



Analytical Review of Q3 2016 Results



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Key Highlights Q3-2016



- Q3-16 Revenue Rs. 144.11 crore (US\$ 21.53 mn). QoQ decrease 3.18%.
- EBITDA Rs. 15.94 crore (US\$ 2.38 mn). QoQ decrease 28.16%.
- Net Profit Rs. 10.77 crore (US\$ 1.61 mn). QoQ decrease 35.47%.
- Earnings per share of Re. 0.85 as against Rs. 1.32 in Q2, 2016.
- Strong Balance Sheet with:
 - Share Holder Funds - Rs. 281.43 crores or \$ 42.25 mn.
 - Cash & bank balances - Rs. 125.90 crores or \$ 18.90 mn.

Key Highlights (Continues...)



- Telecom and Digital Media continues to be our largest industry vertical with ~ 30% share of revenues.
- Serving 150 plus key customers including 22 million dollar plus customers.
- Added 5 key customers including 2 with USD One Million plus annual potential.
- Added 100 plus associates during the quarter.
- Initial investment in new projects and delay in start of certain projects has impacted margins for the quarter.

Financial Performance - Contribution Analysis – Q3 2016



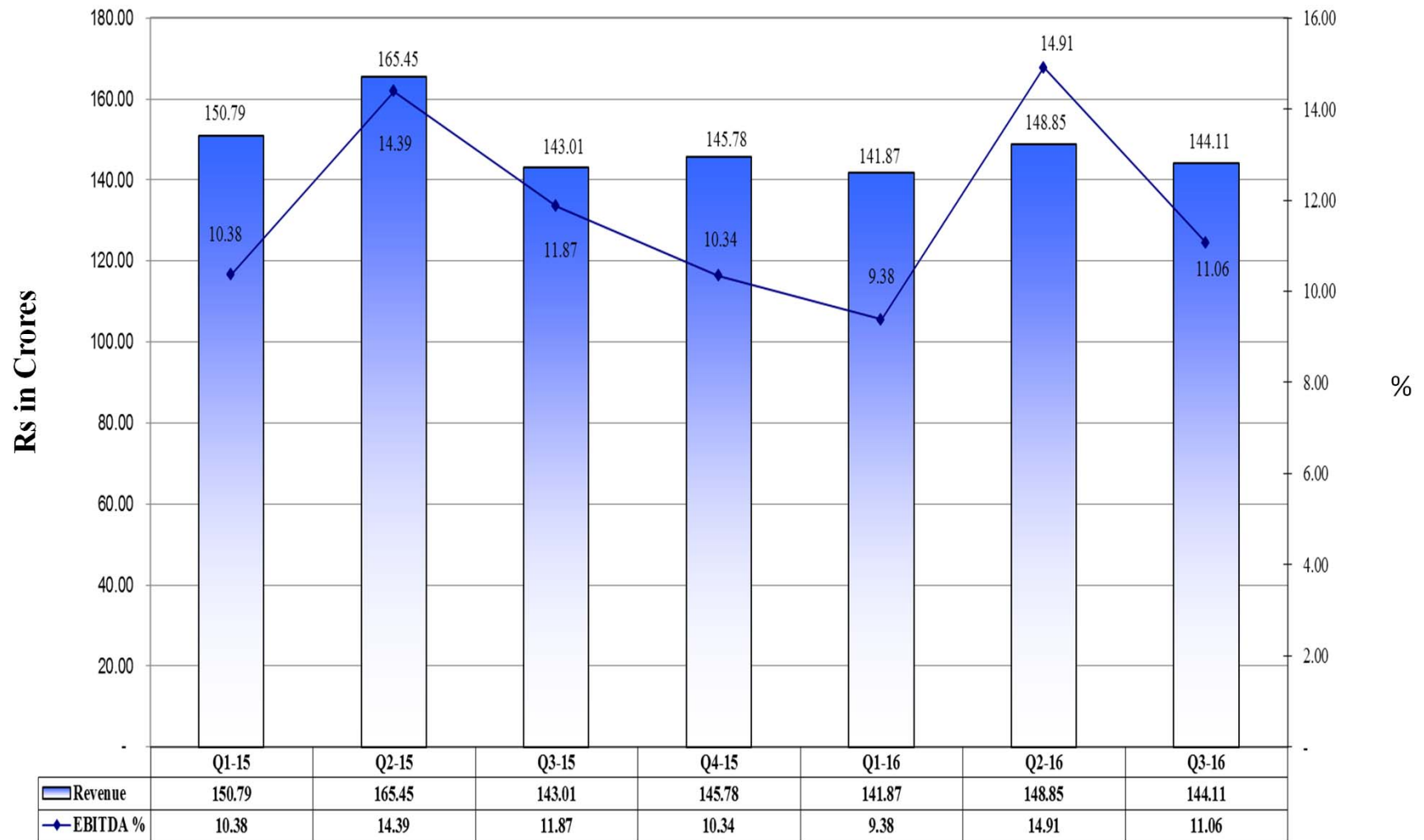
(Figures in mn)

