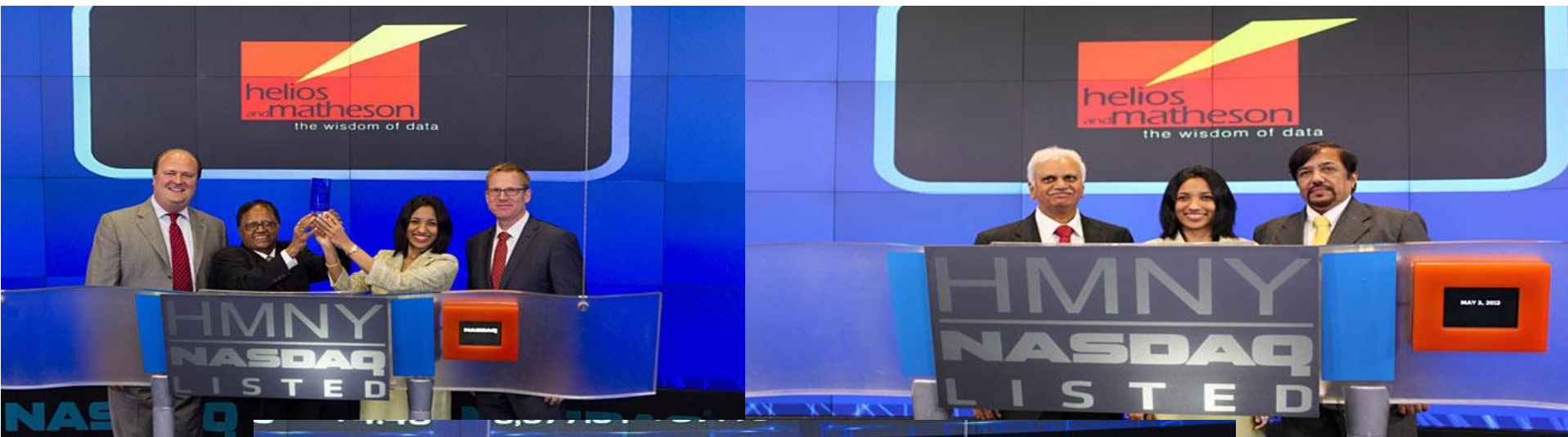


helios and matheson



this presentation includes statements that are not historical in nature and that may be characterized as "forward-looking statements," including those related to future financial and operating results, benefits and synergies of the company's brands and strategies, future opportunities and the growth of the healthcare insurance market. you should be aware that helios and matheson's actual results could differ materially from those contained in the forward-looking statements, which are based on current expectations of the helios and matheson management and are subject to a number of risks and uncertainties, including, but not limited to, helios and matheson's ability to integrate acquired operations and employees. these and other factors are described in helios and matheson's most recent annual report. the company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.



highlights for the quarter ended Sept 30, 2013 (q4 fy 2013)



- revenue for q4 fy 2013 stood at Rs. 1927.5 mn, a y-o-y growth of 51.2% and q-o-q growth of 13.2% (31% y-o-y in USD terms)
- EBITDA for the quarter stood at Rs. 438.4 mn, registering a growth of 52.3% y-o-y, while EBITDA margins were improved from 22.6% to 22.7% (y-o-y)
- net profit stood at Rs.146.7 mn, a y-o-y growth of 57.4%, and q-o-q growth of 12.6% (36.3% y-o-y in USD terms)
- the company witnessed positive business traction from banking financial services (38.1%) and health care (23.9%) sectors together contributing 62% of total revenues
- top 10 clients contributed 48.9% of revenue in q4 fy 2013.
- gross addition of 203 associates, closing headcount: 3,621
- utilization at 70.0% (including trainees)
- employee retention continues to be among the best in industry, attrition at 11.87%
- ROE at 18.5% for the quarter and expected to grow to 19.7% in fy14.
- ROCE at 18.9% for the quarter and expected to grow 19.5% in fy14.



highlights for the year ended Sept 30, 2013



- revenue for fy 2013 stood at Rs. 6,581.3 mn, a y-o-y growth of 43% (27.5% y-o-y in USD terms)
- EBITDA for the year stood at Rs.1490.9mn, registering a growth of 48.6% y-o-y
- net profit stood at Rs.498.8 mn, a y-o-y growth of 69.6% (51.2% y-o-y in USD terms)
- top 10 clients contributed 49% of revenue in fy 2013.
- gross addition of 1041 associates, closing headcount: 3,621
- utilization at 69.9% (including trainees)
- employee retention continues to be among the best in industry, attrition at 12.1%
- ROE at 14.8% for the year and expected to grow to 19.7% in fy14.
- ROCE at 15.2% for the year and expected to grow 19.5% in fy14.



client parameters

strong traction in banking financial services with 58.3% y-o-y growth
long standing client relationships – a decade+ engagement with each of the top 10 clients.

