



## 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

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Nehru Place, New Delhi- 110019

REF: SECT/05/2021/17

May 21, 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
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Dear Sir/ Madam,

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

This is with reference to our intimation dated May 19, 2021 regarding Investors/ Analysts call of R Systems International Limited (“the Company”) on Friday, May 21, 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 May 21, 2021 on the financial results for the quarter ended March 31, 2021.

This is for your information and records.

Thanking you,

Yours faithfully,

**For R Systems International Limited**

**Bhasker Dubey**  
**(Company Secretary and Compliance Officer)**

WWW.RSYSTEMS.COM

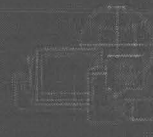
**R Systems**

#YourDigitalTransformationPartner

# Analytical Review Q1 2021 Results

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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 Q1 2021



Revenue

₹ 247.7 Cr.  
(US\$ 33.9 Mn)

QoQ

+ve 4.7%

YoY

+ve 18.4%



EBITDA

₹ 30.9 Cr.  
(US\$ 4.2 Mn)



EBITDA Revenue %

■ Q1 2021 ■ Q1 2020 ■ Q4 2020

Net Profit

₹ 24.9 Cr.  
(US\$ 3.4 Mn)

Earnings  
Per Share

₹ 2.08

Key Wins

6

Share Holder  
Funds

₹ 447.6 Cr.  
(US\$ 61.2 Mn)

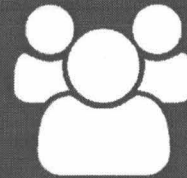
Net Cash  
Balance

₹ 311.6 Cr.  
(US\$ 42.6 Mn)

## Key Highlights (Continues...)

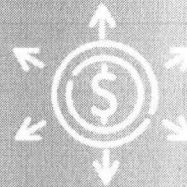
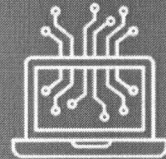


Robust revenue growth backed by strong demand environment for digital and technology services



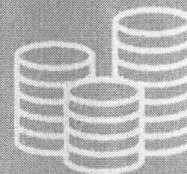
On-boarded 130+ associates during Q1-2021 to support strong sales funnel

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



Serving 31 million dollar plus customers including 6 accounts contributing dollar three million plus revenues on run rate basis

Digital offerings > 40% of revenues



Q1-2021 Margins mainly impacted by salary raises and ramp up costs on new projects

# Financial Performance – Contribution Analysis – Q1 2021



Figures in Mn	Q1 2021		Q1 2020		Q4 2020	
	₹	US\$	₹	US\$	₹	US\$
<b>Revenues</b>	<b>2,476.53</b>	<b>33.99</b>	<b>2,092.62</b>	<b>28.91</b>	<b>2,366.41</b>	<b>32.12</b>
Cost of revenues	1,618.16	22.21	1,359.47	18.78	1,477.94	20.06
<b>Gross margin</b>	<b>858.37</b>	<b>11.78</b>	<b>733.15</b>	<b>10.13</b>	<b>888.47</b>	<b>12.06</b>
	34.66%		35.04%		37.55%	
<b>SG &amp; A</b>						
Expenses	549.80	7.55	531.72	7.35	508.47	6.90
	22.20%		25.41%		21.49%	
<b>EBITDA</b>	<b>308.57</b>	<b>4.23</b>	<b>201.43</b>	<b>2.78</b>	<b>380.00</b>	<b>5.16</b>
	12.46%		9.63%		16.06%	
Depreciation and amortization	62.69	0.86	65.74	0.91	59.73	0.81
<b>EBIT before exceptional items</b>	<b>245.88</b>	<b>3.37</b>	<b>135.69</b>	<b>1.87</b>	<b>320.27</b>	<b>4.35</b>
Exceptional Items	-	-	-	-	18.65	0.25
<b>EBIT</b>	<b>245.88</b>	<b>3.37</b>	<b>135.69</b>	<b>1.87</b>	<b>301.62</b>	<b>4.10</b>
Finance cost	(12.65)	(0.17)	(12.56)	(0.17)	(14.42)	(0.20)
Other income (net)	51.29	0.70	(12.43)	(0.17)	44.53	0.60
<b>Income before income tax</b>	<b>284.52</b>	<b>3.90</b>	<b>110.70</b>	<b>1.53</b>	<b>331.73</b>	<b>4.50</b>
Income tax expense	35.68	0.49	15.67	0.21	38.74	0.53
<b>Net earnings</b>	<b>248.84</b>	<b>3.41</b>	<b>95.03</b>	<b>1.32</b>	<b>292.99</b>	<b>3.97</b>

