



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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REF: SECT/03/2023/01

MARCH 01, 2023

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,

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 R Systems International Limited (“the Company”) will be held on Friday, March 03, 2023 at 11:00 A.M. (IST) to discuss the financial results of the Company for the quarter and year ended on December 31, 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 year ended on December 31, 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 Year 2022 Results

Next-Gen Digital Evolution

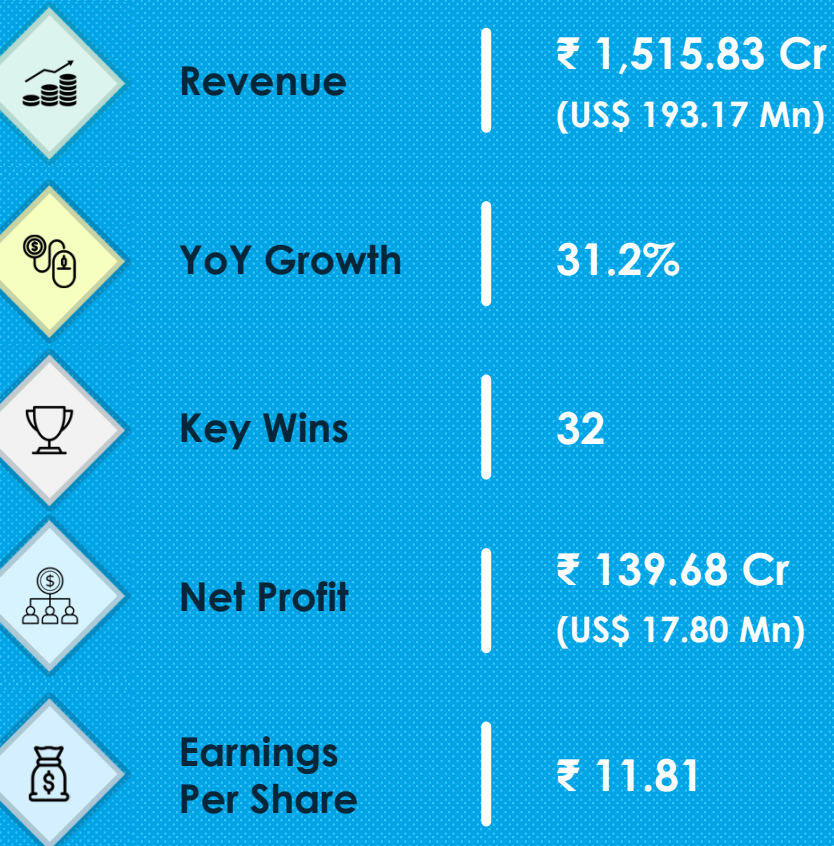


Disclaimer

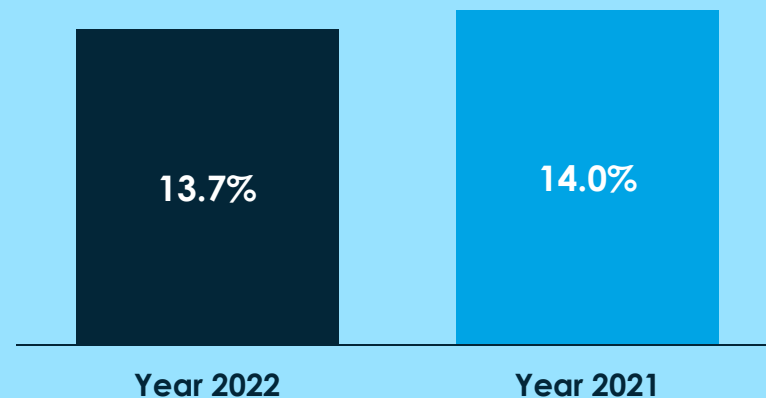
“Investors are cautioned that this presentation contains forward looking statements that involve risks and uncertainties. The Company undertakes no obligation publicly to update or revise any forward-looking statements, whether because of new information, future events, or otherwise. Actual results, performance, or achievements could differ from those expressed or implied in such forward-looking statements.”



