



R SYSTEMS INTERNATIONAL LIMITED

Corporate Identity Number : L74899DL1993PLC053579

[CMMI Level 5, PCMM Level 5, ISO 9001:2015 & ISO 27001:2013 Company]

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REF: SECT/05/2022/14

DATE: MAY 20, 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
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Dear Sir/ Madam,

SUB: SUBMISSION OF PRESENTATION MADE TO ANALYSTS/ INVESTORS

This is with reference to our intimation dated May 18, 2022 regarding Investors/ Analysts call of R Systems International Limited (“the Company”) on Friday, May 20, 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 May 20, 2022 on the financial results for the quarter ended on March 31, 2022.

The audio recording of the Investors/ Analysts call and presentation made to Analysts/ Investors are available on the Company’s website at the following link:

<https://www.rsystems.com/investors-info/quarterly-results/>

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 Q1 2022 Results

Next-Gen Digital Evolution



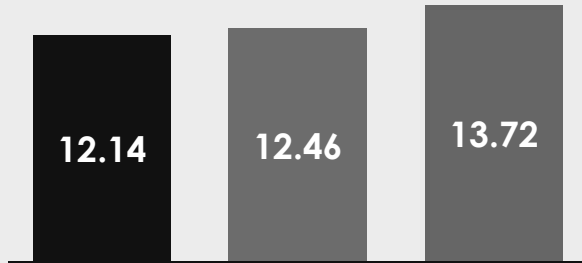
Disclaimer

“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

Q1 2022



EBITDA Revenue %

■ Q1 2022 ■ Q1 2021 ■ Q4 2021

Revenue | ₹ 343.11 Cr. (US\$ 45.69 Mn)

QoQ | +ve 4.40%

YoY | +ve 38.54%

EBITDA | ₹ 41.66 Cr. (US\$ 5.55 Mn)

Net Profit | ₹ 29.69 Cr. (US\$ 3.95 Mn)

Earnings Per Share | ₹ 2.51

Key Wins | 10

Share Holder Funds | ₹ 492.61 Cr. (US\$ 64.99 Mn)

Net Cash Balance | ₹ 273.43 Cr. (US\$ 36.08 Mn)

Key Highlights (Continues...)

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

Q1-22 margins were impacted by salary hike and attrition challenges

Utilization was modest to overcome the hiring and attrition challenges



On-boarded 80+ technical associates during Q1 2022 to support strong sales funnel

Serving 46 million dollar plus customers including 7 accounts contributing dollar three million plus revenues on run rate basis

Improved pricing by rate hike and higher rack rate to enhance margins in coming quarters.

Financial Performance – Contribution Analysis – Q1 2022

Particulars	Q1 2022		Q1 2021		Q4 2021	
	₹ in Mn	US\$ in Mn	₹ in Mn	US\$ in Mn	₹ in Mn	US\$ in Mn
Revenues	3,431.09	45.69	2,476.53	33.99	3,286.46	44.01
Cost of revenues	2,293.56	30.54	1,618.16	22.21	2,143.49	28.71
Gross margin	1,137.53	15.15	858.37	11.78	1,142.97	15.30
	33.15%		34.66%		34.78%	
SG&A Expenses	720.98	9.60	549.80	7.55	691.94	9.26
	21.01%		22.20%		21.05%	
EBITDA	416.55	5.55	308.57	4.23	451.03	6.04
	12.14%		12.46%		13.72%	
Depreciation and amortization	82.38	1.10	62.69	0.86	79.61	1.07
EBIT	334.17	4.45	245.88	3.37	371.42	4.97
Interest expense	(11.17)	(0.15)	(12.65)	(0.17)	(13.69)	(0.18)
Other income (net)	51.41	0.68	51.29	0.70	50.51	0.66
Income before income tax	374.41	4.98	284.52	3.90	408.24	5.45
Income tax provision	77.51	1.03	35.68	0.49	80.31	1.08
Net earnings	296.90	3.95	248.84	3.41	327.93	4.37

