



R SYSTEMS INTERNATIONAL LIMITED

Corporate Identity Number: L74899DL1993PLC053579

Registered Office: GF-1-A, 6, Devika Tower, Nehru Place, New Delhi – 110019, India

Corporate Office: 3rd Floor, Tower No. 1, IT/ITES SEZ of Artha Infratech Pvt. Ltd, Plot No. 21, Sector TechZone-IV, Greater Noida West, Gautam Buddha Nagar, Uttar Pradesh - 201306, India

[rsystems.com](https://www.rsystems.com)

Phone: +91-120-4303500 | **Email:** rsil@rsystems.com

REF: SECT/11/2025/12

Date: November 07, 2025

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 Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 BSE Scrip Code - 532735
---	--

Dear Sir/ Madam,

SUB: SUBMISSION OF PRESENTATION FOR ANALYSTS/ INVESTORS MEETING

This is with reference to our intimation dated October 30, 2025, regarding intimation of Investors/ Analysts call of R Systems International Limited (the “Company”) to be held on Friday, November 07, 2025, at 10:00 AM (IST).

In this regard, as per Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed presentation to be made to Analysts/ Investors on Friday, November 07, 2025, at 10:00 AM (IST) on the financial results for the quarter and nine months ended on September 30, 2025.

This information is also being published on the website of the Company at: <https://www.rsystems.com/>.

This is for your information and records.

Thanking you,

Yours faithfully,

For **R Systems International Limited**

Bhasker Dubey
(Company Secretary & Compliance Officer)



Q3 CY 2025 Investor Presentation

By : Nitesh Bansal (CEO & MD)

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.”

Agenda

We plan to discuss...



Key Highlights



Building for the Future



Financials Trend



Key Wins



Operations Metrics



Summing Up Looking Ahead

Financial Performance Q3 2025



Revenue

₹ 4,986M
(US\$ 57.2M)

Revenue Growth



QoQ

7.9%
(5.9% in US\$ terms)

YoY

12.3%
(7.8% in US\$ terms)

