



Caring - Innovating - Transforming

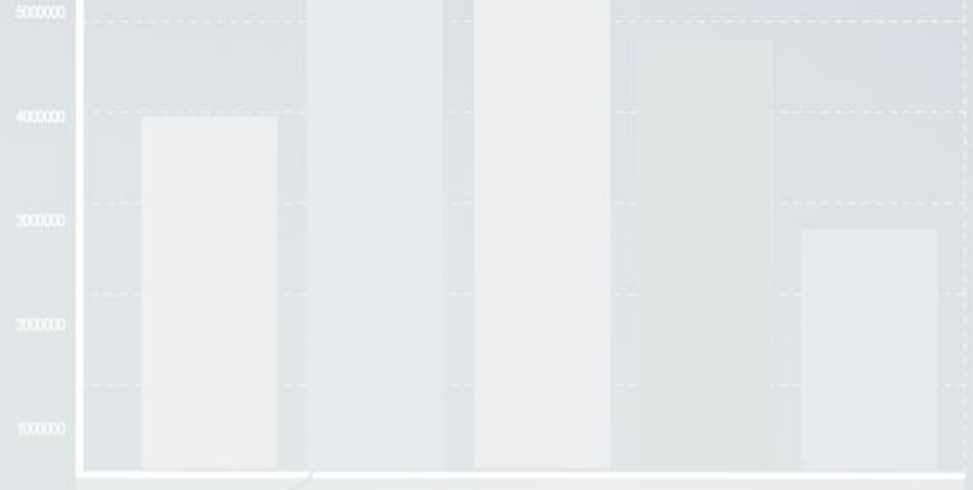
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1 2 3 4 5 6

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# Analytical Review Q3 2018 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

₹ 186.39 Cr (US\$ 26.71 mn)

**QoQ Increase**

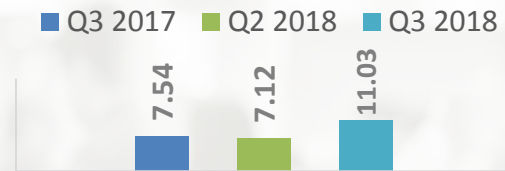
10.40%  
(5.69% in US\$)

**YoY Increase**

28.64%  
(18.57% in US\$)

## ₹ EBITDA

₹ 20.57 Cr (US\$ 3.00 mn)



EBITDA REVENUE %

## ₹ 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

(Figures in mn)

