

#YourDigitalTransformationPartner

Analytical Review - Q1 2020 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

₹ 209.26 Cr. (US\$ 28.91 mn)

QoQ decrease

YoY Increase



(1.70)%

[(3.63)% in US\$]



6.60%

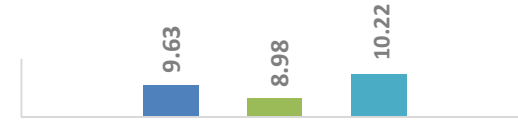
[3.59% in US\$]



EBITDA#

₹ 20.14 Cr. (US\$ 2.78 mn)

■ Q1 2020 ■ Q1 2019 ■ Q4 2019



EBITDA REVENUE %

Post Ind-AS 116 Adoption for Q1-20



Net Profit after Taxes

₹ 9.53 Cr. (US\$ 1.32 mn)

Earnings Per Share

₹ 0.80

Key Wins Q1-20

5

Share Holder Funds

₹ 349.66 Cr.

\$ 46.21 mn

Cash and Bank Balances

₹ 217.79 Cr.

\$ 28.78 mn

- ✔ Reported 7% YoY growth supported by continued traction in product engineering & digital offerings
- ✔ Started witnessing softness in demand towards end of Q1-2020 due to global lockdown
- ✔ WFH has been productive in ensuring safe working with seamless services to customers
- ✔ Digital contributes over 40% of revenues
- ✔ Served 25 million dollar plus customers on run rate basis including 5 accounts contributing dollar three million plus revenues
- ✔ Q1-2020 Margins impacted by salary raises and conservative AR provisions as offset by rupee depreciation
- ✔ Profit after tax was impacted by impacted by M2M loss of Rs 6.85 crores on restatement of forward covers

Financial Performance – Contribution Analysis – Q1 2020



(Figures in mn)

Particulars	Q1 2020		Q1 2019		Q4 2019	
	INR	US\$	INR	US\$	INR	US\$
Revenues	2,092.62	28.91	1,962.99	27.91	2,128.71	30.01
Cost of revenues	1,359.47	18.78	1,302.19	18.51	1,361.51	19.18
Gross margin	733.15	10.13	660.80	9.40	767.20	10.83
SG & A	35.04%		33.66%		36.04%	
Expenses	531.72	7.35	484.52	6.89	549.65	7.75
	25.41%		24.68%		25.82%	
EBITDA #	201.43	2.78	176.28	2.51	217.55	3.08
	9.63%		8.98%		10.22%	
Depreciation and amortization	65.74	0.91	43.05	0.62	16.11	0.23
EBIT	135.69	1.87	133.23	1.89	201.44	2.85
Interest expense	(12.56)	(0.17)	(3.80)	(0.05)	(3.37)	(0.05)
Other income (net)	(12.14)	(0.17)	59.19	0.84	30.89	0.44
Income before income tax	110.99	1.53	188.62	2.68	228.96	3.24
Income tax expense / (credit)	15.67	0.21	64.80	0.92	(3.35)	(0.05)
Net earnings	95.32	1.32	123.82	1.76	232.31	3.29

REVENUES

(1.70) %
Decrease in Revenue
Resulted from:

Decrease in sale of third party Solutions

(2.69) %

Volume Impact

(0.50) %

Rupee Depreciation

1.49 %

GROSS MARGIN

(1.00) %
Decrease in Gross Margin
Resulted from:

Decrease in Utilization

(1.24)%

Salary Increment

(0.83)%

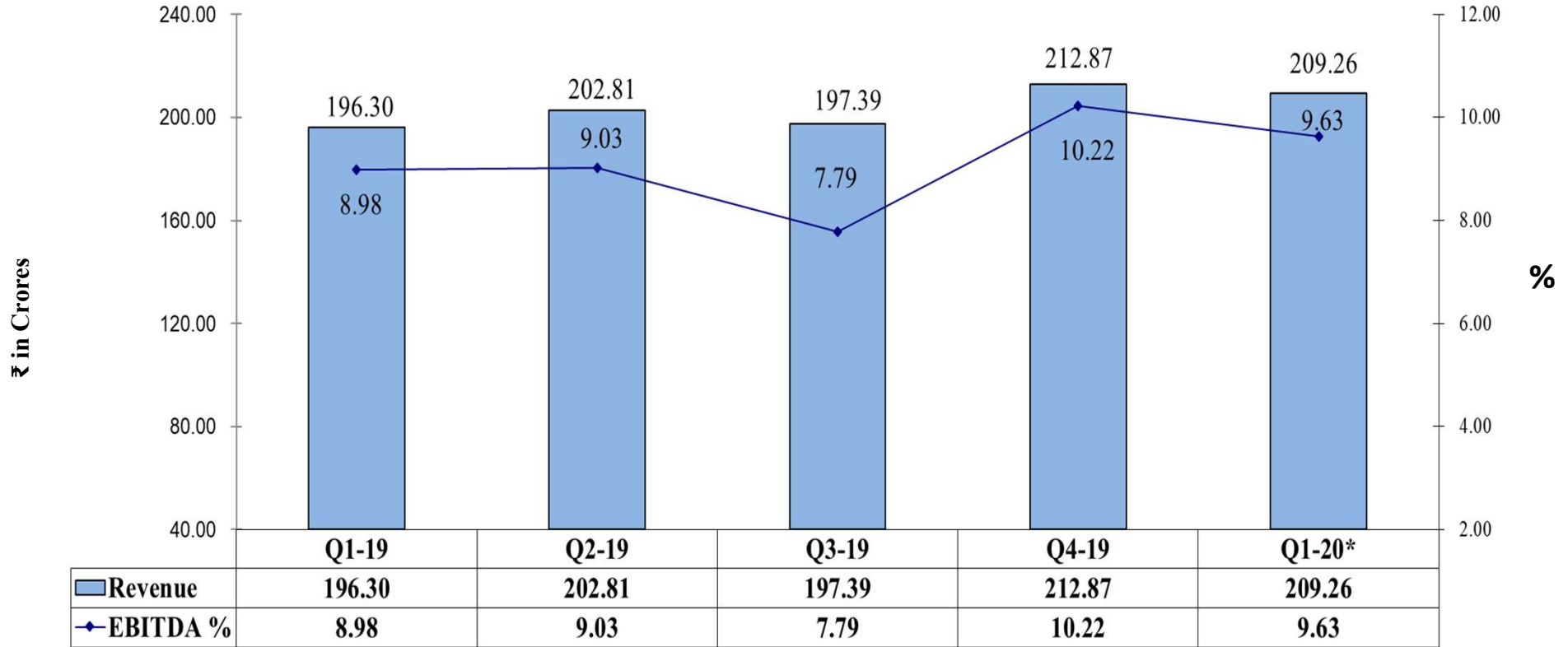
Rupee Depreciation

0.46%

Reduction in sale of third party
solutions

0.61%

Big Picture – Revenue & EBITDA %age



Post Ind-AS 116 Adoption for Q1-2020

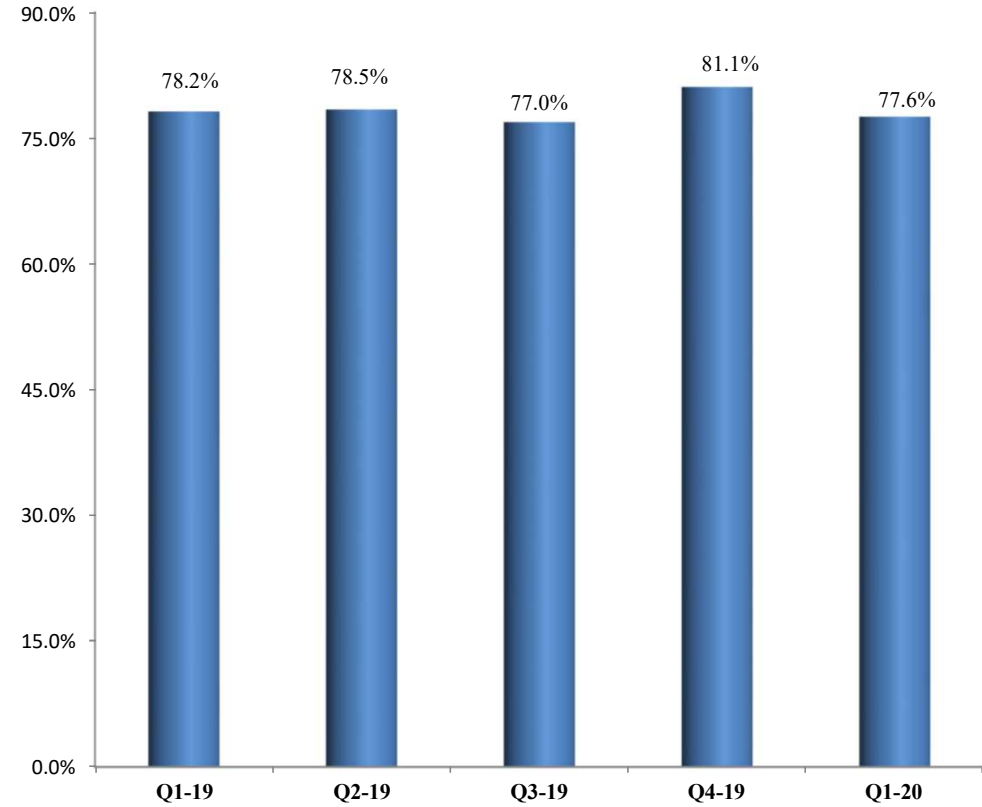
