

August 6, 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) Regulations, 2015

Further to our intimation today, 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

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Analysts and Investors Call – Debrief – Q1 FY19
(6th August 2018)

- **Overview**
 - Revenue has grown by 2%, Order Booking down by 12%, and Net Profit up by 54% in Q1 FY19
 - Focus on Logistics and Global Payroll shows up in the Order Booking. They make up 36% of the total Order Booking and 34% of total revenue in Q1 FY19
 - Average opportunity size in the funnel is increasing & share of Logistics and Global Payroll in the funnel continues to grow at a steady rate
- **Cost efficiency**
 - Wage bill saw an increase on account of headcount and salary revisions. Operational efficiencies across the other cost elements continue for the quarter
 - Other costs for the quarter includes exchange rate fluctuation gain of \$0.66M as against \$0.47M last quarter. It also includes provision for Doubtful Debts of \$0.95M as against \$0.99M for the last quarter
- **Unexecuted Order book**
 - Unexecuted Order Book stands at \$150M by end of Q1
- **HCM**
 - Good traction picking up in Malaysia, Indonesia, Philippines and Singapore
 - Revenue from HCM decreased due to impact of longer decisions on bookings
 - HCM multi country payroll funnel opportunities are increasing at a healthy rate
- **ERP**
 - Large bookings in both Core ERP and Logistics led the growth in ERP
 - Logistics: The investments and focus on the Logistics product continue to fuel positive momentum
- **Future Outlook/Focus Areas**
 - BLUE OCEAN: Focus on multi country payroll and Logistics is working well for us, with majority of pipeline from the above areas
 - Asia contributed the most in the order booking for the quarter and is expected to continue the momentum
 - Aviation MRO has led the growth in Aviation this quarter
 - Artificial intelligence and Augmented reality:
 - BOTS into production – We already have customers who use BOTS for HR services; we've moved our entire in-house HR Services into BOTS
 - VOICE – We are aiming to become a Voice company, by taking the conversational experience a few notches ahead by building Voice based transactions using Amazon Alexa and Google Assistant
 - Improving implementation capability and reorganizing for scale and growth will be additional focus in FY19

CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Year Ended			
	Jun-18	Mar-18	Dec-17	Sep-17	Jun-17	Mar-17	Dec-16	Sep-16	Mar.31, 2018	Mar.31, 2017	Mar.31, 2016 *	Mar.31, 2015
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited \$	Audited \$	Audited	Audited
REVENUE - STREAMWISE												
Products	10.78	10.02	11.28	9.43	7.18	7.32	6.54	8.64	37.91	30.75	34.21	29.87
License	6.43	5.58	7.00	5.48	3.53	3.91	3.10	5.12	21.59	16.89	20.85	17.21
Recurring	4.35	4.43	4.28	3.94	3.66	3.41	3.44	3.52	16.32	13.86	13.36	12.66
Services	7.85	8.52	8.11	8.58	9.92	9.01	10.26	8.09	35.13	35.54	34.32	29.00
BPO	0.70	0.69	0.72	0.73	0.70	0.65	0.65	0.59	2.84	2.47	2.73	1.57
Other Services ^	7.15	7.83	7.39	7.85	9.22	8.35	9.61	7.50	32.29	33.07	32.19	27.42
Resale of Material	0.39	0.03	0.01	0.01	0.06	0.72	0.05	0.12	0.11	0.95	0.40	0.60
TOTAL	19.02	18.56	19.40	18.02	17.17	17.05	16.85	16.84	73.15	67.24	68.94	59.47
REVENUE - BUSINESS UNITWISE												
ERP	8.99	7.34	7.49	8.65	7.85	8.58	7.26	7.92	31.32	31.88	30.82	27.17
HCM	5.02	7.38	6.58	5.15	4.58	3.70	4.65	4.57	23.68	17.19	18.79	11.53
Aviation	5.01	3.84	5.34	4.22	4.74	4.78	4.94	4.35	18.14	18.18	19.32	20.76
TOTAL	19.02	18.56	19.40	18.02	17.17	17.05	16.85	16.84	73.15	67.24	68.94	59.47
REVENUE - GEOGRAPHYWISE												
Americas	3.54	2.97	5.08	2.88	3.47	3.25	3.50	3.33	14.42	12.90	12.47	10.87
Europe	0.47	0.50	0.44	0.60	0.58	0.51	0.56	0.54	2.12	2.25	3.07	4.69
APAC	8.58	5.50	7.20	7.41	4.54	5.34	5.97	4.81	24.65	20.14	19.93	12.08
India	4.36	4.88	3.98	4.27	5.48	3.82	4.47	4.66	18.60	18.15	17.70	16.59
MEA @	2.08	4.71	2.71	2.86	3.10	4.13	2.35	3.50	13.37	13.81	15.77	15.24
TOTAL	19.02	18.56	19.40	18.02	17.17	17.05	16.85	16.84	73.15	67.24	68.94	59.47
BOOKING - BUSINESS UNITWISE												
ERP	15.20	6.97	10.35	11.80	14.46	12.10	7.35	6.83	43.58	29.89	NA	NA
HCM	4.61	18.87	10.39	10.41	7.00	6.72	16.00	7.76	46.66	34.90	NA	NA
Aviation	5.80	3.37	3.77	3.06	3.64	5.32	4.83	7.85	13.84	21.23	NA	NA
TOTAL	25.61	29.21	24.50	25.26	25.10	24.14	28.17	22.44	104.08	86.02	-	-
UNEXECUTED ORDER BOOK #	150.49	153.00	139.91	134.28	126.31	115.94	NA	NA	153.00	115.94	NA	NA
CUSTOMER METRICS												
Revenue from New Customers (%)	30%	33%	33%	18%	13%	30%	31%	20%	24%	24%	35%	27%
Revenue from Cloud orders (%)	41%	38%	32%	36%	22%	NA	NA	NA	34%	NA	NA	NA
Number of new customers added	24	25	27	18	15	20	34	40	85	120	157	123

* 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 & 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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