Company Overview

- Part of the $1 Billion Ramco group
- Global R&D Center in India
- 21 Offices Worldwide
- 1550+ Employees
- Rich history of 24 Years

Ramco’s Global R&D Center in Chennai
Global Aviation Customer Presence

- Trusted by the likes of:
  - Emirates
  - Malaysia Airlines
  - Air India
  - Airbus Helicopters
  - Columbia Helicopters
  - FLTECHNICS
  - Kenya Airways
  - Air Methods
  - Pli

- Over 60+ customers
- Across 24 countries:
  - 23 Americas
  - 5 MEA
  - 9 Europe
  - 22 APAC & Oceania

- Serving 03 segments:
  - 33 Airlines
  - 15 Heli Operators
  - 12 MROs
Revolutionizing Aviation for the past 16 years

Powers 2650+ aircrafts with over 10,000+ users globally

AIRBUS Helicopters with over 11,780+ aircrafts in service across 148 countries Chooses Ramco

Trusted by the likes of Emirates, Air India, Republic Airways, FLTechnics, Air Methods, PHI and 50 others

Ramco’s most comprehensive M&E MRO solution is available On-the-Cloud
Aviation Industry | An Outlook

- Airworthiness
- Dispatch Reliability
- On-Time Compliance
- License Certification Tracking
- Safety Management

- Maintenance Outsourcing
- Offline Maintenance
- e-Enablement
- Mobile Solutions
- Solutions on cloud
- Paperless operations

- Tedious manual and inefficient processes
- Data entry duplication
- Lack of streamlined information flow
- Lack of visibility across all the departments
- Voluminous paperwork
- High Maintenance and Inventory Cost
- Absence of reliable Knowledge base
Aviation Suite
Enterprise Wide
M&E / MRO

The Complete Aviation Solution for Managing Your Aircraft, Engines & All Components

Our solution can run your entire business and not just maintenance.

OFMS Off-line Field Maintenance System

HR & Financials

Ramco ePublications

787 LSAP Management

Advanced Planning & Optimization

Advanced Reliability
Advantages of a Comprehensive Solution

Our solution can run your entire business and not just maintenance & seamlessly replace your existing ERP solution

THE COMPLETE AVIATION SOLUTION FOR YOU

**Human Capital Management**
- Employee Info
- Certifications & Qualifications
- Training
- Time Mgmt
- Recruitment
- Talent Mgmt
- Payroll
- Compensation & Benefits

**Finance & Accounting**
- Finance Setup
- General Accounting
- Vendor Invoicing
- Accounts Payable
- MRO Invoicing
- Accounts Receivable
- Management Accounting
- Fixed Assets
### Key Customers Worldwide

<table>
<thead>
<tr>
<th>Republic Airways</th>
<th>Emirates</th>
<th>Malaysia Airlines</th>
<th>Air India</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goodyear</td>
<td>Blimp</td>
<td>Air Tahiti</td>
<td>FLY SMART</td>
</tr>
<tr>
<td>Goodyear</td>
<td>Blimp</td>
<td>Air Tahiti</td>
<td>FLY SMART</td>
</tr>
<tr>
<td>MASCAR</td>
<td>Safe Air</td>
<td>ENDEAVOR AIR</td>
<td>Kenya Airways</td>
</tr>
<tr>
<td>FLTECHNICS</td>
<td>Safe Air</td>
<td>ENDEAVOR AIR</td>
<td>Kenya Airways</td>
</tr>
<tr>
<td>Shuttle America</td>
<td>AeroMexico Connect</td>
<td>Ports Authority of India</td>
<td>Yemenia</td>
</tr>
<tr>
<td>Ellinair</td>
<td>Eagle Air Iceland</td>
<td>Aero Gulf</td>
<td>air costa</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>Astra Airlines</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>Premiair</td>
</tr>
</tbody>
</table>
And more …
One of Largest Airline in the world
- Fleet of 200+ aircrafts | Worlds Largest Fleet of A380
- Operates over 2500 flights per week to 130 cities across six continents

