

January 29, 2019

**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,

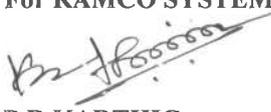
**Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Further to our intimation dated January 28, 2019, regarding investors' call, please find enclosed the gist of the points and the fact sheet discussed in the investors' 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  
COMPANY SECRETARY



Encl: As above

## Ramco Systems Limited

**Corporate Headquarters:** 64, Sardar Patel Road, Taramani, Chennai 600 113, India |  
Tel: +91 44 2235 4510 / 6653 4000, 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

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

**Analysts and Investors Call – Debrief – Q3 FY19**  
**(29<sup>th</sup> January 2019)**

- **Overview**
  - Order Booking down by 1%, Revenue up by 5% and a Net Loss in Q3 FY19
  - Focus on Logistics and Global Payroll shows up in the Order Booking
  - Average opportunity size in the funnel is increasing & share of Logistics and Global Payroll in the funnel continues to grow at a steady rate
  - Asia region stands highest in Revenue and Order booking, while muted business in Europe and Americas shows up in Revenue and Order Booking
  
- **Cost efficiency**
  - Other costs for the quarter includes exchange rate fluctuation loss of \$1.75M as against gain of \$0.88M last quarter. The exchange rates fluctuated adversely in the major currencies dealt by the Company – USD, SGD, AUD and AED. Other costs also include provision for Doubtful Debts of \$0.91M and such provision may continue during the year and the year after as well
  
- **Unexecuted Order book**
  - Unexecuted Order Book stands at \$168M by end of Q3. Focus stays on accelerating the conversion into revenue by improving on delivery efficiencies
  
- **HCM**
  - HCM clocked historically highest ever revenue in a quarter, becoming the largest SBU for Q3
  - 70% of new orders in Q3 were from HCM
  - Won an order from one of the ANZ's largest Telecom Operators
  - HCM CAGR is at 42% over a period of 5 years, and 47% without BPO
  - Payroll led HCM offerings continue to garner market share
  - HCM multi country payroll funnel opportunities are increasing at a healthy rate
  
- **ERP**
  - Muted growth in Core ERP showing up in Revenues
  - Logistics has de-grown due to focus on execution and lower focus on new business
  
- **Future Outlook/Focus Areas**
  - Focusing on go-lives to accelerate revenue conversion
  - Asia continues to be the largest contributor with new markets (Philippines, Indonesia, Vietnam) and is expected to continue the momentum
  - Stronger bookings and revenue expected in Logistics, while de-growth is expected in Core ERP and Aviation
  - Will consider treating Logistics as a separate SBU from next financial year
  - Pipeline for HCM continues to grow at a good rate, with visibility of few Fortune 100 companies in the pipeline

