



ROLTA INDIA LIMITED
ANNUAL REPORT 2009-10

Innovative Technology for Insightful Impact

At ROLTA,
we envision
a better future,
and then design
technology
to create
that future.

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This is what
makes ROLTA
a different kind of
company.

Not an Information Technology company.
But a company that always goes above and beyond.
Beyond information.

Rolta Vision


To continuously **INNOVATE** and provide knowledge-based IT solutions that deliver remarkable **INSIGHTS** and lasting **IMPACT** in the way our world operates

Rolta Mission

Develop **INNOVATIVE** solutions that dramatically change the marketplace

Deliver valuable **INSIGHTS** that enable the best decision making

Create relevant and measurable **IMPACT** by always executing with the end result in mind

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Chairman's Statement

This is the dawn of a new economic era, one that is filled with change and anxiety and also excitement and opportunity. In these times, only those companies that can successfully transform – by constantly innovating, providing exceptional insights and delivering lasting impact – will thrive and grow.

At Rolta, we have constantly reinvented ourselves and yet remained focused on our core competencies. We have consciously built upon our existing strengths and evolved each business – so that we continue to move up the value chain and provide a better value proposition to our customers, globally.

Today, we have transformed our business – from being services-centric to one that is increasingly Rolta IP-centric, by launching innovative solutions that ingeniously blend the capabilities of our acquired and partner technologies, with our bank of exceptional IPRs – enabling us to address much larger markets worldwide.

Our approach to acquisitions, has been of acquiring companies, business divisions or technologies – that are at the cutting-edge, synergistic with the Rolta lines of businesses, have an established track record, give us access to new markets, are culturally compatible, enable us to move up the value chain and are accretive to shareholder value. As a result, we today serve markets that are much larger than ever before.

For example, in the Engineering domain, we have been traditionally addressing the design and development needs arising from CAPEX requirements of Oil, Gas, Petrochemical and Power plants. Today, with our robust BI solutions like Rolta OneView™, we also address the large on-going OPEX requirements of these plants and focus on their operations and maintenance needs, thus greatly expanding our market. This solution is field-proven and has been deployed successfully in multiple refineries of one of the world's largest Oil companies.

Similarly, in the Enterprise Application Integration and Geospatial domains, we have combined the strengths of the Rolta Geospatial Fusion™ and Rolta iPerspective™ platforms to create an unparalleled solution which integrates spatial and non-spatial data and applications in real time, to provide enterprise wide synchronized information across varied computing platforms, for immediate decision making. This has opened significant new markets for us in the developed world, especially the US & Western Europe, where such advanced requirements have become critical.

Our widespread operations have firm roots in India and we draw tremendous strength from a large presence and

a successful track-record in the vast home market. Today, over 50% of our revenues are derived from the domestic market. This enables Rolta to mitigate currency risks and participate in India's growth story.

The Indian Defense & Security sectors have emerged amongst the top spenders worldwide, with capital expenditure estimated to be US\$ 50 Billion by 2015. In these domains, today, while Rolta continues to enjoy a leadership position in its customary military geospatial market, it is now actively addressing large projects like the Battlefield Management System, Tactical Communication System and the Digital Soldier program of the Indian Army. Rolta is today very well placed in the Indian Defense, Homeland & Maritime Security markets that are robust, thriving and growing.

Since its inception, we have believed in being a pioneer in the markets we serve. By prudently leveraging our unique domain knowledge, we have sustained our path-breaking position in an uncompromising business environment. Our ability to combine our domain knowledge, IPRs and deep understanding of customer needs into innovative solutions, enables us to meet the most complex and demanding requirements of our global markets. Today, we have a large base of satisfied customers, having executed multi-million dollar projects in over 40 countries.

We have always looked beyond immediate opportunities to create businesses with long-term prospects and relevance. Rolta has built a solid business that reflects its established track record, empowered people, domain knowledge, world-class infrastructure, enduring partnerships, exceptional IPRs and healthy financials.

From the beginning, we have understood, accepted and implemented that 'change is the only constant'. Through the intelligent extension of expertise and knowledge acquired in one business, we have successfully launched new businesses. We have remained relevant by anticipating market needs, embracing change and ensuring that our businesses are not 'me-too' in character.

Thirst for change is not just a distinctive feature, but also a prevailing attitude at Rolta. We plan to continue with our growth momentum by leveraging our strengths and transforming our business to meet and exceed the expectations of our stakeholders.

K. K. Singh
Chairman & Managing Director
October 25, 2010

Leadership

ROLTA is a leader - If ROLTA had stopped at "information" it would be like everyone else.

ROLTA is not like everyone else.

ROLTA's sustained growth comes from the fact that its businesses are not me-too in character. Using specialized domain knowledge, Rolta has always looked beyond immediate opportunities and built businesses with a long term potential.

Rolta is a market leader in its chosen segments in India and a major player worldwide because of its unique ability to create a deep impact by providing innovative solutions, which extract meaningful insights from available information.

The Company continues to maintain its leadership in the Indian Defense and Security markets with its 'Operations,' 'Intelligence' and 'Logistics' solutions being adopted as the standard by Indian Armed Forces. These solutions are fundamentally based on Rolta IPR and have been deployed across the country and in use by thousands of users in active operations.

Rolta provides comprehensive, path-breaking Earth Science solutions with some of the most advanced Geo-Imaging & Photogrammetry capabilities like automatic change detection, etc. The Company has also introduced many field-proven, high-technology solutions with its JV with Thales, Rolta Thales Ltd. (RTL) and significantly enlarged its capability to provide state-of-the-art C4ISTAR solutions.

Rolta now has the capability of providing and integrating large, complex systems for Military Communications and high-end Optronics equipment. With its Industrial Licenses for manufacturing Defense equipment, Rolta is uniquely positioned to address critical multi-billion dollar modernization programs of the Indian Armed Forces, like Battlefield Management Systems, Tactical Communications Systems and Digital Soldier Systems.

Rolta continues to lead the Indian market in the Geospatial domain, with a share of over 70%, across segments like Land Records, Infrastructure, Telecom, Electric, Water Resources, Airports, Mapping, Urban Development, Space, Town Planning and Environmental Protection. Rolta is also one of the major providers of Geospatial services, globally.

The Company's unique brand of Rolta Geospatial Fusion™ solutions continues to be the front-runner in comprehensive, spatial viewing and integration of business intelligence. This distinctive solution enables instantaneous fusion of various disparate Geospatial, non-spatial databases and software applications, for generating real time reports, resulting in implementation of an exceptional decision support system for large organizations. Rolta's customers have even won awards for their applications based on Rolta Geospatial Fusion™.

In the Engineering Design and Operations (EDOS) domain, Rolta enjoys a market share of over 85% in India for Engineering Design Automation and is one of the major services providers worldwide. With its unique combination of Engineering and IT expertise the Company provides

comprehensive solutions to EPCs and plant Owner-Operators, from 'concept to completion' and then for ongoing operations. Shaw Rolta Ltd., the Company's JV with The Shaw Group Inc., continues to make steady progress by executing intricate projects for customers worldwide.

Rolta OneView™ enables Owner-Operators to view plant operations as a single, fully integrated ecosystem, and provides high reliability metrics through accurate and timely reporting on more than 100,000 pieces of equipment and hundreds of operations throughout large plants in the Oil & Gas sectors. This exceptional solution is field proven and deployed successfully in multiple refining facilities of one of the world's largest oil companies.

Rolta has strengthened its Enterprise Information Technology Solutions (EITS) portfolio and capabilities which focuses on high-end requirements like large-scale ERP applications, sophisticated Database requirements, Business Intelligence (BI) and Agile SOA implementation. The Rolta iPerspective™ Suite is a rapid application development workbench, which uses a powerful template based integration component generation engine for creating, building and deploying integration components automatically, drastically reducing the effort required for enterprise application integration.

Over the past few years, Rolta's leadership has been recognized by the numerous trade and industry awards that it has received. It has been included in the S&P Global Challengers List™ 2008, by Standard & Poor's – a global list of 300 mid-size companies that have shown the highest intrinsic and extrinsic growth characteristics. Forbes Global has ranked Rolta amongst the "Best 200 under a Billion" for four times in six years. Other trade and industry recognitions include, Business World's '25 Fastest Growing Companies', Business Today's 'Most Valuable Companies', Business India's '100 Best Companies', CFO Asia's 'Best Annual Reports', 'Geospatial Company of the Year' Award by Geospatial Today, 'Technology Leadership' Award by Chemtech Foundation, 'Geospatial Leadership in India' Award at Map World Forum, 'Amity Corporate Excellence' by Amity International Business School, ranked-11th amongst 'India's most investor friendly companies' by Business Today, Top-10 Wealth Creators in the Mid-cap segment in India by the Hindustan Times, the fastest growing Mid-cap companies by Dalal Street Journal and many more.