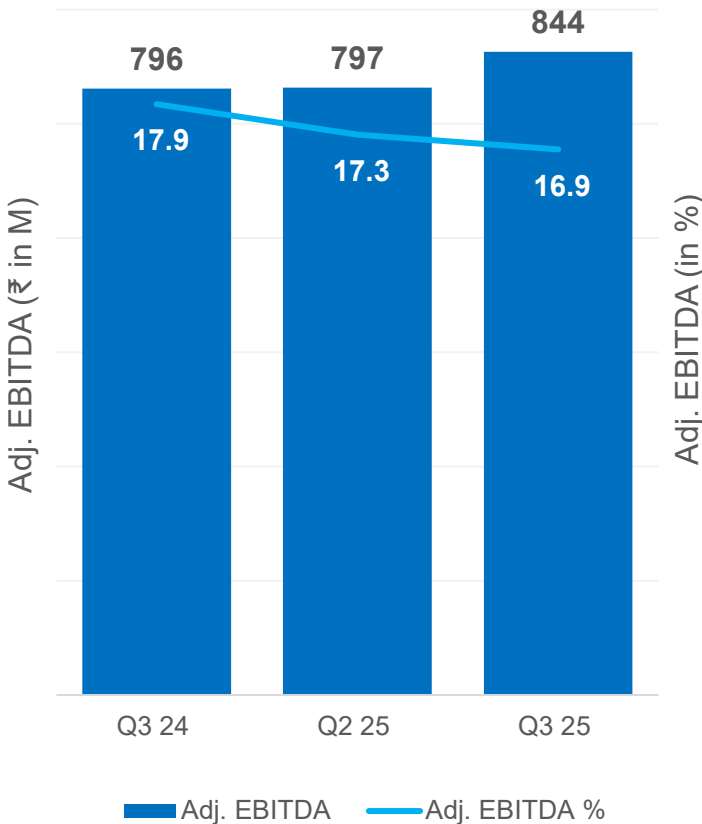


Adj. Net Profit #

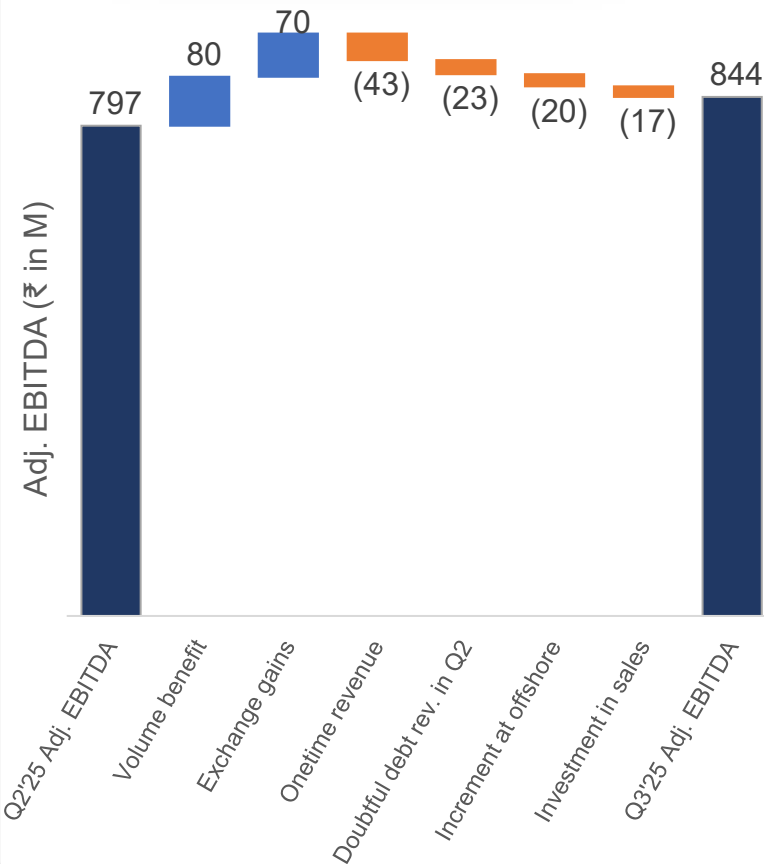
₹ 434M
(US\$ 5.0M)

Before considering share-based payment expense relating to restricted stock units ("RSUs") granted to the employees and non-recurring item.

Adj. EBITDA# : ₹844M (US\$ 9.7M)
YoY Growth 6.1%



Adj. EBITDA Bridge (₹ in M)



Financial Performance Jan to Sept 2025



Revenue

₹ 14,031M
(US\$ 162.3M)



YoY
Revenue Growth

8.5%
(4.7% in US\$ terms)

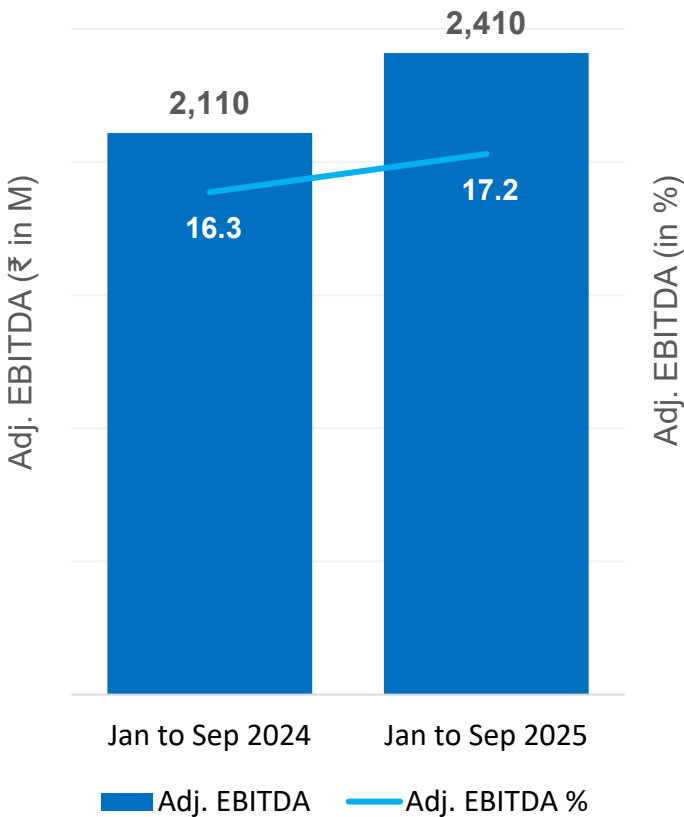


Adj. Net Profit #

₹ 1,332M
(US\$ 15.4M)

