

Coverage Report

Press Briefing

January 31, 2017

Online:

Date	Publication	Headline
Online		
January 31, 2017	Deccan Herald	Mphasis to focus on continuity of biz, says CEO
January 30, 2017	The Economic Times	Continuity in acceleration is the focus, says new Mphasis CEO Nitin Rakesh
January 30, 2017	ET Tech	Mphasis was a jewel hidden in the HP family: CEO Nitin Rakesh
January 30, 2017	Business Standard	Continuity in acceleration is the focus: Mphasis CEO Nitin Rakesh
January 30, 2017	The Times of India	Mphasis was a jewel hidden in the HP family: new CEO
January 30, 2017	India Today	Continuity in acceleration is the focus, says new Mphasis CEO
January 30, 2017	Finance Everyday	Mphasis Was A Jewel Hidden In The HP Family: New CEO
January 30, 2017	Daily India News	Continuity in acceleration is the focus, says new Mphasis CEO
January 30, 2017	News n Updates	Continuity in acceleration is the focus, says new Mphasis CEO Nitin Rakesh – Economic Times
January 30, 2017	Shafaqna	Mphasis to focus on continuity of biz, says CEO
January 30, 2017	WN	Mphasis to focus on continuity of biz, says CEO
January 30, 2017	WN	Mphasis was a jewel hidden in the HP family: new CEO
January 30, 2017	News in trends	Continuity in acceleration is the focus: Mphasis CEO Nitin Rakesh
January 30, 2017	Europa	Continuity in acceleration is the focus, says new Mphasis CEO
January 30, 2017	Indiafinancenews	Continuity in acceleration is the focus, says new Mphasis CEO Nitin Rakesh
January 30, 2017	Newsboss	Continuity in acceleration is the focus: Mphasis CEO Nitin Rakesh

January 27, 2017	CNBC	Mphasis appoints Nitin Rakesh as Chief Executive Officer and Member of the Board
January 27, 2017	Yahoo Finance	Mphasis appoints Nitin Rakesh as Chief Executive Officer and Member of the Board
January 27, 2017	The Street	Mphasis Appoints Nitin Rakesh As Chief Executive Officer And Member Of The Board
January 27, 2017	Market Watch	Mphasis appoints Nitin Rakesh as Chief Executive Officer and Member of the Board

Print:

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January 31, 2017	Deccan Herald	Mphasis to focus on continuity of biz, says CEO
January 30, 2017	The Times of India	Mphasis was a jewel hidden in the HP family: new CEO

Broadcast:

Date	Publication	Headline
Print		
January 31, 2017	CNBC	Mr. Nitin Rakesh - CEO, Mphasis - Visa Woes For IT Cos
January 30, 2017	ET Now	Nitin Rakesh CEO Mphasis

Deccan Herald

Mphasis to focus on continuity of biz, says CEO

BENGALURU, DHNS: Nitin Rakesh, the newly appointed Chief Executive Officer of mid-tier IT services provider Mphasis, has said the company will focus on continuity of business and geographic expansion.

In an interaction with *DH*, Rakesh said the company has its solid footing in banking and financial service vertical.

“There is continuity of a lot of things that involves business, and that will really be the focus, especially on accelerating within that continuity,” he said.

Rakesh replaces CEO Ganesh Ayyar after becoming the Additional Director on the Board at Mphasis with effect from January 29. Besides focusing on the platforms already established, Rakesh said the company will expand its presence in other geographies.

“We are currently running a majority of our business in the United States and looking at expanding our base to Eu-



Nitin Rakesh

rope. There is a lot of opportunities in the continental Europe. With our new product offering, Mphasis can do better in these geographies,” he said.

Mphasis, acquired by private equity giant Blackstone from HP Enterprise for over \$1 billion last year, is looking at the former CEO and President of Syntel to expand its business.

Rakesh said the company will avail its intellectual property, automation and cognitive solution to take the company to next level.

