

### **Mphasis' consolidated revenue for Q3 up 9.6% QoQ to ₹ 1,540 cr**

#### ***Direct business revenue grows by 18.3% QoQ to ₹ 917 cr***

**Bangalore, 29 August 2013:** Mphasis, India's sixth largest IT services firm, today announced audited financial results for the third quarter ended 31 July 2013. Consolidated revenues for the third quarter was ₹ 1,540 crore, up by 9.6% QoQ. Net Profit stood at ₹193 crore up 9.1% QoQ.

#### **Financial highlights for the Quarter**

- Share of Direct business grew from 54% to 59% further mitigating risk of client concentration
- 16 clients were added in the quarter with 10 in the Direct channel
- Net profit for the quarter grew 9.1% QoQ to ₹193 crore despite a 160 bps increase in effective tax rates to 26.7%
- Operating margins for the quarter expanded 110 bps to 15.8% despite the impact of wage hikes that were administered during the quarter
- Cash and cash equivalents increased by ₹348 crore during the quarter to reach ₹ 2,688 crore
- EPS for the quarter stood at ₹9.2 as against ₹8.4 in Q2

**Ganesh Ayyar, Chief Executive Officer, Mphasis said** "Our Direct business growth is a reflection of our strategy in action. Our investment in Data, Analytics and Mobility is experiencing growing demand."

#### **Business highlights for the Quarter**

- Digital Risk continues to witness strong traction as the large deal win of \$102 million in the last quarter ramps up
- Mphasis renewed multiple business contracts with existing customers – one of them being Zurich Insurance Group\*
- Mphasis was certified at level 3 of the People capability Maturity Model
- Mphasis Joined PegaSystems Alliance Program to deliver Integrated Business Process Management Solutions

## Press Release



### Awards and Recognitions

- Mphasis won the Disability Matters Award 2013 in the Marketplace category organised by Springboard Consulting LLC
- Mphasis awarded Best eLearning Adopter & Best Front Line Manager Training by World HRD Congress
- Mphasis recognized for Technology and Operational Support in the Latest Wealth Management Outsourcing Report by Celent
- Mphasis recognized by Everest Group's PEAK Matrix recognizes as a Major Contender in Life Sciences Application Outsourcing
- Mphasis CEO Ganesh Ayyar was awarded the prestigious 'THOUGHT LEADER' by Stars of the Industry.

### About Mphasis

Mphasis is a \$1 billion global service provider, delivering technology based solutions to clients across the world. Mphasis services clients in Banking & 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. To know more about Mphasis, log on to [www.mphasis.com](http://www.mphasis.com).

\*Zurich Financial Services (UKISA) Limited and Zurich Insurance plc are members of a group of companies, of which the ultimate parent company is Zurich Insurance Group Ltd, a company registered in Switzerland (number CH-023.3.020.5108).

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