



Celebrating
25 Years
of Innovation

ramco



"GURUBAKTHAMANI"
SHRI P R RAMASUBRAHMANEYA RAJHA
Sridharmarakshakar - Former Chairman

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230



INVESTOR INFORMATION

Market Capitalization as on March 31, 2022, at BSE	₹ 8,148.74 Mln.
Market Capitalization as on March 31, 2022, at NSE	₹ 8,142.58 Mln
CIN	L72300TN1997PLC037550
BSE Code	532370
NSE Symbol	RAMCOSYS
AGM Date	August 10, 2022
AGM Venue	Virtual Meeting
AGM Mode	Video Conferencing / Other Audio Visual Means



An electronic version of this report is available online at:

<https://www.ramco.com/annual-reports>

Scan this QR code to navigate investor related information

Cautionary Statement Regarding Forward-Looking Statement

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.

CORPORATE INFORMATION

BOARD OF DIRECTORS

Mr. P R Venketrama Raja

Chairman

Mr. P V Abinav Ramasubramaniam Raja

Whole Time Director

Mr. M M Venkatachalam

Independent Director

Mr. A V Dharmakrishnan

Non-Independent Director

Mr. R S Agarwal

Independent Director

Mrs. Soundara Kumar

Independent Director

Mr. Sankar Krishnan

Non-Independent Director

Justice Mr. P P S Janarthana Raja (Retd.)

Independent Director

STATUTORY AUDITORS

M S Jagannathan & N Krishnaswami,
Chartered Accountants, Tiruchirappalli

INTERNAL AUDITORS

SRSV & Associates, Chartered Accountants, Chennai

SECRETARIAL AUDITORS

S. Krishnamurthy & Co.,
Company Secretaries, Chennai

BANKERS

Axis Bank Limited
HDFC Bank Limited
HSBC Limited
ICICI Bank Limited
IDBI Bank Limited
Kotak Mahindra Bank Limited
Yes Bank Limited

ADDRESSES

Registered Office

Ramco Systems Limited,
No. 47, P.S.K. Nagar,
Rajapalayam - 626 108

Corporate Office, Research and Development Centre

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

SUBSIDIARIES

Ramco Systems Corporation USA,
Ramco Systems Ltd., Switzerland,
Ramco Systems Pte. Ltd., Singapore,
Ramco Systems Sdn. Bhd., Malaysia,
RSL Enterprise Solutions (Pty) Ltd., South Africa,
Ramco Systems Canada Inc., Canada,
Ramco Systems FZ-LLC, Dubai,
R S L Software Co. Ltd., Sudan,
Ramco Systems Australia Pty Ltd., Australia,
Ramco System Inc., Philippines,
Ramco Systems (Shanghai) Co. Ltd., China,
PT Ramco Systems Indonesia, Indonesia,
Ramco Systems Vietnam Company Limited, Vietnam,
Ramco Systems Macau Limited, Macao,
Ramco Software Japan Limited, Japan,
Ramco Systems Defense and Security Incorporated, USA, and
Ramco Middle East for Information Technology, Saudi Arabia

REGISTRAR AND SHARE TRANSFER AGENT

Cameo Corporate Services Limited,
'Subramanian Building', No. 1,
Club House Road, Chennai - 600 002

REFORM AND RISE

We have surpassed our journey of 25 years. There has been no better time to innovate and digitally evolve with each passing day. In the last two years, the world has seen it all – from companies moving to a remote-working model, centered around video conferencing to extensive use of cloud integration to remain relevant and connected.

At Ramco, the challenges allowed us to transform and recalibrate our learnings to emerge better. We utilized this phase to reform our operations to focus on delivery excellence and workforce stabilization. We continued to build on our strengths and invest in automation to further improvise on our execution speed.

Today, with rapid technological advances in computer sciences, artificial intelligence (AI) and machine learning (ML), we hold the promise of providing solutions to coherently deploy, combine and leverage the emerging business opportunities and deliver world-class customer experience.

KPIs OF 2021-22

USD 71.93 Mln.
Annual Revenue

13
'Mln. Dollar Plus' Deals

USD 174.10 Mln.
Unexecuted Order Book



WHAT DIFFERENTIATES US?



We are strong advocates of the belief that we are a 25-year young startup who has been constantly striving to create a value-driven and strategic transformation. We are equipped with a solid foundation, valuable partnerships and great ideas that allow us to reform and rise higher, every day. We are competitively placed to understand the evolving needs of our global customers in delivering path-breaking solutions.

Here's a gist of our initiatives that differentiates us and coins our ability to strengthen our growth trajectory.

