



Rolta's Q1-FY-16 Consolidated Revenue grows 3.9% Q-o-Q and PAT grows 13.1% Q-o-Q

Mumbai – Rolta India Limited (Rolta), a leading provider of innovative IP-led IT solutions for many vertical segments, including Defence/HLS, today announced unaudited financial results for quarter ended June 30, 2015 (Q1 FY -16).

FINANCIAL HIGHLIGHTS

- Consolidated Revenue for Q1 FY-16 at Rs. 983.40 cr (Rs. 9.83 Billion) against Rs. 946.14 cr (Rs. 9.46 Billion) in Q4 FY-15, registering a Q-o-Q growth of 3.9%.
- Consolidated EBITDA for Q1 FY-16 at Rs. 307.51 cr (Rs. 3.08 Billion) against Rs. 310.60 cr (Rs. 3.11 Billion) in Q4 FY-15, registering a Q-o-Q decline of 1.0%.
- Consolidated profit after exceptional item and tax for Q1 FY-16 at Rs. 40.72 cr (Rs. 0.41 Billion) against Rs. 36.01 cr (Rs. 0.36 Billion) in Q4 FY-15, registering a Q-o-Q growth of 13.1%.

Mr. K. K. Singh, Chairman and Managing Director said, “The transformation of our business model to an Intellectual Property (IP) based one has progressed very well and we continue to increasingly monetize our investments. Rolta IP is getting accolades and awards from premier industry bodies, while also gaining high traction amongst the world’s leading organizations. Similarly, in Indian Defence our credibility due to our indigenous IP remains very high, with Rolta being invited to bid for all multi-billion dollar ‘Make India’ projects.”

CORPORATE HIGHLIGHTS

Rolta continues to win projects in the areas of Geospatial & Engineering Systems, Enterprise IT, and Defense & Security by differentiating its solutions by uniquely combining its strengths in these areas of expertise and the exceptional Rolta IP based solutions.

Defence and Homeland Security:

The Company’s world class indigenously developed Military-of-the-Shelf (MOTS) IP has been deployed and proven operationally, across the country. Accordingly, Rolta is considered amongst a handful of highly accomplished companies that meet the stringent ‘Make India’ criteria and is therefore invited to bid on such very large programs. As a result, Rolta has recently been invited to bid for yet another multi-billion dollar ‘Make India’ project. The Battlefield Management System (BMS) ‘Make India’ project worth over Rs. 60,000 Cr., for which the exclusive consortium of BEL and Rolta has been selected as a Development Agency by Ministry of Defence (MoD), is progressing well.

The Company’s Command, Control, Intelligence, Surveillance and Reconnaissance (C2ISR) field proven solutions have become the standard for Indian Defence with successful deployments at 100s of key military sites. Rolta continues to constantly enhance its stellar software suite, by incorporating complex Military workflows and cutting edge technology advances. These upgrades are regularly provided to user sites as a part of comprehensive maintenance, for even greater productivity, the latest of which was provided in this quarter.

The Homeland Security market is also gaining momentum. In addition, to successful implementation of Rolta GeoCAD™, the Company’s State-of-the-Art C2 suite for Homeland Security, at various States, Rolta has also now implemented this sophisticated solution at Mumbai and Greater Mumbai. In the mission critical communications space, the Company has recently started deploying a prestigious and sophisticated DMR system for the Police to manage the mega Kumbh Mela event at Nasik. With the recent win of a specialized communications project for the Delhi Metro Rail Corporation (DMRC), Rolta has now successfully also entered the rapidly expanding Urban Transportation mission critical communications segment.



Geospatial and Engineering Information Systems:

Rolta continues to win large projects globally by leveraging its IP, domain and technology expertise, coupled with vertical-specific knowhow.

Rolta has been recently awarded Smart City and 3D Mapping with City Modelling projects worth about US \$ 15M in the Middle East. Rolta's innovative Smart City solutions consolidate numerous agency centric systems, while 3D mapping offers visually rich means of collaboration and communication of spatial data.

Other significant wins include, one of the premier housing authority in middle east, who chose Rolta to provide a comprehensive solution for land administration, which includes setting up an Enterprise GIS Center to provide a unified platform for all their data and applications. While in the US, a State Department of Transportation responsible for their extensive highways and bridges chose Rolta for their Geospatially enabled analysis to enhance the Department's response and recovery capabilities during an emergency.

