

July 6, 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 July 4, 2018, regarding investors' meet, please find enclosed the gist of the points and the fact sheet discussed in the investors' meet.

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

List of participants from Ramco Systems Limited:

1. Shri Virender Aggarwal, Chief Executive Officer
2. Shri R Ravi Kula Chandran, Chief Financial Officer
3. Shri Ranjan Tayal, Chief Operating Officer

List of other participants:

1. HDFC Mutual Fund
2. Goldman Sachs Mutual Fund
3. SBI Mutual Fund
4. Reliance Mutual Fund
5. Tata Mutual Fund
6. Mirae Mutual Fund
7. Lucky Securities
8. Principal Mutual Fund
9. ICICI Prudential Mutual Fund
10. Param
11. Shubhkam
12. Safe enterprises
13. Renaissance AIF
14. Oysterrock
15. White Oak
16. Birla Insurance
17. HSBC Mutual Fund
18. Ashmore India Opportunities Fund
19. BoB Pioneer Mutual Fund
20. Emkay

Investors Meet at Mumbai – 5th July 2018

ERP : Within ERP SBU, Logistics had seen strong traction. Within Logistics, the Company is currently focusing largely on the 3rd party logistics players. Logistics is expected to grow in near term given robust demand led by ecommerce wave and its differentiated end-to-end offering on a single platform. In FY18, revenues for Logistic grew significantly, with an order intake of about US\$24mn.

The non-Logistics ERP accounts for about 30% of revenues and the de-growth in this SBU was met-up by an increase in Logistics.

Aviation: Aviation business is gaining some improved demand scenario from the rotor-wings segment, with increase in crude oil prices. Couple of dormant accounts have approached Ramco for renewals/upgrades recently. Currently, this SBU accounts for 25% of revenues and has seen no growth in last three years.

HCM: HCM with its multi-country-payroll differentiation continues to see strong traction. The SBU revenues grew 37% in FY18 (order book grew by 34% at US\$46.7mn). Its differentiation is the 40+ country payroll for Asia Pacific/Africa region which attracts MNCs attention that are looking to work on a single-unified platform for their operations across multiple countries. Ramco has payroll for all major countries in Asia, Africa, UK and Ireland and working on creating new payrolls for Europe. Currently, Ramco has over 400 clients in Asia/MENA for HCM. The win ratio in multi-country-payroll is higher in the Asia market.

Contract Workforce Management: The Company has recently won two deals in the Contract Workforce Management space in India. This is a large adjacent opportunity within HCM SBU.

BOTs and Voice-based UI: Ramco is getting significant interest for its path-breaking voice based transactions using Amazon Alexa and Google Assistant for its HCM clients. The Company has on-boarded few clients on its HCM chatbot – Chia. The simplicity of voice based transactions on HCM can emerge as significant opportunity and is recognized by independent industry analyst firm.

Geographical spread: Philippines continues to be the most successful overseas market for the Company with strong client wins. The Company expects Indonesia to emerge as next big market for Ramco in the near future..

Client traction: The company is witnessing improvement in deal size as it has started winning multi-country payroll deals from large Fortune companies. A large global group started with using Ramco HCM in India and subsequently grew to other countries across Asia and ME taking the tally to 20 countries. With these customers running live with Ramco, incremental deal win ratio is improving given the network effect and robust reference feedback.

Order book: Ramco booked record new order intake of about US\$104mn, up 21% in FY18 taking its unexecuted order book to US\$153mn, up by 32% in FY18.

Order to revenue conversion: Though order book growth has been robust in FY18, revenue conversion has been modest for two major reasons: 1) increase in cloud deals in new deals leading to more spread out of subscription revenues over the deal tenure, compared to up front revenue recognition of license revenue in the on-premise deals and 2) longer implementation cycles in some large deals leading to deferment on recognition in subscription revenues. Ramco has taken steps for increased automation and sharper focus on execution of projects, resulting in significant reduction in implementation time frame.

R&D and Capex: The Company would continue to invest in building new payrolls (European countries in particular) and plans to open up offices in Europe/Japan based on need. The Company is also planning to invest in enhancing the Data Centre infrastructure in Chennai.

