May 24, 2018

National Stock Exchange of India Ltd	**Corporate Relationship Department**
Exchange Plaza, 5th Floor	BSE Ltd.,
Plot No:C/1, G Block	Phiroze Jeejheebhoy Towers
Bandra Kurla Complex, Bandra (E)	Dalal Street, Mumbai – 400 001
Mumbai – 400 051	**Scrip: 532370**
Scrip: RAMCOSYS	

Dear Sir,

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

Further to our intimation dated May 23, 2018, regarding Investors call, please find enclosed the gist of the points discussed in the telephonic conference call held today.

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 I Germany I Switzerland I South Africa I Sudan

www.ramco.com

Analysts and Investors Meeting – Debrief – FY18
(24ᵗʰ May 2018)

- **Overview**
  - Revenue has grown by 9%, Order Booking by 21%, and Net Profit by 10% in FY18
  - Q4 Order Booking is the highest ever quarterly booking, standing at $29.21M
  - Focus on Logistics and Global Payroll shows up in the Order Booking. They make up 63% of the total Order Booking and 33% of total revenue in FY18
  - Average opportunity size in the funnel is increasing & share of Logistics and Global Payroll in the funnel continues to grow at a steady rate
  - The sensitivity of revenues to the % of cloud bookings is evident as we see a decrease in revenue this quarter

- **Cost efficiency**
  - Focus on simplifying operations and automating implementation has started to yield results
  - Consequently, some of the cost elements– cost of delivery, hosting and travel expenses have decreased during the year
  - Other costs for the year includes exchange rate fluctuation gain of $0.29M as against a loss of $1.68M last year. It also includes provision for Doubtful Debts of $3.5M as against $6.78M for the last year

- **Unexecuted Order book**
  - Unexecuted Order Book has increased by 32%, standing at $153M by end of the year

- **HCM**
  - Ramco HCM added three of the top Fortune 100 giants as its customer this quarter
  - Revenue from HCM grew 100% this year with acceptance from Fortune 100 giants
  - Good traction picking up in Malaysia, Indonesia, Philippines and Singapore
  - HCM multi country payroll funnel opportunities are increasing at a healthy rate

- **ERP**
  - Core ERP: Growth was stagnant this financial year. Expected to increase growth with automation on implementation
  - Logistics: The investments and focus on the Logistics product continue to fuel positive momentum. Huge opportunities for 3PL in the US market

- **Future Outlook/Focus Areas**
  - BLUE OCEAN: Focus on multi country payroll and Logistics is working well for us, with majority of pipeline from the above areas
  - Focus will continue on automation of implementation, leading to conversion of unexecuted order book into revenue
  - Asia recorded the highest order booking for the quarter and is expected to continue the momentum
  - Aviation remained static this financial year, and will continue to focus on dominating the Heli, Special operations and MRO segments
  - Artificial intelligence and Augmented reality:
    - BOTS into production – We already have customers who use BOTS for HR services; we've moved our entire in-house HR Services into BOTS
    - VOICE – We are aiming to become a Voice company, by taking the conversational experience a few notches ahead by building Voice based transactions using Amazon Alexa and Google Assistant
  - Improving implementation capability and reorganizing for scale and growth will be additional focus for FY19