Particulars	Q3 2016		Q3 2015		Q2 2016	
	INR	US\$	INR	US\$	INR	US\$
Revenues	1,441.13	21.53	1,430.09	21.93	1,488.53	22.25
Cost of revenues	949.80	14.19	929.06	14.25	948.43	14.18
Gross margin	491.33	7.34	501.03	7.68	540.10	8.07
	<i>34.09%</i>		<i>35.03%</i>		<i>36.28%</i>	
SG & A						
Expenses	331.89	4.96	331.33	5.08	318.16	4.76
	<i>23.03%</i>		<i>23.17%</i>		<i>21.37%</i>	
EBITDA	159.44	2.38	169.70	2.60	221.94	3.31
	<i>11.06%</i>		<i>11.87%</i>		<i>14.91%</i>	
Depreciation and amortization	29.83	0.44	26.88	0.41	28.03	0.42
Income from operations before exceptional items	129.61	1.94	142.82	2.19	193.91	2.89
Exceptional items	-	-	566.14	8.91	-	-
Income from operations	129.61	1.94	708.96	11.10	193.91	2.89
Interest expense	(0.33)	(0.01)	(0.29)	(0.01)	(0.32)	(0.01)
Other income (net)	34.49	0.52	23.12	0.36	27.36	0.42
Income before income tax	163.77	2.45	731.79	11.45	220.95	3.30
Income tax provision	56.10	0.84	211.83	3.31	54.09	0.81
Net earnings	107.67	1.61	519.96	8.14	166.86	2.49

Movement in Gross Margin % Q3-16 Vs Q2-16

Gross Margin % in Q2-16	36.28
Impact of lower utilization etc.	(2.35)
Impact of decline in other COGS	0.16
Gross Margin % in Q3-16	34.09

