

November 2, 2017

National Stock Exchange of India Ltd Exchange Plaza, 5th Floor Plot No:C/1, G Block Bandra Kurla Complex, Bandra (E) Mumbai – 400 051 Fax Nos: 022-26598237/ 26598238/26598347/26598348 Email: cmlist@nse.co.in Scrip: RAMCOSYS	Corporate Relationship Department BSE Ltd., Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001 Fax Nos: 022-22723121/ 22723719/ 22722039 Email: 'corp.relations@bseindia.com' Scrip: 532370
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Dear Sir,

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

Further to our intimation dated November 1, 2017, regarding Investors call, please find enclosed the gist of the points discussed in the telephonic conference call held today.

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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United Kingdom | Germany | Switzerland | South Africa | Sudan

Analysts and Investors Meeting – Debrief – Q2FY18
(2nd November 2017)

- **Overview**
 - Order Booking continues to be on track. Booked \$25.3 Mn. in this quarter. Focus on Logistics and Global Payroll shows up in the Order Booking. They make up 67% of the Order Booking.
 - Average opportunity size in the funnel is increasing & share of Logistics and Global Payroll in the funnel continues to grow.
 - While Cloud Bookings came down QoQ to 47% (From 67% last quarter), it is still at 57% from a YTD perspective.
 - The sensitivity of revenues to the % of cloud bookings is evident as we see increase in revenue this quarter.
 - **Cost efficiency**
 - Stringent focus on simplifying operations – whether in terms of simplifying organization, simplifying product mix or simplifying delivery capability – has started to yield results.
 - Consequently, some of the cost elements– cost of delivery, hosting and travel expenses have decreased.
 - Other costs for the quarter includes exchange rate fluctuation gain of \$0.89 Mn. which has mainly brought down the other costs.
 - Higher profit in India and a subsidiary has led to higher provisioning for taxation.
 - R&D spend remains to be stable.
 - **Unexecuted Order book**
 - Unexecuted Order Book has increased YoY by 28% and stands at \$134 Mn. as of end this quarter, out of which ~50% could be expected to be executed by end of next financial year.
 - **HCM**
 - Closing of HCM orders in NZ and Europe opens up more market opportunities in these regions.
 - 41% of the total Order Booking and 70% of the New Order Booking are from HCM.
 - Added 3 Fortune500 companies to the list of customers this quarter in the HCM space.
 - **Logistics**
 - Go-live of new integrated Logistics solution for few customer sites / phases is a positive development as it helps build confidence on the solution and in the market. It also opens up opportunities for cross-sell and upsell in the future.
 - Our Logistics solution is comprehensive from the functional coverage perspective and we believe that there is no comparable solution available in the market, which is currently full of point solutions only.
 - **Future Outlook/Focus Areas**
 - Focus is on Booking more Orders, with emphasis on HCM/Global Payroll & Logistics.
 - We target on operational efficiencies and continue investments in areas which will help us differentiate in the market and help secure future business.
 - We would continue to add payroll solution for more and more countries.
 - We would be open to expand our geographical presence where we see future business, by opening up offices in those countries, if required.
 - We would continue to simplify our operations.
 - We intend to hire more local people with more functional capabilities and also focus on hyper automation in the implementation space to decrease the dependency on technical employees.
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