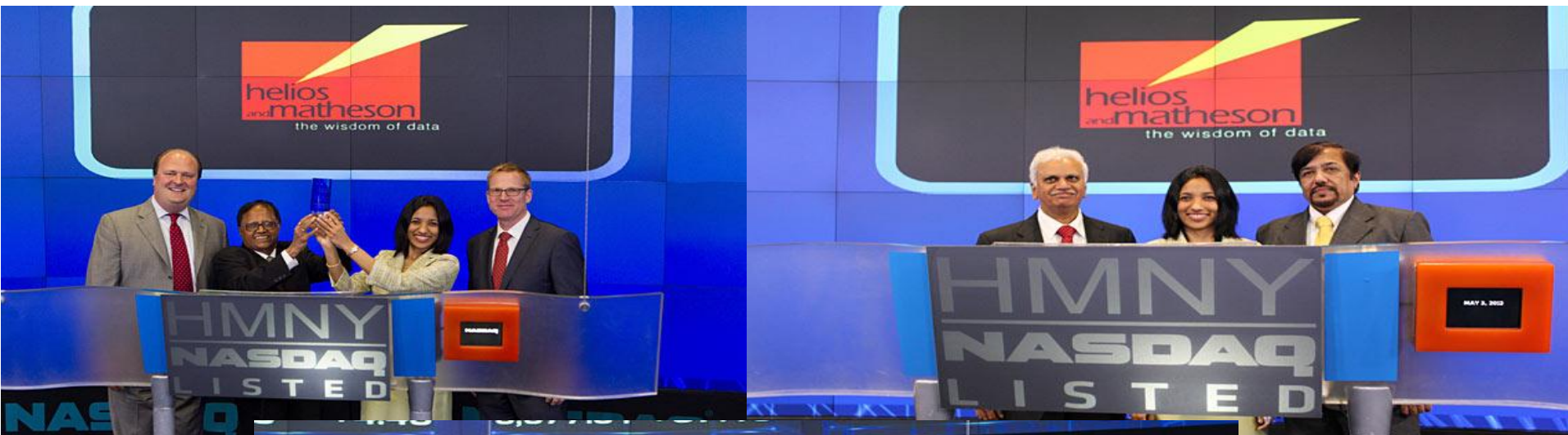


helios and matheson



safe harbor



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.



- founded in 1991, helios and matheson has helped scores of clients maximize the performance of their IT organizations with a powerful suite of services driven by a seamless global delivery model.
- we are headquartered in chennai, india with offices and subsidiaries in usa, singapore and india.
- over time we have built a strong usa presence and deep client relationships. sustained infrastructure and sales/marketing investments over the last 22 years have helped create a world-class knowledge-networked work environment that empowers our team to provide high quality solutions to clients
- the initial public offer (ipo) of equity in 1999. we are listed in india on the national stock exchange (heliosmath), the stock exchange, mumbai (helios mat i; 532347) , bloomberg code (hmit in) and madras stock exchange (hms). we have a track record of uninterrupted profits (60 straight quarters) and dividend distribution since inception.



highlights for the quarter ended Dec 31, 2013 (q1 fy 2014)



- revenue for q1 fy 2014 stood at Rs. 2008.5 mn, a y-o-y growth of 43.1% and q-o-q growth of 4.2% (23.7% y-o-y and q-o-q growth of 5.7% in USD terms)
- EBITDA for the quarter stood at Rs. 458.3 mn, registering a growth of 44.7% y-o-y, while EBITDA margins were improved from 22.6% to 22.8% (y-o-y)
- net profit stood at Rs.159.4 mn, a y-o-y growth of 51.6%, and q-o-q growth of 8.7% (30.9% y-o-y in USD terms)
- the company witnessed positive business traction from banking financial services (38.5%) and health care (23.8%) sectors together contributing 62.3% of total revenues
- top 10 clients contributed 48.6% of revenue in q1 fy 2014.
- gross addition of 215 associates, closing headcount: 3,728
- utilization at 70.1% (including trainees)
- employee retention continues to be among the best in industry, attrition at 11.93%



client parameters



strong traction in banking financial services with 50.1% y-o-y growth
long standing client relationships – a decade+ engagement with each of the top 10 clients.

