



RAMCO Q2 RESULTS: FY 20 – 21

Ramco Systems Q2 revenue grows 11% and PAT by 22% QoQ

Chennai, India – November 03, 2020: Ramco Systems (BSE - 532370, NSE - RAMCOSYS); a global enterprise software company focusing on Next Generation Cloud ERP, today announced the results for the second quarter of 2020-21.

For the quarter ended September 30, 2020 (Q2: 2020-21), global consolidated income of Ramco Systems Limited stood at USD 22.27m (Rs 165.10cr). The net profit after tax for the quarter amounted to USD 2.25m (Rs.16.71cr) as against net profit of USD 1.07m (Rs 7.40cr) in the same period, previous year.

Q2 Financial Highlights:

- Quarterly order bookings stood at USD 26.53m, 24% growth over Q1
- 5 'Million-Dollar-Plus' deals signed
- Quarterly revenue stood at USD 21.56m, 11% growth over Q1
- Overall borrowings reduced from INR 75 crs as at Q1 end to INR 49.75 crs as at Q2 end
- Multiple measures initiated to drive operational excellence, results in highest ever EBITDA in a quarter

Q2 Business Highlights:

- Ramco Aviation continues to soar high
 - Signs a leading helicopter OEM, to digitally transform its global MRO operations
 - Enhances functionalities around Manufacturing and Scheduling to become a comprehensive Aviation ERP solution
 - Traction with Aerospace & Defense continues with the addition of CHI Aviation, a leading U.S. headquartered helicopter services provider
- Ramco Global Payroll extends its Payroll coverage to 50+ countries. Payroll roadmap includes platform coverage to further extend across Africa and select countries in Europe by 2021
 - Increasing adoption of Artificial Intelligence and Machine Learning technologies to identify anomalies, map valid reasoning and severity to reduce payroll processing time by 50%
 - Wins the trust of 5+ Global MNCs and Fortune 500 giants looking to consolidate Payroll on a unified platform
- Focus on Digital Transformation, results in marquee wins in Asia and India
 - Leading utilities and Infrastructure major will embark on group-wide consolidation and transformation of its Ports and Logistics businesses in Asia
- Ramco Logistics signs Toll Logistics, one of Asia Pacific's leading Integrated Logistics Services provider with operations in road, rail, sea, air and warehousing to transform the complete supply chain operations of its Chemicals business division in Australia and New Zealand. In addition, Ramco Logistics will also be rolled out as a unified out-of-the-box ERP across its new businesses in Asia
- Ramco Systems wins 2020 ISG Paragon Awards™ Asia Pacific
 - 'Transformation' Award with Cobham Aviation Services for delivering digital transformation
 - 'Collaboration' Award with Norske Skog Australasia for enabling ERP transformation

Commenting on the results, **P.R. Venketrama Raja, Chairman, Ramco Systems**, said, "The thrust we place on building our unique strength around Innovation, depth of offering and delivering customer delight have together helped us carve a niche position in the market. Having established our strong footprint in Asia and Middle East, we are now seeing a sizeable traction and growth coming from U.S and Australia, too. Overall,

For RAMCO SYSTEMS LIMITED

P.R. Venketrama Raja
Chairman



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Q2 witnessed all business units and regions contributing to our growth trajectory. Together with our measures to keep operational efficiency high, we hope to continue this growth momentum in the coming quarters too.”

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>

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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.—

For RAMCO SYSTEMS LIMITED

P.R. Venketrama Raja
Chairman