



Press Note

Wednesday, November 12, 2014

Rohta's Q2-FY-15 Consolidated Revenue grows 41% Y-o-Y and PAT Grows 14.6% Q-o-Q

Mumbai – Rohta India Limited, a leading provider of innovative IT solutions for many vertical segments, including Federal and State Governments, Defence and Homeland Security, Utilities, Process, Power, Banking and Insurance, today announced unaudited financial results for quarter ended September 30, 2014 (Q2 FY-15). Due to change in the Company's fiscal year, quarter ending September 30, 2013 (Q1-FY-14) has been considered for Y-o-Y comparisons.

FINANCIAL HIGHLIGHTS

- Consolidated Revenue for Q2 FY-15 at Rs.885.29 cr (Rs.8.85 Billion) against Rs. 627.77 cr (Rs. 6.28 Billion) in Q1 FY-14, registering a Y-o-Y growth of 41.0% and Q-o-Q growth of 0.5%.
- Consolidated EBITDA for Q2 FY-15 at Rs. 325.13 cr (Rs. 3.25 Billion) against Rs. 239.34 cr (Rs. 2.39 Billion) in Q1 FY-14, registering a Y-o-Y growth of 35.8% and Q-o-Q growth of 9.8%.
- Consolidated profit after tax for Q2 FY-15 at Rs. 70.80 cr (Rs. 0.71 Billion) against Rs. 70.26 cr (Rs. 0.70 Billion) in Q1 FY-14, registering a Y-o-Y growth of 0.8% and Q-o-Q growth of 14.6%.
- Consolidated Revenue for six months FY-15 at Rs. 1,766.57 cr (Rs.17.67 Billion) against Rs. 1,239.97 cr (Rs. 12.40 Billion) in previous year, registering a Y-o-Y growth of 42.5%.
- Consolidated EBITDA for six months FY-15 at Rs. 621.20 cr (Rs. 6.21 Billion) against Rs. 466.63 cr (Rs. 4.67 Billion) in previous year, registering a Y-o-Y growth of 33.1%.
- Consolidated profit after tax for six months FY-15 as against previous year is not comparable due to exceptional item.
- Rohta LLC, a subsidiary of Rohta India Limited, exchanged '2013 10.75% Notes' amounting to US\$ 73.3M with '2014 8.875% Notes', and received majority consent with respect to alignment of terms of 2013 Notes with 2014 Notes.

Mr. K. K. Singh, Chairman and Managing Director said, "During the quarter under review, Rohta successfully leveraged the momentum built during previous quarters. Our solutions are gaining rapid acceptance, and are now the focus of joint go-to-market programs with global technology leaders. Such recognition in the marketplace vindicates Rohta's strategy of providing high-value IP-based solutions."

CORPORATE HIGHLIGHTS

The Company continued to focus on strengthening its portfolio of solutions built around its Intellectual Property (IP) to provide greater functionality and wider coverage across verticals. Rohta's solutions are, therefore, quickly gaining acceptance in all markets. With the US economy distinctly reviving, the Company has strengthened its management and consulting teams in North America to effectively promote its sophisticated products and solutions. World renowned Oracle expert Rich Niemiec was named President of Rohta Americas' Oracle Consulting Practice. Ravi Puri with prior executive-level experience in IBM, Oracle and SAP, was named Senior Vice President of Operations. Jonathan Vivar and Joseph Ung were appointed as Senior Vice Presidents of Sales for the Company's Consulting Services.

Rohta is making rapid inroads into significant industry segments like Banking, Finance, Insurance, Manufacturing, Retail and Healthcare, apart from the traditional Rohta segments like, Oil & Gas, Utilities, Government, Infrastructure, and Defense & Security, where it remains strong. The pipeline for its offerings in BI/Analytics is now very strong, with some very large companies actively engaged in evaluating proof-of-concept and prototype implementations. This is true for all geographical regions, vindicating Rohta's strategy of offering preconfigured but customized solutions that leverage Rohta's deep domain knowledge, its IP, IT expertise and industry focus.

The Company recently received yet another IT Excellence Award, this time from VMware in India, for the "Best implementation of Private Cloud Automation", recognizing Rohta's expertise and innovative approach to implementing such cutting edge technologies.

Rohta continues to make significant headway with SAP on its strategic OEM partnership for Big Data Analytics, and is now also recognized as a strategic partner for automated migrations to the SAP HANA platform by leveraging Rohta SmartMigrate™. Both companies have also identified "Safe and Smart City" as a strategic vertical for jointly presenting solutions that incorporate each-other's IP in many parts of the world.

