



# Analytical Review Q3 2021 Results



# Disclaimer

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.

# Key Highlights Q3 2021

## Revenue

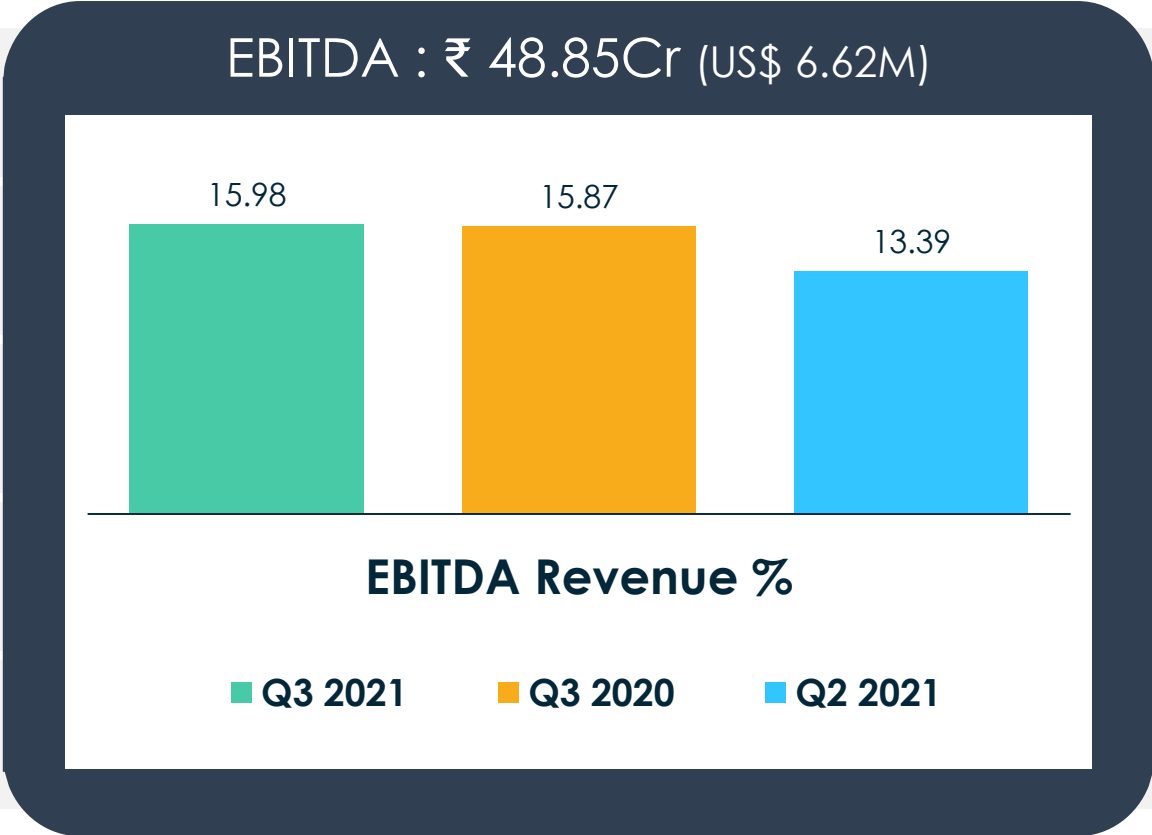
**₹ 305.77Cr**  
(US\$ 41.39M)

## YoY

**+ve36.32%**

## QoQ

**+ve 11.77%**



**Net Profit**

₹ 37.60Cr  
(US\$ 5.09M)



**Earnings Per Share**

₹ 3.14



**Key Wins**

12



**Share Holder Funds**

₹ 502.58Cr  
(US\$ 67.71M)



**Net Cash Balance**

₹ 291.90Cr  
(US\$ 39.32M)

