

R SYSTEMS INTERNATIONAL LIMITED

Corporate Identity Number : L74899DL1993PLC053579
[CMMI Level 5, PCMM Level 5, ISO 9001:2008 & ISO 27001:2005 Company]
C-40, Sector-59, NOIDA, Distt. Gautam Budh Nagar, U.P. India-201307

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Regd. Off.: B-104A, Greater Kailash-1,
New Delhi - 110 048

REF: SECT/11/2018/07

November 13, 2018

<p>To, The Managing Director National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra – East, Mumbai – 400 051</p> <p>NSE Symbol – RSYSTEMS</p>	<p>To, The General Manager BSE Limited Department of Corporate Services, Rotunda Building, 1st Floor, Mumbai Samachar Marg, Fort, Mumbai - 400 001</p> <p>BSE Scrip Code - 532735</p>
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Dear Sir/ Madam,

SUB: SUBMISSION OF PRESENTATION MADE TO ANALYSTS/ INVESTORS

This is with reference to our letter reference No. SECT/11/2018/06 dated November 12, 2018 regarding the intimation of the Investors/Analysts call of the R Systems International Limited (“the Company”) to be held on Tuesday, November 13, 2018.

In this regard, as per Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and Uniform Listing Agreement entered into by the Company, please find enclosed presentation made to Analysts/ Investors on the financial results for the quarter and nine months ended on September 30, 2018.

The presentation is also available on the website of the Company i.e. www.rsystems.com.

This is for your information and records.

Thanking you,

Yours faithfully,

For R Systems International Limited



Bhasker Dubey
(Company Secretary and Compliance Officer)





Caring - Innovating - Transforming

1 2 3 4 5

7 8 9 10 12

11 12 13 14 15

1 2 3 4 5

7 8 9 10 12

11 12 13 14 15

Analytical Review Q3 2018 Results



9001:2015
27001:2013



CMMI DEV / 5



PCMM / 5

“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.”

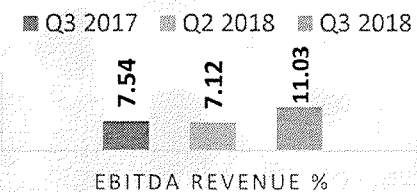
// Key Highlights Q3 2018

₹ Revenue
₹ 186.39 Cr (US\$ 26.71 mn)

QoQ Increase
10.40%
(5.69% in US\$)

YoY Increase
28.64%
(18.57% in US\$)

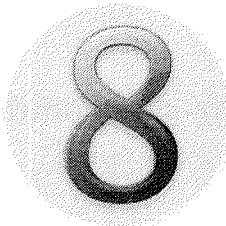
₹ EBITDA
₹ 20.57 Cr (US\$ 3.00 mn)



₹ Profit After Taxes
₹ 12.57 Cr (US\$ 1.83 mn)

Earnings Per Share
₹ 1.02

Key Wins



Share Holder Funds

₹ 301.80 Cr
\$ 41.64 mn

Cash and Bank Balances

₹ 189.78 Cr
\$ 26.18 mn

// Key Highlights (Continues...)

- ✓ Reported Record Quarterly Revenue in Q3-2018.
- ✓ Telecom and Digital Media contributed ~ 24% share of revenues.
- ✓ Serving 21 million dollar plus customers on run rate basis.
- ✓ Added 8 key wins during the quarter.
- ✓ Added 120 plus associates over the quarter and 350 plus during first nine months of 2018.
- ✓ Margins improved due to revenue growth, discipline in execution along with rupee depreciation.

// Financial Performance – Contribution Analysis – Q3 2018

Particulars	Q3 2018		Q3 2017		Q2 2018	
	INR	US\$	INR	US\$	INR	US\$
Revenues	1,863.95	26.71	1,448.91	22.53	1,688.37	25.28
Cost of revenues	1,234.33	17.66	1,019.12	15.84	1,147.46	17.17
Gross margin	629.62	9.05	429.79	6.69	540.91	8.11
SG & A Expenses	33.78%		29.66%		32.04%	
	423.94	6.05	320.50	5.00	420.64	6.30
	22.74%		22.12%		24.91%	
EBITDA	205.68	3.00	109.29	1.69	120.27	1.81
Depreciation and amortization	11.03%		7.54%		7.12%	
	34.44	0.49	33.86	0.53	33.60	0.50
Income from operations	171.24	2.51	75.43	1.16	86.67	1.31
Interest expense	(0.71)	(0.01)	(0.64)	(0.01)	(0.63)	(0.01)
Other income (net)	(15.91)	(0.25)	15.88	0.25	9.77	0.14
Income before income tax	154.62	2.25	90.67	1.40	95.81	1.44
Income tax provision	28.93	0.42	32.61	0.51	6.38	0.09
Net earnings	125.69	1.83	58.06	0.89	89.43	1.35

