



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 – Q1 2019 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.”**

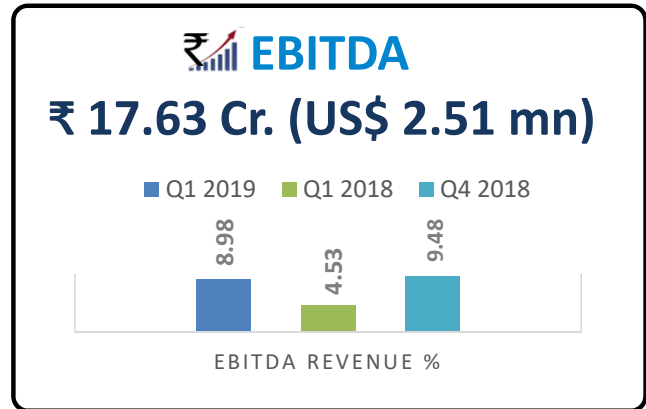
**₹ Revenue**  
**₹ 196.30 Cr. (US\$ 27.91 mn)**

**QoQ Increase**      **YoY Increase**

**2.00%**      **28.97%**  
**(4.00% in US\$)**      **(18.08% in US\$)**

**Key Wins Q1-19**

**5**



**₹ Net Profit after Taxes**  
**₹ 12.38 Cr. (US\$ 1.76 mn)**

**Earnings Per Share**

**₹ 1.00**

**Share Holder' Funds#**

**₹ 332.71 Cr.**

**\$ 48.11 mn**

**Cash Balance #**

**₹ 200.26 Cr.**

**\$ 28.96 mn**

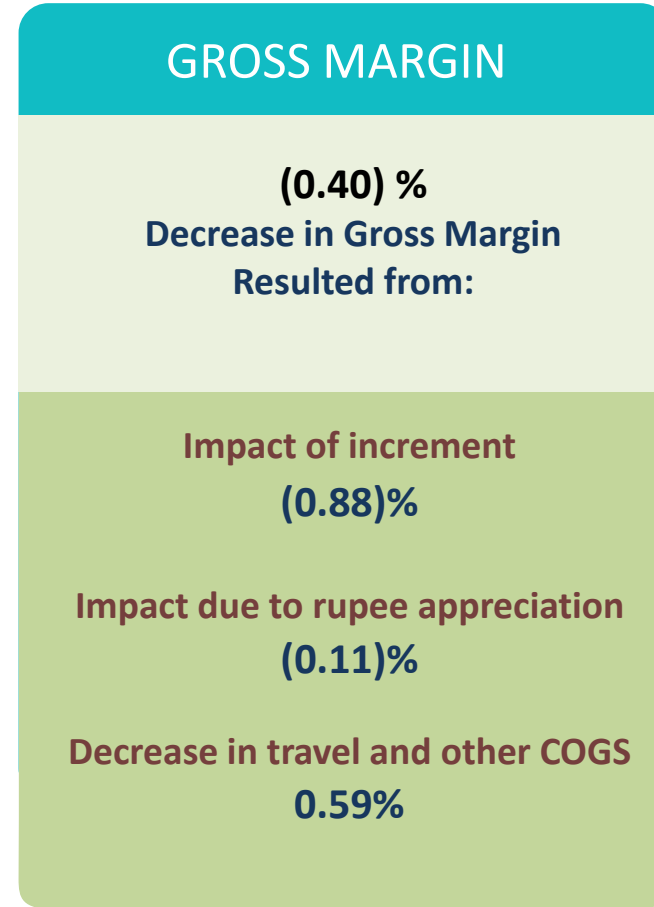
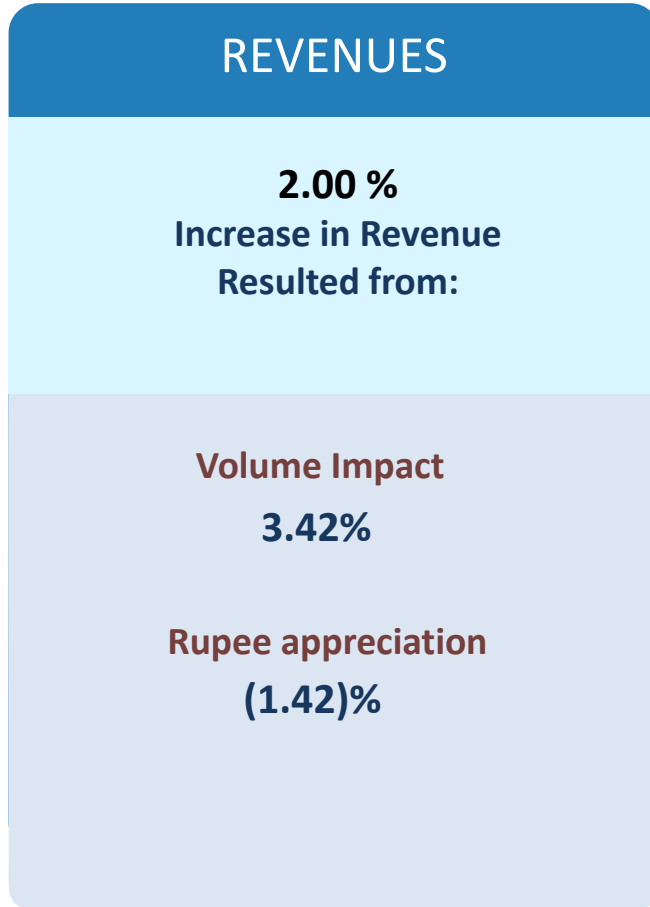
# Before buyback of Rs. 23.99 Cr.

