

MPS LIMITED

DIVERSE PERSPECTIVES, ONE VISION

EARNINGS PRESENTATION

Q4 & FY26

www.mpslimited.com



DISCLAIMER

This presentation contains forward-looking statements, inter alia, to enable investors to comprehend the 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. Furthermore, this presentation may also contain references to findings of various reports available in the 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.

Q4 & FY26 Earnings

HEADLINE NUMBERS – ALL REPORTED

FY26 EPS - RECORD

₹102.11

+16.3% YoY

EBITDA FY26

₹236 Cr

YoY: +11.8%

FY26 EBITDA MARGIN

30.7%

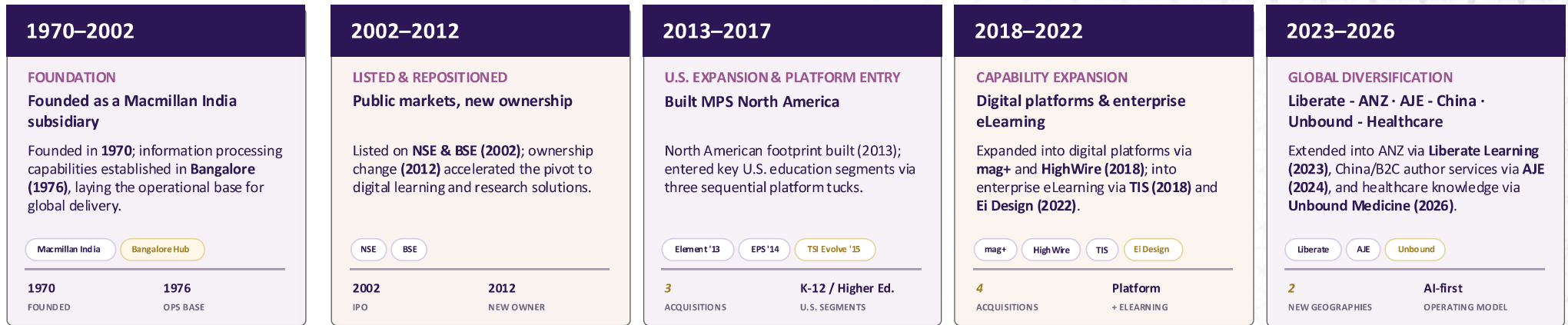
Research Segment: 39.9%

ROCE FY26

38.2%

STRATEGIC EVOLUTION: DECADES OF CONSISTENT EXPANSION

From Macmillan Heritage in 1970 to an **AI-first** Knowledge Solutions Company in 2026



FY27 GUIDANCE · CAPITAL EFFICIENCY COMPOUNDING

FY27 EBITDA GUIDANCE

₹300+ Cr

Targeting INR 300+ Cr by FY27 from INR 79 Cr in FY20

3-YEAR EBITDA CAGR

~21%

FY24 → FY27 – compounding earnings power

ROCE · FY26

38.2%

Takeaway

MPS has evolved into a diversified, **AI-first**, global knowledge solutions company, with acquisitions driving both **capability expansion** and **market access**.

11 ACQUISITIONS

5 ERAS

3 CONTINENTS

MARKET OPPORTUNITY: LEADING THE AI TRANSITION

An \$800bn+ market at the AI-led intersection

	Education /	Research //	Corporate Learning ///
Total Addressable Market TAM · TODAY	\$187 billion	\$45 billion	\$104 billion
Projected Market BY 2030	\$348 billion	\$95 billion	\$335 billion
Growth Rate CAGR	13.30%	16.00%	21.70%
Segment Covered WHERE MPS PLAYS	<ul style="list-style-type: none"> AI-powered medical and nursing education (Unbound Intelligence) AI-adaptive K-12 and higher education content Digital skills and workforce 	<ul style="list-style-type: none"> Scholarly platforms (DigiCorePro, HighWire) AI-powered author services (AJE Digital, Rubriq) Research integrity and peer review (RIC) Content workflow automation 	<ul style="list-style-type: none"> AI-native learning platforms (BridgeAI, AI roleplays) Custom and immersive eLearning (VR, AR, XR) Managed Learning Services L&D strategy

Combined projected TAM of ~\$780bn+ across high-growth segments – MPS sits at the **AI-led intersection** of education, research, and corporate learning.

