



## **Performance Highlights**

### **Q4 2012**

**Revenue at Rs. 1,274.6 mn - up 27.3 % y-o-y; 10.5 % q-o-q**  
**Net Profit at Rs. 93.3 mn - up 128 % y-o-y; 16.6 % q-o-q**

### **FY 2012**

**Revenue at Rs. 4,519.2 mn: up 14.7% over previous year**  
**Net profit at Rs. 293.1 mn: up 45.8% over previous year**

Helios and Matheson Information Technology Limited ('Helios and Matheson' or 'the Company'), leading system integrator focused on banking, financial services and health care verticals reported its consolidated financial results for fourth quarter and year ended September 30, 2012.

### **Highlights for the 12 months ended September 30, 2012 (Consolidated)**

- Revenue at Rs. 4,519.2 mn: growth of 14.7% over previous year
- Operating income at Rs. 1,003.4 mn: growth of 27.1% over previous year
- Operating margin at 22.2%
- Net profit at Rs.293.1 Mn and NPM at 6.5%
- Earnings per share at Rs. 12.26 (consolidated) and Rs. 8.78 (stand alone)
- Gross Addition of 675 Employees (Net Addition: 343)
- Lowest attrition Rate : 12.7%
- 12 New clients added
- The group derived 92% of its total business from repeat clients, as a result of its long-standing client relationships

### **Highlights for the Quarter ended September 30, 2012 (Consolidated)**

- Revenue for Q4 2012 stood at Rs. 1,274.6 mn, a y-o-y growth of 27.3% and q-o-q growth of 10.5%
- Operating income for the quarter stood at Rs. 287.8 mn, registering a growth of 33.4% y-o-y, while EBITDA margins improved from 20.4% to reach 22.6%
- Net profit stood at Rs. 93.3 mn, a y-o-y growth of 127.8%, while net profit margin witnessed a 78.8% growth to 7.31%
- The Company witnessed positive business traction from banking, financial services and healthcare sectors, which constituted 36.4% of total revenue
- Top 10 clients contributed 49.4% of revenue in Q4 2012, as compared with 50.5% in Q4 2011



Commenting on the performance, Chief Executive Officer and Managing Director, GK Muralikrishna said, 'We are witnessing 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 continues to be the most important geography. Revenue from BFSI sector has increased by 49.9% over the corresponding quarter and 12.7% q-o-q. The Company continues to invest in sales and marketing in the US.

**Operational performance:**

**Key Financial Highlights (Consolidated)**

Particulars (Rs. mn)	Q4 2012	Q4 2011	Q3 2012	FY 2012	FY 2011	Y-o-Y growth (%)
Revenue	1,262.4	991.9	1,149.2	4,493.0	3,902.4	15.1
Other Income	12.2	9.2	4.1	26.2	39.1	
<b>Total Revenue</b>	1,274.6	1,001.1	1,153.3	4,519.2	3,941.5	14.7
Software Services Expenses and SG&A	986.8	797.3	893.5	3,515.8	3,151.9	11.5
<b>EBITDA</b>	287.8	203.8	259.8	1,003.4	789.6	27.1
<i>EBITDA Margin %</i>	22.6	20.3	22.5	22.2	20.0	11
<b>Net Profit</b>	93.3	40.9	80.0	293.1	201.0	45.8
<i>NP Margin %</i>	7.31	4.1	6.9	6.5	5.1	27.5
EPS(annualised)	15.6	6.8	13.4	12.3	8.4	46.4



## **About Helios and Matheson Information Technology Limited**

Helios and Matheson is a 22 year old system integrator headquartered 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 services span the entire application lifecycle, right from application development to 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 it's 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).