



R SYSTEMS INTERNATIONAL LIMITED

Corporate Identity Number : L74899DL1993PLC053579
[CMMI Level 5, PCMM Level 5, ISO 9001:2015 & ISO 27001:2013 Company]
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REF: SECT/12/2022/02

December 01, 2022

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 Monday, December 05, 2022 at 11:00 A.M. (IST) to discuss the financial results of the Company for the quarter ended on September 30, 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 ended on September 30, 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 Q3 2022 Results

Next-Gen Digital Evolution



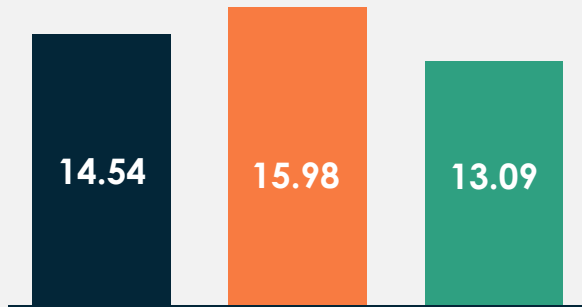
Disclaimer

“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

Q3 2022



EBITDA Revenue %

■ Q3 2022 ■ Q3 2021 ■ Q2 2022

Revenue | ₹ 398.24 Cr (US\$ 50.08 Mn)

QoQ | +ve 6.20%

YoY | +ve 30.24%

EBITDA | ₹ 57.90 Cr (US\$ 7.31 Mn)

Net Profit | ₹ 36.79 Cr (US\$ 4.64 Mn)

Earnings Per Share | ₹ 3.11

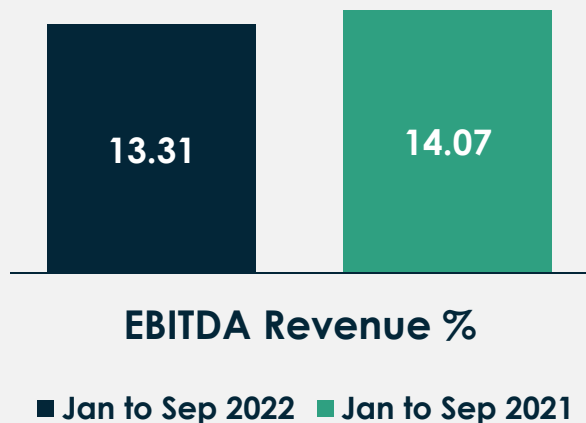
Key Wins | 10

Share Holder Funds | ₹ 489.89 Cr (US\$ 60.22 Mn)

Net Cash Balance | ₹ 229.42 Cr (US\$ 28.20 Mn)

Key Highlights

Jan to Sep 2022



Revenue	₹ 1,116.33 Cr (US\$ 144.52 Mn)
YoY	+ve 35.00%
EBITDA	₹ 148.63 Cr (US\$ 19.24 Mn)
Net Profit	₹ 98.30 Cr (US\$ 12.73 Mn)

	Sep 30, 2022	Dec 31, 2021
Receivable	₹ 235.95 Cr	₹ 177.98 Cr
Unbilled	₹ 75.75 Cr	₹ 52.86 Cr
Day Sales Outstanding	61 Days	52 Days

Key Highlights (Continues...)

Continued Revenue growth for digital and technology services

On-boarded 180+ technical associates

Margin improvement backed by volume growth, improvement in billing rate and rupee depreciation

Serving 45+ million dollar plus customers as against 38 a year ago

Utilization was modest to overcome the hiring and attrition challenges

Focused efforts to improve margins in coming quarters.



Financial Performance – Contribution Analysis – Q3 2022

Particulars	Q3 2022		Q3 2021		Q2 2022	
	₹ in Mn	US\$ in Mn	₹ in Mn	US\$ in Mn	₹ in Mn	US\$ in Mn
Revenues	3,982.39	50.08	3,057.74	41.39	3,749.78	48.74
Cost of revenues	2,533.76	31.83	1,907.23	25.81	2,424.90	31.51
Gross margin	1,448.63	18.25	1,150.51	15.58	1,324.88	17.23
	36.38%		37.63%		35.33%	
SG&A Expenses	869.59	10.94	661.98	8.96	834.14	10.85
	21.84%		21.65%		22.24%	
EBITDA	579.04	7.31	488.53	6.62	490.74	6.38
	14.54%		15.98%		13.09%	
Depreciation and amortization	87.21	1.10	71.33	0.97	82.30	1.06
EBIT	491.83	6.21	417.20	5.65	408.44	5.32
Interest expense	(11.48)	(0.14)	(11.98)	(0.16)	(10.29)	(0.13)
Other income (net)	(25.73)	(0.34)	61.51	0.83	(5.55)	(0.08)
Income before income tax	454.62	5.73	466.73	6.32	392.60	5.11
Income tax provision	86.72	1.09	90.78	1.23	74.40	0.97
Net earnings	367.90	4.64	375.95	5.09	318.20	4.14