Automation of OEM and Statutory Reporting
Higher Reliability and Service Levels
Faster & Intelligent analysis of Proactive Actions
Flexibility to evolve with progressive changes
One of the World’s leading Helicopter Services Companies in 43 Countries
- 1800 Employees / Fleet size ~ 268
- Oil & Gas, Air Medical, Mining

Solution
- Complete Maintenance & Engineering, Materials, replacing various disparate systems
- Electronic Flight Bag
- Electronic sign-offs

Key Business Benefits
- Paperless Maintenance Operations
- Complete Visibility to Parts across locations, internal, external and under repair
- Savings through Warranty tracking
- Near 100% accuracy in Inventory Tracking
- 150 + aircrafts | Multi-Company/ Multi-location operations | 93 destinations | 9000 employees | $ 3 Bn revenues | Complete M&E/MRO Solution
- 11 Boeing 787 Dreamliners live + 17 on order
- State of the Art Engine Shops :: Capabilities include CFM56, CF650C2, CF680C2, PW4000, GE90, GENX etc.

4 Companies
- One System
- Fully Integrated

Replaced
Maxi-Merlin, OASIS, etc

Integration with Sabre, SAP, Spec 2K, DMS

- 600 Daily Departures
- 1,50,000+ Parts
- 350 + Warehouses
- 1600+ Suppliers
Air Methods

- 440+ Aircrafts / 330 Bases
- Largest Air Medical Services company in the USA
- Largest Eurocopter Fleet in the World
- 98,000 Patients transported annually
- Multiple Entities:
  - CJ Systems | Rocky Mountain Holdings | Omniflight
Key Business Benefits

- Better control over Inventory & Cost Management with efficient delineation of Civil & Military parts
- Complete Visibility on WIP and management of Customer Commitments
- Efficiency in External Repairs tracking
- Comprehensive Financial, Management Reporting and Analysis

Business Needs

- Integrated platform for MRO sales, shop order management, routing and planning, Supply Chain Management & Financials
- Flexible and Robust Software solution for Growing business and future Expansions

Solution

- Ramco Aviation MRO Solution
- Ramco Aviation Financials
- Ramco Aviation Analytics

- Defense MRO Facilities for Airframe, Engine and Propellers with modification capabilities
- Over 50 years of MRO experience
- Subsidiary of Air New Zealand
Ramco’s software provides endless opportunities for the organization. Ramco made it easier for the Mechanics to switch over from manual mode to online reporting in a simple and easy manner. Ramco’s support and onsite teams have been very responsive to our needs. In my experience there is no other vendor that has support like Ramco.

We have been using Ramco Aviation solution for tracking and storing maintenance activities for our fleet of helicopters including component replacements and tracking of component life. I certify that information stored in the system has been found to be reliable. Further, Ramco EAM also satisfies our regulatory and QC reporting requirements adequately.

I am very pleased with the level of support from Ramco. It has been very professional, and your people have been on-the-spot all the time. The level of service is first class. The team is very friendly, and has provided good support.

Use of Ramco Aviation Suite provides Pinnacle with critical information and processes to maintain our fleet and continue to offer our customers the most reliable regional airline service in the country. We selected Ramco due to their strength in the global aviation market, web-centric technology, functionality and proof of delivery.
AIRBUS Helicopters offers Ramco’s Aviation Suite on cloud to all **new and existing customers**, unleashing the benefits of **Mobility, Gen-Y Interfaces & WorkSpace**!