Key Highlights Year 2022



EBITDA : ₹208.29 Cr (US\$ 26.54 Mn)

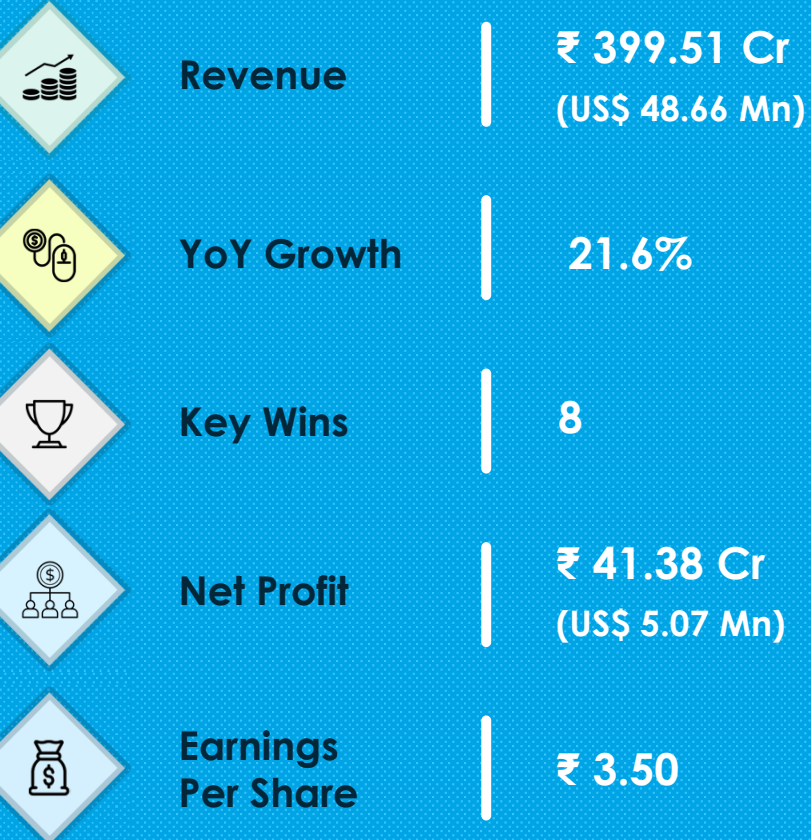


EBITDA Revenue (%)

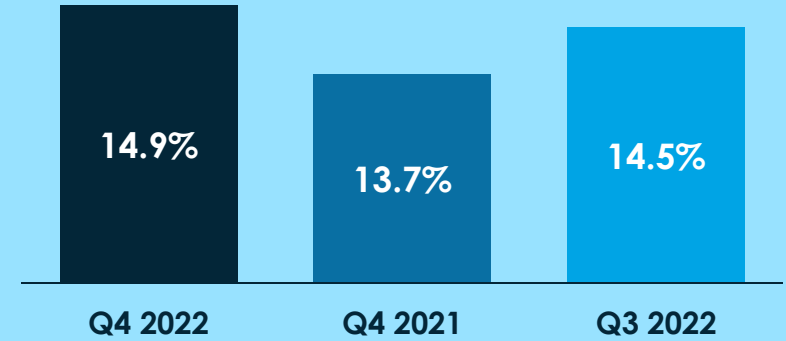
Key Balance Sheet Data

	Dec 31, 2022	Dec 31, 2021
Receivable	₹ 257.09 Cr	₹ 177.98 Cr
Unbilled	₹ 70.64 Cr	₹ 52.86 Cr
Day Sales Outstanding	52 Days	50 Days

Key Highlights Q4 2022



EBITDA : ₹59.66 Cr (US\$ 7.30 Mn)



EBITDA Revenue (%)

Shareholder and Cash Balance

As at Dec 31, 2022	In ₹	In US\$
Share Holder Funds	₹ 545.47 Cr	US\$ 65.94 Mn
Net Cash Balance	₹ 268.08 Cr	US\$ 32.41 Mn

Key Highlights (Continues...)

