

February 8, 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), 2015

Further to our intimation dated February 7, 2018 and February 8, 2018, regarding Investors call, please find enclosed the gist of the points discussed in the telephonic conference call held today.

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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United Kingdom | Germany | Switzerland | South Africa | Sudan

www.ramco.com

Analysts and Investors Meeting – Debrief – Q3FY18
(8th Feb 2018)

- **Overview**
 - Order Booking continues to be on track. Booked \$24.5 M. in this quarter. Focus on Logistics and Global Payroll shows up in the Order Booking. They make up 62% of the Order Booking
 - Average opportunity size in the funnel is increasing & share of Logistics and Global Payroll in the funnel continues to grow
 - While Cloud Bookings YTD stands at 54% , Quarterly stands at 47%
 - The sensitivity of revenues to the % of cloud bookings is evident as we see increase in revenue this quarter.
- **Cost efficiency**
 - Stringent focus on simplifying operations – whether in terms of simplifying organization, simplifying product mix or simplifying delivery capability – has started to yield results.
 - Consequently, some of the cost elements– cost of delivery, hosting and travel expenses have decreased.
 - Other costs for the quarter includes exchange rate fluctuation loss of \$0.83 M as against a gain of \$0.89 M last quarter. Excluding this element from both quarters, the profit for the quarters would be in line with the increase in the license revenue.
- **Unexecuted Order book**
 - Unexecuted Order Book has increased QoQ by 4% and stands at \$140 M. as of end this quarter
- **HCM**
 - Ramco HCM added one of the top five Fortune 100 giant as its customer;
 - Q3 revenue from HCM grew 28% QoQ with acceptance coming from marquee logos
 - Good traction picking up in Malaysia, Indonesia, Philippines and Singapore
 - HCM pipeline with multi country payroll opportunities is increasing at a healthy rate.
- **ERP:**
 - After HCM & Cloud Financials, Ramco EAM (Aviation MRO) makes its entry into Gartner Magic Quadrant, for the 1st time ever.
 - **Logistics:** The investments and focus on the Logistics product continue to fuel positive momentum
- **Future Outlook/Focus Areas**
 - Continue to sail into the BLUE OCEAN: Creating our Own Market : We are IP led, AI led and Competitive led
 - Market potential is immense. Challenges lie within, not outside. Focus is on hyper automation to deal with the challenges
 - Lean implementation methodology is been implemented in HCM
 - USA recorded its highest revenue in last 5 years, a positive trend showing the product gaining acceptance in mature and highly competitive markets. In USA, we plan to focus on AVN and logistics in short term
 - Aviation will continue to focus on dominating in Heli, Special ops and MRO segments
 - Expanding geographical footprint and building a brand
 - Artificial intelligence and Augmented reality:
 - BOTS into production – We already have customers
 - Facial recognitions – We are already using it internally
 - Block chain and Virtual reality - We have use cases and are yet to put it into production