R SYSTEMS INTERNATIONAL LIMITED

Corporate Identity Number : L74899DL1993PLC053579
[CMMI Level 5, PCMM Level 5, ISO 9001:2015 & ISO 27001:2013 Company]
C-40, Sector-59, NOIDA, Distt. Gautam Budh Nagar, U.P., India – 201 307

Phones: +91-120-4303500
Fax: +91-120-4082699

Email : rsil @rsystems.com
www.rsystems.com

Regd. Off.: GF-1-A, 6, Devika Tower,
Nehru Place, New Delhi- 110019

REF: SECT/05/2025/11 Date: May 08, 2025

To, The Managing Director **National Stock Exchange of India Limited** Exchange Plaza, Bandra Kurla Complex, Bandra – East, Mumbai – 400 051 NSE Symbol – RSYSTEMS	To, The General Manager **BSE Limited** Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 BSE Scrip Code - 532735

Dear Sir/ Madam,

SUB: SUBMISSION OF PRESENTATION FOR ANALYSTS/ INVESTORS MEETING

This is with reference to our intimation dated May 06, 2025, regarding intimation of Investors/ Analysts call of R Systems International Limited (the "Company") to be held on Friday, May 09, 2025, at 10:00 AM (IST).

In this regard, as per Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed presentation to be made to Analysts/ Investors on Friday, May 09, 2025, at 10:00 AM (IST) on the financial results for the quarter ended on March 31, 2025.

This is for your information and records.

Thanking you,

Yours faithfully,

For **R Systems International Limited**
BHASKER DUBEY
Digitally signed by BHASKER DUBEY
Date: 2025.05.08 23:34:42 +05'30'
Bhasker Dubey
(Company Secretary & Compliance Officer)



Q1 2025 Investor Presentation

By : Nitesh Bansal (CEO & MD)

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.”

Agenda

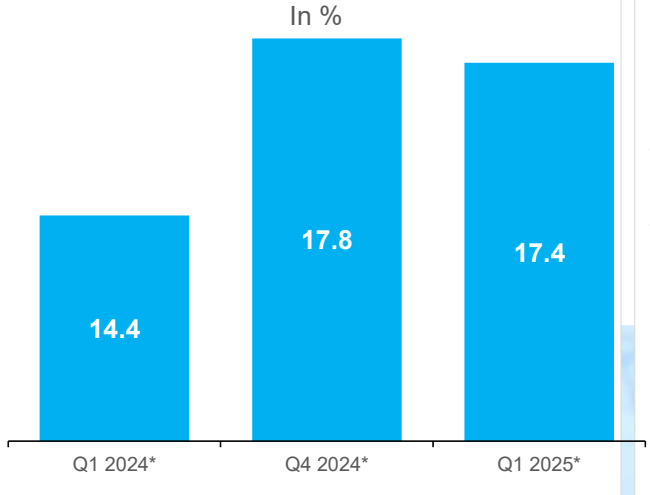
We plan to discuss…

- Key Highlights
- Building for the Future
- Financials Trend
- Key Wins
- Operations Metrics
- Summing Up Looking Ahead

Financial Performance Q1 2025

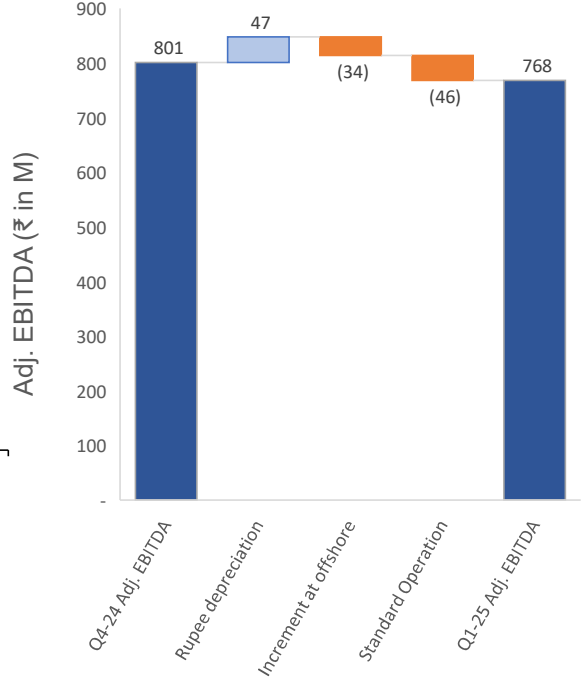
Revenue	**₹ 4,425M** (US$ 51.1M)
YoY Revenue / Adj. EBITDA Growth	**(INR) 6.2% / 28.1%**
Net Profit	**₹ 386M** (US$ 4.5M)
Cash and bank balance	**₹ 2,434M** (US$ 28.1M)
Total equity attributable to shareholders	**₹ 6,715M** (US$ 77.6M)

