



Analytical Review of Q2-2015 Results



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Key Highlights – Q2 2015



- Consolidated revenue Rs. 165.45 crores (\$ 26.10 mn). YoY increase was 2.98% and QoQ increase was 9.73%.
- EBITDA Rs. 23.81 crores (US\$ 3.77 mn). YoY increase was 6.18% and QoQ increase was 52.19%.
- Profit After Tax Rs. 14.35 crores (US\$ 2.27 mn). YoY increase was 3.00% and QoQ increase was 74.97%.
- Earnings per share Rs. 1.13 for Q2 2015 as against Rs. 1.09 in Q2 2014 and Re. 0.64 in Q1 2015.
- Share Holder Funds : Rs. 171.33 crores or \$ 26.94 mn.
- Cash and bank balances Rs. 116.77 crores or \$ 18.36 mn.

- Telecom and Digital Media is our largest industry vertical with 28.58% share of revenues.
- 140 plus key customers including 17 customers having annual revenue above US\$ one million on Run Rate Basis.
- Added 7 key customers during the quarter.
- Volume growth coupled with rupee depreciation led to improved margins.
- Board has approved a business acquisition from a leading European telecommunication company for maximum consideration of Euro 0.70 mn.
- Completed the divestment of product business through sale of Indus Business Unit on July 7, 2015 .
- Declared second interim (special) dividend of Rs. 3.30 per share (330% of par value of Re 1/-).

Financial Performance - Contribution Analysis – Q2 2015



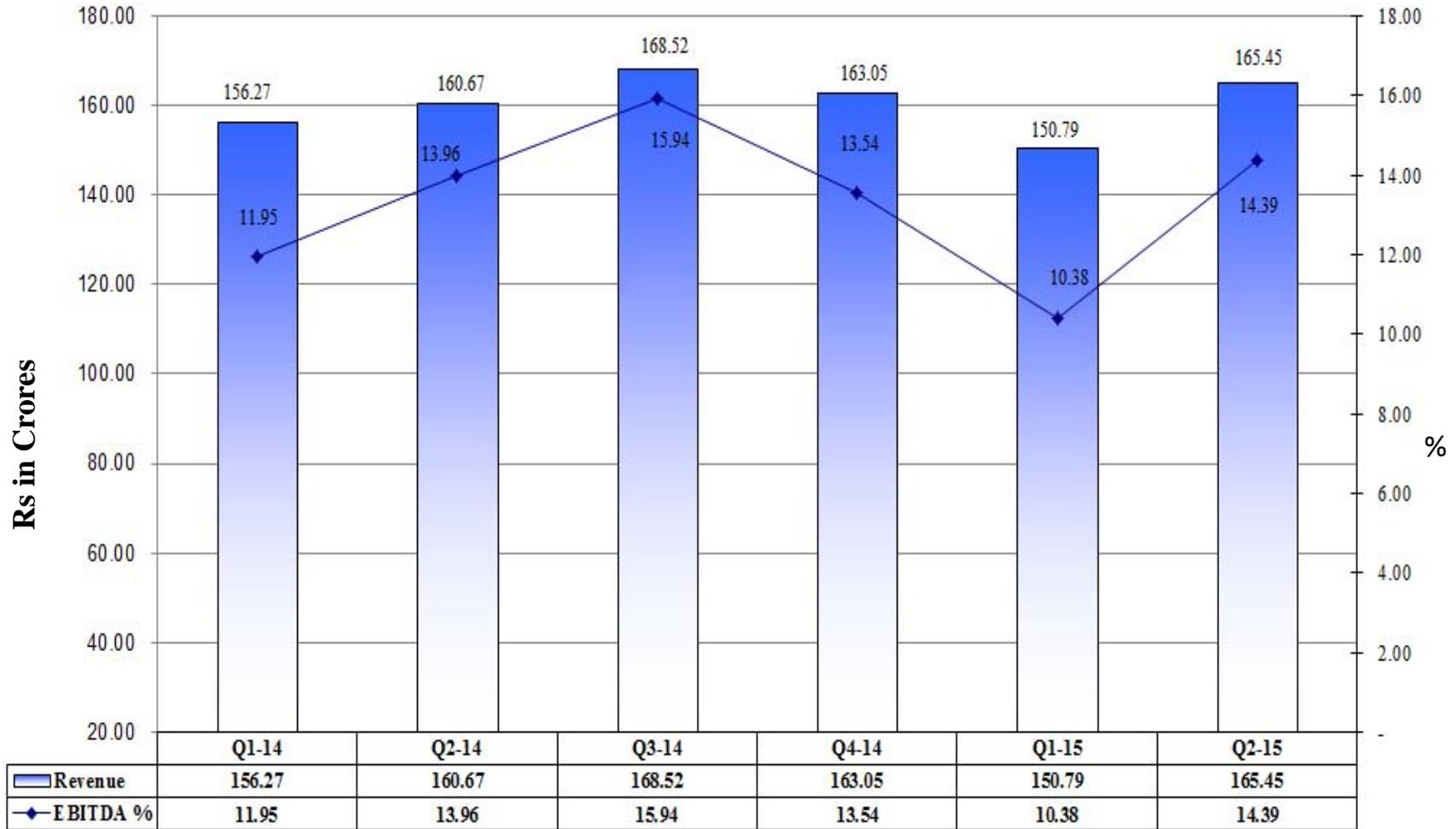
(Figures in mn, except per share data)