Revenue and Gross Margin Analysis Q3 2022



Revenues

6.20%

Increase in Revenue Resulted from

Volume gain 3.08%

Rupee depreciation 2.73%

Impact of rate increase 0.39%



Gross margin

1.05%

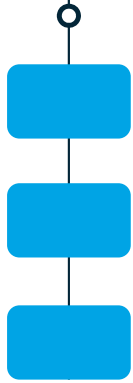
Increase in Gross Margin Resulted from



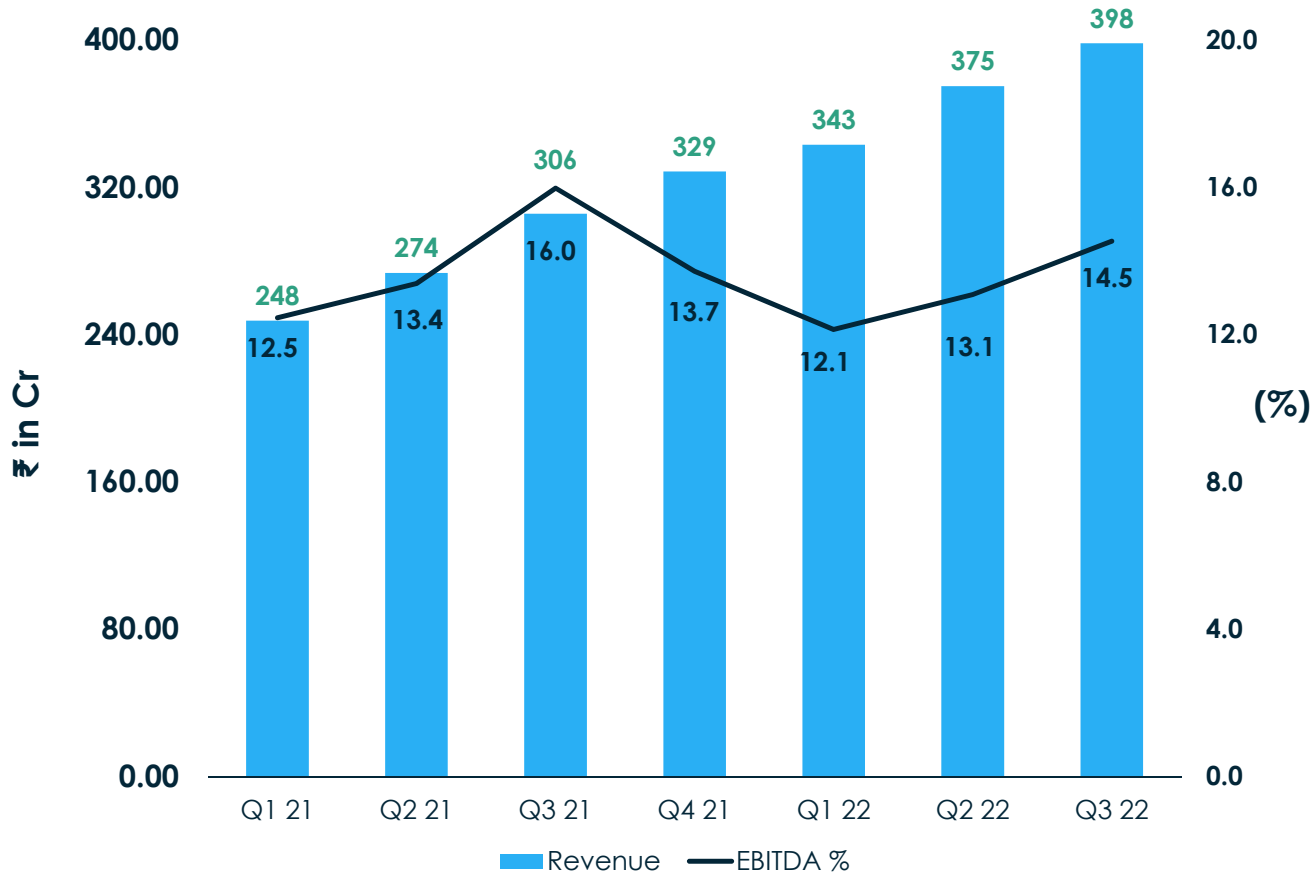