Adj. EBITDA : ₹768M (US$ 8.9M)



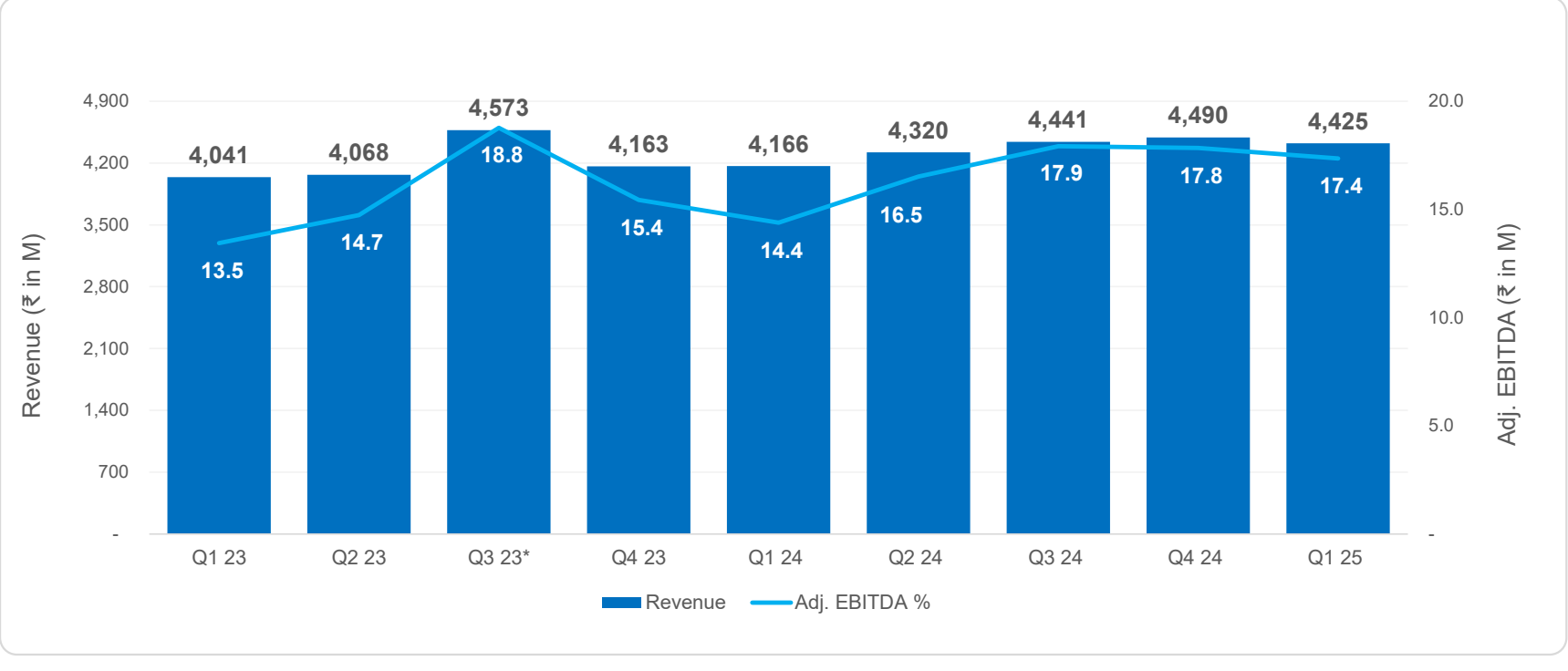
* Before considering share-based payment expense amounting to Rs. 62 mn in Q1 2025, 73 mn in Q4 2024 and 65 mn in Q1 2024, relating to restricted stock units ("RSUs") granted to the employees. After such expenses, the EBITDA for Q1 2025 is Rs. 706 mn (US$ 8.2 mn) i.e. 16.0% of revenue, for Q4 2024 is Rs. 728 mn (US$ 8.6 mn) i.e. 16.2% of revenue and for Q1 2024 is Rs. 535 mn (US$ 6.4 mn) i.e. 12.8% of revenue.