Rolta continues to innovate, offer insights and provide measurable impact, ensuring that its stakeholders continue to benefit from its leadership position.

Innovative Technology

ROLTA starts with ideas. Ideas for its customer's unique opportunities. Ideas that result in new technology. Ideas that use technologies in a way that is unique to ROLTA.

ROLTA is innovative with technology.

Thousands of unique, registered IPRs developed over the years have enabled ROLTA to provide its services more cost effectively and provide a competitive advantage while offering cutting edge solutions to customers world-wide.

Rolta's innovative solutions solve real-world problems and make an insightful impact in its customers' environments. Information helps inform and insights transform business. At Rolta, information alone doesn't mean much. The Company unlocks previously inaccessible data and innovatively combines streams of information in a structured and visual way to constitute key business insights that transform decision making. The rich domain expertise and technology available within the Company has enabled it to devise solutions that address very critical aspects of its customers' business.

In response to the market's ever changing needs and to fuel the Company's growth momentum, Rolta has consciously acquired companies with world-class IPRs, in addition to pure technologies, which have enabled Rolta to move up the value-chain by providing a better value proposition to its customers.

Rolta has transformed itself from being largely a comprehensive services player to an integrated solutions provider, based on its IPR. This has opened up new markets for the Company. Leveraging its own IPR, the Company has successfully launched various innovative solutions for its markets.

For example, Rolta Geospatial Fusion™ is a unique and powerful solution for integrating and presenting enterprise wide data, systems and information, instantaneously. Another example is the Company's cutting-edge Geo-imaging solutions based on an exceptional combination of Rolta's existing repository of Intellectual Property (IP) and key technologies acquired at the source code level from various companies worldwide. Similarly, in the Homeland and Maritime Security segment, Rolta is leveraging its own Computer Aided Dispatch System with its Integrated Maritime Security Systems to provide comprehensive and integrated security across land and sea. To address Business Intelligence requirements, Rolta has acquired, built and launched Rolta OneView™, a world-leading solution for operations and maintenance in the Oil sector, which is now being extended to other sectors like Gas, Power, Chemicals, Petrochemicals, Utilities, etc. Likewise, Rolta iPerspective™ is a world-class rapid application development workbench focused on Enterprise Application Integration (EAI).

At Rolta, knowledge management is driven by a significant role for investments in Research & Development (R&D) enabling it to develop IPRs that uniquely address the challenges of an ever-changing business scenario. To constantly move up the value-chain and provide a better

value proposition to its customers in response to the market's ever changing needs, Rolta continues to consciously focus on acquiring companies with world-class IPRs, pure technologies and transfer of technology from its diverse partners.

Since its inception, Rolta has believed in being a pioneer in the markets it serves and by prudently leveraging its unique domain knowledge, it has sustained its path-breaking position in an uncompromising business environment. The Company understands that innovative technology in itself is not the end-game. It's what technology does, that matters. Rolta ensures that its solutions deliver meaningful impact to its customers' businesses.

There is a strong emphasis in the absorption of the technologies developed and acquired, a discriminative evaluation of emerging technologies, the conscientious identification of gaps between market requirements and available technologies, resulting in the development of innovative interlinked processes and augmentation of Rolta's knowledge pool.

Rolta has institutionalized transformation of knowledge into assets, which are, shared, exchanged and invested for continuous returns. It has evolved a highly successful and time-tested strategy for gathering and disseminating knowledge across its employees. The Company's competent knowledge management processes ensure that its businesses will continue to grow and strengthen the Company's position in a competitive market place.

Rolta's in-house state-of-the-art 'Centres of Excellence' with cutting-edge technology provide the necessary combination of infrastructure, domain expertise and specialized skills to develop unique market oriented solutions.

