

**MPS**

Financial Performance  
Q3 FY 18

Platforms and services for content creation,  
production, and distribution

Metrics		FY18 Q3	FY17 Q3	Q-o-Q	FY18 YTD	FY17 YTD	Y-o-Y
Revenue	Revenue on Constant Currency (INR Lacs)	6,989	8,145	-14.2%	21,233	21,728	-2.3%
	FX Gain/Loss adjusted revenue (INR Lacs)	6,899	8,036	-14.1%	20,585	21,759	-5.4%
	Reported Revenue (INR Lacs)	6,788	8,001	-15.2%	20,345	21,707	-6.3%
Profit	EBITDA (INR Lacs)	2,510	2,635	-4.7%	7,095	7,135	-0.6%
	PBT (INR Lacs)	2,714	2,693	0.8%	7,982	8,116	-1.7%
	PAT (INR Lacs)	1,756	1,789	-1.8%	5,505	5,474	0.6%
Margin	EBITDA (%)	36.4%	32.8%		34.5%	32.8%	
	PBT (%)	39.3%	33.5%		38.8%	37.3%	
	PAT (%)	25.5%	22.3%		26.7%	25.2%	
Headcount	At the end of each reporting period in Nos.	2,511	2,986	-15.9%	2,511	2,986	-15.9%
EPS	Basic and Diluted EPS (INR)	9.43	9.61		29.57	29.40	

### Analysis (FX Gain/Loss Adjusted Revenue)

- Revenue suppressed by INR 2.0 Crores and INR 8.9 Crores for Q3 FY18 and YTD FY18 respectively, due to unfavorable exchange rate movement.
- mag+ revenue for Q3 FY 18 was INR 3.3 Crores against INR 5.3 Crores Q3 FY 17. Unhealthy revenue has been removed.
- EBITDA margin suppressed by 1.8% and 2.7% for Q3 FY18 and YTD FY18 respectively, due to unfavorable 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.

# Financial Summary - Business Segments



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Metrics		FY18 Q3		FY17 Q3		FY18 YTD		FY17 YTD	
		Content Solutions	Platform Solutions	Content Solutions	Platform Solutions	Content Solutions	Platform Solutions	Content Solutions	Platform Solutions
Revenue	Revenue on Constant Currency (INR Lacs)	5,737	1,252	7,094	1,051	17,447	3,786	18,800	2,928
	FX Gain/Loss adjusted revenue (INR Lacs)	5,663	1,235	6,999	1,037	16,914	3,671	18,827	2,932
	Reported Revenue (INR Lacs)	5,572	1,216	6,968	1,033	16,717	3,628	18,781	2,926
Margin	EBITDA (%)	36.5%	35.8%	35.3%	15.7%	36.0%	27.6%	35.3%	16.5%
	PBT (%)	39.5%	38.7%	36.1%	16.1%	40.5%	31.1%	40.2%	18.8%
	PAT (%)	25.6%	25.0%	24.0%	10.7%	27.9%	21.4%	27.1%	12.7%
Headcount	At the end of each reporting period in Nos.	2228	283	2774	212	2228	283	2774	212

## Content Solutions

- Revenue suppressed by INR 1.7 Crores and INR 7.3 Crores for Q3 FY18 and YTD FY18 respectively, due to unfavorable exchange rate movement.
- EBITDA margin suppressed by 1.8% and 2.7% for Q3 FY18 and YTD FY18 respectively, due to unfavorable exchange rate movement.

## Platform Solutions

- Revenue suppressed by INR 0.4 Crores and INR 1.3 Crores for Q2 FY18 and YTD FY18 respectively, due to unfavorable exchange rate movement.
- mag+ revenue for Q3 FY 18 was INR 3.3 Crores against INR 5.3 Crores Q3 FY 17. Unhealthy revenue has been removed.
- EBITDA margin suppressed by 1.8% and 3.0% for Q3 FY18 and YTD FY18 respectively, due to unfavorable 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-Dec-17 is INR 296 Crores and INR 223 Crores as on 31-Mar-17; zero debt.

## CSR Update

- Total Spending for Q3 FY 2017-18 INR 24 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		FY18 Q3	FY17 Q3	FY18 YTD	FY17 YTD
Currency Contribution (%)	USD	75%	78%	74%	75%
	GBP	22%	19%	23%	22%
	EURO	2%	1%	2%	2%
	Others	1%	2%	1%	1%
Geographic Concentration	North America	60%	63%	59%	58%
	UK/Europe	38%	34%	37%	39%
	Rest of the World	2%	3%	4%	3%
Debtors	DSO	69	75	69	75
Client Concentration	Client Billed	336	471	410	602
	Top 5 contribution	56%	58%	55%	60%
	Top 10 contribution	73%	74%	72%	76%
	Top 15 contribution	81%	78%	79%	81%

\* 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.

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**