

Rolta's Q2-FY-14 Consolidated Revenue Grows 20.9% and Net Profit 6.2% Q-o-Q

Mumbai – Rolta India Limited, a leading provider of innovative IT solutions for many vertical segments, including Federal and State Governments, Defence and Homeland Security, Utilities, Process, Power, Banking and Insurance, today announced unaudited financial results for quarter ended December 31, 2013 (Q2 FY-14).

FINANCIAL HIGHLIGHTS

- Consolidated Revenue for Q2 FY-14 at Rs.759.17 cr (Rs.7.59 Billion) against Rs. 627.77 cr (Rs. 6.28 Billion) in Q1 FY-14, registering a Q-o-Q growth of 20.9% and Y-o-Y growth of 44.2%.
- Consolidated EBITDA for Q2 FY-14 at Rs. 285.06 cr (Rs. 2.85 Billion) against Rs. 239.34 cr (Rs. 2.39 Billion) in Q1 FY-14, registering a Q-o-Q growth of 19.1% and Y-o-Y growth of 32.5%.
- Consolidated Profit after Tax for Q2 FY-14 at Rs. 74.61 cr (Rs. 0.75 Billion) against Rs. 70.26 cr (Rs. 0.70 Billion) in Q1 FY-14, registering a Q-o-Q growth of 6.2% and Y-o-Y growth of 6.0%.
- Consolidated Revenue for six months FY-14 at Rs. 1,386.94 cr (Rs.13.87 Billion) against Rs. 996.62 cr (Rs. 9.97 Billion) in FY-13, registering a Y-o-Y growth of 39.2%.
- Consolidated EBITDA for six months FY-14 at Rs. 524.40 cr (Rs. 5.24 Billion) against Rs. 427.69 cr (Rs. 4.28 Billion) in FY-13, registering a Y-o-Y growth of 22.6%.
- Consolidated Profit after Tax for six months FY-14 at Rs. 144.87 cr (Rs. 1.45 Billion) against Rs. 133.60 cr (Rs. 1.34 Billion) in FY-13, registering a Y-o-Y growth of 8.4%.
- The Company had adopted July 1 to June 30 Financial Year as its accounting practice. The Companies Act 2013 has now prescribed a uniform Financial Year ending March 31 for all Indian Companies. The Company's Board of Directors has, therefore, decided to end the current financial year on March 31, 2014 (instead of June 30, 2014). Therefore, the current financial year will be for a period of nine months up to March 31, 2014. Subsequent financial years shall commence on April 1 and conclude on March 31.

Commenting on the results, Mr. K. K. Singh, Chairman and Managing Director said, "We are very pleased with the progress we are making in monetizing our investments in creating an IP-led business. We are now getting much larger orders, including repeat business from existing customers. These represent an expansion of the Company's footprint within customers' IT landscape, and include IP and annuity revenues, with on-going engagements for managed services."

CORPORATE HIGHLIGHTS

The Company announced that its Promoters increased their share holding in the Company from around 40% to over 50% through creeping acquisitions over the last three years. The Promoters continue to increase their holdings further through creeping acquisitions in line with SEBI guidelines. This is evidence of the confidence that the Promoters have in the business model of the Company, the superiority of its offerings, and the growth potential of the Company.

Rolta's products and solutions are receiving increasing attention from industry analysts. Rolta OneView™ was positioned by NASSCOM/Frost & Sullivan in the top right "Exemplars" quadrant in their Product Excellence Matrix ("PEM") for Analytics products in their report published in November 2013. Exemplars are defined as: "...vendors that have a well-defined growth strategy and successful execution plan". In a second PEM that reflects the market focus from "narrow" to "wide", and level of maturity in the market from "entry" level to "established", Rolta OneView™ was once again placed in the top right quadrant, conveying that it is an established product with wide applicability in many vertical segments.

Rolta's strategic partnership with SAP announced in this quarter is a noteworthy development not only because it is another testimonial of the Company's differentiated offerings for Business Intelligence (BI), Big Data and Analytics, but also for the scope of the alliance. Under the agreement, Rolta will provide customers across the world with cutting-edge solutions designed to exploit the power of SAP technology

by combining Rolta's products with almost the complete database and technology portfolio offered by SAP. This effectively enables Rolta to sell SAP products cost-effectively, bundled with its own IP anywhere across the world without having to depend on SAP's distribution channels.

On the other hand, Rolta is working with SAP to have Rolta OneView™ included in their "Preferred Partner Solution" program as a precursor to its inclusion in the SAP global price-book. This will enable SAP's global sales force to sell the Rolta solution, which will dramatically increase the market penetration of Rolta OneView™ as it will reach SAP's 250,000+ customers.

Rolta has transformed its data center to a world-class private Cloud infrastructure with 100% virtualization. Besides providing scalability and agility to Rolta's own organization, it is also used for delivering Rolta solutions and IP on the Cloud. Rolta is working to make Rolta OneView™ and its many other solutions available on SaaS (software as a service) model by leveraging Rolta GeoCloud™.

OPERATIONAL HIGHLIGHTS

Rolta continues to win projects in the areas of Geospatial, Engineering, IT and Defence & Security, even more so when it is able to combine its strengths in these areas. This is true for all geographical regions, vindicating Rolta's strategy of offering preconfigured but customized solutions that leverage Rolta's deep domain knowledge, its intellectual property, IT expertise and industry focus. Rolta has strengthened its position in significant industry segments like Banking, Finance, Insurance, Manufacturing, Retail and Healthcare, apart from the traditional Rolta segments like, Oil & Gas, Utilities, Government, Infrastructure, and Defense & Security, where it remains strong. The pipeline is, therefore, steadily undergoing a qualitative improvement, with larger, more sophisticated projects and greater contribution from Rolta IP.

Defense and Homeland Security:

In the Defence and Homeland Security (HLS) sector, the Company has continued to strengthen its leadership.

For example, Rolta is one of the few companies who have been invited to respond to the largest C2 defence 'Make India' program being undertaken by the Indian Army (estimated to be worth over Rs. 30,000 Crores / \$ 5.0 Bn). With its incumbent software provider status, state-of-the-art indigenous GIS and C2 software that has been deployed and proven operationally at various field formations and cutting-edge communication solutions, Rolta is in an exceptional position to address this project. In fact, some of the world's leading defence contractors have approached Rolta to not only partner the Company for this program but to also source Rolta software and solutions for their global projects.

Major HLS organizations have continued to repose confidence in Rolta's offerings with even more police forces in different cities/states, like Mumbai, Chandigarh, UP and Maharashtra finalizing on the Company's sophisticated solutions.

Enterprise Geospatial and Engineering Solutions:

Rolta continues to win projects for Engineering Information Management from various verticals within the process industry. These include assignments for as-built modeling to create repositories of validated data that serve as the foundation for enterprise level BI and Analytics.

Similarly, the Company continues to make significant inroads with its geospatial solutions. The Company won a prestigious \$25M+ project for 3D city modeling from Abu Dhabi City Municipality. This is an ambitious project designed to fulfill the challenges of sophisticated analysis and simulation for town planning, infrastructure development, environmental management, homeland security and emergency response. Rolta will leverage its Geospatial Fusion™ solution framework and various special-purpose software tools.

Rolta is seeing increased traction in the area of 3D modeling, with focus shifting towards building a mapping infrastructure that can help to improve citizen services, including safety and security. There are many municipal and government bodies actively pursuing similar approaches. In fact, Rolta has already received another order for 3D City modeling in Saudi valued at \$4M+. Similarly, another example is an innovative solution for a 3D Soil Mapping system built on the Rolta Geospatial Fusion™ platform in Dubai,

which incorporates predictive analytics and 3D visualization capabilities. As an early mover in this complex field with a proven track record, Rolta is well placed to get significant business from other customers in in this specialized segment worth hundreds of millions dollars.

Rolta won a prestigious contract from Saudi's General Commission for Survey valued at over \$2.2 M for developing a geospatial web-based fully bilingual portal for distribution of spatial data to various stakeholders. The Company deployed Rolta Geospatial Fusion™ framework, which will now be leveraged to also provide executive dashboards for business and spatial analytics.

Business Intelligence, Big Data and Analytics

Rolta has achieved a position of eminence in BI and Big data Analytics with some prestigious wins. This is an area of IT that is rated as the top priority for CIOs and is attracting big investments. With some very unique IP that has received industry acclaim, such as Rolta OneView™, Rolta iPerspective™, Rolta GeoBI™, and many other suites, Rolta offers innovative approaches to implementing BI and Analytics. For example, Rolta has architected and developed a Big Data Analytics solution with Rolta OneView™ and SAP HANA for asset integrity and performance management for a large process manufacturing company with multiple production sites across the world.

Rolta is experiencing very good traction for its differentiated BI and Analytics solutions in various geographies and many vertical segments. For example, the Company is leveraging Rolta GeoBI™ framework to deliver a location-aware analytics solution for a major Electric Utility company in the US. For a US company in the Healthcare vertical, Rolta is implementing an Enterprise-level BI solution. For a major chemical company in Qatar, Rolta was engaged to define their BI and Big data Analytics solution for an ambitious enterprise-wide project. A similar project has also been awarded by an Oil company in Oman.

IT Consulting and Managed Services

Rolta continues to expand its Consulting & Managed Services engagements, thereby increasing annuity revenues from long-term contracts. An example of success in this practice area is a customer in the US who has entrusted on-going management of their mission-critical SAP ERP implementation which supports transactions pertaining to over 5 million products in their portfolio.

Similarly, many other customers have retained Rolta to manage their complex IT Infrastructure, databases and enterprise applications. Examples include customers in the Oil & Gas, Utilities, Retail and Manufacturing sectors. In all cases, Rolta leverages its IP and domain expertise.

In India, Rolta has won a prestigious World Bank funded contract from Bihar Rural Livelihoods Promotion Society for delivering a micro-financing solution. Rolta e-Governance™ Solution is being implemented on Oracles ERP platform. Such projects are expected to be replicated by 24 States with WB funding.

About Rolta: Rolta is a leading provider of innovative IT solutions for many vertical segments, including Federal and State Governments, Defense/HLS, Utilities, Process, Power, Financial Services, Manufacturing, Retail, and Healthcare. By uniquely combining its expertise in the IT, Engineering and Geospatial domains, Rolta develops exceptional solutions for these segments. The Company leverages its industry-specific know-how, rich repository of intellectual property that spans photogrammetry, image processing, geospatial applications, business intelligence, analytics, field-proven solution frameworks, and deep expertise in cutting-edge technologies like Geo BI, Analytics, Cloud computing, Software Defined Infrastructure and Big Data for providing sophisticated enterprise-level integrated solutions. Rolta is a multinational organization headquartered in India. The Company operates from 40 locations worldwide through its subsidiaries, and has executed projects in over 45 countries. The Company benchmarks its quality processes to the world's best standards, like successful assessment for Software Application Development and Maintenance at the highest Level 5 of SEI's CMMI® version 1.3. Rolta is listed on the Bombay Stock Exchange & National Stock Exchange, and forms part of various indices on BSE/NSE in India. The Company's GDRs are listed on the Main Board of London Stock Exchange. The Company's 'Senior Notes' are listed on Singapore Stock Exchange.

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