

Analytical Review – Q2 2020 Results



Disclaimer

“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.”

Key Highlights Q2 2020



Revenue

₹ 210.38 Cr (US\$ 27.89 mn)

QoQ

+ve 0.54%

[-ve 3.56 % in US\$]

YoY

+ve 3.73%

[-ve 4.42% in US\$]



EBITDA

₹ 23.11 Cr (US\$ 3.07 mn)

■ Q2 2020

■ Q2 2019

■ Q1 2020



EBITDA REVENUE %



Net Profit after Taxes

₹ 16.13 Cr (US\$ 2.15 mn)

Earnings Per Share

₹ 1.35

Key Wins Q2-20

5

Share Holder Funds

₹ 368.03 Cr (\$ 48.74 mn)

Cash Balances

₹ 235.04 Cr (\$ 31.13 mn)

Key Highlights (Continues....)

- ✓ Witnessed good traction towards digital services and solutions using RPA, cloud, IOT, mobility, and analytics
- ✓ WFH has been productive in ensuring safe working with seamless services to customers
- ✓ Digital offerings continue to contribute over 40% of revenues
- ✓ Served 26 million dollar plus customers on run rate basis including 4 accounts contributing dollar three million plus revenues
- ✓ Margins improvement resulting from efficient WFH operations, cost saving measures and rupee depreciation

Financial Performance – Contribution Analysis – Q2 2020

(Figures in mn)

Particulars.	Q2 2020		Q2 2019		Q1 2020	
	INR	US\$	INR	US\$	INR	US\$
Revenues	2,103.84	27.89	2,028.11	29.17	2,092.62	28.91
Cost of revenues	1,349.22	17.88	1,320.38	19.00	1,359.47	18.78
Gross margin	754.62	10.01	707.73	10.17	733.15	10.13
	35.87%		34.90%		35.04%	
SG & A						
Expenses	523.54	6.94	524.57	7.54	531.72	7.35
	24.89%		25.87%		25.41%	
EBITDA	231.08	3.07	183.16	2.63	201.43	2.78
	10.98%		9.03%		9.63%	
Depreciation and amortization	66.16	0.88	44.56	0.63	65.74	0.91
EBIT	164.92	2.19	138.60	2.00	135.69	1.87
Interest expense	(14.76)	(0.20)	(4.20)	(0.06)	(12.56)	(0.17)
Other income (net)	39.41	0.54	28.05	0.40	(12.14)	(0.17)
Income before income tax	189.57	2.53	162.45	2.34	110.99	1.53
Income tax expense	28.29	0.38	46.40	0.67	15.67	0.21
Net earnings	161.28	2.15	116.05	1.67	95.32	1.32