Continued Revenue growth for digital and technology services

Margin impacted by high attrition and salary hikes

Utilization was modest to overcome the hiring and attrition challenges



On-boarded 385 associates during the year

Served 48 million dollar plus customers as against 35 a year ago

Addition of 32 key logos during CY 2022 including 10 having potential to be million \$ accounts in a years' time

Financial Performance – Contribution Analysis – FY 2022

Particulars	Year 2022		Year 2021	
	₹ in Mn	US\$ in Mn	₹ in Mn	US\$ in Mn
Revenues	15,158.31	193.17	11,556.39	156.52
Cost of revenues	9,834.81	125.33	7,431.44	100.65
Gross margin	5,323.50	67.84	4,124.95	55.87
	35.12%		35.69%	
SG&A Expenses	3,240.55	41.30	2,510.39	34.00
	21.38%		21.72%	
EBITDA	2,082.95	26.54	1,614.56	21.87
	13.74%		13.97%	
Depreciation and amortization	349.78	4.46	276.93	3.75
EBIT	1,733.17	22.08	1,337.64	18.12
Interest expense	(48.98)	(0.62)	(49.12)	(0.66)
Other income (net)	17.38	0.22	412.20	5.58
Income before income tax	1,701.57	21.68	1,700.72	23.04
Income tax expenses	304.76	3.88	286.36	3.88
Net earnings	1,396.81	17.80	1,414.36	19.16

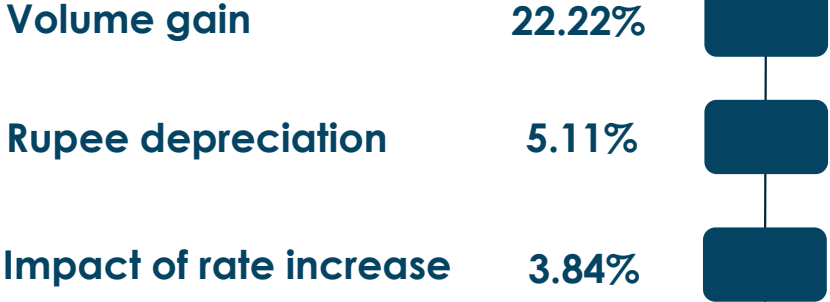
Revenue and Gross Margin Analysis – FY 2022