Particulars	Q2 2015		Q2 2014		Q1 2015	
	INR	US\$	INR	US\$	INR	US\$
Revenues	1,654.53	26.10	1,606.68	26.85	1,507.86	24.23
Cost of revenues	1,058.84	16.70	1,021.48	17.08	994.35	15.98
Gross margin	595.69	9.40	585.20	9.77	513.51	8.25
	<i>36.00%</i>		<i>36.42%</i>		<i>34.06%</i>	
SG & A						
Expenses	357.55	5.63	360.92	6.03	357.04	5.74
	<i>21.61%</i>		<i>22.46%</i>		<i>23.68%</i>	
EBITDA	238.14	3.77	224.28	3.74	156.47	2.51
	<i>14.39%</i>		<i>13.96%</i>		<i>10.38%</i>	
Depreciation and amortization	34.45	0.54	28.37	0.47	45.89	0.73
Income from operations	203.69	3.23	195.91	3.27	110.58	1.78
Interest expense	(0.27)	(0.01)	(0.22)	(0.00)	(0.22)	(0.00)
Other income (net)	19.59	0.31	13.95	0.24	20.02	0.32
Income before income tax	223.01	3.53	209.64	3.51	130.38	2.10
Income tax provision	79.56	1.26	70.37	1.18	48.39	0.78
Net earnings	143.45	2.27	139.27	2.33	81.99	1.32
Earnings per share (Face value of Re. 1/- each)						
Basic	1.13	0.02	1.09	0.02	0.64	0.01
Diluted	1.13	0.02	1.09	0.02	0.64	0.01

Movement in Gross Margin % Q2-15 Vs Q1-15

Gross Margin % in Q1-15	34.06
Impact of increase in billable days	1.06
Impact of decline in retirement provisions	0.54
Impact of rupee depreciation	0.32
Others, net	0.02
Gross Margin % in Q2-15	36.00

