

May 24, 2012

<b>National Stock Exchange of India Ltd</b> Exchange Plaza, 5 <sup>th</sup> Floor Plot No:C/1, G Block Bandra Kurla Complex, Bandra (E) Mumbai – 400 051 Fax Nos: 022-26598237/ 26598238/26598347/26598348 Email: cmlist@nse.co.in <b>Scrip: RAMCOSYS-EQ</b>	<b>Corporate Relationship Department</b> The Bombay Stock Exchange Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001 Fax Nos: 022-22723121/ 22723719/ 22722039 Email: 'corp.relations@bseindia.com' <b>Scrip: 532370</b>	<b>The Secretary</b> Madras Stock Exchange Limited Exchange Building 30, Second Line Beach Chennai – 600 001 Fax Nos: 2521 8206 Email: listing@mseindia.in <b>Scrip: RSST</b>
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Dear Sir,

**Sub: Annual Accounts for the year/ quarter ended March 31, 2012, Submission of Audited Financial Results under Clause 41 of the Listing Agreement, and intimation of book closure**

Further to our letter dated May 16, 2012, our Board of Directors at its meeting held today (i.e. May 24, 2012) approved the Annual Accounts for the year ending March 31, 2012, the date and place of the Fifteenth Annual General Meeting, and the date of annual book closure.

We provide the following details in this regard:

- (i) Date of Book Closure – August 3, 2012
- (ii) Date of Annual General Meeting – August 3, 2012
- (iii) Venue of Annual General Meeting – P.A.C.R. Centenary Community Hall, Sudarsan Garden, Sri. P.A.C. Ramasamy Raja Salai, Rajapalayam – 626 108, Tamil Nadu

Further, we enclose the following:

- Audited Consolidated and Standalone Financial Results for the year / quarter ended 31<sup>st</sup> March, 2012 duly approved and taken on record by the Board of Directors at its meeting held today (i.e. May 24, 2012) under Clause 41 of the Listing Agreement.
- Press release for the said results.

We request you to kindly take the above on record as required under the provisions of Listing Agreement and acknowledge receipt.

Thanking you,

Yours faithfully

For **RAMCO SYSTEMS LIMITED**

  
**G VENKATRAM**  
**COMPANY SECRETARY**

Encl: As above



# Ramco Systems Limited

Registered Office : 47, PSK Nagar, Rajapalayam - 626 108.

Corporate Office : 64, Sardar Patel Road, Taramani, Chennai - 600 113.