Revenues

31.17%

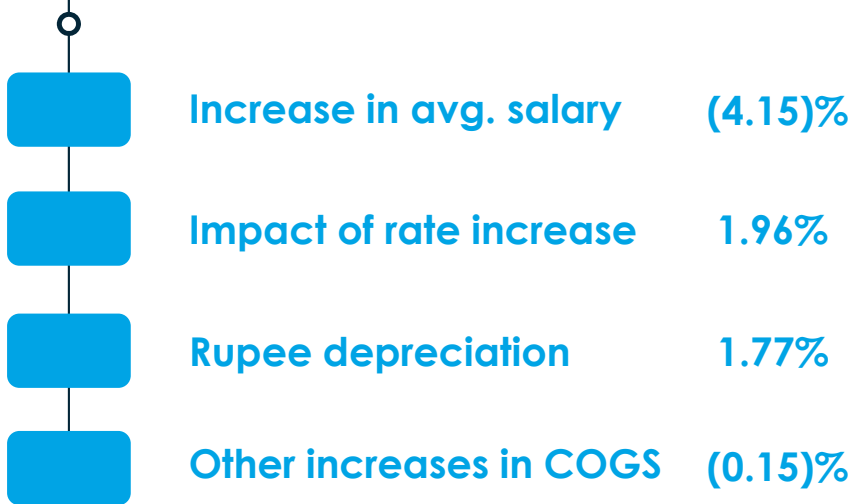
Increase in Revenue Resulted from



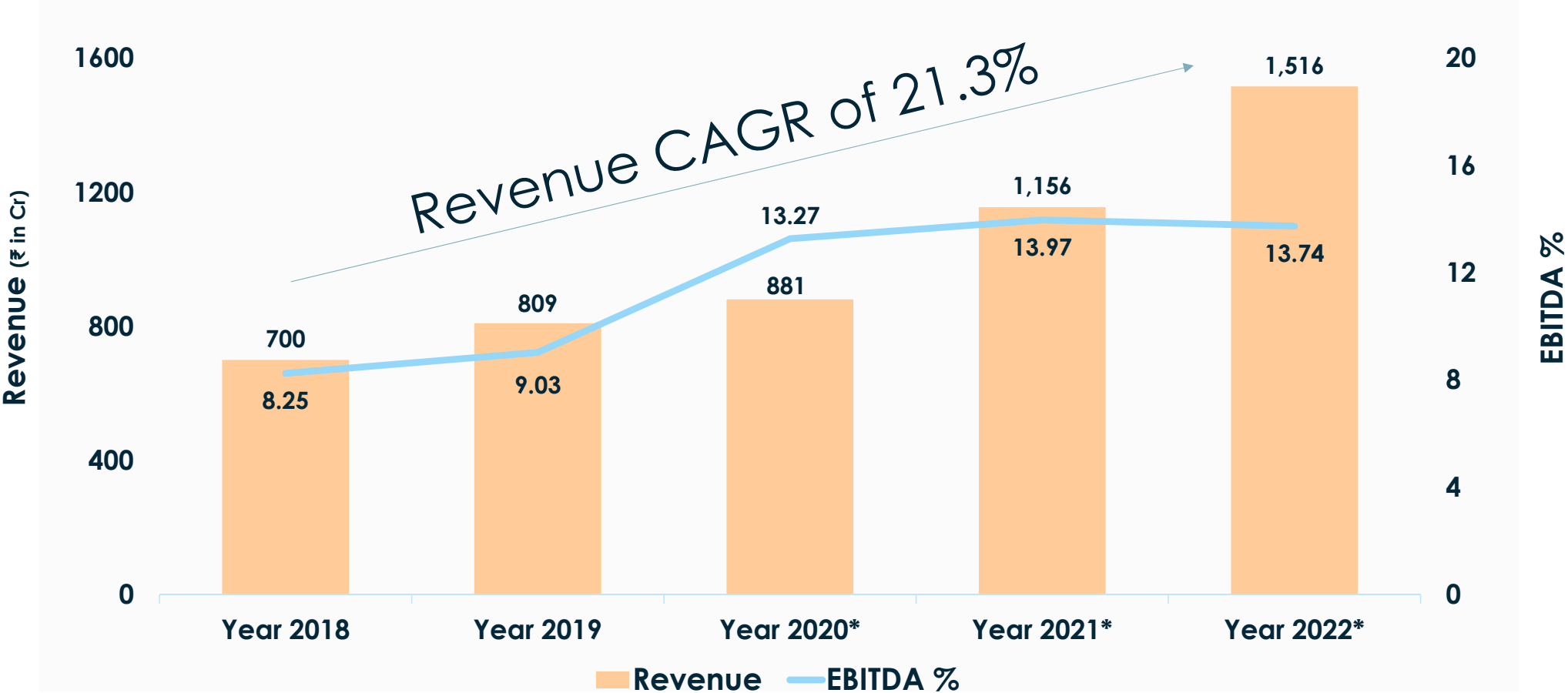
Gross margin

(0.57)%

Decrease in Gross Margin Resulted from



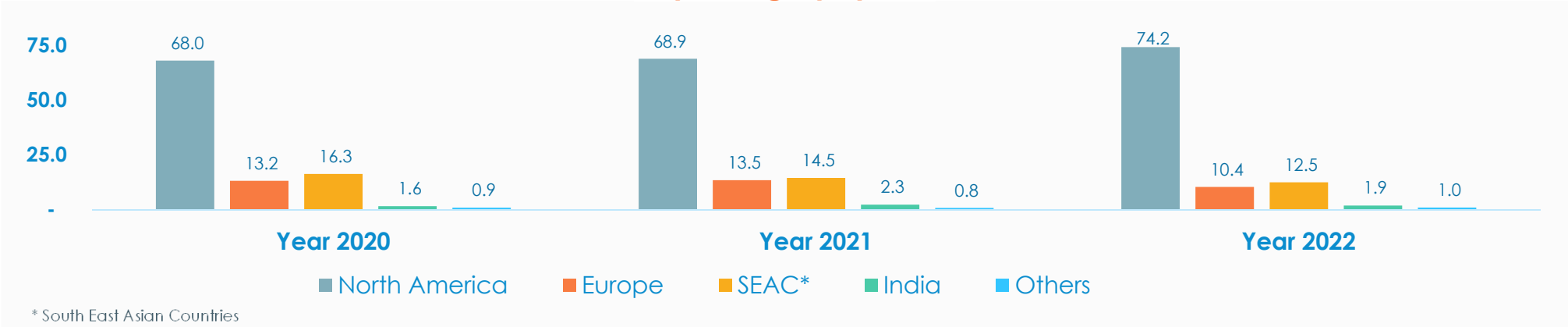
Big Picture – Revenue & EBITDA %age – Year wise