Adj. EBITDA Bridge (₹ in M)



Financials Trend - Revenue & Adj. EBITDA %age

The 8 Quarter trend of Revenue build up in INR and corresponding Adj. EBITDA percentage



* Excluding one time BOT Fee of ₹ 193 mn (US$ 2.3 mn) for a Knowledge Service Customer, Revenue would be ₹ 4,380 mn (US$ 53.0 mn) with 15.2% EBITDA

Quality of Revenue

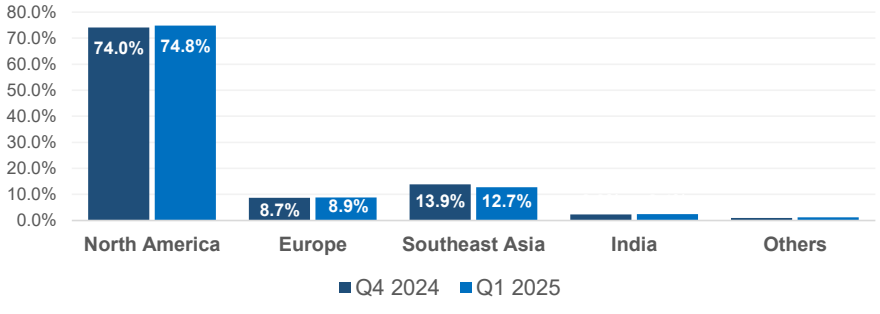
Focused approach begins to bear fruits with green shoots in the form of winning deals focused on Cloud, Data & AI

Margin & EPS Analysis

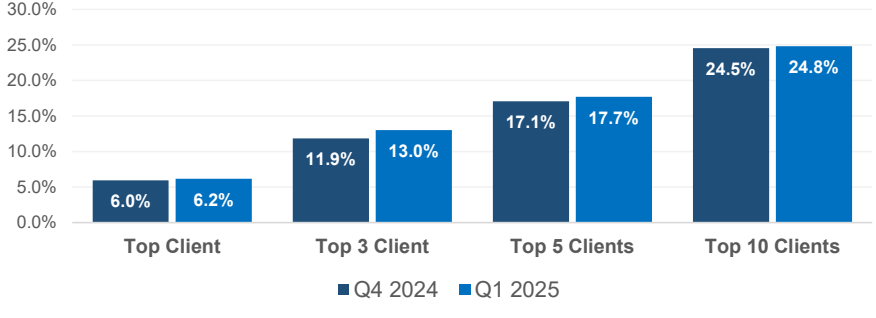
₹ in Mn except per share data	Q1 CY25	Q1 CY24	*Growth%*	Q4 CY24	*Growth%*	CY 24
Revenue	4,425	4,166	*6.2%*	4,490	*-1.4%*	17,417
Adj. EBITDA	768	600	*28.1%*	801	*-4.1%*	2,910
Adj. EBITDA %	*17.4%*	*14.4%*	*296bps*	*17.8%*	*-48bps*	*16.7%*
Adj. PAT	434	319	*36.2%*	474	*-8.5%*	1,554
Adj. PAT %	*9.8%*	*7.6%*	*216bps*	*10.6%*	*-76bps*	*8.9%*
Adj. Basic EPS	3.7	2.7	*36.1%*	4.0	*-8.6%*	13.1

Operations Metrics

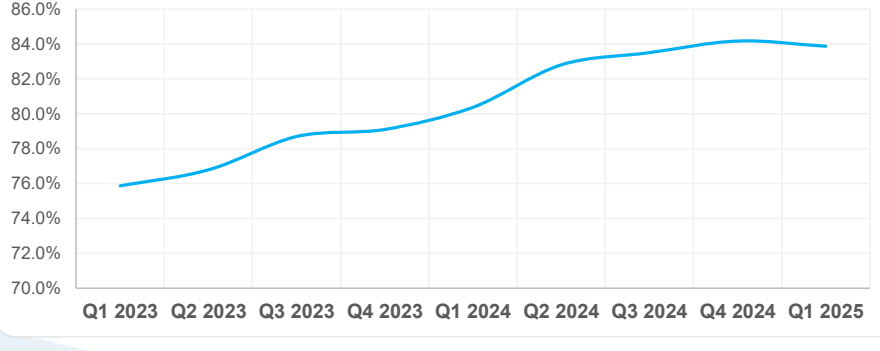
Revenue by Geography (%)



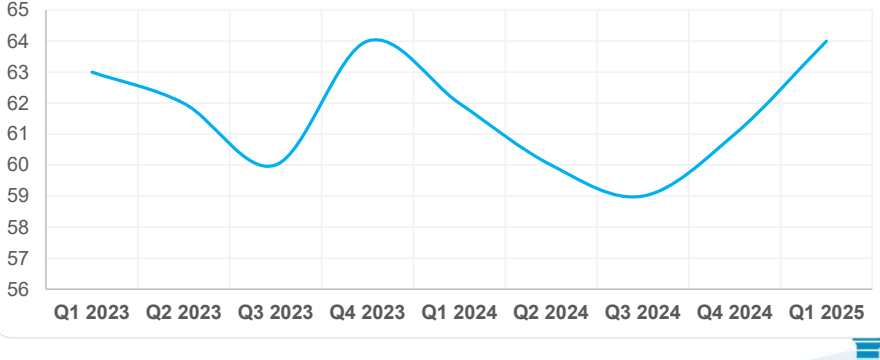
Client Concentration (%)



