



1 2 3 4 5 6

7 8 9 10 11 12

1 2 3 4 5 6

7 8 9 10 11 12

500000
400000
300000
200000

Analytical Review – Q2 2019 Results

“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.”

₹ Revenue

₹ 202.81 Cr. (US\$ 29.17 mn)

QoQ Increase

3.32%
\$ (4.52% in US\$)

YoY Increase

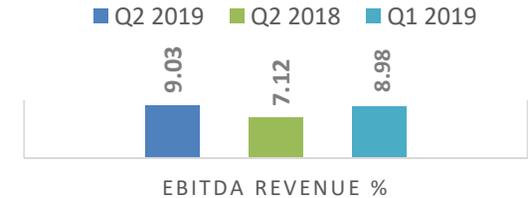
20.12%
\$ (15.42% in US\$)

Key Wins

5

₹ EBITDA

₹ 18.32 Cr. (US\$ 2.63 mn)



₹ Net Profit after Taxes

₹ 11.61 Cr. (US\$ 1.67 mn)

Earnings Per Share

₹ 0.97

Share Holder' Funds

₹ 320.46 Cr.

\$ 46.43 mn

Cash Balance

₹ 183.05 Cr.

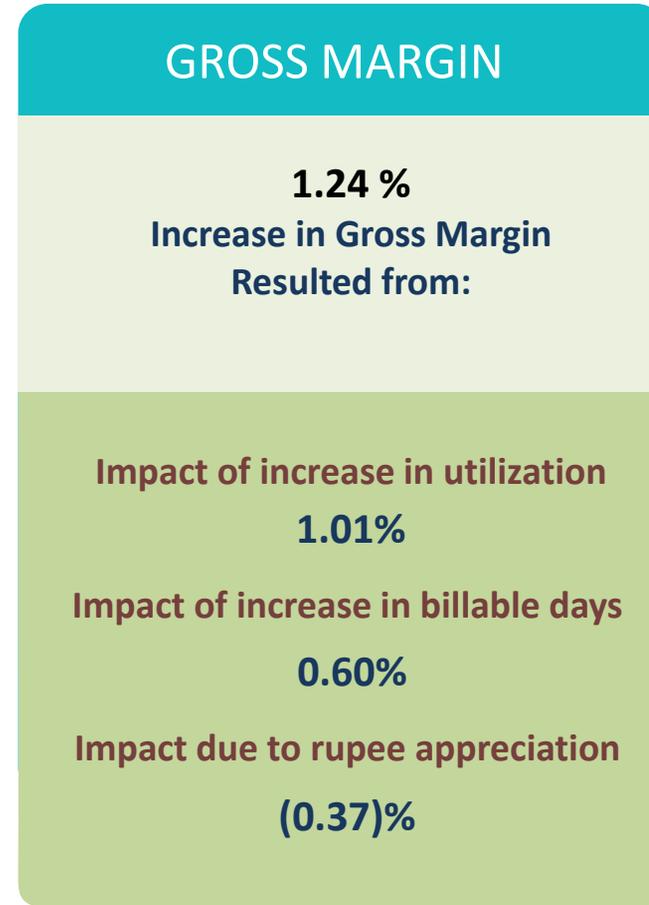
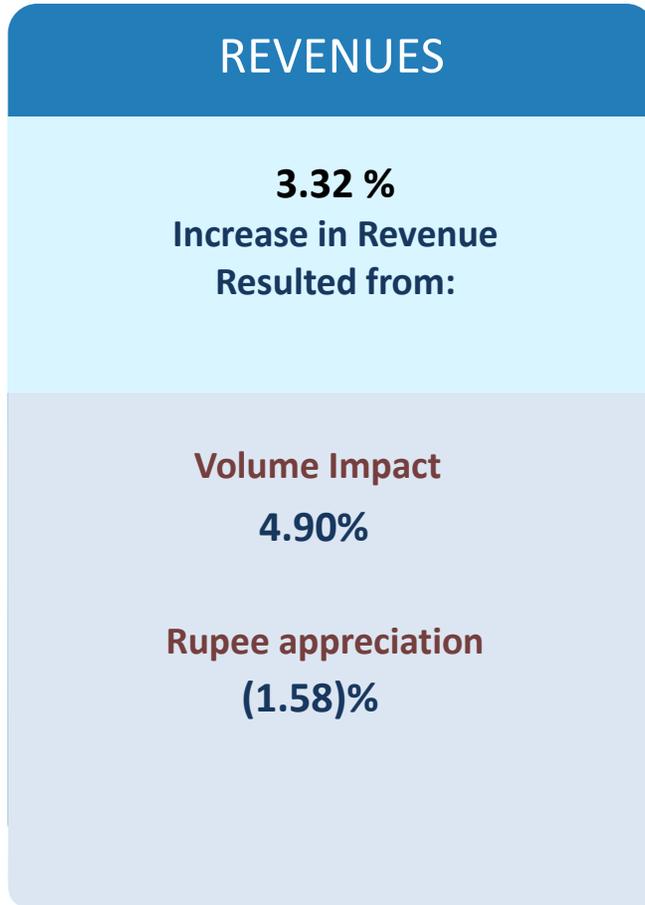
\$ 26.52 mn