Revenue & Gross Margins Analysis – Q2 2020

REVENUES

0.54 %

**Increase in Revenue
Resulted from:**

Rupee depreciation

2.69 %

Volume Impact

(2.15) %

GROSS MARGIN

0.83 %

**Increase in Gross Margin
Resulted from:**

Lesser travel & BPO CABS

1.13 %

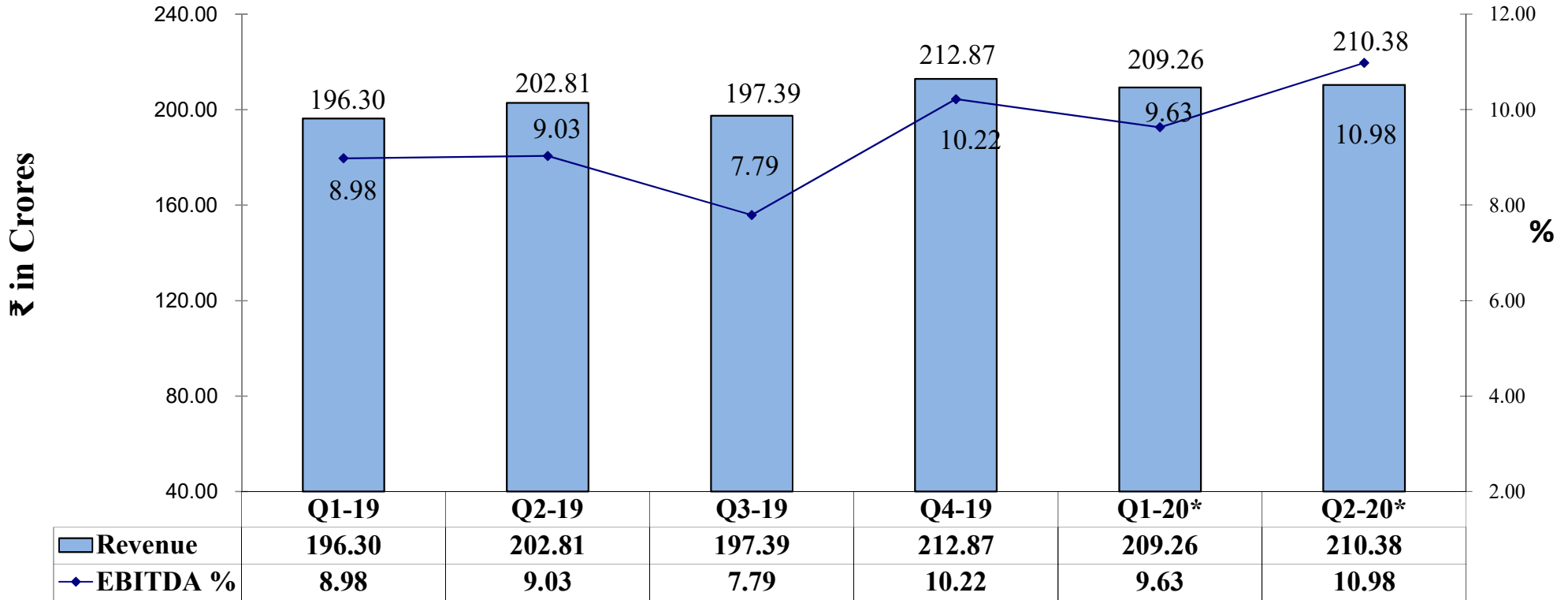
Rupee Depreciation

0.60 %

Volume Impact

(0.90) %

Big Picture – Revenue & EBITDA %age



* Post Ind-AS 116 Adoption

Strong Balance Sheet – Supporting Liquidity & Growth

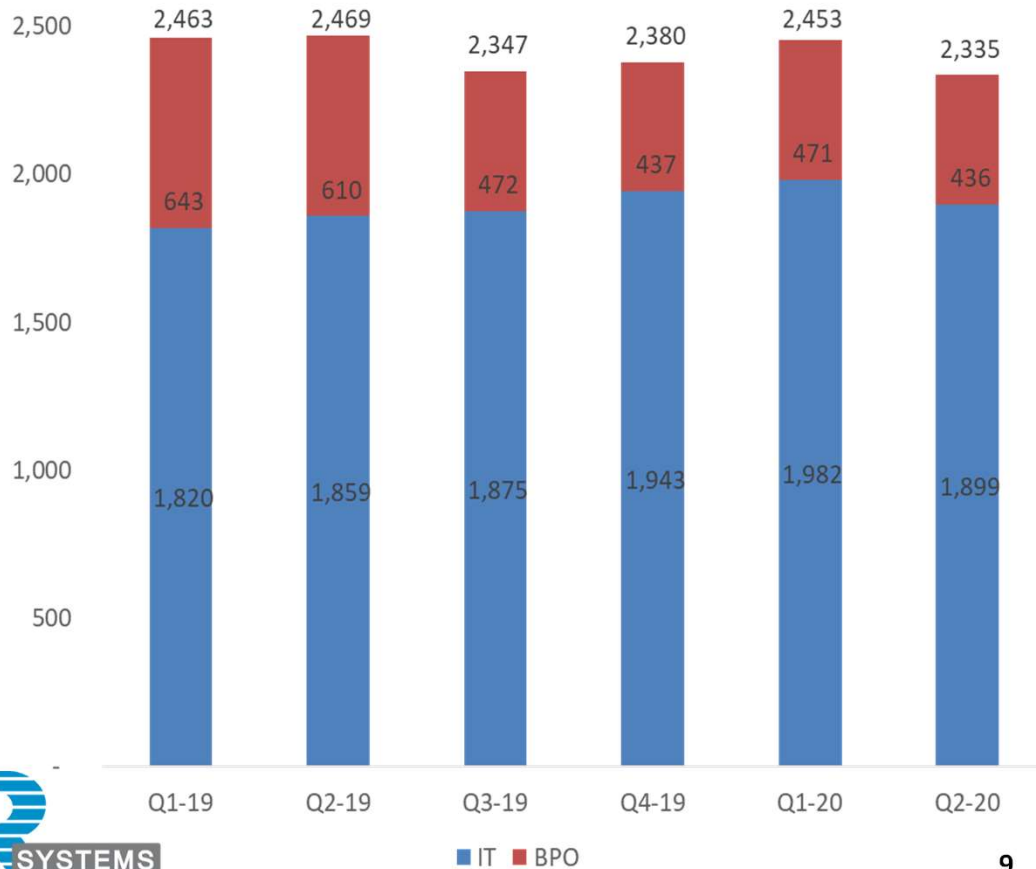
₹ in Cr., except “DSO”