# Revenue and Gross Margin Analysis Q1 2021



## Revenues



**4.65%**

**Increase in Revenue  
Resulted from:**

**Volume gains**

**5.17%**

**Rupee appreciation**

**(0.52)%**

## Gross margin



**(2.89)%**

**Decrease in Gross Margin  
Resulted from:**

**Salary raises**

**(1.29)%**

**Lesser billing days**

**(0.81)%**

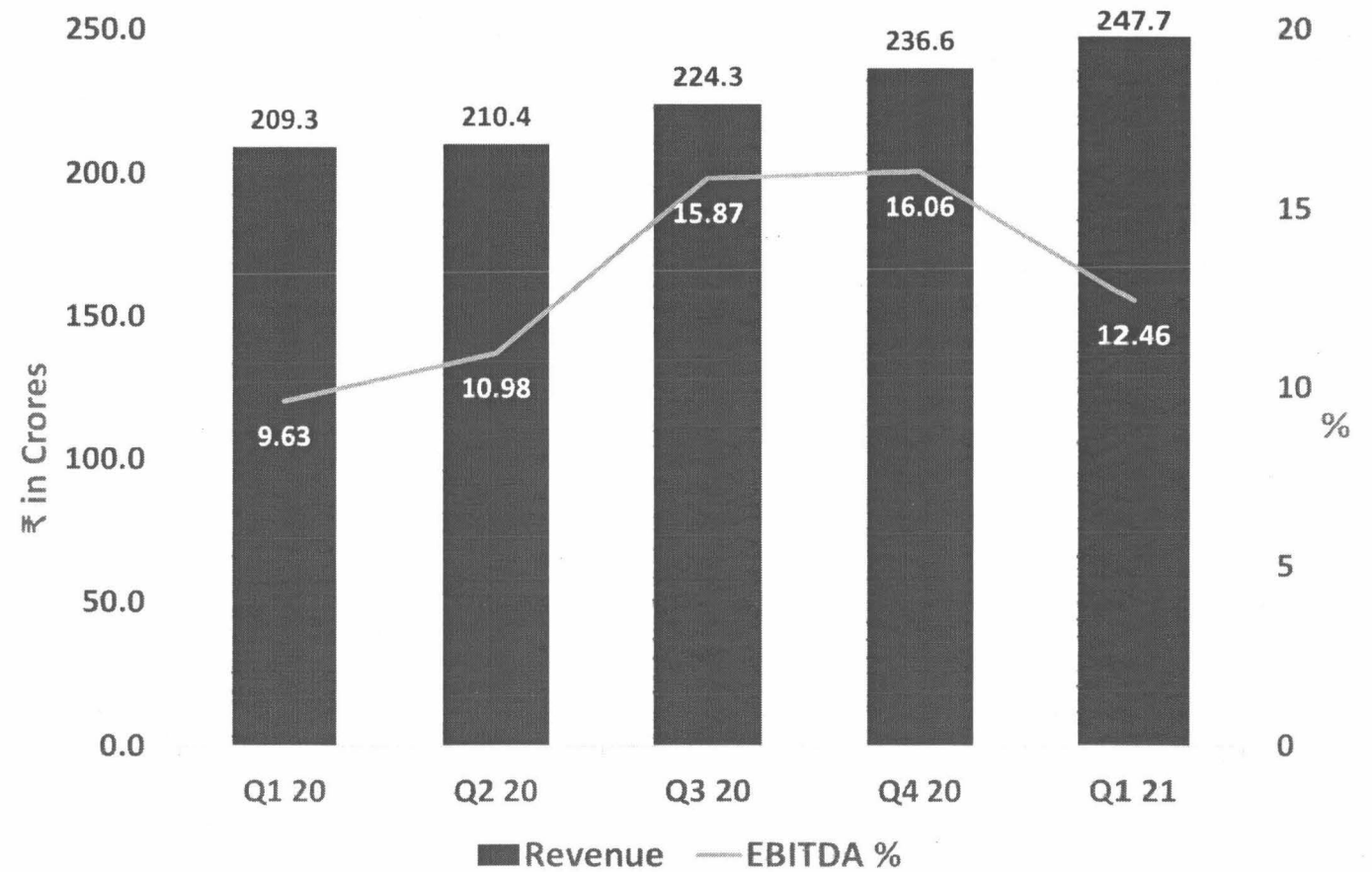
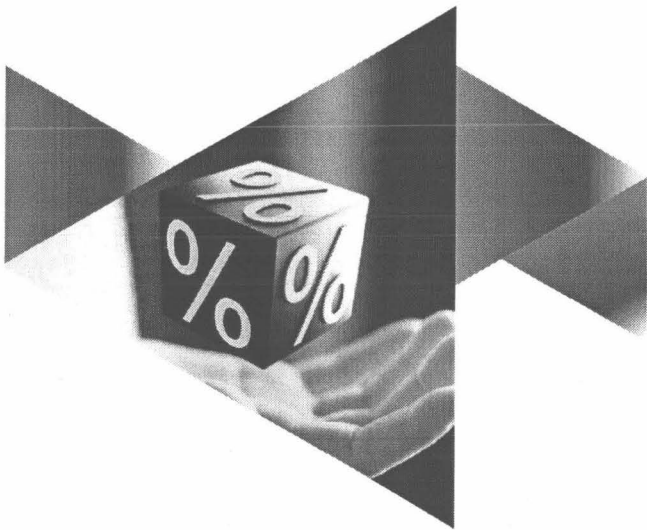
**Decrease in utilization**

