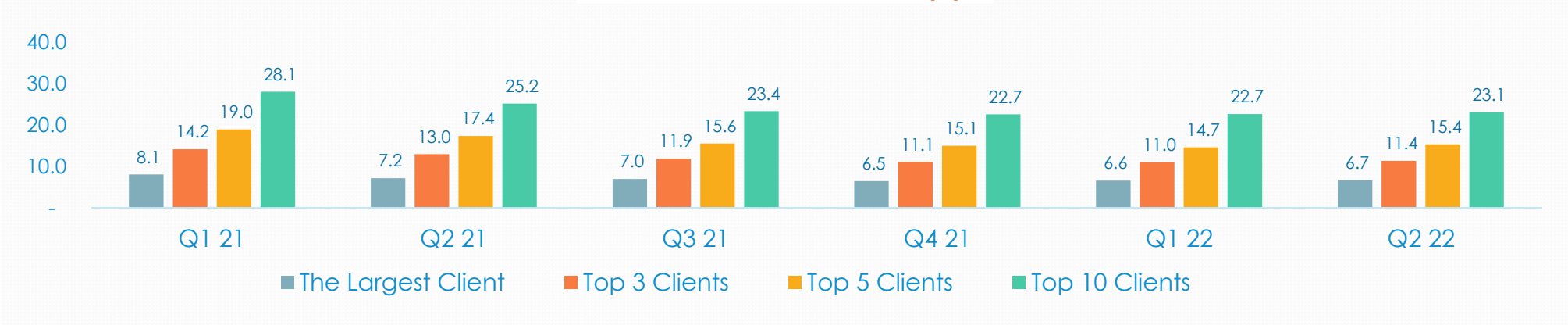


Quarterly Revenue Breakdown

By Geography (%)



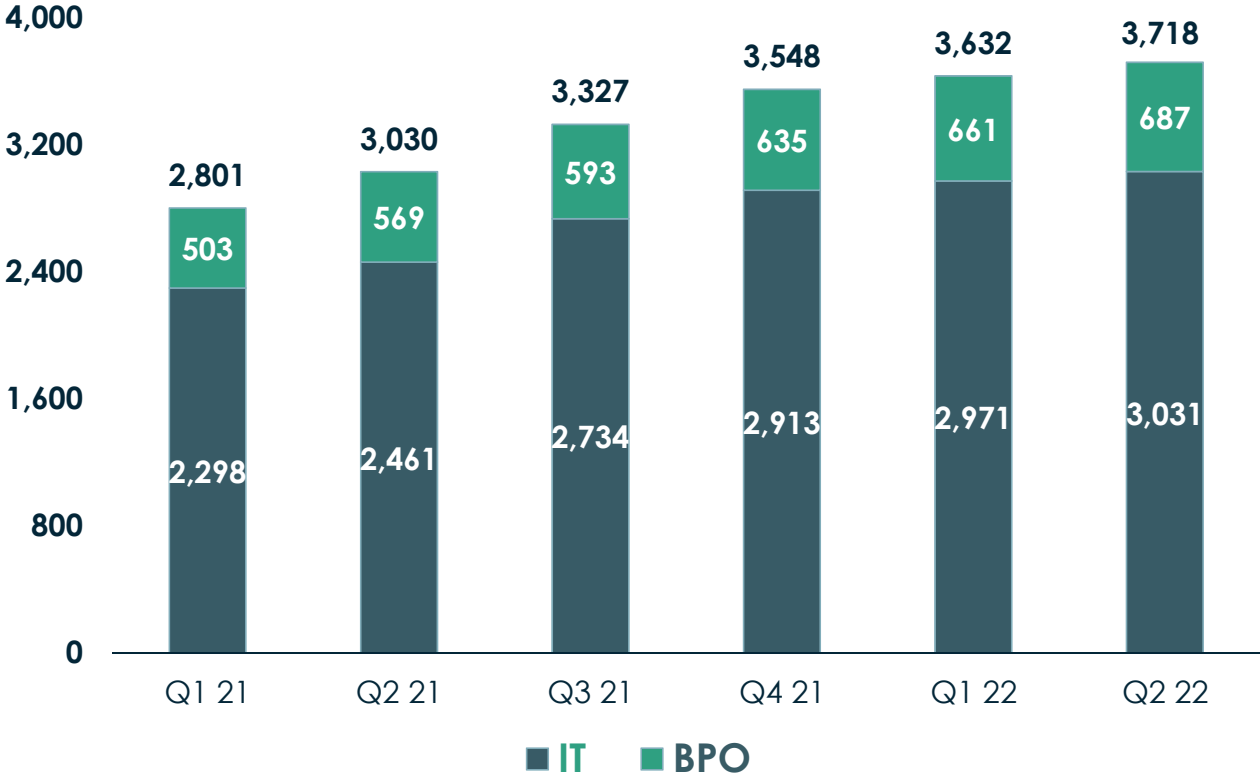
Client Concentration (%)



