Won deals worth USD 189 million TCV in Direct International in Q3



**Bengaluru, 06 February 2020:** <u>Mphasis</u> Limited (*BSE - 526299; NSE - MPHASIS*), an Information Technology (IT) solutions provider specializing in cloud and cognitive services, today announced its financial results for the quarter ended 31<sup>st</sup> December 2019.

## Highlights of performance for the Quarter ended 31<sup>st</sup> December 2019

- Gross Revenue grew 5.7% QoQ and 13.3% YoY on a reported basis; On constant currency basis, growth was 4.0%
  QoQ and 12.6% YoY
- Direct Core revenue grew 6.3% QoQ and 15.6% YoY on a reported basis; On constant currency basis, growth was 4.5% QoQ and 14.7% YoY
- DXC/HP revenue grew 1.9% QoQ and 3.6% YoY on a reported basis; On constant currency basis, growth was 0.1% QoQ and 3.2% YoY
- New deal wins of USD 189 million in Direct International business; 87% deal wins in New-Gen Services
- Net profit grew 7.4% QoQ
- EPS grew 7.4% QoQ and 9.4% YoY to INR 15.8.

"We are pleased with the results and continue to be enthusiastic about the health of our pipeline. We are focused on consistent performance while continuing to keep our clients' transformation needs at the center of our strategy and execution," said **Nitin Rakesh**, **Chief Executive Officer and Executive Director**, **Mphasis**.

## **Analyst Positioning:**

- Recognized as Major Contender in Everest's Life & Annuities Insurance Application and Digital Services Peak Matrix 2020
- Wins prestigious 2019 ISG Paragon Awards<sup>™</sup> Americas creating the impact of a client/service provider(s) relationship on a community
- Recognized as 'Disruptor' in Avasant's Airlines and Airports Digital Services 2019, Radarview Report Recognized as Disruptor in Avasant's Healthcare Digital Services Radarview 2019 report
- HFS Research Recognizes Mphasis as 'The IT Industry's Hidden Gem'.

## About Mphasis

<u>Mphasis</u> (BSE: 526299; NSE: MPHASIS) applies next-generation technology to help enterprises transform businesses globally. Customer centricity is foundational to Mphasis and is reflected in the Mphasis' <u>Front2Back</u><sup>m</sup> Transformation approach. Front2Back<sup>m</sup> uses the exponential power of cloud and cognitive to provide hyper-personalized (C=X2C<sup>2</sup> <sub>TM</sub>=1) digital experience to clients and their end customers. Mphasis' Service Transformation approach helps 'shrink the core' through the application of digital technologies across legacy environments within an enterprise, enabling businesses to stay ahead in a changing world. Mphasis' core reference architectures and tools, speed and innovation with domain expertise and specialization are key to building strong relations hips with marquee clients. Click <u>here</u> to know more.

## Safe Harbor:

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in our earnings, revenue and profits, our ability to generate and manage growth, intense competition in IT services, wage increases in India, our ability to attract and retain highly skilled professionals, our ability to manage our international operations, reduced demand for technology in our key focus areas, withdrawal of fiscal governmental incentives, political instability, war, legal restrictions on raising capital or acquiring companies, and general economic conditions affecting our business and industry. We may, from time to time, make additional written and oral forward-looking statements. We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.

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