

March 09, 2024

The Asst. General Manager
Department of Corporate Services,
Bombay Stock Exchange Ltd.,
1st Floor, Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

Company Code: 517447

The Asst. Vice President,
Listing Dept.,
National Stock Exchange Of India Ltd.,
Exchange Plaza, 5th Floor, Plot No. C/1,
G- Block, Bandra Kurla Complex, Bandra (E),
Mumbai – 400 051

Company Code: RSSOFTWARE

Dear Sirs,

Sub: **Company's participation in KYC'24 Investor Meet on 8th March 2024 at Courtyard by Marriott, Ahmedabad.**

We refer to the Company's letter dated 29th February 2024 on the subject matter.

We are now submitting the presentation made by the Company in the Investor Meet organised by Tattvam Nivesh (event name KYC'24 Investor Meet) on 8th March 2024 at Courtyard by Marriott, Ahmedabad pursuant to Regulation 30 (6) of SEBI (LODR) Regulations 2015.

This is for your kind information and records.

Thanking you,

Yours faithfully,
For R S Software (India) Limited



Vijendra Kumar Surana
CFO & Company Secretary

Encl.: **As above**

An ISO 9001:2015 and ISO/IEC 27001:2013 company

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Subsidiaries:

Responsive Solutions Inc., California, US
Paypermint Pvt. Limited, India

Disclaimer

This presentation may contain statements that may be, or may be construed as, “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to the future business plan and/or performance of RS Software (India) Limited (RSSL).

While such statements indicate assessment of future expectations concerning the business of RSSL, a number of factors including market factors, risks, uncertainties and other unknowns but not limited to general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, financial, or legislative could influence the actual outcome or performance, financial or otherwise, which may differ materially from the expectations.

RSSL has no obligation to publicly revise any aforesaid statement to reflect any future/likely events or circumstances. This presentation is neither an offer to sell or solicitation to buy or invest in the securities/ financial instrument of RSSL.







RS Software

*We build Payments for
Tomorrow*

www.rssoftware.com



RS Software personifies Trust, Stability and Predictability

-  **Our Moat** 350+ billion transactions annually processed on platforms built by RS Software - **Delivering trust in payments**
-  **Global-scale solution** Building solutions that can process 100,000+ transactions per second with availability of 99.999
-  **Global presence** Building global, national, and enterprise payment platforms
-  **30 years in business** Demonstrated success delivering to global leaders – learning from the best to get complete view of the Payments Ecosystem

The only company globally to implement complete suite of Real-time Payments, Overlay Bill Payment Network, and Enterprise Fraud and Risk Management at national level.

Winning in a highly competitive environment

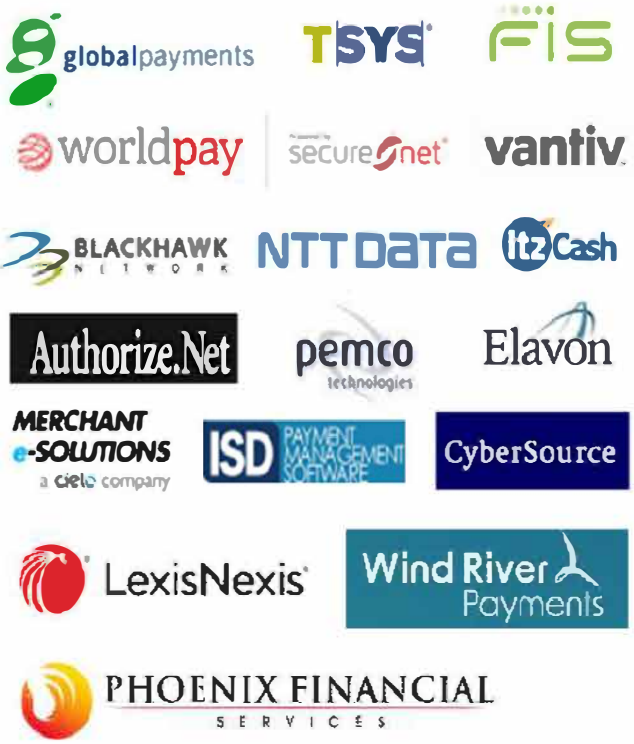
- ❖ UPI, transforming India and Real-time Cross-border Payments
- ❖ BBPS (Bharat Bill Pay System), democratizing reach of payments modernization in everyday life
- ❖ Enterprise Fraud and Risk Management (EFRM) system, enabling fraud detection in real-time for 140+ billion transactions annually across 18 channels
- ❖ Designing RTR system, Real-time Payments Modernization
- ❖ Designing Enterprise API platform, accelerating Real-time Payments adoption
- ❖ Merchant Acquiring & Acceptance platforms for US market, accelerating commerce
- ❖ Largest payments focused data warehouse globally, leveraging the power of data in payments
- ❖ World-class dispute management system, making life easier for consumers and businesses

Leading global Payments companies best testimony to 3 decades of demonstrated success

Networks



Processors & PSPs



Banks





RS Software

The Next Phase

www.rssoftware.com



The Opportunity and Challenge



The Opportunity

Payment infrastructure is undergoing significant rebuild to meet both the market driven demand, and the requirements from regulators globally.



