

Mphasis' consolidated revenue for FY 2013 up 8.2% YoY to ₹ 5,796 crore **Direct business revenue grows by 38% YoY to ₹ 3,299 crore**

Bangalore, 05 December 2013: Mphasis, India's sixth largest IT services firm, today announced audited financial results the fourth quarter and year ended 31st October 2013. Consolidated revenues for the year were at ₹ 5,796 crore, as compared to ₹ 5,357 crore last year representing a growth of 8.2%.

Business Highlights

- The Direct business which was 46% shifted to 60% at the end of this financial year significantly reducing client concentration risk
- Direct business which was ₹ 1,418 Crore in FY 2010 has grown to ₹ 3,299 Crore in FY 2013 representing a growth of 133%;
- Mphasis on track with its strategy of growing Direct business in Mature Markets
- Mature Markets within the Direct business has grown 63% in FY 2013 and 162% since FY 2010
- Go-to-Market transformation showing results:
 - In Q4 FY 2013, eleven out of the top twelve accounts have shown QoQ growth
 - In the last 2 quarters, Large deals initiative has resulted in significant wins totaling to \$250 Million TCV

Financial Highlights **FY 2013**

- Consolidated revenues for FY 2013 were at ₹ 5,796 crore, as compared to ₹ 5,357 crore last year representing a growth of 8.2%.
- Direct business revenues grew by 38% in FY 2013 to ₹ 3,299 crore from ₹ 2,391 crore in FY 2012
- 42 new logos out of the 76 additions during the year from the Direct business
- Gross profits at ₹ 1,457 crore saw an improvement of 5.7% this year as compared to the last year of ₹ 1,378 crore
- Operating profits for FY 2013 is higher by 1.6% at ₹ 889 crore compared to ₹ 875 crore of previous year
- Cash generated from operations during the year is at ₹ 756 crore. Cash and cash equivalents at the end of the year were at ₹ 2,488 crore. The cash balance translates to ₹ 118 for each equity share of Mphasis
- In line with its continued commitment to shareholders, the Board has recommended a dividend of ₹ 17 per share in FY 2013 amounting to payout of 56% of the total profits for the year including dividend distribution tax.

Press Release



Q4 FY 2013

- Consolidated revenues for Q4 FY13 increased by 3.5% QoQ to ₹ 1,594 crore
- Direct business revenues grew by 7.7% in Q4 FY13 to ₹ 987 crore from ₹ 917 crore in Q3 FY13
- 8 new logos out of the 17 additions during the quarter were from the Direct business;
- Won significant large deals with TCV of \$ 115 M.
- Gross profits at ₹ 402 crore saw an improvement of 2.6% this quarter
- Operating profits for Q4 FY13 were flat sequentially at ₹ 244 crore
- Cash accretion from operations during the quarter is at ₹ 207 crore.

"Mphasis Direct Business has more than doubled in the last three years. Our Direct business in the mature markets has seen a growth of 63% in the last one year. Our named account strategy, niche portfolio and highly talented workforce are behind this transformational result. We will stay focused with greater level of specialization, automation and innovation thereby generating greater value to customers." **said Ganesh Ayyar, Chief Executive Officer, Mphasis.**

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.

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