



Caring - Innovating - Transforming

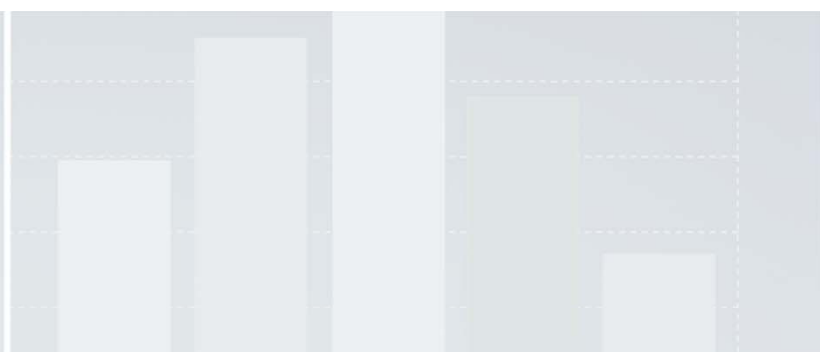
1 2 3 4 5 6

7 8 9 10 11 12

1 2 3 4 5 6

7 8 9 10 11 12

500000
400000
300000
200000



Analytical Review – Q4 & Year 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

₹ 192.45 Cr (US\$ 26.84 mn)

QoQ Increase

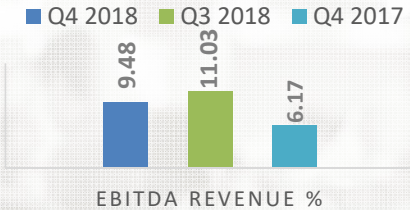
3.25%
(0.48% in US\$)

YoY Increase

23.75%
(11.77% in US\$)

₹ EBITDA

₹ 18.24 Cr (US\$ 2.57 mn)



₹ Profit After Taxes

₹ 26.00 Cr (US\$ 3.74 mn)

Earnings Per Share

₹ 2.11

Key Wins

6

Share Holder Funds

₹ 322.90 Cr
or
\$ 46.28 mn

Cash and Bank Balances

₹ 199.84 Cr
or
\$ 28.64 mn

Revenue

₹ 699.89 Cr (US\$ 102.47 mn)

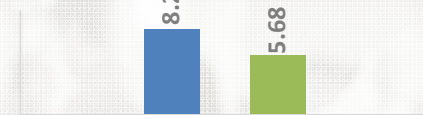
YoY Increase

18.10%
(12.59% in US\$)

EBITDA

₹ 57.73 Cr (US\$ 8.46 mn)

■ Year 2018 ■ Year 2017



EBITDA REVENUE %

Profit After Taxes

₹ 51.04 Cr (US\$ 7.48 mn)

