



Analytical Review of Q3-2014 Results



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Financial Highlights – 50% increase in nine months profits



Q3-2014

- Revenue Rs 168.51 crores (US\$ 27.81 mn). YoY increase 5.04% and QoQ increase 4.88 %.
- EBITDA Rs 26.87 crores (US\$ 4.43 mn). YoY decrease 6.43 % and QoQ increase 19.78 %.
- PAT Rs 18.21 crores (US\$ 3.00 mn). YoY increase 0.86 % and QoQ increase 30.75 %.

Jan to Sep 30, 2014

- Revenue Rs 485.45 crores (US\$ 79.97 mn). YoY increase of 12.76%.
- EBITDA Rs 67.96 crores (US\$ 11.20 mn). YoY increase of 37.69%
- PAT Rs 46.50 crores (US\$ 7.66 mn.). YoY increase of 50.35%

Others

- Share Holder Funds Rs 237.30 crores or US\$ 38.42 mn.
- Cash and bank balances Rs 116.98 crores or US\$ 18.94 mn.
- Divestment of onsite European BPO business to improve our focus on core business besides adding significantly to shareholders' value
- Declared third interim dividend of Re 0.90 per share (90% of par value of Re 1/-).

- Telecom & Digital Media is the largest industry vertical with 32.7% share of revenues followed by BFSI which accounts for 15.3%.
- Added about 100 associates during the quarter.
- Added 5 key customers during the quarter.
- 145 plus active customers including 25 customers having annual revenue above US\$ one million on Run Rate Basis.
- Maintaining healthy utilization level of 75%.
- Volumes growth coupled with discipline in execution and higher license revenue led to improved margins.

Financial Performance – Q3 2014



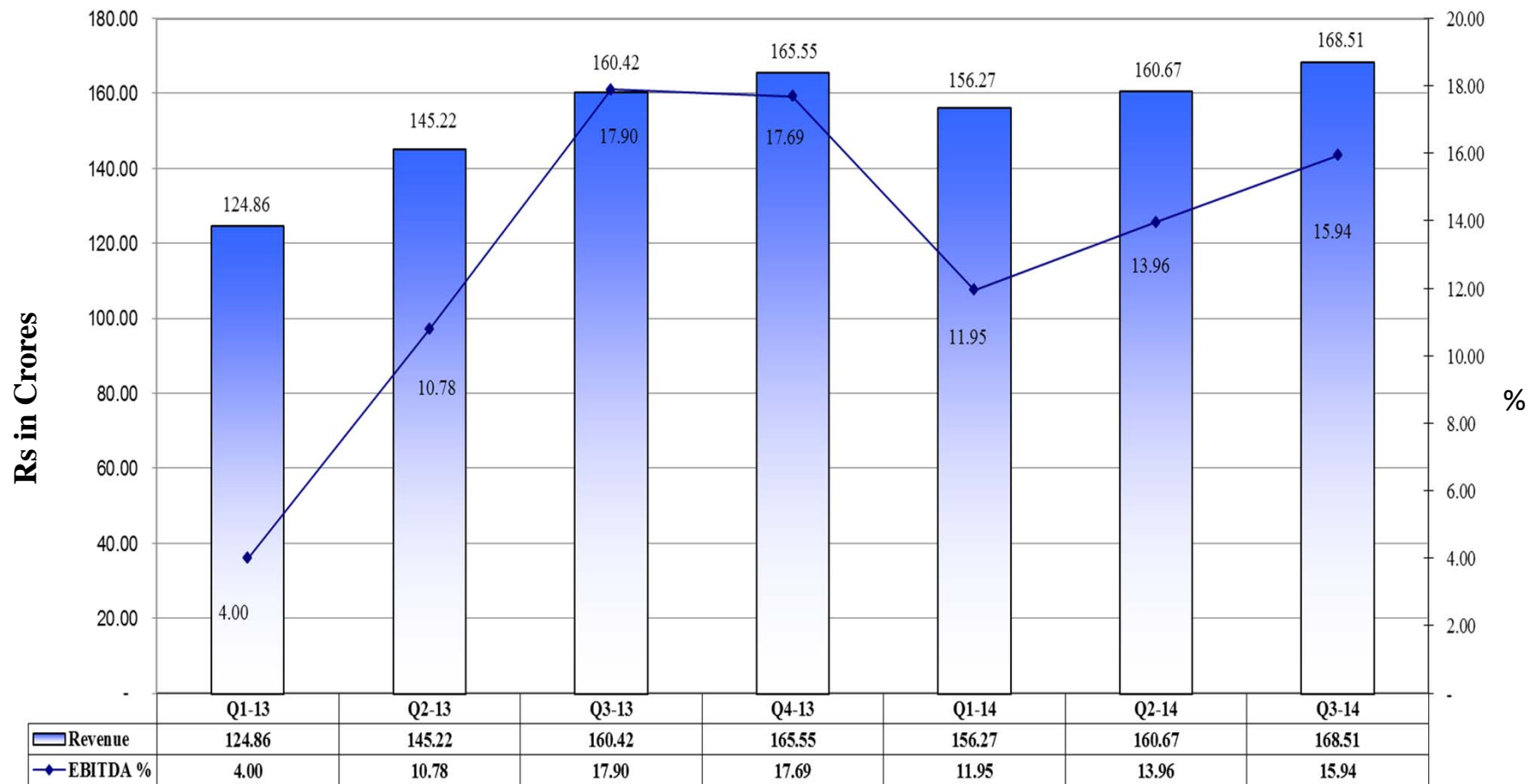
(Figures in mn, except per share data)