### Partnership Highlights
- Enables sharing of best practices between customers
- Comprehensive M&E/ MRO solution on the Cloud
- Eliminates the need for disparate point solutions or manual operations
- Rich source of insight into customer usage with predictive support

<table>
<thead>
<tr>
<th>AIRBUS Helicopters</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Customer</strong></td>
<td>2800+</td>
</tr>
<tr>
<td><strong>Subsidiaries</strong></td>
<td>30</td>
</tr>
<tr>
<td><strong>Employees</strong></td>
<td>20,000+</td>
</tr>
<tr>
<td><strong>Countries</strong></td>
<td>148</td>
</tr>
<tr>
<td><strong>Helicopters in service</strong></td>
<td>11,780+</td>
</tr>
<tr>
<td><strong>Heli Models</strong></td>
<td>23</td>
</tr>
</tbody>
</table>
Enhancing User Experience

- Revolutionary & Role-Based WorkSpace
- Flexible & Insightful Advanced Reporting
- Intuitive & Integrated Electronic Flight Bag
WorkSpace | One screen does it all

Transaction

Visualization

Analytics

Optimization

Role-Based WorkSpace
WorkSpace | Revolutionary and Role based
WorkSpace | Revolutionary and Role based

### Purchase Operations

<table>
<thead>
<tr>
<th>Doc. #</th>
<th>Priority</th>
<th>Supplier Name</th>
<th>Need Date</th>
<th>Age</th>
<th>Status</th>
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<tbody>
<tr>
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<td>AOG</td>
<td>ORDNANCE CORPS</td>
<td>05/17/2013</td>
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<td>Draft</td>
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<tr>
<td>POA-000078-2012</td>
<td>AOG</td>
<td>CPM INTERNATIONAL INC</td>
<td>05/15/2013</td>
<td>251</td>
<td>Fresh</td>
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<tr>
<td>POA-000079-2012</td>
<td>AOG</td>
<td>CPM INTERNATIONAL INC</td>
<td>12/16/2012</td>
<td>251</td>
<td>Fresh</td>
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<tr>
<td>POA-000080-2012</td>
<td>AOG</td>
<td>Boeing Commercial AIRPLANE</td>
<td>12/16/2012</td>
<td>251</td>
<td>Fresh</td>
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</tbody>
</table>

### Document Preview

**Buyer Group:** BG - AC PARTS  
**PO:** POA-000072-2012  
**Date:** 2012-12-13  
**Status:** Fresh  
**Type:** General  
**Supplier #:** 58828  
**Name:** CPM INTERNATIONAL INC  
**Value:** $890,000  
**Remarks:**

### Part Details

<table>
<thead>
<tr>
<th>Part #</th>
<th>Description</th>
<th>Qty</th>
<th>Cost</th>
<th>Per</th>
<th>Cond.</th>
<th>Need Date</th>
<th>WH #</th>
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<tr>
<td>AS3209-157</td>
<td>PACKING</td>
<td>20 EA</td>
<td>30.00</td>
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<td>New</td>
<td>05/15/2013</td>
<td>MAIN-SER</td>
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<tr>
<td>AS3209-165</td>
<td>CONTRACT</td>
<td>PACKIN 20 EA</td>
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<td>05/16/2013</td>
<td>MAIN-SER</td>
</tr>
</tbody>
</table>
WorkSpace | Revolutionary and Role based
Advanced Reporting | Flexible and Insightful

Typical Reporting Challenges

1. Constant IT Support
   - High dependence on solution provider or IT for Every Format

2. Lack of intuitiveness
   - Static reports, No Intuitiveness

3. Lack of Flexibility
   - Inability to create Ad-hoc reports

Ramco’s Solution

Solution 1
- Minimal IT Support, Empowering the business users

Solution 2
- Align with Usage Pattern

Solution 3
- Insights on the Move
Electronic Flight Bag | Intuitive and Simplified
Onboard Microsoft Surface Pro

EFB for Flight Operations, integrated with Flight Contracts based Pricing & Billing
Enhancing Productivity

