

## Chairman's Speech

Good morning Ladies and Gentlemen.

I am delighted to welcome all of you to the twenty third Annual General Meeting of your company. I would like to take this opportunity to thank you for your sustained support and presence here today.

### Announcement

As you are aware, your Company changed its financial year from 31<sup>st</sup> October to 31<sup>st</sup> March, and consequently, the results for the Financial Year ended 31 March 2014 represent results of 5 months of operations.

### Good news: Dividend

The Board of Directors has recommended a final dividend of Rs.7/- per equity share of Rs.10/- each for the five month financial year ended 31<sup>st</sup> March 2014, subject to your approval at the Meeting.

### Highlights of the year gone by

At Mphasis, we believe in continuous transformation to re-invent ourselves to partner with our clients and deliver higher value through our portfolio and capabilities. The first wave of this transformation was in 2011-12. During this period we focused on hyper-specialization around industry's verticals and rebuilding direct growth. This gave us the deeper insight into vertical solutions and domain expertise. Building on this, we took up the second wave of change in 2013. During the second wave, we focused on account specialization and solution specialization.

We embarked on the third wave of this continuous transformation in 2014 and launched our refreshed identity: Mphasis 'Unleash the NEXT' - to re-position us and lead in the new wave of IT services. This wave is aimed at bringing the value of NEXT to our customers. In this wave, we will leverage our first and second waves to bring the value of DIGITALization, Anything-as-a-service model by building a collaborative Eco system of IP.

We have re-aligned our business to enable our clients to benefit from the new IT services that is being created. This would require us to reshape ourselves and make the following strategic choices

- Build deep portfolio capabilities specifically in emerging technologies (Digital, Data & Analytics) and select profitable portfolios (Testing, ERP, Security, Platform BPO and Infrastructure Services) to enable our clients achieve their business priorities
- Expand service footprint in strategic clients to enable our clients to benefit from the new capabilities
- Establish collaborative network around Intellectual Property (IP) to strengthen our portfolio capabilities
- Expand the 'As-a-Service' business models to increase speed and provide flexibility to our clients
- Transform delivery to enhance customer value and profitability by adopting disruptive initiatives in select service lines, enhancing tools and automation, implementing LEAN and other operations optimization programs
- Transform the way we hire, train and retain talent

We are happy to report that our strategy resonates with our Customers and enables to deliver enhanced value to them.

## **Corporate Social Responsibility (CSR)**

Our Corporate Social Responsibility focuses on creating positive social impact through innovative practices in the areas of Education, Employability and Entrepreneurship development.

We partner with various NGOs to deliver services in our chosen areas and this partnership is a long term partnership for our flagship programs. Aalamba – our livelihood initiative focused around low-income and marginalized women and youth in urban slums of Bangalore entered in its sixth year. This program has helped over 385 women - through self-help groups – to contribute to the family finances but many of them have also taken a step forward in exploring opportunities in expanding their businesses or starting other parallel business initiatives. The total number of livelihood units supported through this program are over 96 now.

Nanagu Shaale (meaning ‘where all belong’ in Kannada) is another flagship program of Mphasis CSR working towards including children with special needs into mainstream government schools enabling a significant transition from segregated to inclusive education.

Nanagu Shaale Inclusive Education program, supported through Fourth Wave foundation in North Karnataka, has increased enrolment of children with disabilities from 1% to 12.97% in the 4 districts where it operates. In its second phase now, it has expanded to 5 more districts of North Karnataka.

Some of the other significant achievements of last year have been:

1. A contribution of INR 13,58,200/- towards The Prime Minister’s National Relief Fund for Uttarakhand through the Payroll Giving Program supported by employees
2. We were felicitated by Amity for Exemplary Contribution in the field of CSR 2013
3. Two of our extraordinary employees - Ashwin Karthik and Bhavanishankar Ravindra – won the Best Employee National Award 2013 and the 15th NCPEDP-Shell Helen Keller Award respectively.

The way forward includes redefining the CSR strategy to integrate it with the business objectives of brand “Unleash the Next” and making our CSR efforts compliant with the directives of the Companies Act 2013.

We also continue to receive global recognitions for our capabilities. During the year we were recognized in the leader category of the 2014 International Association of Outsourcing Professionals (IAOP) 100 Global outsourcing awards in the services providers list for our exceptional industry capabilities and expertise. Gartner recognized us as a Tier 1 vendor for Remote Infrastructure Services.

We believe that we need to continue to earn the trust of our stakeholders through our strong performance while at the same time continuously transform ourselves to take advantage of the shifts in the IT services industry. We are confident that our refreshed identity and the strategic choices are well aligned with all our stakeholder expectations and will enable us for the next phase of growth.

Thank you.

**Chairman – 23<sup>rd</sup> Annual General Meeting**

**Dr. Friedrich Froeschl**