

January 4, 2017

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Dear Sirs,

Sub: Press Release

Please find enclosed a press release, titled “**Ramco Systems signs multi-million dollar Cloud HR & Payroll transformation deal with Panasonic Group of companies in Malaysia**”, which is being released to the press from our end.

We request you to kindly take the above on record.

Thanking you,

Yours faithfully
 For **RAMCO SYSTEMS LIMITED**


GAYATHRI R
ASSOCIATE VICE PRESIDENT - FINANCE

Encl: As above

Ramco Systems signs multi-million dollar Cloud HR & Payroll transformation deal with Panasonic Group of companies in Malaysia

To consolidate HR and Payroll operations spread across 21 legal entities covering around 20,000 employees on unified platform powered by Mobility and Analytics

Kuala Lumpur, Malaysia/ Chennai, India – January 4, 2017 – [Panasonic Group of companies in Malaysia](#) has signed a multi-million-dollar strategic deal with **Ramco Systems Sdn. Bhd.** Malaysia part of India-headquartered HR software major [Ramco Systems](#) to digitize and transform HR and Payroll operations for nearly 20,000 employees nationwide on a unified platform.

Panasonic Group of companies in Malaysia, part of the leading Japanese electronics manufacturer, said employees in 21 entities using multiple systems currently will now be powered by integrated Ramco HR software giving a seamless HR experience, group-wide.

Ramco System's award-winning Human Capital Management (HCM) solution will integrate with multiple Enterprise Applications and Finance systems in individual companies for statutory and payroll requirements.

Panasonic Group of companies in Malaysia will lead the Digital HR transformation initiative with a cloud-hosted Ramco HCM suite covering Core HR, Time & Attendance, Talent Management, Recruitment, Planning & Analytics in addition to Payroll.

With this initiative, the role of HR Management in Panasonic Group will evolve from administrative roles to more strategic and business transformation roles by leveraging the Reporting and Analytical capabilities of this new system.

On the part of Employees by using this new integrated system, all the tedious and time consuming HR processes will be simplified and fully automated. Employees can now be able to apply leave, manage claims, and pull pay slips using self-service features across various platforms including smart phones, tablets and desktops.

Mr. Cheng Chee Chung (Managing Director, Panasonic Management Malaysia Sdn. Bhd. & Panasonic Malaysia Sdn. Bhd.) said, "As our Malaysia operations expand, the complexity of managing Human Resources and Talent also grow multi-fold. We wanted to be a forerunner in Malaysia in leveraging technology to build a centralized HR & Payroll system. Ramco's ability to comprehend and offer the solution to the complex needs of our operations, coupled with proven success stories and the ability to offer the power of Cloud, Mobility including Analytics all on a unified

HR & Payroll platform sealed the deal in their favor. We look forward to bringing our businesses closer together through this initiative.”

Mr. P.R Venketrama Raja, Vice Chairman & Managing Director, Ramco Systems, said, “Ramco HCM has been winning in the home territory of legacy ERP providers, thereby proving that companies are keen to leverage HR systems that offer simplicity and technological superiority. We are seeing a growing trend among multinationals wanting to consolidate their multi-country HR operations on a single platform. Signing this deal with Panasonic Group of companies in Malaysia is a great endorsement of Ramco's ability in addressing this market need.”

Mr. Hiroyuki Imizu (Deputy Managing Director, Panasonic Management Malaysia), said, “We have embarked on a Digital HR program to cross leverage the best practices across our multiple business entities while bringing in harmonization in HR processes and systems. Through this transformative project, we lay the foundation for our HR shared services and we wish to showcase the benefits that can be derived from using Ramco unified platform across multiple business entities.”

Ramco Systems has seen significant growth in APAC, winning the trust of leading multinationals and Fortune 500 companies. As one of the fastest-growing markets for Ramco, APAC holds immense promise and potential. Ramco HCM with its Global Payroll coverage recently won an order from European Logistics major for consolidating its HR operations across 13 countries.

On the success in APAC, **Mr. Virender Aggarwal, CEO, Ramco Systems**, said, “We have invested in building statutory compliance and capabilities to address all of APAC including Japan, Australia, New Zealand; Middle East and most parts of Africa. While most Global HR software have been built to address U.S. or Europe markets, our ability to cover this part of the world gives us a unique standing in the market. Ramco HCM with Global Payroll will be our growth lever in 2017 and will play a significant role in consolidating our leadership in the region.”

Trusted by 400+ global customers, [Ramco HCM & Global Payroll](#) with Time & Attendance is compliant with statutory and taxes across 40+ countries and has partnerships to cover Payroll for 108 countries, globally. Recognized as an [Achiever in Everest Group's Multi-Country Payroll Assessment](#), Ramco HCM with built-in Mobility and Intuitive user experience continues to add on an average two new customers a week in 2016. With a comprehensive coverage of APAC, Middle East and Australia, Ramco Global Payroll covers countries such as Hong Kong, Philippines, Thailand, Indonesia, Singapore, Malaysia, Vietnam, China, India among others in APAC; all of GCC and Egypt, Nigeria, Ghana, Sudan, Republic of S. Africa, in Middle East-Africa; Australia, New Zealand, United States and the United Kingdom.

About Panasonic

Panasonic Corporation is a worldwide leader in the development of diverse electronics technologies and solutions for customers in the consumer electronics, housing, automotive, enterprise solutions and device industries. Since its founding in 1918, the company has expanded globally and now operates 474 subsidiaries and 94 associated companies worldwide, recording consolidated net sales of 7.553 trillion Yen for the year ended March 31, 2016. Committed to pursuing new value through innovation across divisional lines, the company uses its technologies to create a better life and a better world for its customers. To learn more about Panasonic: <http://www.panasonic.com/global>.

About Ramco Systems:

Ramco is a fast growing enterprise software player disrupting the market with its multi-tenanted cloud and mobile-based enterprise software in the area of HCM 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 Cognitive and Robotic ERP with features such as **Chatbots** – which allow users to complete transaction using natural conversations; **Mail It** – a feature to enable to 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 1600+ employees spread across 22 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!

Positioned as 'Achiever' in Everest Group's Multi-country Payroll Platform Assessment; Winner of HR Vendors of the Year Award 2016; Winner of CIO Choice Honor & Recognition 2016; Winner of ISG Award for Innovation; Chosen as Preferred Next-Gen MRO IT Vendor by ARSA

For more information, please visit <http://www.ramco.com/hcm>

Follow Ramco on Twitter [@ramcosystems](https://twitter.com/ramcosystems) / [@ramcohcsm](https://twitter.com/ramcohcsm) and stay tuned to <http://blogs.ramco.com>

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