revenue client	fy 14 q1	fy 13 q4
top client	7.8%	7.9%
top 5 clients	32.4%	32.6%
top 10 clients	48.6%	48.9%

no of million dollar clients	fy 14 q1	fy 13 q4
10 million +	1	
5 million +	5	5
+2 million – 5 million	9	10
+1 million dollar – 2 million	10	9
revenue from repeat business (%)	93.9	93.9

particulars	fy 14 q1	fy 13 q4
active clients	75	74
new clients	1	1

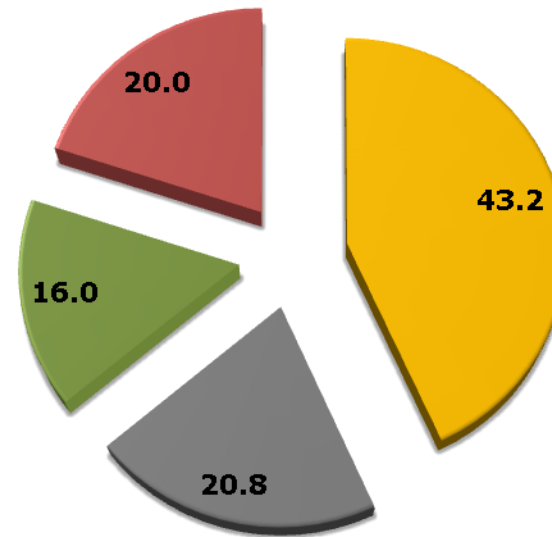


service offered and key sector focus