\$800B+ · AI-LED INTERSECTION

WHERE WE COMPETE: A DEFENSIBLE RIGHT TO WIN

Three addressable markets · Combined SAM ~\$16bn

	Research /	Education //	Corporate Learning ///
SAM BOTTOMS-UP	~\$3 billion	~\$5 billion	~\$8 billion
MPS Share Today % OF SPEND	~7–9%	<0.5%	<0.2%
Scope of Work WHERE MPS PLAYS	Research integrity AI-first production ecosystem Predictive scaling & dissemination	Adaptive learning AI-powered intelligence platforms Personalized learning journeys	AI roleplays Managed learning services Immersive learning (VR, AR, XR)
Growth Pocket WHERE THE SHARE COMES FROM	OA growth in compressed timelines and AI-assisted research integrity	International expansion and forward integration	AI consolidation moving spend towards scaled providers
Who We Compete For CUSTOMER PROFILE	Funding institutions, researchers, societies, university presses, scholarly publishers, associations, and libraries	K-12, Higher Ed, healthcare institutions, and hospital systems	Enterprise L&D, governments, and education institutions

Combined SAM of ~\$16bn across high-share-gain segments – MPS today is ~\$85M revenue (~0.53% share); **the opportunity is share gain, not market creation.**

~\$16B · SHARE-GAIN OPPORTUNITY

AI AT MPS: PRODUCTION NOT PILOT

Turns trusted IP into AI products that do not hallucinate

Shipping today, Tied to margin and growth outcomes.

AI is in revenue, not in slideware – shipping inside flagship products across **every segment** we operate in.

PRODUCTION · NOT PILOT

RESEARCH

SEGMENT I

DigiCorePro · Platform

Peer-review, integrity, and production tooling deployed at scale.

Research Integrity Check

Named **Top Innovator** at **STM AI Innovation Day 2025**; AI-led detection for paper mills, identity fraud, and image manipulation.

AJE Digital + Rubriq

1Mn+ manuscripts processed; **52% higher acceptance rate** in controlled trial (vs ~32% STM industry baseline).

EDUCATION

SEGMENT II

Unbound Intelligence Assist

Live in uCentral and Nursing Central from Day 1 post-acquisition; clinical decision support inside flagship apps.

Accessibility and media asset development

Slashes accessibility production costs at scale - **30M+** auto-generated accessible media assets shipped annually.

Assessments

App-based assessment with data analytics on learner performance

CORPORATE LEARNING

SEGMENT III

AI Insights & Dashboards

Real-time analytics and learning intelligence to measure engagement, performance, and business impact.

AI Roleplays & Simulations

Adaptive practice environments that build real-world skills through AI-driven conversations and feedback.

BridgeAI

Scalable multilingual translation engine for faster, accurate, context-aware learning localization.

Q4 FY26 EBITDA MARGIN

41.59%

Research segment - highest-margin engine.

EDUCATION EBITDA MARGIN · Q4 FY26

38.43%

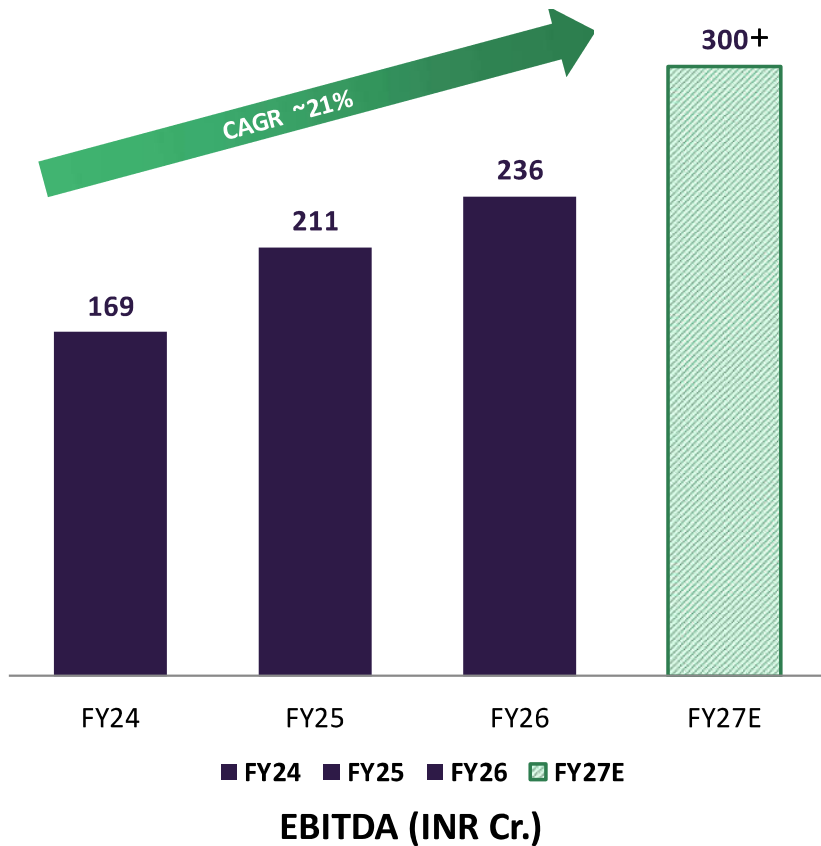
Holding strong margins through scale & integration.

