

Investor Presentation

November 2010

Billion and Beyond

\$1,000,000,000



Safe Harbor

Information and discussions contained in this presentation are not intended to be “forward looking” and should not be construed as such

Outline

- 1 An overview
- 2 Our past performance
- 3 Strategic imperatives
- 4 Strategic choices
 - Focus countries
 - Focus verticals
 - Service segments
 - M&A
 - Talent and structure
- 5 Conclusion

An overview of MphasiS

- FY 2010 Revenues: INR 50,365 million (USD 1.10 billion)
 - FY 2010 Net Income: INR 10,908 million (USD 0.24 billion)
 - Market Cap*: INR 127,256 million (USD 2.79 billion)
 - Headcount**: 39,962
 - Global Presence: 40 sales and delivery centers spread across 13 countries
- Delivery Centers in:
India, US, China, Sri Lanka and Poland

Our Vision is to be the best business partner globally and consistently deliver value to all our stakeholders

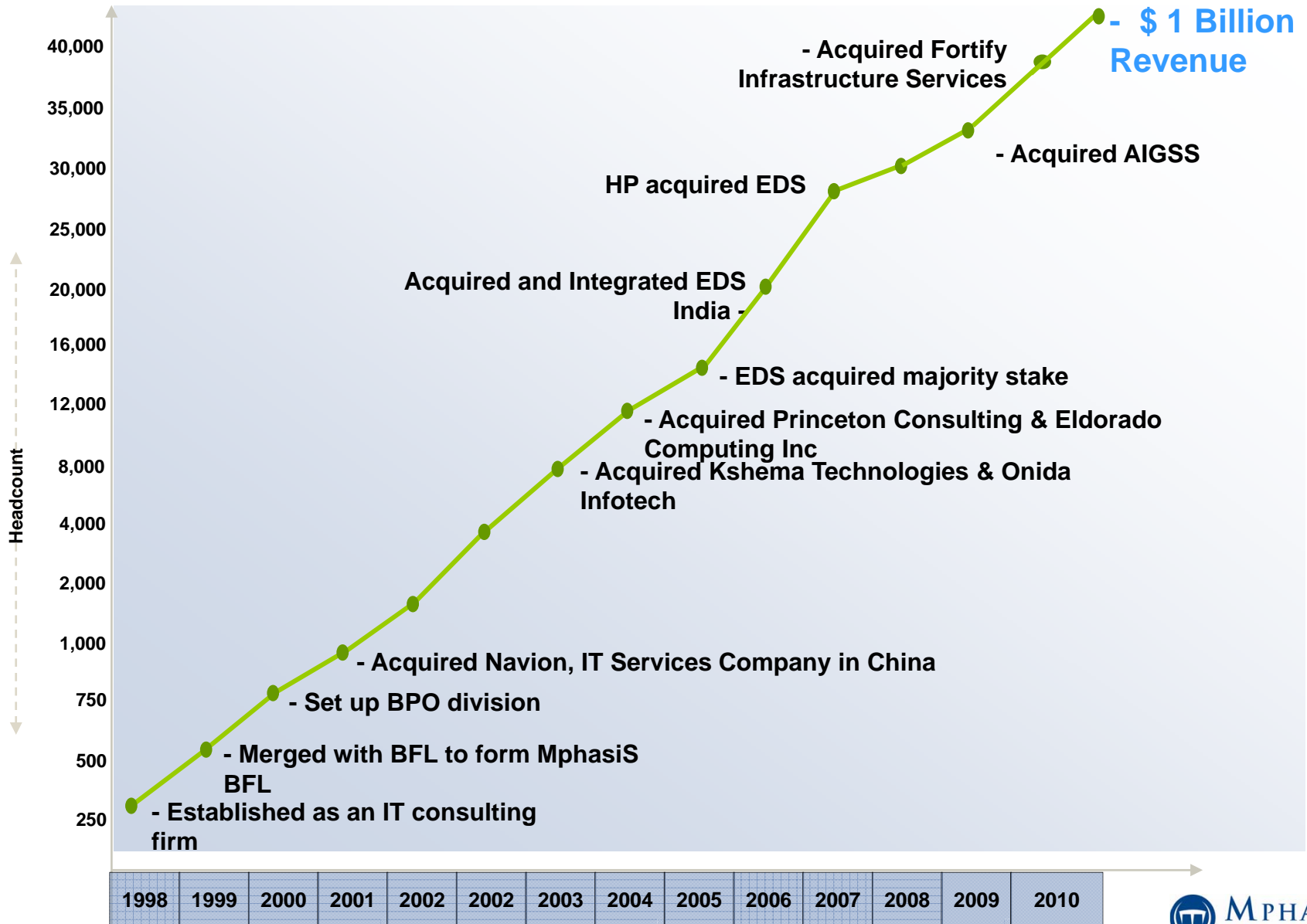
*Based on Nov 24, 2010 closing share price

