



R Systems International Limited – Financial Release December 31, 2014

Mr. Rekhi Singh, Managing Director emphasized, “Our performance was satisfactory in 2014 with profitable growth. We realigned our focus towards core services and the Company reported revenues of Rs. 648 crores with about 14% EBITDA amounting to Rs. 90 crores. Efficiency in execution, higher licensing revenue, coupled with rupee depreciation, contributed positively to the overall 2014 performance. We have a strong balance sheet with constant cash generation to support investment in research and development, and for developing more innovative solutions. Considering the overall performance during 2014, the Board has recommended a final dividend of Re 0.95 per share (in addition to earlier declared interim dividends of Rs. 4.90 per share) subject to approval of shareholders.”

Mr. Rekhi added, “Year 2015 looks promising for the Company backed by strong sales funnel across business verticals and geographies.”

Mr. Raj Swaminathan Executive Director and COO, said, “During 2014, we were able to deliver good performance through discipline in execution. We added marquee clients in all businesses. Our customer and delivery focus approach have paid off encouragingly in terms of revenues growth, overall customer satisfaction and enhanced operational efficiency.” He added “We continue to sustain our focus towards key business verticals, by investing in competencies and robust infrastructure to our customers’ delight.”

Dividend Declaration and other Corporate Matters

The Board of Directors at its meeting held on February 7, 2015 has recommended a final dividend of Re. 0.95 per share having face value of Re. 1/- each, subject to approval of the shareholders at the forthcoming Annual General Meeting. This is in addition to interim dividends aggregating to Rs. 4.90 per equity share of face value of Re.1/- each declared earlier during the year 2014.

Further, the Company has completed the sale of Europe BPO Business comprising of its 100% holding in R Systems Europe B.V., Netherlands and R Systems S.A.S., France on November 27, 2014.

Key Operational Highlights for the Quarter

R Systems’ core service offerings include Outsourced Product Engineering, sold under our brand of iPLM (Integrated Product Life Cycle Management) IT and ITES services. Our iPLM IT Services are designed to help software product development companies to accelerate their time-to-market, make our customer more competitive and increase product life spans. Our key ITES services include customer care and technical support, managed services, NOC support, high-end quality process management and revenue and claims management. These are delivered in multiple languages using our global delivery model.

R Systems products group consists of two units i.e., Indus® and ECnet®. Indus® addresses its target BFSI market with its flagship product LSI (Lending Solutions from Indus) and its variants for the telecom and insurance industry.

ECnet® addresses supply chain, warehousing and inventory management. Further, ECnet also operates as a channel partner for reselling and implementing several ERP products of one of the largest ERP vendors.

The quarter concluded with 8 key new customers and has a strong pipeline across the business verticals and geographies. The brief of some significant wins are listed below: