

ramco



**RAMCO SYSTEMS LIMITED**  
ANNUAL REPORT 2022-23





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

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Market Capitalization as on March 31, 2023, at BSE	<b>Rs.6,693.27 Mln.</b>
Market Capitalization as on March 31, 2023, at NSE	<b>Rs.6,730.26 Mln.</b>
CIN	<b>L72300TN1997PLC037550</b>
BSE Code	<b>532370</b>
NSE Symbol	<b>RAMCOSYS</b>
AGM Date	<b>August 10, 2023</b>
AGM Venue	<b>Virtual Meeting</b>
AGM Mode	<b>Video Conferencing / Other Audio Visual Means</b>

Scan this QR code to navigate investor related information



An electronic version of this report is available online at:

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

## 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.

## ➤ 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

Messrs M. S. Jagannathan & N. Krishnaswami,  
Chartered Accountants, Tiruchirappalli

## ➤ INTERNAL AUDITORS

Messrs SRSV & Associates,  
Chartered Accountants, Chennai

## ➤ SECRETARIAL AUDITORS

Messrs 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 System Vietnam Company Limited, Vietnam  
Ramco Systems Macau Limited, Macao  
Ramco Software Japan Limited, Japan  
Ramco Systems Defense and Security Incorporated, USA  
Ramco Middle East for Information Technology, Saudi Arabia  
Ramco System LLC, Qatar

## ➤ REGISTRAR AND SHARE TRANSFER AGENT

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

At Ramco, we see the future as an opportunity to help our customers all over the world by accelerating their digital transformation. By prioritizing innovation, technology, and our people, we've been able to consistently improve our offerings and keep up with the ever-changing needs of our customers. We've embraced automation and aligned ourselves with future trends to ensure that we're ahead of the curve.

Over the past year, we've seen commendable expansion in our addressable markets, grew our customer base, improved our product lines, enhanced our customer service, and executed our projects with exceptional quality.

Our unwavering focus on continuous improvement is complemented by our boundless enthusiasm for the opportunities that lie ahead. We fully embrace the concept of 'future forward' and eagerly anticipate the many exciting possibilities that it presents. With this mindset, we are committed to pursuing innovation and excellence, positioning ourselves to remain at the forefront of technological advancement and digital transformation.

USD **61.79** Mln.

Annual Revenue

**19**

'Mln. Dollar Plus' Deals

USD **90.05** Mln.

Order Wins





Over the years, Ramco has maintained a consistent track record of delivering tangible business value in ERP across various sectors, including Asset Management, Maintenance Service Providers, Logistics Service Providers, Aviation MRO, M&E, Aerospace & Defense, and Global Payroll & HR (HRP). We offer the most suitable deployment models, whether it's Cloud (public or private), On-Premises, or as Managed Service, to cater to our clients' specific needs. Our expertise and commitment to operational excellence have played a crucial role in simplifying the digital transformation journey for clients worldwide.

We are poised to provide innovative enterprise solutions that enable organizations to transform with ease and utmost flexibility.

## Technology

Delivering meaningful solutions by leveraging best-in-class technology lies at the core of our operations. We consistently stay up-to-date with global trends and transform them into innovative offerings through AI & ML enabled solutions.

## Customer Centricity

Understanding customers' needs and adopting best industry practices that are at the heart of Ramco. With customer-centric approach, Ramco is a fast-growing enterprise software player that has been delivering measurable business value in the fields of ERP, Logistics, Global Payroll and HR, and M&E MRO for Aviation.

## Innovation & Culture

Innovation and Culture differentiates us from the rest. We continuously strive to offer disruptive solutions and diversified products that challenge traditional industries.





## Our Strong Foothold

**India-** Chennai (HO), Bengaluru, Gurugram, Rajapalayam and Madurai

**America-** New Jersey, Texas, Virginia

**Canada-** Vancouver

**Europe-** United Kingdom, Switzerland, Germany and Spain

**Middle East-** Dubai, U.A.E., Qatar, Saudi Arabia

**Africa-** Durban, Sudan

**Asia-** Singapore, Malaysia, Indonesia, Hong Kong, China, Vietnam, Philippines, Macao, Japan

**ANZ-** Australia, New Zealand

Part of USD, Bln. **1B**  
Ramco Group of Companies

**12** Patents  
in Enterprise Application Space in the Last 2 Decades

**1,000+**  
Customers

**15,000+**  
Users

**30**  
Offices Worldwide

**1,800+** Employees  
Male 1,100+ | Female 750+

One of the **first IP-led**  
Ramco Group of Companies

## Delivery Excellence

Ramco has a rich history of delivering holistic enterprise solutions that empower businesses to undergo full-scale real-time transformations. By embracing various tools and processes such as RPA, test automation, DevOps, release management, and more, we continuously enhance our product features. This allows us to facilitate faster go-lives and expedite customer deliveries, ensuring swift implementation and satisfaction.

## People

We foster the growth of our team by placing a strong focus on continuous learning, development, and training. Our investments in building a talented workforce not only amplify our organizational growth initiatives but also drive our success in delivering exceptional results.

Today, our services are touching millions of lives every day, through our customers across the globe including tech giants, aviation companies, automotive manufacturers, educational institutions, telecom, FMCG and logistics departments. We are committed to constantly improve, evolve and innovate so that we can serve our customers and users, while leveraging the power of technology.

We continue to scale our business rapidly through a combination of our groundwork data with AI and ML-driven infrastructure, winning more business from all industry verticals.

- Rigorous investment in frictionless computing
- Redefining event-driven architectures and systems
- Enhanced technology for risk monitoring and regulatory compliances
- Leveraging our knowledge repository for futuristic solutions
- Digitally transforming solutions for our customers
- Automating compliances for simplifying operations
- Voice-based data entries
- Investing in advanced technology and tools for better delivery to market