// Revenue & Gross Margins Analysis

REVENUES



10.40 %

**Increase in Revenue
Resulted from:**

Volume Impact

6.79%

**Rupee depreciation
primarily against USD**

3.61%

GROSS MARGIN



1.74 %

**Increase in Gross Margin
Resulted from:**

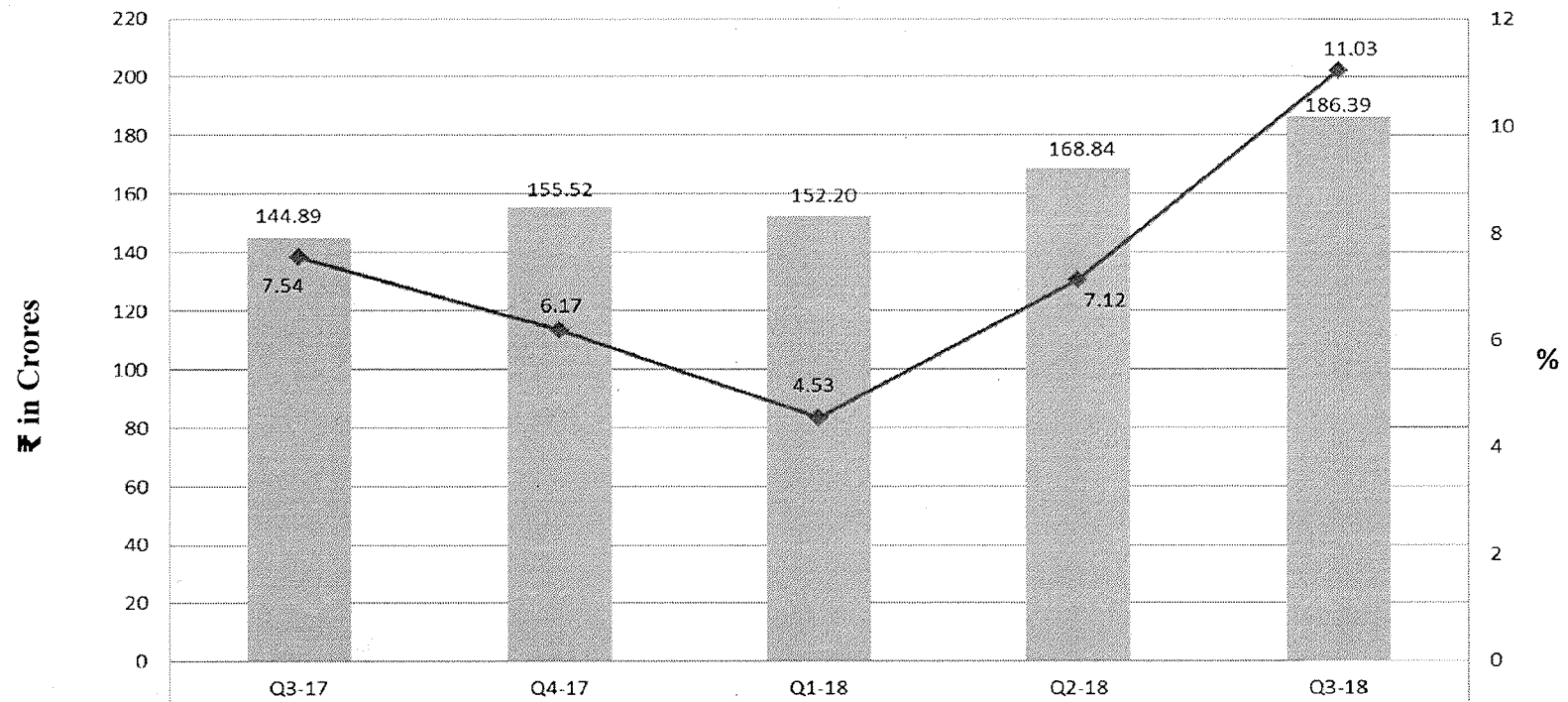
Impact of increase in utilization

1.12%

**Impact due to rupee
depreciation**

0.62%