| revenue client | fy 13 q4 | fy 13 q3 |
|----------------|----------|----------|
| top client | 7.9% | 7.9% |
| top 5 clients | 32.6% | 32.4% |
| top 10 clients | 48.9% | 48.8% |

| no of million dollar clients | fy 13 q4 | fy 13 q3 |
|----------------------------------|----------|----------|
| 5 million + | 5 | 5 |
| +2 million – 5 million | 10 | 10 |
| +1 million dollar – 2 million | 9 | 9 |
| revenue from repeat business (%) | 93.9 | 93.1 |

| particulars | fy 13 q4 | fy 13 q3 |
|----------------|----------|----------|
| active clients | 74 | 73 |
| new clients | 1 | 2 |

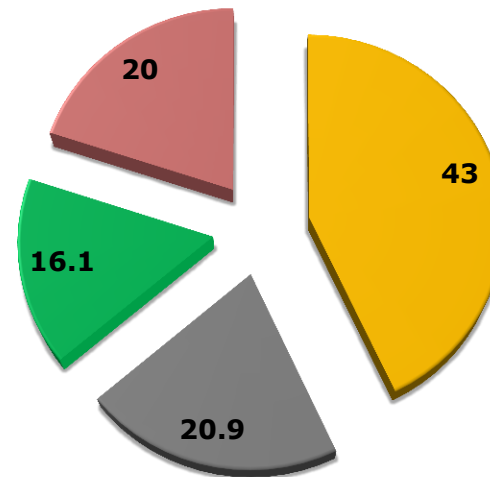


services offered and key sector focus

Service offered

key focus sectors

- application development and maintenance
- system integration and enterprise solutions
- independent verification and validation
- Managed services and others



- application development and maintenance
- system integration and enterprise solutions
- independent verification and validation
- Managed services and others

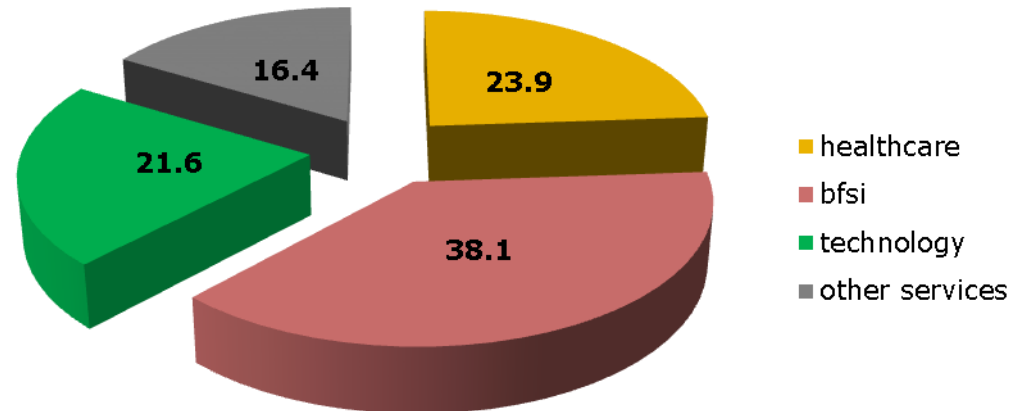


services offered and key sector focus

Service offered

key focus sectors

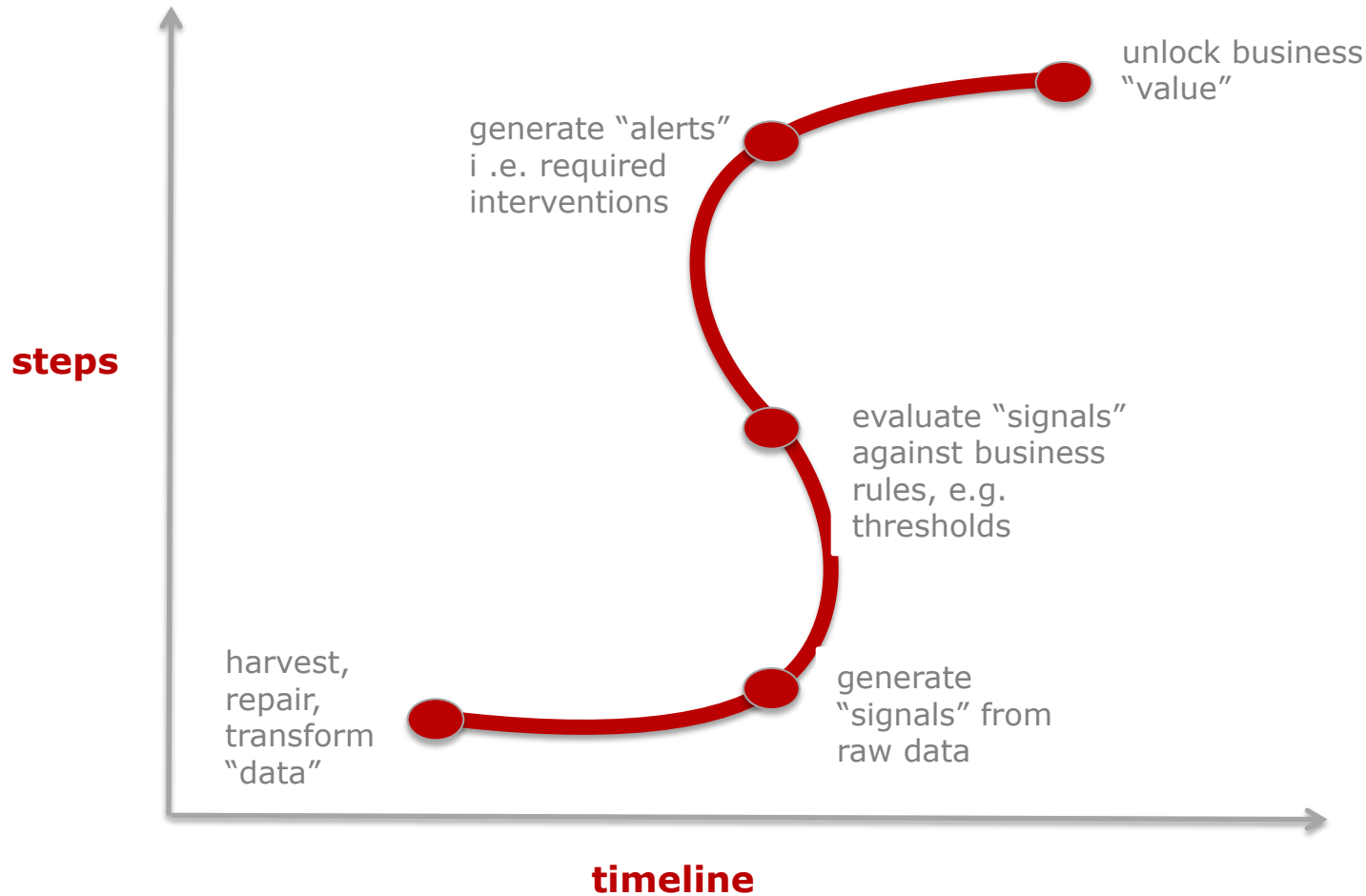
- banking, financial & insurance services
- healthcare
- technology
- manufacturing and others



