

highlights Q1 14 performance

Revenue growth of 5.7% in dollar terms
Revenue at INR 2008.5 mn up 43.1 % Y-o-Y; 4.2 % Q-o-Q
Net Profit at INR 159.4 mn up 51.6 % Y-o-Y; 8.7 % Q-o-Q

Chennai (India), February 6, 2014: Helios and Matheson Information Technology Limited, leading software solutions company focused on banking financial services and healthcare verticals reported its consolidated financial results for first quarter ended December 31, 2013.

Highlights for the Quarter ended December 31st, 2013 (Consolidated)

Key financial highlights

In USD terms

- Revenue at \$ 32.3 million (growth of 5.7 % q-o-q / 23.7% y-o-y)
- EBITDA at \$ 7.4 million (growth of 6.0 % q-o-q / 25.1% y-o-y)
- Net profit at \$ 2.6 million (growth of 10.2 % q-o-q / 30.9% y-o-y)

In Rupee terms

- Revenue at INR 2008.5 million (growth of 4.2 % q-o-q / 43.1% y-o-y)
- EBITDA at INR 458.3 million (growth of 4.5 % q-o-q / 44.7% y-o-y)
- Net profit at INR 159.4 million (growth of 8.7 % q-o-q / 51.6% y-o-y)

Customers

- 75 active customers as of December 31, 2013
- 1 New client added for the quarter
- 1 customer moved to above \$ 10 million
- Above \$ 5 million customers at 5
- Top 10 clients contributed 48.6% of revenue in Q1 FY'14
- 93.9% of total business from repeat clients, as a result of long-standing client relationships and client retention strategies

Employees

- 3728 employees as of December 31, 2013
- Added 215 employees during the quarter on a gross basis
- attrition at 11.93%

Business highlights

“We have had yet another quarter of robust performance with a healthy growth in revenue and profits. We reached important milestones this quarter. Quarterly revenue crossed INR 2 billion mark. We have 25 clients with more than 1 million dollar revenue year on year. One of the accounts is in 10 million dollar plus league. The company continues to pursue opportunities in high growth areas such as analytics and cloud computing by making significant investments.” 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.24.2

Keeping in view with sustained profitable performance, our US subsidiary helios and matheson analytics inc declared a dividend of USD 0.08 per share representing approximately 50% pay-out for the year ended December 2013.

Operational performance:

Key Financial Highlights (Consolidated)

Particulars (Rs. mn)	Q1FY'14	Q1FY'13	Q4FY'13	12 months FY'13	12 months FY'12	Y-o-Y gr. (%)
Net Sales	1997.7	1387.7	1906.7	6529.6	4498.4	44.0
Other Income	10.8	15.6	20.8	55.7	22.2	
Total Income	2008.5	1403.3	1927.5	6585.3	4520.6	43.1
Software Services & Admin Expenses	1550.2	1086.6	1489.1	5109.7	3517.3	43.1
EBITDA	458.3	316.7	438.4	1475.6	1003.3	44.7
<i>EBITDA Margin %</i>	22.8	22.6	22.7	22.4	22.2	1.1
Net Profit	159.4	105.2	146.7	506.8	294.1	51.6
<i>NP Margin %</i>	7.9	7.5	7.6	7.7	6.5	5.3
Diluted EPS(annu)	24.2	17.6	22.2	19.2	12.3	37.5

About Helios and Matheson Information Technology Limited

helios and matheson information technology ltd is a 22 year old software solutions company 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 analytics inc. is listed on the NASDAQ. For more information visit us at <http://www.heliosmatheson.com>