// Big Picture – Revenue & EBITDA %age

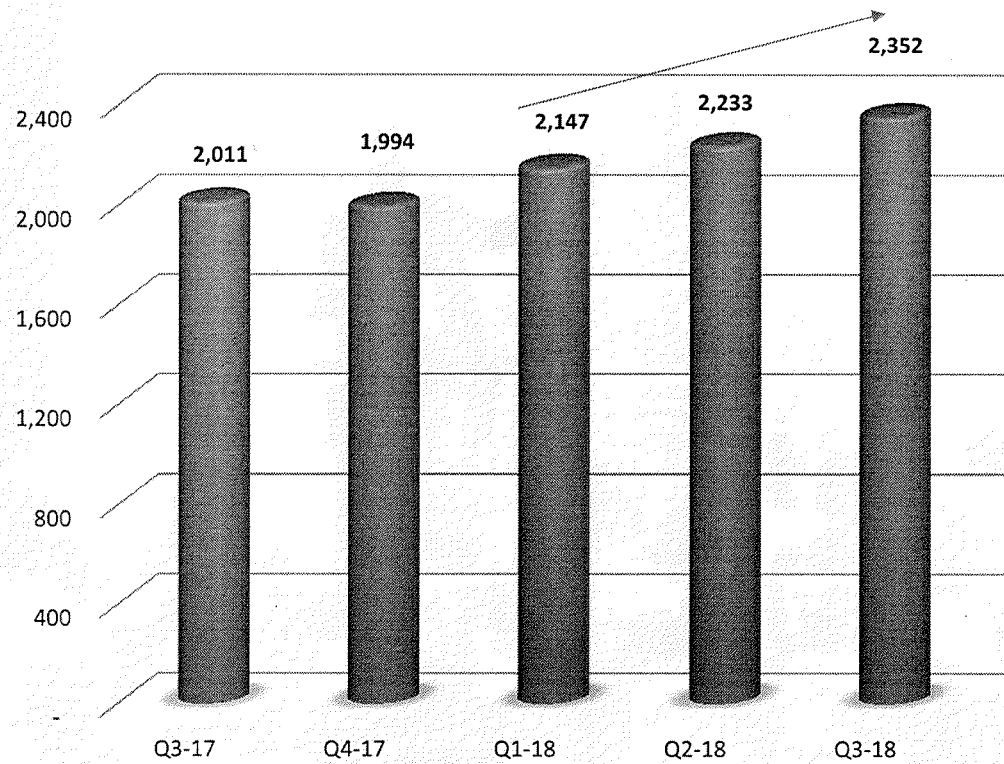


// Consolidated Key Balance Sheet Data

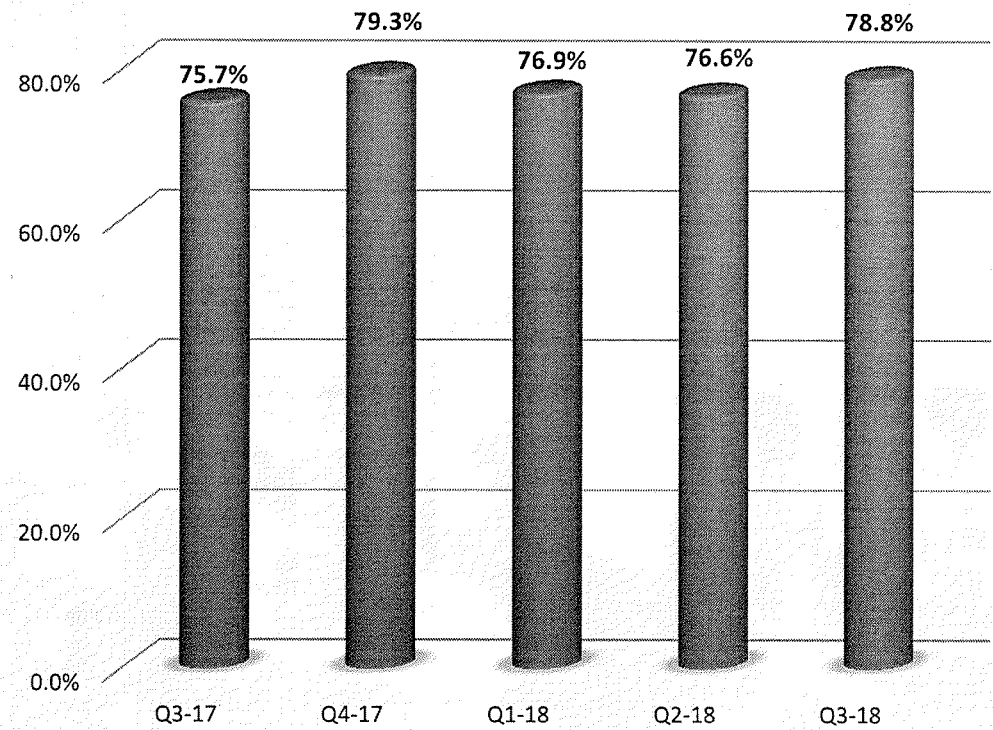
₹ in Crores except "DSO"

Particulars		As at Sep 30, 2018	As at Jun 30, 2018
Share Holders' Funds		301.80	280.94
Receivables		137.28	121.99
Receivables in days "DSO" for the quarter		63	65
Cash & Bank		189.78	160.04
Fixed Assets		34.91	35.17