service offered

key focus sectors

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



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

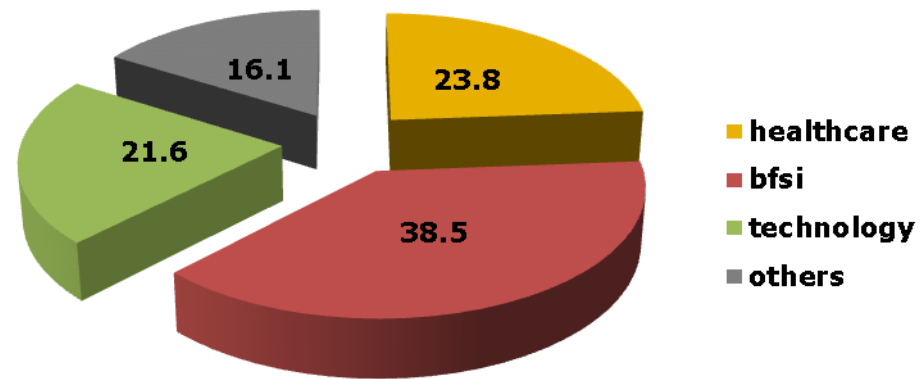


service offered and key sector focus

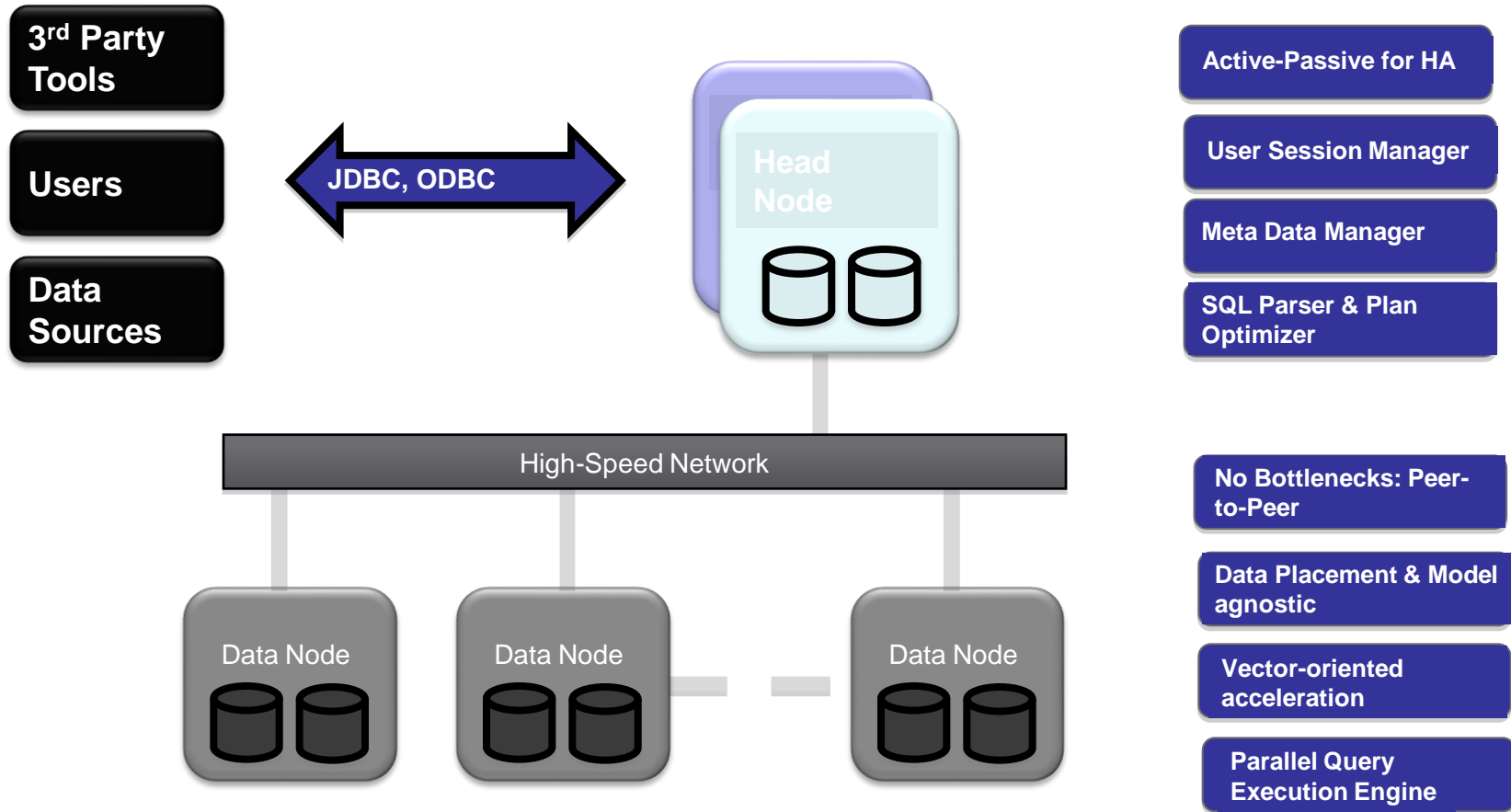
service offered

key focus sectors

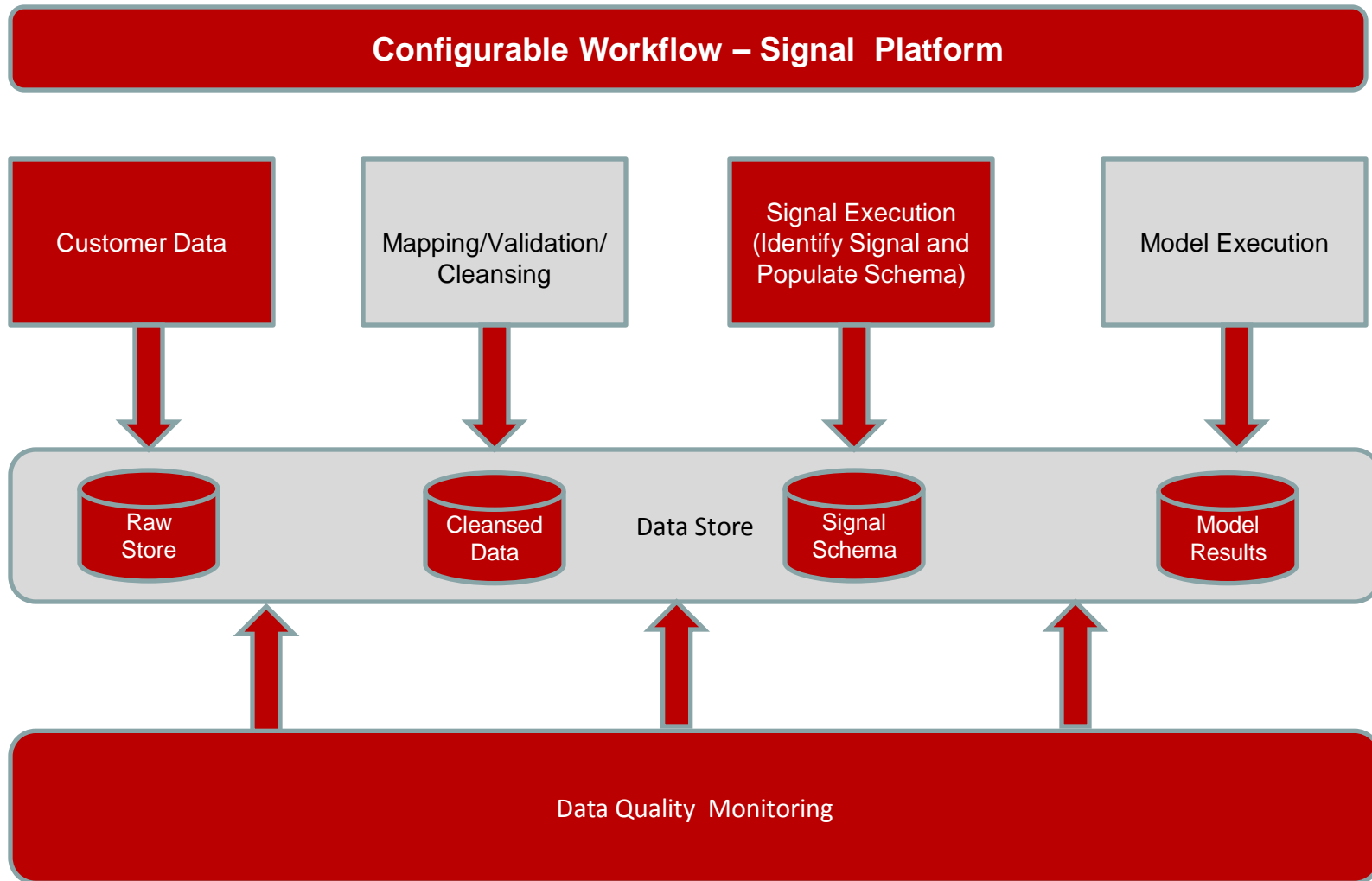
- banking, financial services & insurance
- healthcare
- technology
- others



