

Rolta's Q2 FY-12 Consolidated Net Profit Grows 4.8% Sequentially

Mumbai – Rolta India Limited, one of India's leading IT companies, specializing in Enterprise Geospatial & Defence Solutions (EGDS), Enterprise Design & Operation Solutions (EDOS), and Enterprise IT Solutions (EITS), today announced unaudited financial results for Quarter ended December 31, 2011(Q2 FY-12), which have undergone limited review by statutory auditors of the company.

FINANCIAL HIGHLIGHTS

- Consolidated Revenue for Q2 FY-12 at **₹ 471.69 crores (₹ 4.72 Billion)** against ₹ 485.85 crores (₹ 4.86 billion) in Q1 FY-12, registering a sequential decline of 2.9%.
- Consolidated EBITDA for Q2 FY-12 at **₹ 189.84 crores (₹ 1.90 Billion)** against ₹ 178.96 crores (₹ 1.79 billion) in Q1 FY-12, registering a sequential growth of 6.1%.
- Consolidated Net Profit for Q2 FY 2012 is **₹ 65.16 crores (₹ 651.6 Million)** as against ₹ 62.16 crores (₹ 621.6 Million) in Q1 FY 2012 registering a sequential growth of 4.8%. This is after providing forex losses of ₹ 13.40 crores (₹ 134.0 Million) in Q2 FY-12 as per revised AS 11 read with notification dated 29th December 2011.
- Consolidated Revenue for H1 FY-12 at **₹ 957.54 crores (₹ 9.57 Billion)** against ₹ 868.73 crores (₹ 8.69 Billion) in H1 FY-11, registering a Y-o-Y growth of 10.2%.
- Consolidated EBITDA for H1 FY-12 at **₹ 368.80 crores (₹ 3.69 Billion)** against ₹ 343.63 crores (₹ 3.44 Billion) in H1 FY-11, registering a Y-o-Y growth of 7.3%.
- Consolidated Profit after Tax for H1 FY-12 at **₹ 127.32 crores (₹ 1.27 Billion)** against ₹125.30 crores (₹1.25 Billion) (Excluding exceptional item) in H1 FY-11, registering a Y-o-Y growth of 1.6%. This is after providing forex losses of ₹ 39.32 crores (₹ 393.2 Million) in H1 FY-12 as per revised AS 11 read with notification dated 29th December 2011.

Commenting on the results, Mr. K. K. Singh, Chairman and Managing Director, said: “We continue to leverage our IP to differentiate and enhance our offerings for enterprise level Business Intelligence solutions, and are cautiously optimistic about the Company’s performance in spite of challenging market conditions.”

CORPORATE HIGHLIGHTS

The Company continues to strengthen its leadership team to leverage its IP driven strategy of offering industry-specific solutions. During the quarter, Rolta appointed President for its Canadian subsidiary to focus on developing the North-American business for Rolta Geospatial Fusion™. The Company also added senior professionals with extensive experience to lead business development for its solutions and services in the area of Business Intelligence and enterprise integration in the Middle-East, Europe and India markets.

OPERATIONS HIGHLIGHTS

Enterprise Geospatial Defense and Security Solutions (EGDS)

As a result of its long-standing dominant position in the Indian Defence Geospatial market, Rolta today has a deep understanding of the operational environment of the Indian Armed forces. This enables the Company to develop innovative solutions tailored for user needs for Command, Control, Communications, Intelligence, Surveillance, Target Acquisition and Reconnaissance. These rugged field-tested solutions built around Rolta IP are designed to meet and exceed the most exacting standards laid-out by the Defence Services. Due to its various capabilities, including indigenous world-class solutions Rolta is one of the select few companies qualified under the “Make India” program and is therefore very well placed in multi-billion dollar modernization programs of the Indian Army like Tactical Communications Systems (TCS), Battlefield Management System (BMS), Future Infantry Soldier as a System (FINSAS), etc.

