



Monday  
Aug 03, 2009

## **Rolta's FY-09 Consolidated Revenue Grows 28.0 %**

**Mumbai** - Rolta India Limited, one of India's leading IT companies, specializing in Geospatial Information Systems (GIS), Defense and Homeland Security, Engineering Design Services (EDS), and Enterprise Information and Communications Technology (EICT), today announced audited financial results for the year ended June 30, 2009.

### **FINANCIAL HIGHLIGHTS**

- Consolidated Revenue for FY-09 at **Rs. 1372.81 crores (Rs. 13.73 Billion)** against Rs. 1072.21 crores (Rs.10.72 Billion) in FY-08, registering a growth of 28.0%.
- Consolidated EBITDA for FY-09 at **Rs. 463.53 crores (Rs. 4.64 Billion)** against Rs. 389.74 crores (Rs.3.90 Billion) in FY-08, registering a growth of 18.9 %.
- Consolidated Net Profit for FY-08-09 at **Rs. 293.83 crores (Rs. 2.94 Billion)** against Rs. 230.60 crores (Rs.2.31 Billion) in FY-08, registering a growth of 27.4 %.
- Q4 Revenue for FY-09 at **Rs. 332.70 crores (Rs. 3.32 Billion)** against Rs. 321.11 crores (Rs. 3.21 billion) in FY-08, registering a Y-o-Y growth of 3.6%.
- Q4 PAT for FY-09 at **Rs. 76.23 crores (Rs. 762.3 Mn)** against Rs. 50.83 crores (Rs.508.3 Mn) in FY-08, registering a Y-o-Y growth of 50.0 %.
- Company launched a tender offer for repurchase of its outstanding Zero Coupon FCCBs of US\$ 150 Million due 2012. The tender offer commenced on June 22, 2009 and settlement took place on June 30, 2009. The Company accepted all tenders received amounting to US\$ 38.31 Million in face value of bonds having an accreted value US\$ 43.67 million (114%) at a Clearing Price of US\$ 855 representing 25% discount on the accreted value. The aggregate principal amount of Bonds remaining outstanding after this Tender Offer is US\$ 111.69 million.
- The Bonds have been repurchased at gross repurchase value of US\$ 32.75 million resulting in a gain of US\$ 10.92 million (Rs.51.17 Crores) which has been appropriated into other income (Rs.25.02 Crores) and balance added to securities premium account.
- The Board has recommended a dividend of **Rs.3 per share** for FY 2008-2009.

Commenting on the results, **Mr. K. K. Singh, Chairman and Managing Director**, said: *"We continue to strengthen our businesses and move up the value chain, thereby delivering enhanced value to our customers, worldwide. This approach has become all the more relevant in these difficult times and we believe that as the economic outlook turns positive, we will be even better placed to deliver greater value to all our stakeholders".*

### **Corporate Highlights**

During the year, the Company expanded its world-class facilities by establishing a state-of-the-art development and delivery center in SEEPZ, an SEZ in Mumbai. This center, with a 1500-seat capacity, is in close proximity to the Company's existing facilities. The Company is also in the process of establishing a top-notch facility in Delhi NCR to showcase its solutions for Defense, Government, Infrastructure and Security verticals through extensive demo rooms and a battle lab customized to Indian Defense requirements. This facility will also be the Company's first development and delivery center in North India.

The Company has transformed its business from services centric to a solutions oriented model. The Company is consciously working toward honing its selling and delivery strategies with a focus on using its own staff to deliver high-value services and outsourcing low-value tasks. The Company continues to hire experienced management and highly-skilled technical staff to strengthen its techno-commercial strength.

### **OPERATIONAL HIGHLIGHTS**

## **Geospatial Information Systems (GIS)**

During the year, the Company focused on acquiring and developing extensive intellectual property (IP) and launched Rolta Geospatial Fusion™, a unique solution for enabling fusion of various disparate geospatial and non-spatial databases and software applications. The Company now offers solutions for insightful decision-making by leveraging synergies between its own state-of-the-art GIS and EICT software and middleware products, and extensive domain expertise in various verticals. The Company's portfolio now covers conceptual design and consulting, development and customization of solutions, systems integration, implementation, technical support and maintenance. Rolta Geospatial Fusion™ has been very well received in various markets, with the Company having won orders in India, North America, the Middle East and Africa for these solutions.

The Company continues to maintain its leadership in the Indian Defense Geospatial market and in the past year, has executed sensitive and large Defense projects, based on Rolta's own Intellectual Property (IP), for complex Command & Control (C2) and Intelligence, Surveillance and Reconnaissance (ISR) requirements. With on-going transfer of technology from Thales, Rolta Thales Limited (RTL), the Company's joint venture with Thales, France, continues to develop and launch innovative solutions, customized for Indian defense requirements. This combined with the Defense Industrial Licenses awarded to Rolta, positions the Company very well for addressing - critical multi-billion dollar, modernization programs of the Indian Armed Forces like, for, Battle Field Management Systems, Tactical Communication Systems and Digital Soldier Systems. The Company has also launched very comprehensive and uniquely integrated solutions for the large Homeland and Maritime Security markets by leveraging the strengths of its own IP and Thales technology.

