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#YourDigitalTransformationPartner

Analytical Review Q4 & Year 2020 Results

Intensifying Digital Transformation



Disclaimer

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Key Highlights Year 2020



Revenue

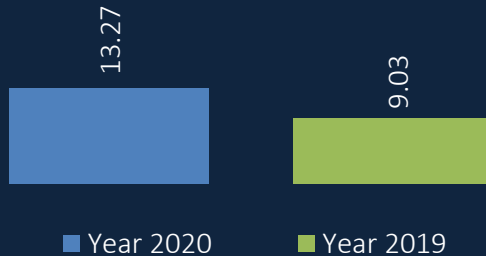
₹ 880.6 Cr
(US\$ 119.2 Mn)
YoY ↑ 8.80%



EBITDA

₹ 116.8 Cr
(US\$ 15.8 Mn)
YoY ↑ 59.9%

EBITDA as % of Revenue



Net Profit	₹ 82.2 Cr (US\$ 11.1 Mn)
Earnings Per Share	₹ 6.9
Share Holder Funds	₹ 426.6 Cr (US\$ 58.4 Mn)
Net Cash Balance	₹ 302.8 Cr (US\$ 41.4 Mn)
Day Sales Outstanding	53 Days



Revenue

₹ 236.6 Cr
(US\$ 32.1 Mn)
QoQ ↑ 5.5%



EBITDA

₹ 38.0 Cr
(US\$ 5.2 Mn)
QoQ ↑ 6.8%



Net Profit

₹ 29.4 Cr
(US\$ 3.9 Mn)
QoQ ↑ 8.2%

EBITDA as % of Revenue



Key Highlights (Continues ...)



Reported Record Revenues amid the pandemic with strong improvement in margins



Witnessed good traction towards digital services and solutions using RPA, cloud, IOT, mobility, and analytics



Margins Improvement on the back of efficiencies in operations, savings from WFH along with Rupee depreciation



On-boarded 330+ associates during H2-2020 to support strong sales funnel

Serving 30 million dollar plus customers including 5 accounts contributing dollar three million plus revenues on run rate basis



28 Key wins during FY 2020 including 8 customers with US\$ one million plus potential



Financial Performance – Contribution Analysis – Year 2020



Figures in Mn

Year 2020

Year 2019

Particulars	Year 2020		Year 2019	
	₹	US\$	₹	US\$
Revenues	8,805.91	119.16	8,093.75	115.18
Cost of revenues	5,579.22	75.50	5,289.33	75.27
Gross margin	3,226.69	43.66	2,804.42	39.91
	36.64%		34.65%	
SG & A				
Expenses	2,058.28	27.86	2,073.74	29.51
	23.37%		25.62%	
EBITDA	1,168.41	15.80	730.68	10.40
	13.27%		9.03%	
Depreciation and amortization	256.04	3.46	148.86	2.12
EBIT before exceptional items	912.37	12.34	581.82	8.28
Exceptional items	18.65	0.25	-	-
EBIT	893.72	12.09	581.82	8.28
Finance cost	(56.66)	(0.77)	(15.65)	(0.22)
Other income (net)	129.05	1.75	153.18	2.18
Income before income tax	966.11	13.07	719.35	10.24
Income tax expense	144.22	1.95	138.11	1.97
Net earnings	821.89	11.12	581.24	8.27



Revenues

8.80%

**Increase in Revenue
from:**

Rupee depreciation

5.44%

Volume gains

3.36%



Gross margins

1.99%

**Increase in Gross Margins
from:**

Lesser travel and BPO transport

1.46%

Rupee depreciation

1.31%

Saving in other COGS & Govt. grant

0.53%

Salary raises

(1.31)%

Financial Performance – Contribution Analysis – Q4 2020



Figures in Mn

Q4 2020

Q4 2019

Q3 2020

Particulars	₹	US\$	₹	US\$	₹	US\$
Revenues	2,366.41	32.12	2,128.71	30.01	2,243.03	30.25
Cost of revenues	1,477.94	20.06	1,361.51	19.18	1,392.61	18.78
Gross margin	888.47	12.06	767.20	10.83	850.42	11.47
	37.55%		36.04%		37.91%	
SG & A						
Expenses	508.47	6.90	549.65	7.75	494.54	6.66
	21.49%		25.82%		22.05%	
EBITDA	380.00	5.16	217.55	3.08	355.88	4.81
	16.06%		10.22%		15.87%	
Depreciation and amortization	59.73	0.81	16.11	0.23	64.41	0.87
EBIT before exceptional items	320.27	4.35	201.44	2.85	291.47	3.94
Exceptional items	18.65	0.25	-	-	-	-
EBIT	301.62	4.10	201.44	2.85	291.47	3.94
Finance cost	(14.42)	(0.20)	(3.37)	(0.05)	(14.92)	(0.20)
Other income (net)	45.34	0.61	30.89	0.44	56.44	0.76
Income before income tax	332.54	4.51	228.96	3.24	332.99	4.50
Income tax expense / (credit)	38.74	0.53	(3.35)	(0.05)	61.51	0.83
Net earnings	293.80	3.98	232.31	3.29	271.48	3.67