Similarly in the Homeland Security segment, the Company has launched cutting-edge solutions, based on its own IP and is well placed in large homeland security opportunities for Border Management & Safety, Coastal Security, Safe City, Critical Infrastructure Protection (CIP), Crime & Criminal Tracking Network

Systems (CCTNS), etc. The Company has already been selected in a few CCTNS Phase-I projects and is also positioned strongly for CCTNS Phase-II, with its own IPR, to take advantage of increased technology spends (expected to be over ₹ 2,500 Crore) in areas like Crime Analytics, GeoCAD, Mobile Data Terminal, Biometrics, etc.

In the commercial and government GIS space, the Company has won various projects world-wide – in North America, the Middle East and India. In the developed markets, Rolta has experienced good traction for its Geospatial Fusion™ suite for BI and enterprise integration. Simultaneously, Rolta has won large orders for solutions and services in the traditional areas of mapping and earth sciences in India, Africa and the Middle East. The Company released Rolta Geomatica™ 2012, a complete and integrated software solution featuring tools designed to solve challenging problems of Remote Sensing, Photogrammetry, GIS and Digital Mapping. With this upgraded software platform, Rolta continues to provide the high performance software tools that enable geospatial professionals to solve real-world problems faster and cost effectively.

Enterprise Design & Operation Solutions (EDOS) and Enterprise IT Solutions (EITS)

The Company added a new set of solutions and services to its portfolio of offerings that integrates the Rolta OneView™ Operational Analytics suite with software from P2 Energy Solutions (P2). Based in Denver, P2 provides software to more than 1,000 organizations in upstream and mid-stream oil & gas sectors as well as the alternative energy sector. P2 Solutions include financial and accounting management software, geospatial data, land asset management tools and well lifecycle management. Rolta has a significant track record in the Oil & Gas sector across the globe and can now leverage its capabilities around P2 in Upstream and Midstream Oil & Gas sectors in all of its key geographic markets. The combination of P2 capabilities with the operational analytics capabilities of Rolta OneView™ will offer unprecedented opportunities to owner-operators to streamline operations, reduce cost and mitigate risk.

Rolta's offerings in enterprise-level IT infrastructure integration and management are being increasingly recognized for their differentiated features. The Company is working on a prestigious project in the middle-east for designing and implementing a nation-wide secure IT infrastructure architecture for public safety agencies. At a recent conference on "Empowering the Enterprise to Achieve Operational Excellence" in Mumbai, Dr. Sid Snitkin, an industry expert of ARC Advisory Group of USA, presented a white paper that recognized the need for an integrated enterprise-level BI and Analytics solutions. In this paper he has stated "Rolta OneView™ enables operational excellence by providing users with a pre-built solution ... A comparison of Rolta OneView with ARC's model of an effective Asset Information Management (AIM) for Operations solution shows that Rolta OneView™ satisfies key AIM requirements at every level of the pyramid." Earlier, Frost & Sullivan, in a white paper for Oil & Gas Information Technology stated that "solutions such as Rolta OneView will play a critical role in transforming plant management and drive growth."

About Rolta: Rolta is a leading provider of innovative IT solutions for many vertical segments, including Utilities, Governments, Transportation, Process, Power, Banking and Insurance. These enterprise level solutions are built around Rolta's intellectual property and domain expertise to offer unique business intelligence for impactful insights for effective decision making. Rolta's solutions framework includes Geospatial Fusion™, a suite to integrate disparate spatial and business data; Rolta OneView™, a BI solution for operational excellence; and Rolta iPerspective™, a unique platform for SOA and "Cloud" enablement. Rolta's intellectual property repository contains cutting-edge software for mapping and earth sciences, providing the foundation for Defense and Homeland Security solutions including C4ISTAR information systems, Military Communications, Digital Soldier, and Vehicle Systems. Rolta is a multinational organization headquartered in India, which has executed projects in over 40 countries. Rolta has a countrywide infrastructure and international subsidiaries across the globe. Forbes Global ranked Rolta amongst the "Best 200 under a Billion" four times in six years. The Company is listed on the Bombay Stock Exchange and National Stock Exchange in cash and F&O segment, and forms part of various indices on BSE/NSE. The Company's GDRs are listed on the Main Board of London Stock Exchange and its FCCBs are listed on the Singapore Stock Exchange.

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