



Fact Sheet – Consolidated Financial Data, Quarter and Year Ended December 31, 2009



**Collaborating Minds
A Force Multiplier**

**R SYSTEMS INTERNATIONAL LIMITED
Investor Update – Fact Sheet
For Quarter and Year Ended December 31, 2009**



Financial Performance

Consolidated Profit & Loss Statement (Un-audited) for the Quarter Ended December 31, 2009 (As per Indian GAAP)

(Rs in mn except per share data)

Sr. No.	Particulars	Quarter Ended December 31,		YoY Growth %	Quarter Ended Sep 30, 2009	QoQ Growth %
		2009	2008			
1	Income					
1.1	Net Sales	762.76	968.42	(21.24)	786.77	(3.05)
1.2	Other Operating Income	(0.22)	5.58	(103.78)	9.41	(102.24)
	Total	762.54	974.00	(21.71)	796.18	(4.22)
2	Expenditure					
2.1	Employees Cost	459.70	574.24	(19.95)	491.53	(6.48)
2.2	Traveling Cost	49.42	49.09	0.66	48.28	2.35
2.3	Communication Costs	16.45	18.12	(9.23)	17.64	(6.77)
2.4	Legal & Professional Expenses	60.67	83.79	(27.60)	76.40	(20.59)
2.5	Provision For Doubtful Debts / Advances	7.64	21.74	(64.85)	2.77	175.36
2.6	Depreciation/Amortisation	34.32	30.27	13.38	35.75	(4.01)
2.7	Other Expenditure	69.79	112.69	(38.07)	59.23	17.83
	Total Expenditure	697.99	889.94	(21.57)	731.60	(4.59)
3	Profit From Operations Before Other Income, Interest & Exceptional Items	64.55	84.06	(23.20)	64.58	(0.04)
4	Other Income	12.42	11.29	10.00	13.65	(9.06)
5	Profit From Operations Interest & Exceptional Items	76.97	95.35	(19.27)	78.23	(1.61)
6	Interest	0.40	1.03	(61.17)	1.22	(67.04)
7	Profit After Interest But Before Exceptional Items	76.57	94.32	(18.81)	77.01	(0.57)
8	Exceptional Income/(Expense)	-	-	-	-	-
9	Profit/(Loss) Before Tax	76.57	94.32	(18.81)	77.01	(0.57)
10	Provision For Tax					
10.1	Current Tax	22.90	12.87	77.92	23.64	(3.13)
10.2	MAT Credit Entitlement	(15.36)	(3.52)	335.66	(20.51)	(25.11)
10.3	Deferred Tax	1.97	(5.11)	(138.51)	(0.24)	(920.83)
10.4	Fringe Benefit Tax	-	2.15	(100.00)	(2.28)	(100.00)
	Total	9.51	6.39	48.85	0.61	1,459.20
11	Net Profit/(Loss) After Tax	67.06	87.93	(23.73)	76.40	(12.22)
12	Earning Per Share					
12.1	Basic	5.44	6.49	(16.15)	6.16	(11.67)
12.2	Diluted	5.38	6.42	(16.19)	6.08	(11.62)



Financial Performance

Consolidated Profit & Loss Statement (Audited) for the Year Ended December 31, 2009 (As per Indian GAAP)

(Rs in mn except per share data)

Sr. No.	Particulars	Year Ended December 31,		Growth %
		2009	2008	
1	Income			
1.1	Net Sales	3,275.25	3,593.92	(8.87)
1.2	Other Operating Income	28.70	18.31	56.80
	Total	3,303.95	3,612.23	(8.53)
2	Expenditure			
2.1	Employees Cost	2,029.65	2,164.50	(6.23)
2.2	Traveling Cost	195.10	233.43	(16.42)
2.3	Communication Costs	71.29	70.61	0.96
2.4	Legal & Professional Expenses	273.86	344.74	(20.56)
2.5	Provision For Doubtful Debts/ Advances	47.88	39.48	21.29
2.6	Depreciation/Amortisation	134.82	115.69	16.53
2.7	Other Expenditure	286.29	374.91	(23.64)
	Total Expenditure	3,038.89	3,343.36	(9.11)
3	Profit From Operations Before Other Income, Interest & Exceptional Items	265.06	268.87	(1.41)
4	Other Income	51.72	36.64	41.16
5	Profit From Operations Interest & Exceptional Items	316.78	305.51	3.69
6	Interest	2.80	5.33	(47.48)
7	Profit After Interest But Before Exceptional Items	313.98	300.18	4.60
8	Exceptional Income/(Expense)	(208.71)	-	-
9	Profit Before Tax	105.27	300.18	(64.93)
10	Provision For Tax			
10.1	Current Tax	65.59	31.79	106.35
10.2	MAT Credit Entitlement	(42.68)	(11.70)	264.85
10.3	Deferred Tax	4.19	(7.55)	(155.41)
10.4	Fringe Benefit Tax	0.97	7.98	(87.87)
	Total	28.07	20.52	36.82
11	Net Profit After Tax	77.20	279.66	(72.39)
12	Earning Per Share			
12.1	Basic	6.09	20.61	(70.43)
12.2	Diluted	6.02	20.36	(70.43)