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

## 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:**

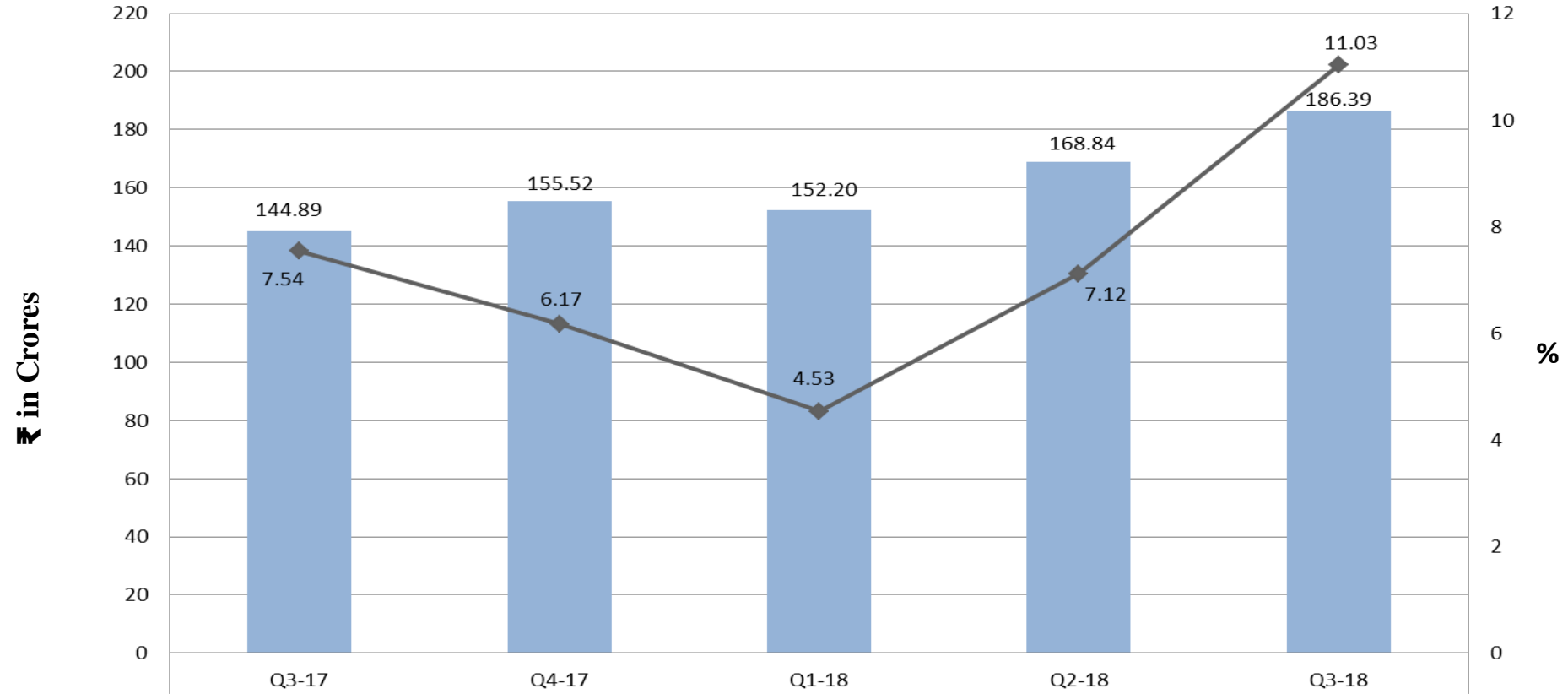
**Impact of increase in utilization**

**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



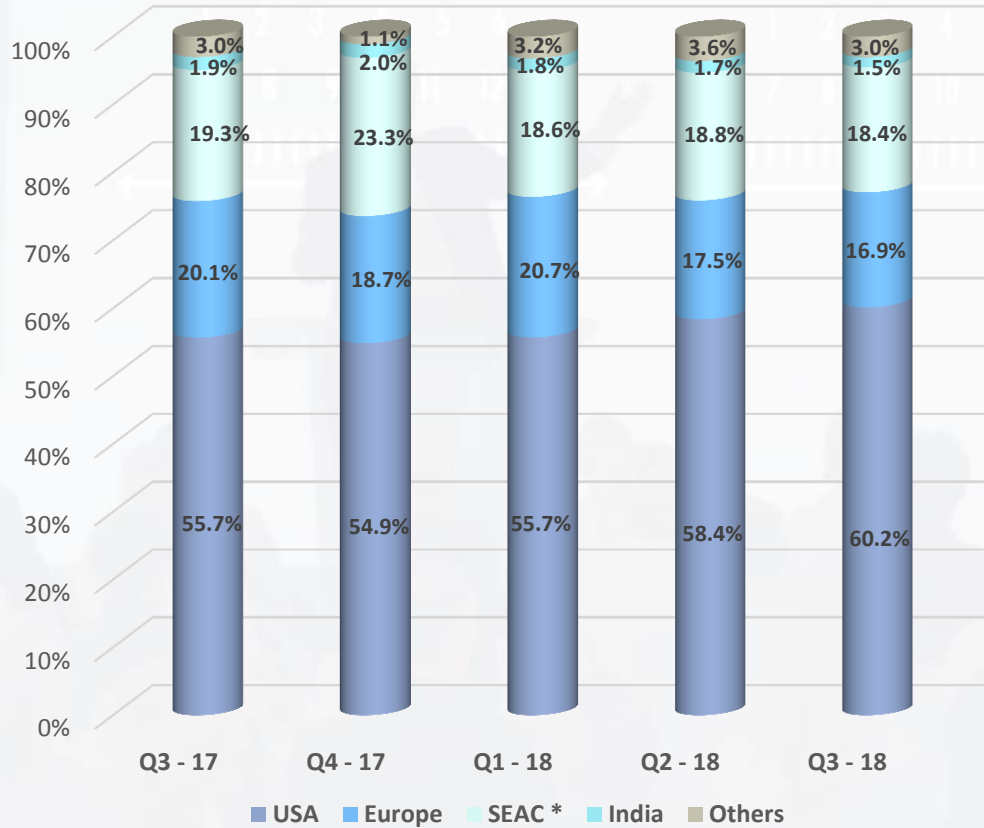
# // Billable Head Counts and Utilization