** As on Oct 31, 2010 and including contract employees

3 December 2010



Our growth story



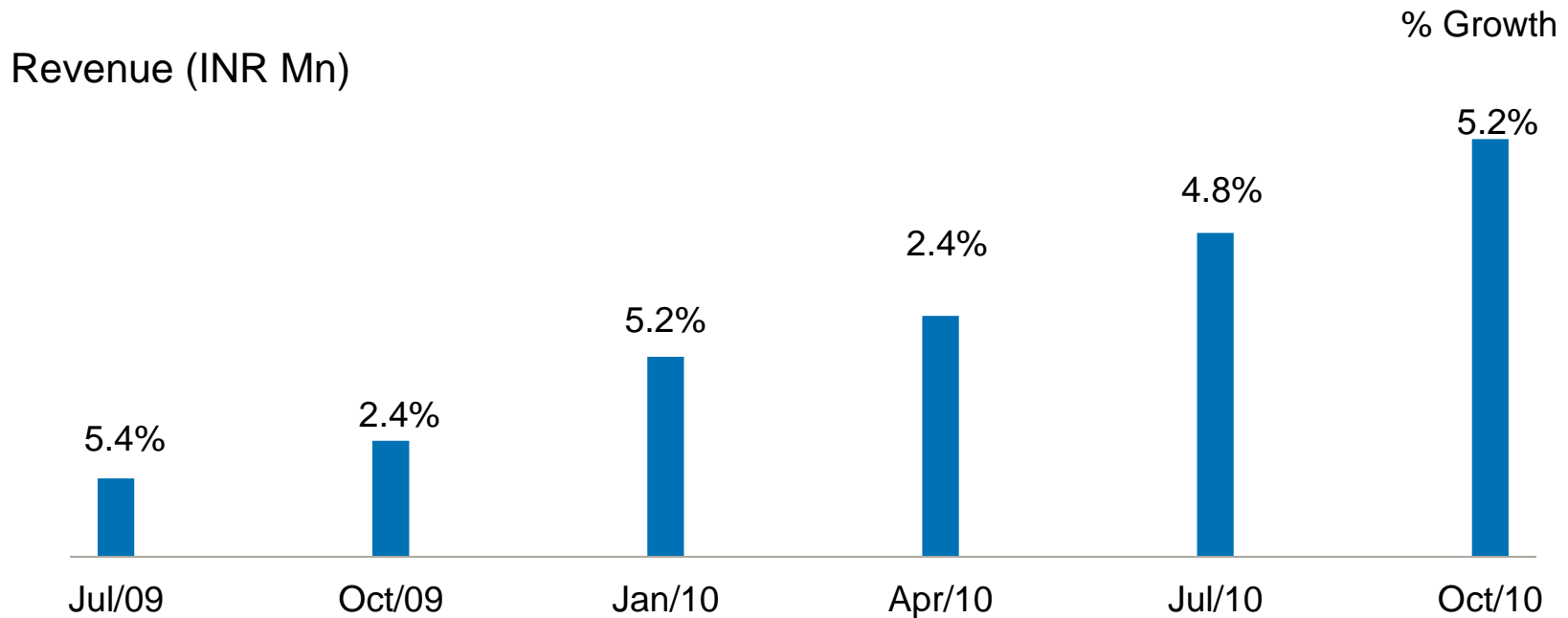
3 December 2010



Outline

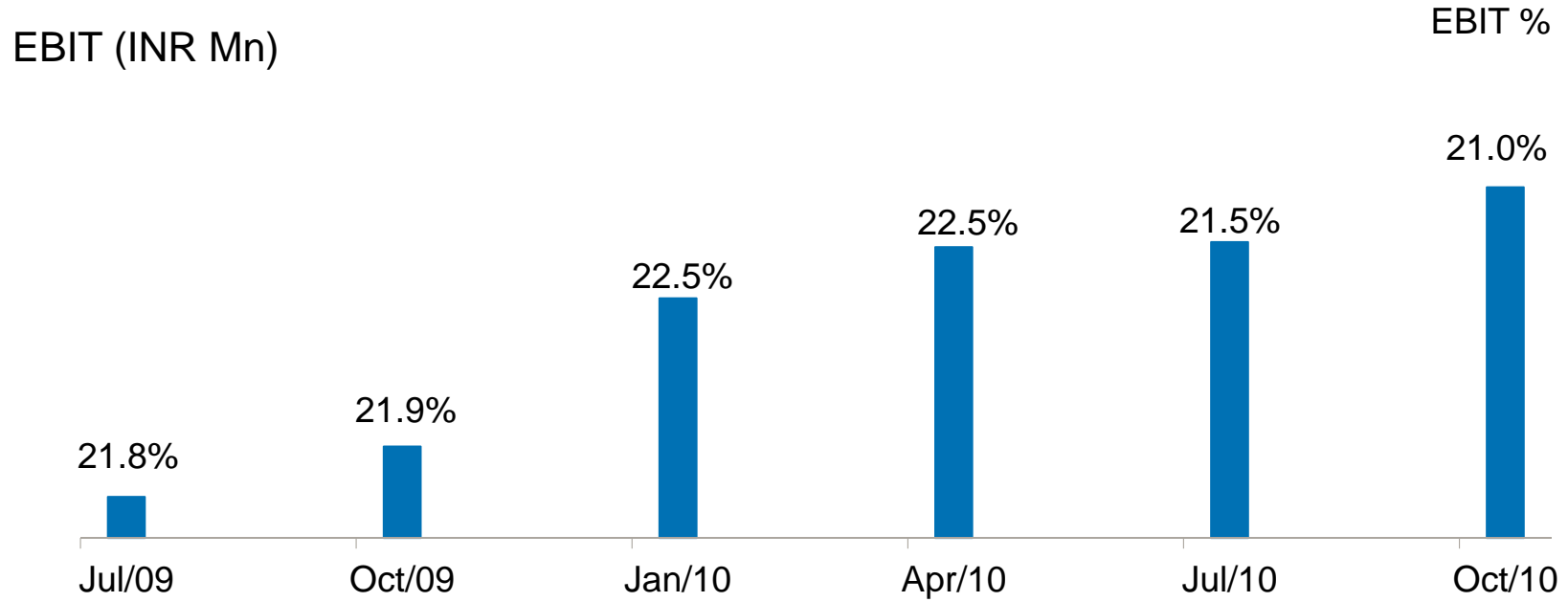
- 1 An overview
- 2 Our past performance**
- 3 Strategic imperatives
- 4 Strategic choices
 - Focus countries
 - Focus verticals
 - Service segments
 - M&A
 - Talent and structure
- 5 Conclusion

Consistent revenue growth



Quarter Ended	Jul-09	Oct-09	Jan-10	Apr-10	Jul-10	Oct-10
Revenue (INR Mn)	11,056	11,322	11,916	12,205	12,791	13,454
Revenue (USD Mn)	232	236	257	271	276	296

