

MPS

Financial Performance
Q1 & FY 19

Platforms and services for content creation,
production, and distribution

Metrics		FY19 Q1	FY18 Q1	Y-o-Y
Revenue	Revenue on Constant Currency (INR Lacs)	6,903	7,130	-3.2%
	FX Gain/Loss adjusted revenue (INR Lacs)	7,110	6,770	5.0%
	Reported Revenue (INR Lacs)	7,213	6,690	7.8%
Profit	EBITDA on Fx adjusted revenue (INR Lacs)	1,936	2,129	-9.1%
	PBT (INR Lacs)	2,130	2,621	-18.7%
	PAT (INR Lacs)	1,528	2,045	-25.3%
Margin	EBITDA (%)	27.2%	31.5%	
	PBT (%)	30.0%	38.7%	
	PAT (%)	21.5%	30.2%	
Headcount	At the end of each reporting period in Nos.	2,710	2,613	3.7%
EPS	Basic and Diluted EPS (INR)	8.21	10.98	

Analysis (FX Gain/Loss Adjusted Revenue)

- Margins suppressed due to loss in MPS Interactive Systems
- Despite seasonal decline in the core business in Q1, we were able to maintain our EBITDA margins on FX adjusted revenue in the core business.

Notes

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

Metrics		FY19 Q1			FY18 Q1	
		Content Solutions	Platform Solutions	Others*	Content Solutions	Platform Solutions
Revenue	Revenue on Constant Currency (INR Lacs)	5,098	1,063	742	5,739	1,391
	FX Gain/Loss adjusted revenue (INR Lacs)	5,261	1,096	752	5,449	1,320
	Reported Revenue (INR Lacs)	5,349	1,115	749	5,385	1,305
Margin	EBITDA (%)	31.3%	33.3%	-10.1%	32.9%	25.5%
	PBT (%)	34.9%	37.2%	-15.2%	40.5%	31.3%
	PAT (%)	25.1%	26.7%	-11.2%	31.6%	24.5%
Headcount	At the end of each reporting period in Nos.	2,225	180	305	2,467	146

Others

- * Management/CODM is evaluating the segment revenue and cost of newly acquired business. Accordingly figures for the current quarter have been presented as "Others"

Notes

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

Cash and Cash equivalents

- Total Cash and Cash equivalents as on 30-June-2018 is INR 267 Crores (including investment in mutual funds) and INR 311 Crores as on 31-Mar-18; Zero debt

CSR Update

- Total Spending for Q1 FY 2018-19 INR 26.31 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

Metrics		FY19 Q1	FY18 Q1
Currency Contribution (%)	USD	80%	75%
	GBP	17%	22%
	EURO	2%	2%
	Others	1%	1%
Geographic Concentration	North America	49%	60%
	UK/Europe	48%	38%
	Rest of the World	3%	2%
Debtors	DSO	58	69
Client Concentration	Client Billed	318	460
	Top 5 contribution	57%	56%
	Top 10 contribution	74%	72%
	Top 15 contribution	81%	80%

- Management/CODM is evaluating MPS Interactive customer profile and business. The above figures for the current quarter do not include MPS Interactive.



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