- ✓ Reported INR Revenue of 196 Cr. in Q1 2019 with 29% yoy growth. Revenue growth is driven by strong demand for digital services coupled with Innovizant acquisition.
- ✓ Digital Revenue contributes > 40% .
- ✓ Serving 26 customers having million dollar plus revenue on run rate basis.
- ✓ Net Addition of 100 associates during Q1 2019.
- ✓ Expanded our Greater Noida SEZ facility with 28,000 sq. ft.
- ✓ Margins have improved compared to first quarter of earlier years despite the salary raises and rupee appreciation.

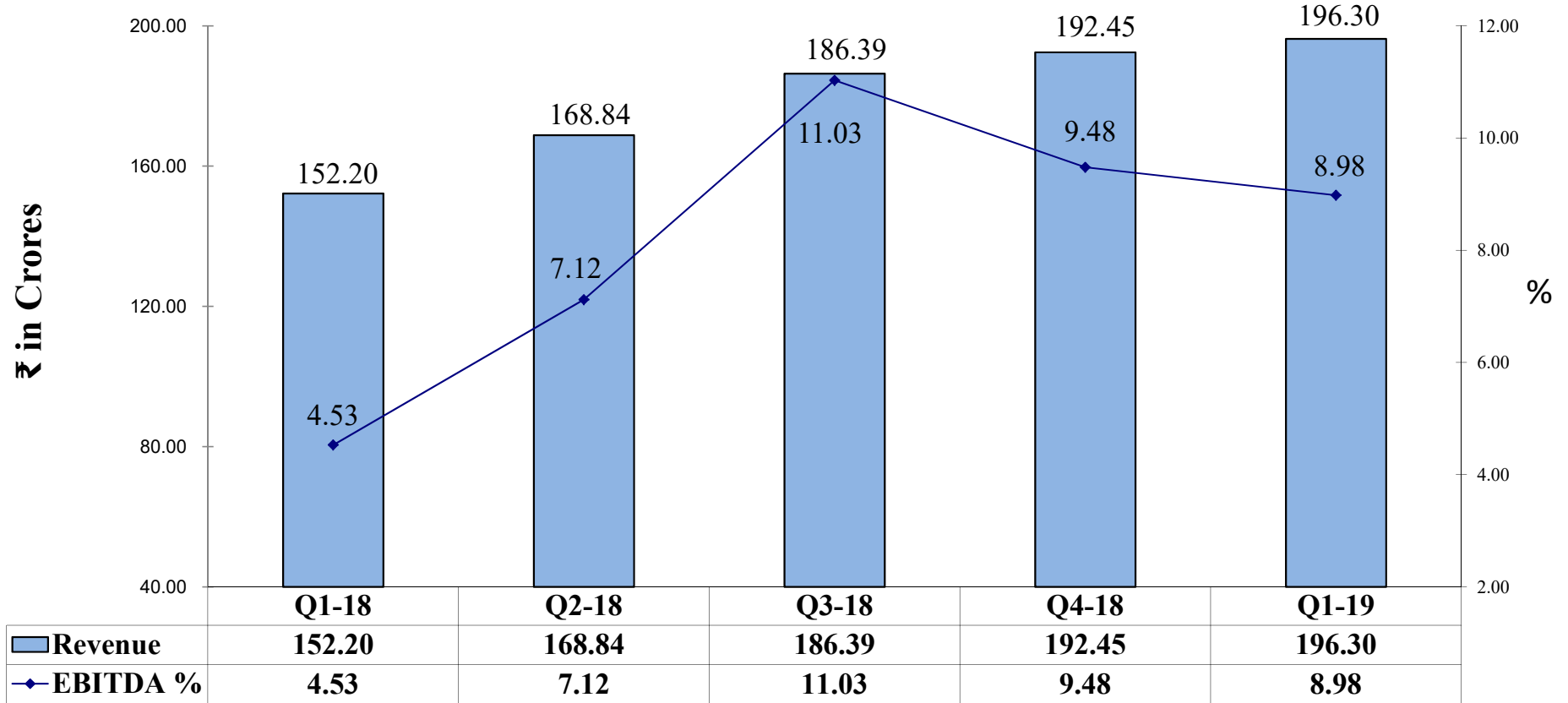
## // Financial Performance – Contribution Analysis – Q1 2019