- ✓ Record quarterly Revenue of Rs. 203 Cr. with 20% yoy growth. Revenue growth is driven by strong demand for digital and product engineering offerings.
- ✓ Digital Revenue contributes > 40% .
- ✓ Serving 24 customers having million dollar plus revenue on run rate basis.
- ✓ Margins have improved compared to corresponding quarter last year due to revenue growth and improved utilization.
- ✓ Board has approved setting up of a new SEZ facility to support the growth momentum.

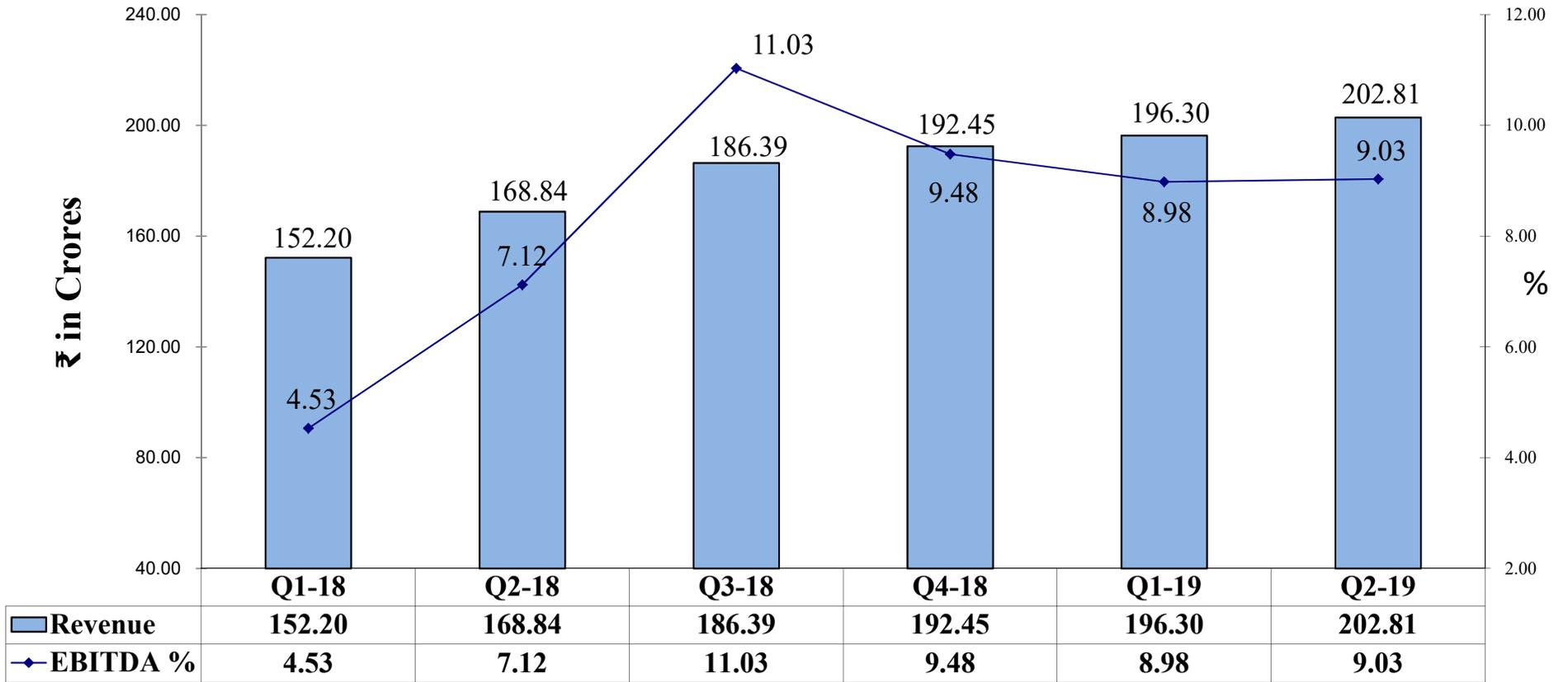
// Financial Performance – Contribution Analysis – Q2 2019