## Audited Global Consolidated Financial Results (under AS-21) for the Year Ended March 31, 2012

Sl. No.	Particulars	Unaudited for the Quarter Ended						Audited for the Year Ended			
		31.03.2012		31.12.2011		31.03.2011		31.03.2012		31.03.2011	
		USD mln.	Rs.mln	USD mln.	Rs.mln	USD mln.	Rs.mln	USD mln.	Rs.mln	USD mln.	Rs.mln
1	(a) Net Sales / Income from Operations	10.14	509.36	13.24	653.38	12.16	546.44	47.26	2,229.78	45.16	2,040.57
	(b) Other Operating Income	0.67	33.67	0.55	27.33	0.96	42.98	2.37	111.67	2.25	101.58
	<b>Total Income</b>	<b>10.81</b>	<b>543.03</b>	<b>13.79</b>	<b>680.70</b>	<b>13.12</b>	<b>589.42</b>	<b>49.63</b>	<b>2,341.45</b>	<b>47.41</b>	<b>2,142.15</b>
2	Expenditure:										
	(a) (Increase) / decrease in stock in trade and work-in-progress	(0.32)	(15.91)	-	(0.07)	-	0.37	(0.31)	(15.90)	(0.01)	(0.55)
	(b) Consumption of raw materials	-	-	-	-	-	-	-	-	-	-
	(c) Purchase of traded goods	0.30	15.11	0.18	8.70	0.06	3.22	0.64	31.38	0.23	10.28
	(d) Employee cost	5.76	289.42	6.45	318.42	5.54	246.68	24.32	1,147.43	19.82	895.47
	(e) Depreciation - Technology Platform & Product Software	1.01	50.54	1.04	51.09	0.97	43.45	4.31	203.26	3.90	176.20
	(f) Depreciation - Others	0.41	20.69	0.40	19.96	0.43	19.47	1.63	77.06	1.59	71.86
	(g) Other expenditures	7.42	372.60	4.38	216.65	4.71	211.46	20.44	963.52	18.02	814.73
	<b>Total Expenditure</b>	<b>14.58</b>	<b>732.45</b>	<b>12.45</b>	<b>614.75</b>	<b>11.71</b>	<b>526.65</b>	<b>51.83</b>	<b>2,406.75</b>	<b>43.55</b>	<b>1,967.99</b>
3	Profit (+) / Loss (-) from Operations before Other Income, Interest & Exceptional Items (1-2)	(3.77)	(189.43)	1.34	65.95	1.41	62.77	(1.40)	(85.30)	3.86	174.16
4	Other Income	-	-	-	-	-	-	-	-	-	-
5	<b>Profit (+) / Loss (-) before Interest &amp; Exceptional Items (3+4)</b>	<b>(3.77)</b>	<b>(189.43)</b>	<b>1.34</b>	<b>65.95</b>	<b>1.41</b>	<b>62.77</b>	<b>(1.40)</b>	<b>(85.30)</b>	<b>3.86</b>	<b>174.16</b>
6	Interest	(2.17)	(109.17)	1.02	50.25	0.86	38.60	0.54	25.68	2.99	135.04
7	<b>Profit (+) / Loss (-) after Interest but before Exceptional Items (5-6)</b>	<b>(1.60)</b>	<b>(80.26)</b>	<b>0.32</b>	<b>15.70</b>	<b>0.55</b>	<b>24.18</b>	<b>(1.94)</b>	<b>(90.98)</b>	<b>0.87</b>	<b>39.12</b>
8	Exceptional Items - Expenditure / (Income)	-	-	-	-	-	-	-	-	-	-
9	<b>Profit (+) / Loss (-) from Ordinary Activities Before Tax (7-8)</b>	<b>(1.60)</b>	<b>(80.26)</b>	<b>0.32</b>	<b>15.70</b>	<b>0.55</b>	<b>24.18</b>	<b>(1.94)</b>	<b>(90.98)</b>	<b>0.87</b>	<b>39.12</b>
10	Tax Expense:										
	Current Taxation	(0.17)	(8.74)	0.03	1.45	0.36	15.98	(0.10)	(4.54)	0.37	16.58
	Deferred Taxation	-	0.22	-	-	0.06	2.73	-	0.22	0.06	2.73
11	<b>Net Profit (+) / Loss (-) from Ordinary Activities After Tax (9-10)</b>	<b>(1.43)</b>	<b>(71.74)</b>	<b>0.29</b>	<b>14.25</b>	<b>0.13</b>	<b>5.46</b>	<b>(1.84)</b>	<b>(86.66)</b>	<b>0.44</b>	<b>19.81</b>
12	Extraordinary Items (net of tax expenses)	-	-	-	-	-	-	-	-	-	-
13	<b>Net Profit (+) / Loss (-) for the period (11-12)</b>	<b>(1.43)</b>	<b>(71.74)</b>	<b>0.29</b>	<b>14.25</b>	<b>0.13</b>	<b>5.46</b>	<b>(1.84)</b>	<b>(86.66)</b>	<b>0.44</b>	<b>19.81</b>
14	Minority Interest	0.05	2.68	-	0.08	0.01	0.79	0.04	1.68	(0.01)	(0.27)
15	Equity in Earnings / (Losses) of Affiliates - net of Foreign Exchange Translation Adjustment	(0.16)	(4.29)	0.04	-	0.08	3.54	(0.09)	(4.29)	0.08	3.54
16	<b>Net Profit (+) / Loss (-) for the period (13+14+15)</b>	<b>(1.54)</b>	<b>(73.35)</b>	<b>0.33</b>	<b>14.33</b>	<b>0.22</b>	<b>9.80</b>	<b>(1.89)</b>	<b>(89.27)</b>	<b>0.51</b>	<b>23.08</b>
17	Paid - up Equity Share Capital - Face value of Rs.10/- each	3.56	155.52	3.56	155.50	3.56	155.37	33.89	1,434.66	35.77	1,523.27
18	Reserves excluding revaluation reserves	-	-	-	-	-	-	-	-	-	-
19	Earnings per Share - before & after extraordinary items (in USD and in Rs.)										
	Basic EPS	(0.10)	(4.73)	0.02	0.92	0.01	0.63	(0.12)	(5.75)	0.03	1.49
	Diluted EPS	(0.10)	(4.73)	0.02	0.92	0.01	0.61	(0.12)	(5.75)	0.03	1.44
	(Not annualised)	(Not annualised)	(Not annualised)	(Not annualised)	(Not annualised)	(Not annualised)	(Not annualised)	(Not annualised)	(Not annualised)	(Not annualised)	(Not annualised)
20	Public Shareholding:										
	a) Number of Shares	-	5,258,020	-	5,796,127	-	6,042,135	-	5,258,020	-	6,042,135
	b) Percentage of Shareholding	-	33.89%	-	37.36%	-	38.98%	-	33.89%	-	38.98%
21	Promoters and promoter group Shareholding										
	a) Pledged/Encumbered:										
	- Number of Shares	-	-	-	-	-	-	-	-	-	-
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-	-	-	-	-	-	-
	- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-	-	-	-	-	-	-
	b) Non-encumbered:										
	- Number of Shares	-	10,258,723	-	9,718,457	-	9,459,249	-	10,258,723	-	9,459,249
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	100.00%	-	100.00%	-	100.00%	-	100.00%	-	100.00%
	- Percentage of shares (as a % of the total share capital of the company)	-	66.11%	-	62.64%	-	61.02%	-	66.11%	-	61.02%