(Figures in mn)

Particulars	Q1 2019		Q1 2018		Q4 2018	
	INR	US\$	INR	US\$	INR	US\$
<b>Revenues</b>	<b>1,962.99</b>	<b>27.91</b>	<b>1,522.03</b>	<b>23.64</b>	<b>1,924.53</b>	<b>26.84</b>
Cost of revenues	1,302.19	18.51	1,059.68	16.46	1,269.06	17.68
<b>Gross margin</b>	<b>660.80</b>	<b>9.40</b>	<b>462.35</b>	<b>7.18</b>	<b>655.47</b>	<b>9.16</b>
	33.66%		30.38%		34.06%	
SG & A Expenses	484.52	6.89	393.46	6.11	473.06	6.59
	24.68%		25.85%		24.58%	
<b>EBITDA</b>	<b>176.28</b>	<b>2.51</b>	<b>68.89</b>	<b>1.07</b>	<b>182.41</b>	<b>2.57</b>
	8.98%		4.53%		9.48%	
Depreciation and amortization	43.05	0.62	32.90	0.51	34.53	0.48
<b>Income from operations</b>	<b>133.23</b>	<b>1.89</b>	<b>35.99</b>	<b>0.56</b>	<b>147.88</b>	<b>2.09</b>
Interest expense	(3.80)	(0.05)	(0.72)	(0.01)	(0.58)	(0.01)
Other income (net)	59.19	0.84	19.80	0.31	177.17	2.59
<b>Income before income tax</b>	<b>188.62</b>	<b>2.68</b>	<b>55.07</b>	<b>0.86</b>	<b>324.47</b>	<b>4.67</b>
Income tax expense	64.80	0.92	16.56	0.26	64.51	0.93
<b>Net earnings</b>	<b>123.82</b>	<b>1.76</b>	<b>38.51</b>	<b>0.60</b>	<b>259.96</b>	<b>3.74</b>