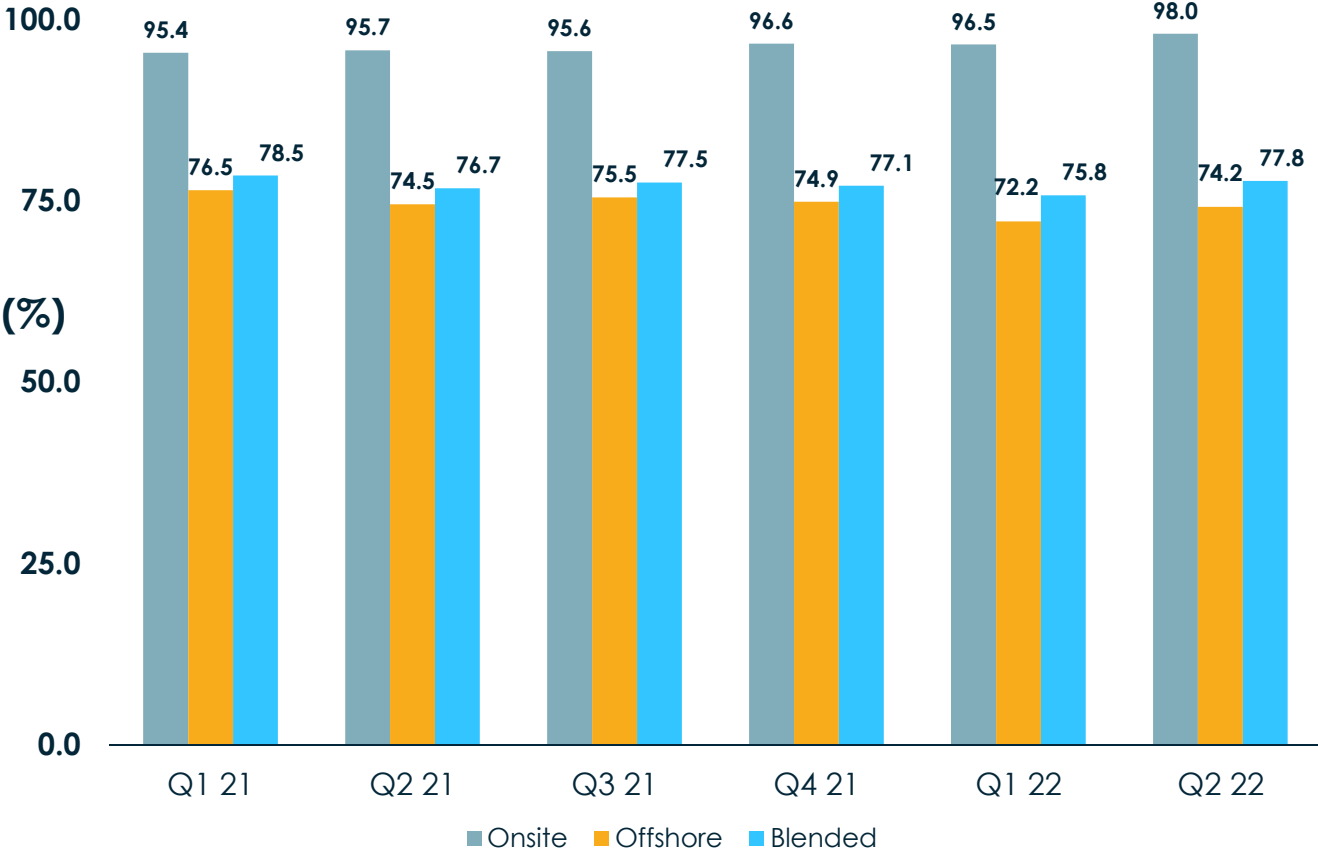
Billable Associates



Added 170+ Technical Associates during H1 2022



Utilization %



Summing Up and Looking Ahead

- Robust revenue growth during H1 2022
- Pressure on margins amid high attrition and salary hikes
- Confident of margin expansion in H2 2022 through better pricing, pyramid rationalization and improved utilization
- Continue to invest in people and newer technologies, to deliver Next-Gen digital Evolution

Continued Focus for 2022

- Partnering with customers in navigating successful digital transformations
- Ensuring safe and reliable operations for all stakeholders
- 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

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

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