# Key Highlights YTD Sep 2021

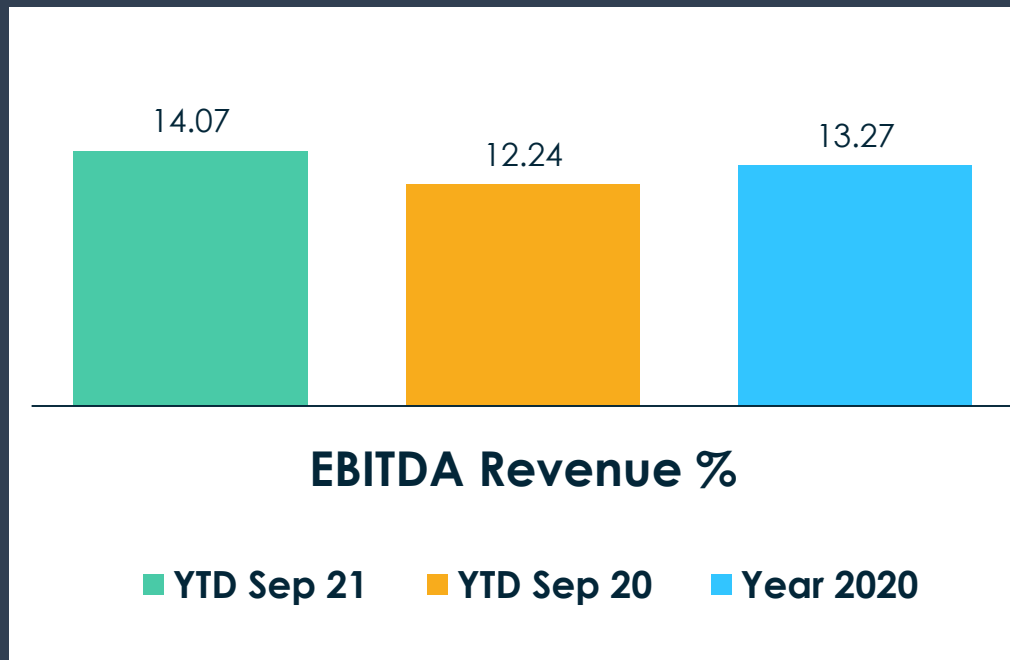
## Revenue

**₹ 826.99Cr**  
(US\$ 112.52M)

## YoY

**+ve 28.43%**

EBITDA : ₹ 116.35Cr (US\$ 15.83M)