Revenues and Margins, Historical Trend



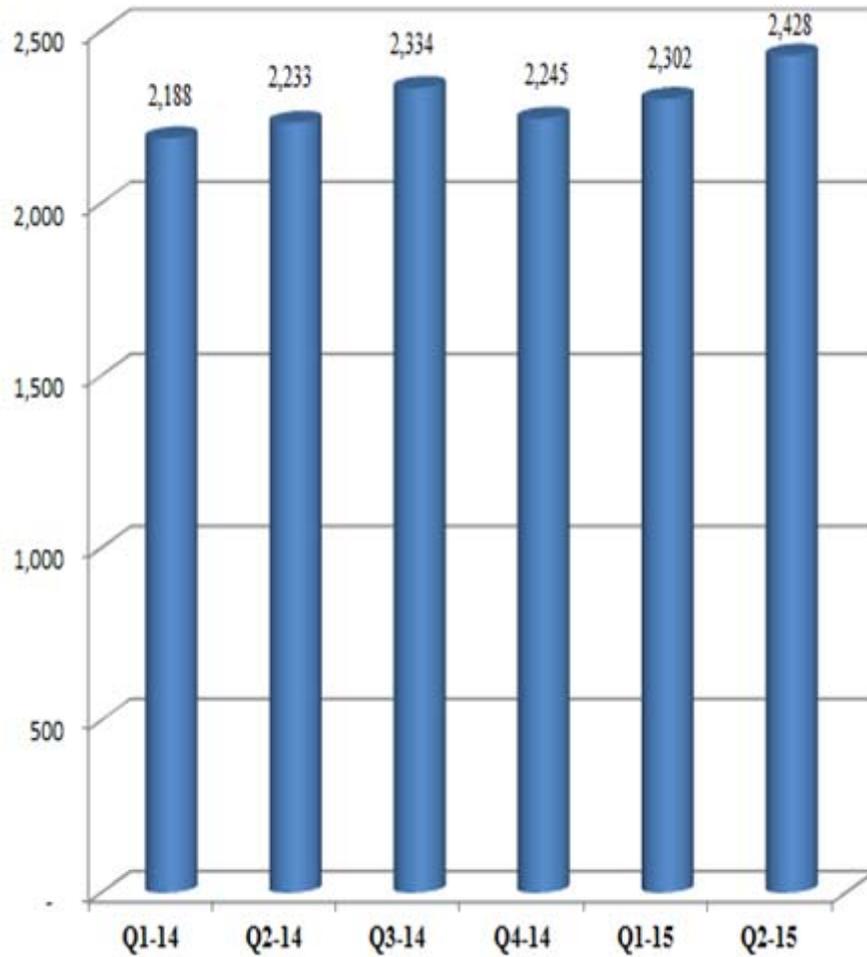
Consolidated Key Balance Sheet Data



Rupees in Crores except "DSO"

	As at June 30, 2015	As at Mar 31, 2015
Share Holders' Funds	171.33	206.15
Receivables	108.13	111.08
Receivables in days "DSO" for the quarter	43	59
Cash & Bank	116.77	107.24
Fixed Assets	37.05	37.86