Rolta has benchmarked its quality processes with the world's best quality standards. The Company 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; the Company's software development business group has been assessed at the highest level of SEI-CMM Level 5 and ISO 9001:2008, the ultimate standard for establishing Quality Management Systems for all business areas.

Rolta continues to innovate, offer insights and provide measurable impact, so that its stakeholders continue to benefit from its knowledge and technology.

Roltaites

People with innovation in their blood...creating a lasting impact.

ROLTA is shaping the future through technology with a belief that “information” should not be confused with knowledge.

A belief that is the foundation of ROLTA's growth.

Transforming knowledge, leveraging information and building innovative solutions, is a challenge every Roltaite cherishes. Thinking ahead innovatively and creating new solutions from existing information is ingrained in the people at ROLTA.

Rolta has continuously evolved its workplace to ensure that it remains the employer of choice, and attracts the best available talent with an objective of further enhancing its capability to innovate and deliver insightful solutions.

Transforming knowledge, leveraging information and building innovative solutions, is a challenge every Roltaite cherishes. Thinking ahead innovatively and creating new solutions from existing information is ingrained in the people at Rolta.

Rolta has evolved along with its people, its core strength and the cornerstone of its success. People are at the heart of Rolta. Commitment, motivation, enthusiasm and willingness to go the extra mile, represent the characteristics of a typical Roltaite.

Rolta has protected its rich intellectual capital with a very low attrition, incentivized through a compensation structure that is at par with industry standards and benchmarked to the needs of a dynamic marketplace. The Company encourages and nurtures a homogeneous culture based on the principles of learning, sharing and caring, which is continuously promoted within the company, with a series of regular formal and informal meetings and reviews.

Rolta has been ranked at the 2nd position as a 'Preferred Employer' and at the 4th position in overall ranking in the Dataquest-IDC IT Best Employer's Survey 2010. The Company was consistently ranked within the top 4 in most of the other critical parameters, like, 'Managing Slowdown' (1st), 'Transparency of Appraisals' (2nd), 'Gender Inclusivity' (2nd), 'Ideal Company to Work For' (3rd), 'Employee Satisfaction' (3rd), 'Training' (3rd), 'Dream Company to work for' (4th), 'Company Image' (4th) and 'Organization Culture' (4th).

Rolta continues its endeavor to motivate every Roltaite to contribute even more through a work-environment that fosters creativity and innovation.

Rolta has instituted dynamic performance incentives for higher productivity, and has in place an attractive Employees Stock Option Plan scheme.

Rolta is managed by a committed team of professionals consisting of domain specialists, engineers, finance, marketing and management professionals, most of whom have been with and have grown with the Company for over a decade. More than 75% of the 4,000+ professionals in the Company are armed with relevant engineering, postgraduate or PhD degrees, necessary to deliver competent customer solutions. Over 25% of these professionals have more than 15 years of relevant experience.

Rolta continually invests in providing domain specific and technology training to its engineers, based on IPRs that have been developed internally, acquired from around the world and from its partners, thereby continuously honing the skills of its teams, leading to a constant build-up of expertise. The Company trains its engineers on a range of technologies and domain skills to fulfill its customers' demanding requirements.

Overall, Rolta has an environment of motivated professionalism, resulting in enhanced employee satisfaction and retention.

Rolta has significantly strengthened its managerial teams worldwide by inducting very high caliber professionals in leadership positions in various regions and domain verticals. The Company possesses more than 18,000 person-years of management experience and more than 48,000 person-years of overall experience. According to the latest report, the Company's Human Resources are valued at Rs. 153.21 billion (details available elsewhere in this report).

Roltaites continue to innovate, offer insights and provide measurable impact so that Rolta's stakeholders continue to benefit from their skills and expertise.

Excellence & Trust

Breakthrough Insights. ROLTA delivers insights that have the power to significantly impact its customers and reshape their businesses.

Customer success is ROLTA success.

ROLTA's ability to combine and transform its domain knowledge, IPRs and deep understanding of customer needs into innovative solutions, enables it to meet the most demanding mission-critical requirements of the markets it serves, worldwide.

