~ Mphasis records new TCV wins of USD 302 million in Direct business



New York, 21 July 2022

<u>Mphasis</u> Limited (*BSE - 526299; NSE - MPHASIS*), an Information Technology (IT) solutions provider specializing in cloud and cognitive services, today announced its financial results for the quarter ended 30th June 2022.

Quarter ended 30th June 2022

- Gross Revenue grew 4.5% QoQ and 26.8% YoY on a reported basis to INR 33.9 billion (USD 436 million) and grew 2.0% QoQ and 22.1% YoY in Constant Currency
- Direct revenue grew 5.0% QoQ and 33.3% YoY on a reported basis to INR 31.7 billion (USD 408 million) and grew 2.4% QoQ and 28.3% YoY in Constant Currency
- New TCV wins of USD 302 million in Direct, of which 84% in new generation services
- Net profit grew 2.5% QoQ and 18.3% YoY to ₹ 4,019 million. Adjusted for the M&A charges, net profit grew 24.0% YoY to ₹ 4,213 million
- EPS grew 2.4% QoQ and 17.8% YoY to ₹21.4. Adjusted for the M&A charges, EPS grew 23.4% YoY to ₹22.4.

"Our consistent growth is a testimony of continued investments in the right service areas and institutionalization of our Tribes & Squads led competency model. We continue to stay focused on navigating the current environment with agility, driving growth for the business, while providing margin stability," said **Nitin Rakesh, Chief Executive Officer, and Managing Director, Mphasis.**

Deal wins:

- A leading technology services provider has engaged Mphasis for transforming their contact centers across US, UK, Romania, China, and India, thereby optimizing cost of operations over time
- Mphasis has partnered with a leading financial services firm to transform their indexing and analytics offerings into an integrated go-to market technology platform that is fit for purpose and built for scale
- A leading IT solutions provider has engaged Mphasis to create a competency center for the next gen capabilities to improve velocity of app development. As part of this, Mphasis will help setup a client University to ensure cultural, domain and technical alignment with the customer.

Recognitions and Analyst Positioning:

- Awarded Gold Stevie '*Most Exemplary Employer*' under the COVID-19 Response category by The 2022 American Business Awards
- Recognized as 'The Employer of the Future' in 2022 Fortune India-Work Universe Annual Employers of the Future Study
- Achieved '*Preferred Solution Partner*' status in the Azure Quantum Network, Quantum assessment, consultancy, and solution development services on the Azure marketplace
- Onboarded as select partner of VMware's Tanzu Partner Advisory Council (TPAC) to define and build Tanzu's product roadmap
- Recognized as a 'Major Contender' in Everest Group Property and Casualty (P&C) Insurance BPS Service Provider Landscape with Services PEAK Matrix[®] Assessment 2022
- Recognised in Gartner 'Cool Vendors in Quantum Computing' report
- Ranked 'high' in the twin-track assessment model 'Operational-Performative Alignment and Cultural-Attitudinal Alignment' by Neo Group in their ESG Adoption Survey Report.

About Mphasis

Mphasis' purpose is to be the "*Driver in Driverless Car*" for Global Enterprises by applying next-generation design, architecture, and engineering services, to deliver scalable and sustainable software and technology solutions. Customer centricity is foundational to Mphasis, and is reflected in the Mphasis'<u>Front2Back</u>[™] Transformation approach. Front2Back[™] uses the exponential power of cloud and cognitive to provide hyper-personalized (C=<u>X2C2[™]</u>=1) digital experience to clients and their end customers. Mphasis' Service Transformation approach helps 'shrink the core' through the application of digital technologies across legacy environments within an enterprise, enabling businesses to stay ahead in a changing world. Mphasis' core reference architectures and tools, speed and innovation with domain expertise and specialization, combined with an integrated sustainability and purpose-led approach across its operations and solutions are key to building strong relationships with marquee clients. Click <u>here</u>to know more. (<u>BSE: 526299</u>; <u>NSE: MPHASIS</u>)

Safe Harbor:

Certain statements mentioned in this presentation concerning our future growth prospects are forward looking statements (the "Forward Statements") and are based on reasonable expectations of the management, which involves a number of risks, and uncertainties that could cause actual results to differ materially from those in such Forward Statements. The risks and uncertainties relating to these Forward Statements include, but are not limited to, risks and uncertainties regarding fluctuations in our earnings, fluctuations in foreign exchange rates, revenue and profits, our ability to generate and manage growth, intense competition in IT services, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price and fixed-time frame contracts, restrictions on immigration, industry segment concentration, our ability to manage our international operations, our revenues being highly dependent on clients in the United States of America, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of fiscal governmental incentives, political instability, adverse impact of global pandemics (including COVID-19 impact), war, legal restrictions on raising capital or acquiring companies, unauthorized use of our intellectual property(ies) and general economic conditions affecting our businesses and industry. We may, from time to time, make additional written and oral Forward Statements. We do not undertake to update any Forward Statements that may be made from time to time by us or on our behalf, unless required under the law.

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