



R SYSTEMS INTERNATIONAL LIMITED

Corporate Identity Number : L74899DL1993PLC053579
[CMMI Level 5, PCMM Level 5, ISO 9001:2015 & ISO 27001:2013 Company]
C-40, Sector-59, NOIDA, Distt. Gautam Budh Nagar, U.P., India – 201 307

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REF: SECT/03/2023/01

MARCH 01, 2023

| | |
|---|---|
| To, The Managing Director National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra – East, Mumbai – 400 051 NSE Symbol – RSYSTEMS | To, The General Manager BSE Limited Department of Corporate Services, Rotunda Building, 1 st Floor, Mumbai Samachar Marg, Fort, Mumbai - 400 001 BSE Scrip Code - 532735 |
|---|---|

Dear Sir,

SUB: INTIMATION PURSUANT TO REGULATION 30 OF SEBI (LISTING OBLIGATIONS AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2015

This is with reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. We wish to inform you that the Investors/ Analysts call of the R Systems International Limited (“the Company”) will be held on Friday, March 03, 2023 at 11:00 A.M. (IST) to discuss the financial results of the Company for the quarter and year ended on December 31, 2022.

Details of the Conference call are as under, which are also being published on the website of the Company at www.rsystems.com.

Dial-In Numbers

| | |
|----------------------|--|
| India | (+91 22) 62801139 / (+91 22) 7115 8040 |
| International | |
| Hong Kong | - 800 964 448 |
| Singapore | - 800 101 2045 |
| UK | - 0 808 101 1573 |
| USA | - 1 866 746 2133 |

Please find enclosed presentation on the financial results for the quarter and year ended on December 31, 2022.

This is for your information and records.

Thanking you.

Yours faithfully,

For R Systems International Limited

Bhasker Dubey
(Company Secretary and Compliance Officer)



Analytical Review Year 2022 Results

Next-Gen Digital Evolution



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 Year 2022



Revenue

₹ 1,515.83 Cr
(US\$ 193.17 Mn)



YoY Growth

31.2%



Key Wins

32



Net Profit

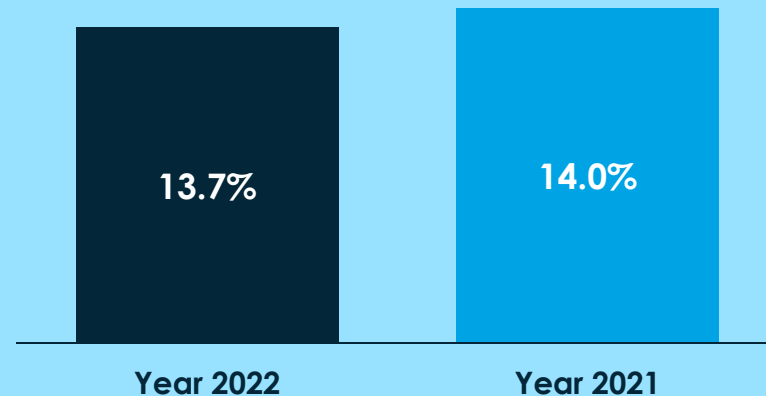
₹ 139.68 Cr
(US\$ 17.80 Mn)



Earnings
Per Share

₹ 11.81

EBITDA : ₹208.29 Cr (US\$ 26.54 Mn)








EBITDA Revenue (%)

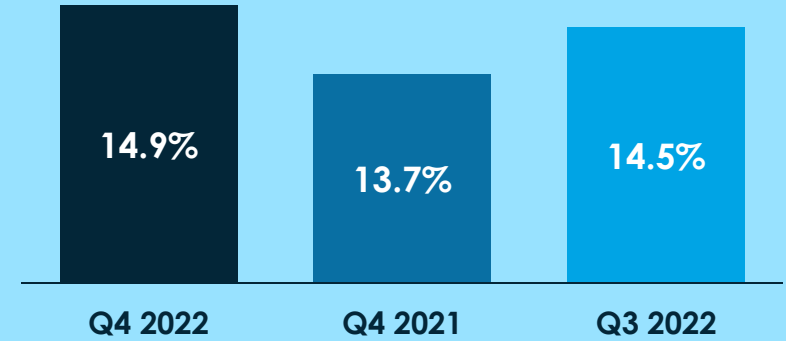
Key Balance Sheet Data

| | Dec 31, 2022 | Dec 31, 2021 |
|-----------------------|--------------|--------------|
| Receivable | ₹ 257.09 Cr | ₹ 177.98 Cr |
| Unbilled | ₹ 70.64 Cr | ₹ 52.86 Cr |
| Day Sales Outstanding | 52 Days | 50 Days |