Since its inception, Rolta has earned an enviable reputation for providing path-breaking solutions to a wide cross-section of enterprises across the globe, from Fiji in the east to the US in the west. The Company's remarkable successes in such projects, has resulted in a slew of new project wins across the global market and an envious dominating presence in the Indian market.

Rolta's widespread operations have firm roots in India, drawing its strengths from a dominating presence in the vast home market and deriving over 50% of its revenues from the domestic market. This enables the Company to participate in India's growth story and mitigates the currency risks. More importantly, the Company offers mission-critical solutions in the Infrastructure, Power, Oil & Gas, Utilities & Transportation and Defense & Homeland Security sectors, which are not only insulated from slowdown, but are also poised for high capacity growth in the coming years.

Rolta's ability to combine and transform its domain knowledge, IPRs and deep understanding of customer needs into innovative solutions, enables it to meet the most demanding mission-critical requirements of the markets it serves, worldwide. Today, the Company has a huge base of satisfied customers, having executed multi-million dollar projects in over 40 countries.

Rolta provides catalysts for raising productivity within its customer's environments, thereby transforming their business. The Company's deep insight into its customer's needs have enabled it to recommend solutions and services that represent attractive long-term value, as opposed to temporary, quick fix alternatives. As a result, Rolta provides tremendous value and enjoys long-term relationships with its customers. Many have been with the Company for over two decades.

Over the years, Rolta has earned an enviable reputation for its path-breaking solutions provided to a host of global customers - a virtual "Who's Who" of leaders in their respective fields: 3M, AAI, ABB-Lyondell, Abu Dhabi International Airport, ADNOC, Air Liquide, Aker Yards, Al Ain Dept of Municipal Affairs (Abu Dhabi), Alsthom Power, American Express, ARAMCO, ATOS Origin, BASF, Bayer, Bechtel, BEST, Bell Aliant, BHEL, Bombardier, BORD GAIS, British Telecom, BSNL, CEGELEC, CWC, CESC, Chevron, Citizen Bank, CSEB, Deloitte and Touche, Department of Defence, Devon Energy, DRDO, Doosan, Dow Chemicals, Dow Corning, Emerson Process, Dubai Road & Transport Authority,

Enerco Gas, EIL, E-ON, Equate Petrochemicals, Essar, Estee Lauder, EBM, Endurance, Entegee, Euro Bank, Exim Bank, Exxon Mobil, Federal Reserve Bank, Forest Survey of India, FEDO, Fiji Telecom, Florida Power & Light, Flour Daniel, Fujitsu, Greenville Utilities Commission, Greater Bay Bancorp, GE GASCO, Georgia Power, GT Oman, GPCB, HDFC Bank, Hitachi Data Systems, Hoechst Celanese, HPCL, HSBC, IDBI Bank, Indian Air Force, Indian Army, Indian Navy, IOCL, Jacksonville Electric Authority, Jacobs H&G, Jeddah Municipality, John Deere, Johns Hopkins, Jubail, Kashima Oil, Kitchener, KBR, KNPC, Kvaerner, Louisville Gas & Electric, Logitech, L&T Group, Lanzou Petrochina, Linde, Litwin, Lurgi, Maharashtra Police, Mesirow Financial, Ministry of Defence India, Ministry of Interiors Saudi, Mitsui, Monsanto, Montana Dakota Utilities, MTNL, Mumbai Police, Mustang, National Hydrographic Office, Natural Gas Corporation of New Zealand, NanaClot, National Gird, NRSA, Northop Grumman, Nova Chemicals, NPCIL, NTPC, Oman Wastewater, Oranjewoud, ONGC, Orlando Health, Piedmont Natural Gas, Public Garden Department (Abu Dhabi), Purdue University, PDIL, Petrobras, Petrofac, Pfizer, QAPCO, Qatar Water, Q-Chem, Reserve Bank of India, Rexroth, Rochester Gas & Electric, Rockwell Automation, RJ Reynolds, Rajasthan Police, Reliance Industries, Reliance Infrastructure, Reliance Power, Rolls Royce, Sharq KSA, SABIC, Saipem, Samsung, Saudi Electricity Company, Saudi Telecom, Shell, Siemens PG, SITA, SNC Lavalin, Southern Bell Corporation, Sprint EMBARQ, Statoil, Sumitomo Chemicals, SUNCOR, Survey of India, Tata Chemicals, TD Bank, Time Warner, Triune, Turner Broadcasting, TCE, Technip, Tecnimont ICB, Telus, Thermax, Toronto Hydro, Torrent Power, Toshiba, Toyo, UIDOT, UK Ordnance Survey, United Airlines, United Olefins, US WEST, Valdel, Vito Engineering, Verizon, Vodafone, VolkerWessels, Walmart, Webasto, WGI, York International, Yansab, and many more companies worldwide.