# // Big Picture – Revenue & EBITDA %age



## // Consolidated Key Balance Sheet Data

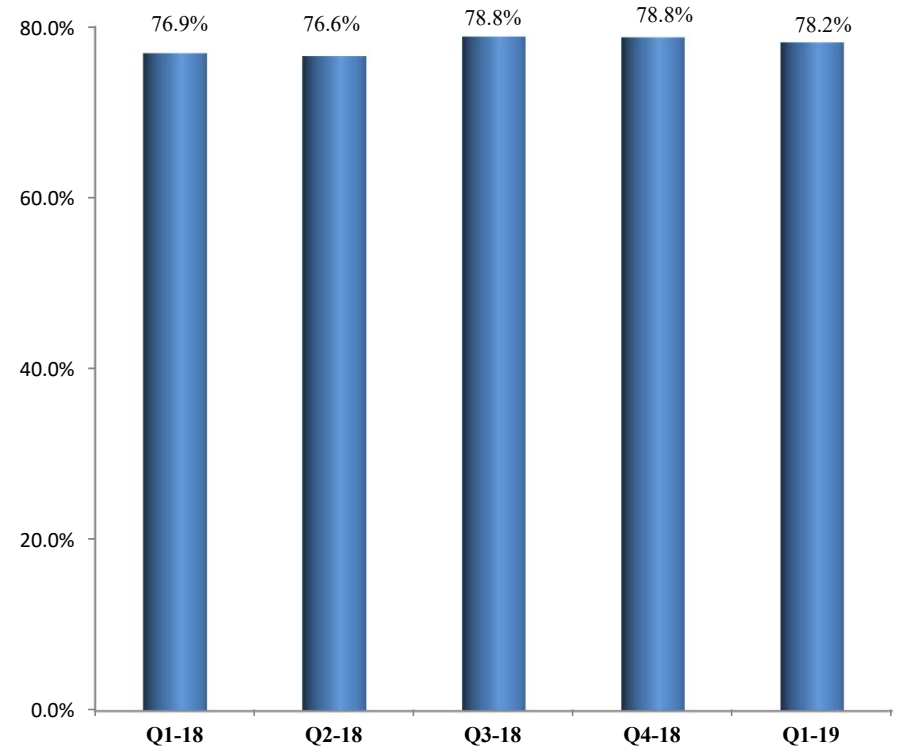
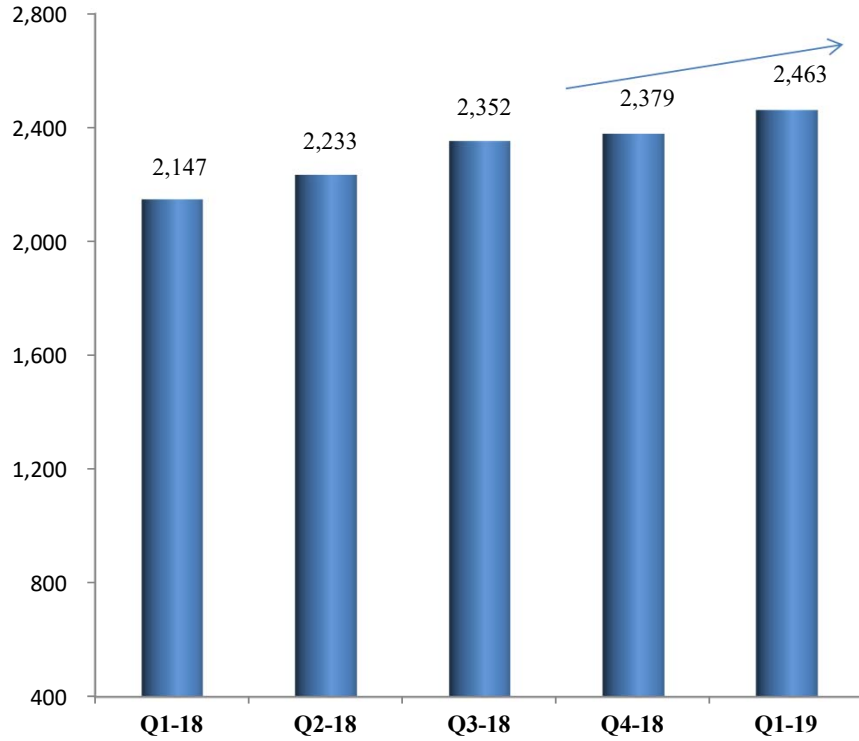
₹ in Crores except "DSO"

Particulars	As at Mar 31, 2019	As at Dec 31, 2018
Share Holders' Funds #	332.71	322.90
Receivables	133.26	136.55
Receivables in days "DSO" for the quarter	62	63
Cash balance #	200.26	199.84

