

May 23, 2019

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**

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

Dear Sir,

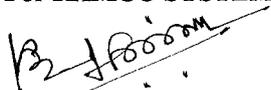
Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Further to our intimation dated May 22, 2019, regarding investors' call, please find enclosed the gist of the points and the fact sheet discussed in the investors' call.

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

Yours faithfully

For RAMCO SYSTEMS LIMITED


P R KARTHIC
COMPANY SECRETARY



Encl: As above

Ramco Systems Limited

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United Kingdom | Germany | Switzerland | South Africa | Sudan

www.ramco.com

Analysts and Investors Call – Debrief – FY19
(23rd May 2019)

- **Overview**
 - Order Booking up by 12%, Revenue up by 7% and a Net Profit by 35% in FY19
 - Highest order booking in a quarter and financial year, standing at \$32.57Mn and \$116.91Mn
 - Global Payroll in the funnel continues to grow at a steady rate being ~50% of the pipeline
 - Asia region stands highest in Revenue and Order booking with a Revenue CAGR of 33% over a period of last five years
 - Non-India revenue is 79% in FY19 as compared to 75% in FY18
 - Average deal size new Order Booking has moved to \$1Mn from about \$0.7Mn an year ago
 - Already following the practice of removing the notional interest in respect of contract revenue with deferred payment terms as required by IND AS 115
 - Positioned in Four Gartner Magic Quadrants – ERP, Cloud Financials, EAM and Cloud HCM; in addition to IDC Market Scape for SaaS ERP and EAM; LEADER in Nelson Hall's NEAT Matrix for Payroll and major contender in Everest Group's MCPP PEAK report
- **Cost efficiency**
 - Other costs for FY19 includes exchange rate fluctuation loss of \$0.59Mn as against gain of \$0.29Mn in FY18. Other costs for the year also includes provision for Doubtful Debts of \$3.81Mn vs \$3.50Mn in FY18
 - Target to manage the operations without increasing the borrowings significantly
- **Unexecuted Order book**
 - Unexecuted Order Book stands at \$166Mn by end of Q4, compared to \$168Mn at the end of Q3, despite the order booking for Q4 at \$32.57Mn and revenue for Q4 at \$20.18Mn. This was mainly due to removing residual order balance in respect of projects on hold / provisioned
 - Focus stays on accelerating the conversion into revenue by improving on delivery efficiencies
- **Aviation**
 - Aviation looks promising now, with significant order wins from US Defense sector in FY19; Fighter jet segment to be tapped in order to bring in more opportunities to the pipeline
- **HCM**
 - HCM clocked historically highest ever revenue in a financial year, and continues to be the largest SBU
 - 47% of new orders in FY19 are from HCM
 - HCM CAGR is at 41% over a period of last 5 years
 - Faster go-lives in Payroll are leading to quicker cash flows
- **ERP**
 - ERP is the second largest SBU with 36% of overall revenue and 33% of order booking
 - Logistics led revenue has grown by 14% YoY and shows promise. Implementation problems have been solved to a major extent and the go lives in respect of new deals are becoming faster
- **Future Outlook/Focus Areas**
 - Will continue to keep focus on Core HR and Payroll and Logistics
 - Would expect the Core HR & Payroll to grow at a similar pace

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Year Ended			
	Mar-19	Dec-18	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17	Jun-17	Mar.31, 2019	Mar.31, 2018	Mar.31, 2017	Mar.31, 2016 *
	Unaudited	Audited \$	Audited \$	Audited \$	Audited							
REVENUE - STREAMWISE												
Products	11.78	12.11	11.25	10.78	10.02	11.28	9.43	7.18	45.98	37.91	30.75	34.21
License	7.08	7.55	6.82	6.43	5.58	7.00	5.48	3.53	27.92	21.59	16.89	20.85
Recurring	4.70	4.56	4.43	4.35	4.43	4.28	3.94	3.66	18.05	16.32	13.86	13.36
Services	8.36	7.90	7.53	7.85	8.52	8.11	8.58	9.92	31.65	35.13	35.54	34.32
BPO	0.77	0.73	0.73	0.70	0.69	0.72	0.73	0.70	2.93	2.84	2.47	2.13
Other Services ^	7.59	7.17	6.80	7.15	7.83	7.39	7.85	9.22	28.72	32.29	33.07	32.19
Resale of Material	0.04	0.06	0.25	0.39	0.03	0.01	0.01	0.06	0.73	0.11	0.95	0.40
TOTAL	20.18	20.07	19.03	19.02	18.56	19.40	18.02	17.17	78.35	73.15	67.24	68.94
REVENUE - BUSINESS UNITWISE												
ERP	7.37	5.84	6.04	8.99	7.34	7.49	8.65	7.85	28.12	31.32	31.88	30.82
HCM	7.56	9.77	8.17	5.02	7.38	6.58	5.15	4.58	30.70	23.68	17.19	18.79
Aviation	5.25	4.46	4.82	5.01	3.84	5.34	4.22	4.74	19.53	18.14	18.18	19.32
TOTAL	20.18	20.07	19.03	19.02	18.56	19.40	18.02	17.17	78.35	73.15	67.24	68.94
REVENUE - GEOGRAPHYWISE												
Americas	4.89	4.12	4.67	3.54	2.97	5.08	2.88	3.47	17.26	14.42	12.90	12.47
Europe	0.59	0.42	0.56	0.47	0.50	0.44	0.60	0.58	2.05	2.12	2.25	3.07
APAC	7.97	8.21	7.53	8.58	5.50	7.20	7.41	4.54	32.27	24.65	20.14	19.93
India	3.86	3.92	3.96	4.36	4.88	3.98	4.27	5.48	16.07	18.60	18.15	17.70
MEA @	2.87	3.40	2.31	2.08	4.71	2.71	2.86	3.10	10.71	13.37	13.81	15.77
TOTAL	20.18	20.07	19.03	19.02	18.56	19.40	18.02	17.17	78.35	73.15	67.24	68.94
BOOKING - BUSINESS UNITWISE												
ERP	11.06	6.67	5.81	15.20	6.97	10.35	11.80	14.46	38.75	43.58	29.89	NA
HCM	12.49	15.82	14.61	4.61	18.87	10.39	10.41	7.00	47.52	46.66	34.90	NA
Aviation	9.02	6.68	9.14	5.80	3.37	3.77	3.06	3.64	30.65	13.84	21.23	NA
TOTAL	32.57	29.17	29.56	25.61	29.21	24.50	25.26	25.10	116.91	104.08	86.02	-
UNEXECUTED ORDER BOOK #	166.00	168.00	161.00	150.49	153.00	139.91	134.28	126.31	166.00	153.00	115.94	NA
CUSTOMER METRICS												
Revenue from New Customers (%)	36%	38%	27%	30%	33%	33%	18%	13%	33%	24%	24%	35%
Revenue from Cloud orders (%)	37%	35%	43%	41%	38%	32%	36%	22%	39%	34%	NA	NA
Number of new customers added	16	25	15	24	25	27	18	15	80	85	120	157

* represents the figures published for the respective period without considering the IND AS adjustments.

\$ Figures, other than revenue, are unaudited.

Unexecuted orderbook comprises of new orders , renewals, reversals & adjustments for the base foreign currency rates in the current financial year.

^ Other Services also include infrastructure and hosting services.

@ Middle East and Africa (MEA) includes South Africa.

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