Rolta continues to innovate, offer insights and provide measurable impact so that its stakeholders continue to benefit from its strong customer base.

Strong Partnerships

ROLTA joins forces and collaborates across the world to develop the best solutions possible.

Strong partnerships have helped ROLTA develop a deep understanding of constantly evolving technologies to capture the higher end of the value chain and provide unbeatable solutions to its customers.

ROLTA's strategic approach of establishing strong partnership with industry leaders and acquisitions of cutting edge technology companies, has helped transform the Company, enabling it to deliver stronger customer value and strengthening its presence in a competitive marketplace.

Rolta has established strong partnerships with industry leaders over the years. To achieve its goals, the Company does not believe in 'reinventing the wheel,' but instead focuses on a partnership-driven approach, which includes organic growth as well as inorganic growth through joint ventures and acquisitions.

Rolta's acquisition strategy is clear and focused. The Company will acquire companies, business divisions or technologies – that are at the cutting-edge, synergistic with its lines of businesses, have an established track record, give it access to new markets, are culturally compatible, enable it to move up the value chain and are accretive to its shareholder value.

In line with this philosophy, Rolta has acquired many companies having best-of-breed technologies e.g. Orion in Canada, TUSC, Piocon and OneGIS in the US. While Orion brought in enterprise wide GIS integration technology, TUSC has been an industry-leader, highly experienced in providing assessment and implementation for mission-critical IT and business systems, especially on the Oracle platform. Piocon brought in high-level BI solutions for engineering and OneGIS has brought exceptional consulting, development and systems integration capabilities, along with a unique mobile application for Utilities & Telecom. The Company also acquired key business divisions like WhittmanHart Consulting (Infinis) which brought in considerable strengths, and an established track record, in Oracle's Hyperion products for BI.

In order to further complement and strengthen its offerings, Rolta has also acquired key technologies of reputed companies such as The Mariner Group, USA and PCI Geomatics, Canada. PCI is a world leader in the Geo-imaging segment with an installed base of 21,000 licenses in more than 135 countries. Mariner provides market leading actionable situational awareness and response software solutions for maritime security, critical infrastructure protection and emergency operations. These acquisitions have not only brought in critical technology, in the form of source code, design and software architecture – but also added rich domain knowledge, consultants, project expertise, credentials, references and customers.

Rolta has since, integrated these with its own existing IPRs and taken it to the next level with in-house R&D, in order to meet the customer's demanding needs. Such acquisitions or technology partnerships are also fueling the Company's inorganic growth. The Company thus leverages its acquisitions and is able to jump-start development of additional state-of-the-art solutions, which augment and increase its own stack of technology offerings.

Worldwide, Rolta, with its innovative and high performance BI solutions, is a Platinum Partner for Oracle. This relationship is exceptionally strong in the US and India, where the Company is Oracle's premier "go-to partner" in Utility and Oil & Gas sectors. Recently, Rolta was awarded its 7th Oracle Titan Award in 8 years, in recognition of its excellence in solving real-world customer challenges, development and deployment of Oracle technologies. There are few companies worldwide who can boast of such deep domain expertise and well-established credentials of Oracle technologies.

Similarly, Rolta is a strong partner of world-leading technology companies like Microsoft, CA, ESRI and Intergraph.

Additionally, where necessary, Rolta forms Joint Ventures with companies who can provide it with the right technologies to meet customer requirements and further its growth. For example, in the Defence domain, Rolta has a JV with Thales, France, who have an established track record of field-proven C4ISTAR information systems, while in the Engineering segment, the Company has a JV with The Shaw Group, USA, one of the world's leading Engineering, Procurement and Construction (EPC) companies, that provides EPC and management services for large projects in the oil, gas, refinery, petrochemical, conventional and nuclear power sectors.