Notes: (The amounts in brackets in the notes denote the figures for the previous year).

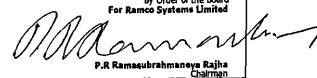
- The financial results of the Company for the year ended March 31, 2012, duly approved by the Board of Directors in its meeting held on May 24, 2012, have been filed with the Stock Exchanges and are also posted in the website of the Company. Investors desirous of viewing the same can access the Company's website, www.ramco.com or on the websites of BSE (www.bseindia.com) or NSE (www.nseindia.com).
- Other Operating Income for the year includes rental income of Rs.46.49 Min. USD 0.99 Min. (Rs.45.35 Min. USD 1.01 Min.), Interest Income of Rs.1.73 Min. USD 0.04 Min. (Rs.13.38 Min. USD 0.30 Min.) and recovery of expenses from customers Rs.59.48 Min. USD 1.26 Min. (Rs.36.32 Min. USD 0.80 Min.).
- Other expenditure for the year includes provision for doubtful debts Rs.59.17 Min. USD 2.10 Min. (Rs.27.00 Min. USD 0.60 Min.).
- In addition to the capitalization of employee cost and power & fuel relating to Research & Development activities, Interest of Rs.165.11 Min. USD 3.50 Min. (Nil) and other costs such as travel, communication, staff welfare and miscellaneous expenses, amounting to Rs. 10.38 Min. USD 0.22 Min. (Nil) for the year, have also been capitalised during the quarter.
- During the year, the company has allotted 15,359 equity shares of Rs.10 each, under Employees Stock Option Scheme, 2008, on various dates. From April 01, 2012 to the date of reporting, the Company has allotted 14,340 equity shares under the said Scheme. Accordingly, as at the date, the paid up capital of the Company has increased from Rs.155.37 Min. to Rs.155.67 Min.
- The company currently operates only in one segment, viz., Software Solutions & Services and hence the segment reporting as required by AS-17, issued by the Institute of Chartered Accountants of India does not apply.
- During the quarter, 1 investor complaint was received and redressed. There was no complaint pending both at the beginning and end of the quarter ended March 31, 2012.
- Statement of Standalone Financials:

Particulars	Unaudited for the Quarter Ended			Audited for the Year Ended	
	31.03.2012	31.12.2011	31.03.2011	31.03.2012	31.03.2011
	Rs.min	Rs.min	Rs.min	Rs.min	Rs.min
Turnover (Operating income including other income)	418.14	455.70	517.51	1,574.88	1,577.39
Profit / (Loss) before tax	96.15	(0.60)	112.12	(29.58)	60.08
Profit / (Loss) after tax	96.15	(0.60)	99.74	(29.58)	47.70