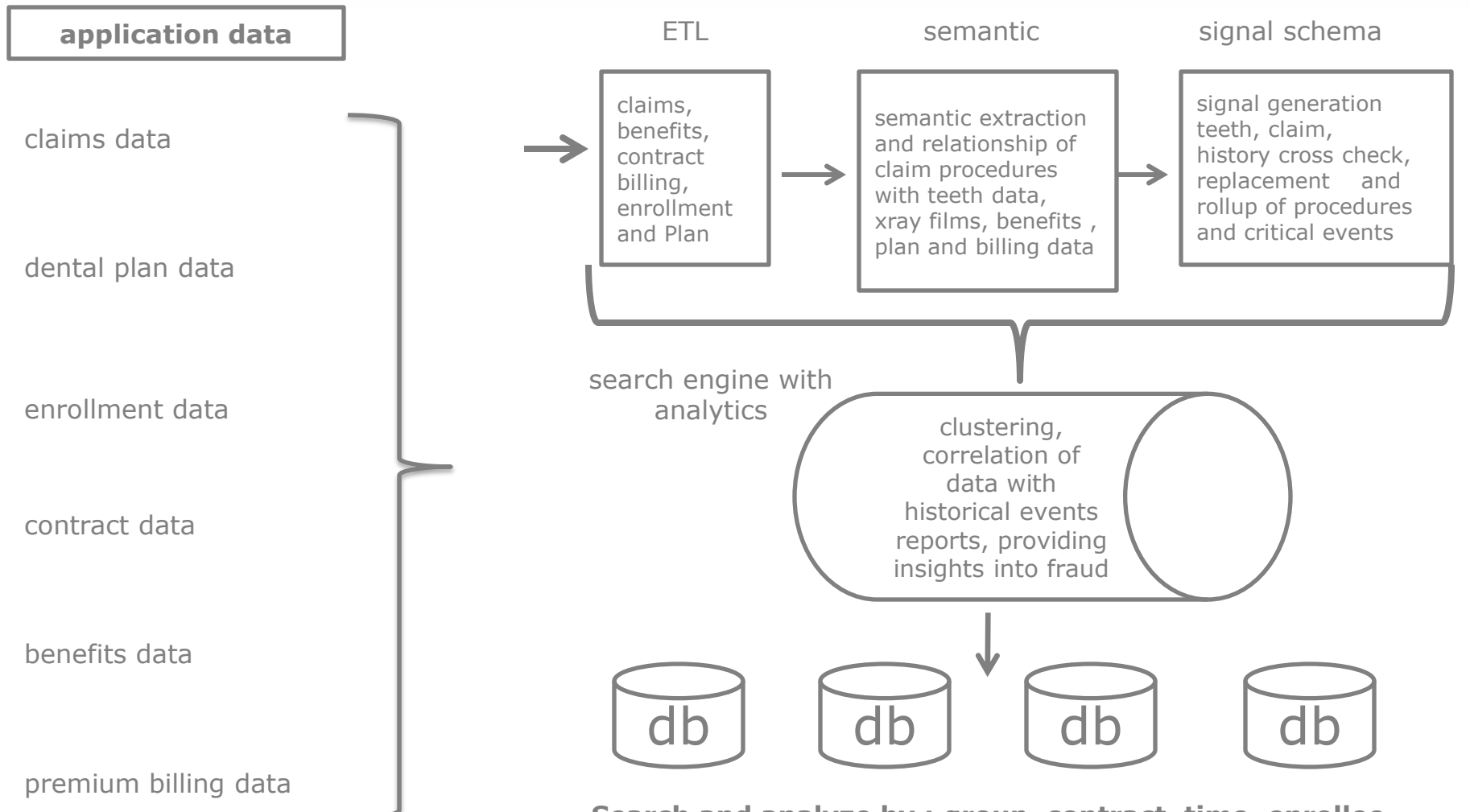
- objectives
 - identify signals that will yield most effective results
 - cost reduction
 - increased revenue
 - improved customer service
 - leverage next-generation analytics
 - identify and capture data (events, etc.) to generate key signals
 - generate alerts (based on signals/thresholds/business rules)
 - achieve business value
- benefits
 - focus on signals allows identification of key variables required
 - reduces amount of data needed to generate actionable alerts
 - results in most effective analytics processing
 - identify actions that generate the most benefits