Before considering share-based payment expense relating to restricted stock units ("RSUs") granted to the employees and non-recurring item.

Adj. EBITDA# : ₹2,410M (US\$ 27.9M)
YoY Growth 14.2 %



Key Balance Sheet Data

Total equity attributable to shareholders - ₹ 7,431M

Cash and bank balance # - ₹ 2,613M

AR & Unbilled - ₹ 4,564M

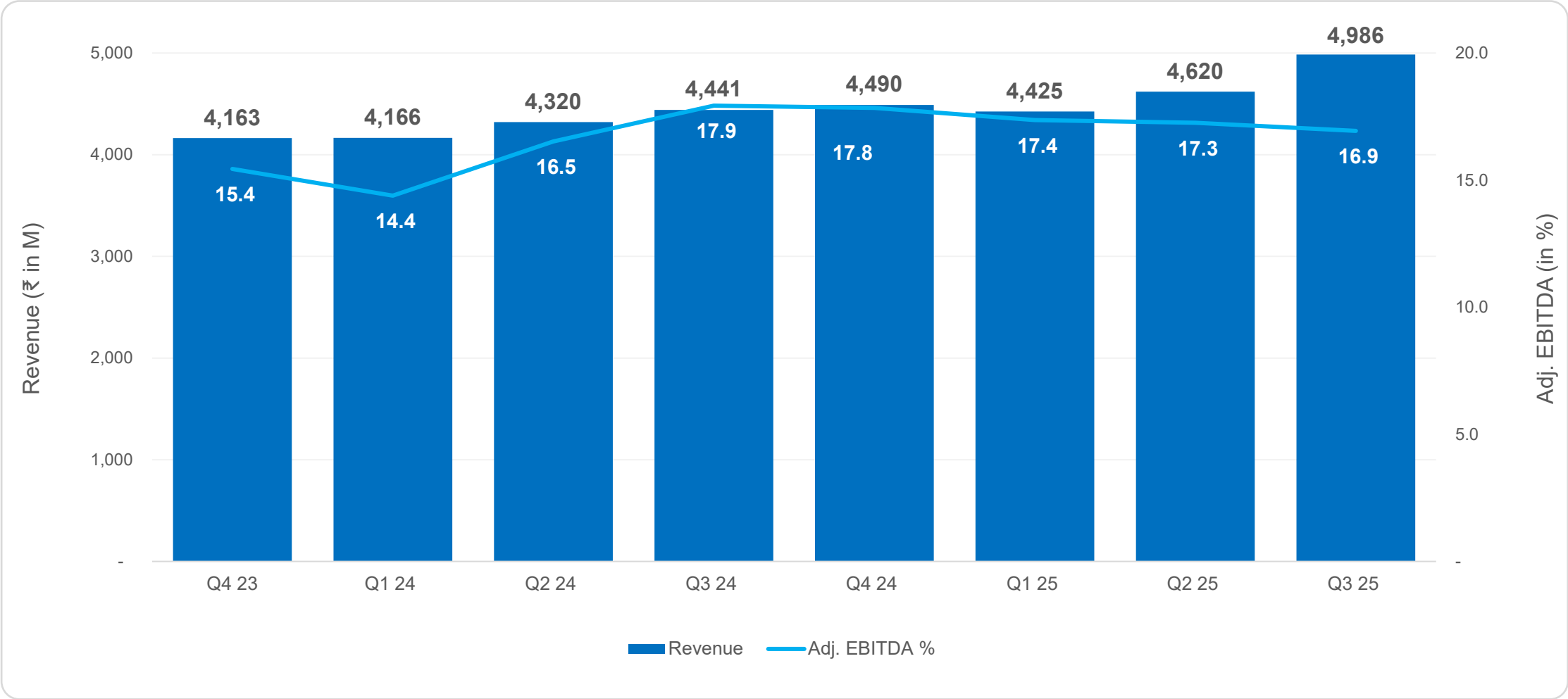
DSO* – Billed - 58 days

DSO* - Billed & Unbilled - 76 days

net of short-term borrowing
* DSO is based on TTM

Financials Trend - Revenue & Adj. EBITDA %age

