



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/11/2021/10

November 16, 2021

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/ Madam,

SUB: SUBMISSION OF PRESENTATION MADE TO ANALYSTS/ INVESTORS

This is with reference to our intimation dated November 12, 2021 regarding Investors/ Analysts call of R Systems International Limited (“the Company”) on Tuesday, November 16, 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 November 16, 2021 on the financial results for the quarter ended September 30, 2021.

This is for your information and records.

Thanking you,

Yours faithfully,

For **R Systems International Limited**

Bhasker Dubey
(Company Secretary & Compliance Officer)





Analytical Review Q3 2021 Results



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 Q3 2021

Revenue

₹ 305.77Cr
(US\$ 41.39M)

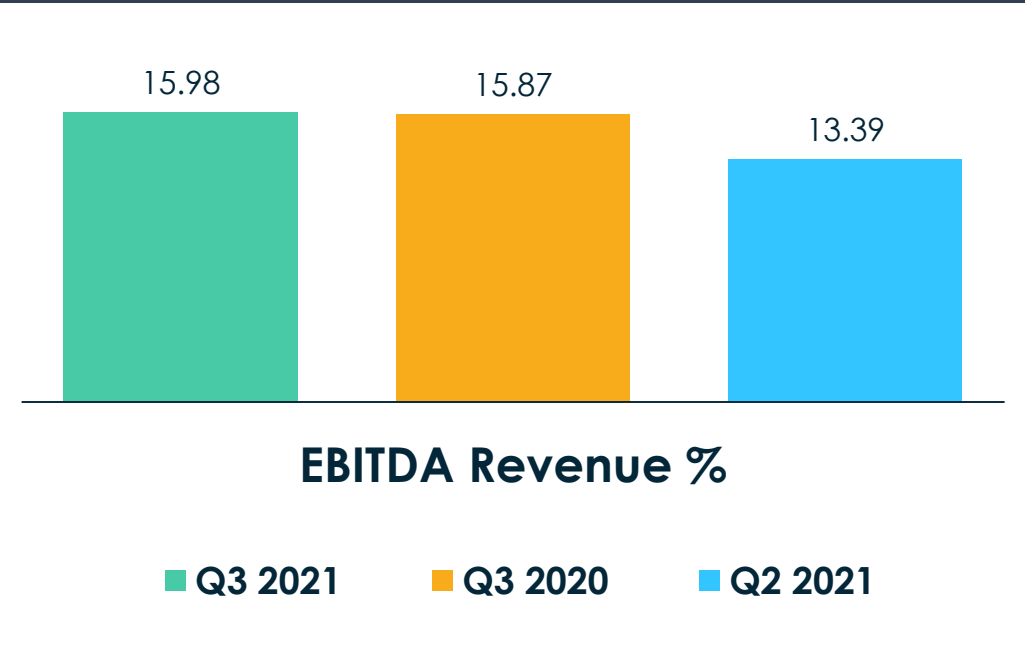
YoY

+ve36.32%

QoQ

+ve 11.77%

EBITDA : ₹ 48.85Cr (US\$ 6.62M)



Net Profit

₹ 37.60Cr
(US\$ 5.09M)



Earnings Per Share

₹ 3.14



Key Wins

12



Share Holder Funds

₹ 502.58Cr
(US\$ 67.71M)



Net Cash Balance

₹ 291.90Cr
(US\$ 39.32M)