Revenues

5.50%

**Increase in Revenue
from:**

Volume gains

5.50%



Gross Margins

(0.36)%

**Decrease in Gross Margins
from:**

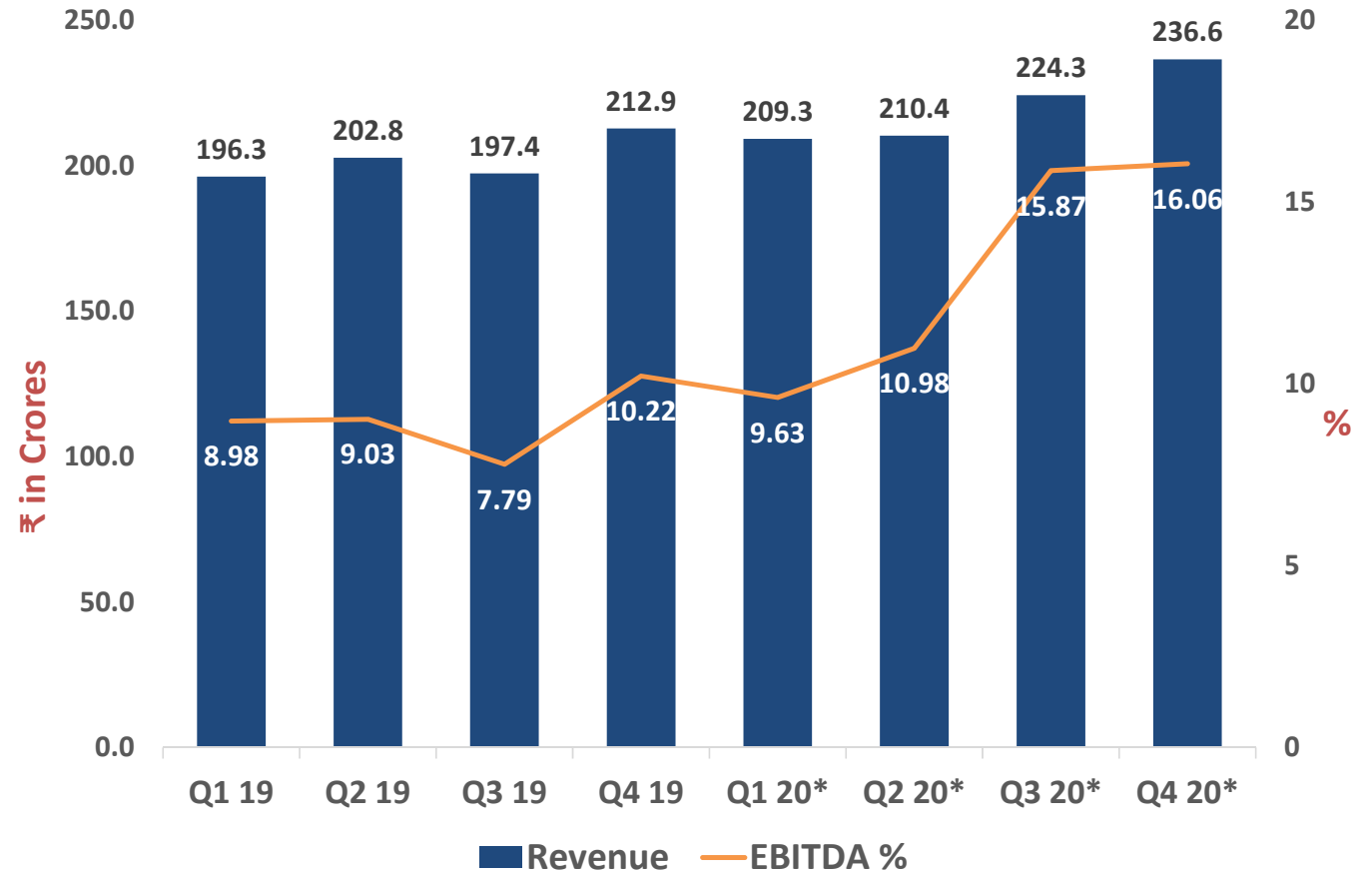
**Salary raises
(1.09)%**