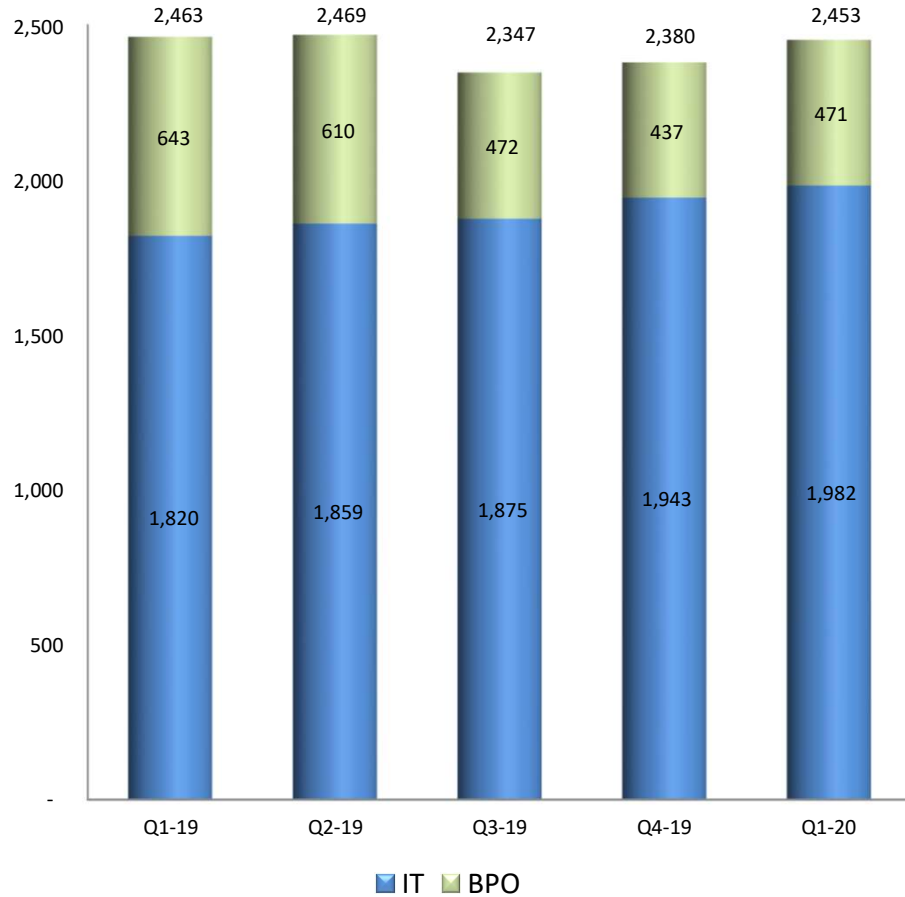
Strong Balance Sheet – Supporting Liquidity & Growth



₹ in Crores except "DSO"

Particulars	As at	
	Mar 31, 2020	Dec 31, 2019
Share Holders' Funds	349.66	338.23
Cash and bank balance	217.79	199.92
Receivables	142.93	132.40
Receivables in days "DSO" for the quarter	57	53