Key Highlights YTD Sep 2021

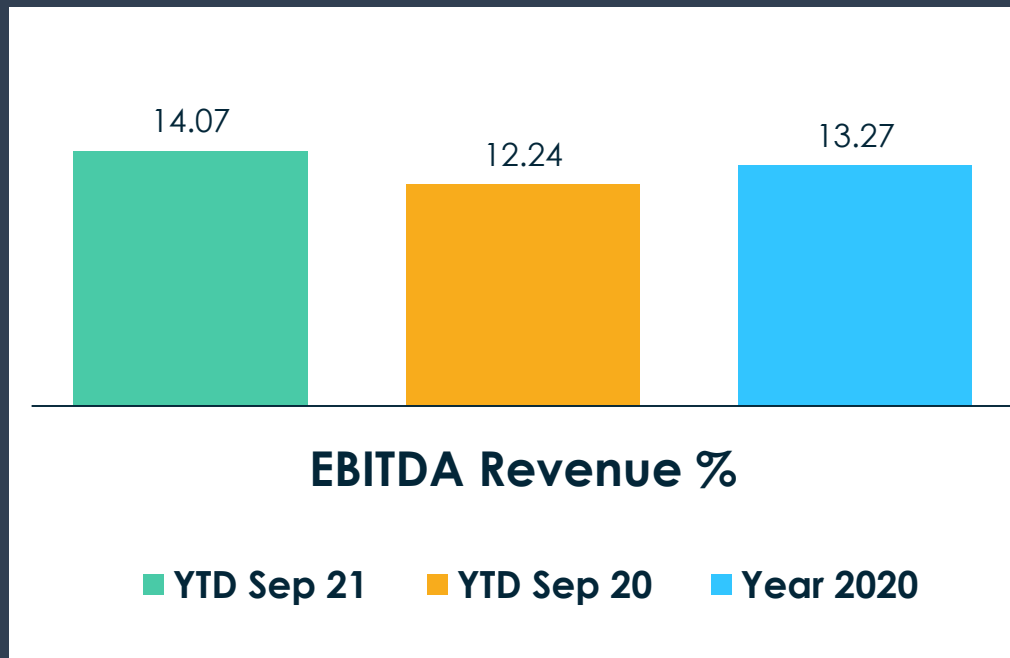
Revenue

₹ 826.99Cr
(US\$ 112.52M)

YoY

+ve 28.43%

EBITDA : ₹ 116.35Cr (US\$ 15.83M)



Net Profit

₹ 108.64Cr
(US\$ 14.78M)



