

January 27, 2016

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Dear Sirs,

Sub: Press Release

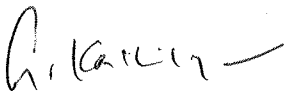
Please find enclosed a press release, titled “**AAI Worldwide Logistics chooses Ramco ERP to integrate its global operations**”, which is being released to the press from our end.

We request you to kindly take the above on record.

Thanking you,

Yours Faithfully,

For **RAMCO SYSTEMS LIMITED**



G KARTHIKEYAN
COMPANY SECRETARY

AAI Worldwide Logistics chooses Ramco ERP to integrate its global operations

Paranaque, Philippines/ Chennai, India – January 27, 2016 – AAI Worldwide Logistics Inc. (AAI), a leading logistics and freight-forwarding firm in the Philippines and its new **Express Courier business unit: Black Arrow Express**, today announced that it will implement **Ramco Systems'** Logistics Software, to streamline its domestic and international freight forwarding operations.

Ramco, a leading enterprise software provider on Cloud, mobiles and tablets, will roll out its Cloud-based integrated ERP solution for Logistics Service Providers across AAI's five entities in and around the Philippines. The system will enable AAI to manage its Warehouse & Transportation, Freight Forwarding, Fleet Planning, Courier Management, and Facility Management integrated with Finance and HR all from a single unified system.

An exclusive agent of the World Air Cargo Organisation, as well as an International Air Transport Association agent for major carriers, AAI is the first logistics and freight-forwarding firm to be accorded the Philippine Quality Award, which is the highest national recognition for performance excellence that a Philippine company can receive.

Arnold Brizuela, President, AAI Worldwide Logistics Inc., and **Allan Brizuela, President, Black Arrow Express** said, "To achieve our goal of becoming the No.1 logistics company in Philippines, there certainly was a dire need of an innovative and integrated technology that could help us yield efficient results. Ramco's fully integrated Logistics offering suited our business needs perfectly. The solution will enable us to effectively plan and organize vast logistic shipments throughout the Philippines and beyond."

Virender Aggarwal, CEO, Ramco Systems said, "We are glad to announce AAI, a leading name in Logistics industry, as our customer. After a rigorous evaluation of both global and local vendors, AAI decided to choose Ramco ERP. We are confident this partnership will further strengthen our position as a leading Logistics software provider, globally."

"The logistics industry is at a crossroads, as traditional players face stiff competition from a "smarter" Uberised world. The need to optimise operations, arrest revenue wastage, and gain visibility is driving organisations to adapt latest technology. Our integrated suite of offering on Cloud with in-built mobility, is gaining favour as it addresses the complete value chain of a Logistics Service Provider," added **Aggarwal**.

Allan Brizuela, Black Arrow Express looks at the Uberisation and Grabbing as an opportunity. "Technologically-integrated companies such as ourselves in partnership with Ramco, could only maximise the added retail booking opportunities that platform providers present. While booking and grabbing couriers are now literally within the hands of the customers, Black Arrow and Ramco make it possible for these customers to gain access to our assets, and even an entire universe of logistics solutions."

Ramco Logistics Software is an integrated Cloud-based platform for Third Party Logistics, Freight Forwarders, and Parcel/ Courier service providers seeking a high-performance logistics software. An Integrated end-to-end solution that can link every stage of a logistics chain and bring all the functionalities under a single technology platform, which is flexible, scalable, cognitive, and ready to adapt to change is helping the solution attract customers, worldwide.

About AAI Worldwide Logistics Inc.

Formerly Airlift Asia Inc, AAI is a Filipino-owned corporation, certified to ISO 9001:2008 Quality Management System, ISO 14001:2004 Environmental Management System, and ISO 18001:2007 Occupational Health and Safety Management System and TAPA "A" for security. AAI has three (3) major services, namely: (a) international freight forwarding (air & sea); (b) domestic freight forwarding (air, sea & land); and (c) warehousing and distribution. It also offers Vendor Managed Inventory (VMI) via its affiliate company the A2Z Logistics, Inc. Lastly, packing, crating, rigging, and hauling are being offered through its AAI+PEERS, Inc.

AAI has a branch office in Cebu and satellite offices in Cagayan de Oro and Davao City that cater to the requirements of customers in Visayas and Mindanao. It also has satellite offices in Clark, Subic, and Cavite.

In March 2016, AAI Group of Companies will finally fulfil their vision of being a "Total Logistics" provider, by launching Black Arrow Express. This will be performing last-mile, door-to-door service and e-commerce fulfilment for their customers. The world is getting "smarter", and finding the right technology partner ensures that our business is ahead of the game.

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 Mail It – a feature which enables users to transact with the application by just sending an email; 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 20 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!

Winner of ISG Award for Innovation; Chosen as Preferred Next-Gen MRO IT Vendor by ARSA; Winner of HR Vendors on the Year Award 2015; Winner of CIO Choice Honor & Recognition 2016

For more information, please visit <http://www.ramco.com/logistics>
Follow Ramco on Twitter [@ramcosystems](https://twitter.com/ramcosystems) or read latest updates on <http://blogs.ramco.com>

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