

## Ramco Systems records highest ever net profit and EBITDA

- Focus on operational efficiencies in COVID times leads to better performance
- Focus on Innovation, Digital Transformation and strategic entry into U.S. Defense sector leads to Aviation business soaring high
- Logistics seals a large win in India

**Chennai, India – August 08, 2020: Ramco Systems (BSE -532370, NSE - RAMCOSYS);** a global enterprise software company focusing on Next Generation Cloud ERP, today announced the results for the first quarter of 2020-21.

For the quarter ended June 30, 2020 (Q1: 2020-21), global consolidated income of Ramco Systems Limited stood at USD 19.89m (Rs 148.6cr). The net profit after tax for the quarter amounted to USD 1.85m (Rs.13.8cr), highest ever.

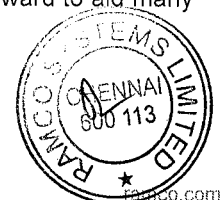
### Q1 Financial Highlights:

- Quarterly order bookings stood at USD 21.37m, 63% growth over Q4
- 4 'Million-Dollar-Plus' deals signed
- Multiple measures initiated to drive operational excellence, results in highest ever EBITDA in a quarter
- Despite the COVID-19 scenario, focus on austerity measures and collection resulted in the reduction of borrowings by Rs.21.25 crs during the Quarter, with borrowings at Rs.75 crs as at 30<sup>th</sup> June 2020.

### Q1 Business Highlights:

- Ramco Aviation continues to soar high; signs a leading OEM of military rotorcraft and commercial helicopters and MRO in the US
- Focus on Digital Managed Payroll Services pays off with leading, sustainable agricultural innovation and technology company trusting Ramco to cover ~5000 employees across 13 countries in the Asia-Pacific
- For the third year in a row, positioned in Nucleus Research's Workforce Management Technology Value Matrix 2020 – focus on delivering Innovative offerings such as Pandemic Control System help organizations better plan for workforce management (WFM) processes as employees return to work post the COVID-19 pandemic
- With remote planning and deployment being the 'new normal' Ramco witnesses the successful go-lives of its enterprise applications across India, Philippines, Singapore, Macau, Egypt, Malaysia, Thailand, Indonesia
- Continues to establish strong foothold in the manufacturing and asset maintenance segment, in the U.S.A.
- Ramco Logistics signs deal with one of the leading conglomerate for its upcoming logistics arm in India.

Commenting on the results, **P.R. Venketrama Raja, Chairman, Ramco Systems**, said, "Ramco has recorded a great start to business this year. Our efforts in delivering outcome via digital transformation and enabling organizations to remain agile in an everchanging world are yielding results. Contrary to the fact that the pandemic created a halt for the aviation industry, Ramco's Aviation offering has seen greater uptake as Defense/ MRO players are leveraging this opportunity to reboot their business. We look forward to aid many



PRESS RELEASE

# ramco

RAMCO Q1 RESULTS: FY 20 – 21

such organizations embrace technology and utilize this time to speed up their digital transition. From operations standpoint, tight control measures have led to one of the best performing quarters for us.”

**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 hot titles, among others are what makes the team say, Thank God it's Monday!

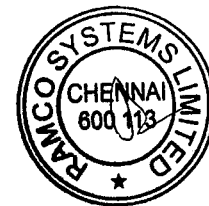
**Only APAC vendor to be positioned in Gartner Magic Quadrant for ERP, Cloud Financials, Cloud HCM and EAM;  
Leader in NelsonHall's NEAT Matrix for Next Gen Payroll Services  
Awarded for Payroll Innovation in 2018 by Global Payroll Association;  
Positioned as Major Contender in Everest Group's Multi-Country 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:**

Vinitha Ramani  
+91 - 44 - 66534204  
[vinitharamani@ramco.com](mailto:vinitharamani@ramco.com)



*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.—*