Revenue and Gross Margin Analysis Q1 2022

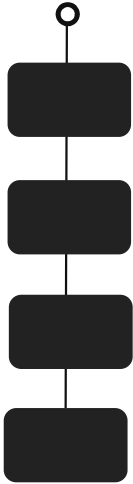


Revenues

4.40%

Increase in Revenue Resulted from

Volume gains	3.84%
Rate hike	1.41%
Rupee depreciation	0.32%
Lesser billing days	(1.17)%



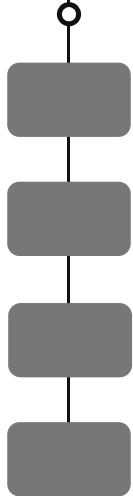
Gross margin

(1.63)%

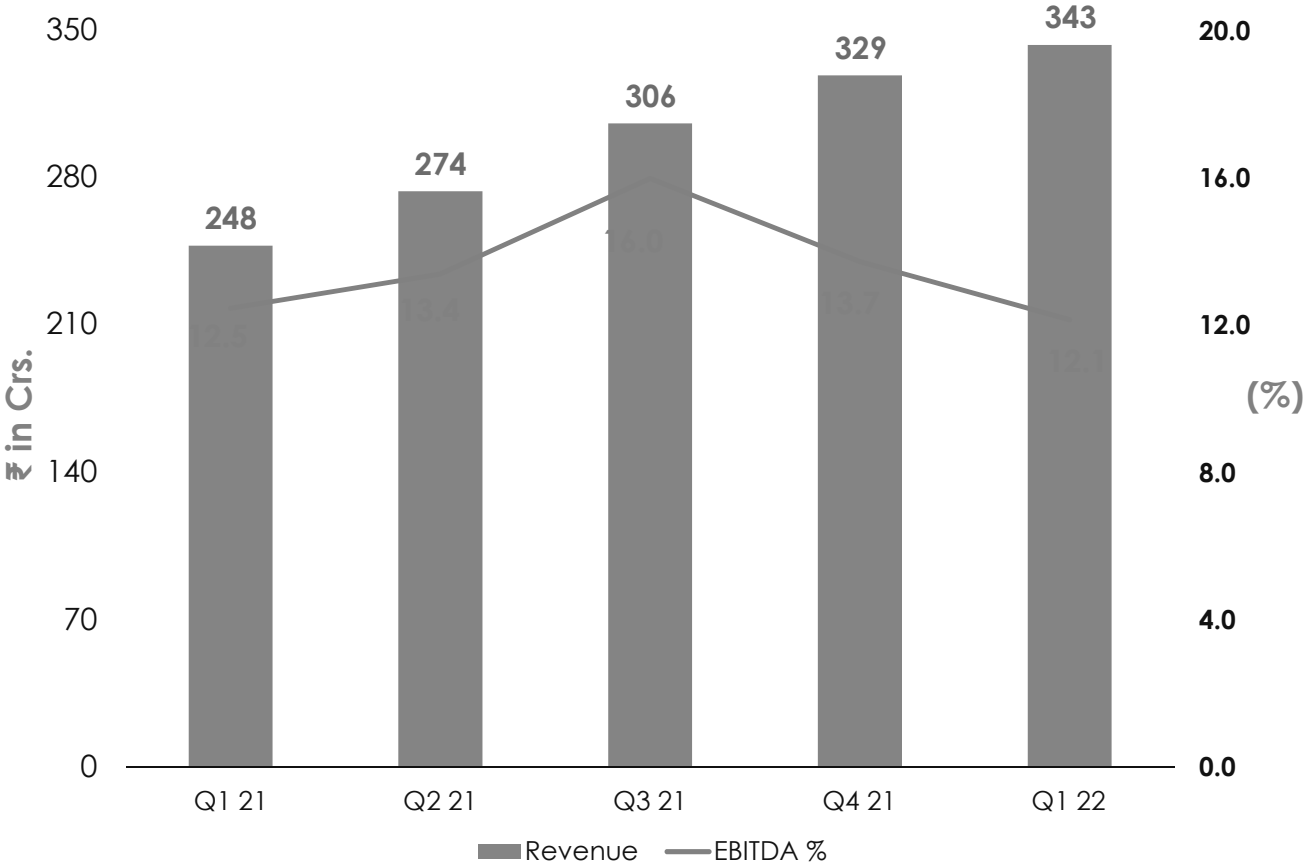
