

Investor Presentation

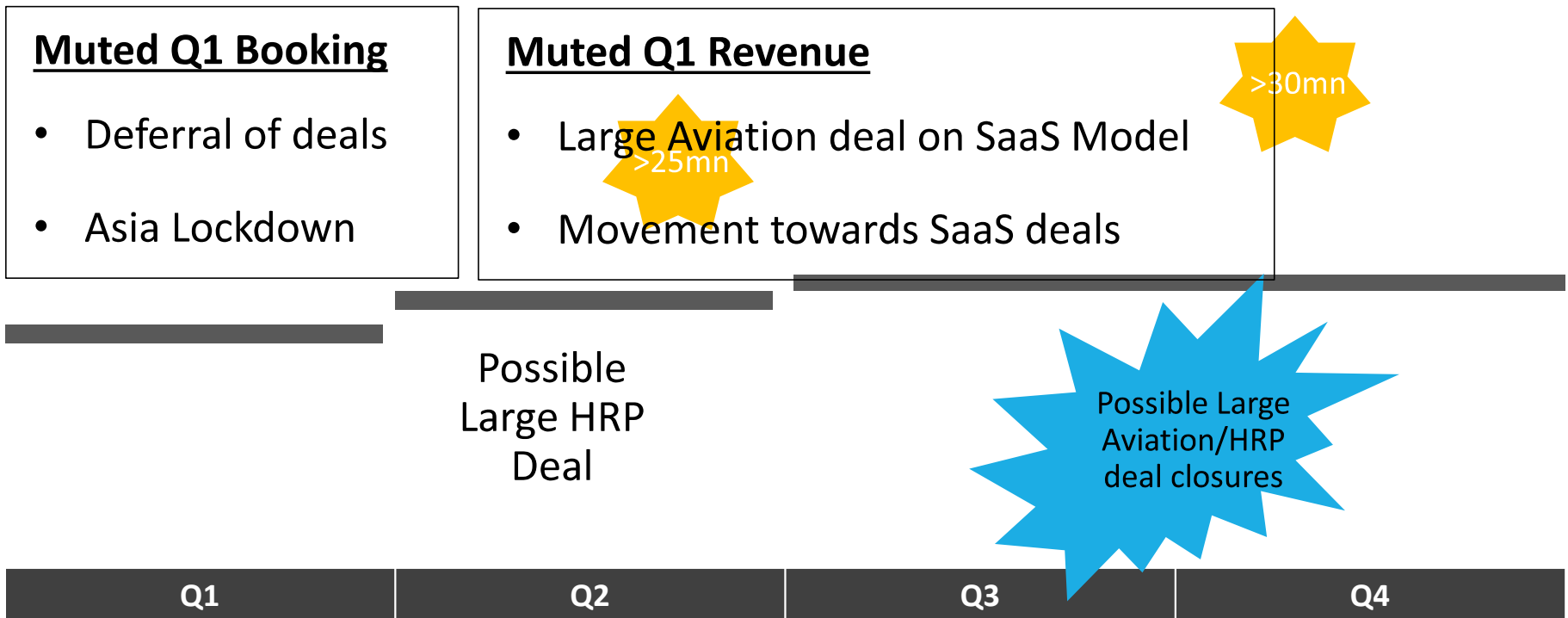
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29th July 2021

Summary – Q1 – FY 21-22

Q1 Revenue	\$19.23 M vs \$20.60 M in Q4
Q1 Bookings	\$19.74 M vs \$23.52 M in Q4
Q1 EBITDA	\$1.92 M 10% as against \$4.61 22% in Q4
Q1 Net Loss	\$1.22 M as against Net Profit \$1.02 M in Q4
Borrowings	continues to be NIL as at end of Q1

Booking in Q1 ...Q2,Q3,Q4 Outlook..



Overall Pipeline

Region Trends

Overall Pipeline

- Aviation 150++
- HRP 250++
- ERP 100++

Pipeline skewed towards Q3,Q4

- **US Enterprise** - Oracle Partnership driving Pipeline Growth across MNCs

Invited to Large Deals

Iberia Win driving pipeline Growth in Aviation

- **Asia** – Lockdown is a Concern

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Large deals pipeline in play (Q3, Q4)

**15 Deals over \$ 5 Million TCV
(in pipeline for the year)**

7 – HRP, 8 - Aviation

4 - Above \$ 10 million

Global Payroll platform & services

Powered By Next-gen Technologies



Robust platform



Cloud



Mobility



Bots



AI & ML

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HRP Market Size

24 billion by 2023

...and currently led by North America with ~63% of the market

Region	Est. Market Size 2018 (\$m)	Est. Market Size 2023 (\$m)	Est. CAAGR 2016-2023 (%)
North America	12,522	15,381	4.2
EMEA:	5,208	6,367	4.1
– U.K. and Ireland	904	1,114	4.1
– France	993	1,224	4.1
– Germany	793	968	3.9
– Benelux	855	1,030	3.8
– Rest of Continental Europe	1,445	1,748	3.7
– Mid East and Africa	218	283	5.1
Asia Pacific	1,589	2,137	6.1
Latin America	631	802	4.5
Total	19,950	24,687	~4.4

