



## R Systems International Limited

### Operating Metrics

Revenue by Geography	2020	2019	2018
North America	68.02%	65.21%	60.35%
Europe	13.22%	14.98%	17.94%
SEAC*	16.25%	16.97%	18.87%
INDIA	1.58%	1.50%	1.64%
Others	0.93%	1.34%	1.20%
<b>Total</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

\* SEAC : - South East Asian Countries

Revenue Concentration	2020	2019	2018
The Largest Client	7.68%	5.94%	6.20%
Top 3	14.06%	14.73%	16.06%
Top 5	18.96%	20.39%	23.48%
Top 10	28.48%	31.77%	35.30%

Associates as at Dec 31	2020	2019	2018
<b>Technical</b>	<b>2,672</b>	<b>2,380</b>	<b>2,379</b>
<b>Software Services</b>			
Onsite	419	390	370
Offshore	1,742	1,524	1,337
<b>BPO</b>			
Offshore	488	436	635
<b>Trainees</b>	<b>23</b>	<b>30</b>	<b>37</b>
<b>Support</b>	<b>431</b>	<b>413</b>	<b>374</b>
<b>Total Count</b>	<b>3,103</b>	<b>2,793</b>	<b>2,753</b>