Earnings Per Share

₹ 4.14

Key Wins

18

Associates Added

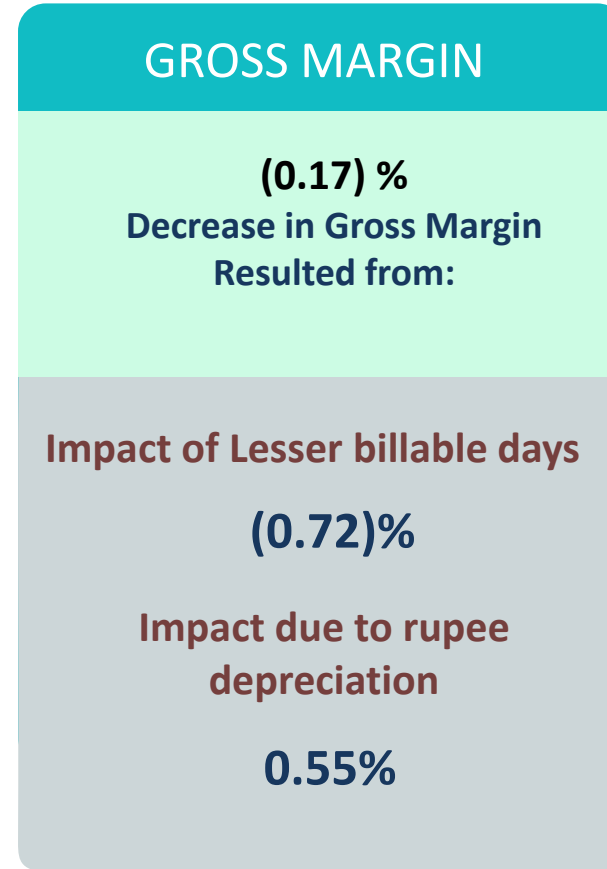
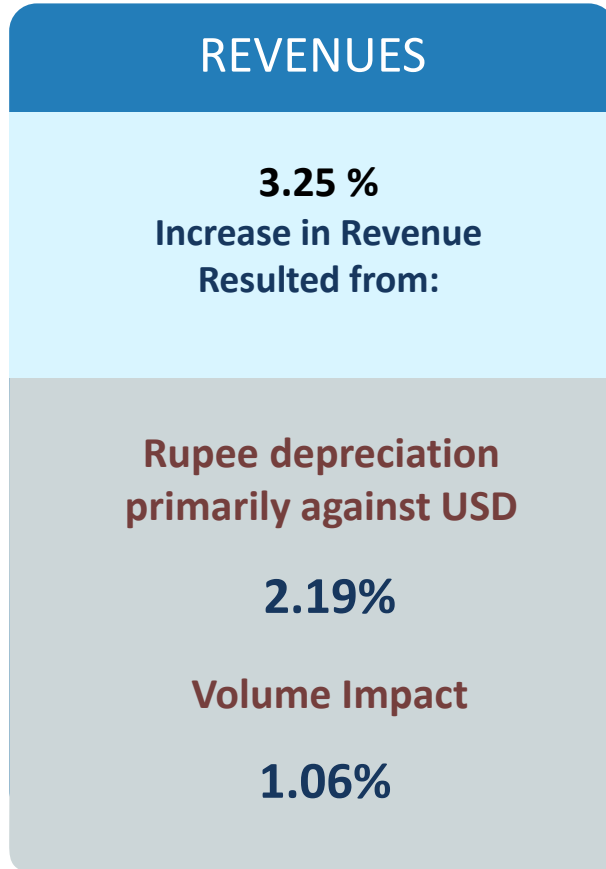
400

- ✓ **Reported Record INR Revenue of ~ 700 Cr. in Year-2018.**
- ✓ **Telecom and Digital Media contributed ~ 25% share of revenues.**
- ✓ **Serving 21 million dollar plus customers on run rate basis.**
- ✓ **Added 18 key wins during the year.**
- ✓ **Net Addition of 400 associates over the year 2018.**
- ✓ **Margins improved due to revenue growth, discipline in execution along with rupee depreciation.**

// Financial Performance – Contribution Analysis – Q4 2018

(Figures in mn)