Statement of Assets and Liabilities	As at 31.03.2012	As at 31.03.2012	As at 31.03.2011	As at 31.03.2011
	(Rs. Min.) Audited	(USD Min.) Audited	(Rs. Min.) Audited	(USD Min.) Audited
<b>EQUITY AND LIABILITIES</b>				
Shareholders' Funds				
Share Capital	155.52	3.56	155.37	3.56
Reserves and Surplus	1,498.20	29.04	1,564.08	35.32
	1,653.72	32.60	1,719.45	38.88
Share Application Money pending allotment	0.56	0.01	0.16	0.00
Minority Interest	1.73	0.05	3.41	0.08
<b>Non-current Liabilities</b>				
Long Term Borrowings	7.39	0.15	6.60	0.15
Deferred Tax Liability (Net)	1.45	0.03	1.20	0.03
Other Long Term Liabilities	40.75	0.81	39.67	0.89
Long Term Provisions	110.03	2.17	85.93	1.94
	159.62	3.16	133.40	3.01
<b>Current Liabilities</b>				
Short Term Borrowings	1,985.00	39.14	1,550.00	35.04
Trade Payables	233.30	4.59	209.50	4.71
Other Current Liabilities	250.43	4.94	324.16	7.33
Short Term Provisions	35.98	0.71	20.82	0.47
	2,504.71	49.38	2,104.48	47.55
<b>TOTAL</b>	<b>4,320.34</b>	<b>85.20</b>	<b>3,960.90</b>	<b>89.52</b>
<b>ASSETS</b>				
<b>Non-current Assets</b>				
<b>Fixed Assets</b>				
Tangible Assets	164.07	3.23	157.38	3.56
Intangible Assets	1,663.75	32.81	1,371.66	30.99
Goodwill on consolidation	994.51	19.61	994.51	22.49
	2,822.33	55.65	2,523.55	57.04
Non-current Investments	0.90	0.02	5.19	0.12
Long Term Loans and Advances	128.63	2.54	88.00	1.99
Other Non-current Assets	2,951.86	58.21	2,616.74	59.15
<b>Current Assets</b>				
Inventories	16.93	0.33	1.03	0.02
Trade Receivables	682.98	13.47	880.14	19.90
Cash and Cash equivalents	114.04	2.25	79.50	1.79
Short Term Loans and Advances	97.40	1.92	115.26	2.60
Other Current Assets	457.13	9.02	268.23	6.06
	1,368.48	26.99	1,344.16	30.37
<b>TOTAL</b>	<b>4,320.34</b>	<b>85.20</b>	<b>3,960.90</b>	<b>89.52</b>

- The above financial statements for the current year ended 31st Mar 2012 have been prepared in accordance with the Revised Schedule VI of the Companies Act, 1956. Accordingly, the figures for the previous year / periods have been regrouped / restated wherever necessary to make them comparable with the figures for the current year. In order to maintain uniform unit of measurement, as required by Revised Schedule VI, the figures have been stated in millions, except where stated otherwise.
- Figures for the quarter ended March 31, 2012 and March 31, 2011 are the balancing figures between audited figures in respect of full financial year and published year to date figures up to the third quarter of the relevant financial years.

Place : Chennai  
Date : May 24, 2012

  
P.R. Ramasubrahmanya Rajha  
Chairman



# Ramco Systems Limited

Registered Office : 47, PSK Nagar, Rajapalayam - 626 108.

Corporate Office : No. 64, Sardar Patel Road, Taramani, Chennai - 600 113.