Rupee depreciation 1.07%

Higher billable days 0.76%

Increase in avg. salary (0.78)%

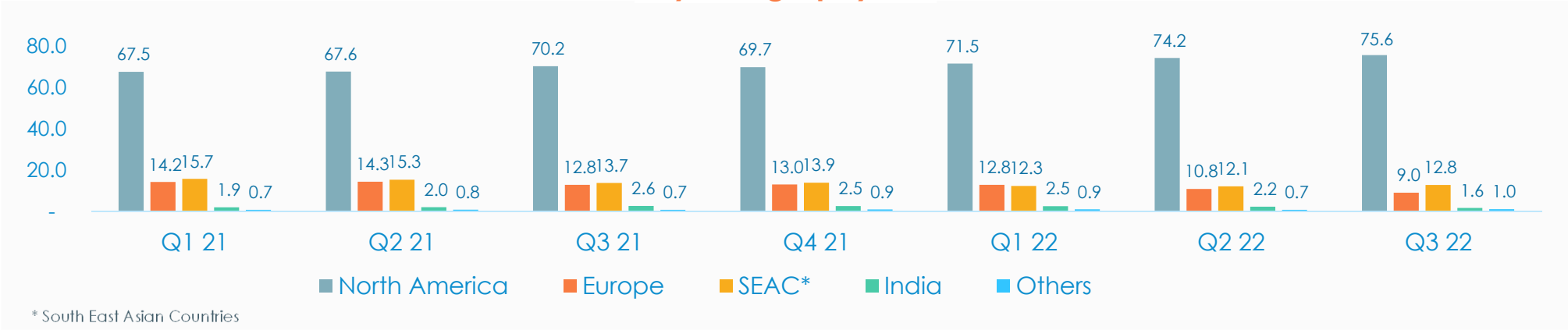


Big Picture – Revenue & EBITDA %age – Quarter wise



Quarterly Revenue Breakdown

By Geography (%)



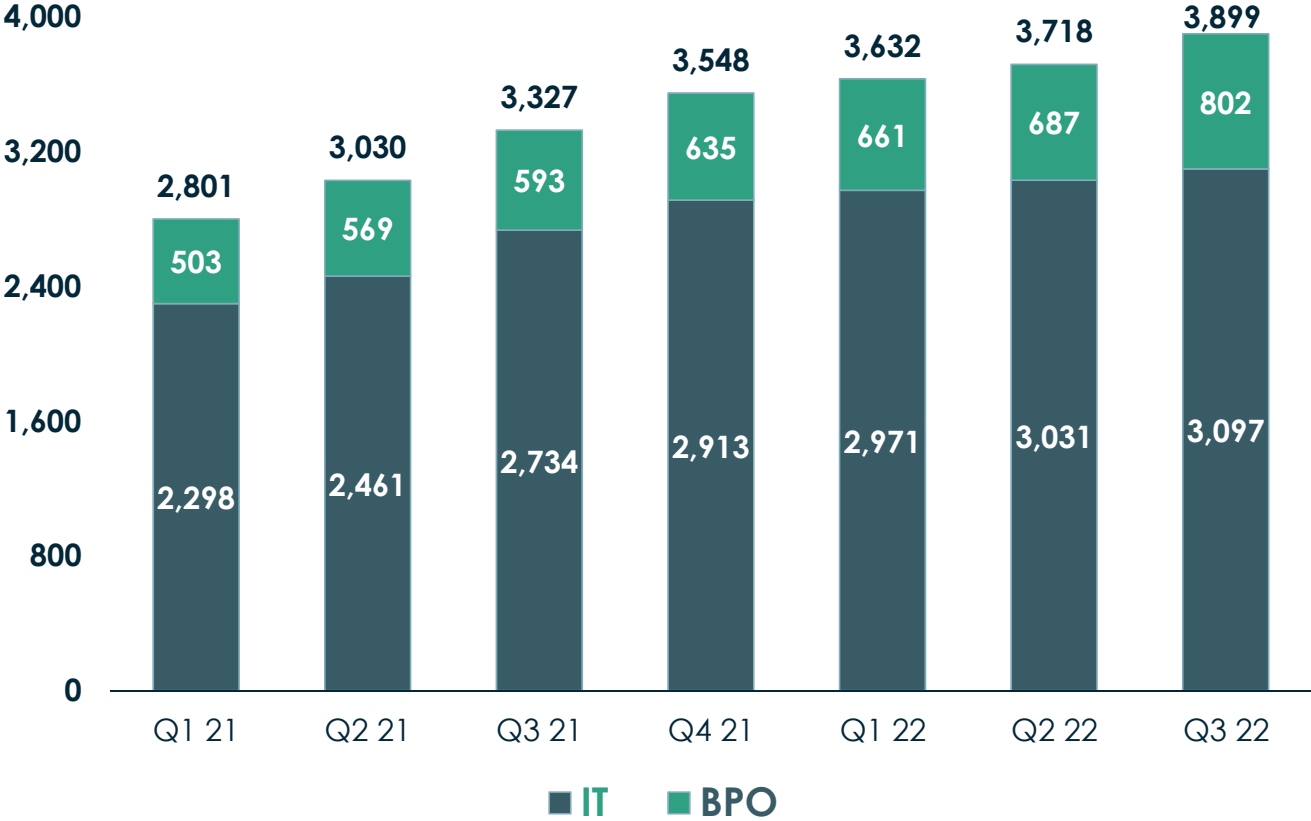
Client Concentration (%)



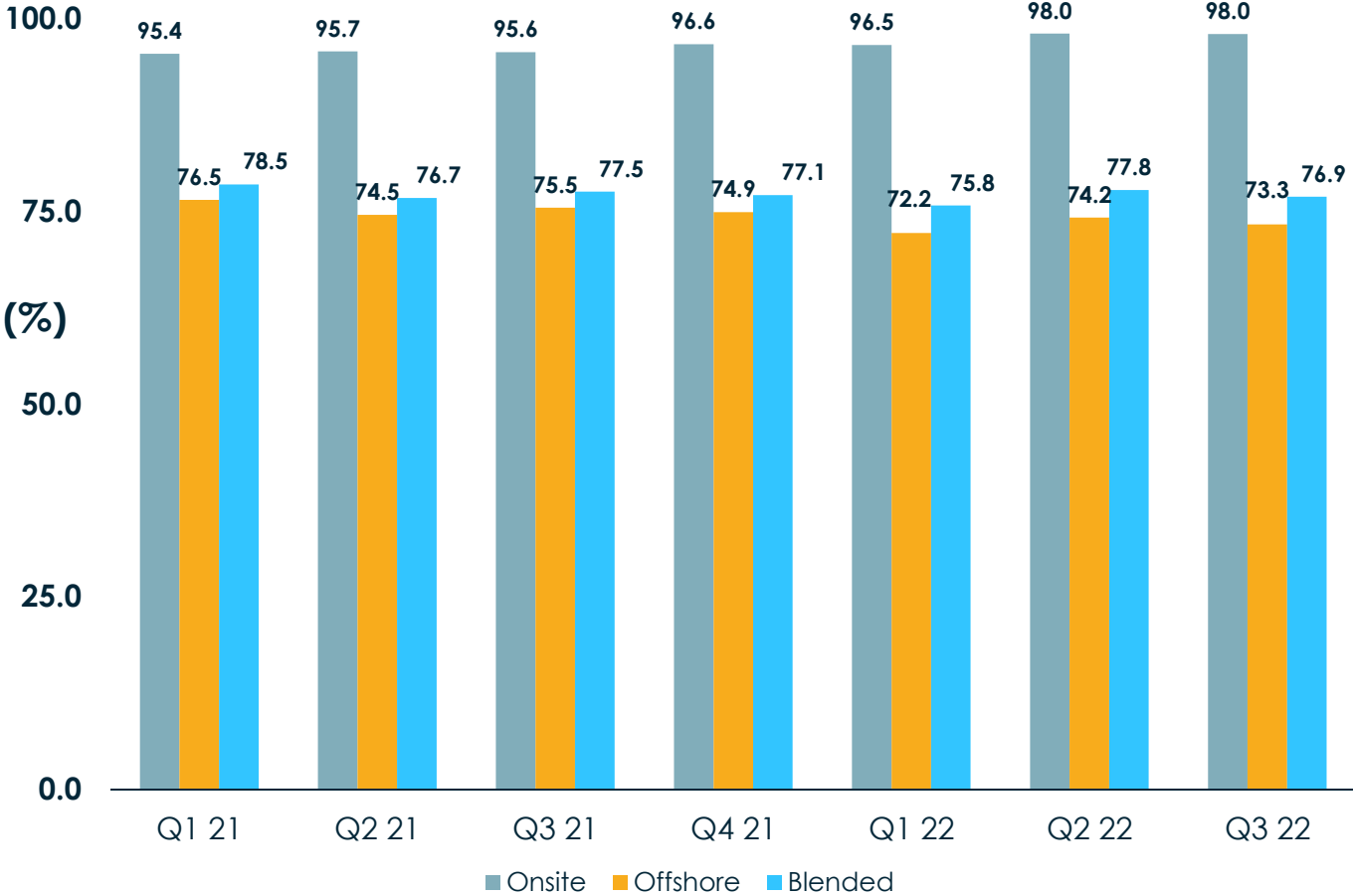
Billable Associates



Added 180 + Technical Associates during Q3 2022



Utilization %



Summing Up and Looking Ahead

- Robust revenue growth during first three quarters of 2022
- Soft Demand environment amid weakening macro environment
- Focused efforts for margin expansion through better pricing, pyramid rationalization and improved utilization
- 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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Chief Financial Officer

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