Financial Performance

Consolidated Profit & Loss Statement (Un- audited) for the Quarter Ended December 31, 2009 (Contribution Analysis Format; Basis Indian GAAP)

(Figures in mn except per share data)

Particulars	Q4 2009		Q4 2008		Q3 2009	
	INR	US\$	INR	US\$	INR	US\$
Revenues	762.76	16.42	968.42	19.14	786.77	16.32
Cost of Revenues	450.39	9.70	566.10	11.10	475.65	9.86
Gross Margin	312.37	6.72	402.32	8.04	311.12	6.46
SG & A	40.95%		41.54%		39.54%	
Expenses	217.95	4.74	256.61	5.07	219.48	4.58
	28.57%		26.50%		27.90%	
EBITDA	94.42	1.98	145.71	2.97	91.64	1.88
	12.38%		15.05%		11.65%	
Depreciation/Amortization	34.32	0.74	30.27	0.59	35.75	0.74
Operating Income Before Non Recurring Cost	60.10	1.24	115.44	2.38	55.89	1.14
Non Recurring Costs	-	-	13.34	0.31	-	-
Income/(Loss) From Operations	60.10	1.24	102.10	2.07	55.89	1.14
Interest Expense	(0.40)	(0.01)	(1.03)	(0.02)	(1.22)	(0.03)
Other Income (Net)	16.87	0.36	(6.75)	(0.13)	22.34	0.46
Income/(Loss) Before Income Tax	76.57	1.59	94.32	1.92	77.01	1.57
Income Tax Provision	9.51	0.20	6.39	0.13	0.61	0.01
Net Earnings/(Loss)	67.06	1.39	87.93	1.79	76.40	1.56
Earning Per Share						
- Basic	5.44	0.12	6.49	0.13	6.16	0.13
- Diluted	5.38	0.12	6.42	0.13	6.08	0.13



Financial Performance

Consolidated Profit & Loss Statement (Un- audited) for the Year Ended December 31, 2009 (Contribution Analysis Format; Basis Indian GAAP)

(Figures in mn except per share data)

Particulars	Jan to Dec 09		Jan to Dec 08	
	INR	US\$	INR	US\$
Revenues	3,275.25	67.85	3,593.92	82.03
Cost of Revenues	1,950.73	40.41	2,176.86	49.69
Gross Margin	1,324.52	27.44	1,417.06	32.34
	40.44%		39.43%	
SG & A				
Expenses	921.32	19.16	952.26	21.73
	28.13%		26.50%	
EBITDA	403.20	8.28	464.80	10.61
	12.31%		12.93%	
Depreciation/Amortisation	134.82	2.79	115.69	2.64
Operating Income Before Non Recurring Cost	268.38	5.49	349.11	7.97
Non Recurring Costs	208.71	4.25	13.34	0.30
Income From Operations	59.67	1.24	335.77	7.67
Interest Expense	(2.80)	(0.06)	(5.33)	(0.12)
Other Income (Net)	48.40	1.00	(30.26)	(0.70)
Income Before Income Tax	105.27	2.18	300.18	6.85
Income Tax Provision	28.07	0.58	20.52	0.47
Net Earnings	77.20	1.60	279.66	6.38
Earning Per Share				
- Basic	6.09	0.13	20.61	0.47
- Diluted	6.02	0.12	20.36	0.46



Consolidated Balance Sheet as at December 31, 2009 (As per Indian GAAP)

(Rs in mn)

Particulars	As at December 31		As at Sep 30
	2009 (Audited)	2008 (Audited)	2009 (Un-Audited)
SOURCES OF FUNDS			
Shareholders' Funds			
Capital	122.43	133.62	122.43
Reserves and Surplus	1,551.50	1,582.91	1,528.74
Net Worth	1,673.93	1,716.53	1,651.17
Loan Funds			
Secured Loans	14.52	32.56	71.80
Deferred Tax Liability (Net)	21.06	16.88	19.10
Total	1,709.51	1,765.97	1,742.07
APPLICATION OF FUNDS			
Fixed Assets			
Gross Block	1,095.00	1,217.55	1,102.44
Less: Depreciation	582.34	474.17	563.44
Net Block	512.66	743.38	539.00
Capital Work-in-Progress	17.60	3.21	21.60
	530.26	746.59	560.60
Investments	0.03	0.03	0.03
Current Assets, Loans & Advances			
Sundry Debtors	496.52	790.22	575.58
Cash & Bank Balances	871.98	636.10	818.44
Other Current Assets	191.03	145.89	214.76
Loans & Advances	178.47	98.14	147.98
Total Current Assets (A)	1,738.00	1,670.35	1,756.76
Less : Current Liabilities and Provisions			
Liabilities	368.03	454.07	426.91
Provisions	190.75	196.93	148.41
Total Current Liabilities (B)	558.78	651.00	575.32
Net Current Assets (A-B)	1,179.22	1,019.35	1,181.44
Total	1,709.51	1,765.97	1,742.07