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Defense and Homeland Security (HLS):

The Company continues to strengthen its position as a provider of indigenous Command, Control, Intelligence, Surveillance and Reconnaissance (C2ISR) software solutions by enhancing and adding to its repertoire of Rolta IP that is specifically tailored to the needs of Indian Defence and Homeland Security.

For example, Rolta was recently awarded a contract by the premier war-gaming agency of the Indian Military to implement a solution that incorporates intricate algorithms for automatically executing rule based behavior of entities in operational environs while 'playing out' scenarios, which will enable the forces to train in highly realistic simulated environments, through advanced and easy-to-use tools for exploitation of military terrain and tactical data.

Rolta has successfully expanded into mission critical communications domain and has further strengthened its leadership position in police modernization. For example, after successful completion of the prestigious project in Kerala to establish a Digital Mobile Radio network that involves providing mobile communications through mobile and hand-held devices, Rolta has now won a similar project from Maharashtra Police. Rolta's safety solutions, which include Rolta GeoCAD™, Rolta Command and Control™ and Rolta Crime Analytics™, have been recognized for the significant value they bring to "Safe and Smart City" programs, and are now being implemented in UP and Maharashtra to enhance real time situational awareness.

Geospatial and Engineering Information Systems:

Rolta's expertise in deploying geospatial and engineering information technologies, especially for enhancing BI and analytics in asset-intensive industries, is widely recognized globally. For example, in recognition of Rolta's unique ability to provide such integrated solutions, CPS Energy, the largest municipally owned energy utility providing both natural gas and electric service in the United States, engaged the Company to enhance their BI applications by leveraging geospatial information. Because Rolta innovatively combines its IP and expertise, it has built repeatable solution frameworks to optimize costs and deployment lead-times. Rolta contracted with IBM in Qatar to integrate its GIS solutions with IBM's Asset Management Solution for Ashgal. In the Netherlands, under the BGT framework to replace 2D maps with 3D object-oriented intelligent systems for Dutch municipalities, Rolta has won significant contracts. In the domestic market, Rolta was awarded a prestigious contract from India's leading private sector oil & gas company for developing an 'as-built' 3D model, using lasergrammetry. This is the first of 80+ plants that the customer is modeling using such advanced technologies, and the project's successful execution is expected to be a harbinger of many such projects for Rolta in the next couple of years. The Company also received a major extension contract from one of Japan's leading infrastructure companies for additional detail engineering for a large refinery project in Saudi Arabia.

Enterprise IT — Business Intelligence, Big Data and Analytics, IT Consulting and Services:

Business Intelligence and analytics solutions are perhaps the top priority for CIOs, and organizations worldwide are seeking new technologies to deliver real-time data that can lead to improved business insights.

Rolta OneView™ has been recognized to offer high value across a number of industries, particularly in asset-intensive enterprises, for providing operational and asset insights that were previously not available to operations executives. This has resulted in many contracts in various verticals world-wide. In a significant breakthrough in Europe, Rolta has won a project to deliver business consultancy for advanced analytics associated with Rolta OneView™ for a major Utility company. Similarly, a leading Oil exploration company in Oman has engaged Rolta to implement their overall BI and Operational Excellence program by leveraging Rolta's expertise and IP to address areas like Supply Chain, Health and Safety, and business functions such as, HR and Finance. During the quarter, Rolta also developed a Big Data Analytics solution for a gaming technologies company in the US, to whom Rolta delivered a comprehensive system to provide real-time information to better manage the performance of gaming machines in a casino environment.

Utah and Nevada Departments of Transportation (DOT) have engaged Rolta to develop and implement path-breaking solutions with a focus on exploiting Rolta OneView™ features for BI/Analytics. This has established the viability of Rolta OneView™ in yet another vertical segment, and these trend-setting implementations are expected to set new geo-enabled BI/Analytics standards for the rest of the State Departments of Transportation in the U.S., and indeed for similar organizations globally.



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Rolta's in-depth domain experience and unparalleled Oracle expertise has positioned it as a leader in delivering innovative solutions to organizations around the world. With more than 12 years of Oracle E-Business Suite migration experience, Rolta has incorporated its expertise and best-practices into a comprehensive Manufacturing IT Assessment suite that helps to clearly define a roadmap for customers to derive optimal results through fast deployment with mitigated risk and vastly improved Time-to-Value. This has resulted in many wins in all geographies for applications like EBS and EPM. For example, Rolta was recently awarded a contract by a global research and manufacturing company in the life sciences industry pertaining to Oracle EBS. The Company also won a contract to design and implement a data warehouse, dashboard and operational reporting for a leading fabricator of industrial products. In India, Rolta has been awarded a prestigious project by the Industries department of Government of Maharashtra for modernizing their e-Governance framework. A leading specialty chemicals company in India engaged Rolta to implement a sophisticated security solution to protect their IP consisting of sensitive data related to their proprietary chemical formulations.