analytics development methodology

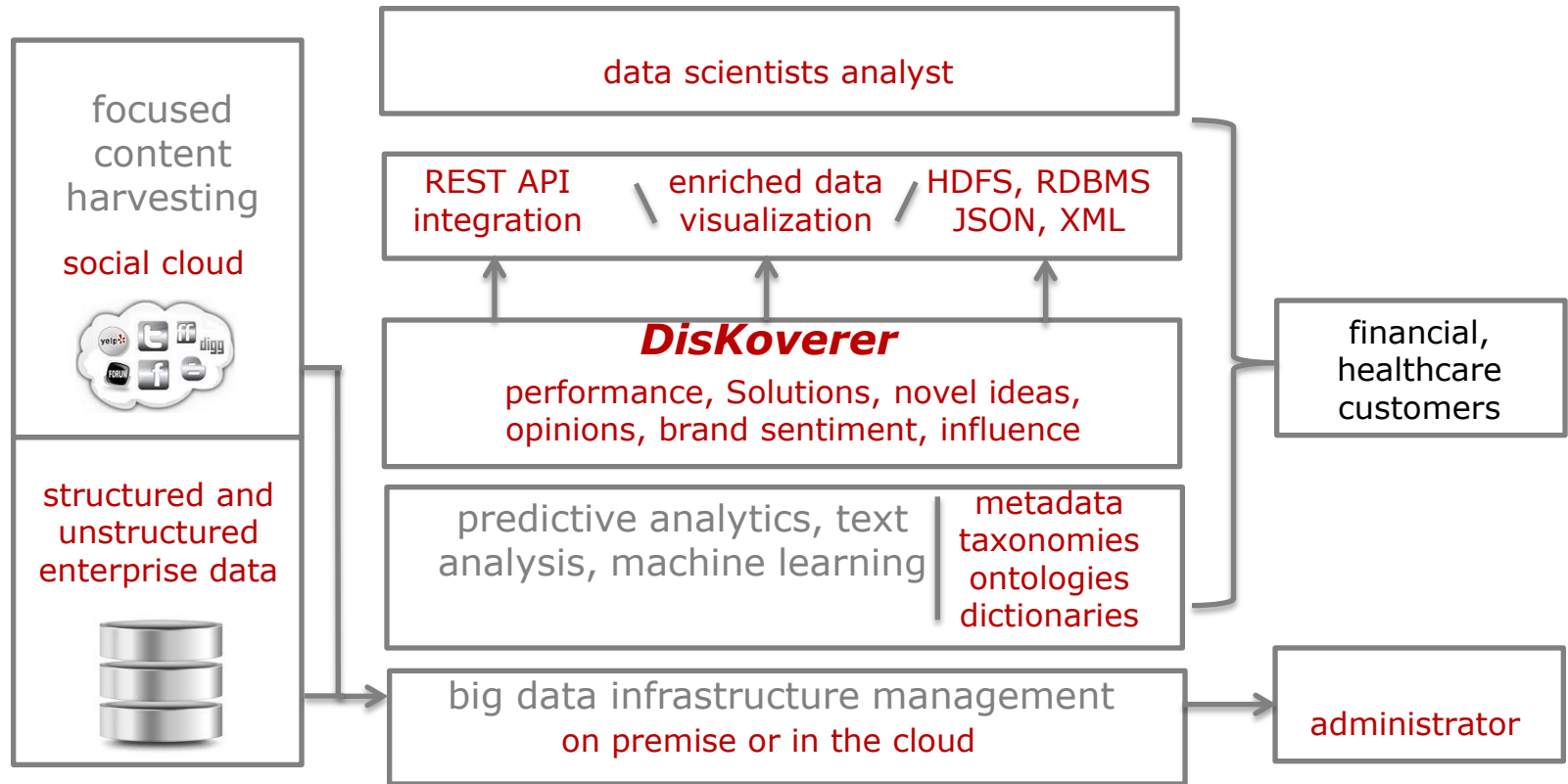


fraud & abuse – analytics on dental insurance



Search and analyze by : group, contract, time, enrollee, deductible, family & individual maximums, procedures, xray data, Premium, copay,patient pay, payor pay

big data components



- hadoop
 - HDFS
 - java, python map / reduce
 - pig latin
 - HIVE
 - sqoop
 - flume
 - actian datarush (mpp engine)
 - jython analytics