partnership with xtreme data



consumer financing risk-signal platform



operational parameters

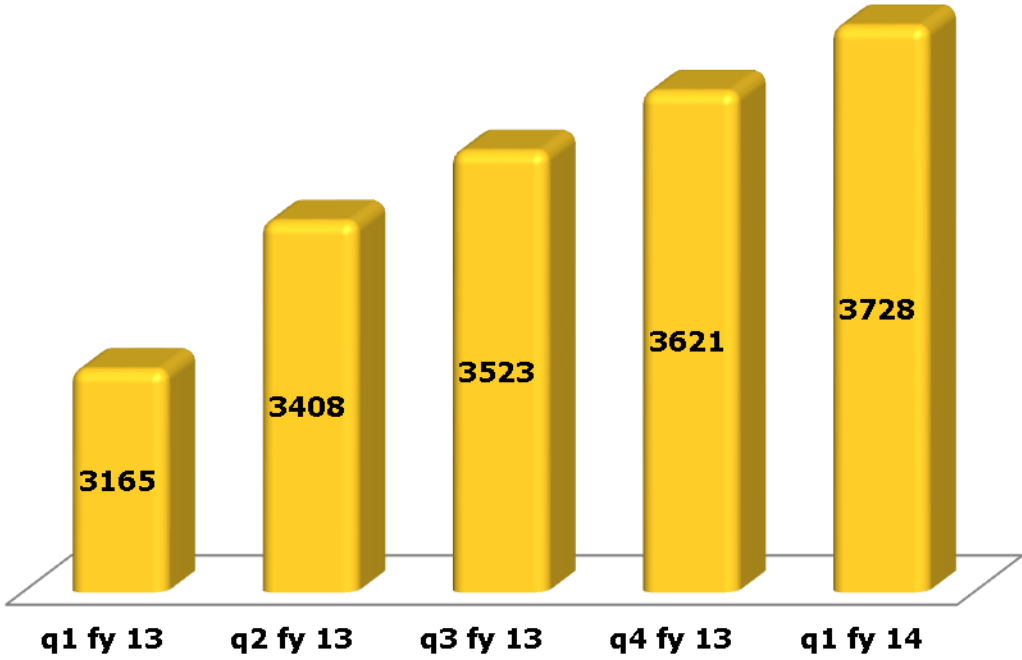


Revenue by delivery location (%) excluding domestic clients	Q1 fy 14	Q4 fy 13
Onsite	70.5	70.0
Offshore	29.5	30.0

Revenue by project type(%)	Q1 fy 14	Q4 fy 13
Time and material	68.5	68.5
Fixed price and time	31.5	31.5