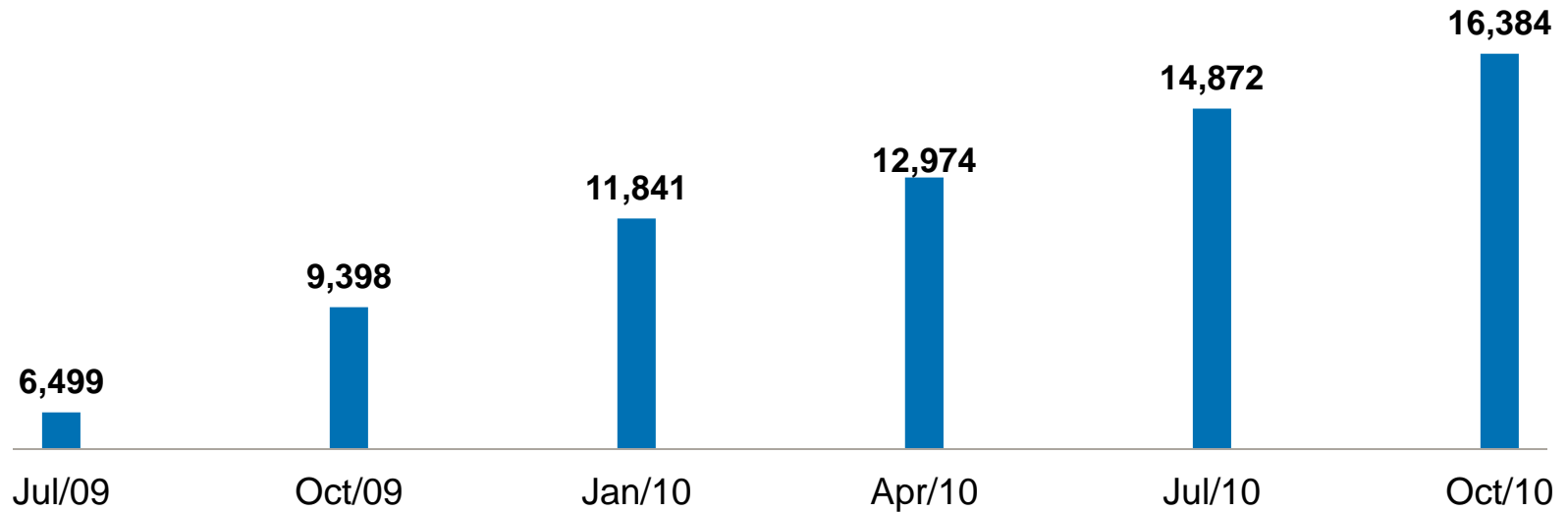
Sustained profitability



Quarter Ended	Jul-09	Oct-09	Jan-10	Apr-10	Jul-10	Oct-10
EBIT (INR Mn)	2,406	2,475	2,678	2,748	2,755	2,830
EBIT (USD Mn)	51	52	58	61	59	62

Sustained cash accretion

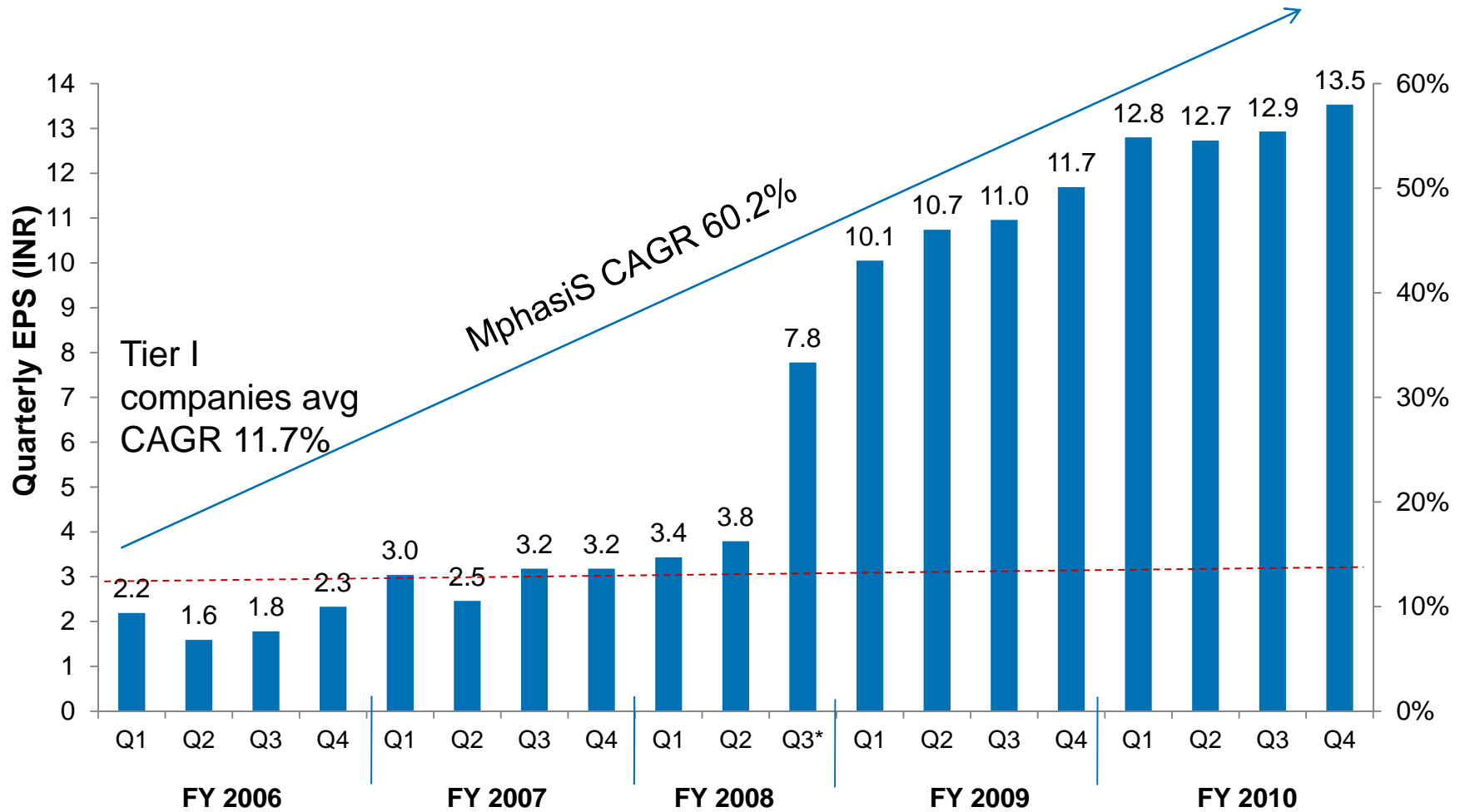
Cash Balance* (INR Mn)



