

MPS

Financial Performance
Q4 & FY 18

Platforms and services for content creation,
production, and distribution

Metrics		FY18 Q4	FY17 Q4	Q-o-Q	FY18	FY17	Y-o-Y
Revenue	Revenue on Constant Currency (INR Lacs)	6,313	7,524	-16.1%	27,535	29,196	-5.7%
	FX Gain/Loss adjusted revenue (INR Lacs)	6,378	7,252	-12.1%	26,968	29,011	-7.0%
	Reported Revenue (INR Lacs)	6,358	7,163	-11.2%	26,703	28,870	-7.5%
Profit	EBITDA on Fx adjusted revenue (INR Lacs)	1,998	2,338	-14.6%	9,119	9,472	-3.7%
	PBT before Exceptional item (INR Lacs)	2,204	2,551	-13.6%	10,186	10,667	-4.5%
	PAT (INR Lacs)	1,516	1,569	-3.4%	7,021	7,043	-0.3%
Margin	EBITDA (%)	31.3%	32.2%		33.8%	32.7%	
	PBT (%)	34.6%	35.2%		37.8%	36.8%	
	PAT (%)	23.8%	21.6%		26.0%	24.3%	
Headcount	At the end of each reporting period in Nos.	2,389	2,810	-15.0%	2,389	2,810	-15.0%
EPS	Basic and Diluted EPS (INR)	8.14	8.42		37.71	37.82	

Analysis (FX Gain/Loss Adjusted Revenue)

- Revenue suppressed by INR 8.3 Crores in FY18, due to unfavourable exchange rate movement.
- mag+ revenue for Q4 FY 18 was INR 2.7 Crores against INR 4.8 Crores Q4 FY 17. Unhealthy revenue has been removed.
- EBITDA margin suppressed by 2.3% for FY18, due to unfavourable exchange rate movement.

Notes

- Constant currency revenue numbers are calculated as per FEDAI exchange rates.
- Profit and Margins are on FX Gain/Loss adjusted revenue.
- Previous period numbers are reinstated as per IndAS.

Metrics		FY18 Q4		FY17 Q4		FY18		FY17	
		Content Solutions	Platform Solutions	Content Solutions	Platform Solutions	Content Solutions	Platform Solutions	Content Solutions	Platform Solutions
Revenue	Revenue on Constant Currency (INR Lacs)	5,222	1,091	6,379	1,145	22,662	4,873	25,138	4,058
	FX Gain/Loss adjusted revenue (INR Lacs)	5,275	1,102	6,149	1,103	22,195	4,773	24,978	4,033
	Reported Revenue (INR Lacs)	5,260	1,098	6,076	1,087	21,977	4,726	24,857	4,013
Margin	EBITDA (%)	28.4%	45.3%	28.2%	54.9%	33.5%	35.5%	32.9%	31.1%
	PBT (%)	31.3%	50.0%	30.7%	59.9%	37.4%	39.6%	37.0%	35.1%
	PAT (%)	21.5%	34.4%	18.9%	36.9%	25.8%	27.3%	24.5%	23.1%
Headcount	At the end of each reporting period in Nos.	2,264	125	2,678	132	2,264	125	2,678	132

Content Solutions

- Revenue suppressed by INR 6.85 Crores in FY18, due to unfavourable exchange rate movement.
- EBITDA margin suppressed by 2.33% for FY18, due to unfavourable exchange rate movement.

Platform Solutions

- Revenue suppressed by INR 1.47 Crores for FY18, due to unfavourable exchange rate movement.
- mag+ revenue for Q4 FY 18 was INR 2.7 Crores against INR 4.8 Crores Q3 FY 17. Unhealthy revenue has been removed.
- EBITDA margin suppressed by 2.29% for FY18, due to unfavourable exchange rate movement.

Notes

- Constant currency revenue numbers are calculated as per FEDAI exchange rates.
- Profit and Margins are on FX Gain/Loss adjusted revenue.
- Previous period numbers are reinstated as per IndAS.

Cash and Cash equivalents

- Total Cash and Cash equivalents as on 31-Mar-2018 is INR 311 Crores (including investment in mutual funds) and INR 223 Crores as on 31-Mar-17; Zero debt

CSR Update

- Total Spending for Q4 FY 2017-18 INR 96 Lacs and FY 17-18 INR 192 Lacs

IIMPACT

- Area Covered: Girls Education
- Project Name: MPS Limited Girls Education Project
- Total Learning Centres being Supported: 100

Vedanta Cultural Foundation

- Area Covered: Promoting education, including special education and employment enhancing vocation skills, especially among children, women, elderly and the differently abled and livelihood enhancement projects.

Computer Education

- Imparting free computer education to under privileged students.

SAMBANDH

- Area Covered: MENTAL HEALTH
- Pilot Project at Gurgaon

PREM CHARITABLE TRUST

- Area Covered: Care Centres for Physically Challenged Children

SAPNA

- Area Covered: Anandam a home for Sick and destitute

Metrics		FY18 Q4	FY17 Q4	FY18 YTD	FY17 YTD
Currency Contribution (%)	USD	72%	75%	74%	76%
	GBP	24%	21%	23%	21%
	EURO	3%	2%	2%	2%
	Others	1%	2%	1%	1%
Geographic Concentration	North America	53%	59%	56%	59%
	UK/Europe	44%	39%	40%	39%
	Rest of the World	3%	2%	4%	2%
Debtors	DSO	61	65	61	65
Client Concentration	Client Billed	332	459	551	645
	Top 5 contribution	52%	59%	54%	61%
	Top 10 contribution	71%	75%	71%	76%
	Top 15 contribution	81%	73%	80%	80%

As MPS is growing, our customer base is diversifying due to growth in larger accounts and addition of smaller customers through our platform business. Our core customer base has now expanded to 15 large accounts.



INR Lacs.

Particulars	As at 31-Mar-18 (Audited)	As at 31-Mar-17 (Audited)	% of Change
Equity			
Equity Share Capital	1,862	1,862	0%
Other Equity	40,006	32,928	21%
Total Equity	41,868	34,790	20%
Application of Funds			
Non-current Assets (net)	5,576	6,623	-16%
Current Assets (net)	36,292	28,167	29%
Total Application of Funds	41,868	34,790	20%

This presentation contains forward-looking statements, inter-alia, to enable investors to comprehend Company's prospects and take informed investment decisions. This report and other statements - written and oral - that we periodically make, contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realized, although we believe we have been prudent in assumptions. The achievement of results is, inter-alia, subject to assumptions, risks, uncertainties, including but not limited to our ability to successfully conclude and integrate (potential) acquisition(s) and general regulatory and economic conditions affecting the industry. Should known or unknown risks or uncertainties materialize or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated, expected or projected. We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Further this presentation may also contain references to findings of various reports available in public domain. We make no representations as to their accuracy or that we necessarily subscribe to those findings. Figures for previous periods / year have been regrouped, wherever necessary.

Thank You