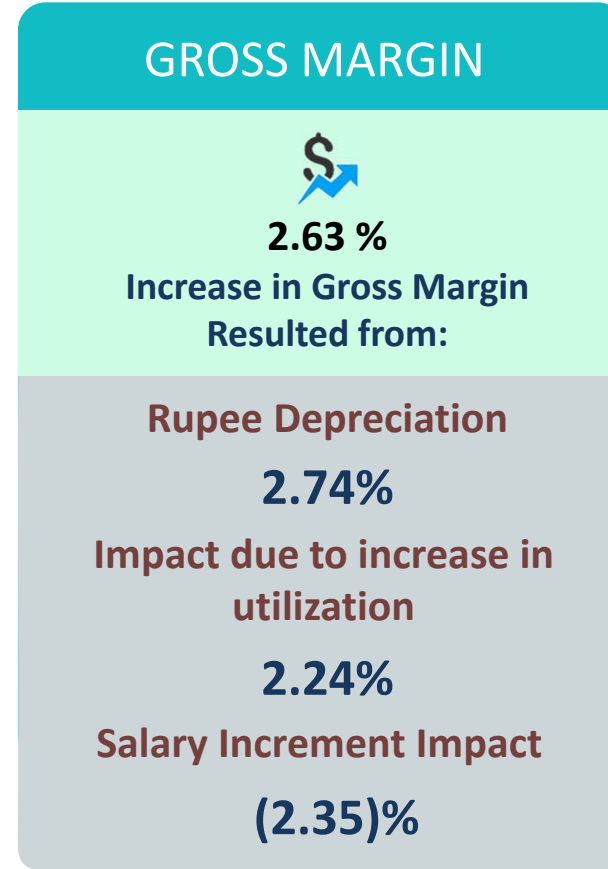
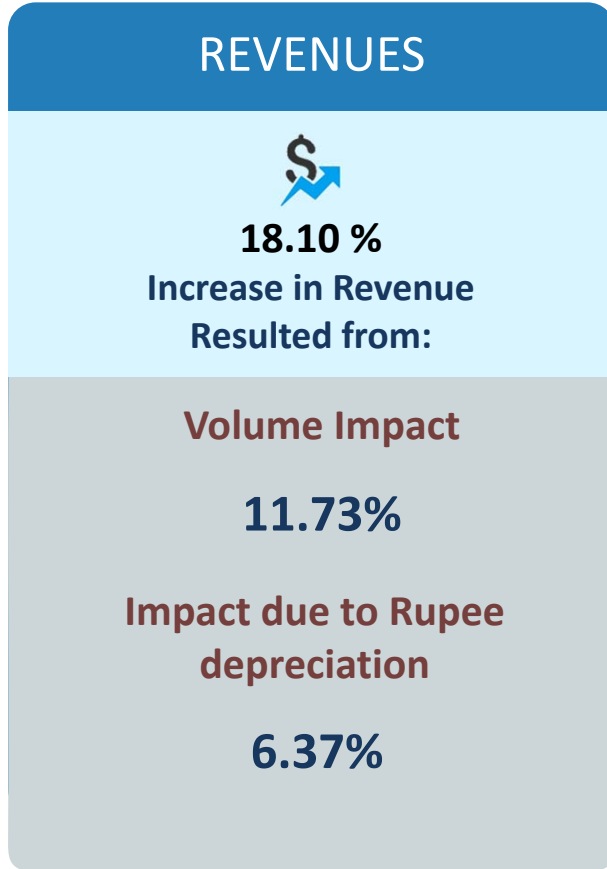
Particulars	Q4 2018		Q4 2017		Q3 2018	
	INR	US\$	INR	US\$	INR	US\$
Revenues	1,924.53	26.84	1,555.23	24.01	1,863.95	26.71
Cost of revenues	1,269.06	17.68	1,082.37	16.71	1,225.97	17.54
Gross margin	655.47	9.16	472.86	7.30	637.98	9.17
SG & A	<i>34.06%</i>		<i>30.40%</i>		<i>34.23%</i>	
Expenses	473.06	6.59	376.91	5.82	432.30	6.17
	<i>24.58%</i>		<i>24.23%</i>		<i>23.19%</i>	
EBITDA	182.41	2.57	95.95	1.48	205.68	3.00
	<i>9.48%</i>		<i>6.17%</i>		<i>11.03%</i>	
Depreciation and amortization	34.53	0.48	34.61	0.53	34.44	0.49
Income from operations	147.88	2.09	61.34	0.95	171.24	2.51
Interest expense	(0.58)	(0.01)	(0.13)	(0.01)	(0.71)	(0.01)
Other income (net)	177.17	2.59	48.93	0.75	(16.24)	(0.25)
Income before income tax	324.47	4.67	110.14	1.69	154.29	2.25
Income tax provision	64.51	0.93	39.01	0.60	28.92	0.42
Net earnings	259.96	3.74	71.13	1.09	125.37	1.83



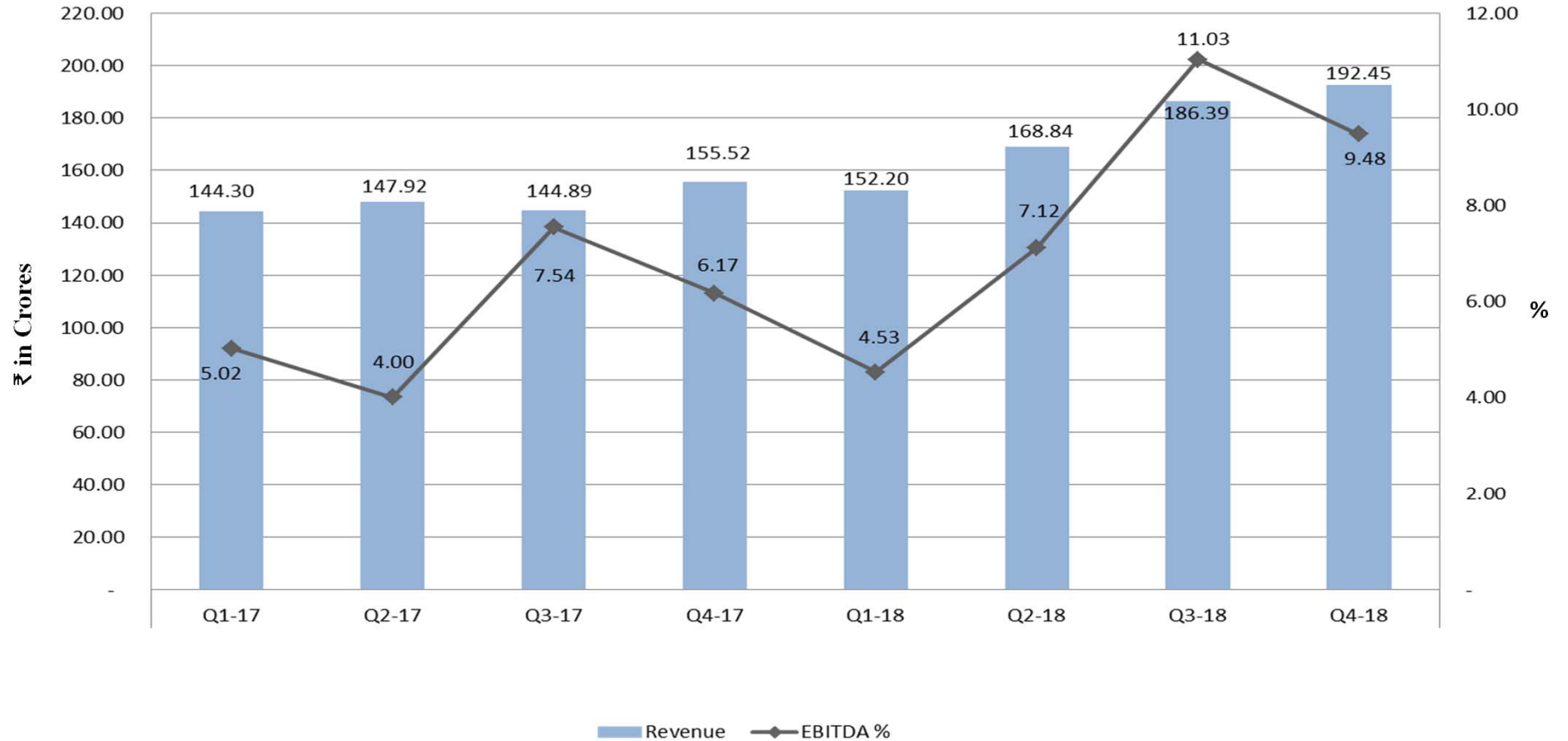
// Financial Performance – Contribution Analysis – Year 2018

(Figures in mn)