CORPORATE LEARNING EBITDA QOQ

55.45%

Growth as AI-first practice lands and scales.

FY27 OUTLOOK: COMFORTABLY CROSSING THE ₹300 CR+ EBITDA MARK



FY27 OUTLOOK

Based on Current Run Rate, the company is expected to comfortably cross ₹300 Cr in EBITDA in FY27

₹300 Cr+

FY24 → FY27 · EBITDA growth path
₹169 Cr to ₹300 Cr+

IMPLIED 3-YR CAGR
~21%

GROWTH STRATEGY: A MULTI-PRONGED ROADMAP

01

COMMERCIAL Go-to-Market Strategy

- Refocused market-based strategy to unlock **cross-sell synergies** across segments.
- Client interactions move to a **solution-based approach**, leveraging firm-wide capabilities.

PILLAR

GTM

02

ACCOUNT DEPTH Scale STAR Program

- Proactive management & upsell across identified STAR accounts.
- Executive sponsors assigned to **every STAR account**.
- Leverage strong relationships to **gain wallet share**.

PILLAR

STAR

03

TOP-OF-FUNNEL New Customer Acquisition

- Play the role of **price warrior** to acquire market share.
- Unlock synergies to expand **scope of work & customer type**.
- Boost order book via marketing and **geographic expansion**.

PILLAR

NEW LOGOS

04

PLATFORM · AI New Capabilities

- Expand platform offerings across the stack.
- Apply **AI / ML** to capture marketplace with speed & efficiency.
- Move **upstream and downstream** in the value chain.

PILLAR

CAPABILITIES

05

INORGANIC M&A

- Evolved acquisition lens – from **distressed assets** to **growth assets** at compelling valuations.
- Target **superior ROIC** with rapid payback.

PILLAR

M&A



FINANCIAL PERFORMANCE

Q4 FY26

Q4 HIGHLIGHTS: AGGRESSIVE CORE GROWTH



With steady core business compounding and the integration of Unbound Medicine, the portfolio is well-positioned for sustainable FY27 growth.

REPORTED REVENUE

Q4 FY26, YoY

+12.66%

Double-digit topline surge. INR 20,516 Lakhs (Q4FY26) vs INR 18,211 Lakhs (Q4FY25)



RESEARCH SOLUTIONS w/o AJE

Q4 FY26, YoY

+23.04%

The 23.04% YoY ex-AJE revenue growth reflects strong underlying demand and steady platform scalability



EDUCATION SOLUTIONS

Q4 FY26

+35.64% QoQ **+30.55% YoY**

High impact Unbound acquisition to launch the next growth cycle. Revenue grew to INR 6,013 Lakhs with Unbound Medicine from INR 4,606 Lakhs (Q4FY25)



CORPORATE LEARNING

QoQ

12.64%

The strategic pivot yields growth



Q4 PERFORMANCE: EXPANDING NET PROFITABILITY

Metrics	Q4 FY26	Q4 FY25	YoY Var%	Q3 FY26	QoQ Var%
Reported Revenue (INR Lakhs)	20,516	18,211	12.66%	18,249	12.42%
EBITDA (INR Lakhs)	6,751	5,601	20.53%	5,758	17.25%
PAT (INR Lakhs)	4,704	4,707	-0.06%	3,550	32.51%
EBITDA (%)	32.90%	30.76%	2.14%	31.55%	1.35%
PAT (%)	22.93%	25.85%	-2.92%	19.45%	3.48%
Headcount	3,251	3,076	5.69%	3,211	1.25%
Basic EPS (INR)	27.72	27.76	-0.14%	20.93	32.44%
Diluted EPS (INR)	27.71	27.74	-0.11%	20.91	32.52%