Quarter Ended	Jul-09	Oct-09	Jan-10	Apr-10	Jul-10	Oct-10
Cash Bal (INR Mn)	6,499	9,398	11,841	12,974	14,872	16,384
Cash Bal (USD Mn)	136	200	256	292	321	369

*Includes investment in mutual funds

Consistent EPS growth

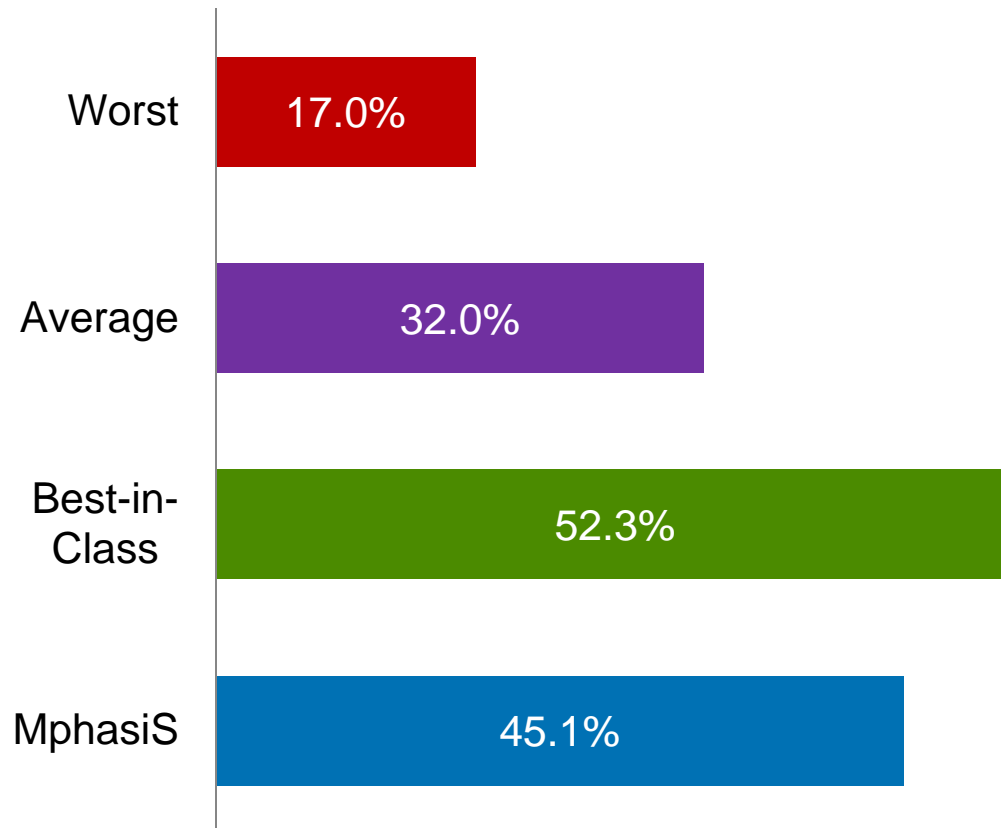


* Q3 FY 2008 represents 4 month period quarterised



Delivered above average TSR

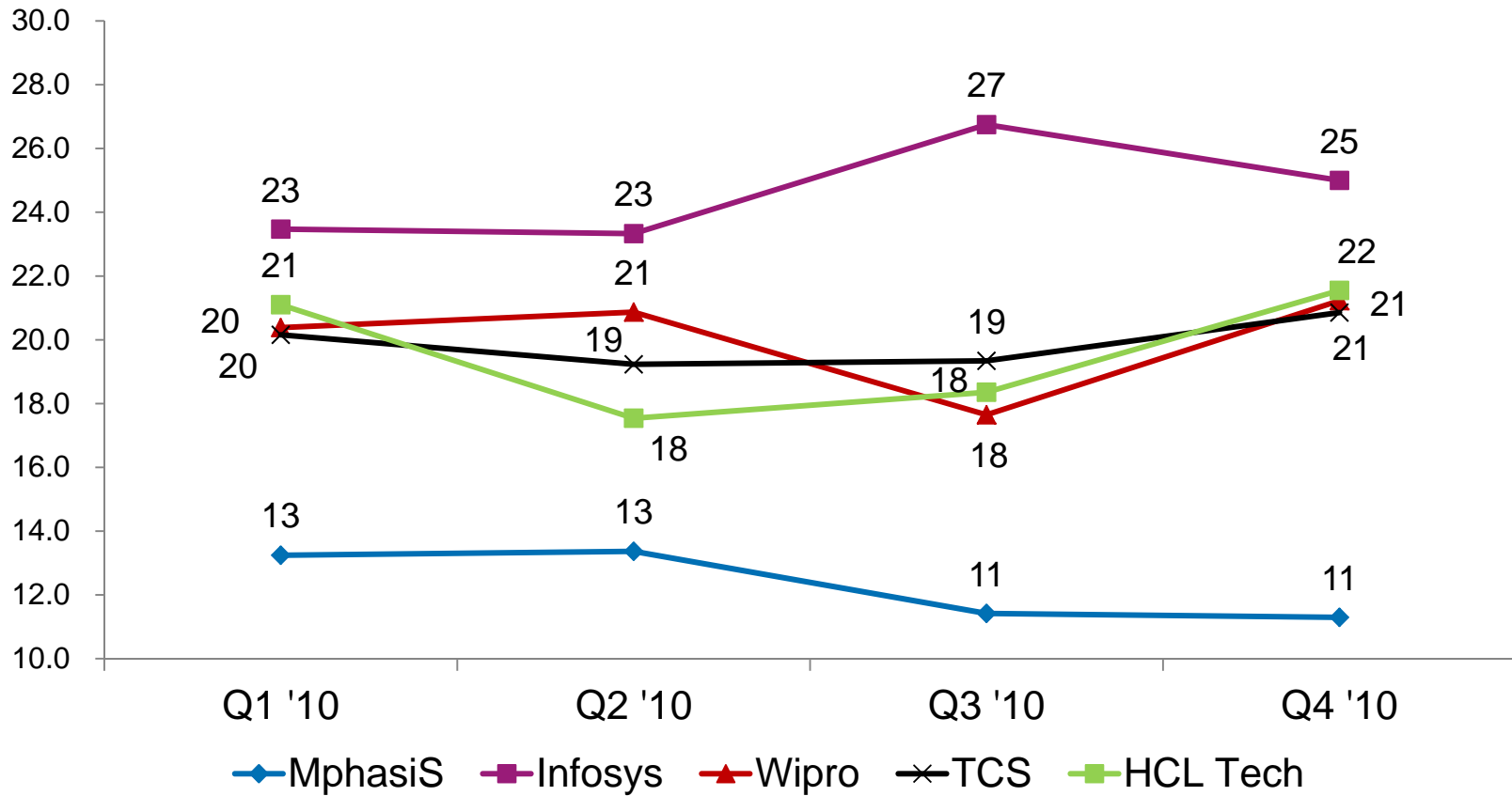
TSR – Short Term (April 2008 – October 2010): Comparison with Strategic Peer Group*