The Times of India

Mphasis was a jewel hidden in the HP family: New CEO

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Bengaluru: IT services firm Mphasis has had a tumultuous past. Since 1998, when it was founded by Citibankers Jerry Rao and Jeroen Tas, it has gone through several ownership changes, but through it all, it maintained its unique identity. The company was acquired by EDS in 2006. Two years later, it became part of Hewlett-Packard (HP) when the latter acquired EDS. In 2015, when HP split into two, it became part of HP Enterprise. And last year, private equity giant Blackstone acquired Mphasis from HP Enterprise for over \$1 billion. The new owner has just brought in a new CEO – **Nitin Rakesh**, who was previously CEO of Nasdaq-listed Syntel. Rakesh spoke exclusively to TOI soon after his appointment was announced. Excerpts:

What's Blackstone's mandate to you?

It's not really the mandate Blackstone gave me. It's the mandate I have from the Mphasis board. What excited me was that the positioning of the company is fairly unique — it plays to my interests, strengths and to the market opportunity. The strong focus on business domains, sub-domain specialization — and these are big enough for us to craft a fairly large-scalable business. We are talking about market-size opportunity running into tens of billions (of dollars). I think the beauty of the model is, it's positioned in large-scalable domains and these domains are fascinating to me as I grew up in those businesses. Even if you include the HP relationship that will soon turn into CSC, it will be a large opportunity for us. We have a big opportunity in what I call the next-gen services that in-



ONE-ON-ONE

Nitin Rakesh
 CEO, MPHASIS TECHNOLOGIES

cludes SMAC, IoT, automation, AI, cloud and the whole suite of services.

Blackstone has reset the relationship with HP, securing nearly \$1 billion for over 5 years. This should give you enough headroom to mine other clients.

There's no free lunch, and we have to earn every dollar. The global business environment is going through a transformation; not only do we have to deliver that \$1 billion, but we have to find ways to make that \$1 billion into \$2 billion. The CSC-HP combined revenue book is so big we know they are looking at strategic partnerships. We will continue to keep our eyes on the billion, but also focus on the next phase growth.

Mphasis has had a tumultuous past. May be because of that, a liftoff didn't really happen...

It was an extension of a large global firm. Now we have the foundation in place, a strong set of services and all the right ingredients — many of which weren't there in the past. I credit the team that navigated the turbulence. You can't accelerate when you have turbulence. We still have some turbulence

ahead as the industry is going through a structural change, but we know that we can fire on all four engines. I think size is a great advantage for us. It gives us headroom in terms of agility and, at the same time, we are big enough to play in large deals. It will take a couple of quarters to get the strategy in place. I didn't come with all the answers, but I came here with a perspective.

You have an opportunity to mine Blackstone's portfolio companies...

The onus is on us to find the right way to do it. Just because we are one of the portfolio companies, it doesn't mean we have rights to their businesses. My message to the team is: let's give them a reason to do business with us. Obviously, the good news is we have a calling card — we have the ability to walk in and get introduced, but we have to win the business. We have to choose which companies fit the profile of clients that we want to do business with.

Will banking and capital markets (BCM) and opportunities from the CSC-HP combine fuel the next phase of growth?

I see growth in our HP relationship and in our direct core business (where the BCM and insurance segments sit). On the BCM side, we see a tailwind on the macro side looking at what's going on in the US. The sector has become a prime growth driver for the US market. If we can leverage the tailwinds and strengthen our position in the core, expand our footprint in Europe with the right mix of next-gen services, we should be able to accelerate our growth story. I see Mphasis as a jewel hidden in the HP family.

CNBC



ET Now



MPHISIS CEO TO ET NOW

MGMT TO ET NOW
Mphasis
567.45 ▲ 6.90 1.23%
Co has a long track record & good set of customers

ODISHA MINING CASE
Consortium of banks led by SBI move SC in JSPL's Odisha mining case

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