Unmatched Mobility

Highly Scalable Multi Company Operations

Efficient Time Accounting

Agile Process RSPRINT
Now Manage MRO anytime, anywhere

Download our App

Offered as a Hybrid Solution

Use Industry Standard HTML5 rendering
One Aviation Suite deployment across Multi Subsidiaries / Companies

**Infrastructure**
- **Status quo**
  - Multiple Data centers, Systems & Databases

**Operational implications**

**IT implications**
- IT resource allocation
- Upgrades, Security patches
- Security monitoring & Separate Policy rollouts
- Managed individually
- High cost
- Data is pushed & pulled region wise behind firewalls
- Increase in time and effort
- Low productivity
- Financial consolidation
- Parts request consolidation
- Work force timesheet consolidation
One Aviation Suite deployment across Multi Subsidiaries / Companies

Change in Status quo

Single Data center, System & Database

IT benefit
- IT resource allocation
- Upgrades, Security patches
- Security monitoring & Separate Policy rollouts

Centralized management of IT

Operational benefits
- Financial consolidation
- Parts request consolidation
- Work force timesheet consolidation

Data consolidation at the click of a button

Lowered infrastructure cost

Lesser consolidation time & effort

Improved productivity
RSPRINT + Ramco Strategic Process of Implementation and Training

**a state-of-the-art**
Implementation process methodology

Based on 2500+ Aviation Business Scenarios
Born out of 1000 man years+ of client interactions

Without **RSPRINT** +

Project timeline
Implementation

Need assessment	Contract Covenance	Solution definition	Implementation	Risk

With **RSPRINT** +

Project Timeline
Implementation

Robust Solution definition	Implementation
Features

- Scenario & Sequence repository Tool
- Business Process Solution revision Management
- Impacted Process & Sequence Repository
- Improve Traceability and Control
- Quick search of constantly evolving Scenario, Solution
- Real-time customer review
- Personalization Repository
- Business Criticality Repository
- Business Process Change repository

Benefits

- Robust process methodology
- Crystal clear solution definition
- Access to 1000s of Aviation business scenarios
- Drastic cut down on need assessment & Contract covenance
Time & Accounting made efficient

**Status Quo – the wrong tilt**

- Benefits
  - Accurate Time Keeping
  - Easier Reporting

- Challenges
  - Implementation/Training
  - Need to login/logout
  - Dual entry
  - Need WO for all booking

**Ramco’s Time & Attendance**

- Benefits
  - Job Costing & Payroll
  - Project & Activity
  - Kiosk/Swipe-In/Out
  - Accurate Time Keeping
  - Easier Reporting

- Challenges
  - Implementation/Training
Simplifying Decisions

Accelerated and Precise Advanced Planning & Optimization

Informed decision making Advanced Analytics

Performance Redefined Advanced Reliability
Optimization Approach

Advanced Planning & Optimization (APO)

Constraints

- Hangar Capability & Capacity
- Skill Capacity
- Equip/Tool Capacity
- Grounding Rules

Optimization Factors

- Lowest Cost
- Highest Yield
- Lowest Grounding time

Inputs

- Flight Schedule
- Maintenance Due items
- SB/AD – Engg Orders

Outputs

- Scheduled WOs
- Projected Cost
- Projected Hangar Load
- Projected Material Rqmts

What if scenarios

- Change in Seasonal Utilization
- New Hangar Capacity
- Flight Schedule Changes
- Change in Weightage of Ops factors
Advanced Analytics | Informed Decision making

Robust Data Integration/Warehouse

Plug & Play Business Intelligence

Configurable Scorecards/Dashboards & Alerts
Advanced Reliability Management
Performance Redefined

Dispatch reliability of B777s, A380, ATR72 etc…
Actual fleet performance vs Industry avg
Drill down to identify rogue units
Monitor repeat defects
Total revenue FH/FC
and more…

Multidimensional Reliability Analysis across fleets
Owned
Leased…
Mix & match, Sequence reports to generate report books.
Pre-configured work flow to publish OEM & Statutory reports
Flexible, Intuitive and ad-hoc reporting
Configurable Analytics dashboards for management reporting

