

October 31, 2018

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 October 30, 2018, 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 – Q2 FY19
(31st October 2018)

- **Overview**
 - Order Booking up by 15%, Revenue remains flat and Net Profit down by 46% in Q2 FY19
 - Focus on Logistics and Global Payroll shows up in the Order Booking. They make up 59% of the total Order Booking and 43% of total revenue in Q2 FY19
 - Average opportunity size in the funnel is increasing & share of Logistics and Global Payroll in the funnel continues to grow at a steady rate

- **Cost efficiency**
 - Wage bill saw an increase on account of headcount and local hiring in US
 - Other costs for the quarter includes exchange rate fluctuation gain of \$0.88M as against \$0.66M last quarter. It also includes provision for Doubtful Debts of \$0.95M, which is expected to continue during the year

- **Unexecuted Order book**
 - Unexecuted Order Book stands at \$161M by end of Q2. Focusing to accelerate the conversion into revenue by improving on delivery efficiencies

- **HCM**
 - HCM clocked the highest ever revenues in a quarter and becomes the largest LOB for Q2
 - Payroll led HCM offerings continue to garner market share
 - HCM multi country payroll funnel opportunities are increasing at a healthy rate
 - Adding Payroll capabilities in Cyprus, Iran, and Afghanistan

- **ERP**
 - Relatively lower bookings in Core ERP showing up in Revenues

- **Future Outlook/Focus Areas**
 - Currently do not have plans to approach the market for funding; however, have plans for growth through acquisition of payroll firms and if that materializes, may require some debt funding
 - BLUE OCEAN: Focus on multi country payroll and Logistics is working well for us, with majority of pipeline from the above areas
 - Asia contributed the most in the order booking for the quarter and is expected to continue the momentum
 - Artificial intelligence and Augmented reality:
 - Rapid progress towards leveraging Artificial Intelligence and Machine Learning in enterprise applications
 - Focus on moving towards from a passive ERP to Active ERP where systems understand, predict and suggest based on past transactions

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Half Year Ended		Year Ended		
	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16	Sep. 30, 2018	Sep. 30, 2017	Mar.31, 2018	Mar.31, 2017	Mar.31, 2016 *
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited \$	Audited \$	Audited
REVENUE - STREAMWISE													
Products	11.25	10.78	10.02	11.28	9.43	7.18	7.32	6.54	22.03	16.60	37.91	30.75	34.21
License	6.82	6.43	5.58	7.00	5.48	3.53	3.91	3.10	13.25	9.00	21.59	16.89	20.85
Recurring	4.43	4.35	4.43	4.28	3.94	3.66	3.41	3.44	8.78	7.60	16.32	13.86	13.36
Services	7.53	7.85	8.52	8.11	8.58	9.92	9.01	10.26	15.37	18.51	35.13	35.54	34.32
BPO	0.73	0.70	0.69	0.72	0.73	0.70	0.65	0.65	1.43	1.43	2.84	2.47	2.13
Other Services ^	6.80	7.15	7.83	7.39	7.85	9.22	8.35	9.61	13.94	17.08	32.29	33.07	32.19
Resale of Material	0.25	0.39	0.03	0.01	0.01	0.06	0.72	0.05	0.64	0.07	0.11	0.95	0.40
TOTAL	19.03	19.02	18.56	19.40	18.02	17.17	17.05	16.85	38.05	35.18	73.15	67.24	68.94
REVENUE - BUSINESS UNITWISE													
ERP	6.04	8.99	7.34	7.49	8.65	7.85	8.58	7.26	14.97	16.49	31.32	31.88	30.82
HCM	8.17	5.02	7.38	6.58	5.15	4.58	3.70	4.65	13.26	9.72	23.68	17.19	18.79
Aviation	4.82	5.01	3.84	5.34	4.22	4.74	4.78	4.94	9.82	8.96	18.14	18.18	19.32
TOTAL	19.03	19.02	18.56	19.40	18.02	17.17	17.05	16.85	38.05	35.18	73.15	67.24	68.94
REVENUE - GEOGRAPHYWISE													
Americas	4.67	3.54	2.97	5.08	2.88	3.47	3.25	3.50	8.24	6.35	14.42	12.90	12.47
Europe	0.56	0.47	0.50	0.44	0.60	0.58	0.51	0.56	1.03	1.18	2.12	2.25	3.07
APAC	7.53	8.58	5.50	7.20	7.41	4.54	5.34	5.97	16.08	11.94	24.65	20.14	19.93
India	3.96	4.36	4.88	3.98	4.27	5.48	3.82	4.47	8.30	9.75	18.60	18.15	17.70
MEA @	2.31	2.08	4.71	2.71	2.86	3.10	4.13	2.35	4.39	5.96	13.37	13.81	15.77
TOTAL	19.03	19.02	18.56	19.40	18.02	17.17	17.05	16.85	38.05	35.18	73.15	67.24	68.94
BOOKING - BUSINESS UNITWISE													
ERP	5.81	15.20	6.97	10.35	11.80	14.46	12.10	7.35	21.01	26.26	43.58	29.89	NA
HCM	14.61	4.61	18.87	10.39	10.41	7.00	6.72	16.00	19.22	17.40	46.66	34.90	NA
Aviation	9.14	5.80	3.37	3.77	3.06	3.64	5.32	4.83	14.94	6.70	13.84	21.23	NA
TOTAL	29.56	25.61	29.21	24.50	25.26	25.10	24.14	28.17	55.17	50.36	104.08	86.02	-
UNEXECUTED ORDER BOOK #	161.00	150.49	153.00	139.91	134.28	126.31	115.94	NA	161.00	134.28	153.00	115.94	NA
CUSTOMER METRICS													
Revenue from New Customers (%)	27%	30%	33%	33%	18%	13%	30%	31%	29%	15%	24%	24%	35%
Revenue from Cloud orders (%)	43%	41%	38%	32%	36%	22%	NA	NA	42%	NA	34%	NA	NA
Number of new customers added	15	24	25	27	18	15	20	34	39	33	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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