Contracts for long-term Managed Services that entail technical support and upgrades/enhancements are gathering momentum, thereby strengthening the annuity revenue stream. Examples of new contracts include a company that supports communications to multiple phone numbers at a time, and a Blue Cross and Blue Shield healthcare company in the US. Rolta was awarded similar contracts by Dubai Road and Transport Authority for their GIS applications, Bahrain Ministry of Works for the Asset Management System, and other contracts from large organizations such as Dubai Municipality, Abu Dhabi Sewerage Service Company and General Commission of Survey in Saudi Arabia.

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, Financial Services, Manufacturing, Retail, and Healthcare. By uniquely combining its expertise in the IT, Engineering and Geospatial domains, Rolta develops exceptional solutions for these segments. The Company leverages its industry-specific know-how, rich repository of intellectual property that spans photogrammetry, image processing, geospatial applications, business intelligence, analytics, field-proven solution frameworks, and deep expertise in cutting-edge technologies like Geo BI, Analytics, Cloud computing, Software Defined Infrastructure and Big Data for providing sophisticated enterprise-level integrated solutions. Rolta is a multinational organization headquartered in India. The Company operates from 40 locations worldwide through its subsidiaries, and has executed projects in over 45 countries. The Company benchmarks its quality processes to the world's best standards, like successful assessment for Software Application Development and Maintenance at the highest Level 5 of SEI's CMMI® version 1.3. Rolta is listed on the Bombay Stock Exchange & National Stock Exchange, 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. The Company's 'Senior Notes' are listed on Singapore Stock Exchange.

For additional information please visit www.rolta.com, or contact:

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Disclaimer: This press release includes statements that are not historical in nature and that may be characterized as "forward-looking statements", including those related to future financial and operating results, benefits and synergies of the Company's brands and strategies, future opportunities and the growth of the market for open source solutions. You should be aware that Rolta's actual results could differ materially from those contained in the forward-looking statements, which are based on current expectations of Rolta management and are subject to a number of risks and uncertainties, including, but not limited to, Rolta's ability to integrate acquired operations and employees, Rolta's success in executing its strategies, Rolta's ability to take a competitive position in the industry, business conditions and the general economy, market opportunities, potential new business strategies, competitive factors, sales and marketing execution, shifts in technologies or market demand, and any other factors. The Company may make additional written and oral forward-looking statements but do not undertake, and disclaim any obligation, to update them.



ROLTA INDIA LIMITED

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UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2014

Table with 7 columns: Sr. No., Particulars, Quarter ended 30.09.14, Quarter ended 30.09.13, 6 Months period ended 30.09.14, 6 Months period ended 30.09.13, 9 Months period ended 31.03.14, 9 Months period ended 31.03.13. Rows include Net Share/income from Operations, Total Income from operations, Expenses, Profit/(Loss) before exceptional items, Profit/(Loss) after exceptional items, Tax expense, Net Profit/(Loss) after exceptional items, Add/(Less) Minority Share in Loss/Profit, Net Profit/(Loss) after tax, minority interest and exceptional item, and Reserve/Retaining/ Revaluation Reserves.

PART II SELECT INFORMATION FOR THE QUARTER ENDED SEPTEMBER 30, 2014. Table with 7 columns: Sr. No., Particulars, Quarter ended 30.09.14, Quarter ended 30.09.13, 6 Months period ended 30.09.14, 6 Months period ended 30.09.13, 9 Months period ended 31.03.14, 9 Months period ended 31.03.13. Rows include Total Public Shareholding, Percentage of Shareholding, Promoters and Promoter Group Shareholding, Pledged/Encumbered Shareholding, Number of Shares, and Percentage of shares.

PART I UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2014. Table with 7 columns: Sr. No., Particulars, Quarter ended 30.09.14, Quarter ended 30.09.13, 6 Months period ended 30.09.14, 6 Months period ended 30.09.13, 9 Months period ended 31.03.14, 9 Months period ended 31.03.13. Rows include Total Share/income from Operations, Total Income from operations, Expenses, Profit/(Loss) before exceptional items, Profit/(Loss) after exceptional items, Tax expense, Net Profit/(Loss) after exceptional items, Add/(Less) Minority Share in Loss/Profit, Net Profit/(Loss) after tax, minority interest and exceptional item, and Reserve/Retaining/ Revaluation Reserves.

