



## For Immediate Release

### ***Megasoft Limited announces FY2012-H1***

***PAT at Rs 4.06 crore and consolidated revenues at Rs 59.34 crore***

#### **Financial highlights Q2**

- Revenues at Rs 29.26 crore
- Net Profit at Rs 1.25 crore
- EBIDTA at Rs 5.6 crore

#### **Financial highlights H1**

- Revenues at Rs 59.34 crore
- Net Profit at Rs 4.06 crore
- EBIDTA at Rs 12.44 crore

#### **Operational Highlights**

- Decline in Revenue due to loss of one of the largest clients in 2011 which had its first full impact in the H1 of 2012
- Two new deals closed in Q2 with multi-year revenue potential
- New Infrastructure Platform & Business line launched in Q2 for 4G network roll outs– currently targeting US regional market
- Cost control measures implemented – will have positive impact in EBIDTA in second half of 2012
- Over 70% Revenue from Tier 1 Clients
- Prepaid revenues declining while accelerated revenue performance with double digit growth in all other key services segments of Small Carrier Infrastructure and Mobile Commerce
- Strong Pipeline especially in LATAM & Asia for FY 2012

#### **Industry Trends**

- Wholesale and small carrier / MVNO infrastructure market on the rise again especially LATAM & Asia
- Telecom growth seen across geographies such as LatAM, Africa, India & Asia
- Mobile commerce & Mobile Enablement to be huge growth engine

**Hyderabad, August 10, 2012:** - Megasoft Limited (BSE CODE: 532408 / NSE CODE: MEGASOFT), a transnational Intellectual Property-driven, product-based telecommunications technology company, has reported Rs 59.34 crore revenues for the half year ended 30<sup>th</sup> June 2012.

“The First Half of 2012 has been a tough one on the operations of the company. While the company managed to stay operationally cash & profit positive and also built a good pipeline for its products and solutions, capex spending is witnessing a slow down, resulting in slower uptake for the Company’s new products and applications. The Company plans to focus on Small carrier infrastructure and Retail Mobile Commerce segments, while maintaining a tight watch on cash flows and costs.” **GV Kumar, Managing Director & CEO, Megasoft Limited** said “Core revenues are stabilizing and The Long term prospects for the company continues to be strong. With a strong IPR basket (intellectual property rights) continued focus on R&D and innovations and a strong execution team, the company is poised to realize good growth in coming years.”



## About XIUS

XIUS enables mobile operators to differentiate their service through innovative and end-to-end managed solutions that ensure seamless mobile transaction management and monetization, optimize operational efficiency and reduce risk while enhancing the end user mobile experience.

XIUS develops flexible, scalable and robust solutions that enable mobile operators rapidly deliver differentiated services and gain first mover advantage, build subscriber loyalty, and sustain leadership.

Pioneers in wireless and signaling technology since 1989, XIUS has an implementation foot-print across five continents with more than 105 patent pending technologies to its credit (27 already granted).

For more information, visit [www.xius.com](http://www.xius.com)

## About Megasoft (BSE: 532408 /NSE: MEGASOFT)

Established in 1994, Megasoft is a transnational technology company, focused on telecom. XIUS, its US based telecom division of Megasoft is a leader in delivering innovative revenue-generating solutions to mobile operators worldwide.

The company has strong product engineering, software and product development capabilities and has operations in the U.S, Singapore, Malaysia, and in Hyderabad and Chennai in India. Additional information about Megasoft is available at [www.megasoft.com](http://www.megasoft.com).

For more information please contact:-

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