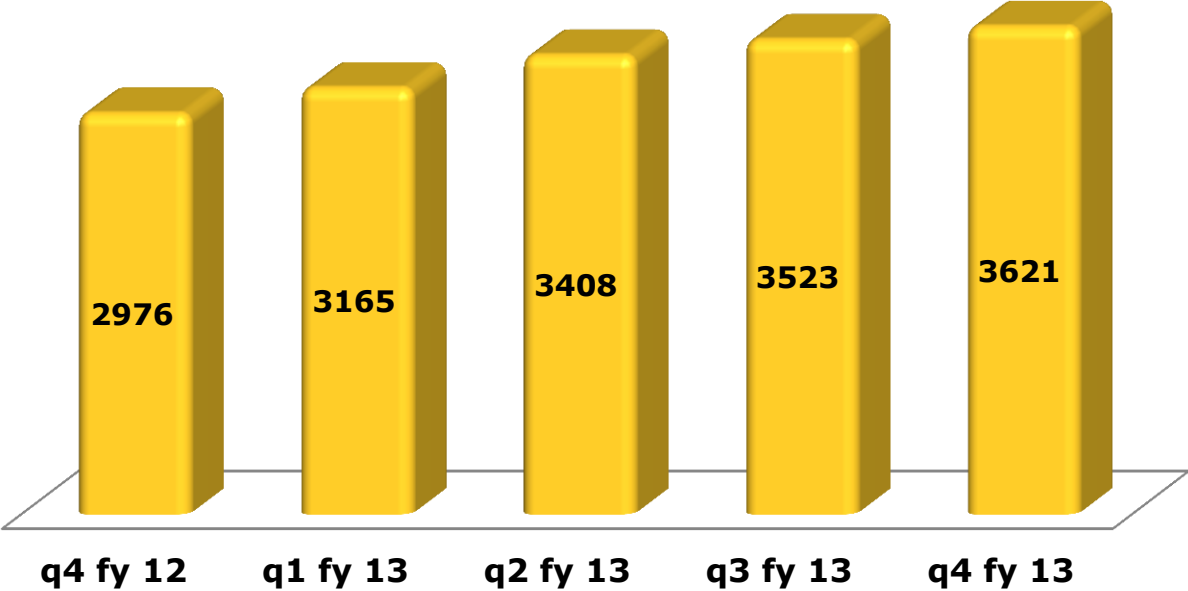


| Revenue by delivery location (%) excluding domestic clients | Q4 fy 13 | Q3 fy 13 |
|--|-----------------|-----------------|
| Onsite | 70.0 | 70.0 |
| Offshore | 30.0 | 30.0 |

| Revenue by project type(%) | Q4 fy 13 | Q3 fy 13 |
|-----------------------------------|-----------------|-----------------|
| Time and material | 68.5 | 68.6 |
| Fixed price and time | 31.5 | 31.4 |