Operating Leverage in Action (YoY): While top-line revenue grew a robust 12.66%, **EBITDA surged by 20.53%**

Sequential Profitability Rebound: PAT lifted **+32.51% QoQ to INR 4,704 Lakhs**

Note: Total cash and cash equivalents as on 31-Mar-2026 stood at **INR 11,375 Lakhs**, while borrowings outstanding as of 31-Mar-2026 were INR 4,025 Lakhs

CORE OPERATIONS (EXCL. AJE): SUSTAINING HIGH-MARGIN GROWTH

Metrics	Q4 FY26	Q4 FY25	YoY Var%	Q3 FY26	QoQ Var%
Reported Revenue (INR Lakhs)	17,724	14,543	21.87%	15,359	15.40%
EBITDA (INR Lakhs)	5,547	4,756	16.63%	4,979	11.41%
EBITDA (%)	31.30%	32.70%	-1.40%	32.42%	-1.12%
Headcount	3,146	2,922	7.67%	3,090	1.81%

CORE MOMENTUM

Core revenue scaled to INR 17,724 Lakhs (+21.87% YoY, +15.40% QoQ), with EBITDA up +16.63% YoY (+11.41% QoQ) to INR 5,547 Lakhs. EBITDA margin held at a healthy 31.30%

RESEARCH FINANCIALS: CONSISTENT REVENUE COMPOUNDING

Metrics	Q4 FY26		Q4 FY25		Variance YoY		Q3 FY26		Variance QoQ	
	WITH AJE	WITHOUT AJE	WITH AJE	WITHOUT AJE	WITH AJE	WITHOUT AJE	WITH AJE	WITHOUT AJE	WITH AJE	WITHOUT AJE
Revenue (INR Lakhs)	11,955	9,164	11,116	7,448	7.55%	23.04%	11,554	8,664	3.47%	5.77%
EBITDA (INR Lakhs)	4,972	3,769	4,010	3,165	23.99%	19.08%	4,517	3,739	10.07%	0.80%
EBITDA (%)	41.59%	41.13%	36.07%	42.49%	5.52%	-1.36%	39.09%	43.16%	2.50%	-2.03%
Headcount	2,347	2,242	2,112	1,958	11.13%	14.50%	2,305	2,184	1.82%	2.66%

SCALING RESEARCH REVENUE

Our core engine remains a healthy growth driver, with underlying revenue rising **23.04% YoY**

PORTFOLIO ANCHOR

Research business is the dominant anchor of our portfolio, driving 58.3% of total Q4 revenue to **fuel our next growth cycle**

MARGIN COMPOUNDING

EBITDA +23.99% YoY with revenue +7.55% – operating leverage compounding through **automation**

EDUCATION FINANCIALS: SCALING A PROFITABLE PILLAR

Metrics	Q4 FY26	Q4 FY25	Variance YoY	Q3 FY26	Variance QoQ
Revenue (INR Lakhs)	6,013	4,606	30.55%	4,433	35.64%
EBITDA (INR Lakhs)	2,311	1,999	15.61%	1,807	27.89%
EBITDA (%)	38.43%	43.40%	-4.97%	40.76%	-2.33%
Headcount	762	754	1.06%	761	0.13%

Education strengthened its role as a **key growth segment**; revenue **grew 35.64% QoQ and 30.55% YoY**

The successful integration of **Unbound Medicine** extends our capabilities into **high-value Healthcare Knowledge Management**

Moved up the value chain into **complex interactive platforms** to sustain a **highly lucrative margin profile**

