

February 8, 2017

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Dear Sir,

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

The gist of the Investors call held today is enclosed. The same has also been uploaded in the website of the Company – www.ramco.com.

Following investors participated in the call:

1. HDFC Trustee Company Limited
2. Sundaram Mutual Fund
3. Goldman Sachs India Fund Limited

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



R RAVI KULA CHANDRAN
CHIEF FINANCIAL OFFICER

Encl: As above

Gist of investors call

The following information was shared by the Company with the participants in the call on 8th February 2017: Call started at 10.30 a.m. and ended at 11.30 a.m.

Q3 Performance

- Q3 Revenue at US\$16.85M
- Q3 Net Profit at US\$ 0.45M
- Booking grew by 26% QoQ and stood at US\$ 28.17Mn, largest booking so far
- Q3 collection focus helped reduce the effective borrowings by Rs.20 crs.
- NN booking as a % of Total Booking stands at 72%
- Deal Pipeline as per CRM grows by 65% YOY
- Cloud booking for current quarter stood at 76% of total booking

Organization is moving towards sustained recurring revenue with strong bookings

- Booking continues to be strong and show an increasing trend QoQ in this FY
- NN Booking/NN Billing ratio continues to show more promise for future revenue, however impacting immediate revenue recognition due to the recurring nature
- NN Booking increased from Q3 FY16 but NN revenue conversion % much lesser
- If we continue to have USD 25 Mn + booking per quarter, the recurring revenue would grow by around 20% next FY.
- Bookings from million dollar+ deals are showing an increasing trend YOY
- EBIDTA tapered largely on account of increase in employee cost. The increase was on account of annual increment and higher onsite deployment.

ASEAN & ANZ continue to lead the booking momentum

- ASEAN & ANZ booking grew by more than 100% QoQ
- ASEAN Geographies like Philippines, Indonesia and Vietnam showing a lot of promise
- ASEAN pipeline grew by 152% and ANZ by 72% YOY
- Middle- East market continues to face macroeconomic challenge and has been a dampener
- Iran market however looks promising and offering substantial opportunities, which is being explored.

Strategy to focus on creating niche IP showing results

HCM

- Ramco HCM+ payroll making strong progress and large million dollar deal got signed
- Booking grew by 106% QoQ
- Multi country Payroll with large MNCs continues to be a growth propeller
- Getting invited to very large RFPs, that were stronghold of the biggies
- The deal pipeline also grew 106% YOY

ERP - Logistics

- Ramco Logistics continues to find interest globally
- Ramco Logistics formed more than 75% of new bookings done in ERP unit
- Deal Pipeline grew by more than 200% YOY



Aviation

- While the Heli segment still looks bearish in outlook, focus on OEMs and MROs beginning to bear results
- Bookings from leading OEMS in aviation and also MROs in US and China contributed to revenue growth

Partner eco system is the way forward

- Partner traction at three levels
 - Boutique Partners who sell/implement Ramco solutions only. They are the ones who are spearheading opening new Geographies like Indonesia/Vietnam
 - Global System integrators who are selling our product to their existing customer base as part of digital transformation
 - Large Consulting/managed services providers who are using Ramco platform to service their end customers
- Ramco will continue to build capability for these partners enabling them to sell and implement independently

