

### **Mphasis' Revenues at ₹1,355 Crores in Q3 FY 2012**

**Direct business grows by 12.6% QoQ  
Operational Performance helps margin expansion by 50 bps in Q3  
Net profit for the quarter up 10.2% QoQ at ₹209 Crores**

**Bangalore, 29 August 2012:** Mphasis, leading IT Services Company, today announced its financial results for the third quarter ended 31 July 2012.

Consolidated revenues for the third quarter ended 31 July 2012 was at ₹1,355 crores, an increase of 2% compared to ₹1,329 crores in the preceding quarter.

Operating profits increased by 4.7% sequentially to ₹226 crores. EBIT margins expanded 50 bps in Q3 FY12 to 16.7% despite wage increments and promotions this quarter. Net profit for the quarter stood at ₹209 crores, up 10.2% sequentially. Continued focus on cost, productivity, quality of revenues and reduction in the effective tax rate has led to an improvement of 110 bps in profitability this quarter to 15.4%. EPS for the quarter stood at ₹9.94.

Direct business revenues grew by 48.3% on a YoY basis and 12.6% sequentially to ₹633 crores. The Direct vs. HP business mix shifted from 33:67 in Q3 FY11 and 42:58 in Q2 FY12 to 45:55 in Q3 FY12 further mitigating client concentration risk. The Direct business saw an addition of 20 new logos out of the 24 additions made this quarter.

Cash and cash equivalents increased by ₹237 crores during the quarter to reach ₹2,575 crores or ₹122.6 per share.

*"Sustained focus on building our Direct business is yielding results. We will continue our strategy of Hyper-specialization and investment in go-to-market."* **said Ganesh Ayyar, Chief Executive Officer, Mphasis.**

#### **About Mphasis**

Mphasis is a \$1 billion global service provider, delivering technology based solutions to clients across the world. With currently over 37,000 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](http://www.mphasis.com).

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