

3QFY09 Result Update

CMP: INR 87.8

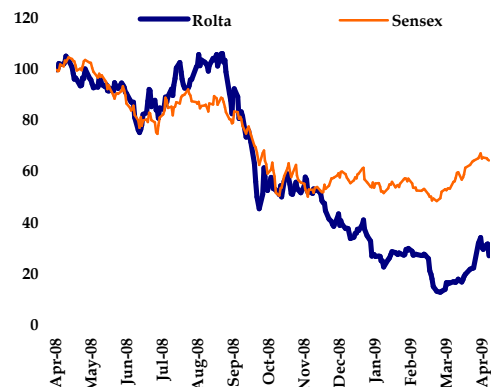
Target: INR 110

MARKET PERFORMER

Sector View	CAUTIOUS
Company Risk	HIGH
BSE Sensex	10,818
S&P Nifty	3,330
BSE IT	2,423
Bloomberg Consensus (BUY/HOLD/SELL)	4/ 1 / 6
BSE Code	500366
NSE Code	ROLTA
Bloomberg Code	RLTA IN
Reuters	ROLT.BO
52 Wk High/Low (INR)	360 / 41
Equity (INR Mn)	1,610
Market Cap. (INR Mn)	14,128
Shareholding Pattern (%)	
Foreign	31.22
Institutions	3.49
Corporate	4.13
Promoters	41.4
Public & Others	19.77

Returns (%)	Abs Perf	Relative to	
		Sensex	BSE IT
1 Month	59.09	44.30	49.81
3 Months	8.09	-15.13	-4.83
1 Year	-72.83	-37.28	-31.82

Relative Price Performance



Source: Khandwala Research, Bloomberg

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Rolta has reported sequential decline of 8.3% in revenues, first decline in recent times. The company has seen ~2.5% sequential decline in order book and ends quarter with Rs ~15.5 bn order backlog. This quarterly number shows slowdown impact on company's performance for the first time, although order book reflected muted growth from previous 2 quarters. We expect next 2-3 quarters would be equally challenging for the company.

March quarter numbers includes Piocon numbers also, adjusted for inorganic growth, revenues declined over 11%. Management has revised their FY09 revenues and profits guidance downwards to Rs 13.6 - 13.75 bn and 2.55-2.65 bn respectively (from Rs 14.8 - 15 bn and Rs 3.25 - 3.3 bn earlier). Guidance implies revenues and adj. profit to decline in Q4 by ~2% and ~15% respectively qoq. The company has opted for accounting the exchange rate differences in line with Companies (Accounting Standards) Amendment Rules 2009 on AS-11 which has resulted into reversal of forex revaluation loss of Rs ~840 mn and increase of Rs 118.7 mn in depreciation and other expenses.

We have revised our estimates to reflect these changes and cut FY09 and FY10 by ~15% and ~40%. The stock remained highly volatile during the quarter (from Rs ~40 to Rs ~135). Rolta's business recovery lag behind recovery in CAPEX cycle which suggests growth rate to shift to ~10% run rate from past ~30+%. Poor business performance would continue to put considerable pressure on already beaten down stock. We downgrade stock to Market Performer with a revised target price of Rs 110 at 8x FY10E earnings.

Consolidated results for the quarter ended March 31, 2009

- ✓ Revenue was at Rs 3,320 mn as against Rs 2,884 mn in Q3FY08, a yoy growth of 15.1% and sequential decline of 8.3%.
- ✓ Net Profit jumped by 102.6% yoy to Rs 1,331.4 mn, mainly because of reversal of foreign exchange revaluation loss of Rs 840 mn (charged to P&L during Jul-08 to Dec-08 as exceptional items) on translation of FCCB liability. Net profit (adjusted for exceptional items) declined by 7.2% yoy to Rs 610 mn.
- ✓ EPS was Rs 8.3, grew 102% yoy.

Financial Summary

Descriptions INR Mn	FY06	FY07	FY08	FY09E	FY10E
Revenue	5,349	7,114	10,722	13,648	14,426
EBIDTA	2,229	2,866	3,897	4,550	4,616
PBT	1,420	1,943	2,685	3,030	2,625
Net Profit	1,273	1,726	2,306	2,632	2,215
Adj. EPS	8.0	10.8	14.3	16.3	13.7
P/E	11.0	8.1	6.1	5.4	6.4

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Result Highlights

- ✓ **Revenue growth:** Revenue decline by 8.3% sequentially to Rs 3,320 mn. Piocon acquisition contributed incremental revenues of Rs ~100 mn during the quarter. Revenues adjusted for Piocon reported ~11% sequential decline. Engineering Design and EICT businesses felt severe demand pressure during the quarter and reported ~17.7% and ~12.2% sequential decline.
- ✓ **Demand outlook deteriorated sharply and much faster than anticipated:** Growth momentum has been severely impacted due to global economic slowdown and credit crunch which resulted into lower capex by clients. Oil & Gas vertical, ~17% of revenues, saw significant slowdown which would affect growth momentum and likely to shift growth trajectory from 30+% to 0-10% (organic growth) in the coming 7-8 quarters. Although, we have factored-in modest growth while guiding FY09E and FY10E earnings at the end of December 2008, business outlook worsen further in last few months.
- ✓ **Order Book shows signs of slow down:** Order book declined by 2.5% sequential, sequential growth rate turned out negative from strong positive growth. Existing order book would support growth momentum for next 1-2 quarters however slowing order intake would affect growth momentum for FY10 and onwards. GIS reported 4.4% sequential growth in order book; while EDA and EICT reported 10.1% and 5.4% decline in order book sequentially, first decline in last 10 quarters. Oil & Gas segment contributed 12-13% of total order book (~40% of EDA order book) which would unlikely to see fresh additions from flow related business due to cut in capex considering fall in crude oil price and economy slowdown, although BI related business would likely to grow and offset decline to some extent. EICT business has seen decline in order book despite favorable rupee and Piocon integration, suggests significant demand pressure.