Decrease in Gross Margin Resulted from



Salary raises	(1.96)%
Lesser billing days	(0.76)%
Rate hike	0.92%
Rupee depreciation	0.17%

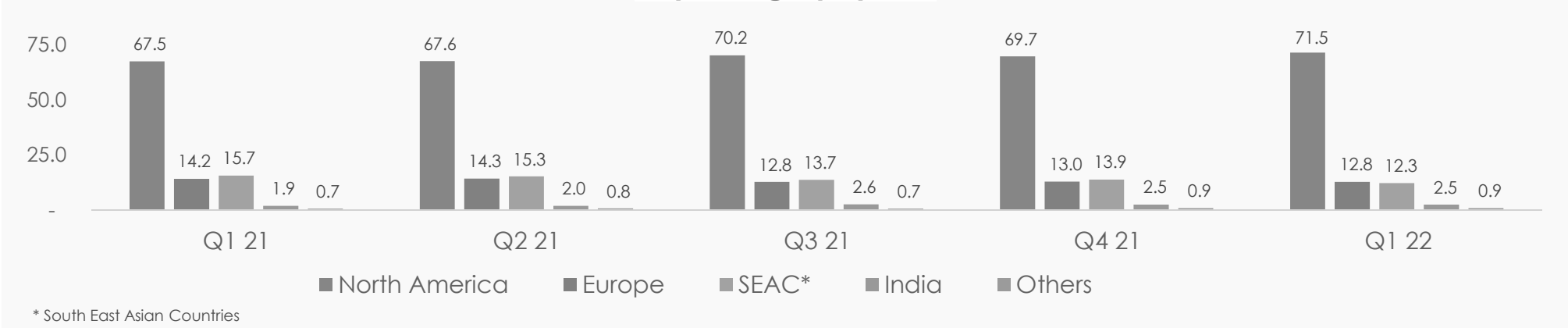


Big Picture – Revenue & EBITDA %age – Quarter wise

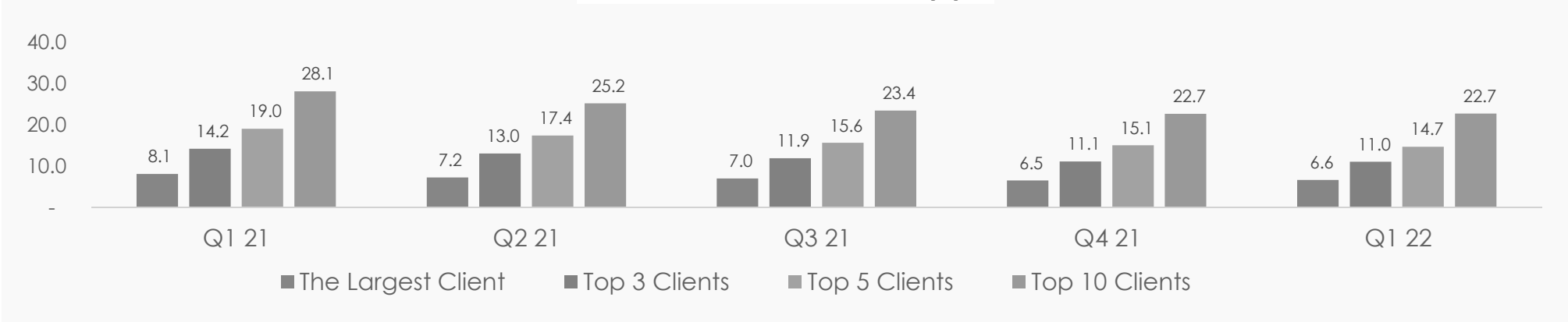


Quarterly Revenue Breakdown

By Geography (%)



