

### highlights Q1 performance

**Revenue at INR 1403.3 mn up 37.9 % Y-o-Y; 10.1 % Q-o-Q**  
**Net Profit at INR 105.2 mn up 92 % Y-o-Y; 12.9 % Q-o-Q**

The board recommends an enhanced dividend of Rs. 1.80 per share (18%) for FY 2012

Helios and Matheson Information Technology Limited, leading system integrator focused on banking financial services and healthcare verticals reported its consolidated financial results for first quarter ended December 31, 2012.

### Highlights for the Quarter ended December 31<sup>st</sup>, 2012 (Consolidated)

- Revenue for Q1 FY'13 at Rs. 1403.3 Mn, a Y-o-Y growth of 37.9% and Q-o-Q growth of 10.1%
- EBITDA for the quarter at Rs. 316.7 Mn, registering a growth of 44% Y-o-Y, while EBITDA margins improved from 21.6% to 22.6%
- Net Profit at Rs.105.2 Mn, a Y-o-Y growth of 92%, while the Net Profit Margin witnessed a 39.4% growth to 7.5%
- The group witnessed positive business traction from banking financial services and healthcare sectors contributing 60.5% of total revenues
- Top 10 clients contributed 49.1% of revenue in Q1FY'13
- Earnings per share (annualized) at Rs.17.6
- Gross Addition of 281 Employees (Net Addition: 189), attrition at 12.4%
- 2 New clients added
- The group derived 93.1% of its total business from repeat clients

### Business highlights

Commenting on the performance, Chief Executive Officer and Managing Director, G.K.Muralikrishna said: 'We are witnessing a strong organic growth momentum as evidenced by a double digit increase in revenue quarter on quarter. Our margins are stable and as the volumes grow we see head-room for increase in profits going forward.

Americas continue to be the most important geography. The investments we have made in sales and marketing over the years in this geography are yielding us rich dividends. It is

encouraging to see that revenue from BFSI sector has increased by 62.8% Y-o-Y during the last quarter'.

**Operational performance:**

**Key Financial Highlights (Consolidated)**

<b>Particulars (Rs. mn)</b>	<b>Q1FY'13</b>	<b>Q1FY'12</b>	<b>Q4FY'12</b>	<b>12 months FY'12</b>	<b>12 months FY'11</b>	<b>Y-o-Y gr. (%)</b>
Net Sales	1387.7	1012.8	1262.4	4498.4	3902.4	37.0
Other Income	15.6	4.6	12.2	22.2	39.1	
<b>Total Income</b>	<b>1403.3</b>	<b>1017.4</b>	<b>1274.6</b>	<b>4520.6</b>	<b>3941.5</b>	<b>37.9</b>
Software Services & Admin Expenses	1086.6	797.5	986.8	3517.3	3151.9	36.2
<b>EBITDA</b>	<b>316.7</b>	<b>220.0</b>	<b>287.8</b>	<b>1003.3</b>	<b>789.6</b>	<b>44.0</b>
<i>EBITDA Margin %</i>	22.6	21.6	22.6	22.2	20.0	4.6
<b>Net Profit</b>	<b>105.2</b>	<b>54.7</b>	<b>93.3</b>	<b>294.1</b>	<b>201.0</b>	<b>92.3</b>
<i>NP Margin %</i>	7.5	5.4	7.31	6.5	5.1	38.9
Diluted EPS(annu)	17.6	9.2	15.6	12.3	8.4	91.3

**About Helios and Matheson Information Technology Limited**

helios and matheson information technology ltd is a 22 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 [www.heliosmatheson.com](http://www.heliosmatheson.com)