**(0.65)%**

**Rupee appreciation**

**(0.14)%**

# Big Picture – Revenue & EBITDA %age





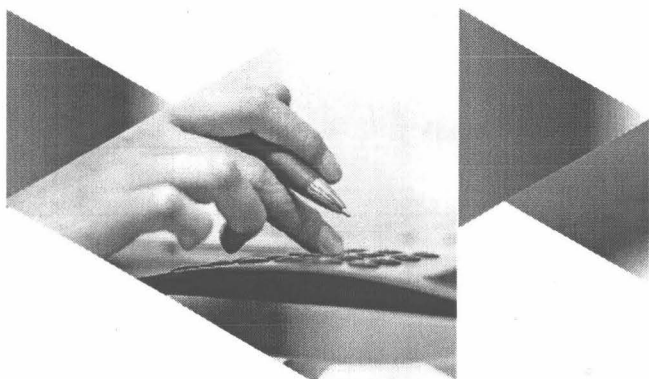
## Strong Balance Sheet – Supporting Liquidity & Growth



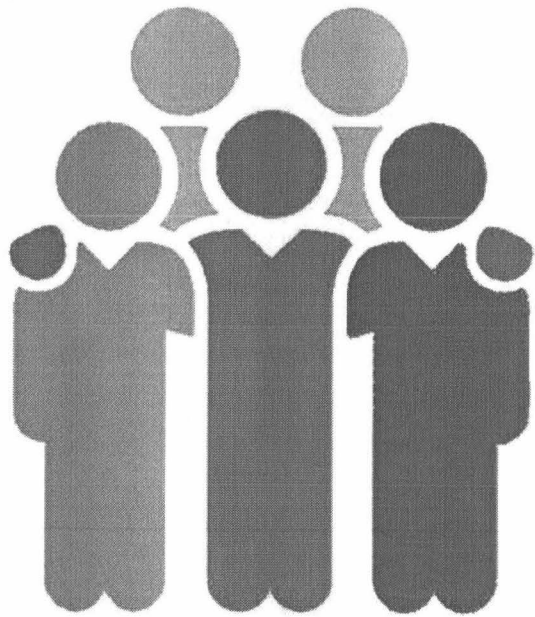
As At

Figures in ₹ in Crores except "DSO"

