



RAMCO Q4 & ANNUAL RESULTS: FY 14 – 15

Ramco HCM grows 167% YoY and 63% QoQ; Gains major inroads into Global Markets

**Annual Revenue Grows 36% YoY;
Bets on User Experience and Mobility to drive business growth**

Chennai, India – April 20, 2015: Ramco Systems (BSE - 532370, NSE – RAMCOSYS, MSE – RSST); a global enterprise software company focusing on enterprise cloud platform, products and services, today announced the results for the fourth quarter and financial year ending 2014-15.

For the quarter ended March 31, 2015 (Q4: 14-15), global consolidated income of Ramco Systems Limited stood at USD 16.48m (Rs 102 cr). The revenue showed a healthy growth of 37% YoY in dollar terms. The net profit after tax for the quarter, amounted to USD 0.71m (Rs.4.4 cr). The currency headwinds contributed to an adverse impact on the results to the extent of USD 0.87m (Rs 5.3 cr).

For the year ended March 31, 2015 (FY: 2014-15), global income of Ramco Systems Limited was USD 60.26m (Rs 365 cr). The net profit after tax for the year grew 153% and stood at USD 2.09m (Rs 12.7cr). Revenue from markets outside India stood at 72% compared to 69% the previous year.

Highlights for FY 2014-15:

- Since the global launch of **Ramco HCM and Payroll on Cloud**, the product has garnered good traction across markets. Multi-country Payroll, Mobility, and Intuitive user experience is driving the product to add on an average 1 new customer a week.
- **Ramco ERP on Cloud** showed healthy growth with key wins from Asset-centric organizations, EPC, Facility Management and Services segment.
- Having addressed Heli-operators, Airlines, MROs and CAMOs, **Ramco Aviation** expanded into addressing Aviation-specific manufacturing companies. This positions Ramco Aviation Suite as a comprehensive offering able to address multiple segments within the Aviation segment.

Commenting on the results, **Mr. P.R. Venketrama Raja, Vice Chairman and Managing Director, Ramco Systems Limited, said,** "It is encouraging to see consistent growth in top line QoQ. This reaffirms the maturity and global acceptance of our products. While 'Make in India' is the buzz globally, we are taking the 'Made in India' tag to the global market with our suite of offerings. I am happy to note that the success and growth demonstrated by Ramco marks the arrival of an Indian Software Product Company."

Sharing his focus for the year ahead, **Mr. Virender Aggarwal, CEO, Ramco Systems,** said "The era of seeing ERP as an automation tool is passé. Today, organizations are looking for applications that are intuitive, intelligent and highly user-centric. HUB from Ramco is aimed at addressing the new-age ERP buyer who is looking at applications not as a 'System of record' but as a 'System' capable of understanding the user, making intelligent suggestions and auto completing the regular tasks. With one screen for each role, HUB will be a powerful addition that will help in productivity improvement at all levels. We look forward to rolling this out in phases this year."

About Ramco Systems

Ramco Systems is part of the USD 1 Billion diversified conglomerate, the Ramco Group of companies. Ramco Systems is a rapidly growing cloud enterprise software company focused on providing multi-tenanted enterprise software to corporates in the area of HCM and Payroll, ERP and M&E MRO for Aviation, with Mobile first philosophy and In-memory based Planning and Optimization engine. At Ramco, we understand that functionality alone cannot help a product succeed in today's crowded marketplace. With utmost importance to usability, Ramco has charted out a product philosophy of MUSIC—an acronym for Mobility, User Interface, Social, In-Memory and Context-aware applications. Headquartered in Chennai (India), the company has 20 offices spread across India, USA, Canada, Europe, Australia, Middle East, South Africa and APAC.

PRESS RELEASE



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

A handwritten signature in black ink, appearing to be "M. M. M." or similar, with a stylized, cursive-like script.