

**Rolta's Q3 FY-13 Consolidated Revenue Grows 8.3% and Net Profit 3.9% Sequentially**

**Mumbai** – Rolta India Limited, a leading provider of innovative IT solutions for many vertical segments, including Federal and State Governments, Defense and Homeland Security, Utilities, Process, Power, Banking and Insurance, today announced unaudited financial results for quarter ended March 31, 2013 (Q3 FY-13) which have undergone a limited review by statutory auditors of the company.

**FINANCIAL HIGHLIGHTS**

- Consolidated Revenue for Q3 FY-13 at Rs. 569.96 crores (Rs. 5.70 Billion) against Rs. 526.48 crores (Rs. 5.26 billion) in Q2 FY-13, registering a sequential growth of 8.3%.
- Consolidated EBITDA for Q3 FY-13 at Rs. 219.01 crores (Rs. 2.19 Billion) against Rs. 215.12 crores (Rs. 2.15 Billion) in Q2 FY-13, registering a sequential growth of 1.8%.
- Consolidated Profit after Tax for Q3 FY-13 at Rs. 73.14 crores (Rs. 0.73 Billion) against Rs. 70.39 crores (Rs. 0.70 Billion) in Q2 FY-13, registering a sequential growth of 3.9%.
- Consolidated Revenue for nine months FY-13 at Rs. 1,566.58 crores (Rs. 15.67 Billion) against Rs. 1,383.69 crores (Rs. 13.84 billion) in FY-12, registering a Y-o-Y growth of 13.2%.
- Consolidated EBITDA for nine months FY-13 at Rs. 646.70 crores (Rs. 6.47 Billion) against Rs. 563.76 crores (Rs. 5.64 Billion) in FY-12, registering a Y-o-Y growth of 14.7%.
- Consolidated Profit after Tax for nine months FY-13 at Rs. 206.74 crores (Rs. 2.08 Billion) against Rs. 194.60 crores (Rs. 1.95 Billion) in FY-12, registering a Y-o-Y growth of 6.2%.

Commenting on the results, Mr. K. K. Singh, Chairman and Managing Director said, "The Company has substantially completed its transformation from a services business to an IP-driven product and solutions business. The investments made for this evolution have begun to bear fruit, as is evident from the encouraging traction being experienced for Rolta's solutions in all geographies. We expect to see greater momentum in the adoption of our offerings in the coming quarters."

**CORPORATE HIGHLIGHTS**

The Company made significant progress on many fronts during the quarter ended March 31, 2013. On the business front, the Company has booked significant orders, including some for large innovative solutions with potential for follow-on business. The Order Book and the Pipeline are very healthy, with new bookings in practically all geographies and vertical segments addressed by Rolta.

**OPERATIONAL HIGHLIGHTS**

***Enterprise Geospatial & Engineering Solutions (EGES)***

Rolta added significantly to its order book for EGES projects in all geographies in various vertical segments. The Company is engaged in a prestigious project, funded by U.S. Trade and Development Agency, to develop a sophisticated traffic and environment management solution to monitor multiple parameters in real-time for the City of Nanjing, China in preparation of the upcoming Youth Olympics. Rolta won a contract for complex spatial adjustments for field assets in support of a Smart Grid initiative at a large utilities company in southeast United States. The Company has won a prestigious contract for development and implementation of a comprehensive GIS system for the Saudi Ministry of Interior. Abu Dhabi Department of Environment has engaged Rolta to develop and implement a solution for soil mapping and analysis. UK's largest water utility company awarded a follow-on contract to Rolta for enhancing and updating their legacy database of outside plant assets.

The Company's Engineering segment also continues to witness healthy growth. India's largest petroleum company recently awarded a follow-on large project for storage terminal design and engineering information management solutions for one of their overseas subsidiaries. In North America, the Company was awarded a follow-on contract valued at \$4M from a 'Fortune 100' diversified energy/manufacturing company for developing and deploying sophisticated engineering IT solutions.

***Enterprise IT & Security Solutions (EITS)***

The Company has gained further traction in the Energy and Petrochemical verticals with its Business Intelligence (BI) solution platform, Rolta OneView™. Rolta was acknowledged by SAP in a recent conference as a key strategic partner for promoting their BI technology in the Oil & Gas sector, especially to showcase

SAP's HANA platform for in-memory analytics with Rolta OneView™. During the quarter, Rolta won numerous contracts for development and deployment of Business Intelligence and Enterprise Performance Management (EPM) solutions for customers in diverse verticals, including Utilities, Retail and Financial Services in North America. These included a \$4m contract to re-engineer the financial processes at a major global financial services organization; advisory service for developing a BI and Analytics solution to improve cross-functional analytical capabilities for one of the America's largest power generation companies. The Company also won contracts valued at over \$15M from various U.S. customers in different verticals to design and implement IT infrastructure and for managed services, including one valued at \$5M in the Healthcare sector. In India, Rolta has been selected by National Informatics Center Services Inc (NICS) for its internal Oracle ERP implementation which will cover all areas of NICS operations -- finance, HR, Project management and supply chain management. Rolta has been selected as a Tier 1 empanelled partner by NICS to support large e-Governance engagements for NIC and other government entities at the national and state levels.

Important factors like domain expertise, cutting edge technologies specific to defence/HLS applications, field proven IP, global high profile partners, and defence industrial licenses have contributed immensely to Rolta's continued success in Indian Defence and Security business. The Company's full range of "Sensor-to-Shooter" solutions enable it to address critical high-value modernization programs like Software Defined Radios, Optronics, Border Management, and Vehicle & Fire Control Systems of the Indian armed forces. In addition, with Rolta's proven C<sup>3</sup>ISR solutions, Rolta is favourably placed for large programs like Battlefield Management Systems, IMINT interpretation and generation, and Minefield Recording systems. The Company has recently been awarded a prestigious project for establishing an advanced communication network covering a coastline of over 7,500 km for delivery of navigational warnings and meteorological forecasts, and marine safety information to ships. Rolta has also been awarded a high-tech defence project for development of a war gaming platform. The new Defence Procurement Policy 2013 recently announced by MoD specifically encourages Indian industry and will, therefore, provide further impetus to the Company's growth in the coming years.

Similarly, Rolta continues to provide state of the art solutions to the Homeland Security agencies across the country. In this segment, Rolta's Command-&-Control (C2) solutions continue to gain momentum. The Company has won a number of projects for 'Crime-and-Criminal-Tracking-Network-Systems' (CCTNS) and has expanded its base significantly in the North-Eastern states. Many Police Departments have awarded C2 projects based on Rolta GeoCAD™ to the Company. For example, Rolta recently won the project for establishment of a police control room in Lucknow to enhance and quicken response to distress calls. Similarly, Mumbai Police, a long standing Rolta customer, has awarded a contract to the Company to modernize and upgrade their control room capabilities by implementing a solution built on Rolta's software suite for emergency response management.

**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, 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.

**For additional information please visit [www.rolta.com](http://www.rolta.com), or contact:**

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