Billable Head Count and Utilization

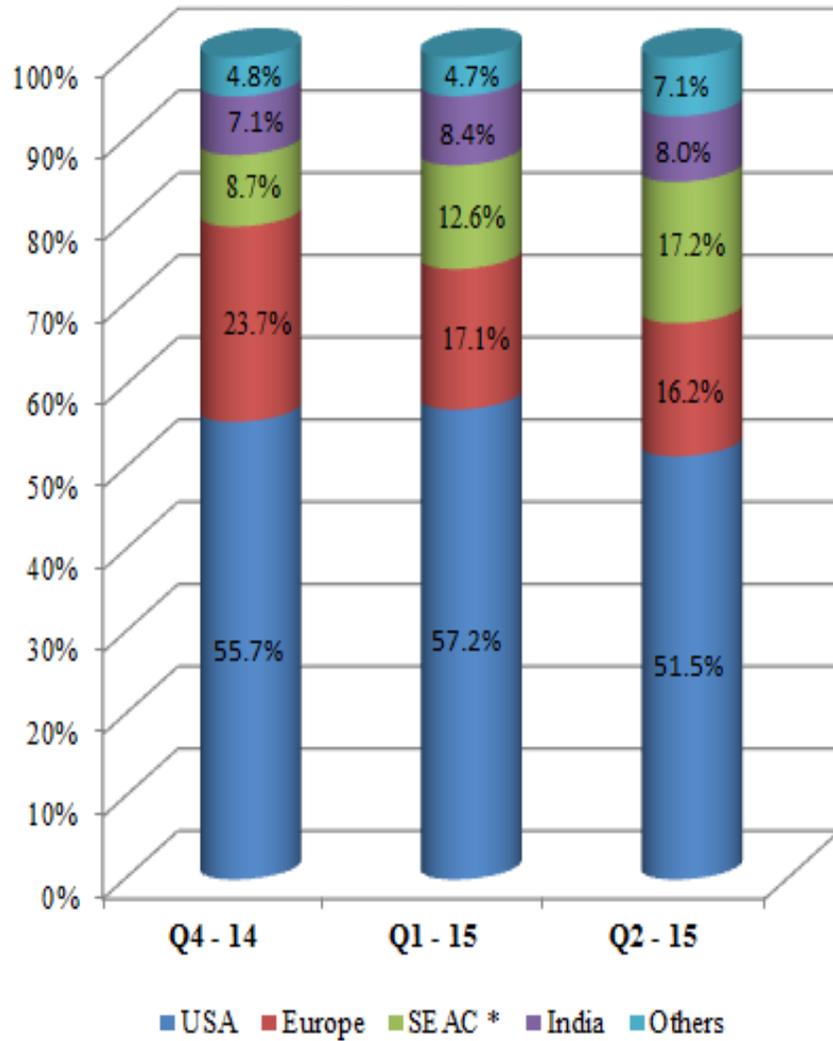


Including 755 billable associates pertaining to Indus Business Unit in Q2-2015

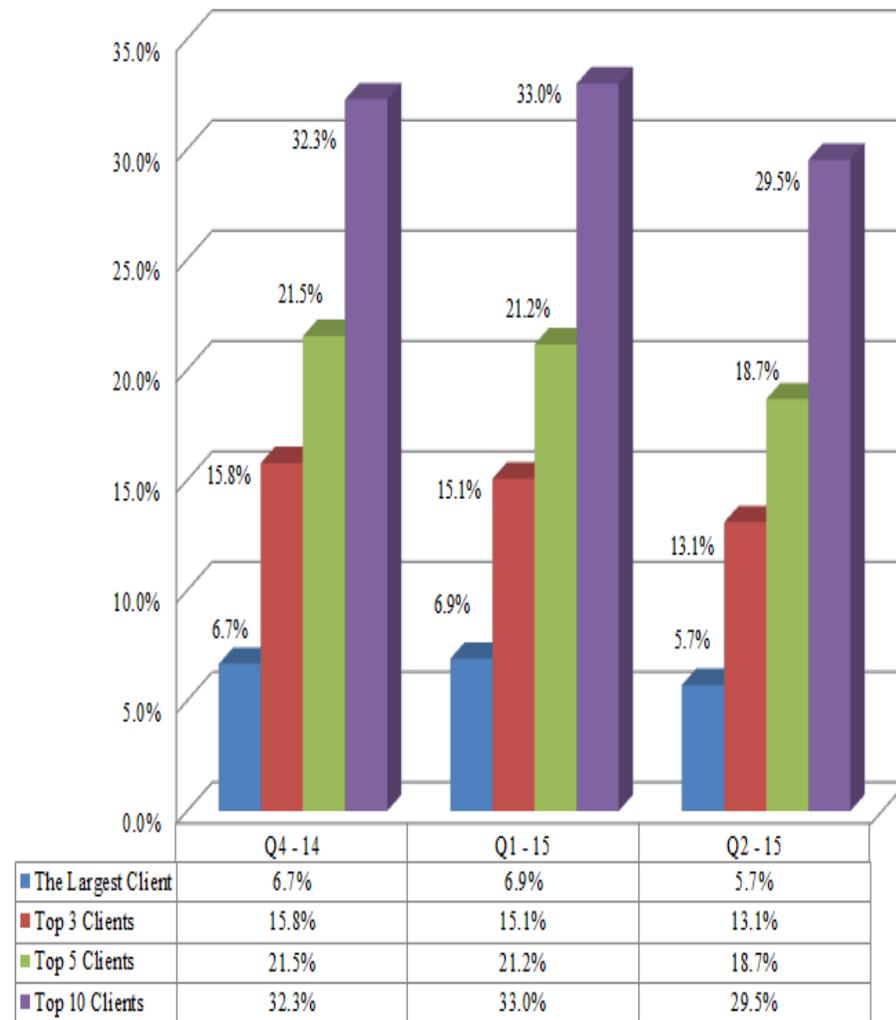
Quarterly Revenue Break-Down



By Geography



Client Concentration



* South East Asian Countries

- Focus on core IT services business which is driving most of the profitability.
- IBIZ acquisition has strengthened our ERP practice and customer base in South East Asia.
- Expanding offerings horizontally with mobility and analytics for existing as well as new clients.
- Strategic business acquisition in Europe will strengthen our telecom practice and deepen our customer base in Europe.
- Continuous Focus for Year 2015 :
 - Vertical focus to build industry specific domain knowledge by investing in innovation around people, process and technologies.
 - Deliver enhanced business value to customers through industry specific innovative services and solutions;
 - improve our branding and marketing efforts for highlighting our strengths in key verticals to accelerate the future growth;
 - Discipline in execution through operational excellence.



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**Thank You
For Your Support**