## Audited Standalone Financial Results for the Year Ended March 31, 2012

Sl. No.	Particulars	Unaudited for the Quarter Ended			Audited for the Year Ended	
		31.03.2012	31.12.2011	31.03.2011	31.03.2012	31.03.2011
		Rs.Min	Rs.Min	Rs.Min	Rs.Min	Rs.Min
1	(a) Net Sales / Income from Operations	402.15	442.33	486.86	1,518.24	1,504.02
	(b) Other Operating Income	15.99	13.36	30.65	56.64	73.37
	<b>Total Income</b>	<b>418.14</b>	<b>455.70</b>	<b>517.51</b>	<b>1,574.88</b>	<b>1,577.39</b>
2	Expenditure:					
	(a) (Increase) / decrease in stock in trade and work-in-progress	(15.91)	(0.07)	0.37	(15.90)	(0.55)
	(b) Consumption of raw materials	-	-	-	-	-
	(c) Purchase of traded goods	16.08	5.73	3.22	29.37	10.28
	(d) Employee cost	164.92	201.95	162.30	718.02	561.34
	(e) Depreciation - Technology Platform & Product Software	50.54	51.09	43.45	203.26	176.20
	(f) Depreciation - Others	18.37	18.45	17.29	70.10	63.78
	(g) Other expenditure	197.15	128.94	140.19	573.97	571.33
	<b>Total Expenditure</b>	<b>431.15</b>	<b>406.09</b>	<b>366.82</b>	<b>1,578.82</b>	<b>1,382.38</b>
3	<b>Profit (+) / Loss (-) from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	<b>(13.01)</b>	<b>49.61</b>	<b>150.69</b>	<b>(3.94)</b>	<b>195.01</b>
4	Other Income	-	-	-	-	-
5	<b>Profit (+) / Loss (-) before Interest &amp; Exceptional Items (3+4)</b>	<b>(13.01)</b>	<b>49.61</b>	<b>150.69</b>	<b>(3.94)</b>	<b>195.01</b>
6	Interest	(109.16)	50.21	38.58	25.64	134.93
7	<b>Profit (+) / Loss (-) after Interest but before Exceptional Items (5-6)</b>	<b>96.15</b>	<b>(0.60)</b>	<b>112.12</b>	<b>(29.58)</b>	<b>60.08</b>
8	Exceptional Items - Expenditure / (Income)	-	-	-	-	-
9	<b>Profit (+) / Loss (-) from Ordinary Activities before Tax (7-8)</b>	<b>96.15</b>	<b>(0.60)</b>	<b>112.12</b>	<b>(29.58)</b>	<b>60.08</b>
10	Tax Expense:					
	Current Taxation	-	-	12.38	-	12.38
	Deferred Taxation	-	-	-	-	-
11	<b>Net Profit (+) / Loss (-) from Ordinary Activities After Tax (9-10)</b>	<b>96.15</b>	<b>(0.60)</b>	<b>99.74</b>	<b>(29.58)</b>	<b>47.70</b>
12	Extraordinary Items (net of tax expenses)	-	-	-	-	-
13	<b>Net Profit (+) / Loss (-) for the period (11-12)</b>	<b>96.15</b>	<b>(0.60)</b>	<b>99.74</b>	<b>(29.58)</b>	<b>47.70</b>
14	Paid up Equity Share Capital - Face value of Rs.10/- each	155.52	155.50	155.37	155.52	155.37
15	Reserves excluding revaluation reserves	-	-	-	1,507.67	1,536.59
16	Earnings per Share - before & after extraordinary items - (In Rs.)					
	Basic EPS	6.20	(0.04)	6.44	(1.91)	3.09
	Diluted EPS	6.13	(0.04)	6.26	(1.91)	2.99
		(Not annualised)	(Not annualised)	(Not annualised)	(Annualised)	(Annualised)
17	Public Shareholding:					
	a) Number of Shares	5,258,020	5,796,127	6,042,135	5,258,020	6,042,135
	b) Percentage of Shareholding	33.89%	37.36%	38.98%	33.89%	38.98%
18	Promoters and promoter group Shareholding					
	a) Pledged/Encumbered:					
	- Number of Shares	-	-	-	-	-
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-	-
	- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-	-
	b) Non-encumbered:					
	- Number of Shares	10,258,723	9,718,457	9,459,249	10,258,723	9,459,249
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%	100.00%
	- Percentage of shares (as a % of the total share capital of the company)	66.11%	62.64%	61.02%	66.11%	61.02%

Notes: (The amounts in brackets in the notes denote the figures for the previous year).