The 8 Quarter trend of Revenue build up in INR and corresponding Adj. EBITDA percentage



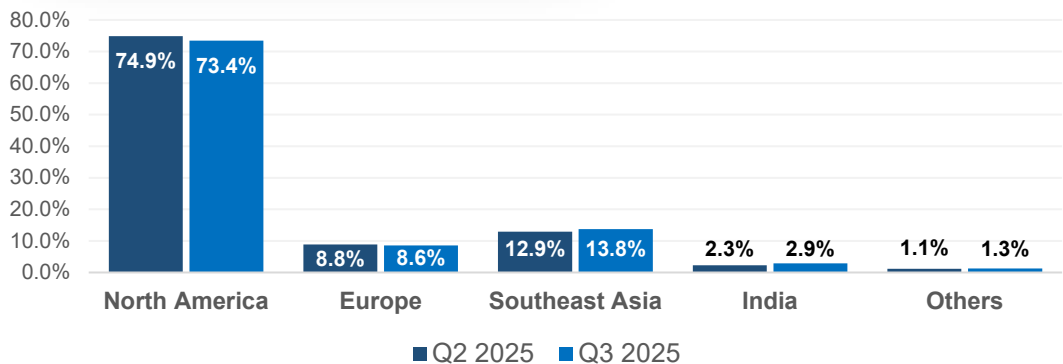
Margin & EPS Analysis (Jan to Sep 2025)

₹ in Mn except per share data	Jan to Sep CY25	Jan to Sep CY24	Growth%	CY 24
Revenue	14,031	12,928	8.5%	17,417
Adj. EBITDA	2,410	2,110	14.2%	2,910
Adj. EBITDA %	17.2%	16.3%	86bps	16.7%
Adj. PAT	1,332	1,080	23.3%	1,554
Adj. PAT %	9.5%	8.4%	114bps	8.9%
Adj. Basic EPS	11.3	9.1	23.2%	13.1

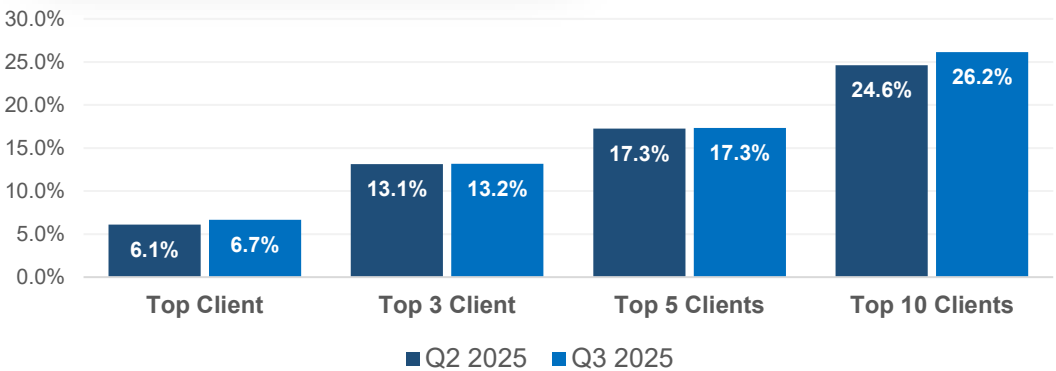
^Adj. Basic EPS excluding RSUs expense and non-recurring items net of tax