What makes our HRP Unique

50+ Countries native payroll in a single platform

Only Neutral payroll provider with a platform having no conflict with HCM providers

Partnerships with Workday & Oracle

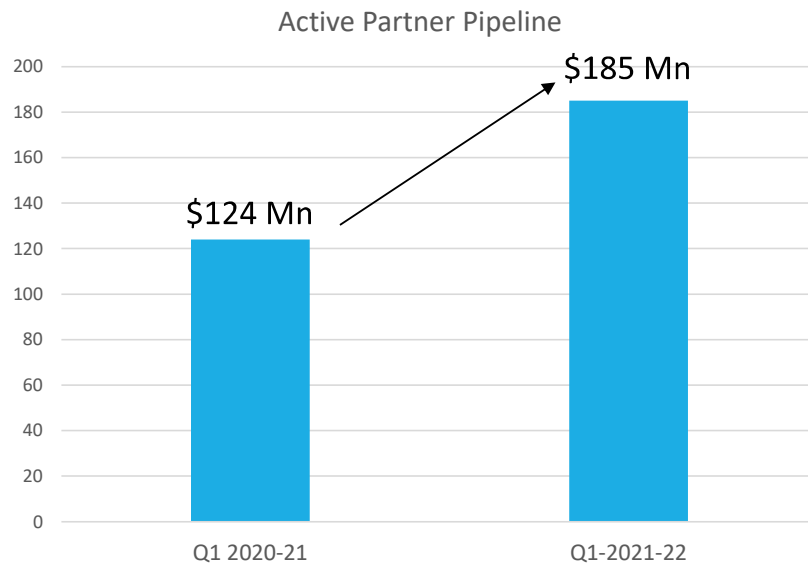
AIML based cognitive process automation and Engagement

HRP Booking



Focus on Partnerships accelerating Pipeline Growth

50 % Increase in Active Pipeline YoY



LED BY

ORACLE®

workday®

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Significant Growth Potential with Oracle Partnership



Key Customer Wins

- 2 in US
- 1 in Malaysia
- 1 in MENA

Pipeline Growth

- Active Pipeline (50mil range)
- 2 closed in Q2
- 10 Projected Closure by Q3/Q4

Connector Update

- Global Payroll Connect for 50+ countries
- Pay slips, Statutory Reports within Oracle HCM
- Hosted on Oracle Cloud
- Ready by Aug 2021

Significant Growth Potential with Workday Partnership



Key Customer Wins

- 3 MENA
- 2 ANZ
- 1 Malaysia

Pipeline Growth

- Active Pipeline (20 mil Range)
- Likely to grow significantly post connector release

Connector Update

- Global Payroll Partner
- Ready for ANZ by Aug 2021
- Scale up Other countries Phase wise – March 2022

Ramco - Aviation Aerospace & Defense



**8 OF THE TOP 10
HELI OPERATORS
TRUST RAMCO**



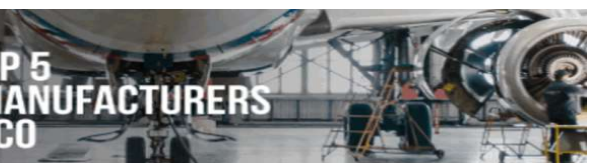
**4 OUT OF 4 ADVERSARY
AIR DEFENSE OPERATORS
TRUST RAMCO**



**2 OF THE TOP 5
MROs TRUST RAMCO**



**2 OF THE TOP 5
AIRCRAFT MANUFACTURERS
TRUST RAMCO**



Ramco is preferred Technology Platform in UAS/UAM/eVTOL Industry



Expanding into

- Air-taxies
- Logistics – last mile delivery
- Defense
- Surveillance
- Emergency services

eVTOL growth Segment

- Market investment– 1.4bil
- Will grow 3x by 2025;

One Stop Shop: We can merge existing systems in a Single Software...