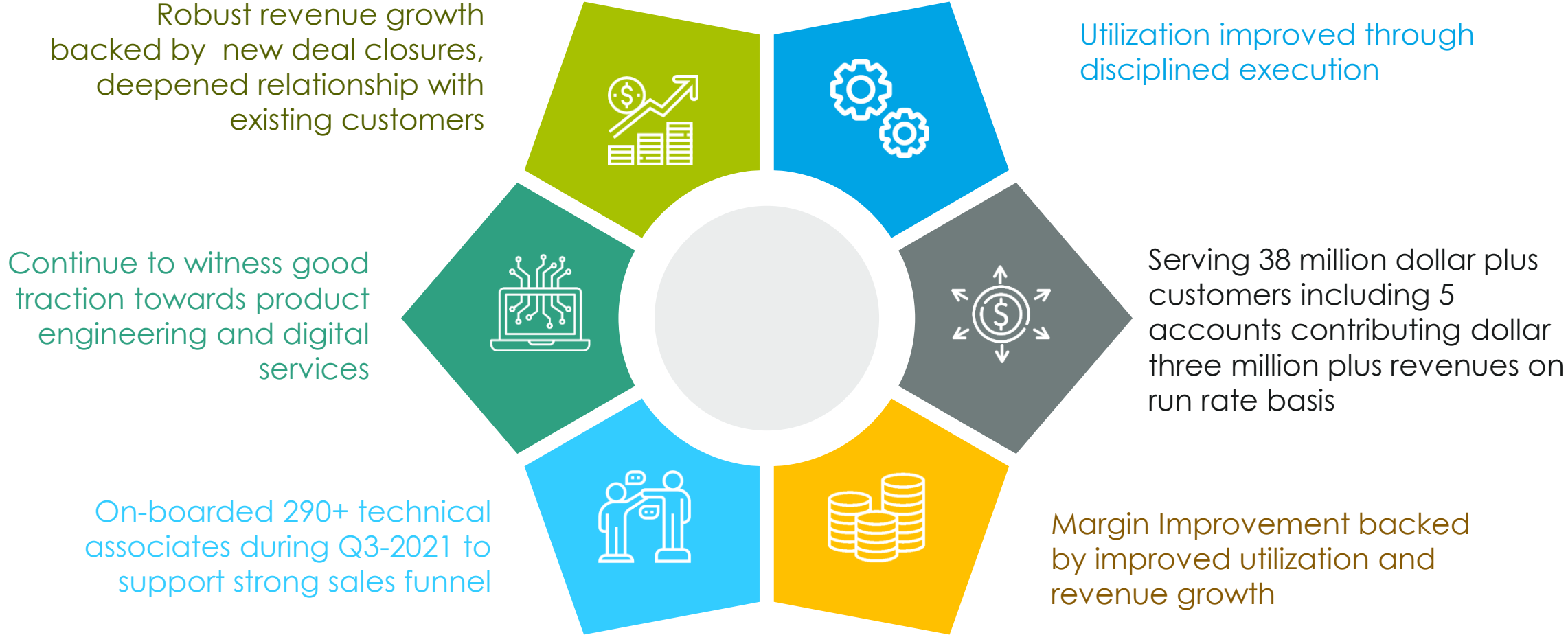
Earnings Per Share

₹ 9.08

Key Balance Sheet Data

	Sep 30, 2021	Dec 31, 2020
Receivable	₹ 149.13Cr	₹ 131.25Cr
Unbilled	₹ 59.80Cr	₹ 22.21Cr
Day Sales Outstanding	45 Days	43 Days

Key Highlights (Continues...)



Financial Performance – Contribution Analysis – Q3 2021

Figures in M	Q3 2021		Q3 2020		Q2 2021	
	₹	US\$	₹	US\$	₹	US\$
	Revenues	3,057.74	41.39	2,243.03	30.25	2,735.67
Cost of revenues	1,907.23	25.81	1,392.61	18.78	1,762.56	23.92
Gross margin	1,150.51	15.58	850.42	11.47	973.11	13.22
	37.63%		37.91%		35.57%	
SG & A Expenses	661.98	8.96	494.54	6.66	606.67	8.24
	21.65%		22.05%		22.18%	
EBITDA	488.53	6.62	355.88	4.81	366.44	4.98
	15.98%		15.87%		13.39%	
Depreciation and amortization	71.33	0.97	64.41	0.87	63.31	0.86
EBIT	417.20	5.65	291.47	3.94	303.13	4.12
Interest expense	(11.98)	(0.16)	(14.92)	(0.20)	(10.80)	(0.15)
Other income (net)	61.51	0.83	55.21	0.75	248.90	3.39
Income before income tax	466.73	6.32	331.76	4.49	541.23	7.36
Income tax expense	90.78	1.23	61.51	0.83	79.59	1.08
Net earnings	375.95	5.09	270.25	3.66	461.64	6.28

Revenue and Gross Margin Analysis Q3 2021



Revenues

11.77%

Increase in Revenue Resulted from:

Volume gain	12.22%
Rupee appreciation*	(0.45)%

* Rupee appreciation mainly against Euro and other cross currencies



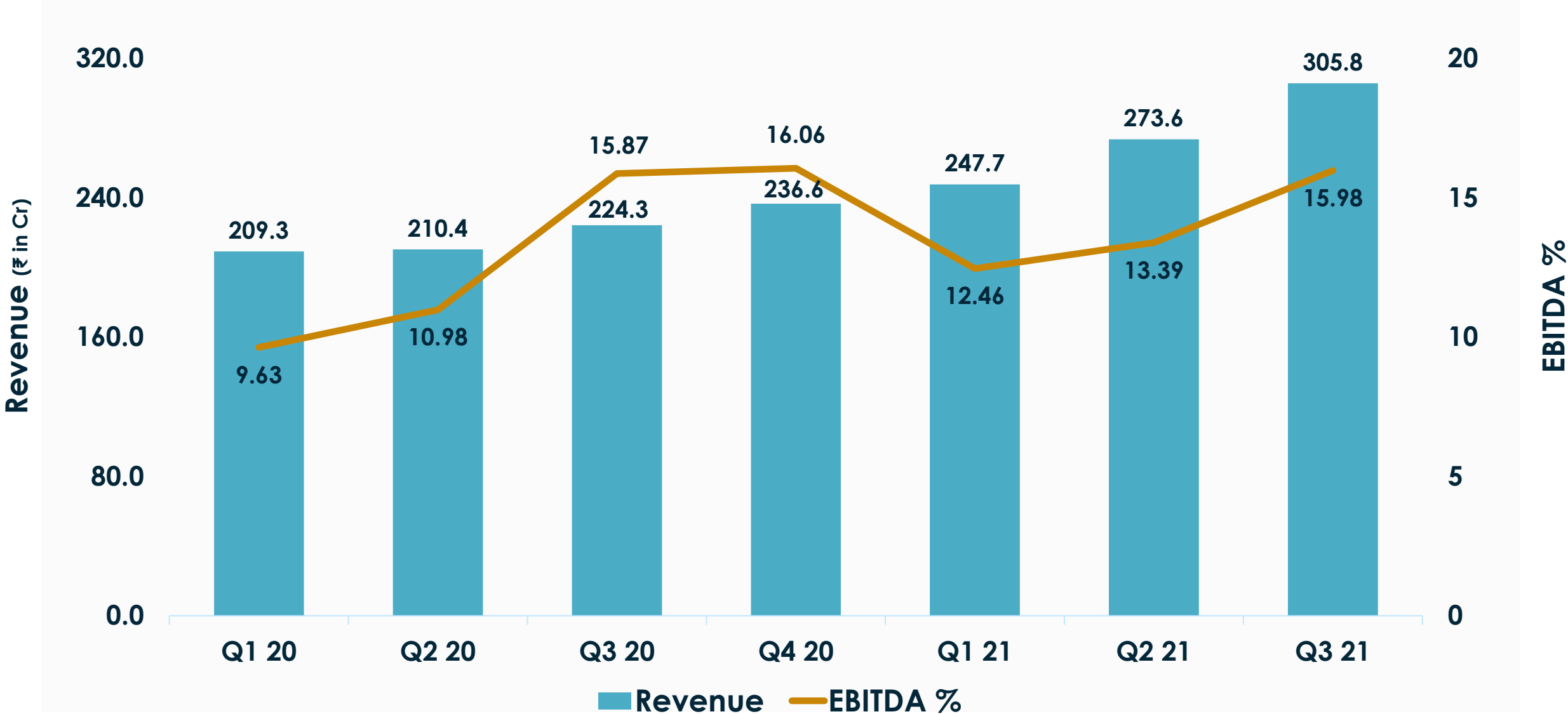
Gross margin