- The financial results of the Company for the year ended March 31, 2012, duly approved by the Board of Directors in its meeting held on May 24, 2012, have been filed with the Stock Exchanges and are also posted in the website of the Company. Investors desirous of viewing the same can access the Company's website, www.ramco.com or on the websites of BSE (www.bseindia.com) or NSE (www.nseindia.com).
- Other operating income for the year includes rental income of Rs.46.49 Min. (Rs.45.35 Min.), Interest income of Rs.1.60 Min. (Rs.13.80 Min.) and recovery of expenses from customers Rs.8.20 Min. (Rs.8.98 Min.).
- In addition to the capitalisation of employee cost and power & fuel relating to Research & Development activities, Interest of Rs.165.11 Min. (Nil) and other costs such as travel, communication, staff welfare and miscellaneous expenses, amounting to Rs. 10.38 Min. (Nil) for the year, have also been capitalised during the quarter.
- During the year, the company has allotted 15,359 equity shares of Rs.10 each, under Employees Stock Option Scheme, 2008, on various dates. From April 01, 2012 to the date of reporting, the Company has allotted 14,340 equity shares under the said Scheme. Accordingly, as at the date, the paid up capital of the Company has increased from Rs.155.37 Min. to Rs.155.67 Min.
- The company currently operates only in one segment, viz., Software Solutions & Services and hence the segment reporting as required by AS-17, issued by the Institute of Chartered Accountants of India does not apply.
- During the quarter, 1 investor complaint was received and redressed. There was no complaint pending both at the beginning and end of the quarter ended March 31, 2012.

Statement of Assets and Liabilities	As at 31.03.2012 (Rs. Min.) Audited	As at 31.03.2011 (Rs. Min.) Audited
<b>EQUITY AND LIABILITIES</b>		
<b>Shareholders' Funds</b>		
Share Capital	155.52	155.37
Reserves and Surplus	1,507.67	1,536.59
	1,663.19	1,691.96
Share Application Money pending allotment	0.56	0.16
<b>Non-current Liabilities</b>		
Long Term Borrowings	7.39	6.60
Other Long Term Liabilities	40.75	39.67
Long Term Provisions	72.28	52.54
	120.42	98.81
<b>Current Liabilities</b>		
Short Term Borrowings	1,985.00	1,550.00
Trade Payables	320.78	310.20
Other Current Liabilities	114.75	162.13
Short Term Provisions	34.58	16.01
	2,455.11	2,058.34
<b>TOTAL</b>	<b>4,239.28</b>	<b>3,849.27</b>
<b>ASSETS</b>		
<b>Non-current Assets</b>		
<b>Fixed Assets</b>		
Tangible Assets	155.01	147.03
Intangible Assets	1,661.53	1,369.69
	1,816.54	1,516.72
Non-current Investments	1,222.57	1,221.95
Long Term Loans and Advances	104.70	75.29
	3,143.81	2,813.96
<b>Current Assets</b>		
Inventories	16.93	1.03
Trade Receivables	630.92	707.22
Cash and Cash equivalents	34.75	23.46
Short Term Loans and Advances	86.83	106.74
Other Current Assets	326.04	196.86
	1,095.47	1,035.31
<b>TOTAL</b>	<b>4,239.28</b>	<b>3,849.27</b>

- The above financial statements for the current year ended 31st Mar 2012 have been prepared in accordance with the Revised Schedule VI of the Companies Act, 1956. Accordingly, the figures for the previous year / periods have been regrouped / restated wherever necessary to make them comparable with the figures for the current year. In order to maintain uniform unit of measurement, as required by Revised Schedule VI, the figures have been stated in millions, except where stated otherwise.
- Figures for the quarter ended March 31, 2012 and March 31, 2011 are the balancing figures between audited figures in respect of full financial year and published year to date figures up to the third quarter of the relevant financial years.

Place : Chennai  
Date : May 24, 2012

By Order of the Board  
For Ramco Systems Limited

*M. Ramasubrahmanya Rajha*  
M. Ramasubrahmanya Rajha  
Chairman



RAMCO Q4 AND ANNUAL RESULTS: FY 11 - 12

**Ramco posts global income of USD 49.63 m for FY 2011-12  
Quarterly income stood at USD 10.81 m**

**Chennai, India - May 24, 2012:** Ramco Systems (BSE - 532370, NSE - RAMCOSYS, MSE - RSST); an enterprise software company focusing on enterprise cloud platform, products and services, today announced, the results for the fourth quarter of FY 2011-12.