**CONSOLIDATED INFORMATION**

Figures in USD Million, except where stated otherwise

	Quarter Ended								Nine months Ended		Year Ended		
	Dec-18	Sep-18	Jun-18	Mar-18	Dec-17	Sep-17	Jun-17	Mar-17	Dec. 31, 2018	Dec. 31, 2017	Mar.31, 2018	Mar.31, 2017	Mar.31, 2016 *
	Unaudited	Unaudited	Audited \$	Audited \$	Audited								
<b>REVENUE - STREAMWISE</b>													
Products	12.11	11.25	10.78	10.02	11.28	9.43	7.18	7.32	34.19	27.89	37.91	30.75	34.21
License	7.55	6.82	6.43	5.58	7.00	5.48	3.53	3.91	20.84	16.01	21.59	16.89	20.85
Recurring	4.56	4.43	4.35	4.43	4.28	3.94	3.66	3.41	13.35	11.88	16.32	13.86	13.36
Services	7.90	7.53	7.85	8.52	8.11	8.58	9.92	9.01	23.28	26.61	35.13	35.54	34.32
BPO	0.73	0.73	0.70	0.69	0.72	0.73	0.70	0.65	2.16	2.15	2.84	2.47	2.13
Other Services ^	7.17	6.80	7.15	7.83	7.39	7.85	9.22	8.35	21.12	24.46	32.29	33.07	32.19
Resale of Material	0.06	0.25	0.39	0.03	0.01	0.01	0.06	0.72	0.69	0.08	0.11	0.95	0.40
<b>TOTAL</b>	<b>20.07</b>	<b>19.03</b>	<b>19.02</b>	<b>18.56</b>	<b>19.40</b>	<b>18.02</b>	<b>17.17</b>	<b>17.05</b>	<b>58.16</b>	<b>54.59</b>	<b>73.15</b>	<b>67.24</b>	<b>68.94</b>
<b>REVENUE - BUSINESS UNITWISE</b>													
ERP	5.84	6.04	8.99	7.34	7.49	8.65	7.85	8.58	20.75	23.98	31.32	31.88	30.82
HCM	9.77	8.17	5.02	7.38	6.58	5.15	4.58	3.70	23.15	16.31	23.68	17.19	18.79
Aviation	4.46	4.82	5.01	3.84	5.34	4.22	4.74	4.78	14.27	14.30	18.14	18.18	19.32
<b>TOTAL</b>	<b>20.07</b>	<b>19.03</b>	<b>19.02</b>	<b>18.56</b>	<b>19.40</b>	<b>18.02</b>	<b>17.17</b>	<b>17.05</b>	<b>58.16</b>	<b>54.59</b>	<b>73.15</b>	<b>67.24</b>	<b>68.94</b>
<b>REVENUE - GEOGRAPHYWISE</b>													
Americas	4.12	4.67	3.54	2.97	5.08	2.88	3.47	3.25	12.36	11.44	14.42	12.90	12.47
Europe	0.42	0.56	0.47	0.50	0.44	0.60	0.58	0.51	1.45	1.62	2.12	2.25	3.07
APAC	8.21	7.53	8.58	5.50	7.20	7.41	4.54	5.34	24.30	19.14	24.65	20.14	19.93
India	3.92	3.96	4.36	4.88	3.98	4.27	5.48	3.82	12.21	13.72	18.60	18.15	17.70
MEA @	3.40	2.31	2.08	4.71	2.71	2.86	3.10	4.13	7.84	8.67	13.37	13.81	15.77
<b>TOTAL</b>	<b>20.07</b>	<b>19.03</b>	<b>19.02</b>	<b>18.56</b>	<b>19.40</b>	<b>18.02</b>	<b>17.17</b>	<b>17.05</b>	<b>58.16</b>	<b>54.59</b>	<b>73.15</b>	<b>67.24</b>	<b>68.94</b>
<b>BOOKING - BUSINESS UNITWISE</b>													
ERP	6.67	5.81	15.197	6.97	10.35	11.80	14.46	12.10	27.69	36.61	43.58	29.89	NA
HCM	15.82	14.61	4.61	18.87	10.39	10.41	7.00	6.72	35.03	27.79	46.66	34.90	NA
Aviation	6.68	9.14	5.80	3.37	3.77	3.06	3.64	5.32	21.63	10.46	13.84	21.23	NA
<b>TOTAL</b>	<b>29.17</b>	<b>29.56</b>	<b>25.61</b>	<b>29.21</b>	<b>24.50</b>	<b>25.26</b>	<b>25.10</b>	<b>24.14</b>	<b>84.34</b>	<b>74.87</b>	<b>104.08</b>	<b>86.02</b>	<b>-</b>
<b>UNEXECUTED ORDER BOOK #</b>	<b>168.00</b>	<b>161.00</b>	<b>150.49</b>	<b>153.00</b>	<b>139.91</b>	<b>134.28</b>	<b>126.31</b>	<b>115.94</b>	<b>168.00</b>	<b>139.91</b>	<b>153.00</b>	<b>115.94</b>	<b>NA</b>
<b>CUSTOMER METRICS</b>													
Revenue from New Customers (%)	38%	27%	30%	33%	33%	18%	13%	30%	32%	22%	24%	24%	35%
Revenue from Cloud orders (%)	35%	43%	41%	38%	32%	36%	22%	NA	39%	NA	34%	NA	NA
Number of new customers added	25	15	24	25	27	18	15	20	64	60	85	120	157

\* 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 &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.

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