

January 28, 2020

National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor
Plot No:C/1, G Block
Bandra Kurla Complex, Bandra (E)
Mumbai – 400 051
Scrip: RAMCOSYS

BSE Ltd.,
Corporate Relationship Department
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400 001
Scrip: 532370

Dear Sir,

Sub: Submission of Un-audited Financial Results for the Quarter and nine months ended 31st December, 2019 and Outcome of Board Meeting

In continuation of our letter dated 27th December, 2019, please find enclosed the following:

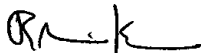
- Un-audited (Provisional) Financial Results for the Quarter and nine months ended 31st December, 2019 (Standalone and Consolidated), duly approved and taken on record by the Board of Directors at their meeting held today for the said results.
- Press release for the said results.
- Limited Review Report from the Statutory Auditors on the above Unaudited Financial Results of the Company.

The Board meeting commenced at 2.30 p.m. and concluded at 3.30 p.m.

We request you to kindly take the above on record as required under the provisions of SEBI (LODR) and acknowledge receipt.

Yours sincerely,

For RAMCO SYSTEMS LIMITED



R RAVI KULA CHANDRAN
CHIEF FINANCIAL OFFICER



Encl: As above

Ramco Systems Limited

Corporate Headquarters: 64, Sardar Patel Road, Taramani, Chennai 600 113, India |
Tel: +91 44 2235 4510 / 6653 4000, Fax: +91 44 2235 2884 | CIN : L72300TN1997PLC037550 |
Registered Office: 47, P.S.K. Nagar, Rajapalayam 626 108, India

Global Offices: India | Singapore | Malaysia | China | Hong Kong | Philippines | Australia | Dubai | USA | Canada |
United Kingdom | Germany | Switzerland | South Africa | Sudan

www.ramco.com

RAMCO Q3 RESULTS: FY 19 – 20

Ramco Systems posts Q3 revenue of USD 20.81m

Thrust on Innovation results in 3-year incentive under the Innovation Development Scheme (IDS) by Singapore Government

Aviation & Global Payroll-led Transformation deals lead the pack

Australia bags its largest multi-million-dollar Payroll and Workforce Management deal

Chennai, India – January 28, 2020: Ramco Systems (BSE - 532370, NSE – RAMCOSYS); a global enterprise software company focusing on Next Generation Cloud Enterprise Applications, today announced the results for the third quarter of 2019-20.

For the quarter ended December 31, 2019 (Q3: 2019-20), global consolidated income of Ramco Systems Limited stood at USD 21.11m (Rs 149.24 cr). The net profit after tax for the quarter, amounted to USD 0.82m (Rs 5.8 cr).

Q3 Financial highlights:

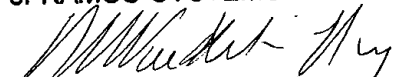
- Quarterly order bookings stood at USD 29.8m, 15% growth over Q2
- 8 'Million-Dollar-Plus' deals signed

Q3 Business highlights:

- Revenue from markets outside India stood at 80%
- Aviation makes significant gains in Greater China market with two large wins; ventures into Mexico with the largest heli-operator and MRO, re-affirming its footprint in the Heli space
- Extends partnership with HAECO to digitally transform its operations across Hong Kong, Xiamen and Jinjiang
- Signs large multi-million-dollar deal from a leading Australian University for HR & Payroll transformation marking its expansion into Higher Education vertical
- Global Top 3 Consulting company chooses Ramco HR & Global Payroll for
- Thrust on Global Payroll-led deals witnesses record-time go-lives across Australia, China, India, Middle East, and Philippines
- Focus on driving Group-wide Digital Transformation leads to increase in large opportunities getting added to the pipeline
- On Innovation front, Ramco Innovation Lab in Singapore qualifies for 3-year incentive under Economic Development Board's (EDB's) latest technological initiative named the Innovation Development Scheme (IDS)
 - Launches Actionable screen-like Interface for data entry through Emails, a major breakthrough in the Zero UI paradigm
 - Empanels Ramco CHIA on Microsoft TEAMS

Commenting on the performance, **P.R. Venketrana Raja, Chairman, Ramco Systems**, said, "Ramco's technology is successfully transforming business and is fascinating decision makers to envisage the impact it will bring to the entire business model. This has resulted in the addition of marquee clients across key markets, globally. We are confident that our emphasis on next-gen technology including Bots, Artificial Intelligence, Machine Learning among others will help us keep pace with the ever-changing tech landscape and help customers bridge the gap between data and decision making."

For RAMCO SYSTEMS LIMITED


P.R. Venketrana Raja
Chairman



RAMCO Q3 RESULTS: FY 19 – 20

About Ramco Systems:

Ramco is a next-gen enterprise software player disrupting the market with its multi-tenant cloud and mobile-based enterprise software in HR and Global Payroll, ERP and M&E MRO for Aviation. Part of the USD 1 billion Ramco Group, Ramco Systems focuses on Innovation and Culture to differentiate itself in the marketplace. On Innovation front, Ramco has been focusing on moving towards **Active ERP** leveraging Artificial Intelligence and Machine Learning and Event Driven Architecture by building features such as **Talk It** - which allows transactions to be carried out by simple voice commands, **Bot it** – which allows users to complete transaction using natural conversations; **Mail It** – transact with the application by just sending an email; **HUB It** - a one screen does it all concept built to address all activities of a user; **Thumb It** – mobility where the system presents users with option to choose rather than type values and **Prompt It** – a cognitive ability which will let the system complete the transaction and prompts the user for approval.

With 1900+ employees spread across 24 offices, globally, Ramco follows a flat and open culture where employees are encouraged to share knowledge and grow. No Hierarchies, Cabin-less Offices, Respect work and not titles, among others are what makes the team say, Thank God it's Monday!

Only APAC vendor to be positioned in Gartner Magic Quadrant for ERP, Cloud Financials, Cloud HCM and EAM;
Leader in NelsonHall's NEAT Matrix for Next Gen Payroll Services
Awarded for Payroll Innovation in 2018 by Global Payroll Association;
Positioned as Major Contender in Everest Group's Multi-Country Payroll Platform PEAK Matrix

For more information, please visit <http://www.ramco.com/>

Follow Ramco on Twitter [@ramcosystems](https://twitter.com/ramcosystems) and stay tuned to <http://blogs.ramco.com>

For further information, please contact:

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vinitharamani@ramco.com

Safe Harbor

Certain statements in this release concerning our future growth prospects are forward looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT business including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of governmental fiscal incentives, political instability, and unauthorized use of our intellectual property and general economic conditions affecting our industry. Ramco Systems may, from time to time, make additional written and oral forward-looking statements, including statements contained in our reports to shareholders. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

For RAMCO SYSTEMS LIMITED


P.R. Venketrama Raja
Chairman