Particulars	Year 2018		Year 2017	
	INR	US\$	INR	US\$
Revenue	6,998.89	102.47	5,926.38	91.01
Cost of revenue	4,702.17	68.84	4,137.23	63.53
Gross margin	2,296.72	33.63	1,789.15	27.48
SG & A	<i>32.82%</i>		<i>30.19%</i>	
Expenses	1,719.46	25.17	1,452.35	22.31
	<i>24.57%</i>		<i>24.51%</i>	
EBITDA	577.26	8.46	336.80	5.17
	<i>8.25%</i>		<i>5.68%</i>	
Depreciation and amortization	135.48	1.98	134.80	2.07
Income from operations	441.78	6.48	202.00	3.10
Interest expense	(2.65)	(0.04)	(3.98)	(0.05)
Other income (net)	187.69	2.74	155.42	2.38
Income before income tax	626.82	9.19	353.44	5.43
Income tax provision	116.37	1.70	128.10	1.97
Net earnings	510.45	7.48	225.34	3.46



// Big Picture – Revenue & EBITDA %age

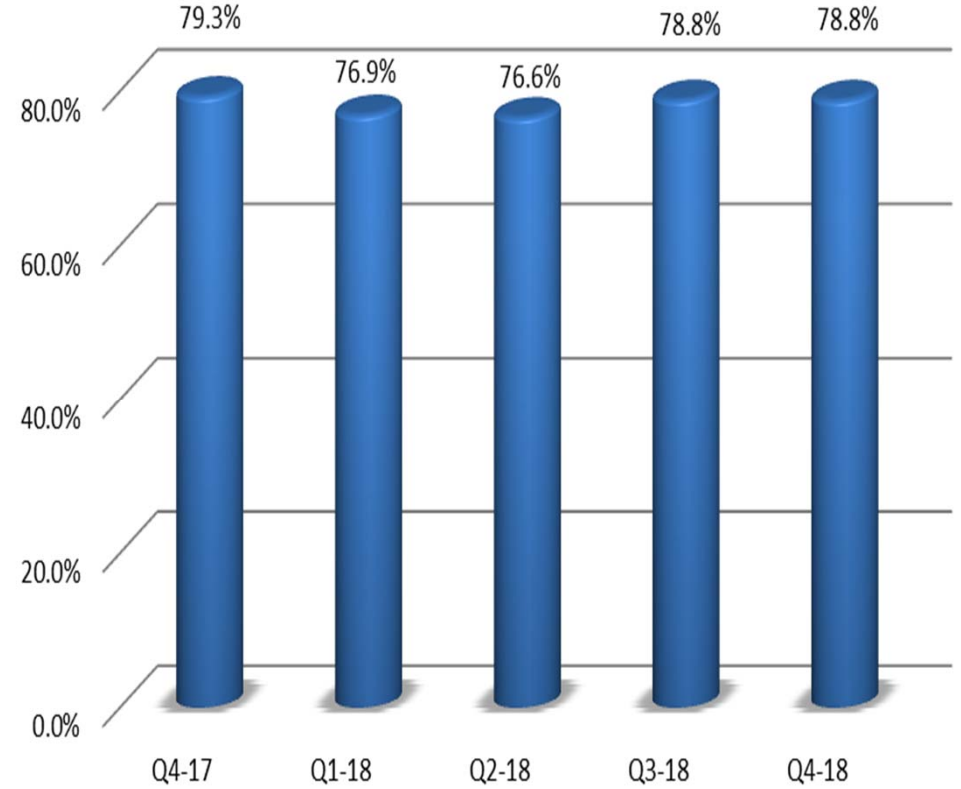
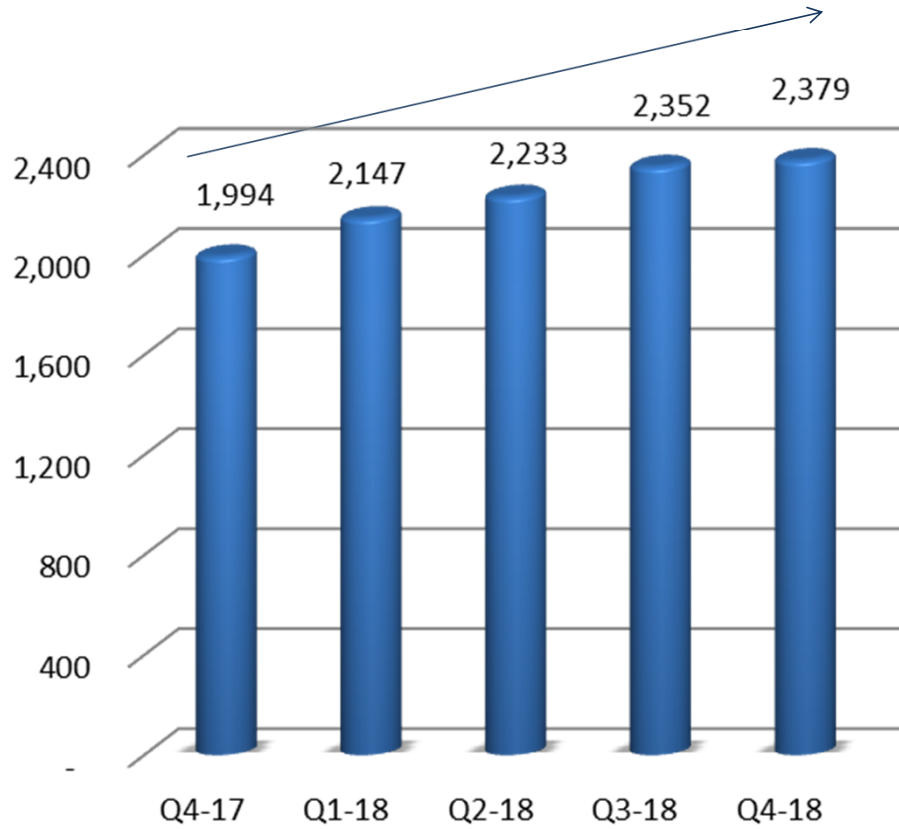


