



## **Rolta's Q2-FY-16 Consolidated EBITDA grows 5.1% Q-o-Q and PAT grows 3.9% 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 September 30, 2015 (Q2 FY -16).

### **FINANCIAL HIGHLIGHTS**

- Consolidated Revenue for Q2 FY-16 at Rs.989.59 cr (Rs.9.90 Billion) against Rs. 983.40 cr (Rs. 9.83 Billion) in Q1 FY-16, registering a Q-o-Q growth of 0.6%.
- Consolidated EBITDA for Q2 FY-15 at Rs. 323.22 cr (Rs. 3.23 Billion) against Rs. 307.51 cr (Rs. 3.08 Billion) in Q1 FY-16, registering a Q-o-Q growth of 5.1%.
- Consolidated profit after tax for Q2 FY-16 at Rs. 42.32 cr (Rs. 0.42 Billion) against Rs. 40.72 cr (Rs. 0.41 Billion) in Q1 FY-16, registering a Q-o-Q growth of 3.9%.

Mr. K. K. Singh, Chairman and Managing Director said, “Customers are now increasingly looking for a single window comprehensive solution. Rolta has, therefore, consciously focused on delivering end-to-end solutions to our customers in the high growth segments of Defence and Security, BI & Big Data Analytics, Cloud infrastructure, Converged systems, Mobility and Enterprise Applications. Rolta’s strategy to provide IP based solutions is helping the Company to increase business with existing customers, and also winning new customers in various geographies.”

### **CORPORATE HIGHLIGHTS**

Rolta continues to win projects in the areas of Geospatial & Engineering Systems, Enterprise IT, and Defence & Security by uniquely combining its strengths in these areas of expertise and the exceptional Rolta IP based solutions. Rolta maintains a sharp focus on continually improving and optimizing its processes not only to achieve product and delivery excellence but also to provide best-in class solutions for its clients globally. For example, during the quarter Rolta has been again rated at the highest Level 5 of SEI’s Capability Maturity Model Integration CMMI-Dev. V1.3. The Board has reviewed market conditions and opportunities related to Bonds of its subsidiaries listed on the Singapore Stock Exchange and has authorized the management to take actions, including buyback from time to time, as deemed fit.

### **Defence and Security**

Rolta continues to maintain its leadership position as the market leader for providing Indigenous Command, Control, Intelligence, Surveillance and Reconnaissance (C2ISR) solutions in India. Deployed at hundreds of vital military sites, these high-tech systems act as a force-multiplier and serve critical operational needs of providing essential inputs for operational planning, intelligence acquisition and surveillance.

Rolta is the only IT company that has been invited to bid on all the three ‘Make India’ programs issued by Ministry of Defence (MoD) till now, with the Future Infantry Combat Vehicle (FICV) Project being the most recent example of such a large multi-billion dollar program. This is a very strong validation of the Company’s eminent standing in the Indian Defence sector. 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 MoD, is progressing well.

Rolta has also maintained its leadership position in the Homeland Security market in India by providing a full range of solutions that covers Command & Control, Mission Critical Communications and Cutting-Edge Night Vision Optronics to equip the police and paramilitary forces with best-of-breed technologies. In use across the length and breadth of India, from Jammu & Kashmir to Kerala, from Maharashtra to Arunachal, these state-of-the art solutions are being actively used to serve and secure millions of citizens.



### **Geospatial and Engineering Information Systems:**

Rolta has executed hundreds of projects world-wide, leveraging and sharpening its domain expertise. Building on this vast experience the Company has developed an extensive suite of over 30 software products and solutions to address “Smart City” initiatives globally. These products typically provide intuitive actionable insights by contextually integrating numerous agency centric systems while also offering a visually rich means of collaboration and communication of spatial data.

On the heels of its US \$ 15 million Smart City and 3D Mapping win in the Middle East, Rolta continues to win and successfully deliver large integrated enterprise wide Smart City solutions. For example, Rolta has been working closely with the Government of Dubai to provide “New Generation” online services, which require geospatial capabilities to integrate content, business rules and systems from multiple private and public sector agencies.

In the Engineering Information Systems area, Rolta is positioned very strongly due to its unique ability to integrate its portfolio of engineering solutions with enterprise-level IT. These solutions combine components of engineering models with relevant business data, to deliver very valuable insights for business decisions resulting in multi-million dollar contracts. For example, Rolta recently received an additional follow on US \$ 13 million contract for the Engineering Information Asset Solution it has already designed, developed and deployed for one of the world’s largest petrochemical complexes in the Middle East.

