

### **Mphasis' Revenues Grow 1.2% to Rs. 5,098 Crore in FY 2011**

#### **Q4 FY11 Performance Driven by 18.9% Q-on-Q Growth in Direct Channel**

#### **Board Recommends Dividend of Rs. 6.50 Per Share**

**Bangalore, 30 November 2011**

Mphasis, a leading IT Services Company, today announced its financial results for the fourth quarter and financial year ended 31 October 2011.

Consolidated revenues for the fourth quarter ended 31 October 2011 were at ₹ 1,314 crore, an increase of 1.6% compared to ₹ 1,294 crore in the third quarter. Revenues were driven by 18.9% growth in the Direct Channel that saw 17 client additions, reflecting the initial upsides of various initiatives implemented over the last year. Operating margin for the fourth quarter was 14.7%, higher by 230 basis points compared to the sequentially preceding quarter after adjusting for extraordinary items. Operating and net profit for the quarter ended 31 October 2011 were at ₹ 193 crore and ₹ 183 crore respectively. EPS for the quarter was ₹ 8.71.

Consolidated revenues for FY 2011 were ₹ 5,098 crore, an increase of 1.2% compared to ₹ 5,037 crore last year. Operating and net profit for the year ended 31 October 2011 were at ₹ 829 crore and ₹ 822 crore respectively. EPS for the year was ₹ 39.14. Mphasis' Board of Directors has recommended a dividend of Rs. 6.50 per share for the year to shareholders.

Cash and cash equivalents increased by ₹ 37 crore during the quarter to reach ₹ 2,066 crore. During the fourth quarter, the acquisition of Wyde Corporation was consummated resulting in cash utilization of ₹ 418 crore.

Mphasis added 25 clients during the quarter. Six clients in the company's focus verticals of Banking and Capital Markets and Insurance. 13 clients were added in the Emerging Industries vertical. These industries have been incubated within the organization over the last year. In addition, the acquisition of Wyde saw another 25 client relationships transitioning into Mphasis.

*"Even as the global outlook has turned increasingly volatile in recent months, we have remained focused on deepening our engagements and delivering greater customer value. While our strong domain presence is resulting in growth within Banking/Financial Services and Insurance, we are now seeing good success in the Infrastructure business, especially in India."* said Ganesh Ayyar, Chief Executive Officer, Mphasis.

## Press Release



### **About Mphasis**

Mphasis is a \$1 billion global service provider, delivering technology based solutions to clients across the world. With currently over 40,000 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)

### **For further information please contact:**

Deepa Nagraj

Mphasis Corporate Communications

Mobile: +91 9845256283

Email: [Deepa.Nagaraj@mphasis.com](mailto:Deepa.Nagaraj@mphasis.com)