

RAMCO Q3 RESULTS: FY 20 – 21

Ramco Systems Q3 Revenue grows 8% QoQ and Order booking 45% QoQ

Aviation, Aerospace & Defense continues to win the trust of leading MROs and Defense majors; expands product functionality to address Drones, eVTOL, Space Launch Vehicles

- Logistics emerges as a growth driver as eCommerce and change in distribution patterns spark market demand
- Partnership with leading Global HCM players spurt demand for Global Payroll
- Leading Business conglomerates choose Ramco ERP for driving enterprise-wide Digital Transformation

Chennai, India – February 03, 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 third quarter of 2020-21.

For the quarter ended December 31, 2020 (Q3: 2020-21), global consolidated income of Ramco Systems Limited stood at USD 23.73m (Rs 174.22 cr). The net profit after tax for the quarter, amounted to USD 2.44m (Rs 17.89 cr), as against net profit of USD 0.82m (Rs 5.78cr) in the same period, previous year.

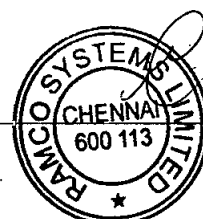
Q3 Financial Highlights:

- Quarterly order bookings stood at USD 38.40m, 45% growth over Q2
- Six 'Million-Dollar-Plus' deals signed; with average deal size moving beyond 1Mn USD
- Quarterly revenue stood at USD 23.34m, 8% growth over Q2
- EBITDA showed a healthy growth at 32% in Q3

Q3 Business Highlights:

- Ramco Aviation signs off the quarter on a high note –
 - Iberia Maintenance, one of Europe's leading MRO service providers in IAG Group chooses Ramco to digitally transform its business operations on a unified platform
 - With world's largest commercial fleet of tactical ex-military aircraft onboard, four of the top U.S. ADAIR (Adversary Air Services) Operators now trust Ramco
- Ramco ERP announces digital transformational program at DLF Limited enhancing customer journey with an end-to-end digital experience
- Thrust on covering 50+ country payroll compliance on a single platform, and delivering best payroll experience, brings home the 2020 HR Vendors of the Year Awards for Best Payroll Software and Best Payroll Outsourcing provider
- Logistics business sees record revenue with large clients onboarded during FY 21; positive momentum in pipeline triggered by surge in eCommerce

Commenting on the results, **P.R. Venketrama Raja, Chairman, Ramco Systems**, said, "The pandemic has stepped up the need for organizations to go digital to survive and grow. It has helped speed up the transformation agenda for businesses, globally. We see this as an opportunity for organizations to relook at their existing processes and adopt newer ways to experience exponential savings in time, cost and effort. It is this focus that we place on delivering measurable results, that has helped us continue to win the trust of global businesses. With focus on technology and innovation we are here to define the new normal."



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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:**

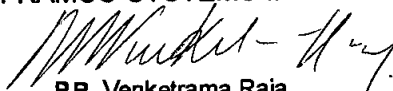
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Certain statements in this release concerning our future growth prospects are forward looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward looking statements. 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