Key Highlights Q4 2022

| | | |
|---|---------------------------|--------------------------------|
|  | Revenue | ₹ 399.51 Cr (US\$ 48.66 Mn) |
|  | YoY Growth | 21.6% |
|  | Key Wins | 8 |
|  | Net Profit | ₹ 41.38 Cr (US\$ 5.07 Mn) |
|  | Earnings Per Share | ₹ 3.50 |

EBITDA : ₹59.66 Cr (US\$ 7.30 Mn)



EBITDA Revenue (%)

Shareholder and Cash Balance

| As at Dec 31, 2022 | In ₹ | In US\$ |
|--------------------|-------------|---------------|
| Share Holder Funds | ₹ 545.47 Cr | US\$ 65.94 Mn |
| Net Cash Balance | ₹ 268.08 Cr | US\$ 32.41 Mn |

Key Highlights (Continues...)

Continued Revenue growth for digital and technology services

Margin impacted by high attrition and salary hikes

Utilization was modest to overcome the hiring and attrition challenges



On-boarded 385 associates during the year

Served 48 million dollar plus customers as against 35 a year ago

Addition of 32 key logos during CY 2022 including 10 having potential to be million \$ accounts in a years' time

Financial Performance –Contribution Analysis – FY 2022

| Particulars | Year 2022 | | Year 2021 | |
|-------------------------------|-----------|------------|-----------|------------|
| | ₹ in Mn | US\$ in Mn | ₹ in Mn | US\$ in Mn |
| Revenues | 15,158.31 | 193.17 | 11,556.39 | 156.52 |
| Cost of revenues | 9,834.81 | 125.33 | 7,431.44 | 100.65 |
| Gross margin | 5,323.50 | 67.84 | 4,124.95 | 55.87 |
| | 35.12% | | 35.69% | |
| SG&A Expenses | 3,240.55 | 41.30 | 2,510.39 | 34.00 |
| | 21.38% | | 21.72% | |
| EBITDA | 2,082.95 | 26.54 | 1,614.56 | 21.87 |
| | 13.74% | | 13.97% | |
| Depreciation and amortization | 349.78 | 4.46 | 276.93 | 3.75 |
| EBIT | 1,733.17 | 22.08 | 1,337.64 | 18.12 |
| Interest expense | (48.98) | (0.62) | (49.12) | (0.66) |
| Other income (net) | 17.38 | 0.22 | 412.20 | 5.58 |
| Income before income tax | 1,701.57 | 21.68 | 1,700.72 | 23.04 |
| Income tax expenses | 304.76 | 3.88 | 286.36 | 3.88 |
| Net earnings | 1,396.81 | 17.80 | 1,414.36 | 19.16 |

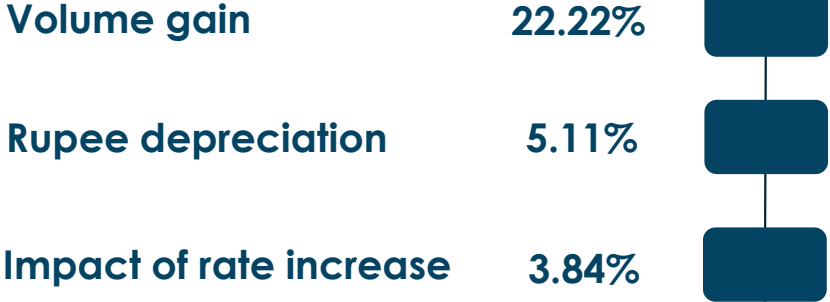
Revenue and Gross Margin Analysis – FY 2022