* Post Ind-AS 116 Adoption

Revenue Breakdown

By Geography (%)



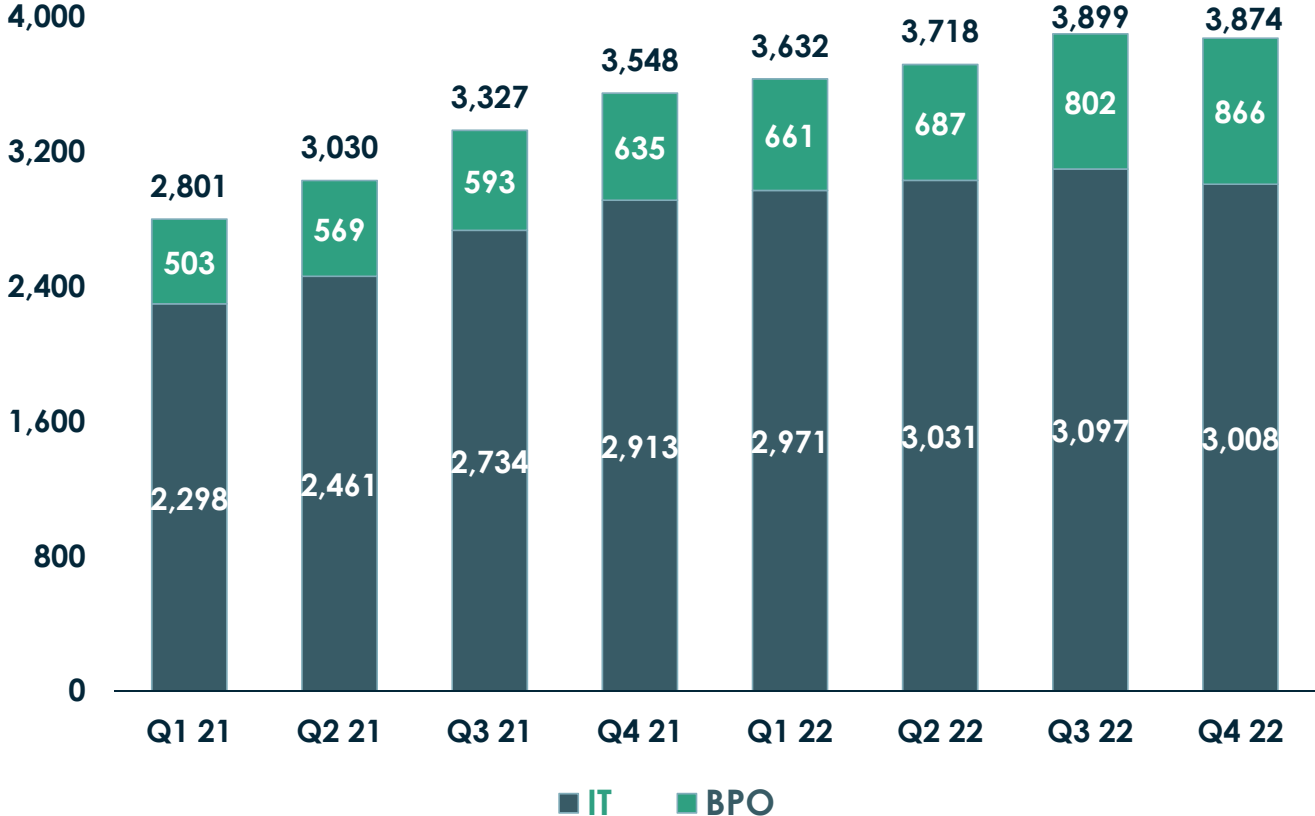
Client Concentration (%)