(Figures in mn)

Particulars	Q2 2019		Q2 2018		Q1 2019	
	INR	US\$	INR	US\$	INR	US\$
Revenues	2,028.11	29.17	1,688.37	25.28	1,962.99	27.91
Cost of revenues	1,320.38	19.00	1,147.46	17.17	1,302.19	18.51
Gross margin	707.73	10.17	540.91	8.11	660.80	9.40
	34.90%		32.04%		33.66%	
SG & A Expenses	524.57	7.54	420.64	6.30	484.52	6.89
	25.87%		24.91%		24.68%	
EBITDA	183.16	2.63	120.27	1.81	176.28	2.51
	9.03%		7.12%		8.98%	
Depreciation and amortization	44.56	0.63	33.60	0.50	43.05	0.62
Income from operations	138.60	2.00	86.67	1.31	133.23	1.89
Interest expense	(4.20)	(0.06)	(0.63)	(0.01)	(3.80)	(0.05)
Other income (net)	28.05	0.40	6.96	0.10	59.19	0.84
Income before income tax	162.45	2.34	93.00	1.40	188.62	2.68
Income tax expense	46.40	0.67	6.38	0.09	64.80	0.92
Net earnings	116.05	1.67	86.62	1.31	123.82	1.76



// Big Picture – Revenue & EBITDA %age

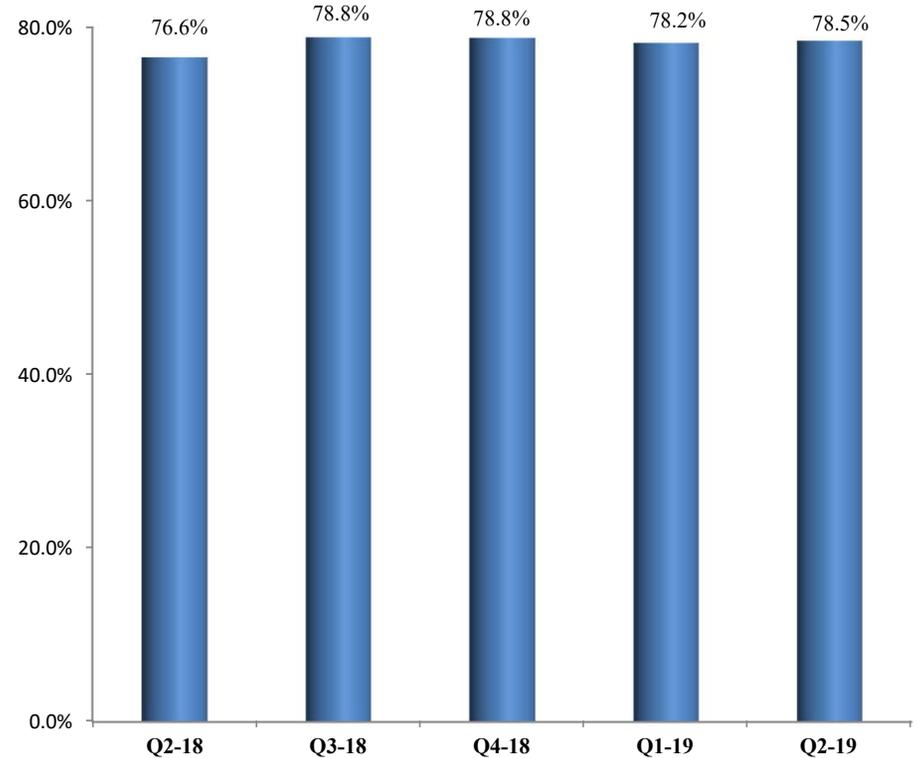
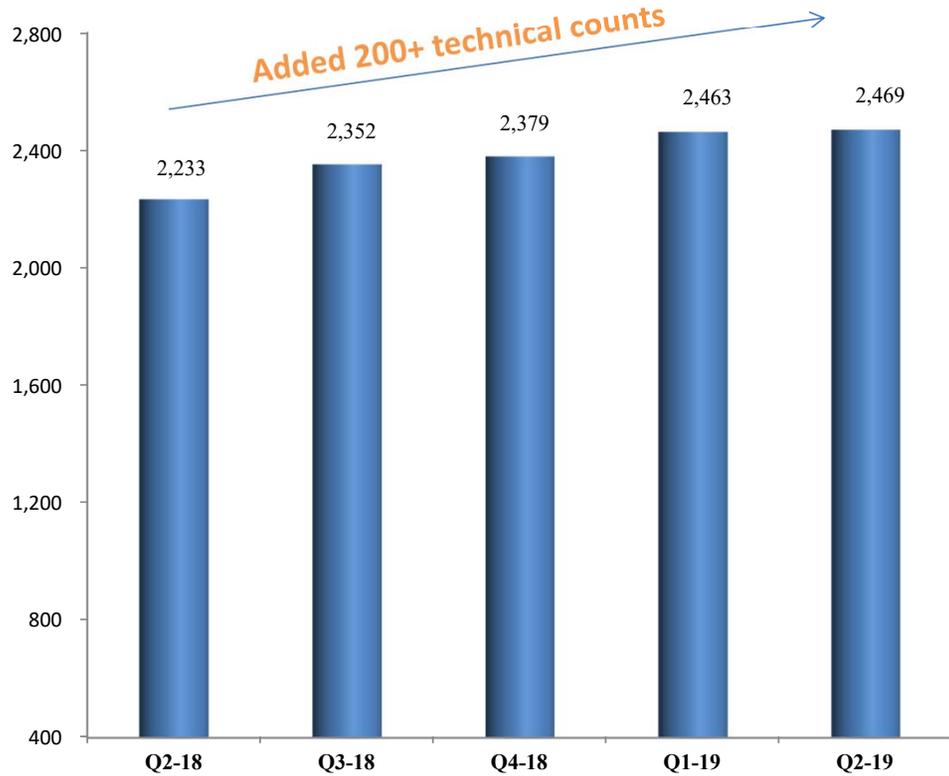


// Consolidated Key Balance Sheet Data

₹ in Crores except "DSO"

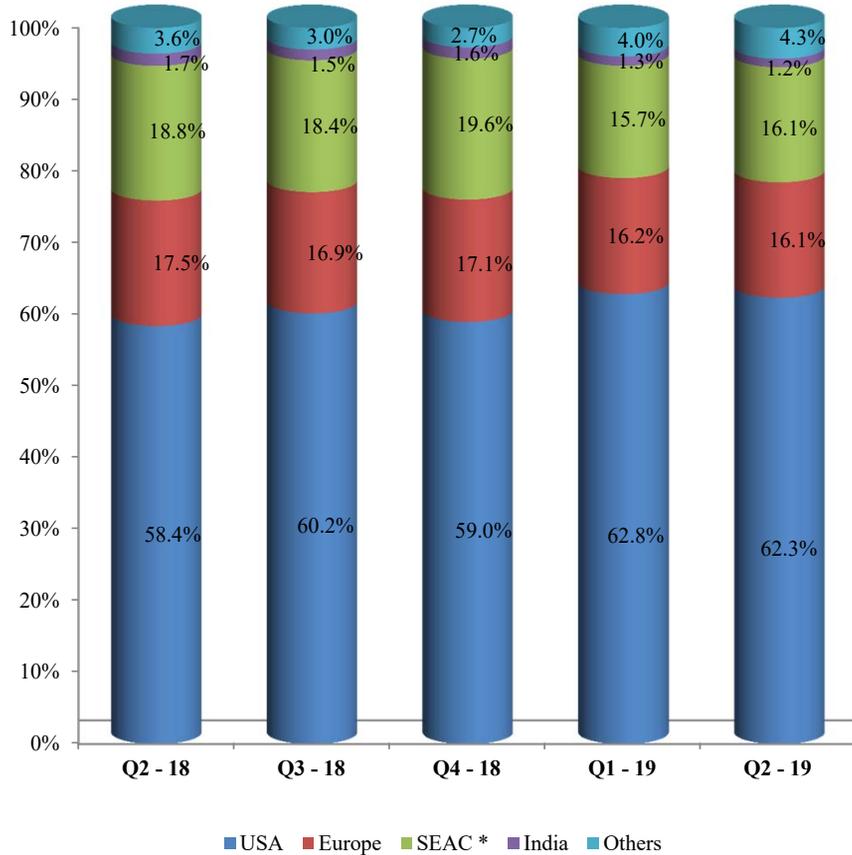
Particulars	As at Jun 30, 2019	As at Dec 31, 2018
Share Holders' Funds	320.46	322.90
Receivables	127.06	136.55
Receivables in days "DSO" for the quarter	63	63
Cash balance	183.05	199.84