## Net Profit

**₹ 108.64Cr**  
(US\$ 14.78M)



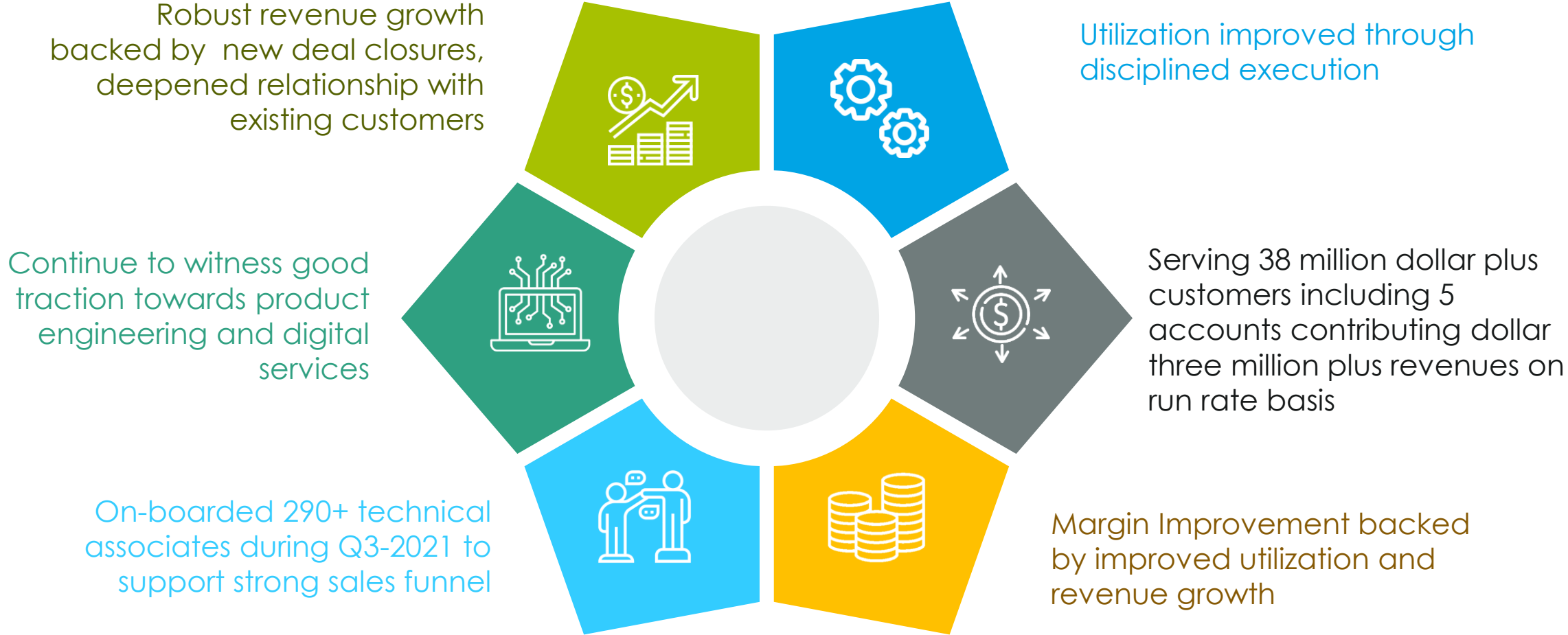
## Earnings Per Share

**₹ 9.08**

## Key Balance Sheet Data

	Sep 30, 2021	Dec 31, 2020
Receivable	₹ 149.13Cr	₹ 131.25Cr
Unbilled	₹ 59.80Cr	₹ 22.21Cr
Day Sales Outstanding	45 Days	43 Days

# Key Highlights (Continues...)



# Financial Performance – Contribution Analysis – Q3 2021

Figures in M	Q3 2021		Q3 2020		Q2 2021	
	₹	US\$	₹	US\$	₹	US\$
	<b>Revenues</b>	<b>3,057.74</b>	<b>41.39</b>	<b>2,243.03</b>	<b>30.25</b>	<b>2,735.67</b>
Cost of revenues	1,907.23	25.81	1,392.61	18.78	1,762.56	23.92
<b>Gross margin</b>	<b>1,150.51</b>	<b>15.58</b>	<b>850.42</b>	<b>11.47</b>	<b>973.11</b>	<b>13.22</b>
	37.63%		37.91%		35.57%	
SG & A Expenses	661.98	8.96	494.54	6.66	606.67	8.24
	21.65%		22.05%		22.18%	
<b>EBITDA</b>	<b>488.53</b>	<b>6.62</b>	<b>355.88</b>	<b>4.81</b>	<b>366.44</b>	<b>4.98</b>
	15.98%		15.87%		13.39%	
Depreciation and amortization	71.33	0.97	64.41	0.87	63.31	0.86
<b>EBIT</b>	<b>417.20</b>	<b>5.65</b>	<b>291.47</b>	<b>3.94</b>	<b>303.13</b>	<b>4.12</b>
Interest expense	(11.98)	(0.16)	(14.92)	(0.20)	(10.80)	(0.15)
Other income (net)	61.51	0.83	55.21	0.75	248.90	3.39
<b>Income before income tax</b>	<b>466.73</b>	<b>6.32</b>	<b>331.76</b>	<b>4.49</b>	<b>541.23</b>	<b>7.36</b>
Income tax expense	90.78	1.23	61.51	0.83	79.59	1.08
<b>Net earnings</b>	<b>375.95</b>	<b>5.09</b>	<b>270.25</b>	<b>3.66</b>	<b>461.64</b>	<b>6.28</b>

# Revenue and Gross Margin Analysis Q3 2021



## Revenues

**11.77%**

Increase in Revenue Resulted from:

Volume gain	<b>12.22%</b>
Rupee appreciation*	<b>(0.45)%</b>

\* Rupee appreciation mainly against Euro and other cross currencies



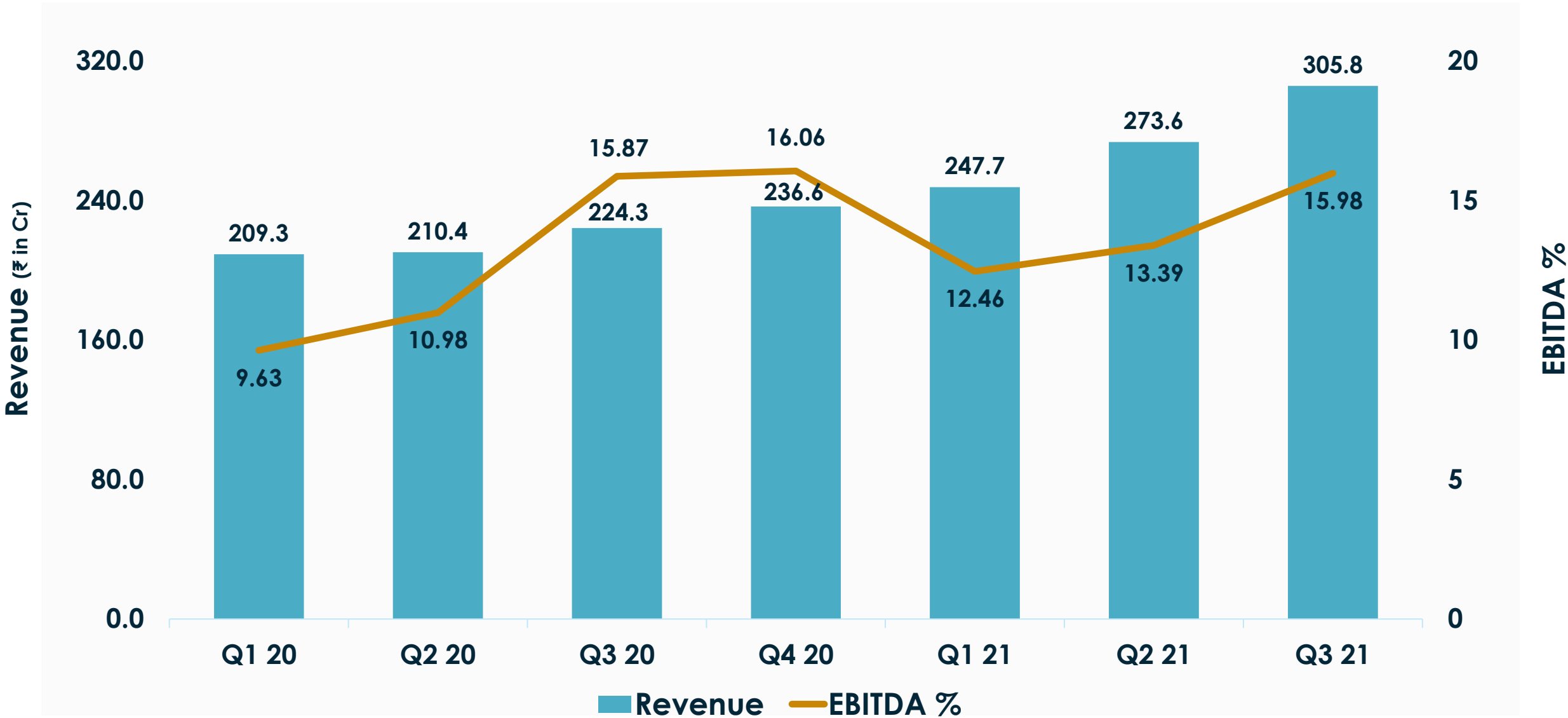
## Gross margin

**2.06%**

Increase in Gross Margin Resulted from:

Increase in utilization	<b>1.24%</b>
Higher billable days	<b>0.39%</b>
Other savings	<b>0.43%</b>