	Q3 2014		Q3 2013		Q2 2014	
	INR	US\$	INR	US\$	INR	US\$
Revenues	1,685.15	27.81	1,604.23	25.89	1,606.68	26.85
Cost of revenues	1,047.14	17.28	977.10	15.66	1,021.48	17.08
Gross margin	638.01	10.53	627.13	10.23	585.20	9.77
SG & A	<i>37.86%</i>		<i>39.09%</i>		<i>36.42%</i>	
Expenses	369.36	6.10	340.03	5.38	360.92	6.03
	<i>21.92%</i>		<i>21.20%</i>		<i>22.46%</i>	
EBITDA	268.65	4.43	287.10	4.85	224.28	3.74
	<i>15.94%</i>		<i>17.90%</i>		<i>13.96%</i>	
Depreciation and amortization	28.48	0.47	26.47	0.43	28.37	0.47
Income from operations	240.17	3.96	260.63	4.42	195.91	3.27
Interest expense	(0.26)	(0.00)	(0.28)	(0.00)	(0.22)	(0.00)
Other income (net)	40.69	0.67	(11.50)	(0.21)	13.95	0.24
Income before income tax	280.60	4.63	248.85	4.21	209.64	3.51
Income tax expense	98.50	1.63	68.31	1.16	70.37	1.18
Net earnings	182.10	3.00	180.54	3.05	139.27	2.33
Earnings per share (Face value of Re. 1/- each)						
Basic	1.43	0.02	1.43	0.02	1.09	0.02
Diluted	1.43	0.02	1.43	0.02	1.09	0.02

Movement in Gross Margin % Q3-14 Vs Q2-14

Gross Margin % in Q2-14	36.42
Increase in licensing revenue	0.77
Increase in utilization	0.59
Impact of rupee depreciation	0.08
Gross Margin % in Q3-14	37.86

Revenues and Margins, Historical Trend



Key Balance Sheet Data



Rupees in Crores except "DSO"

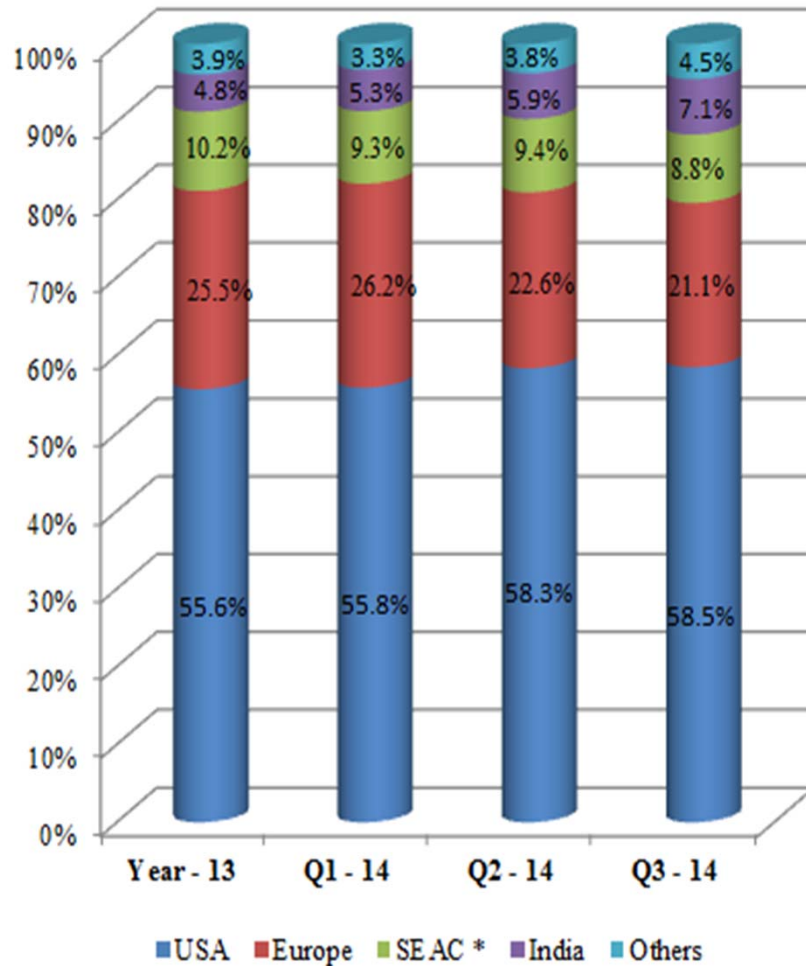
	As at Sep 30, 2014	As at June 30, 2014
Share Holders' Funds	237.30	237.39
Receivables	112.19	119.98
Receivables in days "DSO"	52	52
Cash & Bank *	116.98	99.51
Fixed Assets	44.70	45.93

