

## highlights Q2 14 performance

### Revenue growth of 2.2% in dollar terms

Revenue at INR 2044.8 mn up 32.2 % Y-o-Y; 1.8 % Q-o-Q

Net Profit at INR 164.0 mn up 40.7 % Y-o-Y; 2.9 % Q-o-Q

Chennai (India), May 15, 2014: Helios and Matheson Information Technology Limited, leading system integrator focused on banking financial services and healthcare verticals reported its consolidated financial results for second quarter ended March 31, 2014.

### Highlights for the Quarter ended March 31<sup>st</sup>, 2014 (Consolidated)

#### Key financial highlights

##### In USD terms

- Revenue at \$ 33.1 million (growth of 2.2 % q-o-q / 15.5% y-o-y)
- EBITDA at \$ 7.6 million (growth of 2.7 % q-o-q / 17.2% y-o-y)
- Net profit at \$ 2.7 million (growth of 3.3 % q-o-q / 22.9% y-o-y)

##### In Rupee terms

- Revenue at INR 2044.8 million (growth of 1.8 % q-o-q / 32.2% y-o-y)
- EBITDA at INR 468.8 million (growth of 2.3 % q-o-q / 34.1% y-o-y)
- Net profit at INR 164.0 million (growth of 2.9 % q-o-q / 40.7% y-o-y)

##### Customers

- 76 active customers as of March 31, 2014
- 1 New client added for the quarter
- 1 customer moved to above \$ 10 million in Q1 FY14
- Above \$ 5 million customers at 5
- Top 10 clients contributed 47.9% of revenue in Q2 FY'14
- The group derived 94.1% of its total business from repeat clients, as a result of its long-standing client relationships and adept client retention strategies

##### Employees

- 3792 employees as of March 31, 2014
- Added 176 employees during the quarter on a gross basis
- attrition at 11.99%

## Business highlights

“We have completed yet another year of good performance. The relentless execution of our strategy to focus on large clients and the BFSI sector has delivered strong revenue growth throughout the year. Our new initiatives in mobility, analytics and cloud are picking up traction providing a strong base for future growth opportunities” said **G.K.Muralikrishna, Chief Executive Officer and Managing Director, Helios and Matheson Information Technology Limited.**

Earnings per share for the first quarter (annualized) at Rs.24.8

## Operational performance: Key Financial Highlights (Consolidated)

Particulars (Rs. mn)	Q2FY'14	Q2FY'13	Q1FY'14	12 months FY'13	12 months FY'12	Y-o-Y gr. (%)
Net Sales	2034.6	1532.3	1997.7	6529.6	4498.4	32.8
Other Income	10.2	14.8	10.8	55.7	22.2	
<b>Total Income</b>	2044.8	1547.1	2008.5	6585.3	4520.6	32.2
Software Services & Admin Expenses	1576.0	1197.6	1550.2	5109.7	3517.3	31.6
<b>EBITDA</b>	468.8	349.5	458.3	1475.6	1003.3	34.1
<i>EBITDA Margin %</i>	22.9	22.6	22.8	22.4	22.2	1.3
<b>Net Profit</b>	164.0	116.6	159.4	506.8	294.1	40.7
<i>NP Margin %</i>	8.0	7.5	7.9	7.7	6.5	6.7
Diluted EPS(annu)	24.8	18.5	24.2	18.9	12.3	34.1

## About Helios and Matheson Information Technology Limited

helios and matheson information technology ltd is a 23 year old system integrator head quartered in Chennai, India providing consulting and information technology (IT) services to clients globally. The company focuses mainly on the BFSI, Healthcare and Technology verticals with operations spread across the USA, Europe and Asia Pacific. Its InfoTech services span the entire application lifecycle, right from application development, maintenance and validation. helios and matheson's client roster boasts of several Fortune 500 corporations with whom the company has a long standing relationships. The company has offices and subsidiaries in USA, Singapore and India. helios and matheson is listed on the NSE, BSE and MSE in India while its New York based subsidiary helios and matheson information technology inc. is listed on the NASDAQ. For more information visit us at