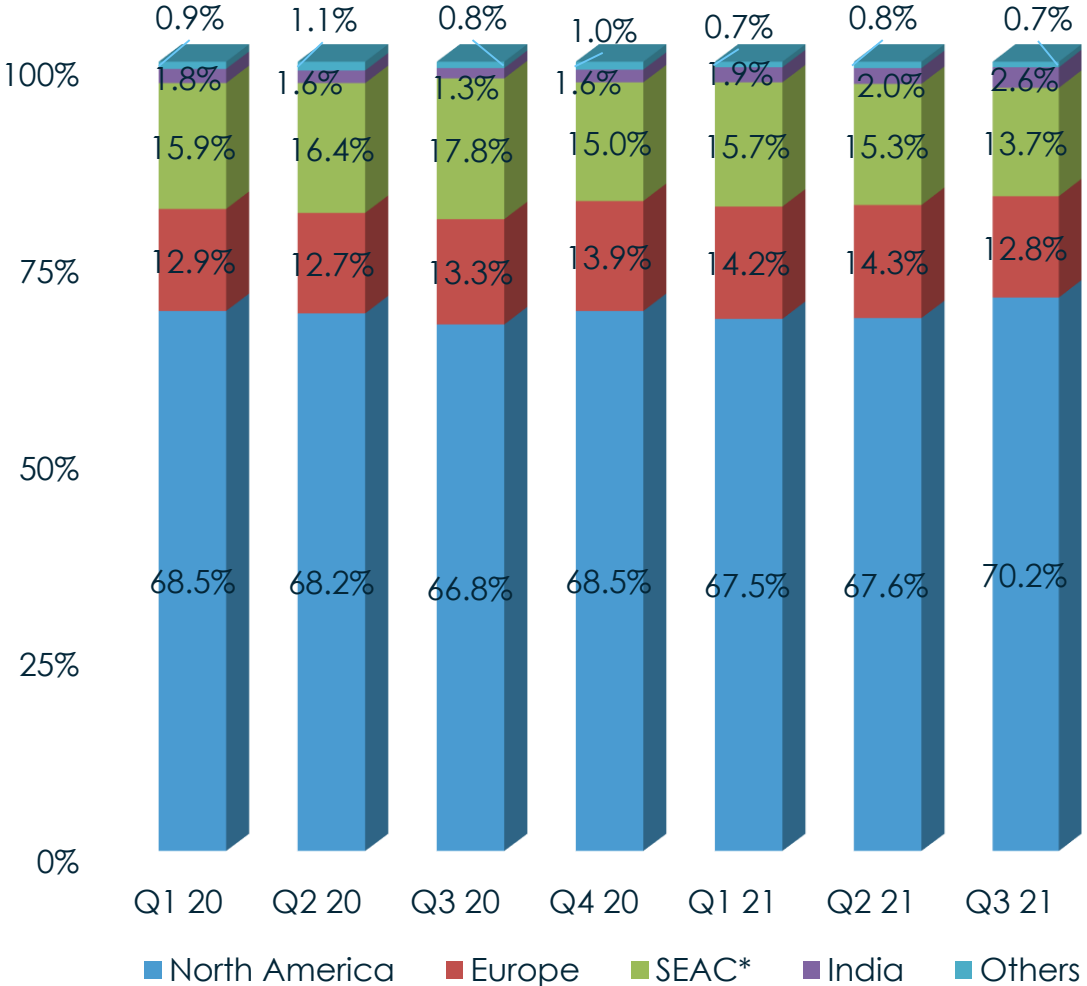
# Big Picture – Revenue & EBITDA %age – Quarter wise