For the quarter ended March 31, 2012 (Q4:11-12), global income of Ramco Systems Limited, including revenues from subsidiaries in USA, Canada, Switzerland, Singapore, Malaysia, South Africa and Dubai stood at USD 10.81 m (Rs 54.30 cr). The net loss for the quarter stood at USD 1.54 m (Rs 7.34 cr).

For the year ended March 31, 2012 (FY: 2011-12), global income of Ramco Systems Limited stood at USD 49.63 m (Rs 234.15 cr). The net loss for the year stood at USD 1.89 m (Rs 8.93 cr) as against last year corresponding year profit of USD 0.51 m (Rs 2.31 cr). The net loss was mainly attributed to providing for the receivables from a large aviation customer from N. America who had filed for bankruptcy.

**Highlights - FY 2011-12:**

**Financial & Business:**

- FY revenue grows 4.67% YoY
- Establishes itself as a prominent player for ERP on Cloud; lays the platform for taking Ramco ERP on Cloud to global customers

**New appointment:**

Mr. Virender Aggarwal has been appointed as Chief Executive Officer of Ramco Systems to further strengthen the team. Prior to this, Virender was President & APAC Region Head for a leading IT Services firm based in Singapore. He brings with him rich experience in building brands and expanding markets and has a keen interest in new technologies.

**New Product launch:**

- Added two new products on the cloud—**Ramco Analytics & Ramco Gateway products.**
- Ramco Banking Analytics announced the launch of its **ADF solution**, which enables banks to automatically adhere to the RBI guideline for submission of returns without any manual intervention.

**New subsidiary:**

- Ramco Systems incorporated a wholly owned subsidiary named Ramco Systems FZ-LLC in Dubai.

**Awards:**

- Secured the esteemed **Watts S Humphrey award for Software Quality and Process Improvement** at the SPI Conference 2011, organised by Software Process Improvement Network (SPIN), Chennai.
- Ramco's BPO operations once again secured an award for **Operational Excellence & Quality** at the event hosted by Employer Branding Institute; World HRD Congress & Stars of the Industry Group, with CMO Asia as Strategic Partner and held at Singapore.
- The **PCQuest Users' Choice Awards 2011** ranked Ramco ERP as enjoying the highest brand loyalty amongst its SME customers.

**Commenting on the results, Mr. P.R. Venketrama Raja, Vice Chairman and Managing Director, Ramco Systems Limited, said, - "We have a non-linear business model and continue to invest in our platforms and IP. This has helped us stay ahead of the herd and offer a value proposition that can challenge the future of**

A handwritten signature in black ink, appearing to be 'P.R. Venketrama Raja', written in a cursive style.



RAMCO Q4 AND ANNUAL RESULTS: FY 11 - 12

legacy software. In the last few years we have perfected our Cloud ERP offering and are now poised to launch it in global markets. We have brought in senior members with international experience to help us leverage our strengths and strategize our entry into new markets. Ramco ERP on Cloud is functionally strong to challenge any legacy ERP software and replace it. With the cloud technology gaining traction, we look forward to becoming a prominent cloud ERP player, globally.”

**About Ramco Systems:**

Ramco Systems provides next generation, end-to-end enterprise solutions that render complete transformation of the business in real time. Built on Ramco’s proprietary platform—Ramco VirtualWorks®, all Ramco products are cloud architected by design and address the entire business cycle from transaction to analytics. Part of the USD 952 mn Ramco Group, the company offers ERP, HCM, SCM, CRM, Financials, Service Management, Asset Management, Process Control, Project Management and Analytics to 11+ industry verticals on the most appropriate cloud model—public, private and community. Ramco focuses on providing innovative business solutions that can be delivered quickly and cost-effectively in complex environments. Globally, Ramco has over 140,000 users from 950+ customer organizations across 35 countries. The company currently has 16 offices spread across India, USA, Canada, Europe, Middle East, South Africa and APAC and employs over 1,800 employees.

For more information, please visit [www.ramco.com](http://www.ramco.com); Follow Ramco on Twitter [@ramcosystems](https://twitter.com/ramcosystems)/read latest news & updates on <http://www.ramcoblog.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.--*