

### **Mphasis' Revenues at ₹ 5,357 Crore in FY2012**

**Net Revenues for FY12 at ₹5,357 Crore a 5.1% growth over previous year**

**Board recommends FY12 dividend of ₹17 per share**

**Bangalore, 05 December 2012:** Mphasis, a leading Indian IT Services Company, today announced its financial results for the fourth quarter and year ended 31<sup>st</sup> October 2012.

Consolidated revenues for the year 2012 were at ₹5,357 crore, as compared to ₹5,098 crore last year which is a 5.1% growth. Gross profits at ₹1,378 crore saw an improvement of 9.8% this year as compared to the last year of ₹1,255 crore. Operating profits for FY12 is at ₹ 877 crore higher by 5.7% compared to ₹ 829 crore of previous year. Efforts towards cost rationalization continue to be made, resulting in incremental margin improvement in the last four consecutive quarters.

Direct business revenues grew in FY 12 by 38% to ₹ 2,391 crore from ₹1,733 crore of FY11. The Direct vs. HP business mix which stood at 38:62 at the end of last year shifted to 46:54 in this financial year. The Direct business saw a healthy addition of 65 new logos out of the 92 additions during the year.

Cash and cash equivalents increased by ₹ 874 crore during the year to ₹ 2,940 crore or ₹ 140 per equity share.

The Board has recommended a significant increase in the dividend payout from ₹ 6.50 per share in FY11 to ₹ 17.00 per share in FY12.

Consolidated revenues for Q4 FY12 were at ₹1,306 crore, as compared to ₹1,355 crore in Q3 FY12 which is a 3.6% decline. Gross profits at ₹359 crore saw an improvement of 0.7% this quarter as compared to ₹356 crore in the previous quarter. Operating profits for Q4 FY12 is at ₹ 229 crore, higher by 1.5% compared to ₹ 226 crore in Q3 FY12. DSO improved by four days to 81 days as compared to 85 days in the preceding quarter.

*"Our focus on driving operational excellence has resulted in incremental margin expansion in each quarter this year. Mphasis is committed to creating shareholder value, and the Board's approval of the increased dividend payout reflects our confidence that the successful execution of our strategic plan will continue to generate strong cash flows, enabling us to strike a balance between investing in the business and regularly returning cash to our shareholders."* **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 36,000 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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