Rolta is also winning multi-million projects for Engineering Information Systems from the process industries including assignments for as-built modeling to create repositories that serve as the foundation for enterprise level Analytics. For example, Rolta was awarded a contract for a multi-disciplinary design and engineering of critical mechanical package from one of Japan's leading infrastructure companies for a large refinery in Middle East.

Enterprise IT Consulting Services

With customers increasingly looking for a single vendor capable of designing, delivering, optimizing and subsequently managing their Enterprise wide solutions, Rolta's ability to deliver end-to-end solutions for its customers has met with significant success and traction.

Rolta's unique Financial Services experience, coupled with deep Oracle Enterprise Performance Management (EPM) expertise, led to additional scope of work from one of the Top 20 commercial bank holding company in U.S. – Rolta is upgrading their existing Oracle EPM environment including complete migration and validation. Further, the largest association of credit unions in North America selected Rolta to implement Oracle Financial Services Analytical Applications (OFSSA) and Balance Sheet Planning. The Council for Opportunity in Education (COE), a long time Rolta customer, who had been previously awarded the Oracle Titan Award for a project delivered by Rolta has continued to engage the company for providing self-service Analytics.

Similarly, in the Manufacturing vertical, a leading producer of fabricated aluminum products chose Rolta to design, build and deploy a data warehouse and analytics for covering Finance, Manufacturing, Purchasing, Inventory and Payroll based on field proven Rolta's BI expertise.

Rolta's infrastructure business is helping customers accelerate the adoption of Cloud Computing to deliver increased business value from their IT investments, thus, reducing the time and cost to implement new systems. A few of the many examples includes: Redesigning a cloud infrastructure for a financial institution to facilitate business growth; and Scaling a Private Cloud environment for a health care organization.

Business Intelligence and Big Data Analytics

During the quarter, the Company gained significant traction in BI/Big Data Analytics area with new opportunities for Rolta OneView™ and major extension of scope for existing engagements.



For example, in the upstream Oil & Gas sector, Rolta has won a significant order from Statoil, the international energy company, headquartered in Norway. Rolta's engagement is to carry out a project to provide key insights to help identify areas that offer potential for improvement, and then configure Rolta OneView™ for an enterprise implementation, to help Statoil to achieve their operational excellence goals.

Similarly, in the utilities area Rolta has won a project for implementing Rolta OneView™ in one of the largest utility companies in Middle East with a focus on addressing advanced analytics in the outage management and related areas to improve their power distribution efficiency.

Alongside customer wins, Rolta OneView™ was recognized and awarded "Excellence in Analytics 2015 for Innovative Business Solutions" by NASSCOM. This award recognizes Rolta OneView™ for its unprecedented business value by combining the power of IoT, Data Science and Engineering to achieve prescriptive analytics for Power Generation Industry. Similarly, Frost & Sullivan recognized Rolta as "IT Solutions Provider of the Year - Oil & Gas". This award acknowledged Rolta's innovative BI and Big Data Analytics solution tailored to the Oil & Gas industry as a key differentiator.

The unique benefits of Rolta SmartMigrate™ an automated solution for migration of disparate and multitude of databases, Data Warehouses, BI and reporting tools as well as rewiring applications to leverage in memory database performance for real-time analytics continues to gain momentum. For example, a major global healthcare company signed a significant contract with Rolta to consolidate their BI and Analytics landscape to a strategic platform by leveraging Rolta SmartMigrate™.

Rolta appointed and successfully on-boarded distributors in China, Russia and Germany in the area of BI/Big Data Analytics. Through this ongoing program, the Company expects to significantly extend the partner network into newer territories and markets.

About Rolta: Rolta is a leading provider of innovative solutions for many vertical segments, including Federal and State Governments, Defence/HLS, Utilities, Process, Power, Financial Services, Manufacturing, Retail, and Healthcare. Rolta is recognized for its extensive portfolio of indigenous solutions based on field-proven Rolta IP tailored for Indian Defence/HLS. By uniquely combining its expertise in the IT, Engineering and Geospatial domains, Rolta develops exceptional IP-based Cloud-ready solutions to enable its customers globally to readily exploit the power of BI, Big Data Analytics, and IT-OT Fusion. Rolta is a multinational organization headquartered in India. The Company operates from over 40 locations worldwide and has executed projects in more than 45 countries. Rolta equity shares are listed on BSE and NSE in India, its GDRs are listed on the Main Board of London Stock Exchange and its 'Senior Notes' are listed on Singapore Stock Exchange.

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