



R S SOFTWARE (INDIA) LTD.

CIN: L72200WB1987PLC043375

www.rssoftware.com

An ISO 9001:2008, ISO/IEC 27001:2013 and SEI CMM Level 3 and PCMM level 4 Company

February 16, 2018

Bombay Stock Exchange Ltd. Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400 023 Security Code: 517447	National Stock Exchange of India Ltd. Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai -400 051 Scrip Code: RSSOFTWARE
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Dear Sir/ Madam,

Sub: Outcome of Analyst /Institutional Investor meet

We refer to Company's letter of intimation to the Exchanges dated February 9, 2018 regarding Analyst/Institutional Investor meet pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations.

We are now enclosing the summary of discussion the Chairman & Managing Director of the Company had with the Analyst / Institutional investor for your kind information and records.

Thanking You.

Yours faithfully,
For R S Software (India) Ltd



Vijendra Surana
CFO & Company Secretary

Encl.: As above

Global Leader in Providing Technology Solutions to the Electronic Payments Industry

- Registered Office:** ➤ R.S. Software (India) Ltd. A-2, FMC Fortuna, 234/3A, A.J.C. Bose Road, Kolkata 700020, India
Tel: 91 33 2287 5746, 91 33 2281 0106 Fax: 91 33 2287 6256
- Computer Centers:** ➤ RS Tower, Block DN - 9, Sector - V, Salt Lake Electronics Complex, Kolkata 700091, India Tel: 91 33 6601 8899 Fax: 91 33 2367 4469
- US Offices:** ➤ 1900 McCarthy Boulevard, Suite #103, Milpitas CA 95035 Tel: 408 382 1200 Fax: 408 382 0083
➤ 555 North Point Center East, 4th floor, Alpharetta GA 30022 Tel: 678 366 5179 Fax: 678 366 5001
- UK Office:** ➤ Suite 218, Orion House, 104 - 106 Cranbrook Road, Ilford, Essex IG1 4LZ Ph: 02086363996
- Subsidiaries:** ➤ Responsive Solutions Inc., California, US
➤ R.S. Software (Asia) Pte. Limited, Singapore, Asia
➤ Paypermint Pvt. Limited



RS Software (India) Limited

Mr. Rajnit Rai Jain's (CMD, RS Software (India) Ltd) meeting with Mr. Rahul Shah (Head, PCG, Phillip Capital)

Pointers Discussed during the meeting:

- History/Journey of RS Software (India) Limited since incorporation
- Post Mr. Jain's meeting with IT industry experts, the company decided to completely focus on digital payments
- The company roped in Visa as one of their biggest clients and worked with them where they worked on the technology and helped Visa enable thousands of transactions per second
- The experience of working with Visa enabled the company to get insights and build domain knowledge about the payments industry
- This domain knowledge that RS Software (India) Limited garnered while working with visa enabled the company to bid for building the payments infrastructure for India. The company bid with NPCI to build the technology for Unified Payments Interface (UPI)
- No other company in India that has in depth knowledge and technological dominance to cater to the surge in digital payments
- Globally 85% of transactions are still settled in physical mode (cash), in India it is above 90%, this poses a huge opportunity for companies in the digital payments space to grow
- Moreover the push by central government has also compelled the economy at large to opt for digital payments
- The company is focusing on a strategy to build payments infrastructure platform for countries and build products (digital assets) for itself
- For the products business the company has floated a subsidiary named Paypermint PVT. LTD. The company has already built a product for merchants called Payabbhi which is in the beta phase. The product will provide merchants detailed analysis of the executed transactions
- The management has invested the cash on its balance sheet in developing digital assets for themselves which it believes will deliver benefits in the next couple of years

