



Press Note
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Rolta's Q4 FY-12 Consolidated Revenue Grows 4.4% and EBITDA Grows 24.7% 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 audited financial results for Q4 and full year ended June 30, 2012.

FINANCIAL HIGHLIGHTS

- Consolidated Revenue for Q4 FY-12 at Rs. 445.10 crores (Rs. 4.45 Billion) against Rs. 426.15 crores (Rs. 4.26 billion) in Q3 FY-12, registering a sequential growth of 4.4%.
- Consolidated EBITDA for Q4 FY-12 at Rs. 243.06 crores (Rs. 2.43 Billion) against Rs. 194.96 crores (Rs.1.95 billion) in Q3 FY-12, registering a sequential growth of 24.7%.
- Consolidated Profit after Tax for Q4 FY-12 at Rs. 47.74 crores (Rs. 0.48 Billion) against Rs. 67.28 crores (Rs. 0.67 Billion) in Q3 FY-12, registering a sequential decline of 29.0%. This decline is mainly attributed to forex losses provided during the quarter due to adverse currency movement of USD/INR rates from Rs.51.15/\$ in beginning of the quarter to Rs.56.30/\$ at the end of the quarter.
- The Board has recommended a dividend of Rs. 3.00 per share for FY 2011-2012.
- The Company has redeemed the outstanding Foreign Currency Convertible Bonds (FCCBs), aggregating US\$ 134.7 Million including redemption premium of US\$ 38 Million on the due date. After this redemption there are no FCCB's outstanding.

Commenting on the results, Mr. K. K. Singh, Chairman and Managing Director, said, "During the year 2011-12, we have made rapid progress in not only enriching our solutions to help our customers gain deeper insights into their businesses, but also to address specific needs of additional verticals. We are, therefore, getting good traction in the marketplace and expect to overcome the challenges posed by the downturn in the global economy, and the uncertainties in our own market."

Corporate Highlights

Rolta has been consciously strengthening its organization at all levels with a focus on delivering high-value, enterprise-wide solutions and services in India and in the international markets. During the year, the Company brought on board a number of senior executives in all geographies, the most recent being Rajesh Ramachandran as President-Software Products & CTO. He has over 20 years in leadership roles with major global corporations like eBay and Oracle in the area of software product development. These inductions are a part of Rolta's transformation from a services-centric company to one that is now delivering high-value advisory services and sophisticated solutions based on Rolta's own IP.

The Company continues to receive recognition as a leading player in its areas of focus. For example, in a recent global trade conference, "World Geospatial Forum" in Amsterdam, Rolta and its customers received several awards in recognition of Rolta's innovative deployment of geospatial technologies.

OPERATIONAL HIGHLIGHTS

Enterprise Geospatial, Defense and Security Solutions (EGDS)

Rolta's world class solutions, built around Rolta IP, have enabled it to comprehensively address significant opportunities arising from the multi-billion dollar modernization projects in the Indian defence and security markets. The Company is very well positioned to address large and sophisticated C4ISTAR requirements for huge programs like Digital Soldier Systems, Battlefield Management Systems, Vehicle & Fire Control Systems, Software Defined Radios, Safe City programs, Critical Infrastructure Protection Systems, Crime & Criminal Tracking Network Systems (CCTNS), etc. Rolta is one of the few select organizations which has been qualified through stringent selection criteria to be shortlisted for final consideration in many of these opportunities and has, in fact, even been contracted for quite a few of them; for example for CCTNS projects in North-East India. In the

international market, Rolta is working on a prestigious Defense IT program in one of the major Middle East countries.

Today, Rolta's solutions, built on its Geospatial Fusion™ platform, are being increasingly exploited world-wide for myriad uses, from modeling urban environment, transportation corridors, land record management, land-use analysis and tax management, to mapping flood plains, assessing geological hazards, crop monitoring, watershed management, etc. For example, Rolta in partnership with Qatar's public works authority, successfully implemented a unique, geocentric system for capital request and project management. In North America, Rolta completed the award-winning GIS Portal mapping application for Ontario Ministry of Environment. Rolta has also made inroads into Africa with awards for geospatial solutions and services.

Engineering & Enterprise Solutions (E&ES)

Rolta is well on its way to release the next version of its flagship product Rolta OneView™ Enterprise Suite for process industries including Upstream and Downstream Oil and Gas, Petrochemicals, Chemicals, Power and Metals. Besides new projects in the O&G sector, the Company has been engaged in implementing OneView in new verticals, including a large Electric Utility company in southern US, and a petrochemical plant.

Rolta has succeeded in stepping up the pace in its services business too. For example, the Company was awarded multi-crore projects in the nuclear industry for high-end basic and detailed engineering services by Department of Atomic Energy organizations in India. Similarly, Rolta received complex EPCM and As-Built modeling projects from major Oil & Gas companies. In the international markets, Rolta has been engaged by many multi-national EPCs to automate their EPC processes and for off-shore services.

Enterprise IT Solutions (EITS)

Rolta's IP based products and solutions are gaining recognition not only by end-users but also by software platform providers like Oracle and SAP. The Company is entering into agreements with such partners to be able to offer seamless solutions to its customers in a cost-effective manner. During the year, the Company received numerous awards for its innovative use of technology in its products, including a Titan award yet again from Oracle. In UK, Rolta has successfully delivered on phase one of a large IT project for a major electric company, and is now poised to embark upon phase two.

Rolta became the world's first company to have achieved 'Level 5' certification for its Practice in Usability™ from "Human Factors International", a global leader in user-experience design consulting, training and certification.

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, 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 offering includes end-to-end solutions for geospatial applications for mapping and image processing, spatial data analysis and integration through Geospatial Fusion™. Rolta's services and solutions cover the entire life-cycle for the process industry, from engineering design, to operational excellence with its OneView™ suite. Rolta iPerspective™, is a unique platform for SOA and "Cloud" enablement for enterprise-level integration. Rolta is a multinational organization headquartered in India, which has executed projects in over 40 countries. Forbes Global ranked Rolta amongst the "Best 200 under a Billion" four times in six years. Rolta was included in the S&P Global Challengers List™, by Standard & Poor's. 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 in India. The Company's GDRs are listed on the Main Board of London Stock Exchange.

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