**Added ~350 technical count during 2018**

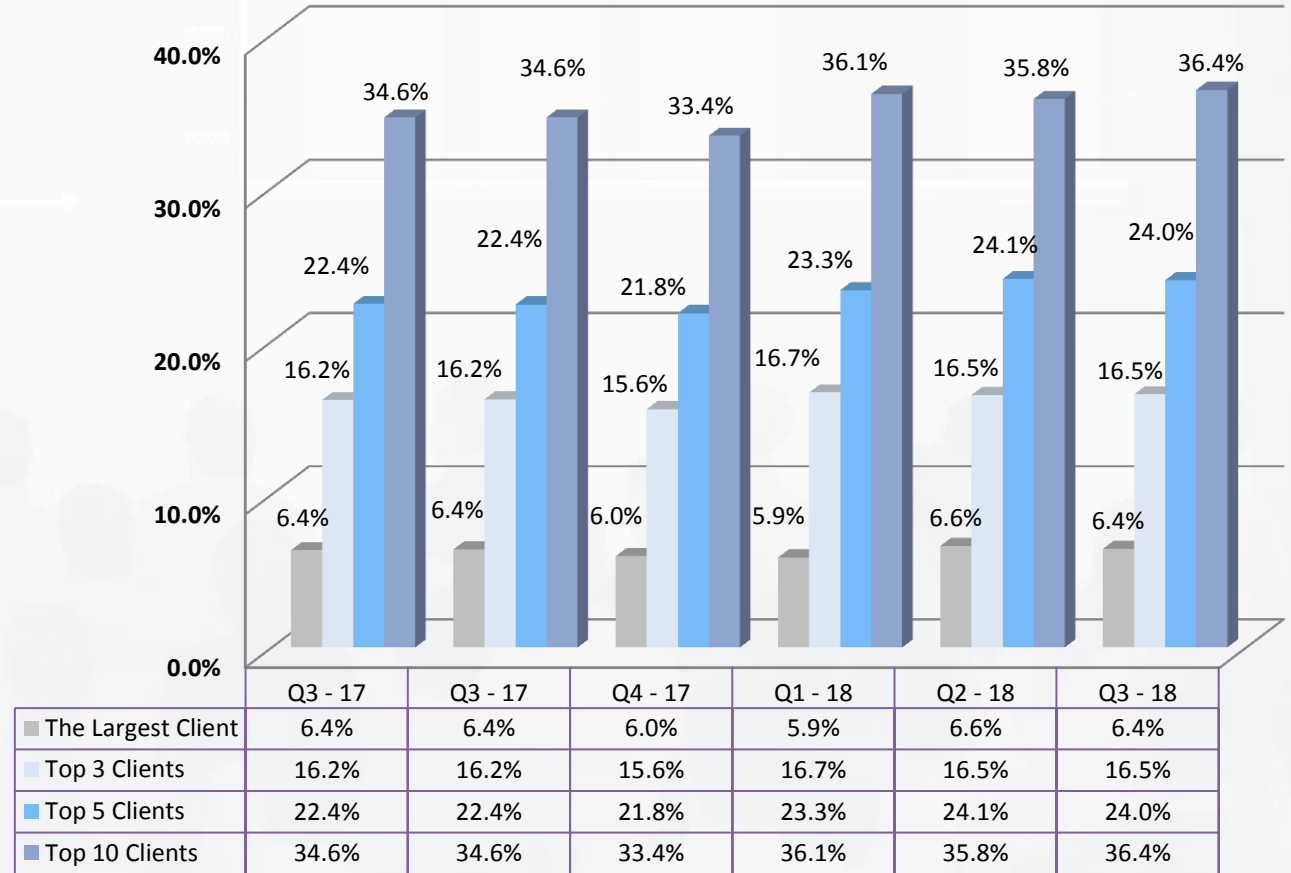
# // Quarterly Revenue Breakdown

## By Geography



\* South East Asian Countries

## By Client Concentration



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

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**Thank You  
for your Support**