

RAMCO Q4 & ANNUAL RESULTS: FY 20 – 21

Ramco Systems FY21 Revenue stands at USD 84.92m

Rajapalayam, India – May 25, 2021: Ramco Systems (BSE - 532370, NSE – RAMCOSYS); a global enterprise software company focusing on Next Generation Cloud Enterprise Applications, today announced the results for the fourth quarter and financial year 2020-21.

For the year ended March 31, 2021 (FY: 2020-21), global income of Ramco Systems Limited was USD 86.90m (Rs 640.9cr). The net profit after tax for the year stood at USD 7.56m (Rs 55.8cr).

For the quarter ended March 31, 2021 (Q4: 2020-21), global consolidated income of Ramco Systems Limited stood at USD 21.02m (Rs 152.9cr).

FY21 Financial Highlights:

- Order booking crosses USD 100m, records 21% YoY growth
- 22 'Million-Dollar-Plus' deals signed; with average deal size moving beyond 1.5m USD
- EBITDA showed a healthy growth of 58% YoY
- During a COVID year, generated sufficient cashflow to repay the entire borrowings to make the Company debt free.

FY21 Business Highlights:

- Expansion into newer segments in Aviation including eVTOLs, UAVs & Space launch vehicles, in addition to working with large Defense service providers, open up larger market opportunities
- Thrust on Ramco Global Payroll platform continues with statutory compliance across 50+ countries and 12 other European and African countries on the roadmap
 - Global growth propelled by collaborations with major global HCM software vendors to drive holistic HR & payroll transformation
 - Won the Best Payroll Software and Best Payroll Outsourcing Provider awards at the 2020 HR Vendors of the Year Awards, reaffirming our leadership in the complex APAC market
- Sharper focus on 3PL service providers, couriers & express parcel, freight forwarders, and chemical logistics becomes the way forward for Ramco Logistics
- Focus on Digital Transformation and majorly enhanced user experience for large enterprises
- Emphasis on innovation brings home the 2020 ISG Paragon Awards Asia Pacific for 'Transformation' and 'Collaboration' with Cobham Aviation Services and Norske Skog Australasia, for delivering digital transformation

Commenting on the results, **P.R. Venketrama Raja, Chairman, Ramco Systems**, said, "Organizations today understand that to stay competitive in this new normal, they require new strategies and practices. Numerous companies continue to embrace digital transformation and have transformed businesses forever. With digital adoption witnessing a phenomenal leap, we at Ramco have been doubling our efforts to transform customer experience that has been a top driver of digital transformation. Our thrust on technology and innovation continues to help us win the trust of leading businesses, globally."



RAMCO Q4 & ANNUAL RESULTS: FY 20 – 21

About Ramco Systems:

Ramco is a next-gen enterprise software player disrupting the market with its multi-tenant cloud and mobile-based enterprise software in HR 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 **Active ERP** leveraging Artificial Intelligence and Machine Learning and Event Driven Architecture by building features such as **Talk It** - which allows transactions to be carried out by simple voice commands, **Bot it** – which allows users to complete transaction using natural conversations; **Mail It** – 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 1800+ employees spread across 24 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!

Leader in NelsonHall's NEAT Matrix for Next Gen Payroll Services
Winner of 2020 ISG Paragon Awards Asia Pacific, for 'Transformation' and 'Collaboration'
Winner Global Payroll Transformation Project of the Year – 2019 by Global Payroll Association
Positioned as Major Contender in Everest Group's Multi-Country Payroll Platform PEAK Matrix

For more information, please visit <http://www.ramco.com/>

Follow Ramco on Twitter [@ramcosystems](https://twitter.com/ramcosystems) and stay tuned to <http://blogs.ramco.com>

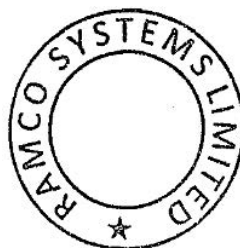


For further information, please contact:

Neha Hasija

+91 – 9940320066

neha.hasija@ramco.com



Ramco Systems Limited
 64, Sardar Patel Road,
 Taramani, Chennai – 600 113
 CIN - L72300TN1997PLC037550

Safe Harbor

Certain statements in this release concerning our future growth prospects are forward looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT business including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of governmental fiscal incentives, political instability, and unauthorized use of our intellectual property and general economic conditions affecting our industry. Ramco Systems may, from time to time, make additional written and oral forward-looking statements, including statements contained in our reports to shareholders. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.—