

Press Release

Mphasis Consolidated Results for the Quarter ended 31 July 2011

Q3 FY11 Revenue ₹ 1,294 crores, up by 2.9% (Sequential growth)

Bangalore, 24 August 2011

Mphasis, a leading IT Services Company, today announced its financial results for the third quarter ended 31 July 2011. Consolidated revenue for the quarter ended 31 July 2011 was ₹ 1,294 crores (\$ 290 million), an increase of 2.9% compared to ₹ 1,257 crores (\$ 282 million) in the previous quarter. In dollar terms also the increase in revenue was 2.9%. Operating and net margins for the quarter ended 31 July 2011 were 16.0% and 15.1% respectively. EPS for the quarter was ₹ 9.28.

Mphasis' consolidated revenues grew by 1.1% to ₹ 1,294 crores for the quarter ended 31 July 2011 from ₹ 1,279 crores for the corresponding quarter in the previous year. In dollar terms revenues grew by 5.1% from \$ 276 million to \$ 290 million. Operating profit was at ₹ 208 crores (\$ 47 million) compared to ₹ 276 crores (\$ 59 million) reported for the same period a year ago.

Cash and cash equivalents increased by ₹ 165 crores during the quarter to reach ₹ 2,029 crores (\$ 459 million).

27 clients were added during the quarter with 18 of them being in the direct channel.

"Uncertainty in the external market requires a company that is adaptive. That is exactly what we did in 2009. Mphasis stayed close to customers with sustained focus on augmenting value. That will be our Mantra" said Ganesh Ayyar, Chief Executive Officer, Mphasis.

Performance highlights

Revenue breakdown per vertical:

Banking & Capital Market:

- ☐ BCM business reported total revenue of ₹ 318 crores (Previous quarter – ₹ 337 crores). Contributed 25% of total group revenue.
- ☐ 6 clients added during the quarter.

Insurance:

- ☐ Insurance business reported total revenue of ₹ 121 crores (Previous quarter – ₹ 124 crores). Contributed 9% of total group revenue.
- ☐ 1 client added during the quarter.

Information Technology, Communication, Media & Entertainment:

- ☐ Information Technology, Communication, Media & Entertainment vertical reported total revenue of ₹ 384 crores (Previous quarter – ₹ 327 crores). Contributed 30% of total group revenue.
- ☐ 7 clients added during the quarter.



Press Release

Emerging Industries:

- ☐ Emerging Industries vertical reported total revenue of ₹ 458 crores (Previous quarter - ₹ 458 crores). Contributed 36% of total group revenue.
- ☐ 13 clients added during the quarter.

About Mphasis

Mphasis is a \$1 billion global service provider, delivering technology based solutions to clients across the world. With currently over 41,000 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

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