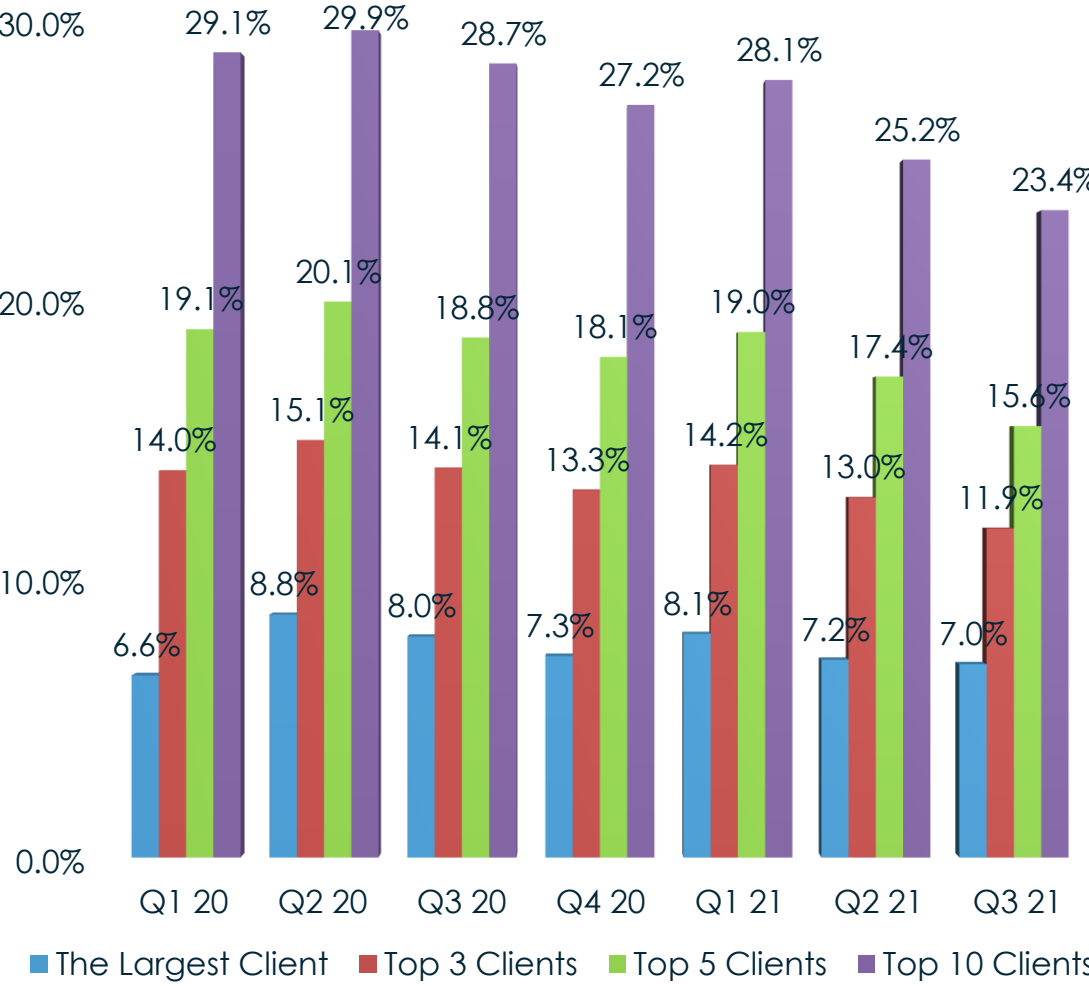


# Quarterly Revenue Breakdown

### By Geography

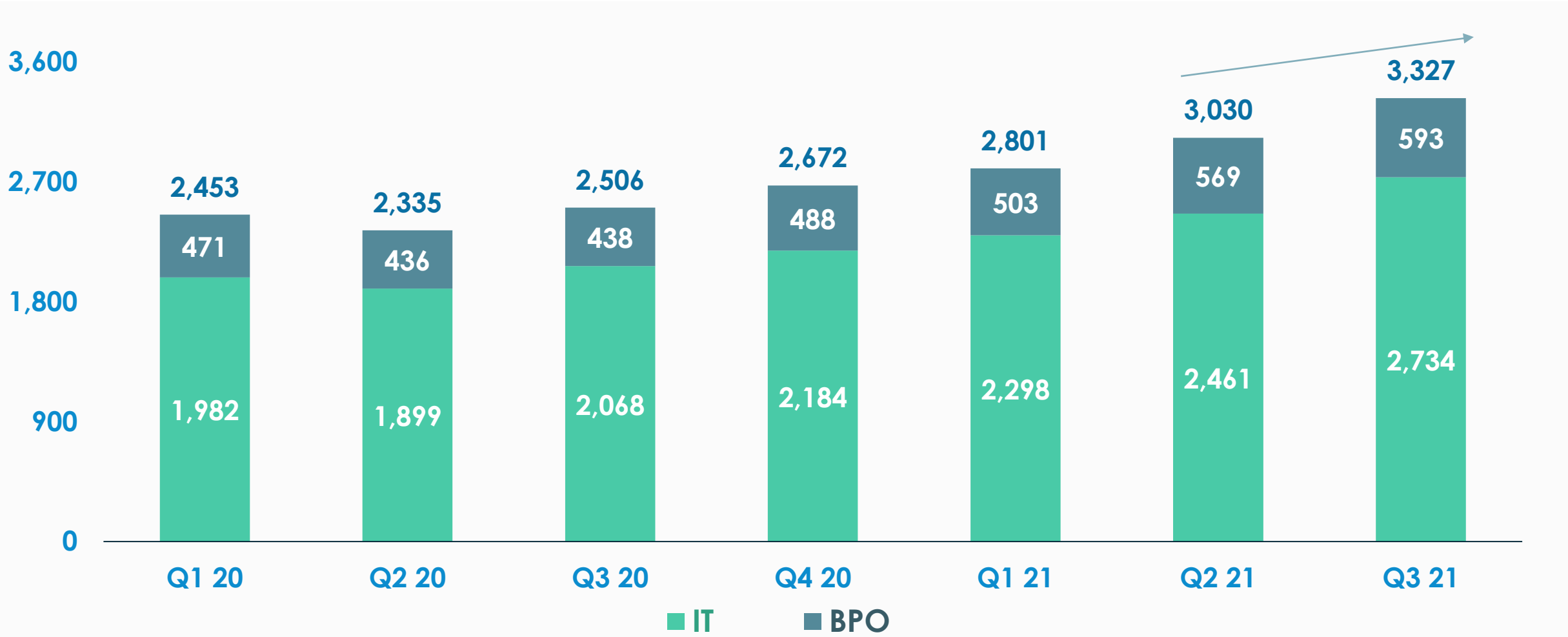


### Client Concentration



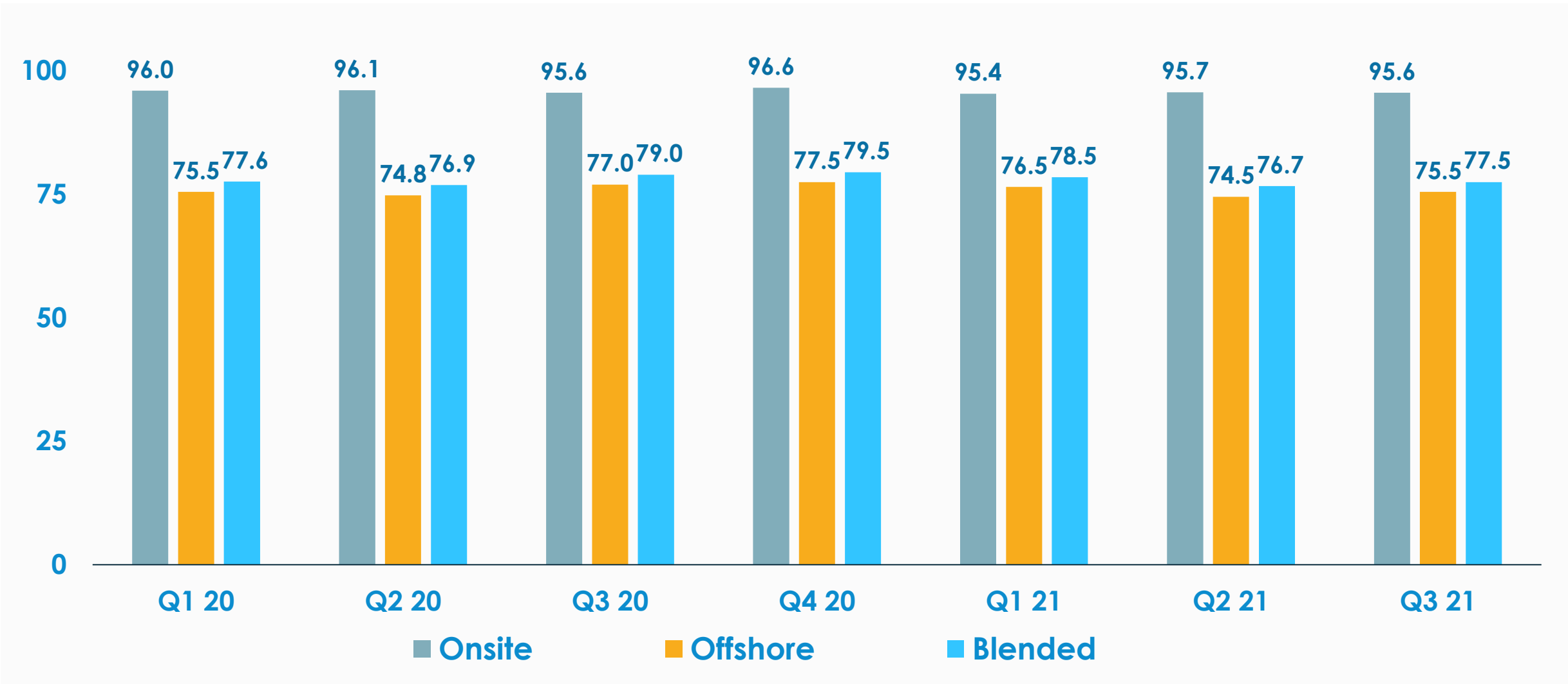
\* South East Asian Countries

# Billable Associates



**Addition of 290+ Technical Associates during Q3 2021**

# Utilization (%)



# Summing Up and Looking Ahead



Promising revenue growth with improved margins during nine months ended September 2021



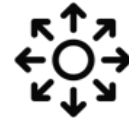
Safety and wellbeing of employees is utmost in evaluating Work-From-Office or hybrid working



Continue to invest in sales, pre-sales and in newer technologies, to deliver successful digital transformations



Maintaining additional bandwidth to offset near term attrition challenges



Business outlook continues to be positive with strong demand environment



## Continued Focus for 2021

- Partnering with customers in navigating successful digital transformations
- Ensuring safe and reliable operations
- Expand margins by efficient operations and revenue growth
- Strong Balance Sheet for future growth



# Thank You

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