

March 14, 2017

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Dear Sirs,

Sub: Press Release

Please find enclosed a press release, titled “**New Zealand’s Innovative fertiliser company, Ravensdown, chooses Ramco Aviation**”, 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**



R RAVI KULA CHANDRAN
CHIEF FINANCIAL OFFICER

Encl: As above

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MEDIA RELEASE

14 March 2017

New Zealand's Innovative fertiliser company, Ravensdown, chooses Ramco Aviation

After setting up the Oceania headquarters in Melbourne, **Ramco Systems**, leading provider of Aviation & Maintenance software on Cloud, Mobile and Tablets, today announced an order win from New Zealand based **Ravensdown Aerowork**, a subsidiary of the farmer-owned-cooperative Ravensdown Limited. Ramco will deploy Ramco Aviation Suite v5.8 to enable Ravensdown Aerowork automate and unify the maintenance and overhaul operations of its fleet.

Ravensdown is a fertiliser manufacturing and distribution company that provides key agri inputs that also owns and has interests in a number of ground and aerial spreading businesses. Ravensdown Aerowork operates fixed wing aircrafts which spread fertilisers across New Zealand. The company's fleet has the ability to carry up to 2000kg loads.

As part of the engagement, Ramco will be providing its Maintenance & Engineering, Supply Chain, MRO Sales, Manufacturing, Fixed Asset Management, AP invoicing, General Accounting modules for efficient management of systems and processes. Replacing Ravensdown's paper-based system, Ramco Aviation Suite will provide greater visibility on work planning, reporting, and costing for the company's aircraft operation and maintenance business.

On signing the agreement, **Greg Campbell, Ravensdown Chief Executive** said, "We are pleased to have partnered with Ramco to implement their aviation software. The solution will provide Ravensdown Aerowork operational efficiencies and benefits, which will allow our people to focus on what they do well, keeping our fleet in the air to service our customers."

Commenting on the latest win, **Virender Aggarwal, CEO, Ramco Systems**, said, "We are excited to see the recognition of our innovation in the Oceania region, with Ravensdown Aerowork being the latest addition to our esteemed clientele in the region. Aviation is a highly complex business and our focus on developing solutions that simplify and help the user maintain the aircraft with ease is driving our growth, globally. Powered with mobility and innovative technology around chatbot and hololens, Ramco Aviation is making rapid strides."

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 organisations 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 Ravensdown Aerowork:

Ravensdown Aerowork is New Zealand's largest fixed wing agricultural aviation company with 15 aircraft across six bases in the North Island and four in the South Island. Whanganui is the base for the Aerowork engineering workshop where all maintenance, manufacturing and rebuild work is planned and implemented. The site at the Whanganui airport also serves as the head office for the business.

As part of the larger Ravensdown cooperative, Aerowork aims to provide its shareholders the ability to fertilise their land in a sustainable manner. In real terms, this means only applying the correct nutrients in the recommended areas with the end result being a profitable and environmentally sustainable business. To meet this requirement Ravensdown Aerowork invests heavily in future technologies and practices to enhance the accuracy of its application service. When coupled with Ravensdown's GIS package and Aerowork's Intellispread™ differential application system, Ravensdown Aerowork ensures shareholders can maximise the returns on their fertiliser investment.

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 Bots** – 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 'Achiever' in Everest Group's Multi-country Payroll Platform Assessment; Winner of ISG Award for Innovation; Chosen as Preferred Next-Gen MRO IT Vendor by ARSA; Winner of HR Vendors of the Year Award 2016; Winner of CIO Choice Honor & Recognition 2016

For more information, please visit <http://www.ramco.com/aviation> or <http://www.ravensdown.co.nz/services/spreading/aerowork-aerial-spreading>

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