CUSTOMER-FIRST

- Expanding presence across geographies including Europe, Japan, US, Asia, MEA and ANZ
- Renewed thrust in customer success by serving our key customers and surpassing their service expectations
- Onboarding U.S. defense veterans to ensure success at our US entity

EMPLOYEE-CENTRIC

- Establishing Talent Hub at Madurai to create a future talent pool across all business units
- Increasing focus on learning, development and trainings
- Investments in building talent force to help amplify our organization growth initiatives

INNOVATION DRIVEN

- New innovations to meet the changing business requirements through AI & ML enabled solutions
- Upgrading and updating the platform to keep in pace with the latest trends
- Focussing on next-gen design with our central brand UXD team

OPERATIONAL EXCELLENCE

- Embracing all tools and processes like RPA, test automation, DevOps, release management etc.
- Introducing better product features
- Implementing faster go-lives and quicker customer deliveries

RAMCO: A COMPELLING INVESTMENT CASE

Ramco Systems Limited (hereinafter referred to as 'Ramco' or 'the Company') is a global enterprise software Company focusing on Next Generation Cloud Enterprise Applications. Being one of the first IP led companies in APAC, Ramco provides futuristic innovative digital solutions that enable organizations to transform with ease and flexibility.

Part of **\$1B**

Ramco Group of Companies

1,000+

Clients

700+

Women workforce

28

Global offices

900+

Employees in the age group of **31-50**

2,000+

Employees

12 Patents

In Enterprise Application Space in last **2** decades

15,000+

Users

Global leadership

Ramco has been consistently delivering measurable business value in ERP covering Asset Management, Maintenance Service Providers, Logistics Service Providers, Aviation MRO (Maintenance, Repair and Overhaul) and M&E (Maintenance & Engineering), Aerospace & Defense, and Global Payroll & HR on the most appropriate deployment model – Cloud, (public, private), On-Premises or as Managed Service. Over the years, we have been providing expertise and executional excellence in simplifying the digital transformational journey of our clients across the world.

Driven by innovation and culture

Innovation and culture differentiate us from the marketplace and have won us accolades from our global clientele and partners. We are in a constant mission to leverage our technological expertise, and domain knowledge, acquired over 25 years, to empower every user across the enterprise to realize business outcomes.

With a diversified workforce

At Ramco, our priority has always been to develop our key assets - our people and create thought leaders within the Company. We take immense pride in our diverse workforce and value them for the experience and skill sets that they bring with them. Our multi-cultural workforce is spread across 28 offices belonging to 20 nationalities including Americans, Australians, British, Chinese, Filipinos, Germans, South Africans, Vietnamese and others. This multi-diverse workforce is headed by our Executive Leadership Team (ELT) comprising of leaders from various verticals of the Company, who believe in distributed leadership. The ELT is a strong backbone of the Company and acts as a guiding light at all forefronts, while ensuring constant innovation, creativity and measurable value in what the Company delivers each time. Part of the ELT, our Product Heads, Business Heads and Functional Heads bring along years of expertise which directly reflects in our services.

Leading to delivering customer delight

Our next-generation, end-to-end enterprise solutions built on Ramco VirtualWorks®, infused with AI & ML, chatbots, cloud, mobile and event-driven ERP, allows us to cater to the ever-changing business dynamics, thereby driving efficiency, and leading to customer delight.

35+

Countries – client presence

20

Countries with legal entities



CONTRIBUTION TO REVENUES IN 2021-22



APAC: **33%**



INDIA: **23%**



US: **25%**

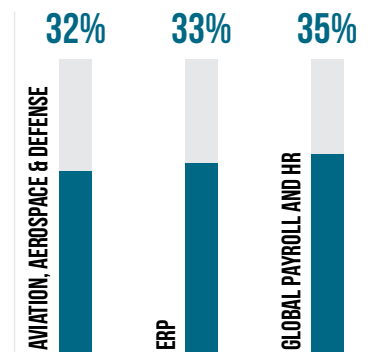


MIDDLE EAST & AFRICA: **13%**



EUROPE: **6%**

REVENUE BY VERTICALS



BUSINESS MODEL: DELIVERING VALUE FOR A PROMISING FUTURE

Inputs >> Resources we deploy that deliver value

FINANCIAL CAPITAL

- Cash generated from operations
- Funding from investors and financial institutions

INFRASTRUCTURE CAPITAL

- Offices
- Operations, and administration platform
- Technology infrastructure

INTELLECTUAL CAPITAL

- Accumulated technology
- Investments in futuristic new-age technology integrating AI & ML

HUMAN CAPITAL

- Investments in skilled and motivated people
- Training and upskilling

NATURAL CAPITAL

- Efforts towards environment conservation

SOCIAL CAPITAL

- Betterment of the social ecosystem which includes employees, customers, and the society within which we operate



to make organizations future-ready

- Drive enterprise-wide business transformation, with innovation at the forefront
- Develop intelligent ecosystem of customers, partners, and employees that stay connected at all times
- Generate real-time visibility into operations at the click of a button
- Deliver future-ready solutions with new and innovative products or services
- Drive engaging user experience
- Derive new revenue streams by integrating with the marketplace through APIs
- Drive down the cost of core IT spend and deliver efficiency
- Funding from investors and financial institutions



ON THE TENETS OF:

ZERO UI

AI & ML

FRICTIONLESS COMPUTING

ANTICIPATORY COMPUTING

EVENT-DRIVEN NOTIFICATIONS