**Increase in utilization
0.45%**

**Decrease in other COGS
0.28%**

**INR Depreciation against Euro has offset the
impact of INR Appreciation against US\$**

Big Picture – Revenue & EBITDA %age

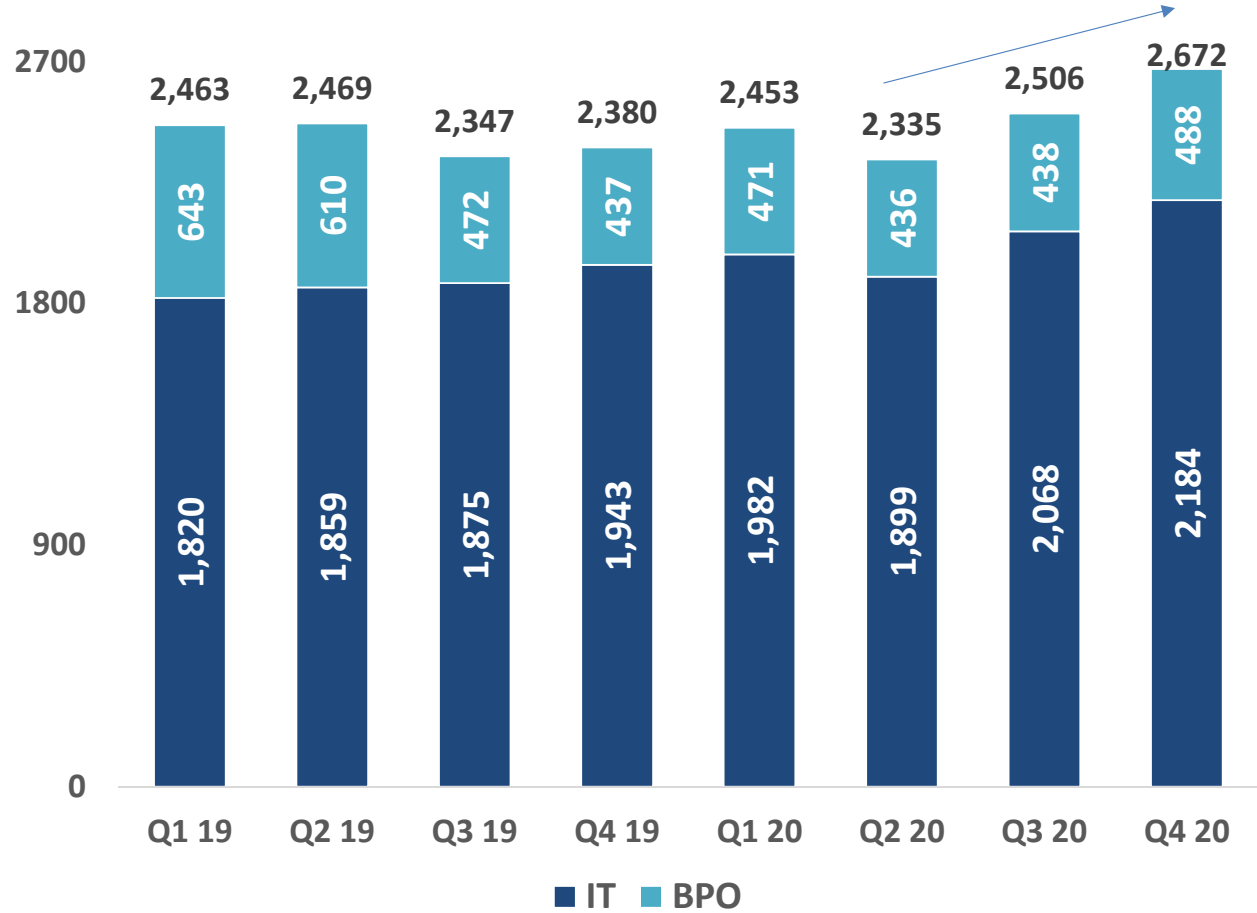


* Post Ind-AS 116 Adoption

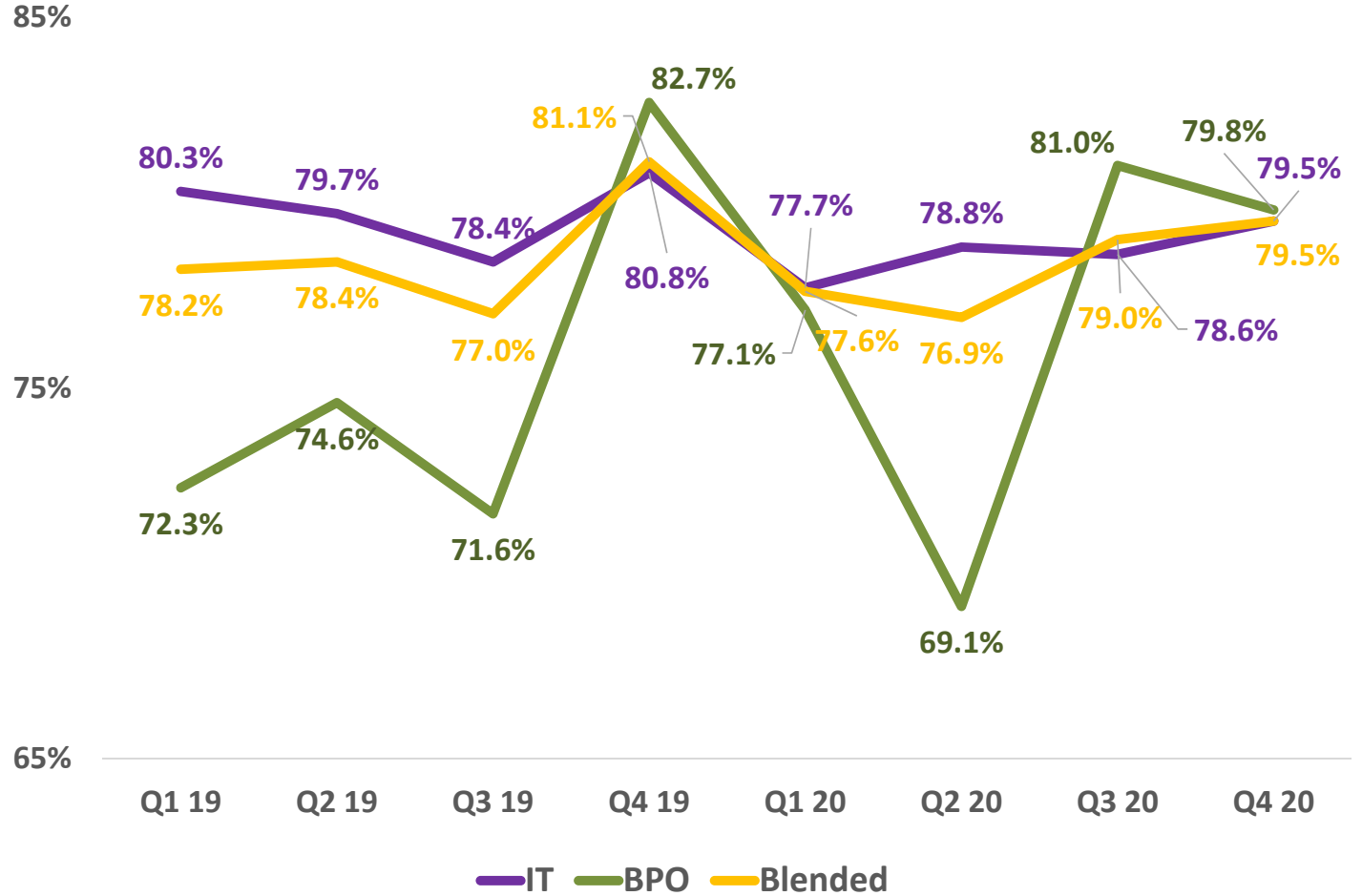
Billable Associates



Added net 330 + Technical Associates during H2- 2020.