Key Balance Sheet Data	As At	
	Jun 30, 2020	Dec 31, 2019
Receivable	137.85	132.40
Receivable in days (“DSO”)	62	53
Cash & bank balance #	235.04	198.60
Shareholders’ funds	368.03	338.23

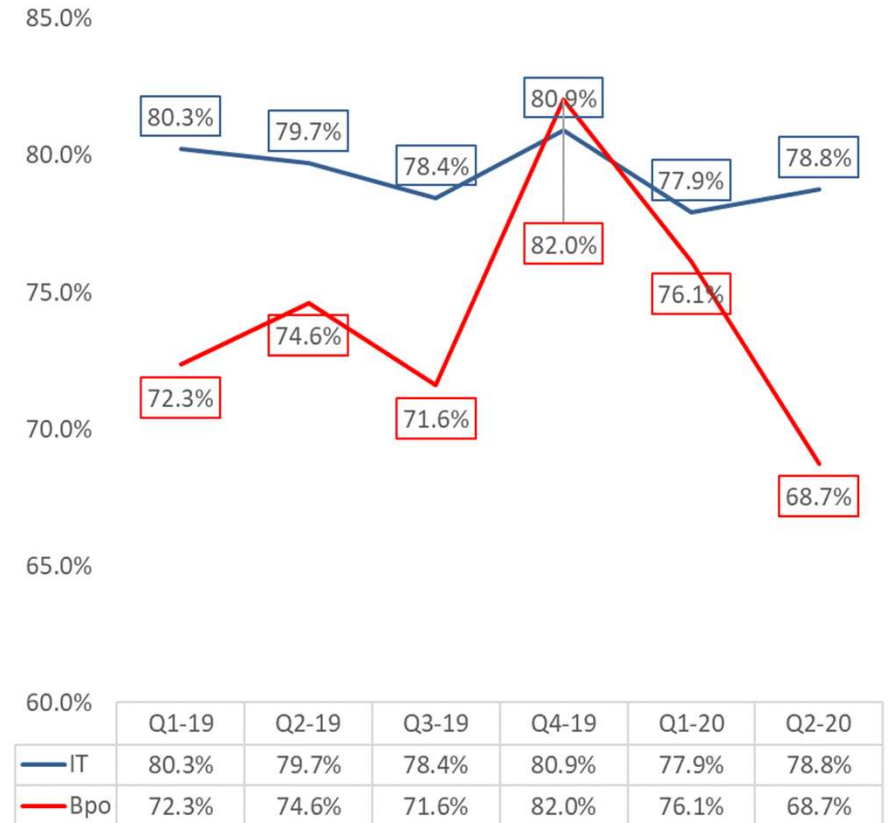
Net of Debt.