Operations Metrics

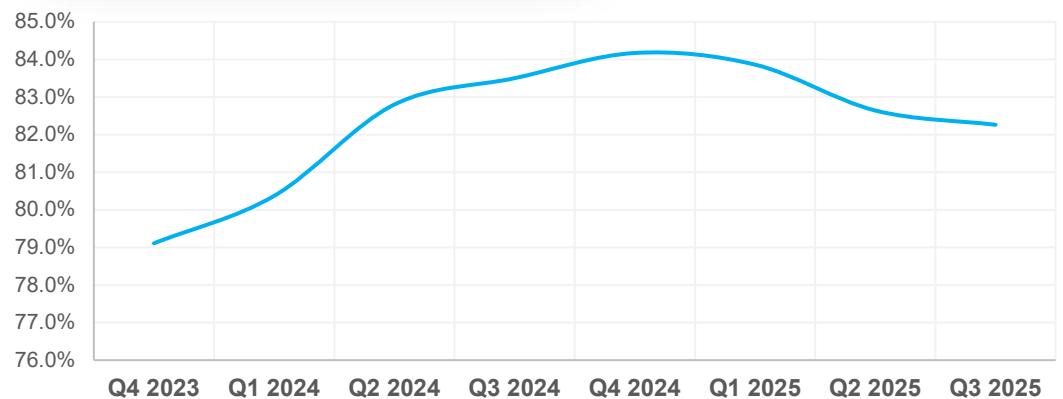
Revenue by Geography (%)



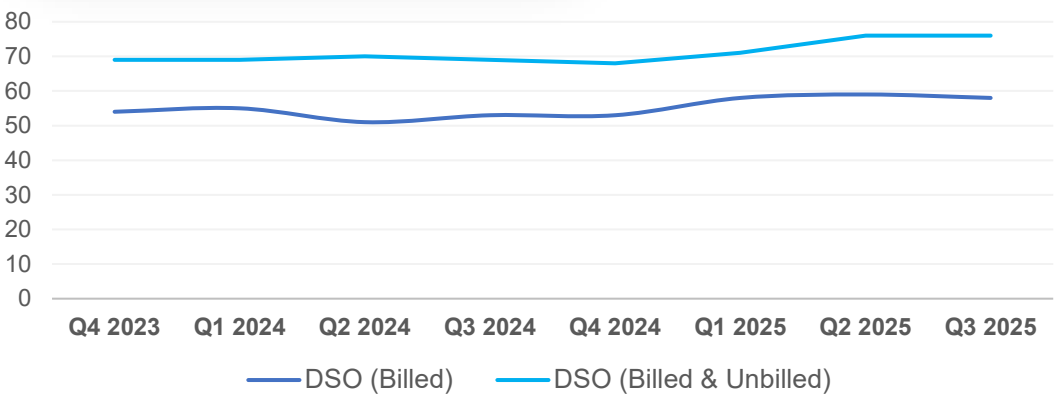
Client Concentration (%)



Utilization (%)



DSO (Days) #



Basis Trailing Twelve months

Building for the future



Go to Market

- Optima AI suite of offerings for using AI in SDLC – with over a dozen Agents developed inhouse for various software life cycle stages
- Joint GTM partnerships strengthened with AWS, Azure, UiPath, Databricks and Alianza



Offerings & Positioning

- Leaders in Everest Peak Matrix for Software Product Engineering Services for Mid market enterprises
- Major contender in Everest Peak Matrix for Talent Readiness for AI



Delivery Priorities

- With Optima AI and increasing Gen AI adoption – ensuring we are able to reach every client proactively on how AI can be used in their area of work
- Scaling Cloud, Data and AI capability and enhancing partnerships through industry solutions



Leadership

- Leadership team has been stabilized and focused on deepening our areas of strength