* Including investments in debt mutual funds and fixed deposits

Quarterly Revenue Break-Down

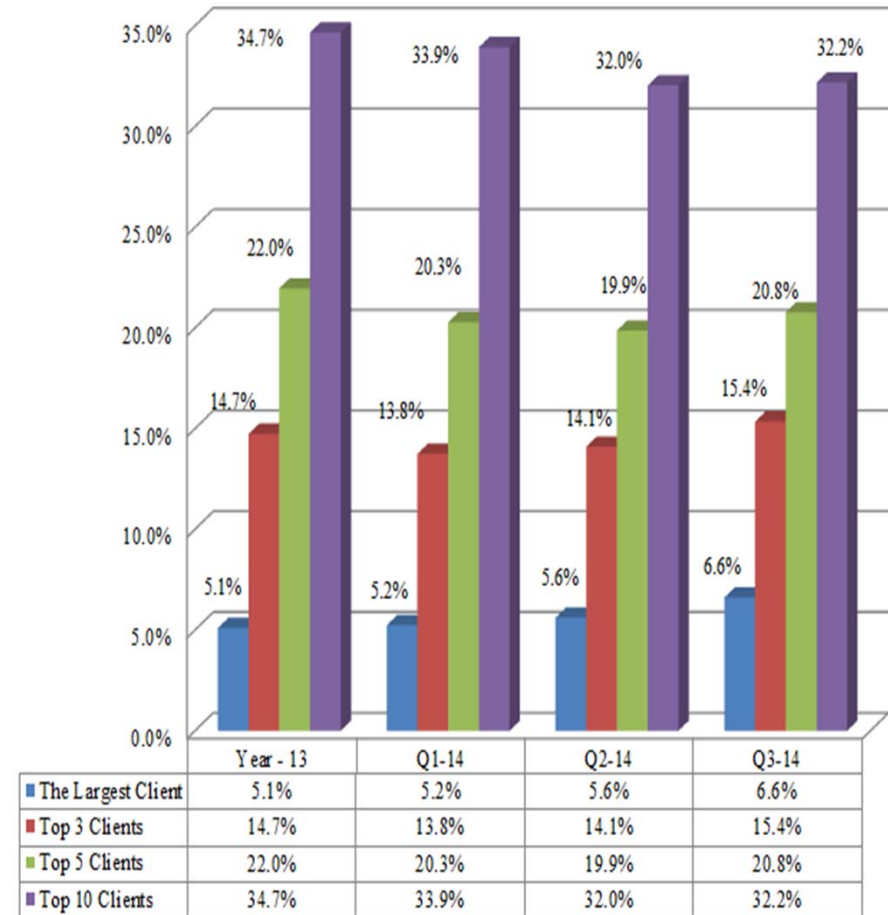


By Geography

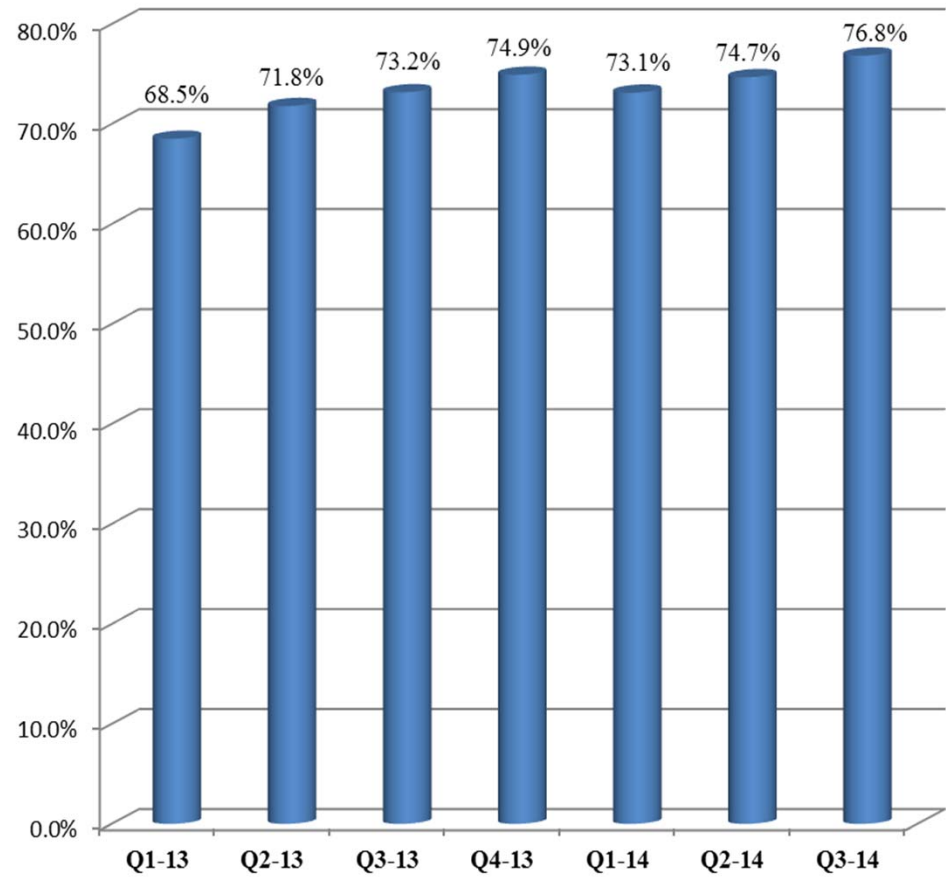
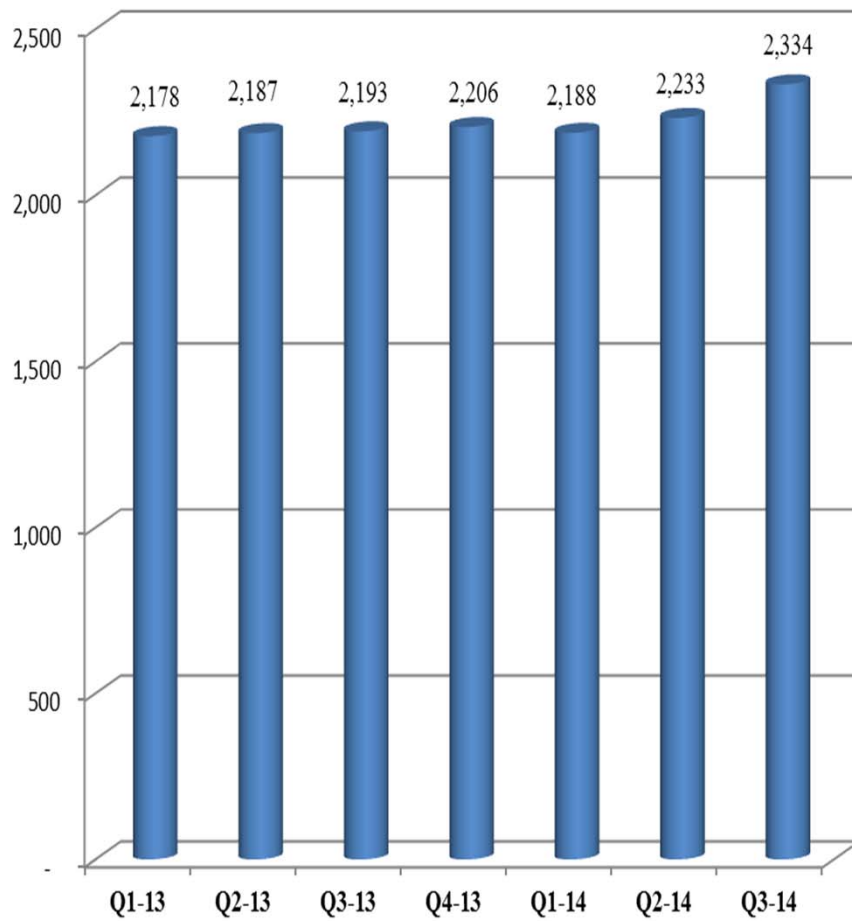


* South East Asian Countries

Client Concentration



Billable Head Counts and Utilization



Summing Up and Looking Ahead



- First Nine month for 2014 results have been good, specially the 50% plus growth in the net profits.
- We are improving our branding and marketing efforts for highlighting our strengths in key verticals to accelerate the future growth.
- Strategic Focus :
 - Realigning towards the core IT Services business;
 - Partnering with customers to offer innovative and end to end services and solutions;
 - Discipline in execution to maintain utilization level along with customer satisfaction;
 - Maintain strong balance sheet to invest for future growth.

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**Thank You
For Your Support**