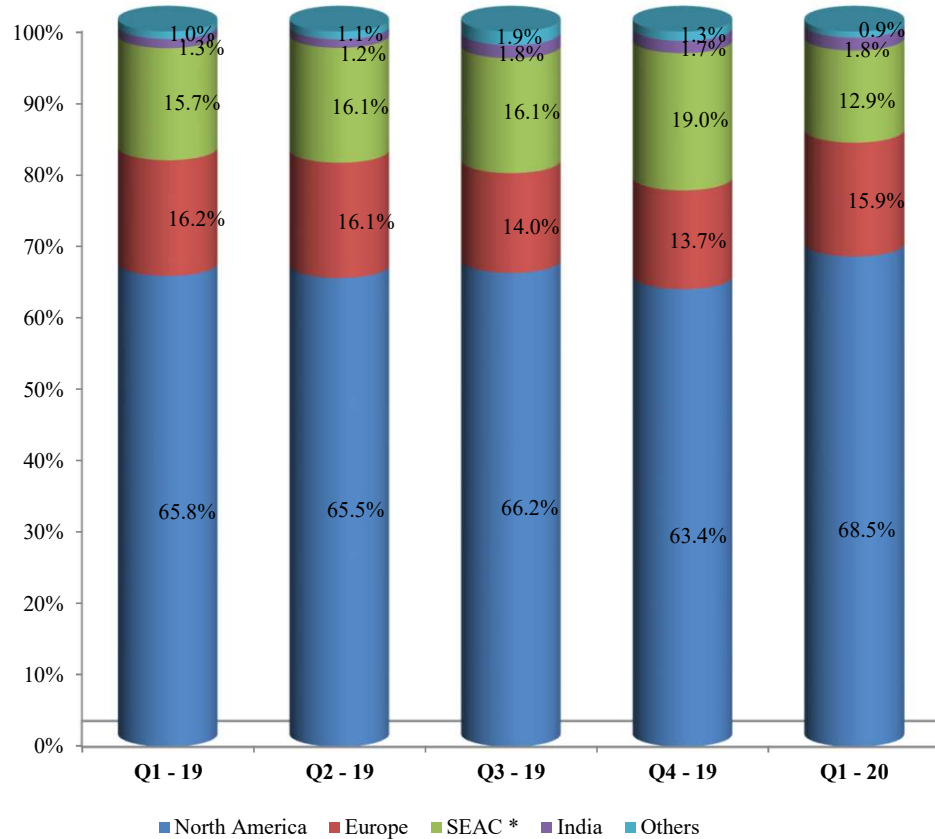
Billable Head Counts and Utilization



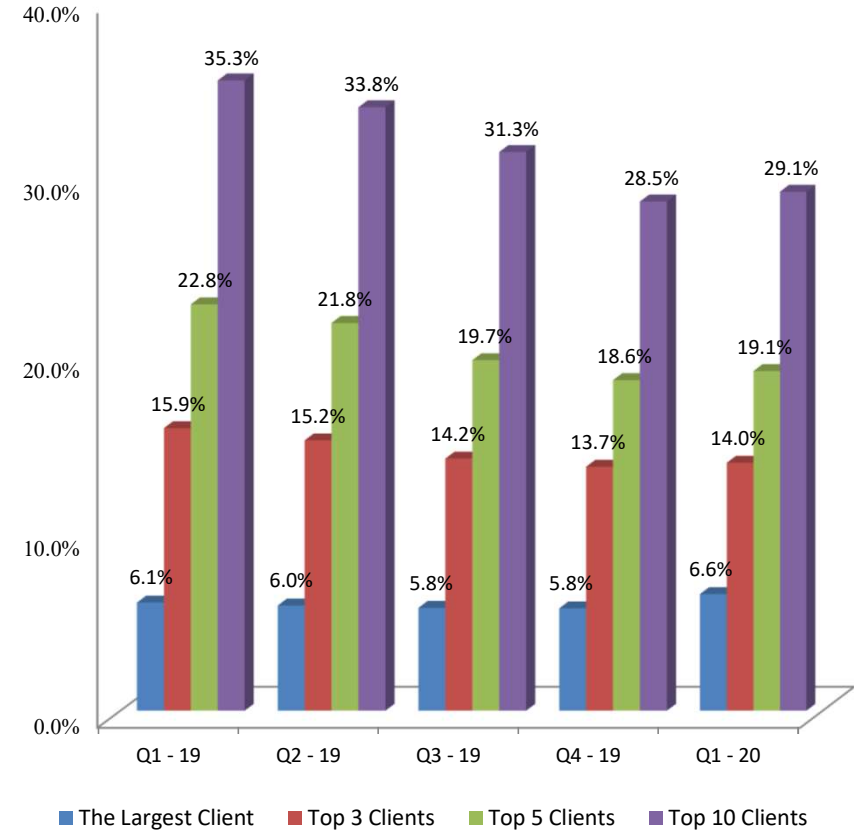
Quarterly Revenue Breakdown



By Geography



Client Concentration



* South East Asian Countries

Softness in demand will impact FY 2020 revenue & margins

Product engineering and digital offerings are supporting address near term challenges

Rupee depreciation is also helping to defend our margins

Financial stimulus by various Govts like USA and Singapore will support the businesses

Present Focus for 2020:

- ✓ Ensure safe and reliable operations for all stakeholders
- ✓ Partnering with customers and continue to navigate their digital transformations
- ✓ Protect margins by discipline in execution and other cost saving measures
- ✓ Maintain strong balance sheet to support liquidity and future growth

Nand Sardana

Chief Financial Officer

Tel # 0120 – 4303506

Email: nand.sardana@rsystems.com

Kumar Gaurav

AVP Finance & Accounts

Tel # 0120 - 4082650

Email: kumar.gaurav@rsystems.com

Bhasker Dubey

Company Secretary &
Compliance Officer

Tel # 0120 - 4082633

Email: bhasker.dubey@rsystems.com

Thank You
for your Support