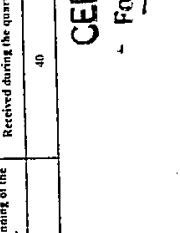
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For ROLTA INDIA LTD.

[Signature]
Authorised Signatory

Kamal K Singh
Chairman & Managing Director

NOTES:
1. The above results were reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 12th November, 2014 and have undergone "Limited Review" by Statutory Auditors of the company.
2. Consolidated Revenue for Q2 FY-15 is ₹ 985.29 Cr. against ₹ 627.77 Cr. in Q1 FY-14, registering a Y-o-Y growth of 41.0% and Q-o-Q growth of 9.5%. Consolidated EBITDA for Q2 FY-15 is ₹ 324.13 Cr. against ₹ 232.73 Cr. in Q1 FY-14, registering a Y-o-Y growth of 39.8% and Q-o-Q growth of 9.9%. Consolidated Profit before tax for Q2 FY-15 is ₹ 188.12 Cr. against ₹ 129.07 Cr. in Q1 FY-14, registering a Y-o-Y growth of 45.7% and Q-o-Q growth of 14.6%. Consolidated Profit after tax for Q2 FY-15 is ₹ 146.57 Cr. against ₹ 101.07 Cr. in Q1 FY-14, registering a Y-o-Y growth of 44.5% and Q-o-Q growth of 13.1%. Consolidated profit after tax for the six months FY-15 is ₹ 621.20 Cr. against ₹ 466.63 Cr. in previous year registering a Y-o-Y growth of 33.1%. Consolidated profit after tax for the six months FY-15 is not comparable due to exceptional item.
3. In accordance with clause 11 of Listing Agreement, the company has published consolidated financial results. Shareholders' Revenue. Profit before tax and Profit after tax and exceptional item for the Q2 FY-15 is ₹ 985.29 Cr., ₹ 176.06 Cr. and ₹ 108.17 Cr. respectively. The information will, however, be made available in the Stock Exchange where the company's securities are listed and will also be posted on the company's website www.rolta.com.
4. Tax Expense includes provision for current tax and deferred tax.
5. Previous period figures are restated on a comparative basis.
6. All figures are in Lakhs of Indian Rupees unless stated otherwise.
7. All figures are in Lakhs of Indian Rupees unless stated otherwise.
8. All figures are in Lakhs of Indian Rupees unless stated otherwise.
9. Tax Expense includes provision for current tax and deferred tax.
10. Previous period figures are restated on a comparative basis.
11. All figures are in Lakhs of Indian Rupees unless stated otherwise.
12. The Unaudited Consolidated statement of assets and liabilities is as under:

Table showing Statement of Assets and Liabilities. Columns include Particulars, AS at 30.09.14 (Unaudited), AS at 31.03.14 (Audited). Rows include EQUITY AND LIABILITIES: Share Capital, Reserves and Surplus, Non-current liabilities, Long Term Liabilities, Other Long Term Liabilities, Long Term Provisions, Short Term Liabilities, Other Short Term Liabilities, Short Term Provisions, TRADE PAYABLES, Short Term Provisions, Other Short Term Provisions, TOTAL EQUITY AND LIABILITIES. Also includes ASSETS: Non-current Assets, Intangible Assets, Property, Plant & Equipment, Capital Work-in-Progress, Intangible Assets, Other Assets, Long Term Loans & Advances, Other Non-current Assets, Non-current Assets, Current Assets, Trade Receivable, Debtors, Prepaid Expenses, Loans & Bank Balances, Cash & Bank Balances, Short Term Loans & Advances, Other Short Term Assets, Current Assets, TOTAL ASSETS.



Walker Chandniok & Co LLP


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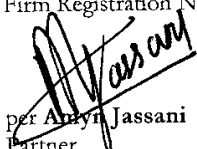
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Review Report

To the Board of Directors of Rolta India Limited

1. We have reviewed the accompanying statement of unaudited consolidated financial results ("the Statement") of Rolta India Limited ("the Company") and its subsidiaries (collectively referred to as "the Group") for the quarter ended September 30, 2014 and the year to date results for the period April 1, 2014 to September 30, 2014, except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been audited by us. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures, applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable accounting standards, as notified under the Companies (Accounting Standards) Rules, 2006 read with Rule 7 of the Companies (Accounts) Rules, 2014 in respect of Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.