Revenues and Margins, Historical Trend



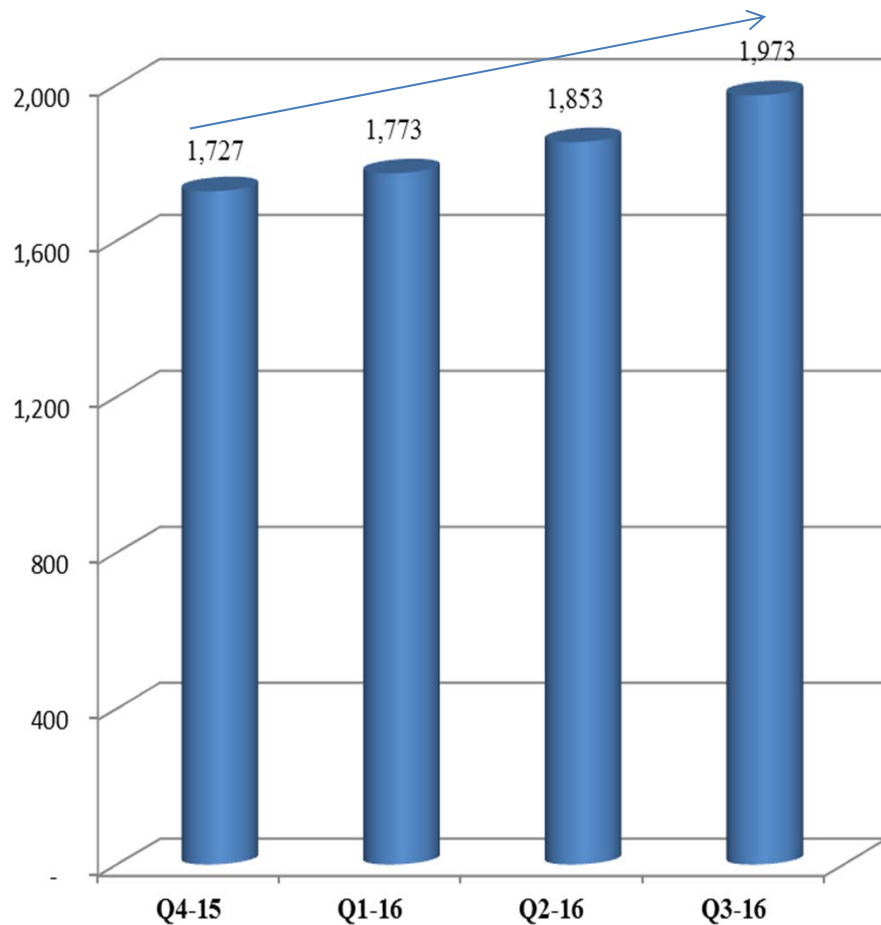
Consolidated Key Balance Sheet Data



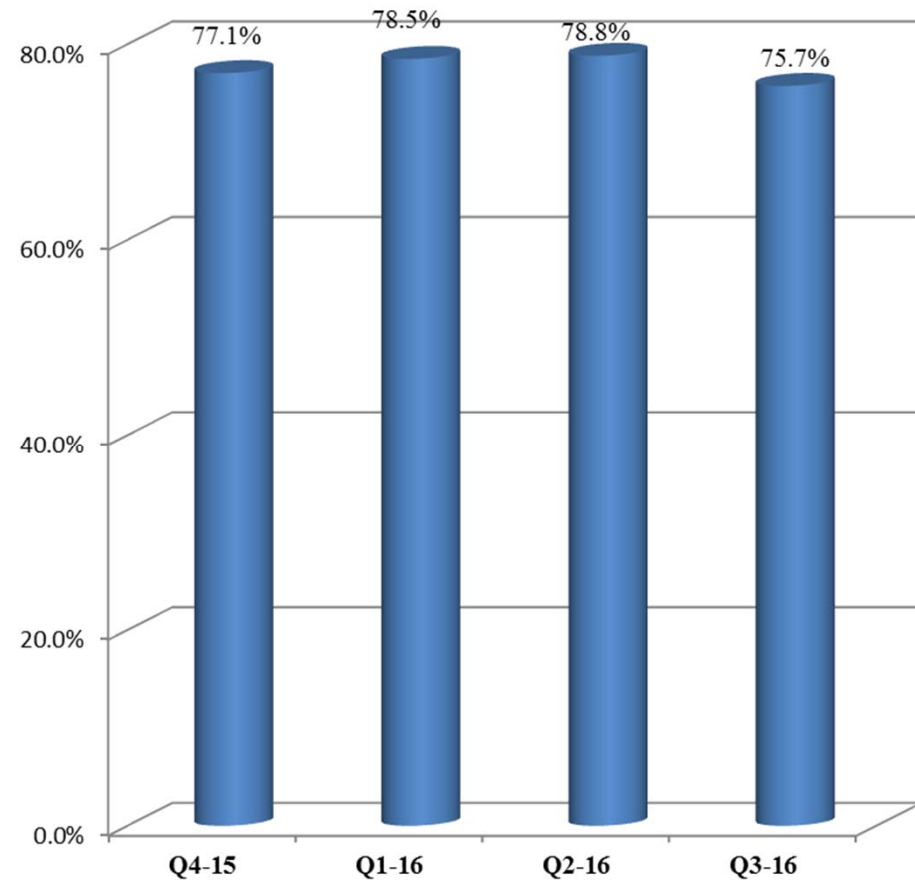
Rupees in Crores except "DSO"