*Strategic Peer Group includes TCS, Infosys, Wipro and HCL



PE – Mphasis vs Strategic Peers

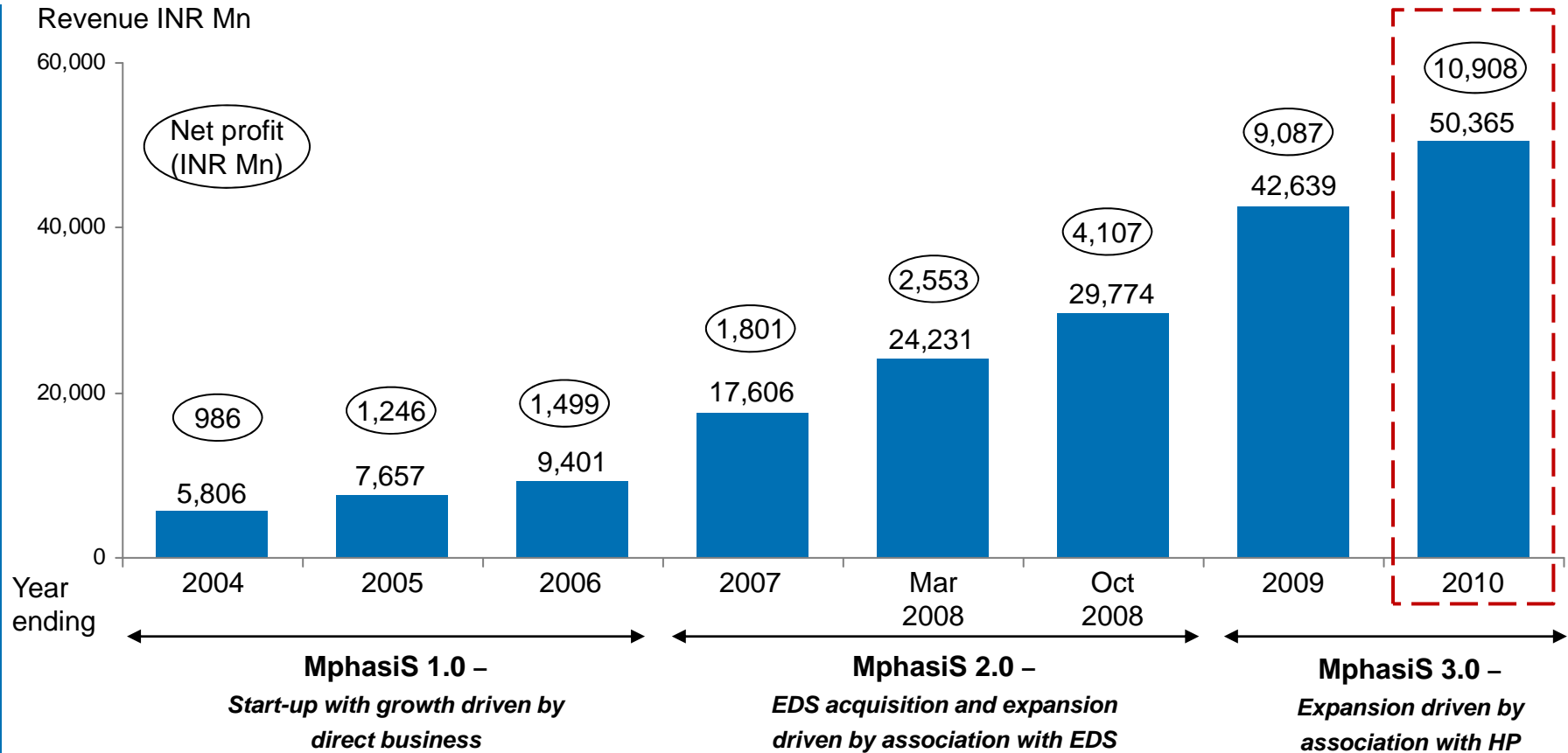


What's Next ?

Outline

- 1 An overview
- 2 Our past performance
- 3 Strategic imperatives**
- 4 Strategic choices
 - Focus countries
 - Focus verticals
 - Service segments
 - M&A
 - Talent and structure
- 5 Conclusion

We have crossed \$ 1 Billion in revenues and have undergone multiple transformations during the journey



...Now at an inflection point, we are preparing for the next phase of growth

*Financial year reporting changed in 2008 hence annualised the revenues for the period April 2008 to October 2008
3 December 2010