Consolidated Operational Data (Un-audited)

Profitability in Percentage	Quarter ended			Year Ended	
	Dec 31, 09	Sep 30, 09	Dec 31, 08	Dec 31, 09	Dec 31, 08
Revenues	100.00%	100.00%	100.00%	100.00%	100.00%
Gross margin	40.95	39.54	41.54	40.44	39.43
SG & A	28.57	27.90	26.50	28.13	26.50
EBITDA	12.38	11.65	15.05	12.31	12.93
EBT *	10.04	9.79	9.74	3.21	8.35
PAT *	8.79	9.71	9.08	2.36	7.78
Basic EPS (Rs)	5.44	6.16	6.49	6.09	20.61

* After non-recurring costs related to goodwill impairment of Rs 208.71 mn during the year 2009.

Revenue from Top 5 Clients	Quarter ended			Year Ended	
	Dec 31, 09	Sep 30, 09	Dec 31, 08	Dec 31, 09	Dec 31, 08
Top 5 Clients	32.39%	30.73%	31.48%	32.85%	31.03%
Top 3 Clients	21.91%	20.48%	21.66%	22.43%	21.56%
Largest Client	7.75%	7.52%	8.23%	8.19%	8.66%

Revenues by Geographies	Quarter ended			Year Ended	
	Dec 31, 09	Sep 30, 09	Dec 31, 08	Dec 31, 09	Dec 31, 08
USA	50.39%	52.31%	60.87%	52.37%	57.52%
Europe	27.72%	27.78%	24.39%	27.75%	26.24%
SEAC (South East Asia)	9.20%	10.04%	6.27%	8.86%	7.56%
India	7.56%	5.26%	3.76%	5.14%	3.79%
Others	5.13%	4.61%	4.71%	5.88%	4.89%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

Utilization (excluding trainees)	Quarter ended		
	Dec 31, 09	Sep 30, 09	Dec 31, 08
Onsite	69.35%	70.21%	69.95%
Offshore	66.74%	63.33%	69.67%
Blended	67.15%	64.53%	69.72%

Utilization (including trainees)	Quarter ended		
	Dec 31, 09	Sep 30, 09	Dec 31, 08
Onsite	69.35%	70.21%	69.95%
Offshore	63.89%	60.90%	66.21%
Blended	64.72%	62.47%	66.88%



Consolidated Operational Data (Un-audited)

Human resources	As at		
	Dec 31, 09	Sep 30, 09	Dec 31, 08
Technical	1,705	1,830	2,080
Software services			
Onsite	99	102	115
Offshore	1,144	1,224	1,317
Trainees at offshore	61	60	83
BPO			
Offshore	253	249	304
Onsite	148	195	261
Support	343	349	385
Total count	2,048	2,179	2,465

(Rs in mn except DSO)

Key Balance Sheet Data	As At		
	Dec 31, 09	Sep 30, 09	Dec 31, 08
Receivable	496.52	575.58	790.22
Receivable in days (“DSO”)	59	61	65
Cash & bank balance	871.98	818.44	636.10
Net current assets	1,179.22	1,181.44	1,019.35
Fixed assets	530.26	560.60	746.59
Secured loans	14.52	71.80	32.56
Shareholders’ funds	1,673.93	1,651.17	1,716.53

Development/Service centres	As on December 31, 2009			
	Completed		Work-in-progress	
	Covered areas in sq ft.	No. of seats	Covered areas in sq ft.	No. of seats
India				
Noida	86,141	1,455	-	-
Pune	30,940	529		
Chennai	16,276	253		
	133,357	2,237	-	-
USA	22,800	177		
Singapore	11,500	73		
Europe	29,795	361		
Total	197,452	2,848	-	-



Fact Sheet – Consolidated Financial Data, Quarter & Year Ended December 31, 2009

Notes:

1. US\$ equivalent figures are derived by converting the Rupee figures using average currency rates from Fxstreet.com and closing currency rates from SBI.
2. Previous period's figures have been regrouped / recasted wherever applicable, to the extent possible.

About R Systems International Limited

R Systems International Limited founded in 1993, is one of the leading provider of outsourced product development and customer support services. We help companies accelerate the speed to market for their products and services with a high degree of time and cost predictability by using our proprietary pSuite framework. Clients can choose services specific to their needs from R Systems **iPLM** suite of services. We help companies build scalable, configurable and secure products and applications; and help our clients support their customers worldwide for products and services using our global delivery model in 18 languages. R Systems rapidly growing customer list includes a variety of Fortune 1000, government and mid-sized organizations across a wide range of industry verticals including Banking and Finance, High Technology and Independent Software Vendors, Government, HealthCare, Manufacturing and Logistic Industries. R Systems maintains eight development and service centres and using our global delivery model we serve customers in the US, Europe, South America, the Far East, the Middle East and Africa.

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