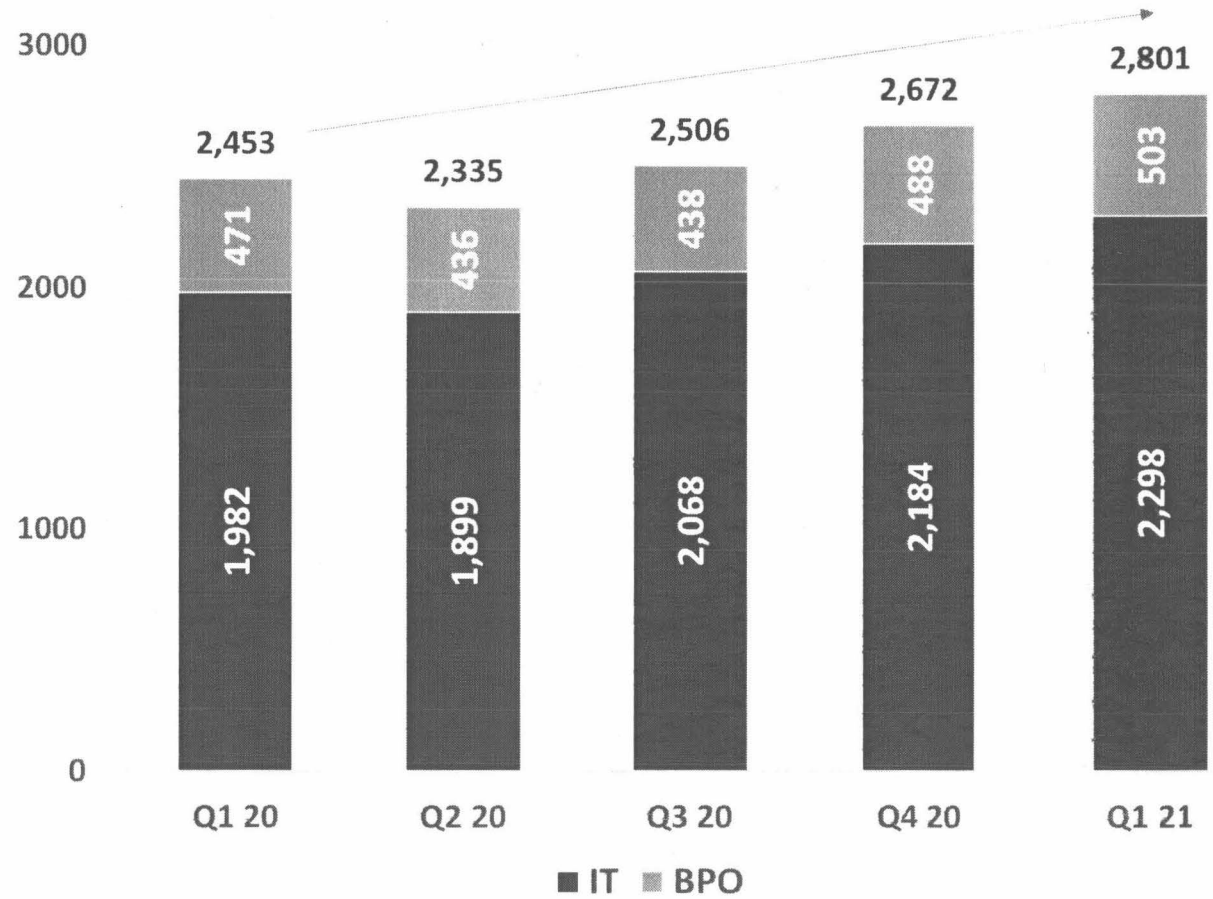
Key Balance Sheet Data	Mar 31, 2021	Dec 31, 2020
Receivable	129.18	131.25
Receivable in days ("DSO")	52	43
Net Cash Balance	311.58	303.15
Shareholders' funds	447.63	426.83