# Before buyback of Rs. 23.99 crores.

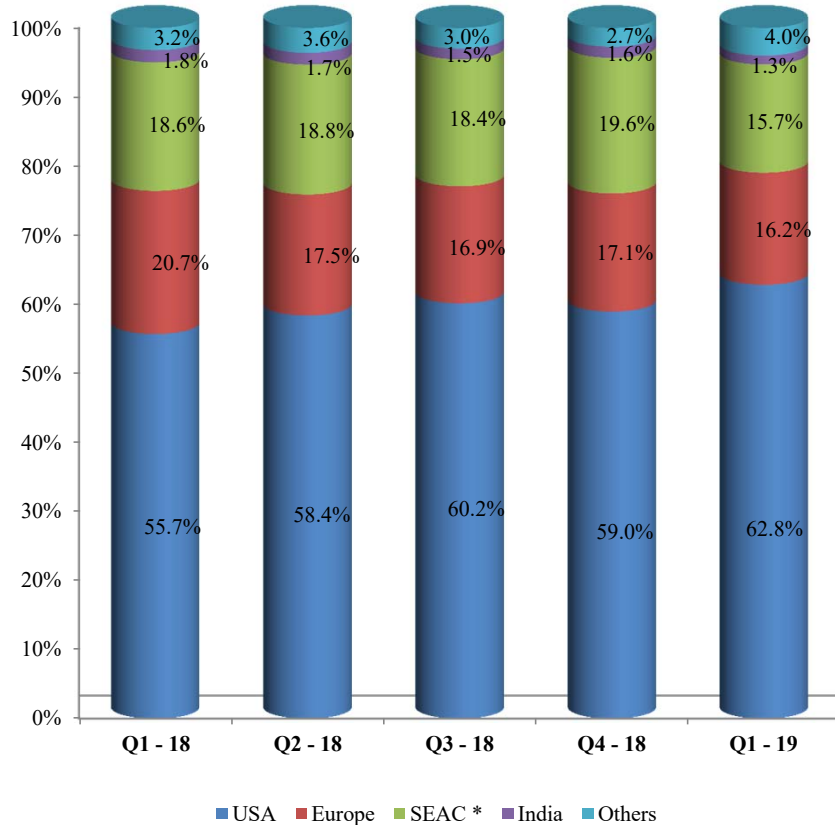


# // Billable Head Counts and Utilization



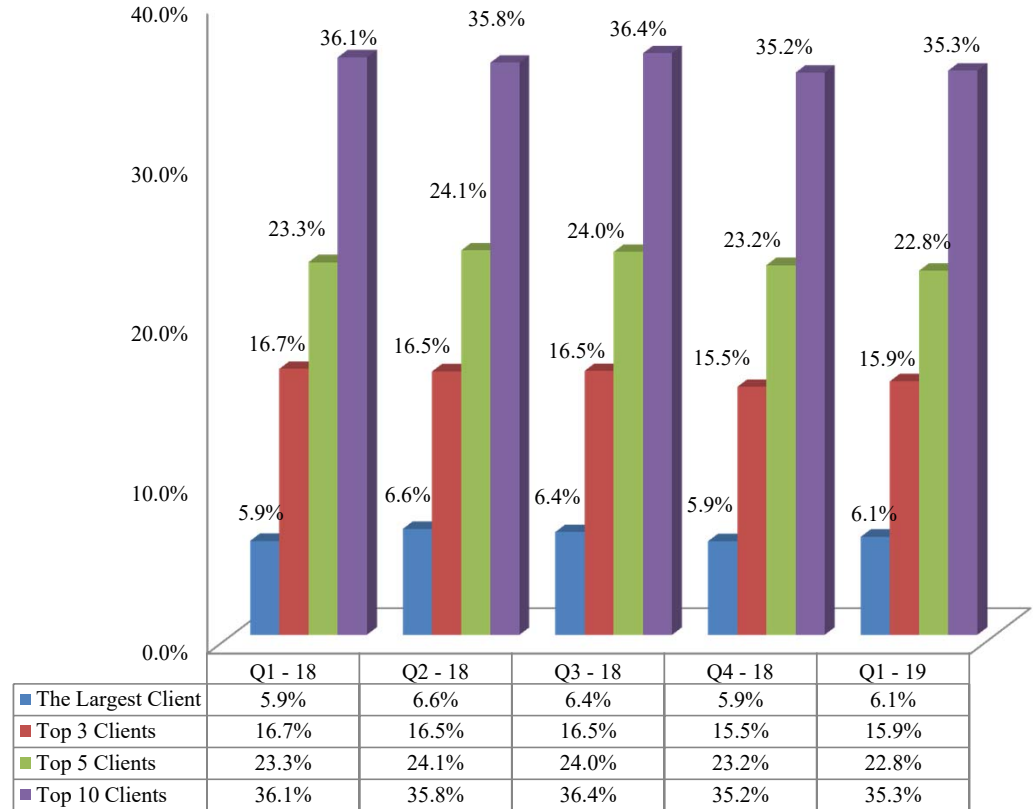
# // Revenue Breakdown

## By Geography



\* South East Asian Countries

## Client Concentration



Promising start for Year 2019 with robust yoy revenue growth.

Our investment in digital technologies and sales & marketing activities is yielding visible results.

Scope to improve margins through growth momentum and discipline in execution.

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

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Thank You  
for your Support