// Consolidated Key Balance Sheet Data

₹ in Crores except "DSO"

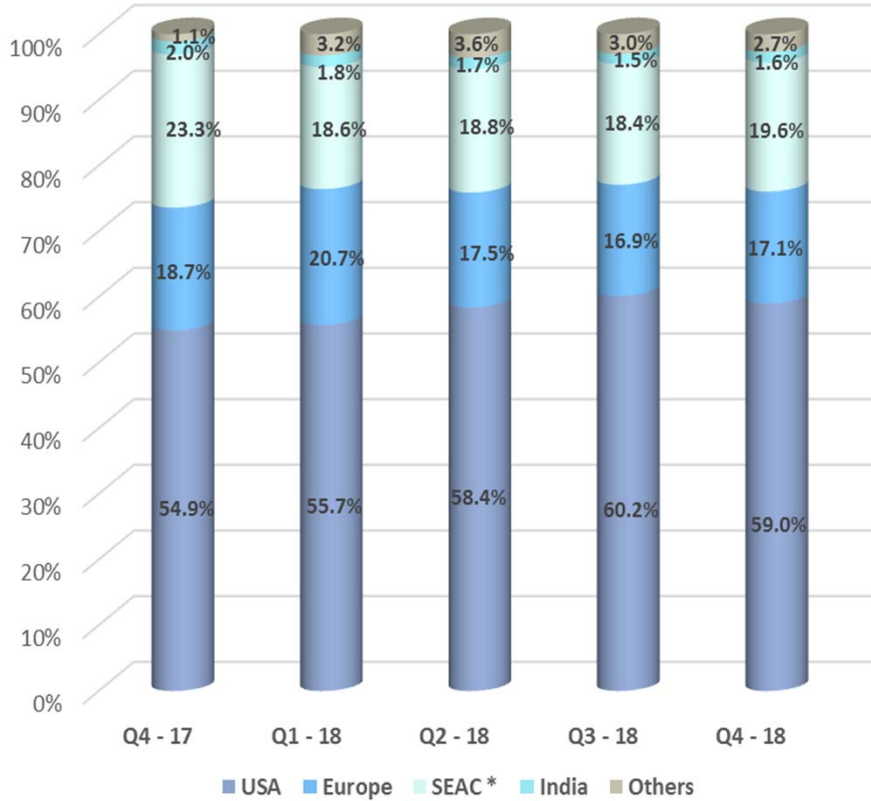
Particulars	As at Dec 31, 2018	As at Dec 31, 2017
Share Holders' Funds	322.90	270.87
Receivables	136.55	120.76
Receivables in days "DSO" for the quarter	67	68
Cash & Bank	199.84	162.68
Fixed Assets	35.07	35.38