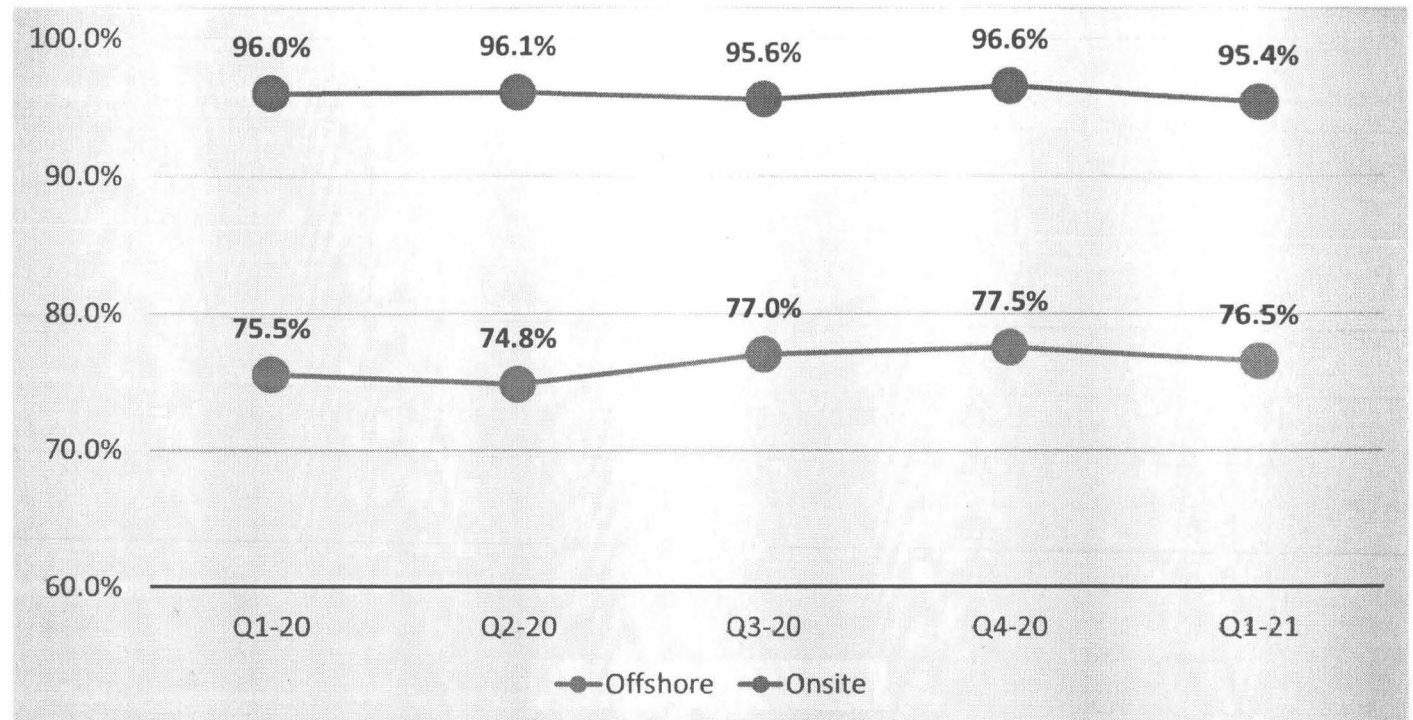
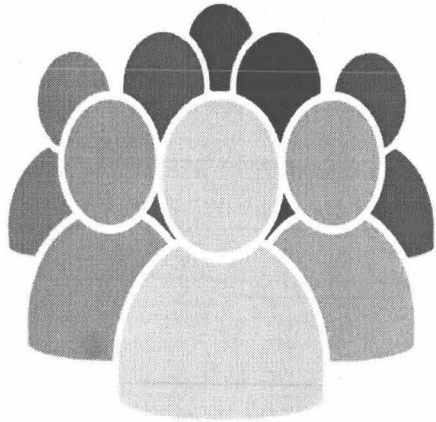
# Billable Associates