FlightDocs

Quantum

Deltak

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Aviation, Aerospace & Defense

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...with comprehensive Aviation solution providing breadth and the depth to support Defense and Commercial Operations

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Aviation, Aerospace & Defense

Fleet Management and Engineering



Enterprise Add-ons

Mobile Apps

Ecosystem

Hubs

Dashboards & process visualizations

Digital Job Cards

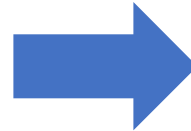
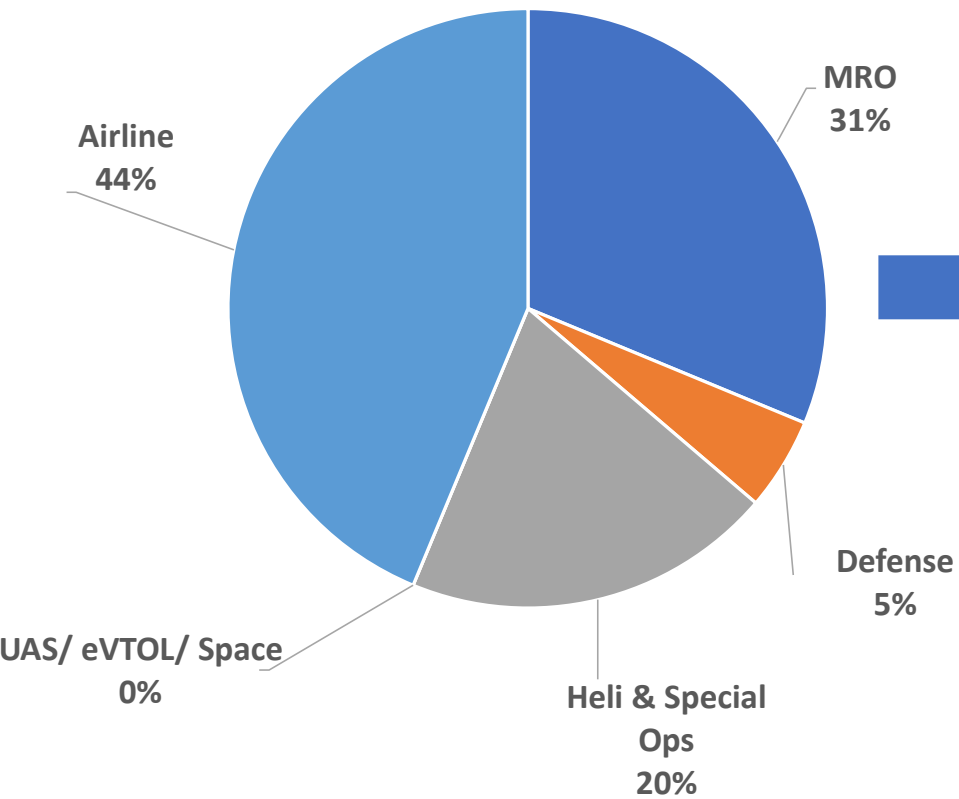
Planning & Optimization (iPO)

Alerts, Notifications and Actions

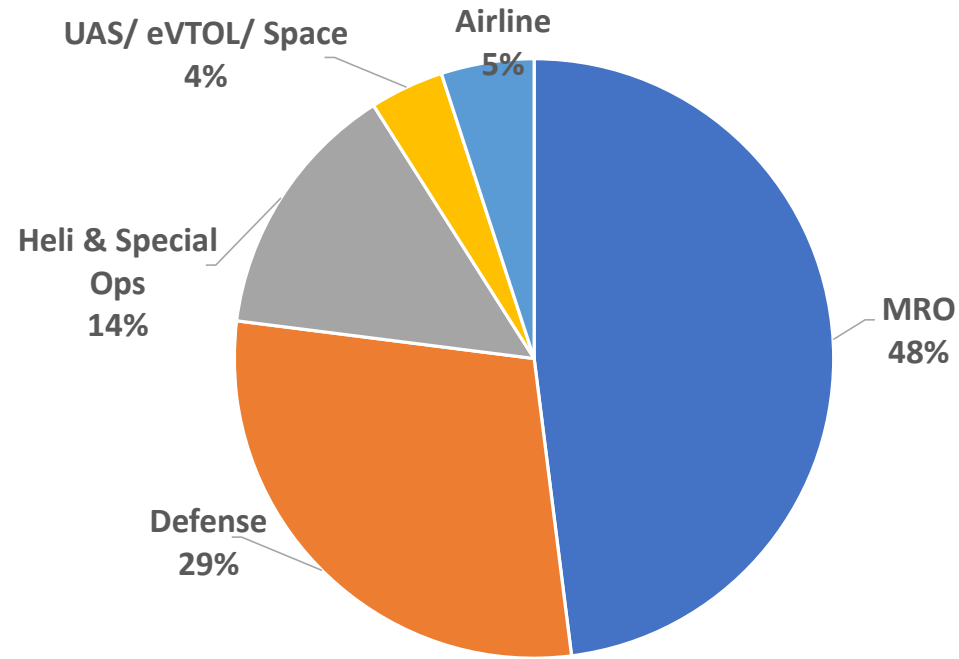
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Pipeline Trend (Mn USD) – supporting horizontal expansion