total employee base



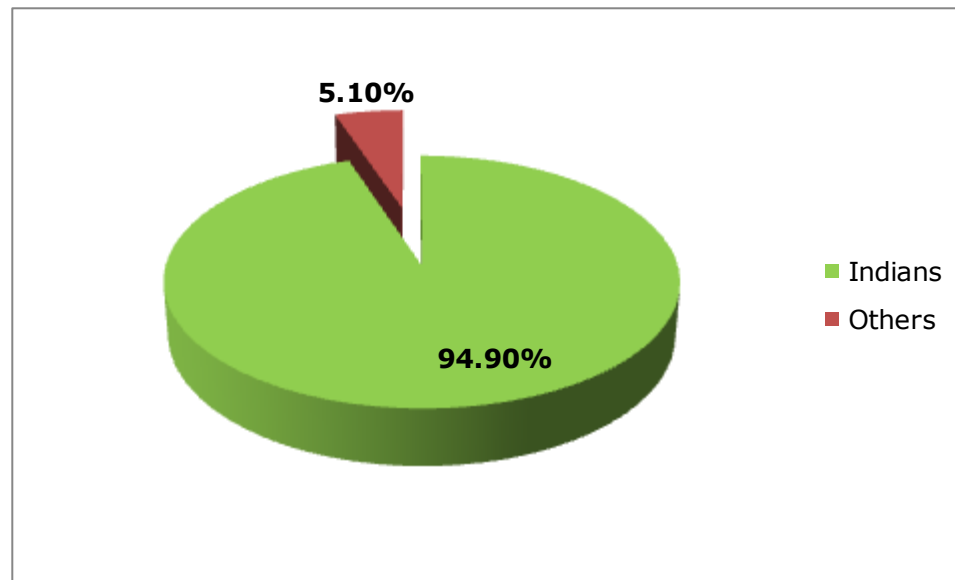
total employees 3728



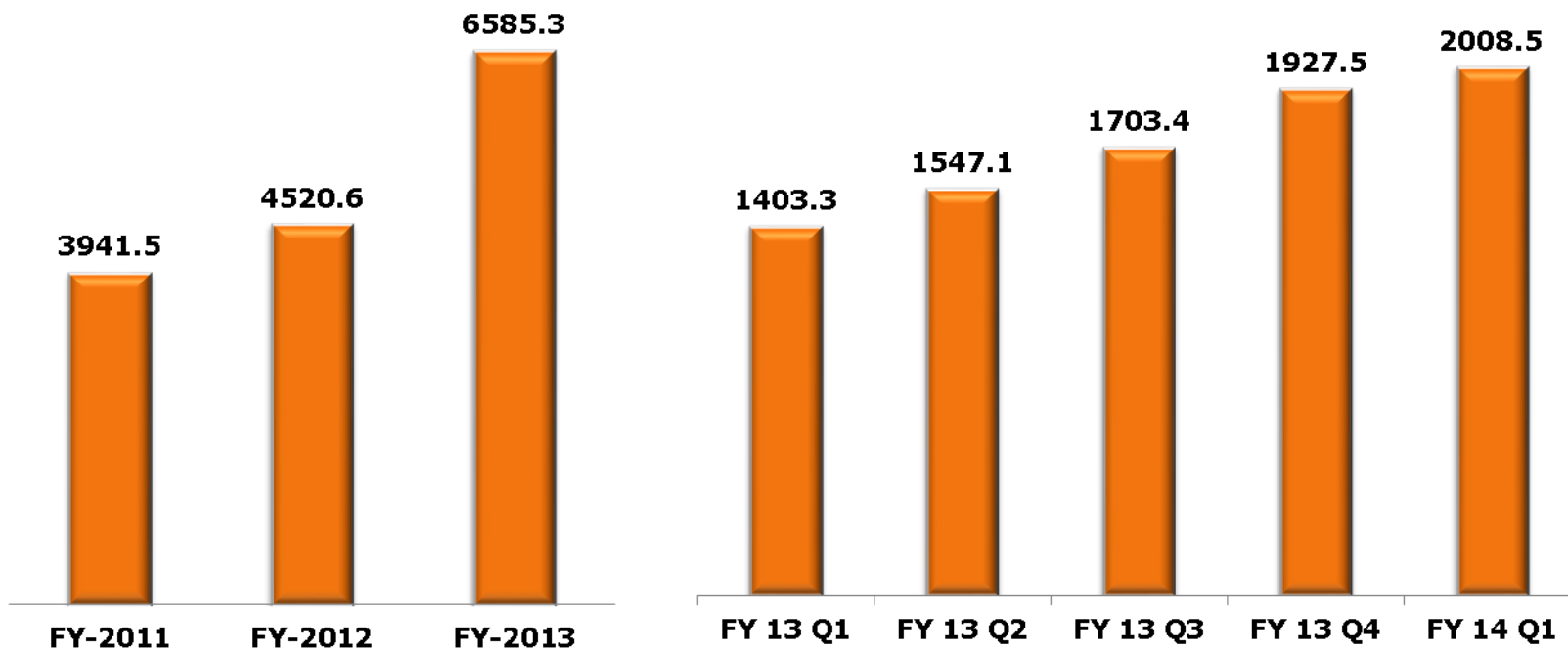
diversity

31.3% of our workforce is women

63.4% of our associates have more than 3 years of work experience



revenue growth ₹ mn

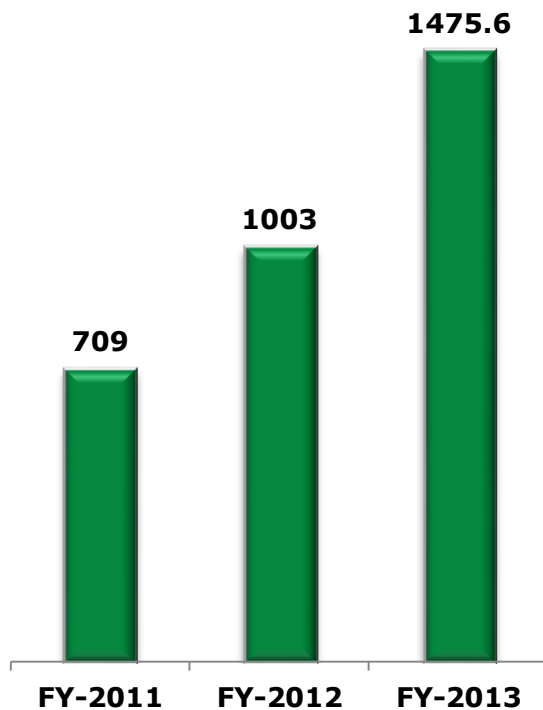


y-o-y

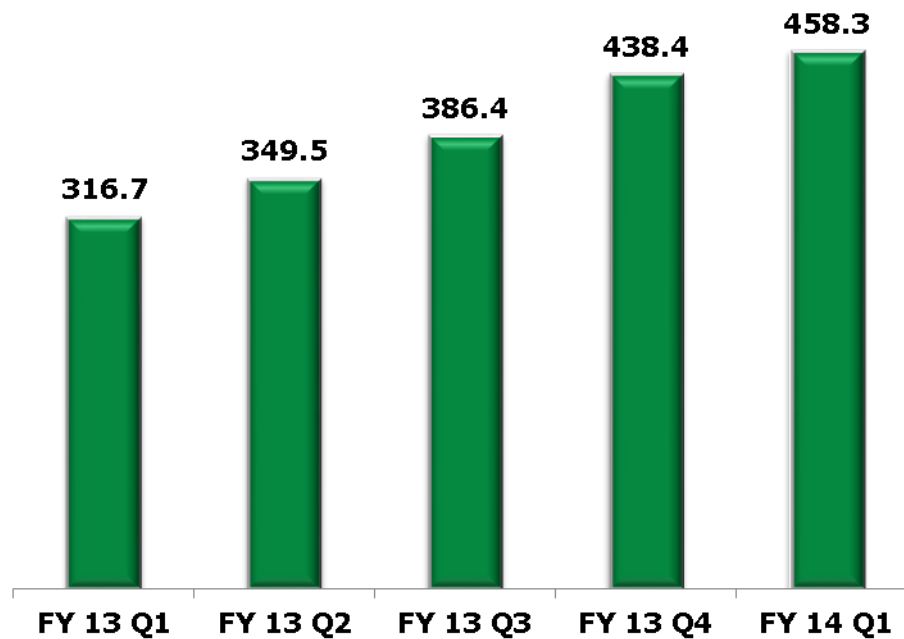
q-o-q



ebitda ₹ mn



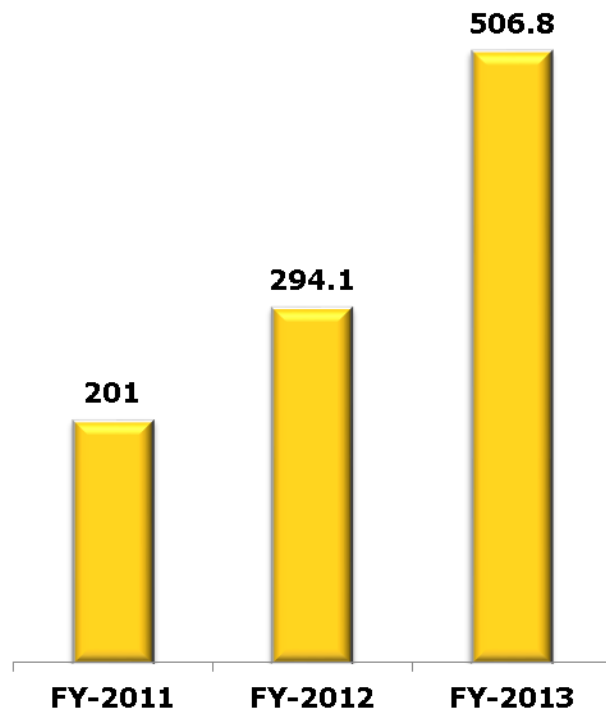
y-o-y



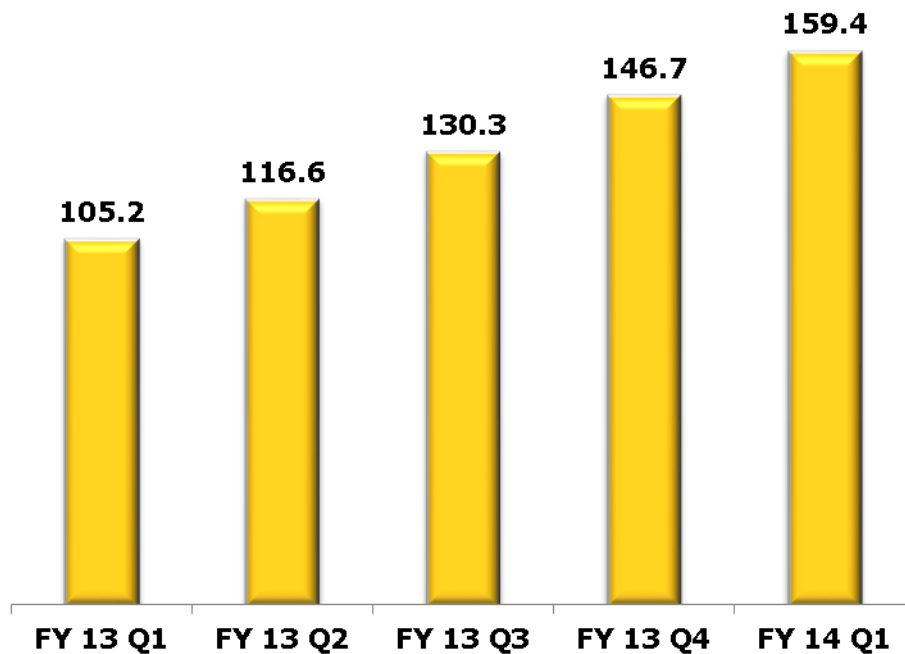
q-o-q



income ₹ mn



y-o-y



q-o-q



financials stand alone – quarterly ₹ mn

Particulars	Q1 Dec 13	Q1 Dec 12	y-o-y %	Q4 Sept 13	q-o-q%
Net sales	1381.9	963.3	43%	1267.8	9%
Other income	10.4	4.9	--	19.3	--