Utilization (%)



DSO (Days)



Building for the future

Go to Market

- GCC offering and playbook for mid size enterprises – to build and scale in partnership with R Systems
- GTM with AWS on IOT connectors
- Other GTM partnerships in niche areas of cloud and security offerings

Offerings & Positioning

- Offerings introduced for
  - GCC Scale up
  - Data readiness offerings for analytics and AI
- Significantly enhanced partnership status with Azure and AWS

Delivery Priorities

- With Optima AI – increasing Gen AI adoption across the engineering and managed services engagements
- Started Mexico operations, currently serving 2 customers – actively enhance near shore offering for US clients

Leadership

- Hiring more sales leadership across key verticals in North America
- Significantly enhanced specialized Data/AI sales capability in North America
- On-boarded a leader for Quality Engineering services

Key Wins Q1 2025

- A leading provider of data-driven distribution solutions to the world's top brands has engaged R Systems to deliver robust infrastructure stability and scalability through on-premises solutions. Leveraging leading hybrid cloud platform, R Systems is focused on building, modernizing, and deploying scalable, high-performance applications with comprehensive ongoing management.

- A US based global payments platform has partnered with R Systems to accelerate product engineering, manage gateway integrations, and re-architect reporting systems for improved data insights and operational agility.

- A Canada-based leader in B2B marketplace solutions, has engaged R Systems to accelerate platform development and enhance quality assurance, ensuring a seamless digital experience for independent businesses, buying groups, and suppliers.

- A fiber-optic internet provider based in US, partnered with R Systems for QA automation of IPTV/OTT apps, and expanded test coverage with metrics-driven validation to improve release efficiency and user experience.

- A Singapore-based precision engineering company has engaged R Systems to implement Microsoft Dynamics Business Central and CRM to optimize and digitalize its end-to-end business processes yielding financial visibility and operational excellence across the enterprise.