2018



2021



RAMCO ERP

PRODUCT REVAMP

Focussed on UX Change
With Next Gen Automation

Targeted Segments

- Cement
- Asset Centric solutions
- 3rd Party Logistics
- Large Enterprises
(Digital Transformation)

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Thank You

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CONSOLIDATED INFORMATION

Figures in USD Million, except where stated otherwise

	Quarter Ended								Year Ended			
	Jun-21	Mar-21	Dec-20	Sep-20	Jun-20	Mar-20	Dec-19	Sep-19	Mar.31, 2021	Mar.31, 2020	Mar.31, 2019	Mar.31, 2018
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited \$	Audited \$	Audited \$	Audited \$
REVENUE - STREAMWISE												
Products	8.15	8.65	12.16	10.78	8.91	6.98	10.36	10.90	40.50	37.25	45.98	37.91
License	2.66	2.81	6.63	5.25	3.86	1.82	5.14	5.92	18.56	17.14	27.92	21.59
Recurring	5.49	5.85	5.53	5.52	5.05	5.16	5.21	4.98	21.94	20.11	18.05	16.32
Services	11.02	10.87	10.96	10.57	10.52	11.56	10.31	10.51	42.91	43.33	31.65	35.13
BPO	1.51	1.46	1.42	1.37	1.36	1.40	1.11	0.97	5.60	4.29	2.93	2.84
Other Services ^	9.51	9.41	9.55	9.20	9.16	10.17	9.20	9.55	37.31	39.04	28.72	32.29
Resale of Material	0.06	1.07	0.22	0.21	0.02	0.06	0.15	0.08	1.50	0.44	0.73	0.11
TOTAL	19.23	20.60	23.34	21.56	19.44	18.60	20.81	21.50	84.92	81.03	78.35	73.15
REVENUE - BUSINESS UNITWISE												
ERP	6.97	7.08	9.03	8.48	7.16	6.97	6.44	10.54	31.74	32.00	28.12	31.32
HRP	6.41	7.24	6.49	7.64	6.24	7.13	8.28	7.02	27.59	30.26	30.70	23.68
AAD	5.85	6.28	7.83	5.44	6.05	4.50	6.09	3.94	25.58	18.77	19.53	18.14
TOTAL	19.23	20.60	23.34	21.56	19.44	18.60	20.81	21.50	84.92	81.03	78.35	73.15
REVENUE - GEOGRAPHYWISE												
Americas	4.63	4.35	5.50	4.41	5.59	3.41	3.85	3.60	19.87	14.43	17.26	14.42
Europe	1.09	1.84	1.92	0.53	0.48	0.56	0.60	0.52	4.75	2.51	2.05	2.12
APAC	6.63	7.00	7.84	9.72	6.94	7.93	9.34	10.46	31.50	35.13	32.27	24.65
India	3.85	5.23	6.29	4.42	4.26	4.41	4.24	5.13	20.18	20.28	16.07	18.60
MEA @	3.02	2.18	1.79	2.47	2.18	2.30	2.79	1.79	8.62	8.67	10.71	13.37
TOTAL	19.23	20.60	23.34	21.56	19.44	18.60	20.81	21.50	84.92	81.03	78.35	73.15
BOOKING - BUSINESS UNITWISE												
ERP	6.61	7.15	4.79	12.99	7.05	4.05	2.62	14.88	31.98	26.70	38.75	43.58
HRP	4.76	9.43	15.66	8.18	6.73	4.81	15.56	9.36	40.00	44.25	47.52	46.66
AAD	8.38	6.94	17.95	5.37	7.58	4.28	11.62	1.77	37.85	19.54	30.65	13.84
TOTAL	19.74	23.52	38.40	26.53	21.37	13.14	29.80	26.01	109.82	90.49	116.91	104.08
UNEXECUTED ORDER BOOK #	189.33	182.67	177.77	164.90	163.99	166.55	176.29	168.24	182.67	166.55	166.00	153.00
CUSTOMER METRICS												
Revenue from New Customers (%)	10%	29%	31%	20%	18%	14%	21%	24%	25%	19%	33%	24%
Revenue from Cloud orders (%)	51%	43%	44%	36%	37%	40%	45%	31%	40%	38%	39%	34%
Number of new customers added	12	14	9	15	12	6	13	17	50	50	80	85

\$ Figures, other than revenue, are unaudited.

Unexecuted orderbook comprises of new orders, renewals, reversals & adjustments for the base foreign currency rates in the current financial year.

^ Other Services also include infrastructure and hosting services.

@ Middle East and Africa (MEA) includes South Africa.

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