	As at September 30, 2016	As at June 30, 2016
Share Holders' Funds	281.43	272.65
Receivables	94.86	102.57
Receivables in days "DSO" for the quarter	53	53
Cash & Bank	125.90	115.68
Fixed Assets	32.64	31.23

Billable Head Count and Utilization



Added 246 associates during the year 2016 to serve new customers and sales pipe line.

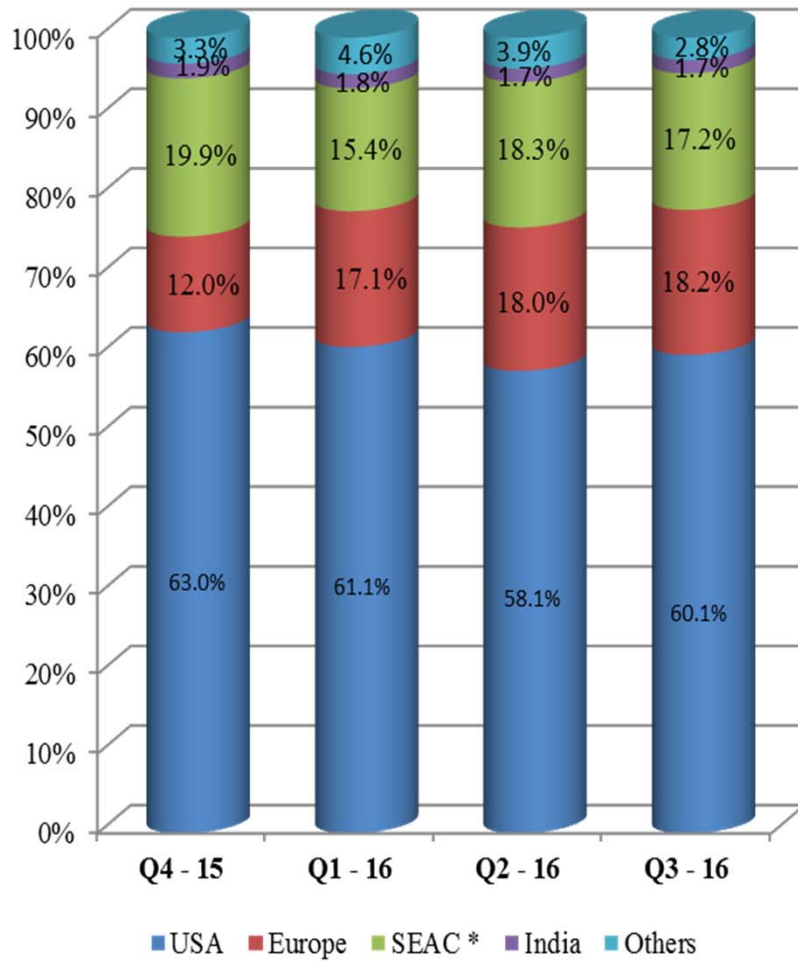


Q3-2016 utilization mainly impacted by ramp up costs for new projects.