CONSOLIDATED INFORMATION													
										Figures in USD Million, except where stated otherwise			
	Quarter Ended								Year Ended				
	Mar-18	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16	Sep-16	Jun-16	Mar.31, 2018	Mar.31, 2017	Mar.31, 2016 *	Mar.31, 2015	
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited \$	Audited \$	Audited	Audited	
REVENUE - STREAMWISE													
Products	10.02	11.28	9.43	7.18	7.32	6.54	8.64	8.26	37.91	30.75	34.21	29.87	
License	5.58	7.00	5.48	3.53	3.91	3.10	5.12	4.76	21.59	16.89	20.85	17.21	
Recurring	4.43	4.28	3.94	3.66	3.41	3.44	3.52	3.50	16.32	13.86	13.36	12.66	
Services	8.52	8.11	8.58	9.92	9.01	10.26	8.09	8.17	35.13	35.54	34.32	29.00	
BPO	0.69	0.72	0.73	0.70	0.65	0.65	0.59	0.57	2.84	2.47	2.13	1.57	
Other Services	7.83	7.39	7.85	9.22	8.35	9.61	7.50	7.60	32.29	33.07	32.19	27.42	
Resale of Material	0.03	0.01	0.01	0.06	0.72	0.05	0.12	0.06	0.11	0.95	0.40	0.60	
TOTAL	18.56	19.40	18.02	17.17	17.05	16.85	16.84	16.49	73.15	67.24	68.94	59.47	
REVENUE - BUSINESS UNITWISE													
ERP	7.34	7.49	8.65	7.85	8.58	7.26	7.92	8.13	31.32	31.88	30.82	27.17	
HCM	7.38	6.58	5.15	4.58	3.70	4.65	4.57	4.27	23.68	17.19	18.79	11.53	
Aviation	3.84	5.34	4.22	4.74	4.78	4.94	4.35	4.10	18.14	18.18	19.32	20.76	
TOTAL	18.56	19.40	18.02	17.17	17.05	16.85	16.84	16.49	73.15	67.24	68.94	59.47	
REVENUE - GEOGRAPHYWISE													
Americas	2.97	5.08	2.88	3.47	3.25	3.50	3.33	2.82	14.42	12.90	12.47	10.87	
Europe	0.50	0.44	0.60	0.58	0.51	0.56	0.54	0.64	2.12	2.25	3.07	4.69	
APAC	5.50	7.20	7.41	4.54	5.34	5.97	4.81	4.02	24.65	20.14	19.93	12.08	
India	4.88	3.98	4.27	5.48	3.82	4.47	4.66	5.19	18.60	18.15	17.70	16.59	
MEA @	4.71	2.71	2.86	3.10	4.13	2.35	3.50	3.82	13.37	13.81	15.77	15.24	
TOTAL	18.56	19.40	18.02	17.17	17.05	16.85	16.84	16.49	73.15	67.24	68.94	59.47	
BOOKING - BUSINESS UNITWISE													
ERP	6.97	10.35	11.80	14.46	12.10	7.35	6.83	3.61	43.58	29.89	NA	NA	
HCM	18.87	10.39	10.41	7.00	6.72	16.00	7.76	4.42	46.66	34.90	NA	NA	
Aviation	3.37	3.77	3.06	3.64	5.32	4.83	7.85	3.23	13.84	21.23	NA	NA	
TOTAL	29.21	24.50	25.26	25.10	24.14	28.17	22.44	11.26	104.08	86.02	-	-	
UNEXECUTED ORDER BOOK	153.00	139.91	134.28	126.31	115.94	NA	NA	NA	153.00	115.94	NA	NA	
CUSTOMER METRICS													
Revenue from New Customers (%)	33%	33%	18%	13%	30%	31%	20%	18%	24%	25%	35%	27%	
Revenue from Cloud orders (%)	38%	32%	36%	22%	NA	NA	NA	NA	34%	NA	NA	NA	
Number of new customers added	25	27	18	15	20	34	40	26	85	120	157	123	

* 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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