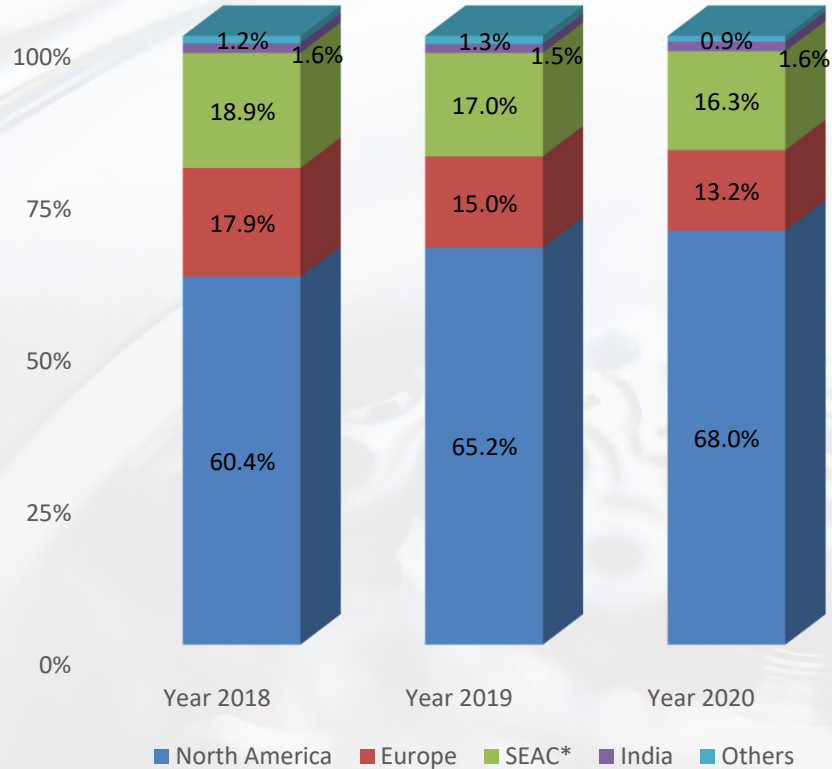
Utilization



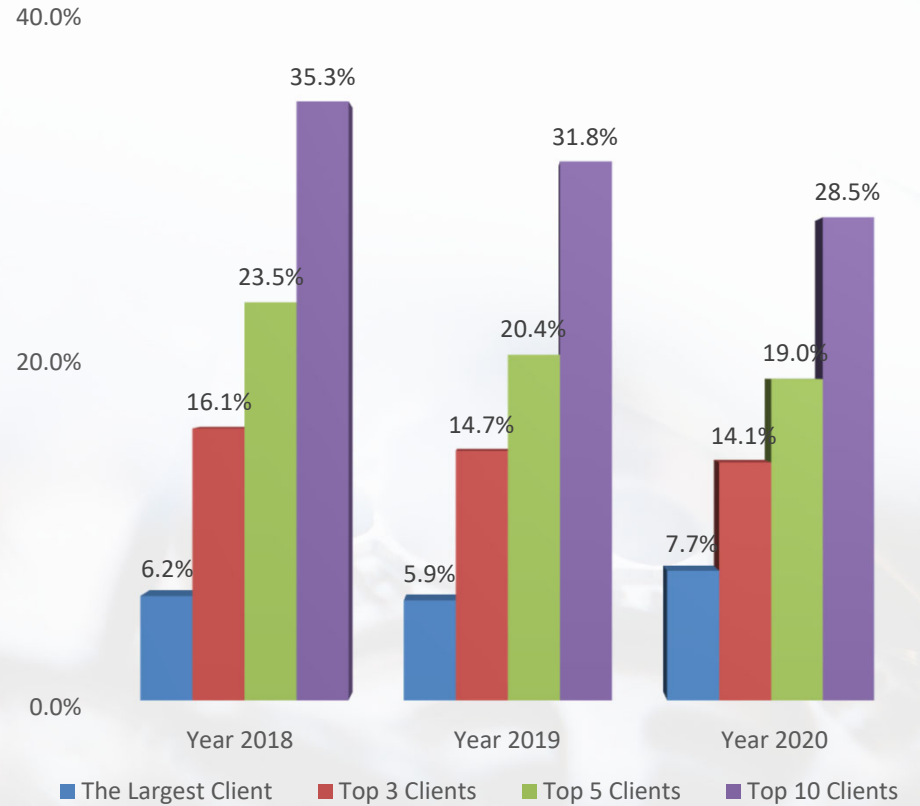
Revenue Breakdown



By Geography



Client Concentration



* South East Asian Countries

◆ Regained momentum to report revenue growth in FY 2020 with strong margin improvement

◆ Businesses have shown renewed interest in digital and technology services to align in this new normal

◆ Continuous Financial stimulus by various Governments is also supporting the demand environment

◆ Optimistic to deliver profitable growth on the back of strong sales funnel specially for Technology, Cloud and Digital services

Focus for 2021

- Partnering with customers in navigating successful digital transformations
- Ensure safe and reliable operations for all stakeholders
- Maintain margins by efficient operations and other cost saving measures
- Utilize Strong Balance Sheet for future growth

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Thank You
for your Support

