

highlights Q3 14 performance

Revenue growth of 4.7% in dollar terms
Revenue at INR 2069.4 mn up 21.5 % Y-o-Y
Net Profit at INR 164.6 mn up 26.3 % Y-o-Y

Chennai (India), August 14, 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 June 30, 2014.

Highlights for the Quarter ended June 30th, 2014 (Consolidated)

Key financial highlights

In USD terms

- Revenue at \$ 34.6 million (growth of 4.7 % q-o-q / 14.9% y-o-y)
- EBITDA at \$ 7.9 million (growth of 4.7 % q-o-q / 16.2% y-o-y)
- Net profit at \$ 2.8 million (growth of 3.8 % q-o-q / 19.5% y-o-y)

In Rupee terms

- Revenue at INR 2069.4 million (growth of 1.2 % q-o-q / 21.5% y-o-y)
- EBITDA at INR 474.8 million (growth of 1.3 % q-o-q / 22.9% y-o-y)
- Net profit at INR 164.6 million (growth of 0.4 % q-o-q / 26.3% y-o-y)

Customers

- 77 active customers as of June 30, 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 48.2% of revenue in Q3 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

- 3857 employees as of June 30, 2014
- Added 178 employees during the quarter on a gross basis
- attrition at 11.91%

Operational performance:

Key Financial Highlights (Consolidated)

Particulars (Rs. mn)	Q3FY'14	Q3FY'13	Q2FY'14	12 months FY'13	12 months FY'12	Y-o-Y gr. (%)
Net Sales	2064.2	1685	2034.6	6529.6	4498.4	22.5
Other Income	5.2	18.4	10.2	55.7	22.2	
Total Income	2069.4	1703.4	2044.8	6585.3	4520.6	21.5
Software Services & Admin Expenses	1594.6	1317.1	1576	5109.7	3517.3	21.5
EBITDA	474.8	386.3	468.8	1475.6	1003.3	22.9
<i>EBITDA Margin %</i>	22.9	22.7	22.9	22.4	22.2	0.9
Net Profit	164.6	130.3	164.0	506.8	294.1	26.3
<i>NP Margin %</i>	8	7.6	8	7.7	6.5	5.3
Diluted EPS(annu)	24.9	19.7	24.8	18.9	12.3	26.4

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