Key Wins Q3 2025

- A global leader in access control has partnered with R Systems to implement Agentic AI, an advanced platform that autonomously detects anomalies, explains exceptions, and streamlines metric setup using natural language. The solution integrates seamlessly with APIs and analyst workflows, enabling efficient, closed-loop exception management with minimal manual effort.
- One of the largest telecom operators in Europe engaged R Systems to drive innovation in the fiber domain through specialized inventory management and wholesale platform tailored for fiber partners. Leveraging modern technologies, R Systems is building a scalable, secure, and efficient platform that streamlines operations and enhances collaboration.
- One of the leading fire safety solution providers based in Canada has engaged R Systems to modernize its legacy service call platform through the implementation of AI powered field service platform to deliver operational efficiency and enhanced user experience.
- An AI-powered platform helping enterprises manage projects, portfolios & processes engaged R Systems to build an agentic platform, various AI agents & evals framework to accelerate their SaaS to AI platform journey
- One of the world's leading financial institutions has partnered with R Systems to build a custom mobile and web platform to digitalize its policy servicing through seamless flow of transactions.
- One of the leading financial services companies based in US, having specialization in trading, risk management, and global payments, has onboarded R Systems in modernization and transformation of their CRM journey.

Summing Up And Looking Ahead



Consistently winning larger deal sizes both with new as well as existing clients to sustain the growth momentum



Optima AI workbench works across over 25 agentic tools, more than 1500 prompts in the library and over a dozen agents to deliver various stages in SW development lifecycle

Trends shaping 2025

- Using Agentic AI to solve real life industry specific business problems is gaining traction – Our understanding of industry vertical spaces and ability to develop agents that can serve is continuing to help us differentiate
- GCC's are becoming more like innovation and R&D centers and adopting a partnership model, working with service providers like us, to accelerate their innovation capabilities.
- Despite uncertainty with policy announcements, we remain focused on continuing the growth momentum.



Annexure

Financial Performance - Contribution Analysis – Q3 2025 (Un-audited)

Particulars	Q3 2025		Q2 2025		Q3 2024	
	₹ in M	US\$ in M	₹ in M	US\$ in M	₹ in M	US\$ in M
Revenues	4,986.2	57.2	4,620.1	54.0	4,440.9	53.0
Cost of revenues	3,214.0	36.9	2,956.7	34.6	2,828.4	33.7
Gross margin	1,772.2	20.3	1,663.4	19.4	1,612.5	19.3
% of Revenue	35.5%		36.0%		36.3%	
SG&A Expenses	927.8	10.6	866.0	10.1	816.5	9.8
% of Revenue	18.6%		18.7%		18.4%	
Adj. EBITDA	844.4	9.7	797.4	9.3	796.0	9.5
% of Revenue	16.9%		17.3%		17.9%	
Cost of RSUs	70.5	0.8	48.7	0.5	81.8	1.0
EBITDA	773.9	8.9	748.7	8.8	714.2	8.5
% of Revenue	15.5%		16.2%		16.1%	
Depreciation and amortization	166.1	1.9	158.4	1.9	165.7	2.0
EBIT before non-recurring cost	607.8	7.0	590.3	6.9	548.5	6.5
Non-recurring expense / (income) #	15.9	0.2	(409.3)	(4.7)	8.8	0.1
EBIT	591.9	6.8	999.6	11.6	539.7	6.4
Interest expense	(37.2)	(0.5)	(21.4)	(0.3)	(16.0)	(0.2)
Other income (net)	(19.8)	(0.2)	13.6	0.2	(7.2)	(0.0)
Income before income tax	534.9	6.1	991.8	11.5	516.5	6.2
Tax expense	181.5	2.1	233.3	2.7	118.4	1.4
Net profit ^	353.4	4.0	758.5	8.8	398.1	4.8

Q3 2025 consists of legal costs incurred for proposed acquisition, Q2 2025 consists of profit on sale of land, building and certain other assets located at Company's NOIDA office as offset by finding fees paid for Chief Sales Officer and Q3 2024 consists of professional fee incurred w.r.t. merger of the Company with Velotio and ScaleWorx.

^ Adjusted Net Profit after tax amounting to Rs. 434.02 mn (US\$ 4.97 mn) for Q3 2025, Rs. 464.38 mn (US\$ 5.42 mn) for Q2 2025 and Rs. 459.23 mn (US\$ 5.49 mn) for Q3 2024





**THANK
YOU**