2.06%

Increase in Gross Margin Resulted from:

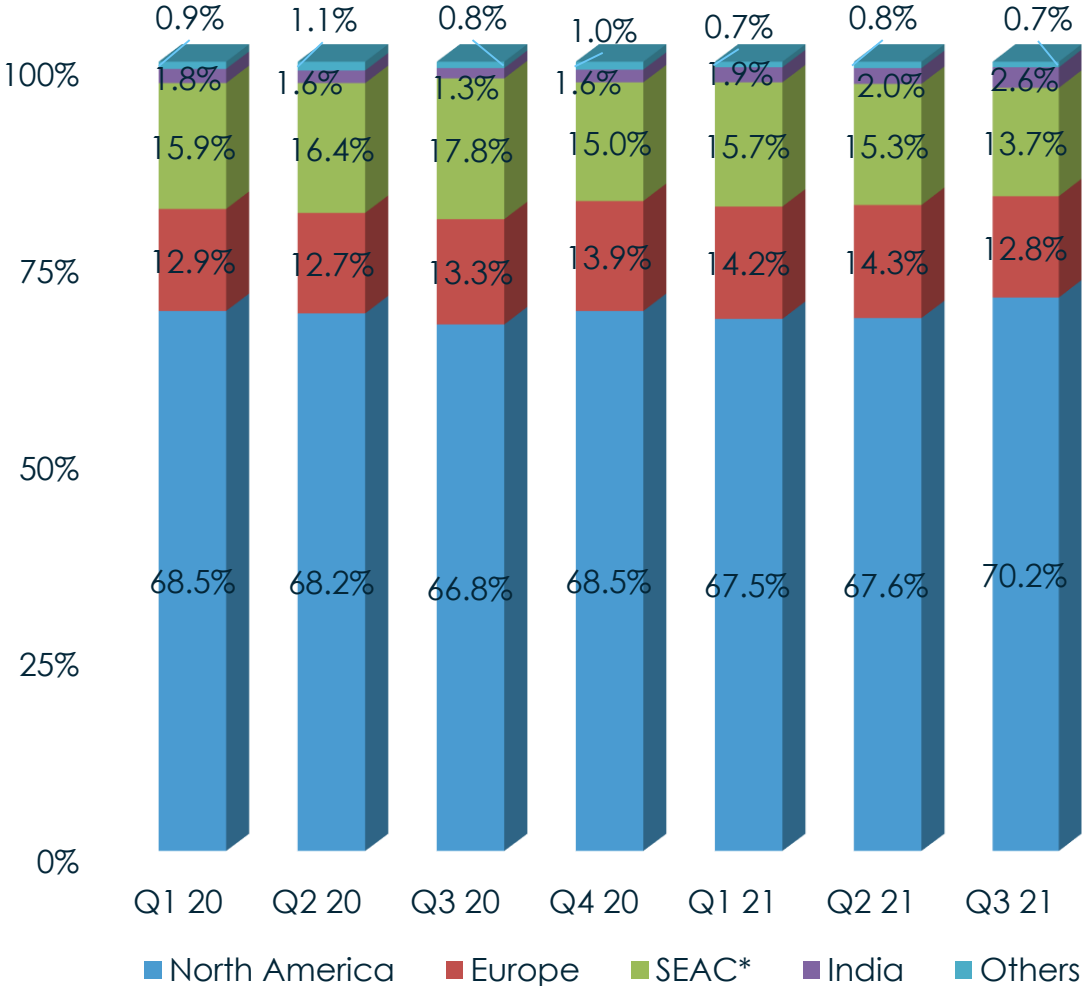
Increase in utilization	1.24%
Higher billable days	0.39%
Other savings	0.43%