(INR Mn)	FY 2007				FY 2008				FY 2009		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Order Book											
GIS	2,895	3,510	3,677	4,032	4,498	5,093	5,913	6,538	6,892	7,144	7,458
EDA	1,235	1,650	2,024	2,442	3,251	3,780	4,387	4,903	5,073	5,018	4,513
EICT	1,565	1,750	1,821	1,877	2,056	2,187	3,580	3,695	3,748	3,756	3,552
Total	5,695	6,910	7,522	8,351	9,805	11,060	13,880	15,136	15,713	15,918	15,523

- ✓ EBIDTA margin dip by ~280 bps sequentially mainly due to decline in billing rate, lower utilization, accounting treatment changes for FCCB and integration of low margin acquisitions.

	FY 2007				FY 2008				FY 2009		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
GIS	40.2%	41.0%	45.2%	41.6%	39.6%	40.0%	39.2%	41.1%	41.4%	43.1%	40.8%
EDA	38.9%	39.7%	40.2%	39.5%	38.6%	39.1%	38.5%	39.9%	39.4%	39.8%	35.4%
EICT	36.0%	38.1%	32.4%	29.0%	28.9%	29.1%	19.7%	17.9%	16.4%	16.2%	12.7%
Total	39.3%	40.2%	42.1%	39.4%	38.0%	38.4%	34.9%	34.9%	34.2%	34.8%	32.1%

- ✓ During the quarter, total headcount declined by 266 to 5,292. All business segments have seen decline in headcount. GIS, EDA and EICT business headcount declined sequentially by 39, 175 and 43 respectively.
- ✓ **FY09 guidance:** The management revised guidance downwards to Rs 13.6 - 13.75 bn of revenues and Rs 2.55 - 2.65 bn of net profit (earlier guidance - Revenues of Rs 14.8-15 bn, Net profit of Rs 3.25 - 3.3 bn).



3QFY09 and 9MFY09 Financial Results

Particulars (Y/E June) (Rs. in Million)	Q3FY09 Mar-09	Q2FY09 Dec-08	QoQ Growth	Q3FY08 Mar-08	YoY Growth	9MFY09 Mar-09	9MFY08 Mar-08	YoY Growth
GIS	1,563	1,549	0.9%	1,370	14.1%	4,601	3,880	18.6%
Engineering Design	900	1,094	-17.7%	916	-1.7%	3,054	2,490	22.7%
Enterprise Info & Comm Tech	858	977	-12.2%	598	43.4%	2,746	1,141	140.7%
Net Sales	3,320	3,619	-8.3%	2,884	15.1%	10,401	7,511	38.5%
Expenditure								
Material Cost	336	622	-46.0%	681	-50.7%	1,569	1,940	-19.1%
Manpower Cost	1,487	1,358	9.5%	890	67.0%	4,143	2,047	102.4%
	1,822	1,980	-8.0%	1,571	16.0%	5,712	3,987	43.3%
Gross Profit	1,498	1,640	-8.6%	1,312	14.2%	4,689	3,524	33.1%
	<i>GPM</i>	<i>45.1%</i>	<i>45.3%</i>	<i>45.5%</i>		<i>45.1%</i>	<i>46.9%</i>	
Other Expenses	433	378	14.5%	305	42.2%	1,179	748	57.5%
EBIDTA	1,065	1,261	-15.6%	1,008	5.7%	3,511	2,775	26.5%
	<i>EBIDTM</i>	<i>32.1%</i>	<i>34.8%</i>	<i>34.9%</i>		<i>33.8%</i>	<i>37.0%</i>	
Depreciation	498	413	20.4%	353	40.9%	1,289	1,004	28.4%
EBIT	567	848	-33.1%	655	-13.3%	2,221	1,771	25.4%
	<i>EBITM</i>	<i>17.1%</i>	<i>23.4%</i>	<i>22.7%</i>		<i>21.4%</i>	<i>23.6%</i>	
Other Income	864	-143		105		257	304	
PBT	1,431	705	102.9%	760	88.3%	2,478	2,075	19.4%
	<i>PBTM</i>	<i>43.1%</i>	<i>19.5%</i>	<i>26.3%</i>		<i>23.8%</i>	<i>27.6%</i>	
Provision for Tax	101	101	-0.2%	103	-1.8%	308	278	10.7%
PAT	1,330	604	120.3%	657	102.4%	2,171	1,797	20.8%
	<i>PATM</i>	<i>40.0%</i>	<i>16.7%</i>	<i>22.8%</i>		<i>20.9%</i>	<i>23.9%</i>	
Minority interest	2	2		0		6	0	
Net Profit	1,331	606	119.9%	657	102.6%	2,176	1,798	21.0%
	<i>NPM</i>	<i>40.1%</i>	<i>16.7%</i>	<i>22.8%</i>		<i>20.9%</i>	<i>23.9%</i>	
Equity	1,610	1,609		1,605		1,610	1,605	
Adj. EPS (INR)	8.3	3.8	119.8%	4.1	102.0%	13.5	11.2	20.7%



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