

13<sup>th</sup> July 2017

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Dear Sirs,

**Sub: Press Release**

Please find enclosed a press release, titled “**Ramco Systems continues to expand footprint across China with leading Heli-Operator, China Southern Airlines General Aviation Ltd. choosing Ramco**” which is being released to the press from our end.

We request you to kindly take the above on record.

Thanking you,

Yours faithfully

For **RAMCO SYSTEMS LIMITED**



**P R KARTHIC**  
**COMPANY SECRETARY**



Encl: As above

**Ramco Systems Limited**

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## Ramco Systems continues to expand footprint across China with leading Heli-Operator, China Southern Airlines General Aviation Ltd. choosing Ramco

**Zhuhai, China / Chennai, India – July 13, 2017** – [Ramco Systems](#), leading provider of Aviation & Maintenance software on Cloud and Mobile today announced an order win from **China Southern Airlines General Aviation Ltd.** (CSAGA), the 2nd largest offshore helicopter operator in China for integrating its organization-wide maintenance and engineering operations.

The Zhuhai-based company, which operates Asia's largest fleet of Sikorsky helicopters will implement [Ramco Aviation Maintenance & Engineering Suite 5.8](#), enabling its staff across China to automate and manage fleet data in real time.

With functions for aircraft and component tracking, quality and regulatory compliance, offline maintenance, and supply chain management, bundled with advanced reporting and analytics capabilities, Ramco's mobile friendly solution offers an end to end maintenance engineering system tightly integrated with HR & Finance modules aimed at significantly reducing paperwork and human error.

**Rong Weiguo, Chief Executive Officer, China Southern Airlines General Aviation Ltd.**, said, "To tap into the booming general aviation market, we needed to infuse a robust technology backbone that can bring greater visibility and help streamline operations. We chose Ramco as our technology partner due to their deep expertise in aviation management, long history of supporting leading global heli-operators and thrust on bringing innovative technology to aviation industry. We are confident that Ramco's fully integrated suite will give us considerable business advantages as we seek to establish leadership in China's general aviation market."

**Virender Aggarwal, CEO, Ramco Systems**, said, "China's helicopter industry is gearing up to become a global power. While cutting-edge technologies have enabled China develop advanced helicopters, the industry is now exploring next-gen technologies to automate its maintenance and engineering functions. Our partnership with CSAGA opens a new market for Ramco Aviation as we expand our horizons into China, a market which holds significant promise for our growth in the future."

Ramco Aviation Suite V5.8 is a powerful enterprise application that covers the entire spectrum of maintenance operations both for the civil and the military helicopters—from maintenance planning to line, hangar, shop and engine maintenance, reliability and engineering, and technical records. From emergency medical services to aerial fertiliser spraying, Ramco Aviation suite's new-age user interface and unmatched performance is helping organizations streamline their functions and address key pain areas with ease.

Designed to be accessible on cloud and mobile, Ramco Aviation Software continues to add technological innovations with '[Anywhere Apps](#)', redefining the power of Mobility, to significantly reduce transaction time both during AOG conditions and critical aircraft turnarounds. The software helps aviation companies ensure zero tolerance to error, with higher safety standards. Ramco is changing the paradigm of enterprise software with ZERO UI powered by cool new features such as Chatbots, Mail bots, HUBs and Cognitive solutions. With 75+ Aviation leaders onboard, Ramco is the solution of choice for several large airlines and top heli-operators and multiple MROs in the world.

### **About China Southern Airlines General Aviation Ltd. (CSAGA):**

China Southern Airlines General Aviation Ltd, originally known as Zhuhai Helicopter Company, founded in May1980, is the only wholly-owned general aviation subsidiary of China Southern Airlines Co. Ltd. and is the backbone of general aviation companies in China. With a hardship of more than 3 and a half decades, CSAGA has become China's Class-A general aviation enterprise and has vaulted to China's second largest flight operator in offshore oil & gas exploitation industry, as well as in onshore businesses in various areas, such as powerline patrol, forest protection, SAR, charter flights, managing helicopters for third parties and photographing, etc.

Currently, CSAGA owns the CAAC-145 maintenance certification, CAAC-91&135 operator certification, and CAAC-147 training qualification, and operates 24 aircrafts, including Sikorsky S92A helicopters, Sikorsky S76 series helicopters, Bell 407 helicopters and Lineage-1000 aircraft. CSAGA operates in 11 operation bases for offshore and onshore flight

from north to south of China, and the offshore operation area covers the Bohai Sea, the Yellow Sea, the East China Sea, the South China Sea, Beibu Gulf and Yinggehai.

**About Ramco Systems:**

Ramco is a fast growing enterprise software player disrupting the market with its multi-tenanted cloud and mobile-based enterprise software in the area of HCM and Global Payroll, ERP and M&E MRO for Aviation. Part of the USD 1 billion Ramco Group, Ramco Systems focuses on Innovation and Culture to differentiate itself in the marketplace. On Innovation front, Ramco has been focusing on moving towards Cognitive and Robotic ERP with features such as **Chatbots** – which allows users to complete transaction using natural conversations; **Mail Bot** – transact through email based requests; **HUB It** - a one screen does it all concept built to address all activities of a user; **Thumb It** – mobility where the system presents users with option to choose rather than type values and **Prompt It** – a cognitive ability which will let the system complete the transaction and prompts the user for approval.

With 1600+ employees spread across 22 offices, globally, Ramco follows a flat and open culture where employees are encouraged to share knowledge and grow. No Hierarchies, Cabin-less Offices, Respect work and not titles, among others are what makes the team say, Thank God it's Monday!

**Positioned as Niche Vendor in Gartner Magic Quadrant for Cloud Financials; Winner of Frost & Sullivan Asia Pacific Award for Best Talent Management Solution; Recognized as a 'Highly Recommended' Payroll Software Supplier of the Year 2017 by Global Payroll Association; Positioned as 'Achiever' in Everest Group's Multi-country Payroll Platform Assessment; Winner of ISG Award for Innovation; Winner of HR Vendors of the Year Award 2016; Chosen as Preferred Next-Gen MRO IT Vendor by ARSA**

For more information, please visit <http://www.ramco.com/aviation>

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