

**Mphasis' Revenues Grew 4.1% to Rs. 1,367 Crores in Q1 FY2012
Net Profit increases by 1%**

Sustained momentum in Direct Business delivers 14.4% QoQ growth

Mphasis also announced the appointment of non-executive directors nominated by HP

Bangalore, 01 March 2012

Mphasis, a leading IT Services Company, today announced its financial results for the first quarter ended 31 January 2012.

Consolidated revenues for the first quarter ended 31 January 2012 were at ₹ 1,367 crores, an increase of 4.1% compared to ₹ 1,314 crores in the preceding quarter. Revenues were driven by strong above industry growth in the Direct Business which grew 14.4% sequentially and saw 17 client additions during the quarter. The HP/Direct channel mix shifted from 62:38 (Q4 FY2011) to 58:42 (Q1 FY2012). Operating margin for Q1 was at 15%, higher by 30 basis points compared to the sequentially preceding quarter. Operating and net profit for the quarter ended 31 January 2012 were at ₹ 205 crores (up 6.3% QoQ) and ₹ 185 crores (up 1% QoQ) respectively. EPS for the quarter was ₹ 8.80 up from ₹ 8.71 in the previous quarter

Cash and cash equivalents increased by ₹ 116 crores during the quarter to reach ₹ 2,182 crores. Mphasis added 28 clients during the quarter with the Emerging Industries vertical seeing 17 new client additions.

"At the Nasscom Leadership summit 2012, theme of hyperspecialization and emerging markets was very evident; this was the transformation journey that we embarked on 15 months ago. Our Q1 results reflect our strategic thrust of growing direct business and business from emerging market. Our hyperspecialization journey is focused on enhancing quality of revenue through new platform based business model that leverages application service, business process outsourcing and platform strength." said **Ganesh Ayyar, Chief Executive Officer, Mphasis**

Mphasis also announced appointment of two non-executive directors nominated by Hewlett Packard.

Antonio F. Neri, Senior Vice President and General Manager, HP Technology Services

Antonio Neri, is responsible for leading worldwide HP Technology Services, a \$10.5B business segment of Hewlett Packard's Enterprise, Servers, Storage and Network (ESSN) division. HP Technology Services is an organization of 42,000 employees globally. In his management career at HP, Neri has established new services delivery capabilities in Europe, the Middle East and Africa and in the Americas, in support of both Imaging and Printing and Personal Computing products.

Ravichandran V, Vice President Global Business Services (GBS), Hewlett Packard

In his current role Ravi is responsible for developing HP's shared services strategy and its global operating model. His current scope of functions includes managing a multi-function shared service covering finance and accounting, human resources, supply chain, order management (product and services), marketing and communications. Prior to this he was the Head of GBS India.

Press Release



About Mphasis

Mphasis is a \$1 billion global service provider, delivering technology based solutions to clients across the world. With currently over 38,000 employees, Mphasis services clients in Banking and Capital Markets, Insurance, Manufacturing, Communications, Media & Entertainment, Healthcare & Life Sciences, Transportation & Logistics, Retail & Consumer Packaged Goods, Energy & Utilities and Governments around the world. Our competency lies in our ability to offer integrated service offerings in Applications, Infrastructure Services and Business Process Outsourcing capabilities. We are uniquely positioned to offer our clients the highest level of expertise and competitive costs. To know more about Mphasis, log on to www.mphasis.com.

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