The Challenge

Insufficient capabilities in the ecosystem to meet the demand globally.

Payments Modernization driving higher spend

Global payment transactions revenue growing for 3rd consecutive year - expected to reach **US\$ 3.5 Trillion by 2028**

On an average, about 22% of the revenue is expected to be spent on technology each year during the next 4 years

The Payments industry is going through significant modernization by replacing existing technology or bringing in new technology to meet:

- » Efficiencies
- » New regulatory requirements requiring new payment rails to be built for real-time payments
- » New use-cases to meet customer demands and enhance customer experience

Projected spend on Payment Modernization between 2024 and 2028 ~US\$ 800 Billion

30% at Central Infrastructure

40% at Banks and Financial Institutions

30% at Commerce layer - PSPs & Fintechs



RS Software

Growth strategy

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Entrepreneurial culture of innovation, customer focus & global benchmarking → Competitive differentiation

Innovation drives constant learning and enriches knowledge repositories
→ Value creation in Payments Modernization



3 areas of institutionalized expertise → Clear focus

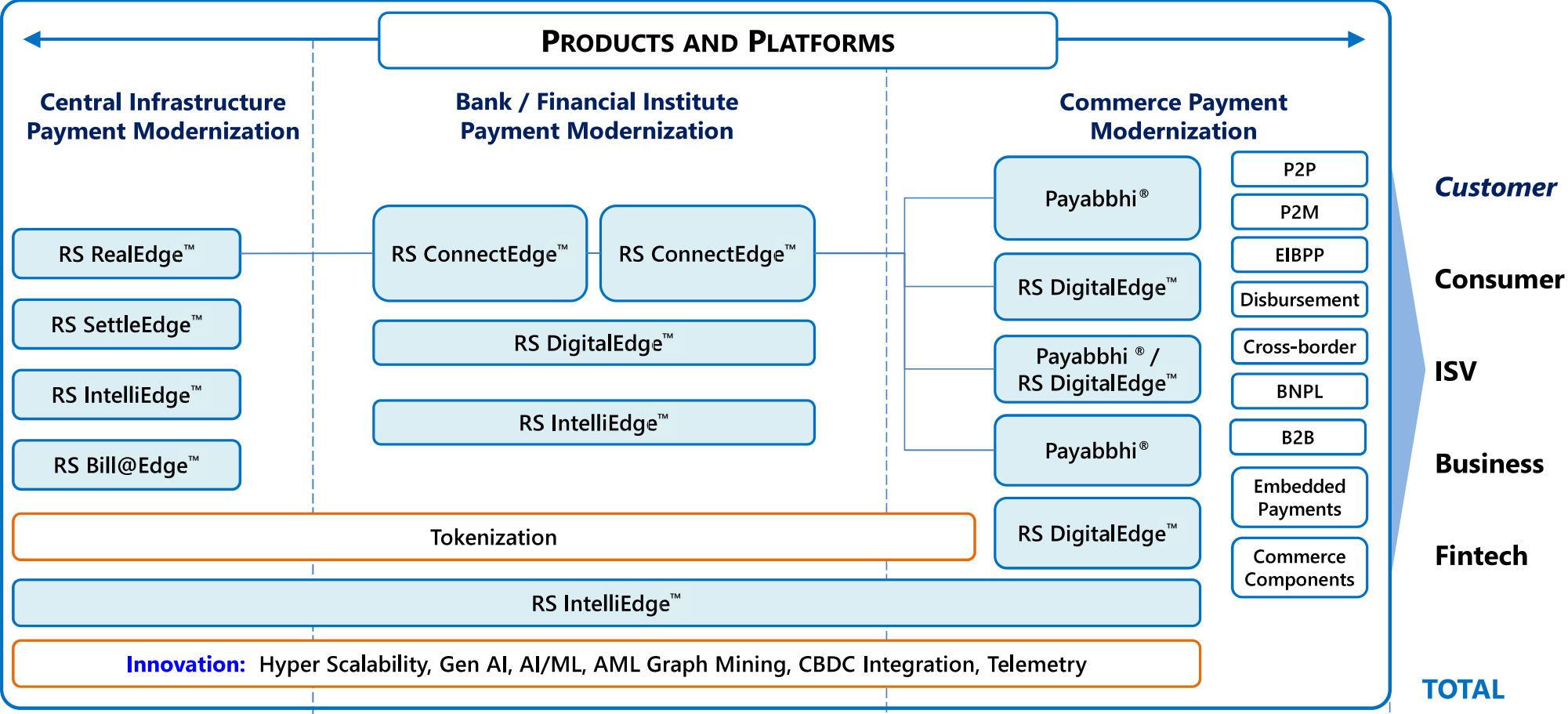
- ❖ Real-time Payments Modernization
- ❖ Leveraging Data in Payments
- ❖ Embedding Payments in Commerce