Revenues

31.17%

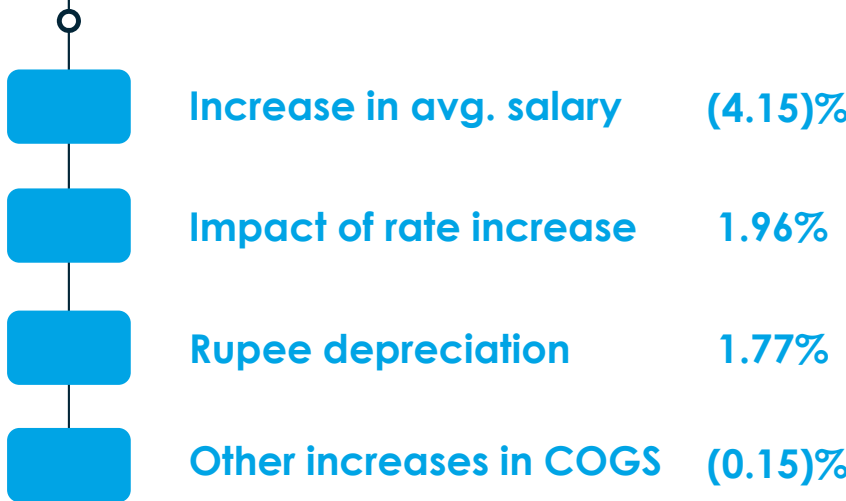
Increase in Revenue Resulted from



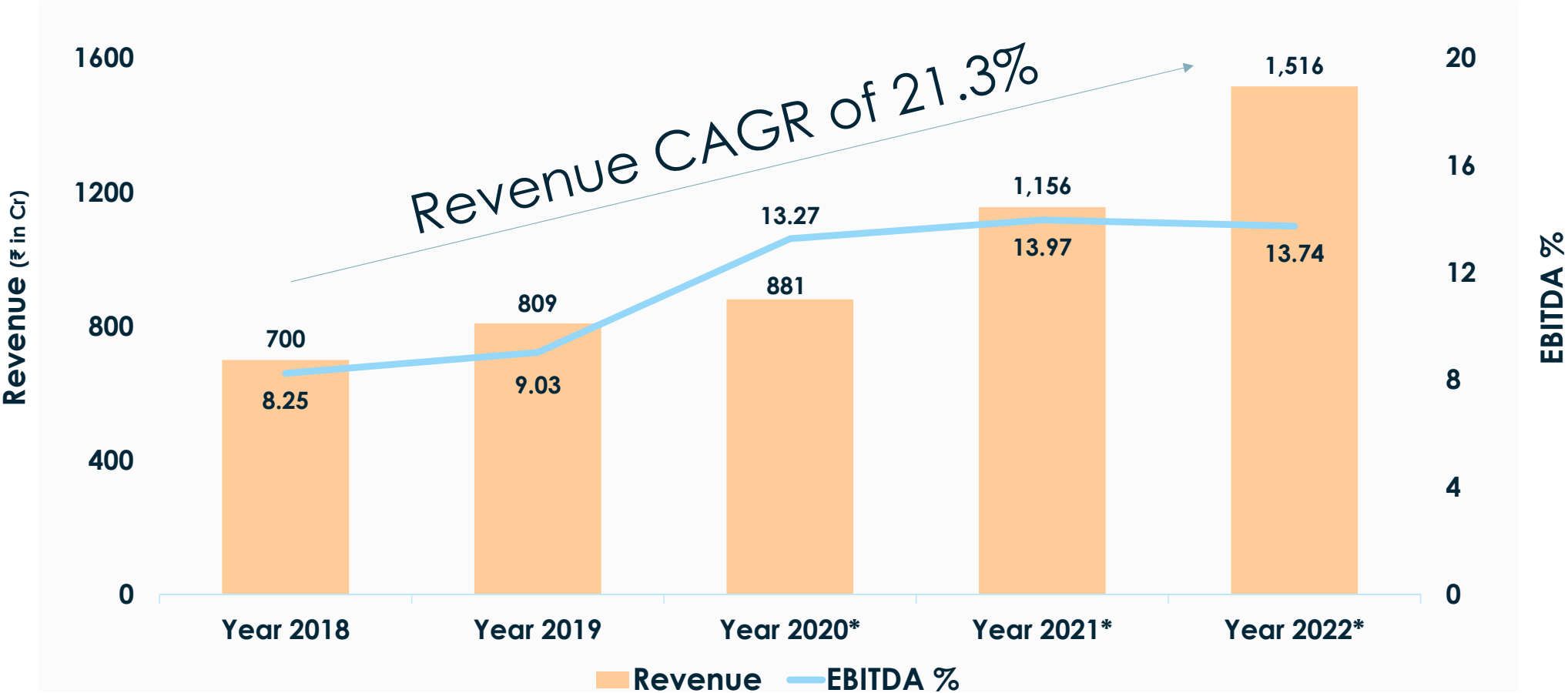
Gross margin

(0.57)%

Decrease in Gross Margin Resulted from



