

29th August 2017

National Stock Exchange of India Ltd 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 Scrip: RAMCOSYS	Corporate Relationship Department BSE Ltd., Phiroze Jeejeebhoy Towers Dalal Street, Mumbai -- 400 001 Fax Nos: 022-22723121/ 22723719/ 22722039 Email: 'corp.relations@bseindia.com' Scrip: 532370
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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 meetings held at Chennai on 23rd and at Mumbai on 24th August 2017 is enclosed. The same has also been uploaded in the website of the Company – www.ramco.com.

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

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

GIST OF INVESTOR MEETINGS

23rd August 2017 - Chennai

Franklin Templeton Investments

24th August 2017 - Mumbai

Ashmore Investment Mgmt

Birla Sun Life Insurance

Citi Global Markets

Edelweiss MF

Emkay Global Financial Services

HDFC MF

ICICI Prudential Asset Mgmt

Kotak PMS

Lucky Investment Managers

Mirae Asset

Principal Pnb Asset Management

Reliance Nippon Life Insurance Company Limited

Representatives from Ramco Systems Limited:

Shri Virender Aggarwal, CEO

Shri Ranjan Tayal, COO

Points explained:

- Logistic vertical has been identified as the blue ocean opportunity in the wide ERP segment by the company. The vertical is witnessing strong traction led by ecommerce but lacks single unified platform to map diverse need of clients. Ramco System has built an ERP that is covering up for this high demand segment.
- New business line through horizontal - Next Generation Finance - is being created to cater to the needs of self-running-finance proposition wherein the accounting needs of SMEs can be run through a cloud hosted shared standard large data base that can eliminate need of docile back office staff needs.
- Payroll led differentiation driving momentum in HCM. RMCS has now payroll for about 40+ countries that can cover 70%+ global working population. The unified platform covering all HR modules (Talent / performance management, Time & Attendance) along with payroll across Asia Pacific is culminating into a significant differentiator. This wide payroll capabilities on a unified solution is now helping it win against large established global managed services payroll players, in large MNC clients.
- Company's leading solution for Maintenance and Engineering (M&E) segment for Aviation industry has significant market share in the civilian helicopter segment with market share of about 50%+. In the fixed wing segment, it has select customers, including the recent wins in China. Part-trading market has about 40,000 small vendors and deals in reselling of aircraft parts. The company is planning to target this market through a blockchain offering that would bring these part-suppliers listed on portals to update availability, pricing and use-life history detail.
- Sales spends are largely towards Google Adwords.
- Recent recognition by global independent research firms such as Gartner, Forrester has helped in more enquiries.
- Participation in sales events across the globe on focus segments such as Payroll, Aviation, Logistics brings in more visibility and enquiries.
- In Logistic ERP, players with a fleet of more than 50 and players in Next Generation Finance with revenue size of US\$50mn – US\$500mn are targeted. For aviation, players are targeted through webinar.