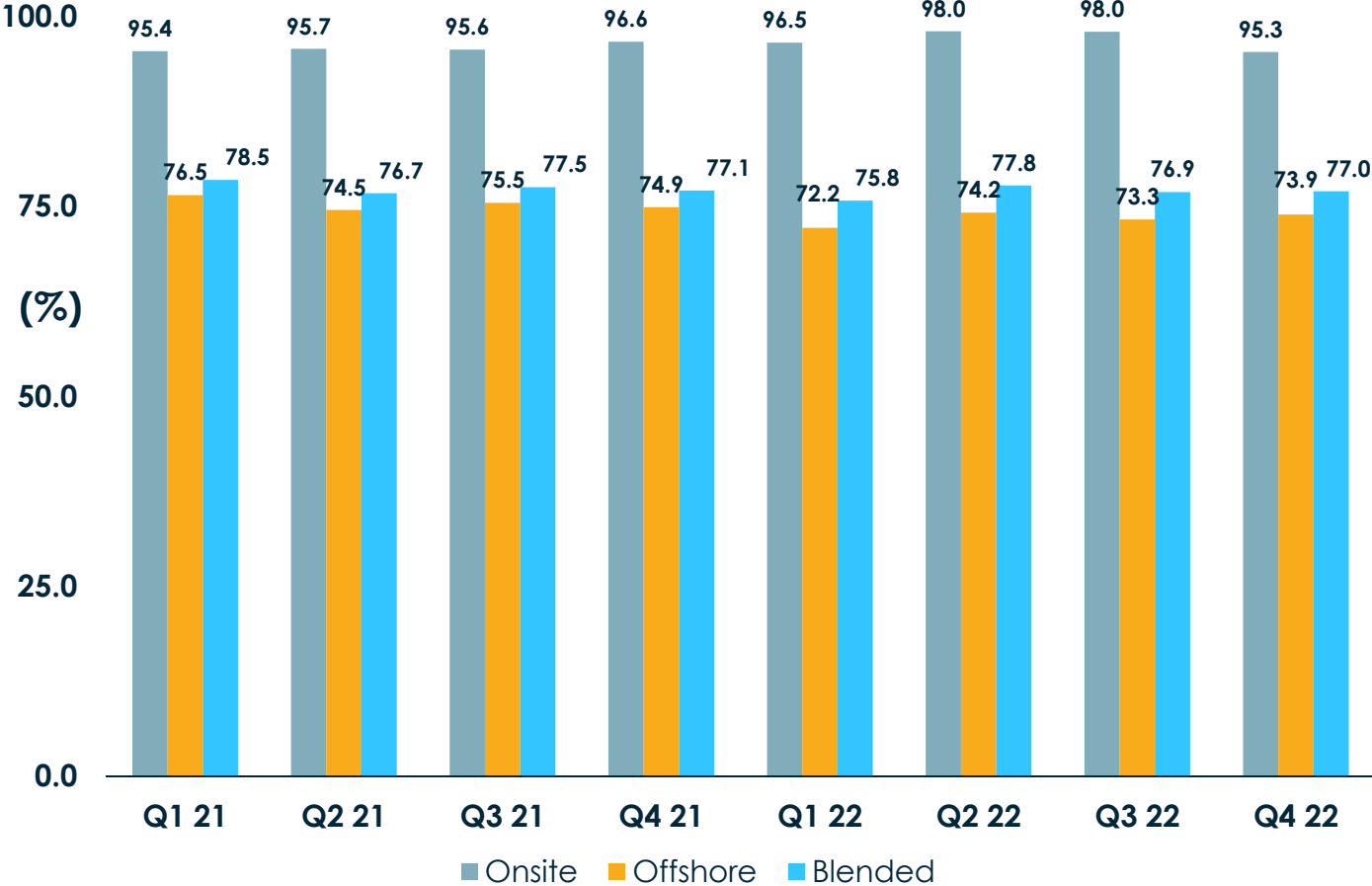
Billable Associates



Added 326 Technical Associates during year 2022



Utilization %



Summing Up and Looking Ahead

- Reported robust revenue growth during CY 2022
- Soft Demand environment amid weakening macro environment
- Committed for profitable growth through operational efficiencies, better price realization & pyramid rationalization
- Continue to invest in people and newer technologies, to deliver Next-Gen digital Evolution

Continued Focus

- Partnering with customers in navigating successful digital transformations
- Expand margins by efficient operations and revenue growth
- Strong Balance Sheet for future growth



Thank You

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