// Billable Head Counts and Utilization



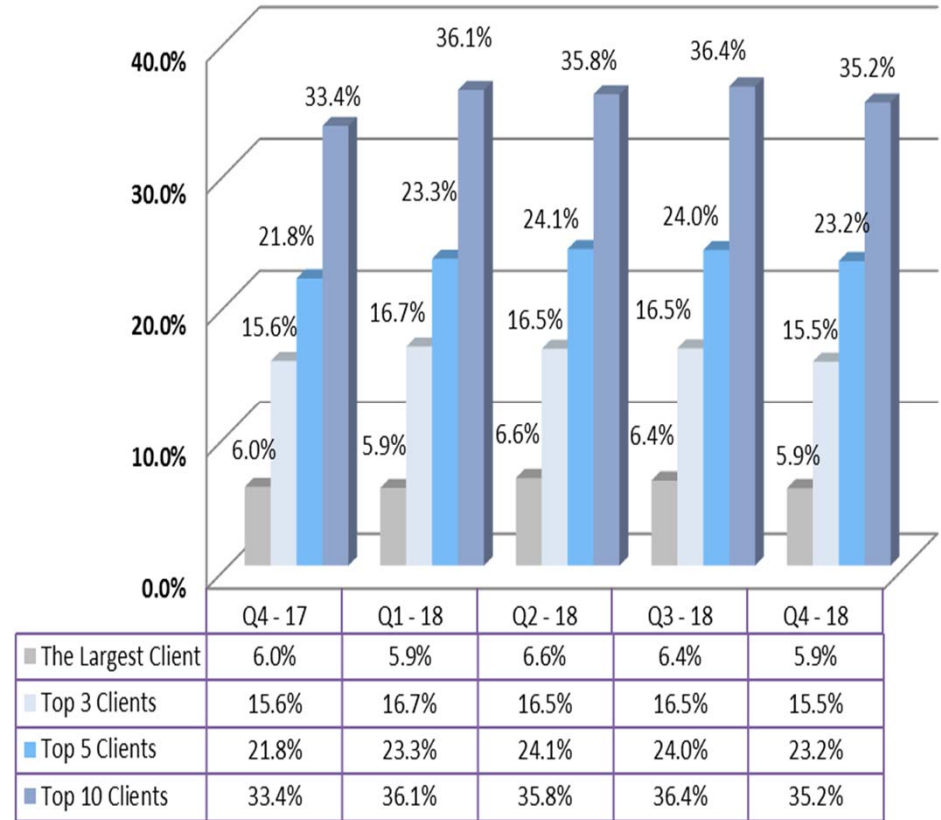
// Revenue Breakdown

By Geography



* South East Asian Countries

Client Concentration



// Summing Up and Looking Ahead

Strong performance in 2018 with healthy revenue growth and margin improvement.

Our investment in digital technologies is yielding visible results.

Innovizant acquisition has strengthened R Systems' digital practice with its niche advance data analytics competencies.

Promising start for Year 2019 with encouraging sales pipeline. Expanded present Greater Noida SEZ facility to add 350 seats to cater to the growth.

Focus for 2019:

- Leverage digital offerings for profitable growth
- Partnering Customer for their digital transformation using cutting edge technologies
- Maintain discipline in execution to enhance margins
- Strong balance sheet to invest for future growth

Kumar Gaurav

AVP Finance & Accounts

Tel # 0120 - 4082650

Email: kumar.gaurav@rsystems.com

Nand Sardana

Chief Financial Officer

Tel # 0120 – 4303506

Email: nand.sardana@rsystems.com

Bhasker Dubey

Company Secretary &
Compliance Officer

Tel # 0120 - 4082633

Email: bhasker.dubey@rsystems.com

Thank You
for your Support