total employee base



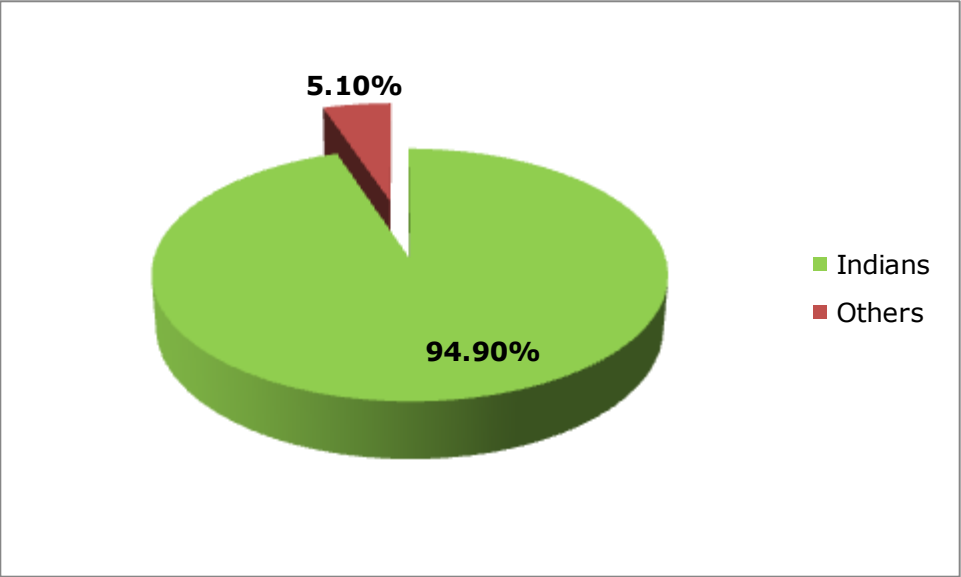
total employees : 3621



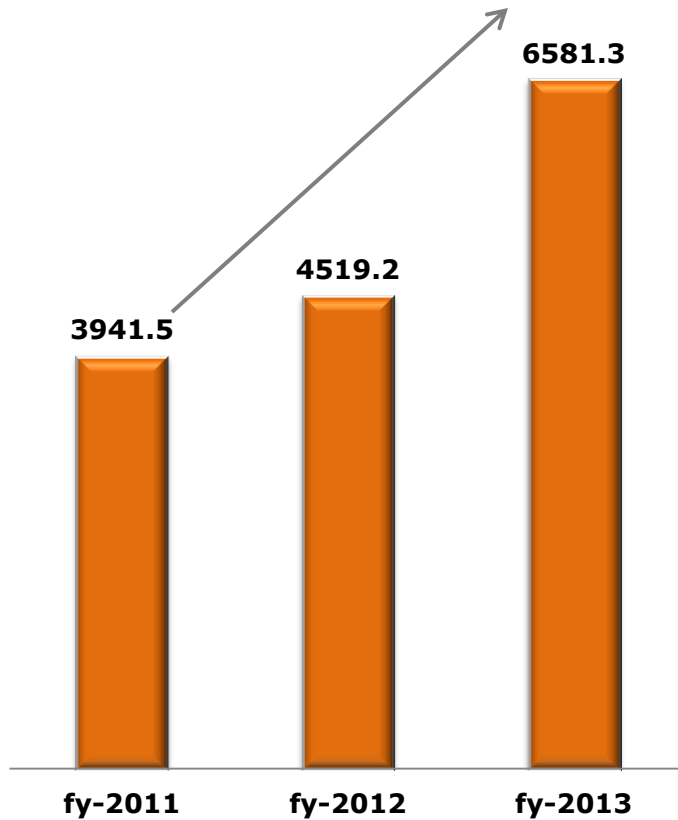
diversity

31.3% of our workforce is women

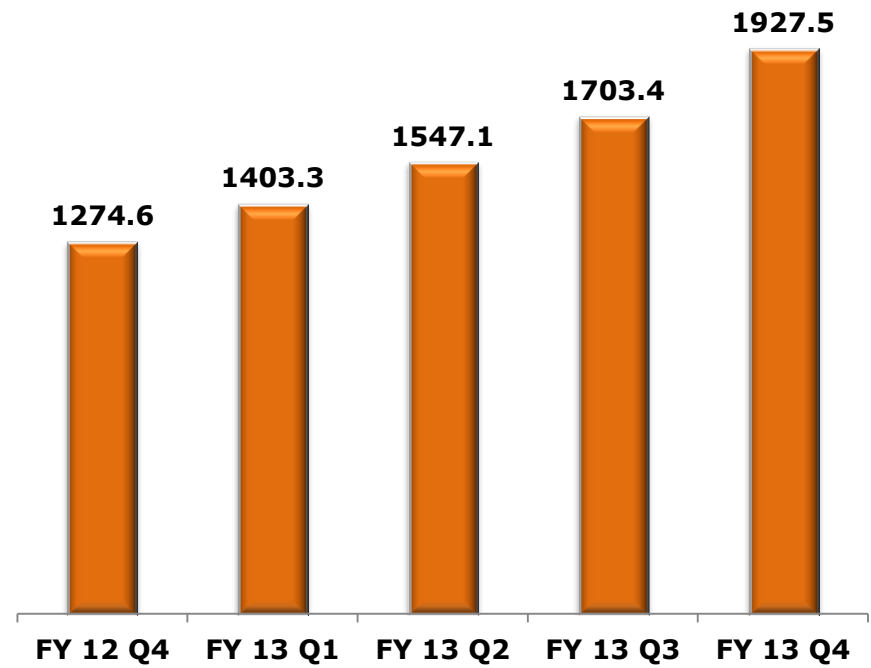
63.2% of our associates have more than 3 years of work experience