## **Engineering and Design Services (EDS)**

The Company continues to move up the value chain to deliver enhanced value to its customers. During the year, the Company acquired Piocon Technologies, Inc. of Chicago, IL, USA, thereby acquiring exceptional capabilities to address critical operational and reliability needs of Owner-Operators. The Company launched Rolta OneView™ - a state-of-the-art and unique solution for addressing these needs by integrating business intelligence tools with enterprise-level engineering databases and applications. This solution provides operational excellence and high reliability metrics through accurate and timely reporting on more than 100,000 pieces of equipment and hundreds of operations throughout a large plant in the Oil & Gas sector. Rolta OneView™ provides significant improvements in refinery operations, resulting in downtime reduction, inventory rationalization, optimization of crude selection and improved refinery planning. The Company continues to expand this exceptional solution, which provides a very high-value proposition, especially in these challenging times. This solution is field proven and deployed successfully in multiple refining facilities of one of the world's largest oil companies. Industry experts believe that when fully deployed, the Rolta solution could save as much as \$20M annually for a medium-sized refinery, providing very high returns on their investment.

The Company's JV with The Shaw Group - Shaw Rolta Limited is progressing well and the Company is well positioned to take advantage of opportunities opening up in the Indian nuclear power sector, by leveraging the strengths of its JV partner, the Shaw Group Inc., USA, a world leader in this field.

## **Enterprise Information & Communications Technology (E-ICT)**

The Enterprise Information and Communications Technology (E-ICT) portfolio underwent a paradigm shift during the year. The Company now addresses the enterprise-wide end-to-end needs of organizations, with its comprehensive range of solutions and services for large-scale ERP applications, sophisticated database requirements and business intelligence. With the acquisition of Whitman Hart Consulting, the Company moved up the value-chain to address the high-end domain of business intelligence.

The Rolta SOA Center of Excellence, a software division of the Company and leading provider of agile service-oriented architecture (SOA) solutions, launched Rolta SOA Today™. This solution allows CTO's to quickly bring corporate strategy in line with business user needs while modernizing/upgrading their IT systems and uniquely makes information stored in disparate databases and heterogeneous platforms securely available and re-usable across the enterprise. Rolta SOA Today™ provides a practical and cost-effective means to the users to exploit the wealth of data locked up in their IT infrastructure and brings tremendous value to stakeholders, by improving effective decision-making, across the enterprise.

The Rolta SOA Today™ solution incorporates the Company's exceptional IPR (patent filed in US) and comprehensive services for assessing and defining an organization's current environment with respect to enterprise application (EA), business process management (BPM) and governance, and developing and implementing the right SOA solution.

## **About Rolta:**

Rolta is an Indian multinational organization that has executed projects in over 40 countries. The Company is a strong player in the Defense and Homeland Security, Government, and Infrastructure sectors worldwide. Rolta serves these markets by providing innovative solutions in Geospatial Information Systems (GIS), Defense & Homeland Security; Engineering & Design Services (EDS); and Enterprise Information & Communications Technology (EICT). Rolta, through its joint venture with The Shaw Group Inc. USA - Shaw Rolta Ltd., provides comprehensive Engineering, Procurement and Construction Management (EPCM) services to meet turnkey project requirements of power, oil, gas and petrochemical sectors. Rolta's joint venture with Thales, France - Rolta Thales Ltd., develops and provides state-of-the-art C4ISTAR information systems, Military Communications, Digital Soldier and Vehicle System solutions, covering the entire "sensor to shooter" chain, under transfer of technology from Thales. Rolta, headquartered in Mumbai, employs over 4500 professionals with countrywide infrastructure and international subsidiaries across the globe. The Company has benchmarked its quality processes with the world's best quality standards. Rolta is accredited with the prestigious BSI ISO/IEC 27001:2005 certification, the ultimate benchmark for information security; the BSI ISO/IEC 20000-1:2005 IT Service Management Standard; and the Company's software development business group has been assessed at the highest level of SEI-CMMI Level 5. Forbes Global has ranked Rolta amongst the "Best 200 under a Billion" for four times in six years. Rolta has been included in the S&P Global Challengers List™ 2008, by Standard & Poor's. This List identifies 300 mid-size companies worldwide that have shown the highest growth characteristics along dimensions encompassing intrinsic and extrinsic growth. The Company is listed on the NSE in cash and F&O segment and forms part of CNX IT, NIFTY Midcap 50 and CNX 500 indices. The Company is also listed on BSE 'A' group and forms part of BSE Midcap, BSE 200, BSE 500, BSE IT and BSE TECK indices. The Company's GDR is listed on the Main Board of London Stock Exchange and its FCCB's are listed on the Singapore Stock Exchange.

## **For Further information**

### **Rolta India Limited**

Hiranya Ashar,  
Director Finance & CFO  
Telephone: +91 (22) 2926 6666

A. P. Singh,  
Joint Managing Director  
Telephone: +91 (22) 2926 6666

Ben Eazzetta,  
President, International Operations  
Telephone: +1(678) 942 5000

---

Rolta India Limited,  
Rolta Technology Park, MIDC-Marol, Andheri (East), Mumbai 400 093. India