1
Click Data Consolidation

0
Data Silos

1
Click Report Publishing
Next Gen Focused

- e- Enablement
  LSAP Management

- Paperless Operations
  e-Signature

- Context Aware & Real Time
  Stock Visibility

- Powering Remote Operations
  OFMS
The era of the **connected flight** has dawned upon us

- **Built from the ground up to be** Highly Software Dependant
- **How do you manage over 300+ software upgrades**

**Solution!**

**Introducing Ramco’s LSAP Management**

**Managing the latest from BOEING**
Manage B787 LSAP efficiently
Loadable Software Aircraft Parts Management

BOEING/ SUPPLIERS

IPC/PIMS

My Boeing Fleet

SB

RAMCO - EDMS  “As Delivered” Configuration

Part Master

Configuration

“Authorized” - Baseline

“As Flying”

Engg. Change Mgmt.

Discrepancy Report

EO

OPERATOR: LINE/ HANGAR MAINTENANCE

Vault

Maintenance Laptop

SCX

As Flying

BACK OFFICE

Execute Line/Hangar

MCDF
Paperless Operations | e-Signature

Barcode Printer

Smart Card & Barcode Reader
Do we have a starter generator at Frankfurt base? If not where else?

Do you have the answers to these in real time?

- How many aircraft are under maintenance?
- How many engine parts are due for service?
- What is the status of all engine overhauls?
- Do we have a starter generator at Frankfurt base? If not where else?
Challenges in Remote Operations

1. Connectivity
   - Reliable Connection
   - Lack of Bandwidth
   - Cost of connectivity

2. Global Visibility
   - Audit & Compliance
   - Central Control of data
   - Inventory & Maintenance Planning

3. Training & Usage
   - Cross utilization of Personnel
   - No double entry
   - Easy to Synchronize & update

Solution 1
Options to update data with or without connections

Solution 2
- Asynchronous update cycle
- Data integrity is maintained
- Data is current as of the last update

Solution 3
- Similar footprint
- Same look & feel
- Auto or Manual update options

Offline Maintenance System (OFMS)
Powering Remote Operations | OFMS
Offline Field Maintenance System

Connectivity Scale

- Maximum connectivity
- Remote connectivity
- Limited connectivity
- No connectivity

Headquarters
- Warehouse
- Maintenance shop
- HR

urar

Tier 1 Line stations
- Line Station A
- Line Station B
- Line Station C

Connected via VPN & Internet

Tier 2 Line stations
- Line Station D
- Line Station E

Data sent via FTP/email

Remote Stations
- Line Station G

Secured Firewall

Data sent via FTP/email

OFMS

OFMS

Offline Field Maintenance System

- Headquarters
- Tier 1 Line stations
- Tier 2 Line stations
- Remote Stations

Connectivity Scale

- Maximum connectivity
- Remote connectivity
- Limited connectivity
- No connectivity
Aviation Suite | Key Highlights

One integrated platform to run entire organization

Multiple aviation segments

Infinite possibilities

World’s only full suite M&E/MRO solution integrated with Financials, HCM, Analytics, and Advanced Reporting

Can be operated from desktop, laptop, tablet and smartphones

Extremely Modular, enabling roll out of Business Components as and when needed

Seamlessly Integrates with external systems

Scalable, n-tier, model based architecture designed for high Performance and Reliability

Enriching user experience through Uber-Cool WorkSpace and Enterprise Search capabilities

Offline Field Maintenance to track Remote aircraft maintenance operations in locations without internet connectivity

Paperless operations through e-Signature, e-Procurement (SPEC 2K) and e-Publications
Ramco Systems Limited ("the Company") is proposing to make a rights issue of equity shares in the near future and is in the process of filing draft offer document with the Securities and Exchange Board of India.

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contact@ramco.com