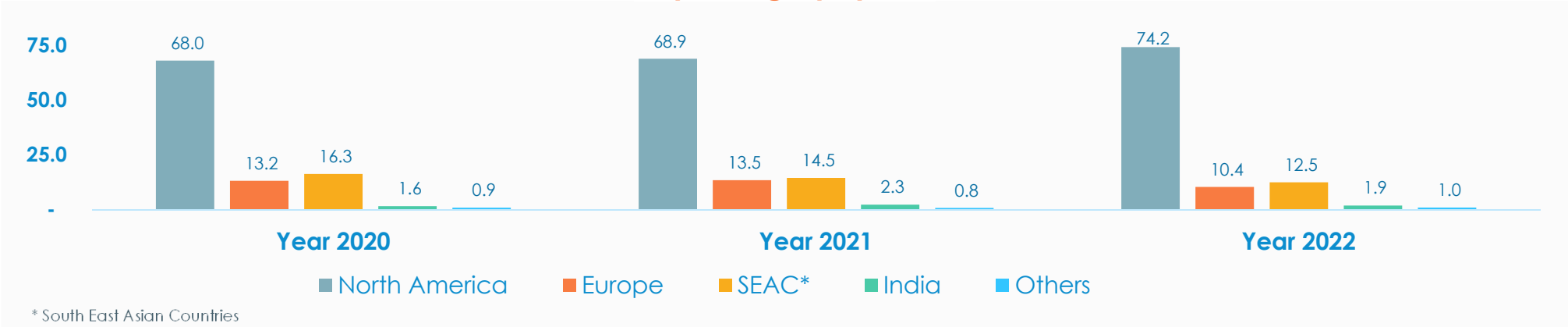
Big Picture – Revenue & EBITDA %age – Year wise



* Post Ind-AS 116 Adoption

Revenue Breakdown

By Geography (%)



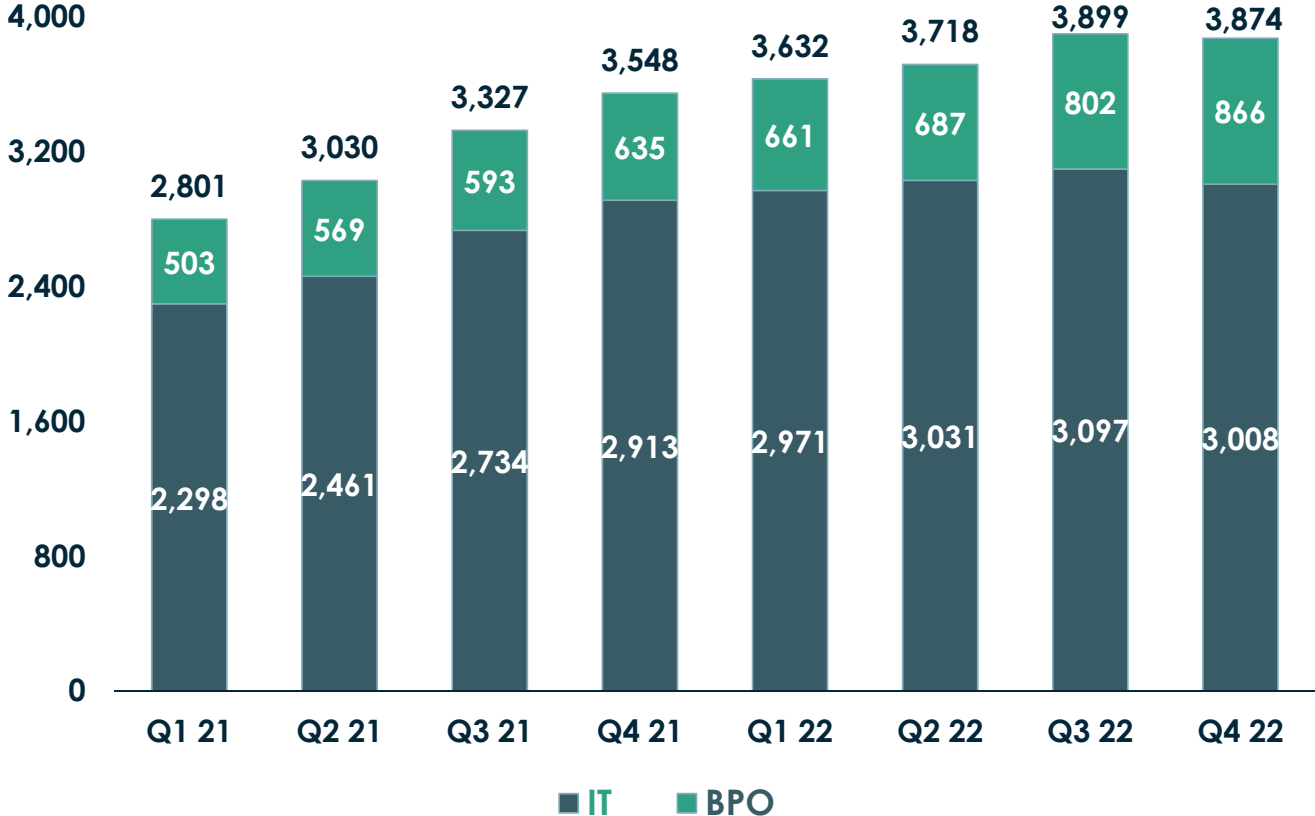
Client Concentration (%)