CORPORATE LEARNING FINANCIALS: EXECUTING A PROFITABLE PIVOT

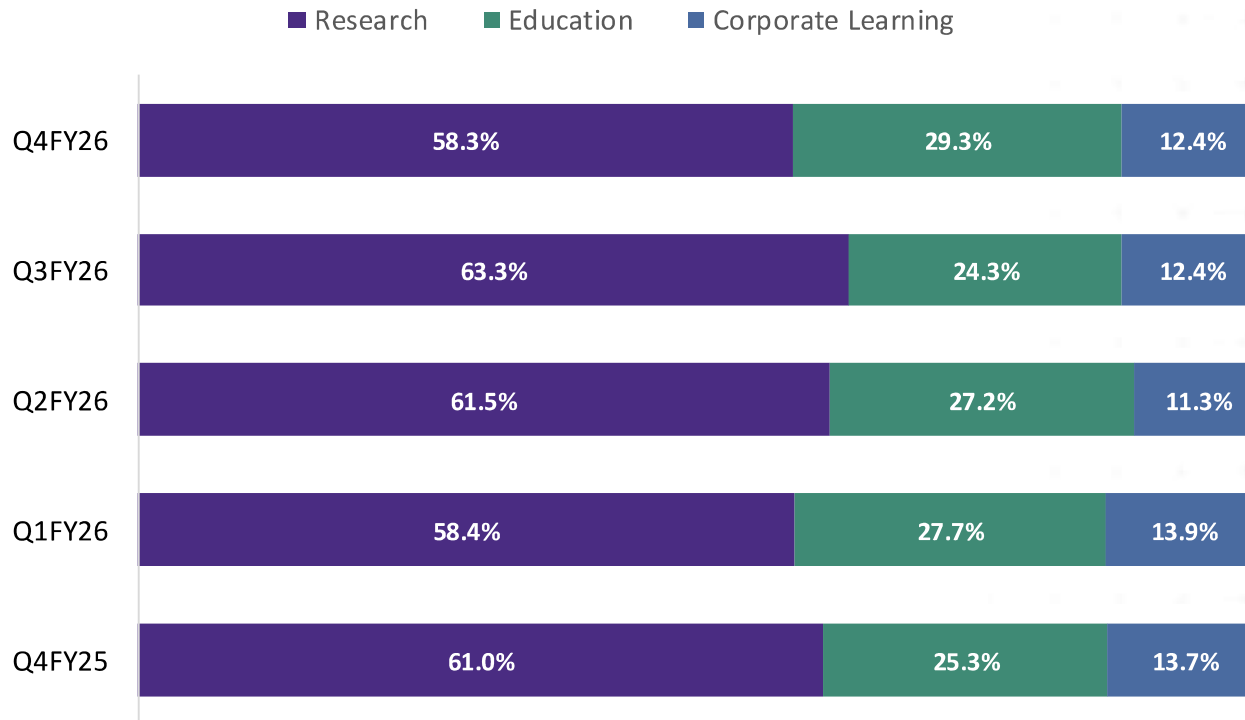
Metrics	Q4 FY26	Q4 FY25	Variance YoY	Q3 FY26	Variance QoQ
Revenue (INR Lakhs)	2,548	2,489	2.37%	2,262	12.64%
EBITDA (INR Lakhs)	670	794	-15.62%	431	55.45%
EBITDA (%)	26.30%	31.90%	-5.60%	19.05%	7.25%
Headcount	142	210	-32.38%	145	-2.07%

The strategic pivot yields growth: top-line revenue surges **12.64% QoQ**

Investment in **digital, multimedia, and interactive solutions** supports **higher-value work**

Leaner headcount unlocks **operating leverage** – EBITDA rebounds **+55.45% QoQ**

REVENUE MIX: BALANCED AND DIVERSIFIED PORTFOLIO



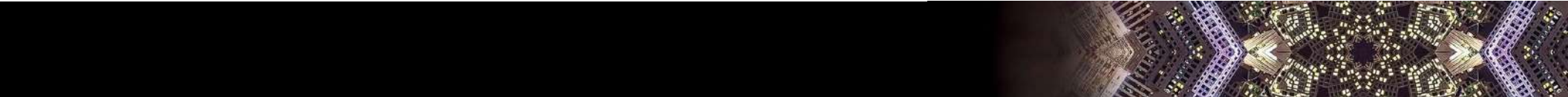
Education is no longer just a supporting player; it is a massive second pillar. Now integrating Unbound Medicine, this segment has surged to nearly **29.3%** of our business.

Research anchors the portfolio at 58.3% – a healthier, more diversified revenue mix in Q4 FY26.

DIVERSIFICATION: A SUSTAINED STRATEGIC FOCUS

Metrics		Q4 FY26	Q4 FY25	Q3 FY26
Revenue by Geography	North America	52%	49%	48%
	UK/Europe	33%	31%	35%
	Rest of the World	15%	20%	17%
Debtors	DSO (Days)	51	53	53
Client Diversification	No. of clients billed	906	467	441
	Top 5 contribution	45%	41%	46%
	Top 10 contribution	59%	55%	59%
	Top 15 contribution	67%	63%	67%

CASH FLOW FROM OPERATIONS rose by ~INR 45 Crores (normalized for the one-off AJE acquisition settlement and prior GST refunds), on higher profits and operational efficiencies. The increase in number of clients billed in Q4 2026 was due to the acquisition of Unbound Medicine.



