

**MPS Limited**

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**Date:** November 03, 2022

✓	<b>National Stock Exchange of India Limited</b> Exchange Plaza, 5th Floor, Plot no. C/1, G Block, Bandra - Kurla Complex, Bandra (East), Mumbai - 400 051, India <b>Symbol:</b> MPSLTD <b>ISIN:</b> INE943D01017	<b>BSE Limited</b> Department of Corporate Services Phiroze Jeejeebhoy Towers Dalal Street, Mumbai- 400001, India <b>Scrip Code:</b> 532440 <b>ISIN:</b> INE943D01017
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Dear Sirs,

**Sub: Earnings Presentation on Un-audited Financial Results of the Company for the Second Quarter (Q2) and Half year (H1) ended September 30, 2022**

Pursuant to the provisions of Regulation 30 read with Para A of Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to enclose herewith the Earnings Presentation on Un-audited Financial Results of the Company for the Second Quarter (Q2) and Half year (H1) ended September 30, 2022.

This is for your kind information and records.

Thanking you,

Yours Faithfully,  
For **MPS Limited**

**Sunit Malhotra**  
**CFO & Company Secretary**

**Encl:** As Above

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## **MPS** LIMITED

Q2 & H1 FY23 EARNINGS PRESENTATION

# Disclaimer

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.

# Impressive Momentum in Revenue Growth Drives Margin Expansion

## Consolidated

	Metrics	Q2 FY'23	Q2 FY'22	Variance%
<b>Revenue</b>	FX Gain/Loss adjusted revenue (INR Lakh)	12,560	11,040	13.77%
	Reported Revenue (INR Lakh)	12,660	11,021	14.87%
<b>Profit</b>	EBITDA (INR Lakh)	4,017	3,061	31.23%
	PBT (INR Lakh)	3,646	2,897	25.85%
	PAT (INR Lakh)	2,685	2,166	23.96%
<b>Margin</b>	EBITDA (%)	31.7%	27.8%	3.96%
	PBT (%)	28.8%	26.3%	2.51%
	PAT (%)	21.2%	19.7%	1.56%
<b>Headcount</b>	At the end of each reporting period in Nos.	2,723	2,692	1.15%
<b>EPS</b>	Basic and Diluted EPS (INR)	15.70	12.00	30.83%

Total Cash and Cash equivalents (including investment in Mutual funds) as on 30-Sep-2022 are INR 143 Crores.

The company has zero debt.



# Back to our Roots of a High Margin Business

Metrics		Q2 FY'23			Q2 FY'22		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	6,591	2,787	3,182	6,186	2,974	1,880
	Reported Revenue (INR Lakh)	6,714	2,786	3,160	6,119	3,003	1,899
Profit	Segment Result (INR Lakh)	2,710	972	665	2,082	775	209
Margin	Segment Result (%)	40.4%	34.9%	21.0%	34.0%	25.8%	11.0%
Headcount	At the end of each reporting period in Nos.	2,100	196	427	2,221	234	237

- The Un-allocable expenditure & Finance cost (Net of Un-allocable income ) of INR 701 Lakh in FY23 Q2 (PY Q2 INR 169 Lakh) is not identifiable to any of the reportable segments

# Q2 FY23 – Business Metrics

*Consolidated*

	Metrics	Q2 FY'23	Q2 FY'22	Q1 FY'23
<b>Currency Contribution (%)</b>	USD	84%	79%	83%
	GBP	6%	10%	7%
	EURO	4%	4%	5%
	CHF	2%	3%	2%
	INR	2%	1%	1%
	Others	2%	2%	2%
<b>Geographic Concentration</b>	North America	60%	67%	57%
	UK/Europe	32%	27%	36%
	Rest of the World	8%	6%	7%
<b>Debtors</b>	DSO	52	55	59
<b>Client Concentration</b>	Client Billed	545	462	492
	Top 5 contribution	34%	34%	36%
	Top 10 contribution	47%	46%	49%
	Top 15 contribution	55%	54%	58%

# On Track to Cross INR 100 Cr. in PAT in FY23

## Consolidated

Metrics		H1 FY'23	H1 FY'22	Variance%
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	23,964	22,831	4.96%
	Reported Revenue (INR Lakh)	24,145	22,736	6.20%
Profit	EBITDA (INR Lakh)	6,976	6,205	12.43%
	PBT (INR Lakh)	6,454	5,779	11.68%
	PAT (INR Lakh)	4,749	4,307	10.26%
Margin	EBITDA (%)	28.9%	27.3%	1.60%
	PBT (%)	26.7%	25.4%	1.31%
	PAT (%)	19.7%	18.9%	0.73%
Headcount	At the end of each reporting period in Nos.	2,723	2,692	1.15%
EPS	Basic and Diluted EPS (INR)	27.77	23.86	16.39%

# Margin Expansion across ALL Business Segments

Metrics		H1 FY'23			H1 FY'22		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
<b>Revenue</b>	FX Gain/Loss adjusted revenue (INR Lakh)	12,774	5,486	5,704	12,390	6,337	4,104
	Reported Revenue (INR Lakh)	13,037	5,482	5,626	12,256	6,368	4,112
<b>Profit</b>	Segment Result (INR Lakh)	4,819	1833	1108	3,927	1943	424
<b>Margin</b>	Segment Result (%)	37.0%	33.4%	19.7%	32.0%	30.5%	10.3%
<b>Headcount</b>	At the end of each reporting period in Nos.	2,100	196	427	2,221	234	237

- The Un-allocable expenditure & Finance cost (Net of Un-allocable income) of INR 1,306 Lakh in FY23 (PY INR 515 Lakh) is not identifiable to any of the reportable segments.



# H1 FY23–Business Metrics

*Consolidated*

Metrics		FY'23	FY'22
<b>Currency Contribution (%)</b>	USD	84%	79%
	GBP	6%	9%
	EURO	4%	5%
	CHF	2%	4%
	INR	2%	1%
	Others	2%	2%
<b>Geographic Concentration</b>	North America	59%	67%
	UK/Europe	34%	28%
	Rest of the World	7%	5%
<b>Debtors</b>	DSO	52	53
<b>Client Concentration</b>	Client Billed	621	535
	Top 5 contribution	33%	33%
	Top 10 contribution	47%	45%
	Top 15 contribution	55%	53%

# Corporate Social Responsibility Update

**Total CSR Spending is INR 40 Lakh for Q2 FY23 and INR 80 Lakh for H1 FY23**

- **Girl's Education Project:** We partner with an NGO, IIMPACT, to adopt teaching schools that provide quality education to girls from marginalized communities and underprivileged . We have supported 51 centres that have 1,530 girls enrolled into the program.
- **Impart Higher Values of Life:** We provide financial assistance to Vedanta Cultural Foundation, a public charitable trust, to support their programs in the field of education, research, and welfare.
- **Mental Healthcare:** We partner with Sambandh Health Foundation to raise awareness about mental health and mental illness.
- **Support for Physically Challenged Children:** We provide financial assistance to Prem Charitable Trust, a registered charitable trust, to build homes for mentally retarded and physically handicapped children.
- **Remedial Education to Students with Learning Disabilities:** We work with REACH, Remedial Education and Centre for Holistic Development, to provide education to students with learning disabilities across all ages.
- **Support for disabled children:** We provide financial assistance to KEM Hospital to support the learning disability project for the disabled children.

Thank you.