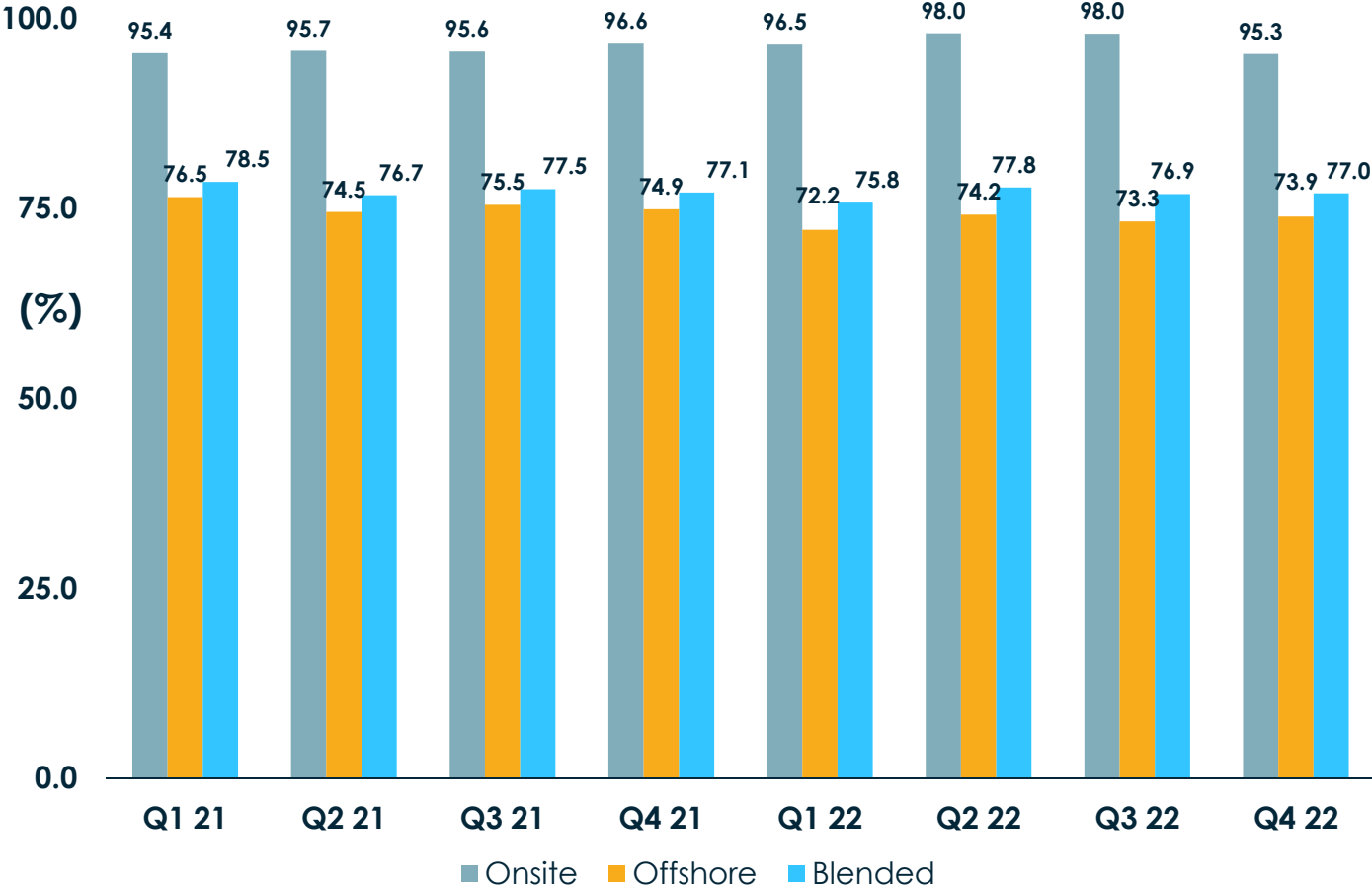
Billable Associates



Added 326 Technical Associates during year 2022



Utilization %



Summing Up and Looking Ahead

- Reported robust revenue growth during CY 2022
- Soft Demand environment amid weakening macro environment
- Committed for profitable growth through operational efficiencies, better price realization & pyramid rationalization
- Continue to invest in people and newer technologies, to deliver Next-Gen digital Evolution

Continued Focus

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



Thank You

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