

**CONSOLIDATED INFORMATION**

Figures in USD Million, except where stated otherwise

	Quarter Ended								Year Ended			
	Mar-20	Dec-19	Sep-19	Jun-19	Mar-19	Dec-18	Sep-18	Jun-18	Mar.31, 2020	Mar.31, 2019	Mar.31, 2018	Mar.31, 2017
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited \$	Audited \$	Audited \$	Audited \$
<b>REVENUE - STREAMWISE</b>												
Products	6.98	10.36	10.90	9.07	11.78	12.11	11.25	10.78	37.25	45.98	37.91	30.75
License	1.82	5.14	5.92	4.31	7.08	7.55	6.82	6.43	17.14	27.92	21.59	16.89
Recurring	5.16	5.21	4.98	4.75	4.70	4.56	4.43	4.35	20.11	18.05	16.32	13.86
Services	11.56	10.31	10.51	10.93	8.36	7.90	7.53	7.85	43.33	31.65	35.13	35.54
BPO	1.40	1.11	0.97	0.80	0.77	0.73	0.73	0.70	4.29	2.93	2.84	2.47
Other Services ^	10.17	9.20	9.55	10.12	7.59	7.17	6.80	7.15	39.04	28.72	32.29	33.07
Resale of Material	0.06	0.15	0.08	0.16	0.04	0.06	0.25	0.39	0.44	0.73	0.11	0.95
<b>TOTAL</b>	<b>18.60</b>	<b>20.81</b>	<b>21.50</b>	<b>20.15</b>	<b>20.18</b>	<b>20.07</b>	<b>19.03</b>	<b>19.02</b>	<b>81.03</b>	<b>78.35</b>	<b>73.15</b>	<b>67.24</b>
<b>REVENUE - BUSINESS UNITWISE</b>												
ERP	6.97	6.44	10.54	8.11	7.37	5.84	6.04	8.99	32.00	28.12	31.32	31.88
HRP	7.13	8.28	7.02	7.82	7.56	9.77	8.17	5.02	30.26	30.70	23.68	17.19
Aviation	4.50	6.09	3.94	4.22	5.25	4.46	4.82	5.01	18.77	19.53	18.14	18.18
<b>TOTAL</b>	<b>18.60</b>	<b>20.81</b>	<b>21.50</b>	<b>20.15</b>	<b>20.18</b>	<b>20.07</b>	<b>19.03</b>	<b>19.02</b>	<b>81.03</b>	<b>78.35</b>	<b>73.15</b>	<b>67.24</b>
<b>REVENUE - GEOGRAPHYWISE</b>												
Americas	3.41	3.85	3.60	3.58	4.89	4.12	4.67	3.54	14.43	17.26	14.42	12.90
Europe	0.56	0.60	0.52	0.84	0.59	0.42	0.56	0.47	2.51	2.05	2.12	2.25
APAC	7.93	9.34	10.46	7.41	7.97	8.21	7.53	8.58	35.13	32.27	24.65	20.14
India	4.41	4.24	5.13	6.54	3.86	3.92	3.96	4.36	20.28	16.07	18.60	18.15
MEA @	2.30	2.79	1.79	1.78	2.87	3.40	2.31	2.08	8.67	10.71	13.37	13.81
<b>TOTAL</b>	<b>18.60</b>	<b>20.81</b>	<b>21.50</b>	<b>20.15</b>	<b>20.18</b>	<b>20.07</b>	<b>19.03</b>	<b>19.02</b>	<b>81.03</b>	<b>78.35</b>	<b>73.15</b>	<b>67.24</b>
<b>BOOKING - BUSINESS UNITWISE</b>												
ERP	4.05	2.62	14.88	5.14	11.06	6.67	5.81	15.20	26.70	38.75	43.58	29.89
HRP	4.81	15.56	9.36	14.51	12.49	15.82	14.61	4.61	44.25	47.52	46.66	34.90
Aviation	4.28	11.62	1.77	1.88	9.02	6.68	9.14	5.80	19.54	30.65	13.84	21.23
<b>TOTAL</b>	<b>13.14</b>	<b>29.80</b>	<b>26.01</b>	<b>21.53</b>	<b>32.57</b>	<b>29.17</b>	<b>29.56</b>	<b>25.61</b>	<b>90.49</b>	<b>116.91</b>	<b>104.08</b>	<b>86.02</b>
<b>UNEXECUTED ORDER BOOK #</b>	<b>166.55</b>	<b>176.29</b>	<b>168.24</b>	<b>168.00</b>	<b>166.00</b>	<b>168.00</b>	<b>161.00</b>	<b>150.49</b>	<b>166.55</b>	<b>166.00</b>	<b>153.00</b>	<b>115.94</b>
<b>CUSTOMER METRICS</b>												
Revenue from New Customers (%)	14%	21%	24%	17%	36%	38%	27%	30%	19%	33%	24%	24%
Revenue from Cloud orders (%)	40%	45%	31%	36%	37%	35%	43%	41%	38%	39%	34%	NA
Number of new customers added	6	13	17	14	16	25	15	24	50	80	85	120

\$ Figures, other than revenue, are unaudited.

# Unexecuted orderbook comprises of new orders , renewals, reversals &amp; 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.

**Disclaimer:**

This fact sheet has been prepared by Ramco Systems Limited (the "Company") for information purposes only and does not constitute, or should be regarded as, or form part of any offer, invitation, inducement or advertisement to sell or issue, or any solicitation or initiation of any offer to purchase or subscribe for, any securities of the Company in any jurisdiction, including the United States and India, nor shall it, or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment to purchase or subscribe for any securities of the Company in any jurisdiction, including the United States and India. This fact sheet does not constitute a recommendation by the Company or any other party to sell or buy any securities of the Company.

No representation or warranty, expressed or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. This fact sheet may not be all inclusive and may not contain all of the information that you may consider material. The information presented or contained in the fact sheet is current as of the date hereof and is subject to change without notice, and its accuracy is not guaranteed. Neither Company nor any of its affiliates, advisors or representatives make any undertaking to update any such information subsequent to the date hereof and shall not have any liability whatsoever (in negligence or otherwise) for any loss arising from the use of this fact sheet or its contents or otherwise arising in connection with this fact sheet.

This fact sheet contains historical information of the Company which should not be regarded as an indication of future performance or results. The fact sheet is given in confidence, and reproduction of this fact sheet, in whole or in part, or disclosure of any of its contents, without prior consent of the Company, is prohibited.