Client Concentration (%)



Key Balance Sheet Data

Figures in ₹ in Crs. except “DSO”

As At

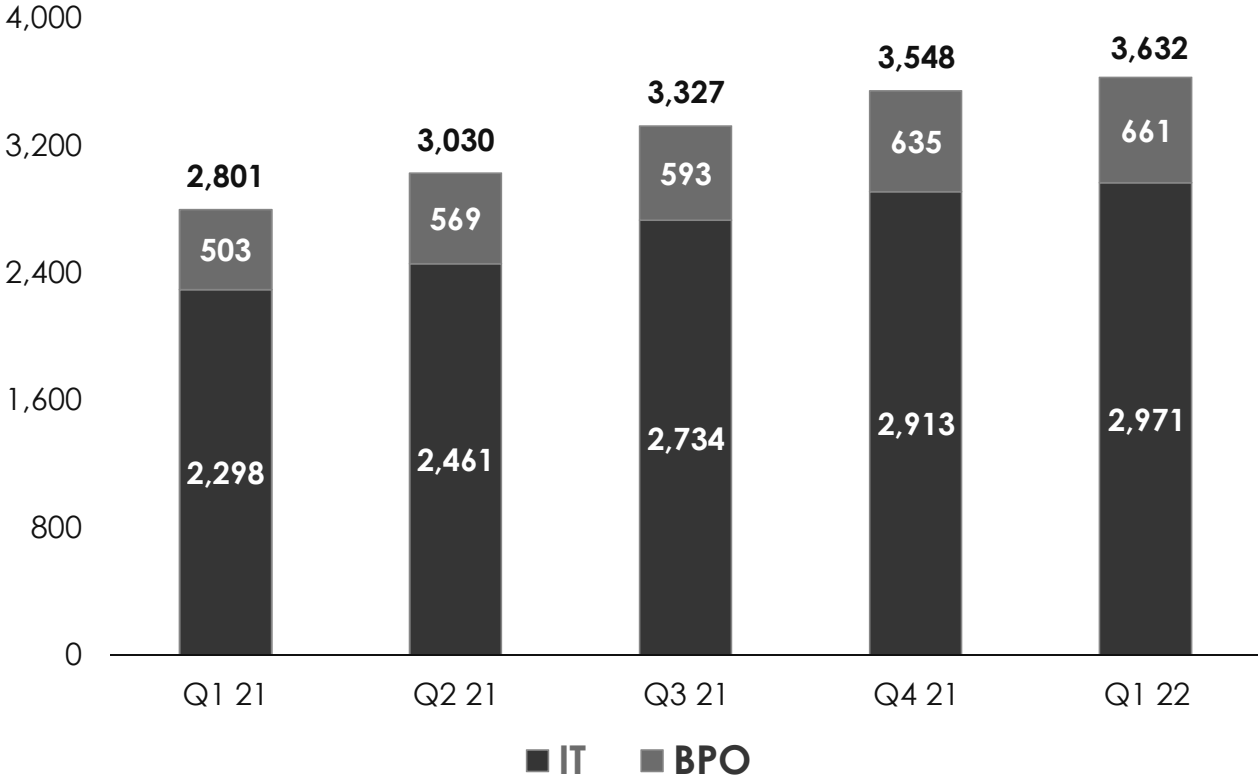
	Mar 31, 2022	Dec 31, 2021
Receivable including unbilled	260	231
Receivable in days (“DSO”)	55	52
Net Cash Balance	273	277
Shareholders’ funds	493	460