Total income	1392.3	968.2	44%	1287.1	8%
Software services & administration expenses	1022.4	717.4	43%	945.9	8%
EBITDA	369.9	250.8	47%	341.2	8%
Depreciation	104.2	80.4	30%	97.3	7%
EBIT	265.7	170.4	56%	243.9	9%
Interest expense	76.9	62.1	24%	76.1	1%
PBT	188.8	108.3	74%	167.8	13%
Tax	64.4	25.6	152%	53.1	21%
Net profit	124.4	82.7	50%	114.7	8%



financials stand alone – FY2013 ₹ mn



Particulars	sep 13	sep 12
Revenue from Operations	4,489.5	3,083.9
Software services & Administrative expenses	3313.3	2325.2
Profit before interest depreciation & taxes (PBIDT)	1,176.2	758.7
Interest	271.4	183.8
Profit before depreciation & taxes	904.8	574.9
Depreciation & amortisation expenses	349.6	297.9
Profit after depreciation & before taxes	555.2	276.9
Provision for Tax	139.9	55.3
Profit before Deferred tax (PAT)	415.3	221.6
Deferred tax	18.5	11.3
Profit after Deferred tax (PAT)	396.8	210.3



financials consolidated- quarterly ₹ mn



Particulars	Q1 Dec 13	Q1 Dec 12	Q4 Sep 13
Total Income	2008.5	1403.3	1927.5
Software services and administrative expenses	1550.2	1086.6	1489.1
OPERATING PROFIT BEFORE INTEREST, DEPRECIATION AND TAX	458.3	316.7	438.4
Interest	81.8	63.6	90.8
Depreciation	144.8	116.7	134.1
OPERATING PROFIT BEFORE TAX	231.7	136.4	213.5
Provision for taxation	63.2	27.4	56.1
NET PROFIT AFTER TAX	168.5	109	157.4
Provision for Deferred tax	9.1	3.8	10.7
NET PROFIT AFTER DEFERRED TAX	159.4	105.2	146.7
EARNINGS PER SHARE	24.2	17.6	22.2
CPS	46.1	37.1	42.5



financials consolidated– FY 2013 ₹ mn



Particulars	Sep 13	Sep 12
Revenue from Operations	6,585.3	4,520.6
Software services & Administrative expenses	5,109.6	3,517.3
Profit before interest depreciation & taxes (PBIDT)	1,475.6	1,003.3
Interest	285.4	205.2
Profit before depreciation & taxes	1190.2	798.1
Depreciation & amortisation expenses	503.5	423.5
Profit after depreciation & before taxes	686.7	374.6
Provision for Tax	158.9	67.5
Profit before Deferred tax (PAT)	527.8	307.1
Deferred tax	21.0	13.0
Profit after Deferred tax (PAT)	506.8	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