revenue growth ₹ mn



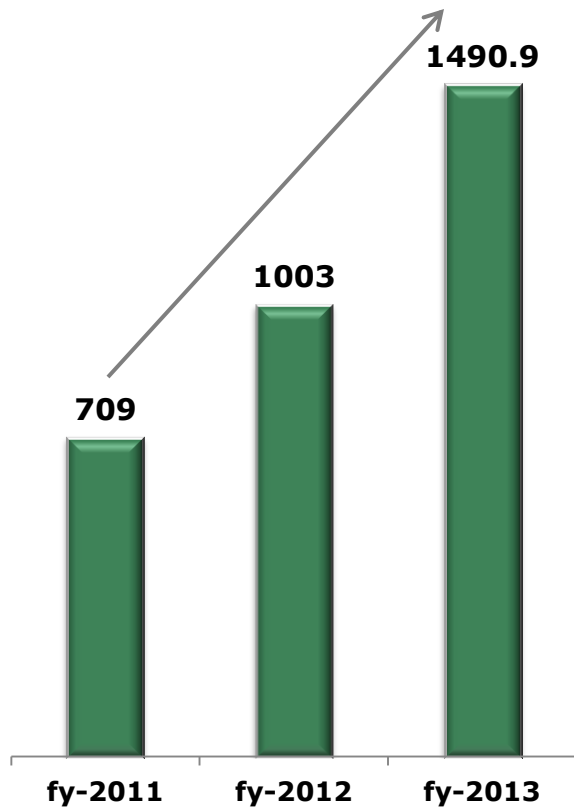
y-o-y



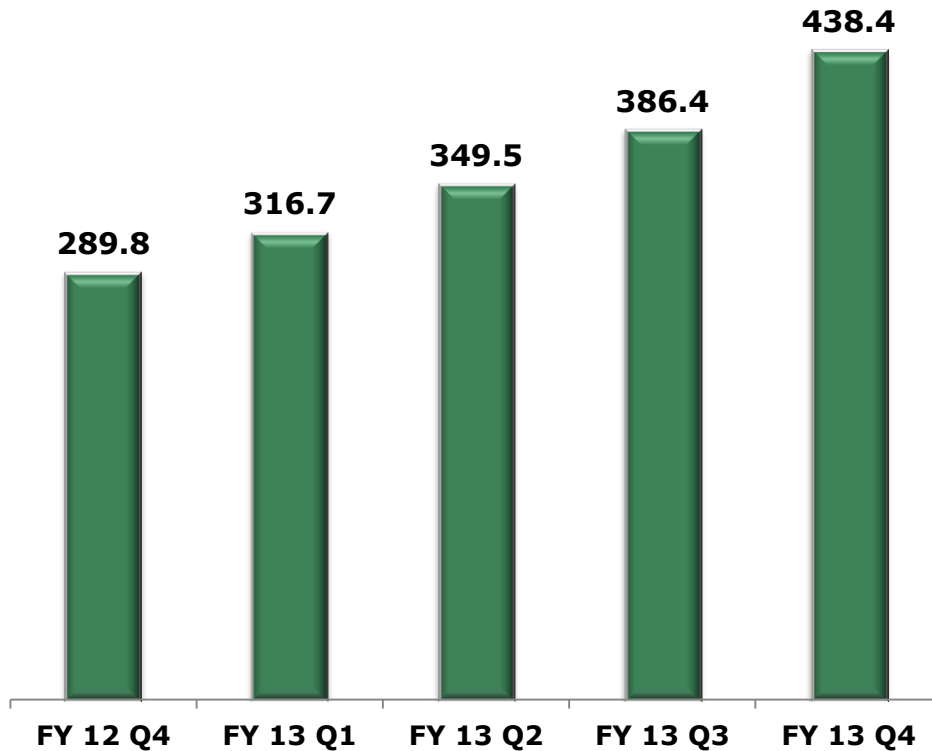
q-o-q



ebitda ₹ mn



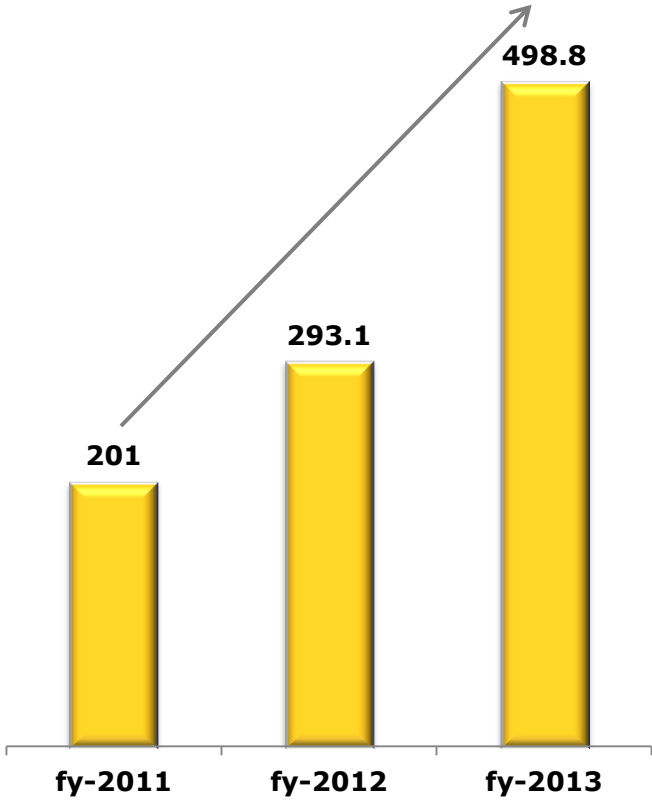
y-o-y



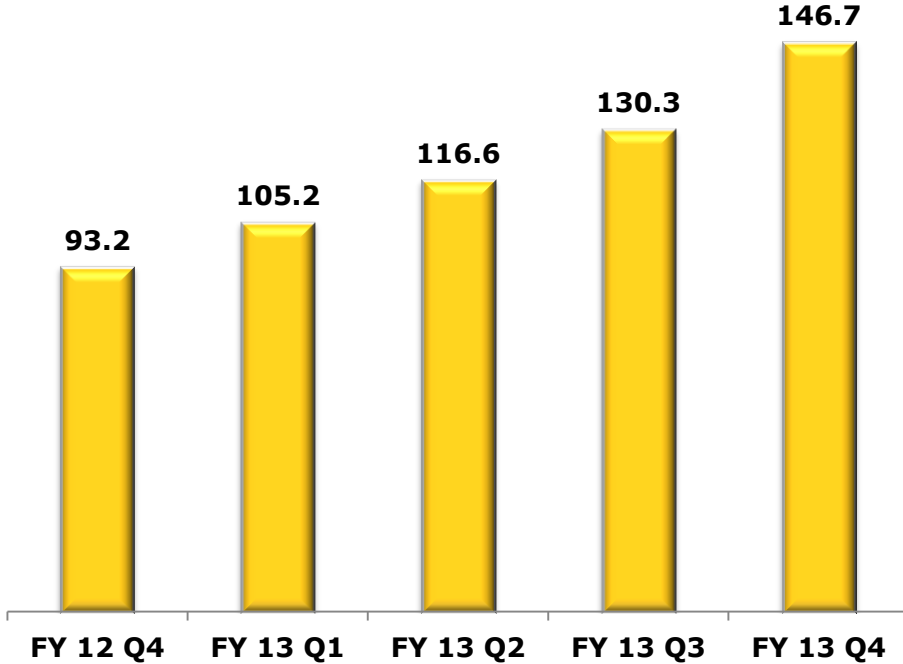
q-o-q



income ₹ mn



y-o-y



q-o-q



financials stand alone – quarterly ₹ mn



| Particulars | Q4 Sept 13 | Q4 Sept 12 | y-o-y % | Q3 June 13 | q-o-q% |
|---|------------|------------|---------|------------|--------|
| Net sales | 1267.8 | 869.9 | 46% | 1153.1 | 10% |
| Other income | 19.3 | 11.6 | -- | 17.6 | -- |
| Total income | 1287.1 | 881.5 | 46% | 1170.7 | 10% |
| Software services & administration expenses | 945.9 | 653.9 | 45% | 862.1 | 10% |
| EBITDA | 341.2 | 227.6 | 50% | 308.6 | 11% |
| Depreciation | 97.3 | 79.9 | 22% | 91.7 | 10% |
| EBIT | 243.9 | 147.7 | 65% | 216.9 | 12% |
| Interest expense | 76.1 | 57.3 | 33% | 72.8 | 11% |
| PBT | 167.8 | 90.4 | 86% | 144.1 | 16% |
| Tax | 53.1 | 20.6 | 158% | 41.3 | 12% |
| Net profit | 114.7 | 69.8 | 64% | 102.8 | 12% |



financials stand alone – FY2013 ₹ mn



| Particulars | sep 13 | sep 12 |
|---|---------|---------|
| Revenue from Operations | 4,489.7 | 3,083.9 |
| Software services & Administrative expenses | 3312.7 | 2325.2 |
| Profit before interest depreciation & taxes (PBIDT) | 1,177.0 | 758.7 |
| Interest | 274.9 | 183.8 |
| Profit before depreciation & taxes | 902.1 | 574.9 |
| Depreciation & amortisation expenses | 353.2 | 297.9 |
| Profit after depreciation & before taxes | 548.9 | 276.9 |
| Provision for Tax | 137.4 | 55.3 |
| Profit before Deferred tax (PAT) | 411.5 | 221.6 |
| Deferred tax | 18.7 | 11.3 |
| Profit after Deferred tax (PAT) | 392.8 | 210.3 |



financials consolidated– quarterly ₹ mn



| Particulars | Q4 Sept 13 | Q4 Sept 12 | Q3 june 13 |
|--|------------|------------|------------|
