

8<sup>th</sup> August 2017

<b>National Stock Exchange of India Ltd</b> Exchange Plaza, 5th Floor Plot No:C/1, G Block Bandra Kurla Complex, Bandra (E) Mumbai – 400 051 Fax Nos: 022-26598237/ 26598238/26598347/26598348 Email: cmlist@nse.co.in <b>Scrip: RAMCOSYS</b>	<b>Corporate Relationship Department</b> BSE Ltd., Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001 Fax Nos: 022-22723121/ 22723719/ 22722039 Email: 'corp.relations@bseindia.com' <b>Scrip: 532370</b>
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Dear Sir,

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

The gist of the Investors call held on 7<sup>th</sup> August 2017 is enclosed. The same has also been uploaded in the website of the Company – [www.ramco.com](http://www.ramco.com).

The Investors, Goldman Sachs India Fund Limited and Ashmore India Opportunities Fund participated in the 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*

**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](http://www.ramco.com)

## Overview on the results:

- Overall deal size of the new orders won have increased over the last few years.
- **Unexecuted order book** is growing which is a sign that we are growing stably and revenues are secure
- **Shifting towards large deals:** Avg. deal size in the pipeline funnel has also increased during the quarter.
- As most of the bookings are on cloud, there is a Low conversion of **New order's Booking is to revenue ration** ( i.e 15%) in Q1 FY18 as comparative to 30% of whole of FY17. If the conversation rate was 30% this quarter as well, we would have got 2.2 Mn more revenue.
- **Provision for debtors** is being made conservatively and is spread over the year.

## Organization is moving towards sailing into the blue ocean:

- Focus moving forward:
  - Global Payroll/HCM and Logistics expansion continues.
  - Higher order booking
  - Focus is not on short term profitability. We don't want to compete with traditional ERP products.
  - With a long term vision, we will continue to make investments to expand into more countries and to sail into the blue ocean to be ahead of the competition:

### ERP

- For the 1st time ever Ramco covered under Gartner Magic Quadrant for Financials
- Logistics :
  - 40% of current quarter order booking is from Logistics segment
  - Currently in the market there is only competition among single components of Logistics product. There is no competition for the overall logistics segment where we are targeting!

### HCM - Payroll

- We are making investments to expand the country reach which is helping us win multi country deals
- We added Japan to the list and will be adding UK and Ireland soon
- We are ahead of competition by having multi country payroll in almost every country in ASIA and Middle East.
- We already have 2 out of the top 5 consulting companies as customers who are using our platform to onboard their customers, which is going at a slow pace.
- HCM payroll product is available to download pays lips in many regional languages
- HCM got its first Chat Bots win this quarter. Among Q1 order wins, 2 customers bought Chat Bots.

### Aviation

- We recently won 1 customer from Helicopter side and 2 from MRO in China
- Having local nationals as employees in China and other countries in ASIA is helping us win more deals.