// Billable Head Counts and Utilization



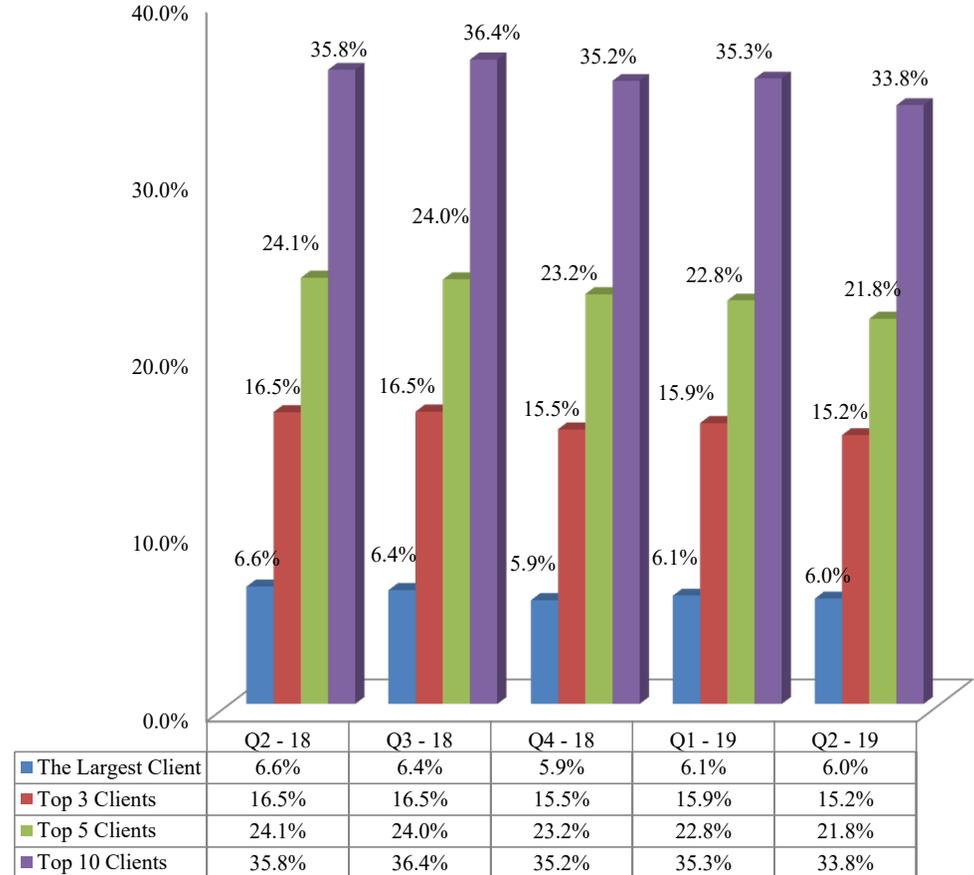
// Revenue Breakdown

By Geography



* South East Asian Countries

Client Concentration



H1-2019 results are encouraging with 24% YoY revenue growth along with improved margins.

Our investment in digital technologies and sales & marketing activities is yielding visible results.

Scope to improve margins through focus on operational efficiencies and continued growth momentum.

Focus for 2019:

- Leverage digital offerings for profitable growth
- Partnering customer for their digital transformation using cutting edge technologies
- Maintain discipline in execution to enhance margins
- Strong balance sheet to invest for future growth

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Thank You
for your Support