| Total Income | 1927.5 | 1,274.6 | 1703.4 |
| Software services and administrative expenses | 1489.1 | 986.8 | 1317.1 |
| OPERATING PROFIT BEFORE INTEREST, DEPRECIATION AND TAX | 438.4 | 287.8 | 386.3 |
| Interest | 90.8 | 58.8 | 74.3 |
| Depreciation | 134.1 | 109.9 | 133.9 |
| OPERATING PROFIT BEFORE TAX | 213.5 | 119.1 | 178.1 |
| Provision for taxation | 56.1 | 22.9 | 41.6 |
| NET PROFIT AFTER TAX | 157.4 | 96.2 | 136.5 |
| Provision for Deferred tax | 10.7 | 3.0 | 6.2 |
| NET PROFIT AFTER DEFERRED TAX | 146.7 | 93.2 | 130.3 |
| EARNINGS PER SHARE | 22.2 | 15.6 | 19.7 |
| CPS | 42.5 | 34 | 40 |



financials consolidated– FY 2013 ₹ mn



| Particulars | Sep 13 | Sep 12 |
|---|---------|---------|
| Revenue from Operations | 6,581.3 | 4,520.6 |
| Software services & Administrative expenses | 5,090.4 | 3,517.3 |
| Profit before interest depreciation & taxes (PBIDT) | 1,490.9 | 1,003.3 |
| Interest | 294.1 | 205.2 |
| Profit before depreciation & taxes | 1196.8 | 798.1 |
| Depreciation & amortisation expenses | 510.4 | 423.5 |
| Profit after depreciation & before taxes | 686.4 | 374.6 |
| Provision for Tax | 162.6 | 67.5 |
| Profit before Deferred tax (PAT) | 523.8 | 307.1 |
| Deferred tax | 25.0 | 13.0 |
| Profit after Deferred tax (PAT) | 498.8 | 294.1 |



key differentiators

- knowledge of financial services/healthcare domain and technology make us an ideal business partner
- right size organization - client centric DNA
- quick and flexible onshore ramp-up
- global delivery through robust and cost effective onsite/offshore model
- dedicated corporate governance ensures compliance with best practices
- eco-friendly state-of-art global development centers
- capability to service high volume business seamlessly
- failsafe process driven approach and skilled project managers ensure timely deliveries