Billable Head Counts and Utilization

Head Count

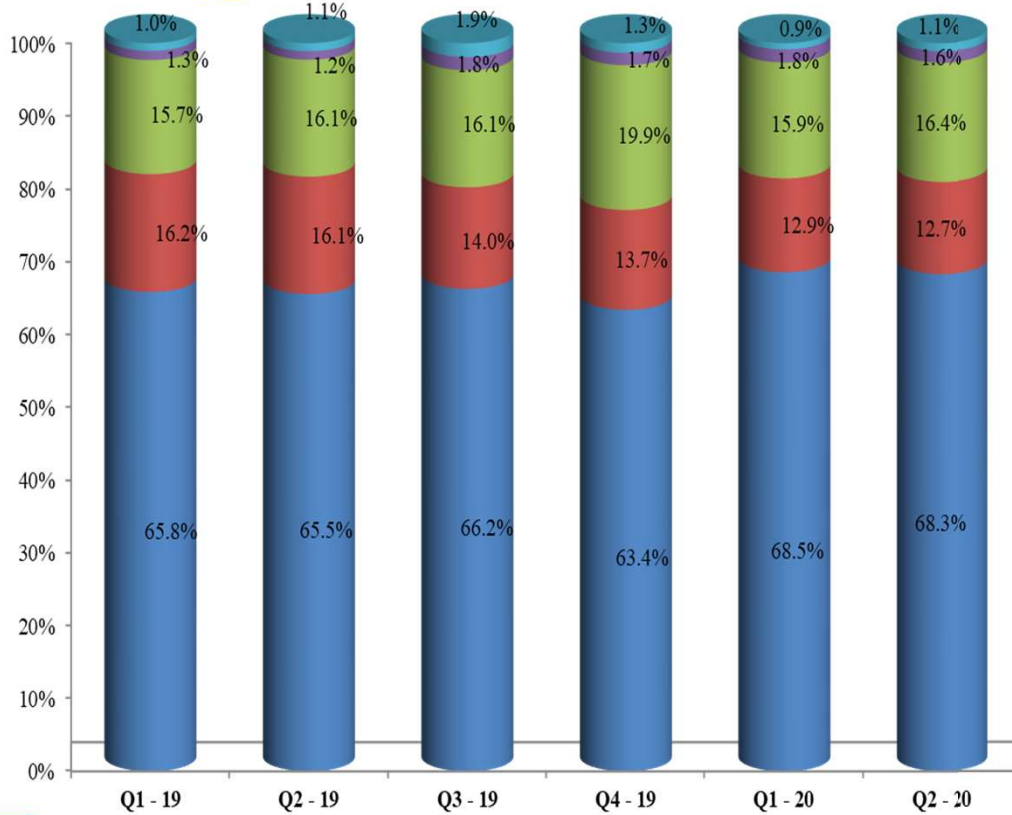


Utilization

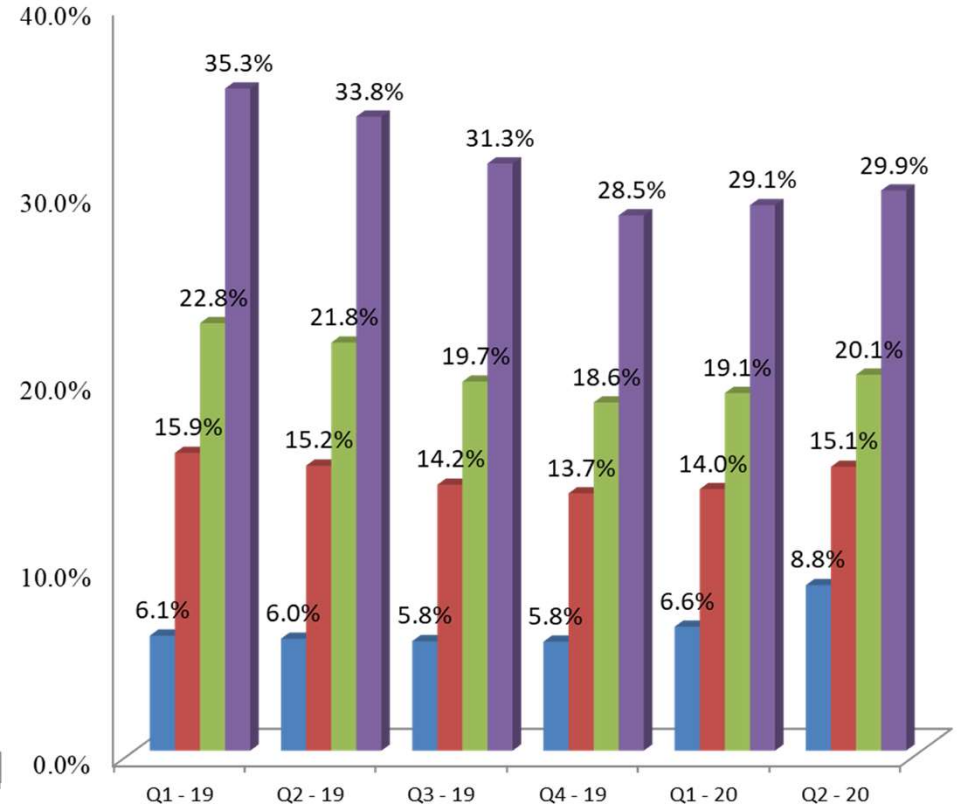


Quarterly Revenue Breakdown

By Geography



Client Concentration



■ North America
 ■ Europe
 ■ SEAC*
 ■ India
 ■ Others
 * South East Asian Countries



Summing Up and Looking Ahead

Started June 2020, we have witnessed good traction towards digital services and solutions

Enhanced Confidence for H2 2020 as businesses restarted taking new initiatives and accepting this new normal

Efficient WFH operations, Cost saving measures, and Rupee at present level continue to support the margins

Financial stimulus by various Govts like USA and Singapore are also helping businesses in handling present challenges

Focus for H2-2020:

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

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Thank You
for your Support