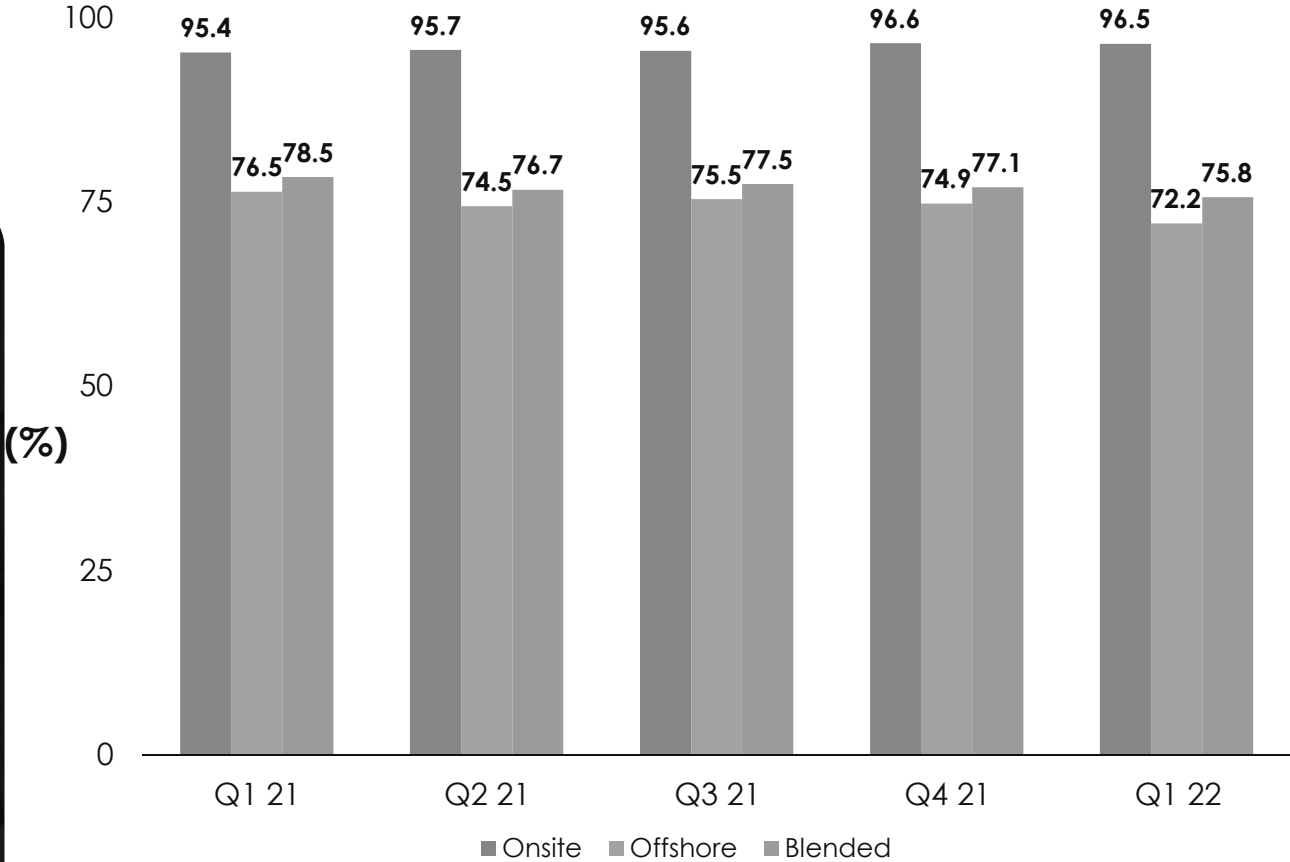
Billable Associates



Added 80 + Technical Associates during Q1 2022



Utilization %



Summing Up and Looking Ahead

- Started FY 2022 with robust revenue growth
- Margins were impacted by salary hikes and attrition challenges
- Confident of margin expansion through rate hikes, better pricing 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

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