### **Enterprise IT Consulting Services**

Rolta has consciously built its capabilities to meet end-to-end Enterprise wide IT requirements thereby allowing the company to remain engaged with customers over the complete lifecycle – covering architecture, implementation and management of their cloud infrastructure, consolidating databases, building customized enterprise applications, and culminating with their BI and Big Data Analytics applications.

Recently, a large specialty chemicals and manufacturing company needed to refresh and upgrade business IT systems. They engaged Rolta, their long-term trusted partner, with a US \$ 8.2 million project to deliver converged infrastructure solutions to support the transition of the company to its new business model. Similarly, a worldwide leader in power management solutions for the aerospace and automotive industries engaged Rolta for Phase 2 of their project with a new contract of US \$ 10 million to deploy converged systems without any disruption to their business.

As companies grow, they need to upgrade and enhance their data management and disaster recovery capabilities. As an acknowledged leader in this space, Rolta recently won a \$3.2 million contract from a worldwide insurance conglomerate to design and implement the next generation architecture to dramatically improve the speed and performance of their data. Rolta also won a US \$ 3 million project for designing and implementing a disaster recovery solution for a major banking, insurance and investment services company located in the Midwestern U.S. to mitigate a variety of risks.

Rolta’s Enterprise IT Consulting group’s world-class expertise in Oracle technologies is well recognized with an enviable track record of hundreds of projects successfully completed cutting across EBS implementations, BI and Analytics, EPM as well as Fusion Middleware based enterprise integration. For example, one of the largest cooperative financial groups in Canada chose Rolta to replace their budget and forecasting functionality within existing Risk Manager (RM) and Oracle Budget Planning (OBP) applications with Oracle Balance Sheet Planning (BSP). Rolta is one of few firms with experience and expertise in having implemented Balance Sheet Planning.

As part of the Company’s vision to provide end-to-end services, Rolta has now enhanced its portfolio of Managed Services to comprehensively cover all elements of IT infrastructure, databases, enterprise applications as well as BI and Big Data Analytics. To illustrate, a Fortune 500 petroleum refiner in North America who had already elected to deploy Rolta OneView™ as part of their Operational Excellence



program across multiple sites, has now chosen Rolta to provide ongoing management of their private cloud environment for Rolta OneView™ running on SAP®.

### **Business Intelligence and Big Data Analytics**

Rolta continues to build and expand its IP through the Rolta OneView™ Enterprise Suite for diverse asset intensive vertical segments. This BI and Big Data analytics solution provides integrated actionable insights across the enterprise to support a variety of initiatives such as Operational Integrity, Asset Integrity, Operational Excellence, Change Management, Risk Mitigation etc. by delivering cross functional visibility and situation awareness. In its latest release, Rolta has brought in embedded Data Science and Prescriptive modeling capabilities, thereby bringing in a new paradigm for business outcomes for its customers. This continuous innovation combined with a growing acceptance by customers and recognitions from global technology leaders as well as industry analysts has resulted in accelerated traction worldwide.

One of the numerous examples of this growing traction is Statoil, one of the World's largest Oil and Gas companies, who recently chose Rolta OneView™ to achieve standardization of assets in their Kristin and Tyrihan Oilfields to reduce their operating expense – their solution got operationalized in this quarter. Similarly, at Cairn, Rolta OneView™ was chosen to provide spatially enabled predictive analytics in real-time to take preemptive action to minimize downtime of production wells is being successfully implemented, winning customer accolades.

Rolta also recently received an order for Rolta OneView™ solution pack for Terminal Performance Management Analytics, from one of the largest Oil Refining and Marketing companies in India, which is also a Global Fortune 500 company. Similarly, a Canadian integrated energy company specializing in production of synthetic crude from oil sands selected Rolta to improve Asset Availability and quicker Shutdown-Turnaround.

Rolta has acquired a wealth of experience and a track record in implementing sophisticated systems for Transportation organizations by exploiting geospatial and Rolta OneView™ features for BI and Analytics. For example, two major North American DOTs gave additional contracts to Rolta for enhancing their analytics solutions to cover new business areas.

Rolta's pursuit for product innovation continues unabated with all its major product suites undergoing enhancements with new modules, features and functionality. Examples of these include Rolta OneView™ incorporating Data Science Workbench and Predictive Analytics Manager, a new Rolta SmartMigrate™ Cloud module for near seamless cutover for migration and consolidation of Analytics platforms, new 3D mapping capabilities in Rolta OnPoint™ and Rolta GeoCAD™ now with a multi-agency gateway and Digital Mobile Radio tracking through GPS. With ongoing investments in R & D and Development of its own IP, Rolta not only expects to retain its competitive edge but also open new opportunities.

**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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