Rolta ensures that it provides its customers with a holistic solution. It meets and exceeds its customers' requirements with innovative technology, acquired one way or another – either through partnerships, through acquisitions or through its JVs.

Rolta continues to innovate, offer insights and provide measurable impact, so that its stakeholders continue to benefit from its partnerships and acquisitions.

Global Expertise

ROLTA's world wide presence adds tremendous value to customer's business no matter where they are.

Global expertise and relevance has been the key to ROLTA's success.

ROLTA has an established track record, empowered people, domain knowledge, world-class infrastructure, enduring partnerships, exceptional IPRs and healthy financials, capabilities that have expanded significantly over the years serving markets that are much larger than ever before.

Rolta has always looked beyond immediate opportunities to create businesses with long-term prospects and relevance. The Company has built a solid business that reflects its established track record, empowered people, domain knowledge, world-class infrastructure, enduring partnerships, exceptional IPRs and healthy financials.

While Rolta is strongly positioned in its traditional areas of business in Geospatial and Defence, its capabilities have expanded significantly and as a result the Company today serves markets that are much larger than ever before. Rolta's success today is a result of a combination of various factors, like, domain expertise, worldwide presence, acquired technologies, in-house developments, joint ventures, global partners, Defense industrial licenses, etc.

The Indian Defense sector has emerged amongst the top spenders worldwide, with a capital expenditure estimated by Deloitte of US\$ 80 Billion by 2015. In the Defense domain today, Rolta is working towards large projects like the Battlefield Management System, Tactical Communication System and the Digital Soldier program of the Indian Army that are expected to be worth over US\$ 10-15 Billion over the next 10-12 years.

The Indian Ministry of Defense has established a target for 70% of new acquisitions in the future to be sourced from indigenous production. Rolta is strategically poised to address this as it has been granted Industrial Licenses for manufacturing Defense equipments in the Maritime, Aerospace, Electronic Warfare, Optronics and Communications domains.

Rolta is also well-placed to seize the huge opportunities arising from the multi-billion dollar modernization programs of Indian Para-Military and Police Forces in the fast-growing Homeland and Maritime Security markets. The Company is addressing the Defense & Homeland Security segments through a combination of its own IPR and technology from various strategic partners.

India's growth story continues to fuel infrastructure investments and these are expected to exceed US\$ 1 Trillion in the mid-term. Geospatial technology and data play an important role for development in sectors such as; airports, ports, highways, bridges, town planning, municipal,

environment, utility distribution, etc., and Rolta with its unique IPR, is well set to capitalize on this.

In the Engineering domain, Rolta has traditionally been addressing the design and development needs of Oil, Gas, Petrochemical and Power plants. Today, with its robust Business Intelligence solutions, the Company addresses the operations and maintenance needs of existing plants as well, thus opening up a much larger market space for itself. Rolta OneView™ solution helps increase reliability (both equipment and human), facilitates proactive decision-making, identifies and mitigates a broad range of risks (including safety, environmental, operational and maintenance, repair and overhaul risks) and helps reduce costs. This solution is field-proven and has been deployed successfully in multiple refineries of one of the world's largest Oil companies and is now being extended to cover Gas, Petrochemical, Chemicals, Power and Utility operations, which opens up significant opportunities across 1000s of plants worldwide.

According to a NASSCOM report, outsourcing of Engineering services is expected to cross US\$ 60 Billion by 2020. It further states that the local Indian IT services market is estimated at US\$ 50 Billion while the off-shoring market is estimated at US\$ 175 Billion by 2020. Rolta's acquisitions in the IT consulting domain over the past couple of years, its resultant global footprint, track record, unique IPR like Rolta iPerspective™, along with its innovative off-shoring model give the Company a unique positioning in this large market.

With its strengths in Geospatial and Engineering domains, coupled with its strategic positioning in the IT domain, especially with Enterprise Application Integration, Service Oriented Architecture implementation and enterprise Business Intelligence strengths, Rolta has before it, a tremendous amount of cross-selling opportunities across these segments and markets. The Company is well placed to take advantage of these and other emerging opportunities and further strengthen its leadership position in the markets it addresses, globally.

Rolta continues to innovate, offer insights and provide measurable impact so that its stakeholders continue to benefit from the opportunities ahead.