Big Picture – Revenue & EBITDA %age – Quarter wise

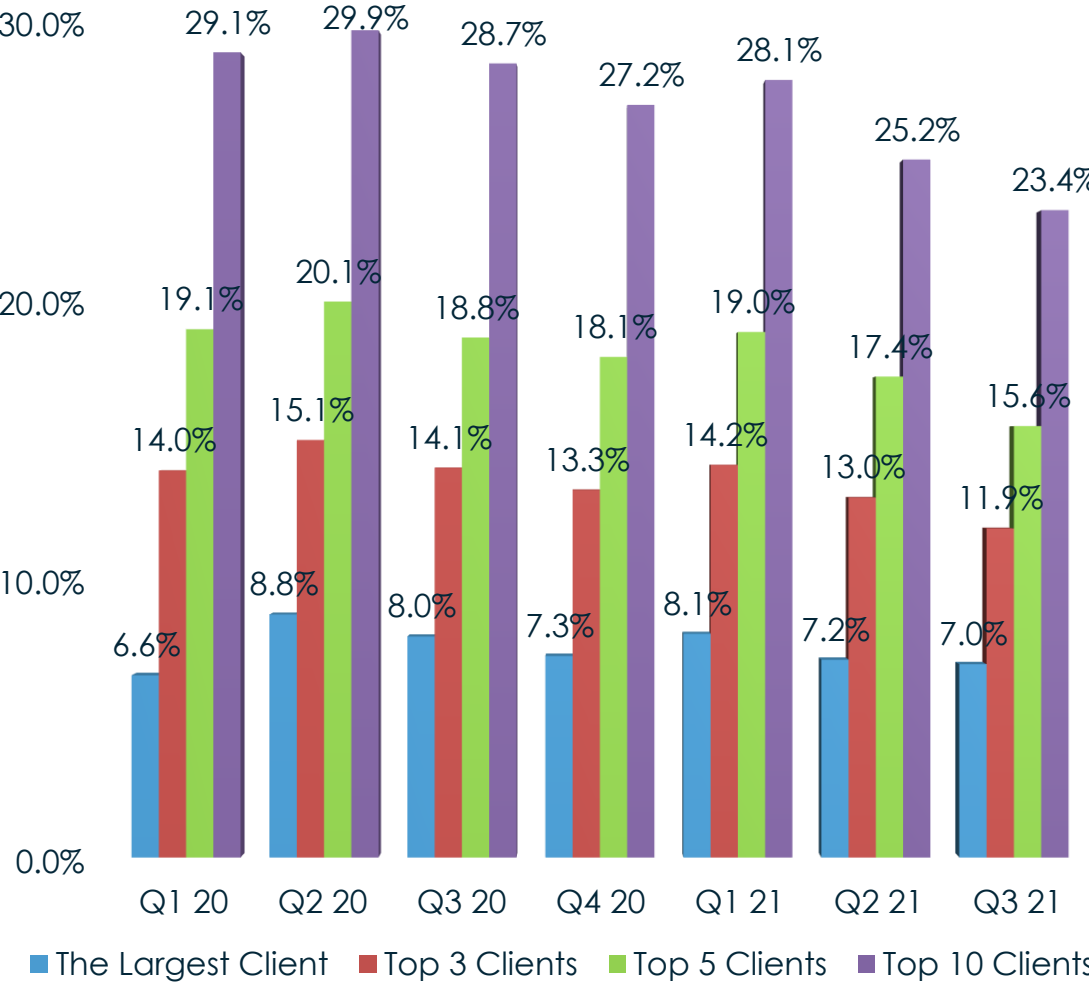


Quarterly Revenue Breakdown

By Geography

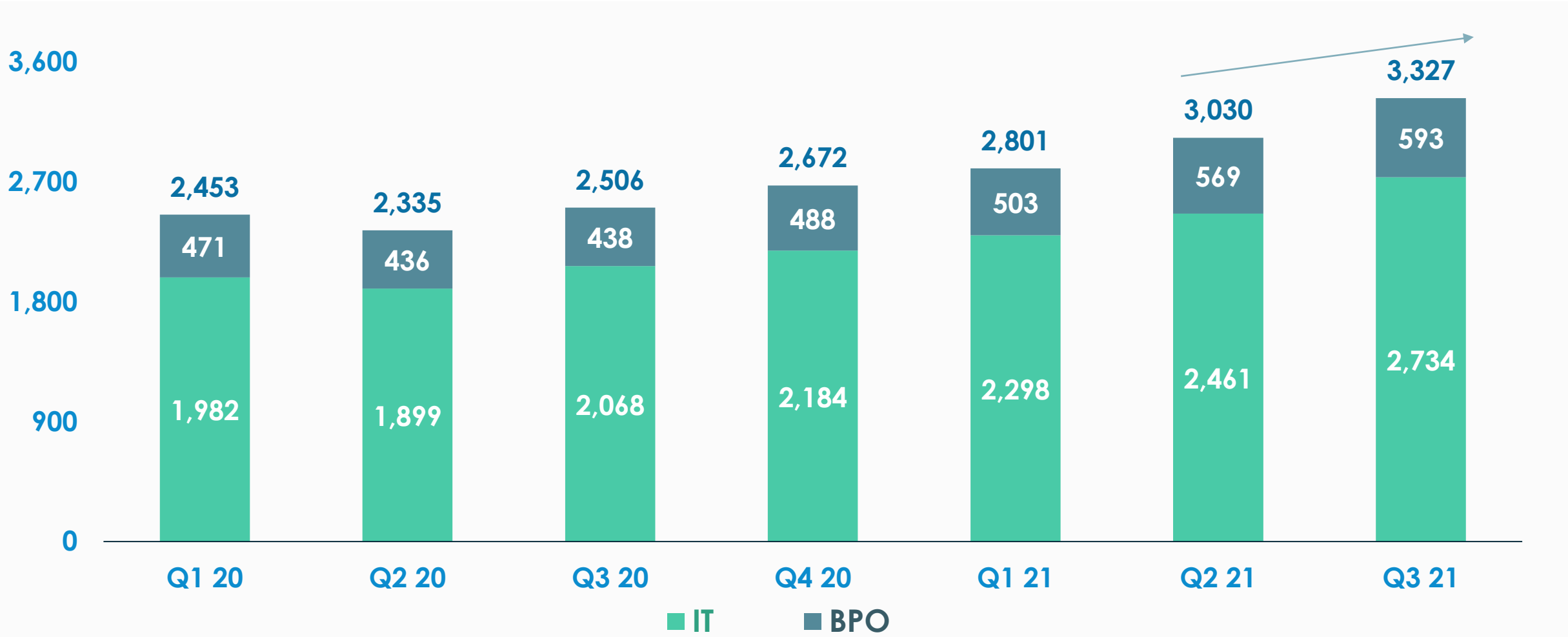


Client Concentration



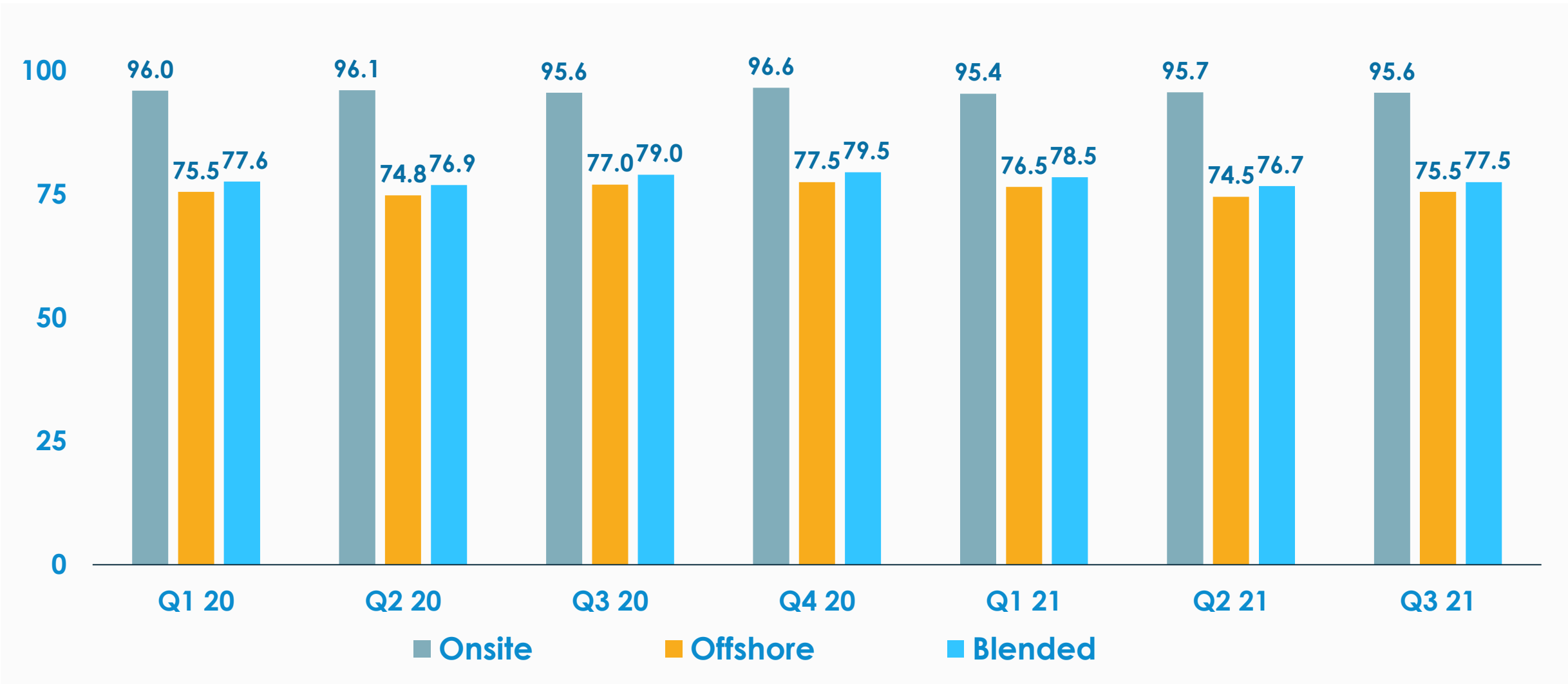
* South East Asian Countries

Billable Associates



Addition of 290+ Technical Associates during Q3 2021

Utilization (%)



Summing Up and Looking Ahead



Promising revenue growth with improved margins during nine months ended September 2021



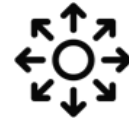
Safety and wellbeing of employees is utmost in evaluating Work-From-Office or hybrid working



Continue to invest in sales, pre-sales and in newer technologies, to deliver successful digital transformations



Maintaining additional bandwidth to offset near term attrition challenges



Business outlook continues to be positive with strong demand environment



Continued Focus for 2021

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



Thank You

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