



Monday  
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### **Rolta's Q3 FY-12 Consolidated Net Profit Grows 3.2% 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 March 31, 2012(Q3 FY-12), which were reviewed by Audit Committee and approved by Board of Directors of the Company at its meeting held on 7th May, 2012, and have undergone "Limited Review" by statutory auditors of the company.

#### **FINANCIAL HIGHLIGHTS**

- Consolidated Revenue for Q3 FY-12 at **Rs 426.15 crores (Rs 4.26 Billion)** against Rs 471.69 crores (Rs 4.72 billion) in Q2 FY-12, registering a sequential decline of 9.7%.
- Consolidated EBITDA for Q3 FY-12 at **Rs 194.96 crores (Rs 1.95 Billion)** against Rs 189.84 crores (Rs 1.90 billion) in Q2 FY-12, registering a sequential growth of 2.7%.
- Consolidated Net Profit for Q3 FY 2012 is **Rs 67.28 crores (Rs 672.8 Million)** as against Rs 65.16 crores (Rs 651.6 Million) in Q2 FY 2012 registering a sequential growth of 3.2%.
- Consolidated Revenue for Nine Months FY-12 at **Rs 1,383.69 crores (Rs 13.84 Billion)** against Rs 1,329.07 crores (Rs13.29 Billion) in nine months FY-11, registering a Y-o-Y growth of 4.1%.
- Consolidated EBITDA for Nine Months FY-12 at **Rs 563.76 crores (Rs 5.64 Billion)** after providing Mark to Market losses on foreign currency fluctuation against Rs 526.86 crores (Rs 5.27 Billion) in nine months FY-11, registering a Y-o-Y growth of 7.0%.
- Consolidated Profit after Tax for Nine Months FY-12 at **Rs 194.60 crores (Rs 1.95 Billion)** after providing Mark to Market losses on foreign currency fluctuation against Rs209.30 crores (Rs2.09 Billion) (Excluding exceptional item) in nine months FY-11, registering a Y-o-Y decline of 7.0%.
- During the quarter, the Company tied-up funding of US \$ 135 Million via External Commercial Borrowings (ECB) to buyback and/or redeem its Zero Coupon Foreign Currency Convertible Bonds FCCBs, due on June 29, 2012.

Commenting on the results, Mr. K. K. Singh, Chairman and Managing Director, said: "The process of transformation of Rolta's business model has been long and arduous, but is now yielding definite returns. Rolta's solutions are being increasingly recognized world-wide, helping us to make notable progress in the face of especially difficult market conditions in the US and Europe. We should do even better in coming quarters when we expect to see a greater share of IP driven revenue in our total numbers."

#### **CORPORATE HIGHLIGHTS**

The Company has been consciously strengthening its organization to take full advantage of Rolta's enterprise-level offerings at the high end of the value chain. This is being done through a judicious mix of re-skilling of existing staff, and induction of highly experienced experts from outside. During the quarter, Rolta appointed Jason Cory as President for its North-American operations, reporting to the President of International Operations. He brings in a wealth of global BD and solutions delivery experience at Fidelity Information Systems, a \$1B global

technology services company. The Company also appointed Pankit Desai as President – Business Development, a senior professional with extensive worldwide experience for global BD and delivery operations, to lead business development and delivery for its solutions and services in the area of Business Intelligence and enterprise integration.

## **OPERATIONAL HIGHLIGHTS**

### **Enterprise Geospatial Defense and Security Solutions (EGDS)**

Rolta's leadership position in the Indian Defence & Security markets is a result of its significant investments in developing world class Intellectual Property tailor made for the customer, large teams of domain experts, and partnerships with world leaders. Rolta is one of a select few companies qualified under the "Make India" program. Rolta is, therefore, very well placed for multi-billion dollar modernization programs of the Indian Army, like Tactical Communications Systems (TCS), Battlefield Management System (BMS), and other similar programs. Recently, the Company showcased its innovative solutions for C4ISTAR at Defexpo exhibition. These rugged field-tested solutions built around Rolta IP have been well accepted in the market, as they are designed to meet and exceed the most exacting standards laid-out by the Defence Services.

Similarly, based on its own IP, the Company provides cutting-edge solutions to the Homeland & Maritime Security agencies and is addressing numerous opportunities, across the country. The Company has already been contracted for numerous security projects, especially by state police forces. It is positioned strongly to take advantage of increased technology spends for Border Management & Safety, Coastal Security, Safe City, Critical Infrastructure Protection (CIP), Crime & Criminal Tracking Network Systems (CCTNS), etc.

In the commercial marketplace, the Company has won various projects world-wide. Based on successful completion of the design phase of a sophisticated enterprise asset management (EAM) solution for a major Utility company in Europe, Rolta has now been selected for a multi-million Euro contract to build and implement the solution that includes Rolta's IP and systems integration services on the Oracle Spatial platform. In another development, Rolta, in partnership with Intergraph, has won a prestigious project that leverages Rolta's expertise in BI and SAP technology in the Utilities segment. This success has prompted Intergraph and Rolta to initiate a joint go-to-market strategy, which would extend the market reach of the Company. Rolta has also 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 an upgraded version of Rolta Photogrammetry & Geo-imaging Suite, a complete and integrated set of software solutions featuring tools designed to solve challenging problems of Remote Sensing, Photogrammetry, GIS and Digital Mapping. This upgraded world-class software platform enables geospatial professionals to solve real-world problems faster and cost effectively.

The Company is consciously moving away from low-end, low-margin work and is focusing on high-value solutions. While this does have an adverse impact on the revenue numbers in the short run, this strategy is helping the Company to build a sustainable high-margin annuity business in the longer term.

Rolta announced the signing of an MoU with GeoEye, a global leader in satellite imaging. Under this initiative, Rolta and GeoEye will jointly develop state-of-the-art solutions and data products not only for defense and homeland security segments, but also for the commercial and government sectors.

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

The Company continued to add new functionalities to the portfolio of offerings in the Rolta OneView™ suite. OneView now not only addresses multiple functional areas within the Oil & Gas industry with acknowledged benefits, but is also proving itself in newer vertical segments, such as Power T&D. A major utility company in USA has adopted OneView for managing grid efficiencies in its quest for implementing the SmartGrid approach. Similarly, Rolta's technology/engineering services are experiencing good growth. Rolta has been recently awarded a major multi-million dollar project for the design of a sophisticated nuclear facility in India.

Rolta's offerings in enterprise-level IT infrastructure integration and management are being increasingly recognized for their differentiated features. The Company booked significant orders in the quarter for various segments of its EITS offerings, including ERP and BI/EPM in North America, Europe and the Middle East.

**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

and state governments, defense, rail, energy, 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.

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

**Atul Tayal**

Joint Managing Director & COO

Domestic Operations

E-mail: [adtayal@rolta.com](mailto:adtayal@rolta.com)

Telephone: +91 (22) 2926 6666

**Ben Eazzetta**

President & COO

International Operations

E-mail: [Ben.Eazzetta@roltaus.com](mailto:Ben.Eazzetta@roltaus.com)

Telephone: +1 (678) 942 5000

**Hiranya Ashar**

Director Finance & CFO

E-mail: [hiranya.ashar@rolta.com](mailto:hiranya.ashar@rolta.com)

Telephone: +91 (22) 2926 6666

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