Summing Up And Looking Ahead

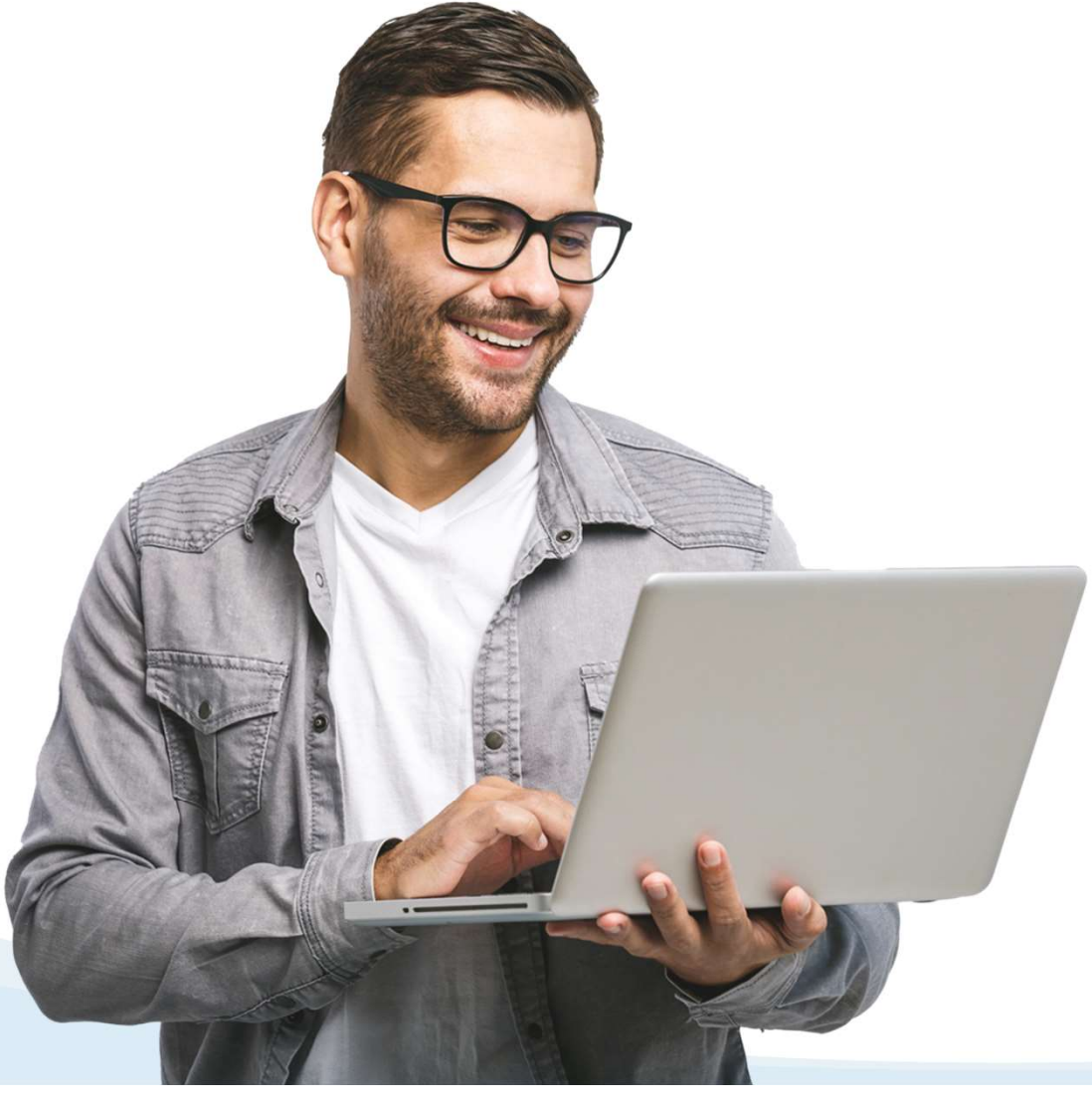


Led by a win in Q1, the large deal pipeline remains robust in 2025

Increased traction in Agentic AI use cases as well as use of generative AI in SDLC – our Optima AI workbench and framework gives us an edge over competition

Trends shaping 2025

- Tech companies are seeing increasing adoption of AI in every aspect of software development – advantage for partners like R Systems who have proactively invested in building these capabilities
- GCC for mid-market companies has been driving large hiring numbers in India and both GCC setup and GCC scale up will continue to be important drivers for reasonably sized deals. Mid market segment which is our sweet spot has also become quite active in this space.
- Despite uncertainty faced by the US business' due to policy announcements of the new administration, we remain optimistic of building a growth momentum in 2025



Annexure

Financial Performance - Contribution Analysis – Q1 2025

	Q1 2025		Q4 2024		Q1 2024	
Particulars	**₹ in M**	**US$ in M**	**₹ in M**	**US$ in M**	**₹ in M**	**US$ in M**
Revenues	**4,424.7**	**51.1**	**4,489.6**	**53.2**	**4,166.4**	**50.2**
Cost of revenues	2,800.5	32.3	2,786.3	33.0	2,761.7	33.3
Gross margin	**1,624.2**	**18.8**	**1,703.3**	**20.2**	**1,404.7**	**16.9**
% of Revenue	*36.7%*		*37.9%*		*33.7%*	
SG&A Expenses	856.1	9.9	902.5	10.7	804.9	9.7
% of Revenue	19.4%		*20.1%*		*19.3%*	
Adj. EBITDA	**768.1**	**8.9**	**800.8**	**9.5**	**599.8**	**7.2**
% of Revenue	*17.4%*		*17.8%*		*14.4%*	
Cost of RSUs	62.5	0.7	73.1	0.9	64.7	0.8
EBITDA	**705.6**	**8.2**	**727.7**	**8.6**	**535.1**	**6.4**
% of Revenue	*16.0%*		*16.2%*		*12.8%*	
Depreciation and amortization	146.0	1.7	155.0	1.8	165.6	2.0
EBIT before non-recurring cost	**559.6**	**6.5**	**572.7**	**6.8**	**369.5**	**4.4**
Non-recurring Cost #	-	-	11.3	0.1	-	-
EBIT	**559.6**	**6.5**	**561.4**	**6.7**	**369.5**	**4.4**
Interest expense	(14.9)	(0.2)	(19.4)	(0.3)	(28.4)	(0.3)
Other income (net)	22.6	0.3	24.5	0.3	22.8	0.3
Income before income tax	**567.3**	**6.6**	**566.5**	**6.7**	**363.9**	**4.4**
Tax expense	181.4	2.1	176.5	2.1	89.0	1.1
Net Earnings	**385.9**	**4.5**	**390.0**	**4.6**	**274.9**	**3.3**

Q4 2024 consists of severance payment


THANK
YOU