Yearly Revenue Break-Down

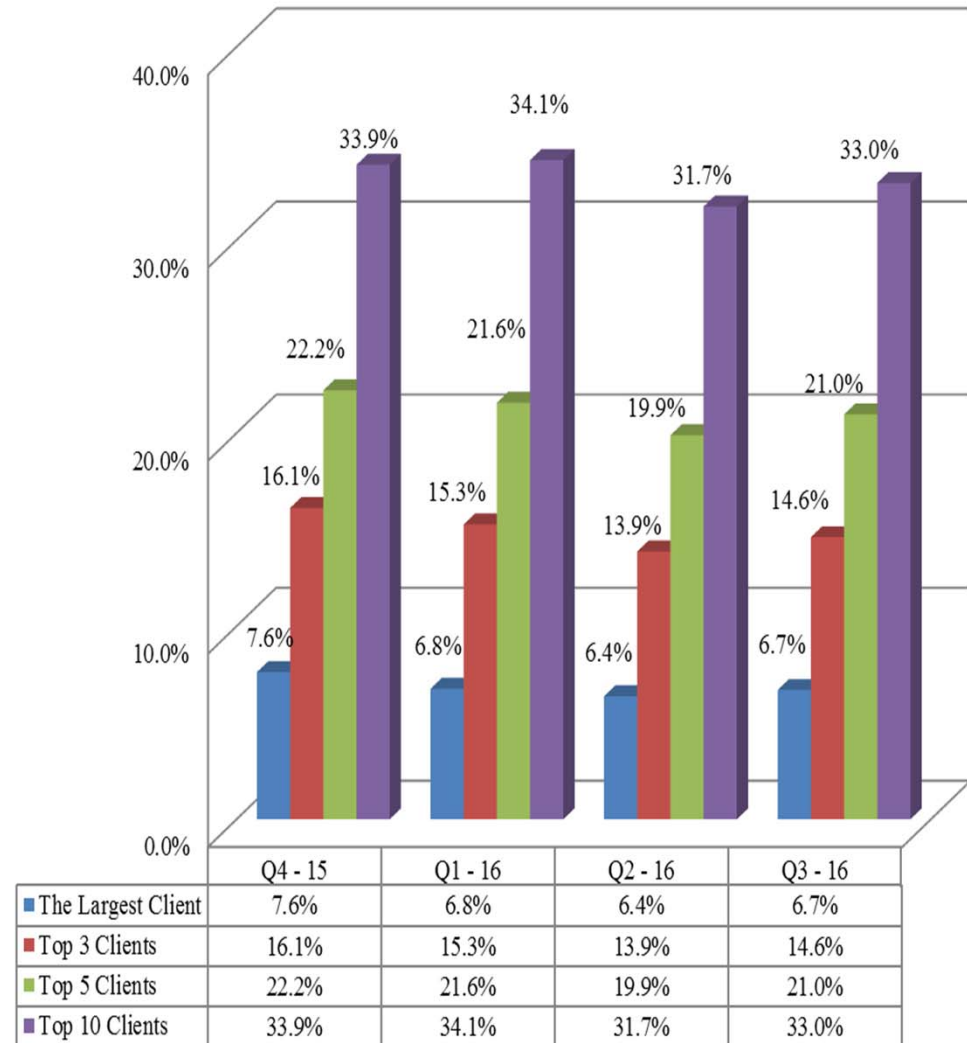


By Geography



* South East Asian Countries

Client Concentration



- Q3 Performance impacted by ramp costs and delay in start of certain projects.
- Setting up of a new business unit in Special Economic Zone at Greater Noida West (NCR) to cater to growth.
- Q4 seems promising on the back of full impact of new wins and strong sales funnel.
- Continuous focus :
 - Partner with our customers in addressing their key business challenges by building robust software products using digital technologies like analytics, mobility and cloud;
 - Enhancing our sales and marketing bandwidth;
 - Continue to invest in innovation around people, processes and technologies;
 - Strong balance sheet to invest for future growth.

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For Your Support**