Strategic imperatives

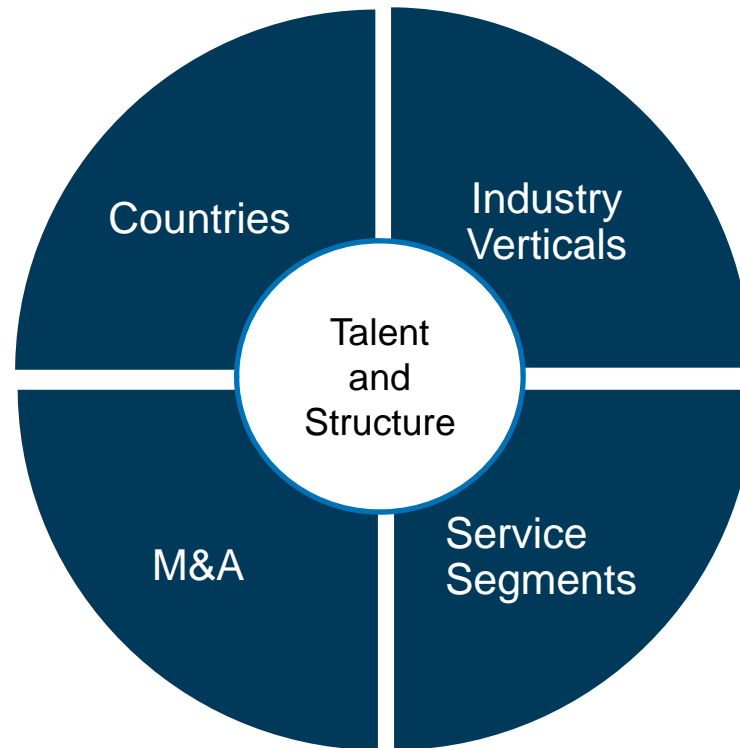
- Achieve a well balanced growth between Direct and HP business
- Differentiated approach for emerging and developed countries
- Create a differentiated value proposition for focus verticals
- Incubate new businesses

Objective – Opportunities of a large company with the soul and smile of a small company

Outline

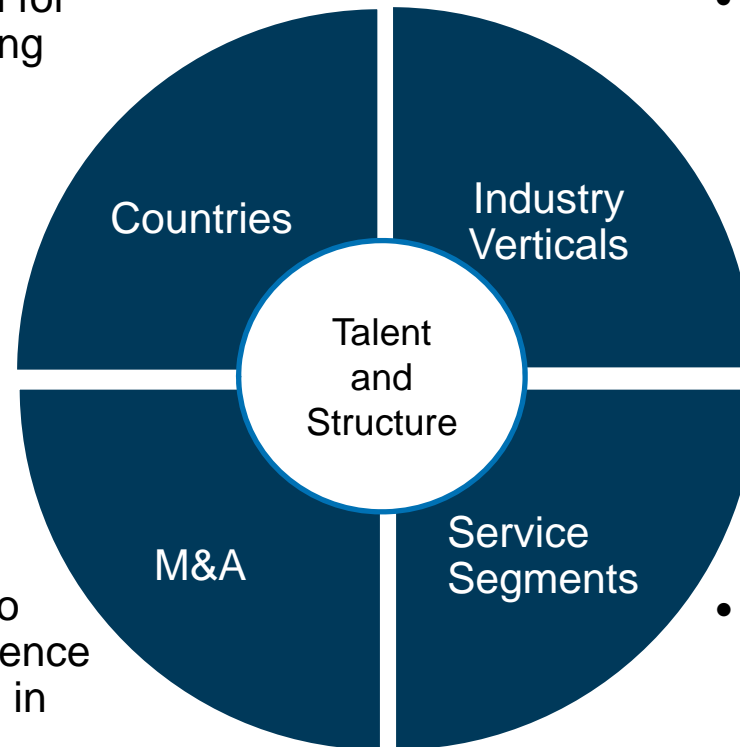
- 1 An overview
- 2 Our past performance
- 3 Strategic imperatives
- 4 Strategic choices
 - Focus countries
 - Focus verticals
 - Service segments
 - M&A
 - Talent and structure
- 5 Conclusion

Strategic Choices



In summary – Our strategy for the next Billion and Beyond

- Differentiated approach for Developed and Emerging countries



- Deep vertical expertise in chosen areas to create tailored/ differentiated solutions

- Strategic investments to accelerate market presence and leadership position in chosen verticals

- Focus on incubating new business ideas into sizable businesses

Fuelled by a structure that supports the strategy execution and accountability

Key Points

- Consistent performance
- Proactive action to transform ourselves for the next phase of growth
- Strategy is differentiated – narrowing our focus to chosen areas so that we can compete better
- Build an organization that is better aligned to customers and empowers our employees

Thank You

For any queries please contact
investor.relations@mphasis.com

Billion and Beyond

\$1,000,000,000

