



**FOR IMMEDIATE RELEASE**

**Rand Worldwide Reports First Quarter Fiscal Year 2012 Results**

- - -

***Profitable results continue in the new fiscal year***

**FRAMINGHAM, MA – November 14, 2011** – Rand Worldwide, Inc. (OTCBB: RWWI), a global provider of technology solutions to organizations with engineering design and information technology requirements, announces its financial results for the first quarter of fiscal year 2012 ended September 30, 2011.

For its first fiscal quarter ended September 30, 2011, Rand Worldwide, Inc. reported revenues of \$21.9 million as compared with \$16.8 million in the same quarter for the prior fiscal year. The Company's overall gross margin percentage was 43.3%, an increase over the 41.9% from the same quarter in the prior year. Total selling, general and administrative expenses were \$8.5 million and the Company reported net income of \$402,000, or \$0.01 per fully diluted share, compared to a loss of \$2.2 million, or \$(0.06) per fully diluted share for the same quarter in the prior year.

Lawrence Rychlak, president and chief financial officer, commented, "While our revenues were somewhat less than our expectations, we are still pleased to report continued profitable operations and almost \$1 million of EBITDA for the quarter. We remain optimistic about the future and we don't believe that these results reflect an ongoing trend in our markets as we experienced very robust sales shortly after the close of the quarter."

"Our first quarter results were satisfying and clearly highlighted the success of our international operations through the demonstration of significant revenue increases within these regions," said Marc Dulude, chief executive officer. "We have invested in increasing our sales presence across our Australian, Malaysian and Singaporean locations and have seen a direct, positive impact on our revenue from that action. In addition, our Autodesk business relationships have strengthened and we have received authorization to sell additional products from these international locations which also contributes to revenue growth. We look forward to leveraging this global momentum in the coming quarters."

**Conference call details**

Rand Worldwide will hold a conference call to discuss its first quarter results at 11:00 am ET on Monday November 14, 2011. The dial-in numbers for the conference call are 1 (866) 383-8003 (domestic) or 1 (617) 597-5330 (International), and enter the passcode (32926197). A live, listen-only Webcast of the conference call will be available to all investors in the Investor Relations section of the Company's [Web site](#).

## Forward-looking Statement

This press release contains forward-looking statements about the expectations, beliefs, plans, intentions, and strategies of Rand Worldwide, Inc. There are a number of important factors that could cause actual results to differ materially from those anticipated by any forward-looking information. Statements that are not historical in nature, including those that include the words “goal,” “expect,” “anticipate,” “estimate,” “should,” “believe,” “intend,” and similar expressions, are based on current expectations, estimates and projections about, among other things, the industry and the markets in which Rand Worldwide operates, and they are not guarantees of future performance. Whether actual results will conform to expectations and predictions is subject to known and unknown risks and uncertainties, including risks and uncertainties discussed in this report; general economic, market, or business conditions; changes in interest rates, and demand for our products and services; changes in our competitive position or competitive actions by other companies; the ability to manage growth; changes in laws or regulations or policies of federal and state regulators and agencies; and other circumstances beyond our control. Consequently, all of the forward-looking statements made in this document are qualified by these cautionary statements, and there can be no assurance that the actual results anticipated will be realized, or, if substantially realized, will have the expected consequences on our business or operations.

*(Tables Below)*

## Rand Worldwide, Inc.

### Summary Consolidated Financial Data

	Three Months Ended September 30,	
	2011	2010
Revenues-		
Product sales	\$13,277,000	\$9,328,000
Service revenue	4,802,000	4,495,000
Commission revenue	3,865,000	2,999,000
Total revenues	<u>21,944,000</u>	<u>16,822,000</u>
Cost of revenues-		
Cost of product sales	9,302,000	6,363,000
Cost of service revenue	3,132,000	3,256,000
Total cost of revenues	<u>12,434,000</u>	<u>9,619,000</u>
Gross margin	\$9,510,000	\$7,203,000
Operating income (loss)	596,000	(1,794,000)
Net income (loss)	402,000	(2,171,000)
Earnings (loss) per share:		
Basic	<u>\$ 0.01</u>	<u>\$ (0.06)</u>
Diluted	<u>\$ 0.01</u>	<u>\$ (0.06)</u>

Weighted average common shares outstanding:

Basic	51,921,676	42,701,339
Diluted	52,138,108	42,701,339
	<b>September 30,</b>	<b>June 30,</b>
	<b>2011</b>	<b>2011</b>
Current assets	\$19,744,000	\$24,704,000
Long term assets	23,498,000	23,872,000
Total assets	\$43,242,000	\$48,576,000
Current liabilities	\$18,797,000	\$24,186,000
Long term liabilities	1,713,000	1,718,000
Total stockholders' equity	22,732,000	22,672,000
Total liabilities and stockholders' equity	\$43,242,000	\$48,576,000

**Rand Worldwide, Inc.**  
**Reconciliation of non-GAAP financial measure**

	<b>Three Months Ended</b>	
	<b>9/30/2011</b>	<b>9/30/2010</b>
GAAP net income (loss)	\$ 402,000	\$ (2,171,000)
Provision for income taxes	52,000	62,000
Income (loss) before income taxes	454,000	(2,109,000)
Net interest expense	142,000	315,000
Depreciation and amortization	396,000	382,000
EBITDA	\$ 992,000	\$ (1,412,000)

Note 1 - Management uses EBITDA, a non-GAAP measure, to evaluate the Company's operating performance and compare the Company's current results with those for prior periods, but cautions that they should not be considered as a substitute for disclosures made in accordance with GAAP

**About Rand Worldwide**

Rand Worldwide is one of the world's leading professional services and technology companies for the engineering community, targeting organizations in the building, infrastructure, and manufacturing industries. The company advances the way organizations design, develop, and manage building, infrastructure, and manufacturing projects. *Fortune 500* and *Engineering News Record's* Top 100 companies work with Rand Worldwide to gain a competitive advantage through technology consulting, implementation, training, and support services. One of the world's largest integrators of Autodesk

software, the company also provides data archiving based upon solutions from Autonomy, facilities management software from ARCHIBUS, CAD and PLM courseware through their ASCENT division and provides training and support solutions on Dassault Systèmes and PTC products. For more information, visit [rand.com](http://rand.com)

## **Media Contact**

### **Rand Worldwide Company Contact**

Chantale Marchand

Rand Worldwide

Phone +1 (508) 663-1411

[cmarchand@rand.com](mailto:cmarchand@rand.com)

*Any and all trademarks making reference to or related to Rand Worldwide, IMAGINIT, ASCENT, ProductivityNOW, or Rand Secure Archive are registered and/or owned by Rand Worldwide, Inc., and/or its subsidiaries, affiliates, and/or other legal holders under the Rand Worldwide, Inc. name.*

###