Our products and the technology used to build up products deliver unparalleled performance and scale. At the lowest TCO.

Payments at the Speed of Thought

RS Software differentiates using OPMF™ methodology to deliver across the payments value chain



Opportunity Size: \$ 240 B

\$ 320 B

\$ 240 B

\$ 800 B



Legend: RS Software Products

RS Software growth strategy

Growth Strategy FY25 onwards

- ❖ To capitalize on the large spend in payments modernization, in 3 distinctly identified opportunity categories:

Real-time payments modernization

Leveraging data in payments

Embedding payments in commerce

- ❖ Target to grow at multiple times of the industry growth rate, considering digital commerce is growing at a rapid pace, driving both central infrastructure and the banks to modernize their payment systems

Go-to-Market

- ❖ Our direct reach into the market through our geography focused sales team is supplemented by strategic partner relationships. Additional channel partners are being identified in geographies where the company sees opportunities.

Revenue Model

- ❖ The revenue model is dominantly based on licensing our products, and the goal is to be agile and flexible. In some scenarios, subscription and per-transaction pricing are also in place. The product suite implementation is supported with high-end consulting as well.

The foundation to execute our growth strategy - 30 years, 50 customers, 3 partners, 350+ billion transactions

- Achieved 125% revenue and profit growth in the first 9 months of current FY as compared to previous FY
- Starting FY25 with order-book 100% higher than at the start of FY24
- 5 identified large prospects with sales cycle making good progress
- 3 identified Payments Modernization opportunities at major banks in North America
- Addition of 2 Board members from North America to help growth from this region – Enhancing high quality existing corporate governance
- Company's demonstrated success in scaling revenue and long-term relationships with global clients
- Large opportunity space, 3 decades of global presence mature partnership strategy

Value creation

The architecture of our products and solutions enables our customers to extract multi-fold value through extensibility in terms of value creation through the open architecture.

What makes us distinctive

- ❖ The company has six of its technologies trademarked and copyright
- ❖ The company has a US patent targeted at accelerating digital commerce
- ❖ Deep domain knowledge combines with Innovation culture – building **unknown** to **unforgettable**

Financial metrics helping growth strategy execution

- ❖ Net-worth at ~ INR 700 Million as of 31st December 2023
- ❖ Healthy current ratio of 2.4
- ❖ RS Software continues to be a Zero Debt company since 2011
- ❖ Return on capital employed 23%
- ❖ Off Balance Sheet Assets: Products investment charged to P&L over the last 6 years
- ❖ Healthy cash reserves of US\$ 2.3 Million

Leadership team with Payments, Technology and Innovation focus - Proven track-record

Executive Leadership Team



Raj Jain
Chairman & Managing Director



Milind Kamat
Chief Operating Officer



Vijendra Surana
CFO and Company Secretary



Dipankar Dey
Chief Product Officer



Sumit Misra
Chief Innovation Officer

Go-to-Market



Abhishek Gupta
Sales, North America



Srishti Jain Andreasen
Sales, Europe



Sangeeta Guha
Marketing

Product Management



Prashasti Bhattacharya
RS DigitalEdge™



Pallabi Banerjee
RS IntelliEdge™



Siddhartha Basu
RS Bill@Edge™



Sujit Shankar Banerjee
Payabhi®



Prasenjit Maitra
RS ConnectEdge™

Architecture, Design, Technology



Anirban Gupta



Abhishek Seal



Abhishek Chatterjee



Dipak Adhikary

Service Delivery



Deepsankar Saha Roy
Head, Service Delivery



Aniruddha Rai Chaudhuri
Quality & Benchmarking

For any queries

**Contact Investor Communications:
Sangeetag@rssoftware.co.in**