On-boarded 345 plus technical associates in last one year



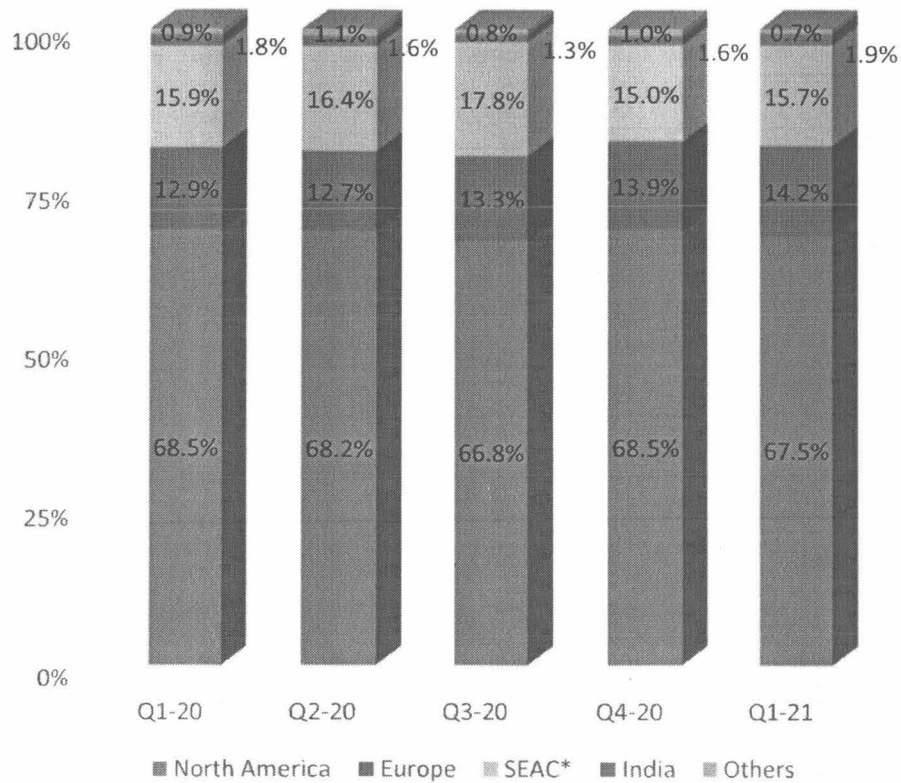
# Utilization



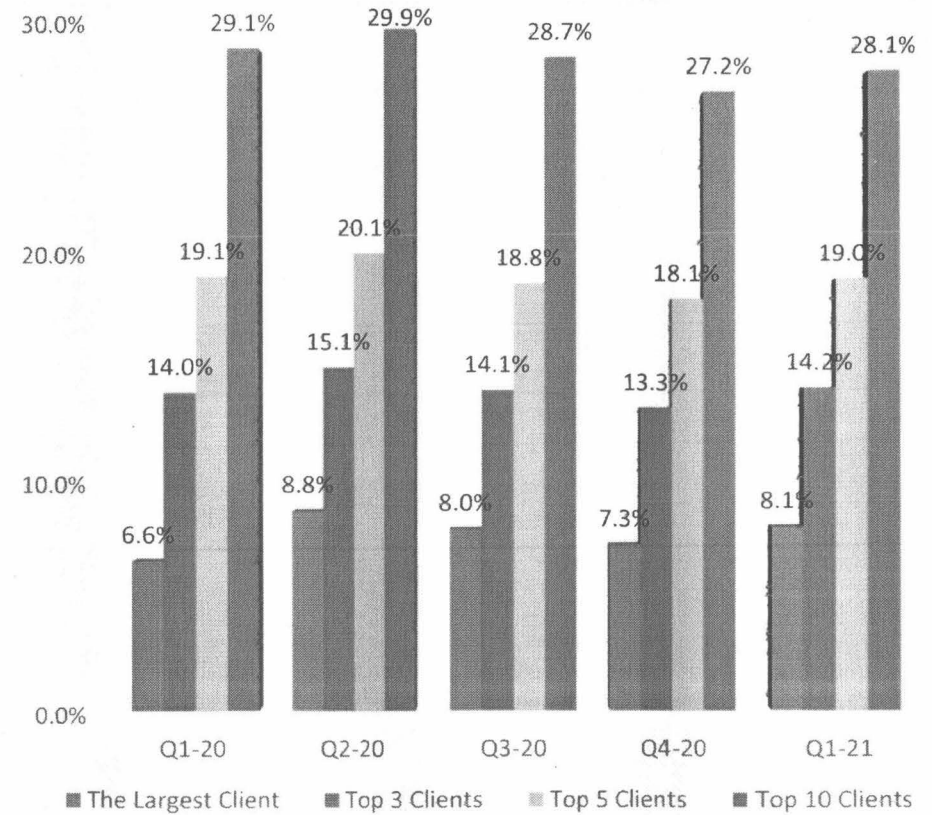
# Quarterly Revenue Breakdown



### By Geography



### Client Concentration



\* South East Asian Countries

## Summing Up and Looking Ahead



Started FY 2021 with strong revenue growth

Taking necessary measures for employees' health and wellness during these challenging times

Continue to invest in people and in newer technologies, to deliver successful digital transformations

Confident of margins expansion in rest of 2021 quarters backed by strong sales funnel and disciplined operations

### Continued Focus for 2021

- 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

## Contact Information

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### **Kumar Gaurav**

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### **Bhasker Dubey**

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**Thank You  
for your Support**