For Walker Chandniok & Co LLP
(formerly Walker, Chandniok & Co)
Chartered Accountants
Firm Registration No: 001076N/N500013


per Anshu Jassani
Partner
Membership No. F-46447

Mumbai, India
November 12, 2014



ROLTA INDIA LIMITED

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UNAUDITED UNCONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2014

PART I Sr. No.	Particulars	(in ₹ Crores)			
		Quarter ended 30.09.14 (Unaudited)	Quarter ended 30.09.13 (Unaudited)	6 Months period ended 30.09.14 (Unaudited)	6 Months period ended 30.09.13 (Unaudited)
1	Net Sales/Income from Operations	502.51	400.54	296.50	903.05
2	Expenses	55.86	56.79	112.65	114.28
3	Profit from operations before other income, finance costs and exceptional items (1 - 2)	446.65	343.75	183.85	388.77
4	Other income	195.91	149.70	345.61	276.00
5	Finance costs	6.15	2.23	8.38	6.02
6	Profit/(Loss) before finance costs and exceptional items (3 + 4 - 5)	202.69	151.93	351.08	266.75
7	Finance cost	26.03	15.80	41.83	31.23
8	Profit/(Loss) before exceptional items and tax (5 - 6)	176.66	106.13	76.12	195.52
9	Additional depreciation due to change in estimates	---	---	---	---
10	Profit on Sale of Investment	176.66	125.45	176.66	125.45
11	Profit/(Loss) after exceptional item before tax (7 - 8)	---	---	---	---
12	Tax expense	231.59	76.12	407.71	231.59
13	Net Profit/(Loss) after exceptional item and tax (9 - 10)	153.46	49.33	368.95	193.93
14	Reserves Per Share before Exceptional Item (of ₹ 10-cash)	168.17	6.70	319.36	145.39
15	Reserves Per Share before Exceptional Item (of ₹ 10-cash) (not annualised)	161.33	161.33	161.33	161.33
16	Earnings Per Share after Exceptional Item (of ₹ 10-cash) (not annualised)	10.4	6.2	16.6	13.0
17	Basic EPS (in ₹) (not annualised)	10.4	5.9	16.6	13.0
18	Diluted EPS (in ₹) (not annualised)	10.4	13.4	16.6	13.0

The above results were reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 12th Nov. 2014 and have undergone the required procedures for current tax and deferred tax.

The above results are subject to final audit by the Ministry of Corporate Affairs. Company will be sending future communication through electronic mode. All those members who have not got their email id updated with the company or with the authority are requested to register their email address and change therein with company/authority at the case may be.

The Unaudited Unconsolidated statement of assets and liabilities is as under:

PART II SELECT INFORMATION FOR THE QUARTER ENDED SEPTEMBER 30, 2014	(in ₹ Crores)			
	Quarter ended 30.09.14 (Unaudited)	Quarter ended 30.09.13 (Unaudited)	6 Months period ended 30.09.14 (Unaudited)	6 Months period ended 30.09.13 (Unaudited)
1	79,025,798	79,585,798	82,153,566	79,795,798
2	48,98	40,33	48,98	49,46
3	12,500,000	12,500,000	12,500,000	12,500,000
4	15,19	15,79	15,19	15,33
5	7,75	7,75	7,75	7,75
6	69,803,298	66,075,528	66,075,528	69,033,298
7	84,81	84,71	84,21	84,67
8	33,27	43,72	41,33	42,79

PART I SELECT INFORMATION FOR THE QUARTER ENDED SEPTEMBER 30, 2014

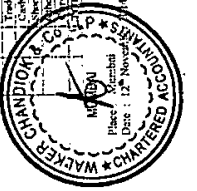
Pending at the beginning of the quarter: NIL

Received during the quarter: 40

Disposed of during the quarter: 40

Remaining unresolved at the end of the quarter: NIL

CERTIFIED TRUE COPY
For ROLTA INDIA LTD.
 Authorised Signatory



Kamal K Singh
 Chairman & Managing Director

Walker Chandiook & Co LLP


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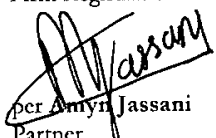
Review Report

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2. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures, applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable accounting standards, as notified under the Companies (Accounting Standards) Rules, 2006 read with Rule 7 of the Companies (Accounts) Rules, 2014 in respect of Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement, including the manner in which it is to be disclosed, or that it contains any material misstatement.


For Walker Chandiook & Co LLP
(formerly Walker, Chandiook & Co)
Chartered Accountants
Firm Registration No: 001076N/N500013


per Amyn Jassani
Partner
Membership No. F-46447

Mumbai, India
November 12, 2014