

May 23, 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: Outcome of the Board Meeting held on May 23, 2018

The Meeting of our Board of Directors held today (May 23, 2018), approved the Audited Financial Results (Standalone and Consolidated) for the quarter and year ended March 31, 2018.

In accordance with Point No: A - 4 of Annexure I of SEBI Circular No: CIR/CFD/CMD/4/2015 dated September 09, 2015, we wish to inform the following:

Time of commencement of the Board Meeting	-	3.00 P.M.
Time of completion of the Board Meeting	-	5.00 P.M.

Pursuant to Regulation 33(3)(d) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we also enclose the following, duly approved by the Board:

1. Standalone and Consolidated Audited Financial Results for the quarter and year ended March 31, 2018.
2. Auditors' Report on the Standalone Financial Results for the year ended March 31, 2018.
3. Auditors' Report on the Consolidated Financial Results for the year ended March 31, 2018.

Pursuant to Regulation 33(3)(d) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose the declaration duly signed by our Chief Financial Officer that the Audit Reports issued by the Statutory Auditors on the Standalone and Consolidated Annual Financial Results for the year ended March 31, 2018 were with unmodified opinions.

We send herewith a copy of the Press Release on performance of the Company for the year ended March 31, 2018.

The Board of Directors have decided to convene the 21st Annual General Meeting of the Company on Friday, the 3rd August 2018 at P.A.C.R. Centenary Community Hall, Sudarsan Gardens, P.A.C. Ramasamy Raja Salai, Rajapalayam - 626 108.

Thanking you,

Yours faithfully

For **RAMCO SYSTEMS LIMITED**


P R KARTHIC
COMPANY SECRETARY



Encl: As above

Ramco Systems Limited

Corporate Headquarters: 64, Sardar Patel Road, Taramani, Chennai 600 113, India |
Tel: +91 44 2235 4510 / 66534000 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

RAMCO Q4 & ANNUAL RESULTS: FY 17 – 18

Ramco Systems FY18 revenue stood at USD 73.15m; Order Booking stood at USD 104m (21% growth YoY)

Chennai, India – May 23, 2018: Ramco Systems (BSE - 532370, NSE – RAMCOSYS); a global enterprise software company focusing on enterprise cloud platform, products and services, today announced the results for the fourth quarter and financial year 2017-18.

For the year ended March 31, 2018 (FY: 2017-18), global income of Ramco Systems Limited was USD 74.66m (Rs 478.9cr). The net profit after tax for the year stood at USD 1.76m (Rs.11.3cr)

For the quarter ended March 31, 2018 (Q4: 2017-18), global consolidated income of Ramco Systems Limited stood at USD 18.98m (Rs 121.3 cr). The net profit after tax for the quarter, amounted to USD 0.66m (Rs.4.2 cr).

Financial highlights:

- Annual Revenue grew 9% YoY; while net profit grew 10% YoY
- Highest ever quarterly order bookings in Q4 at USD 29.2m; helped unexecuted order book grow to USD 153m at the end of FY18 (up 32% YoY)
- Significantly higher cloud bookings in Q4 resulted in a lower Q4 revenue compared to Q3

Business highlights:

- Revenue from markets outside India stood at 75% in FY18
- Asia Pacific (including ANZ) is the top contributor to order book
 - Focus in markets like Myanmar, Philippines, Indonesia, Taiwan generated results with sizeable order booking from these new geographies
- Ramco HCM saw two large 30,000+ employee count marquee logo's getting added in Q4 to its clientele
- Ramco Systems was featured in three Gartner Magic Quadrants – Cloud Financials, EAM and Cloud HCM; in addition to Forrester Wave for SaaS HRMS and IDC MarketScape for SaaS ERP

Operational highlights:

- EBIDTA saw a significant jump due to improved operational efficiencies, quality client acquisitions, and tailwinds from forex gains
- FY18 witnessed an increase in number of Million dollar deals which make up over 50% of the orders booked which would result in optimized resource utilization and deeper account engagement

Commenting on the results, **P.R. Venketrama Raja, Chairman, Ramco Systems**, said, "Our products have been recognized by leading research and advisory firms for their comprehensive coverage and unique differentiators which are helping client organizations reap digital transformation. While we continue to build a healthy order book, we will remain focused on delivering client delight which is key to business growth."

Virender Aggarwal, CEO, Ramco Systems, said, "In a highly cluttered enterprise applications market, we have been leveraging 'Innovation' as a key differentiator to drive market momentum. I am glad to share that our initiatives to build HCM Chatbot – Chia – has resulted in clients leveraging Bots across regions to simplify how their employees engage with the HR system. We are now taking the conversational experience a few



RAMCO Q4 & ANNUAL RESULTS: FY 17 – 18

notches ahead by building Voice based transactions using Amazon Alexa and Google Assistant. This will bring a paradigm shift in the way ERP applications are accessed and transacted upon. The future continues to be exciting for those who believe in disrupting and exploring newer technologies.”

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 HCM 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 Cognitive and Robotic ERP with features such as **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 1700+ 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 Cloud Financials, Cloud HCM and EAM; Enters as a Contender in The Forrester Wave(TM): SaaS Human Resource Management Systems, Q3 2017 Recognized as a 'Highly Recommended' Payroll Software Supplier of the Year 2017 by Global Payroll Association; Positioned as 'Achiever' in Everest Group's Multi-Country Payroll Platform Assessment;

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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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.---