// Billable Head Counts and Utilization

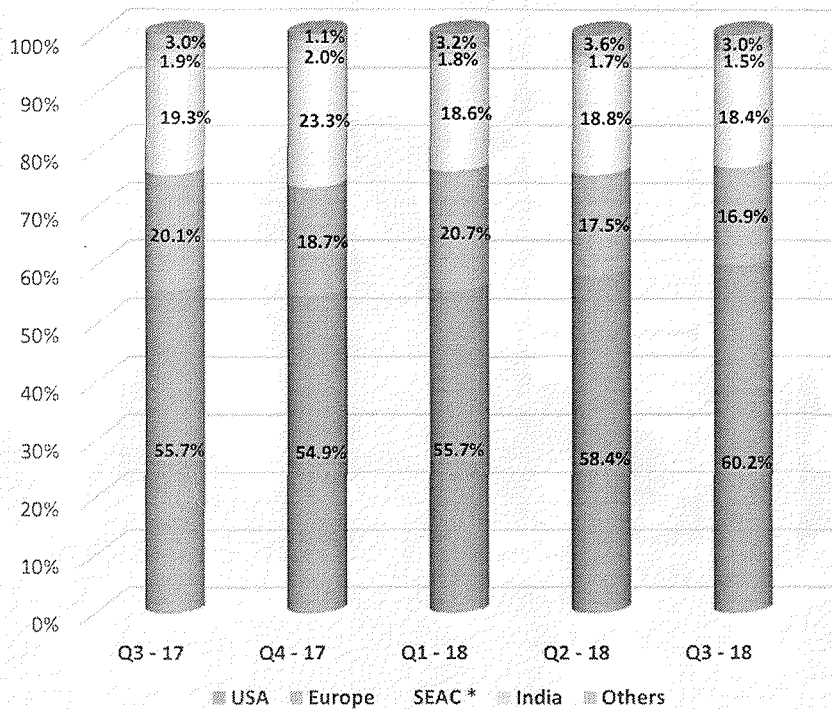


Added ~350 technical count during 2018



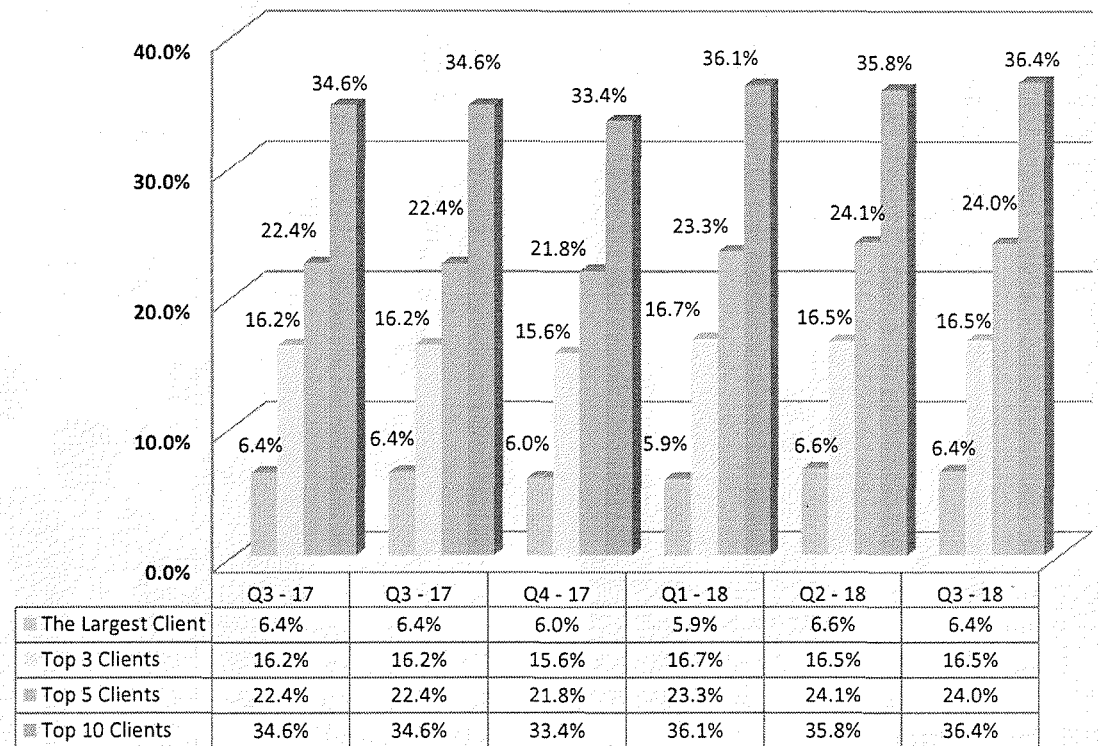
// Quarterly Revenue Breakdown

By Geography



* South East Asian Countries

By Client Concentration



// Summing Up and Looking Ahead

Reported record Revenues & double digit EBITDA margin (11%) during Q3.

Our investment in digital technologies is yielding visible results i.e. profitable revenue growth and strong sales pipe line.

Strong Cash Balance Rs 190 crores to grow organic and inorganic.

Business environment is encouraging specially for digital technologies.

Continued Focus for 2018:

- Strengthening offerings around digital technologies
- Partnering with clients in building robust and agile solutions
- Leveraging digital technologies capabilities for profitable growth
- Strong balance sheet to invest for future growth

// Contact Information

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Bhasker Dubey

**Company Secretary &
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**Thank You
for your Support**