FINANCIAL PERFORMANCE FY26

FY26 : THE YEAR IN ONE LINE

FY26 BASIC EPS

₹102.11

+16.3% YoY

Highest in company history

WHAT WE DID THIS YEAR

Acquired Unbound Medicine

Closed Feb 2026. Established a healthcare knowledge pillar; 97% gross retention.

Unified Liberate Global

Three legacy entities consolidated into one global Corporate Learning brand in April 2026.

Reset Corporate Learning cost base

Core + flex talent model in place. Q4 EBITDA recovered +55% QoQ on the new structure.

Continued Research compounding

Reported Research EBITDA margin expanded 330 bps to 39.9% for FY26.

FY26 FINANCIAL PERFORMANCE: GROWTH ACROSS THE BOARD

Metrics	FY26	FY25	YoY Change	Variance %
Reported Revenue (INR Lakhs)	76,837	72,689	+4,148	5.71%
EBITDA (INR Lakhs)	23,585	21,090	+2,495	11.83%
PAT (INR Lakhs)	17,322	14,891	+2,431	16.32%
EBITDA (%)	30.69%	29.01%	+1.68%	5.79%
PAT (%)	22.54%	20.49%	+2.05%	10.00%
Headcount	3,251	3,076	175	5.69%
Basic EPS (INR)	102.11	87.80	+14.31	16.30%
Diluted EPS (INR)	102.06	87.73	+14.33	16.33%

Total cash and cash equivalents as on 31-Mar-2026 stood at **INR 11,375 Lakhs**, while borrowings outstanding as of 31-Mar-2026 were INR 4,025 Lakhs

Exceptional items contributed INR 764 Lakhs in FY26- Income of INR 1,573 Lakhs on account of excess liability of residual 35% Liberate stake, INR 1,395 Lakhs due to policy change on AJE B2C customer advances offset by expenses of INR 1,293 Lakhs on goodwill impairment for Liberate, INR 702 Lakhs additional provision for Labour Code, and INR 209 Lakhs of AJE restructuring costs

FY26 FINANCIAL PERFORMANCE EXCL. AJE



Metrics	FY26	FY25	YoY Change	Variance %
Reported Revenue (INR Lakhs)	64,573	55,958	+8,615	15.40%
EBITDA (INR Lakhs)	19,243	17,249	+1,994	11.56%
EBITDA (%)	29.80%	30.82%	-1.02%	-3.31%
Headcount	3,146	2,922	+224	7.67%

RESEARCH SOLUTIONS : AN ANCHOR WITH STRONG GROWTH



Metrics	FY26		FY25		Variance	
	WITH AJE	WITHOUT AJE	WITH AJE	WITHOUT AJE	WITH AJE	WITHOUT AJE
Reported Revenue (INR Lakhs)	46,351	34,088	45,870	29,139	1.05%	16.98%
EBITDA (INR Lakhs)	18,509	14,168	16,800	12,960	10.17%	9.32%
EBITDA (%)	39.93%	41.56%	36.63%	44.48%	+3.30%	-2.92%
Headcount	2,347	2,242	2,112	1,958	11.13%	14.50%

CORE REVENUE MOMENTUM

Reflecting continued momentum in core Research Solutions

PROFIT ENGINE

The core engine continues to compound underlying earnings

MARGIN EXPANSION

EBITDA margin expanded to 39.93% (FY26) from 36.63% (FY25)

EDUCATION SOLUTIONS: ACCELERATING AS A SECOND PILLAR

Metrics	FY26		FY25		Variance	
	WITH UB	WITHOUT UB	WITH UB	WITHOUT UB	WITH UB	WITHOUT UB
Reported Revenue (INR Lakhs)	20,890	19,712	15,331	15,331	36.26%	28.58%
EBITDA (INR Lakhs)	8,193	7,963	5,746	5,746	42.59%	38.58%
EBITDA (%)	39.22%	40.40%	37.48%	37.48%	1.74%	2.92%
Headcount	762	726	754	754	1.06%	-3.71%

HYPER EFFICIENT

Organic Education revenue surged 28.58%, driven entirely by high-value digital platforms

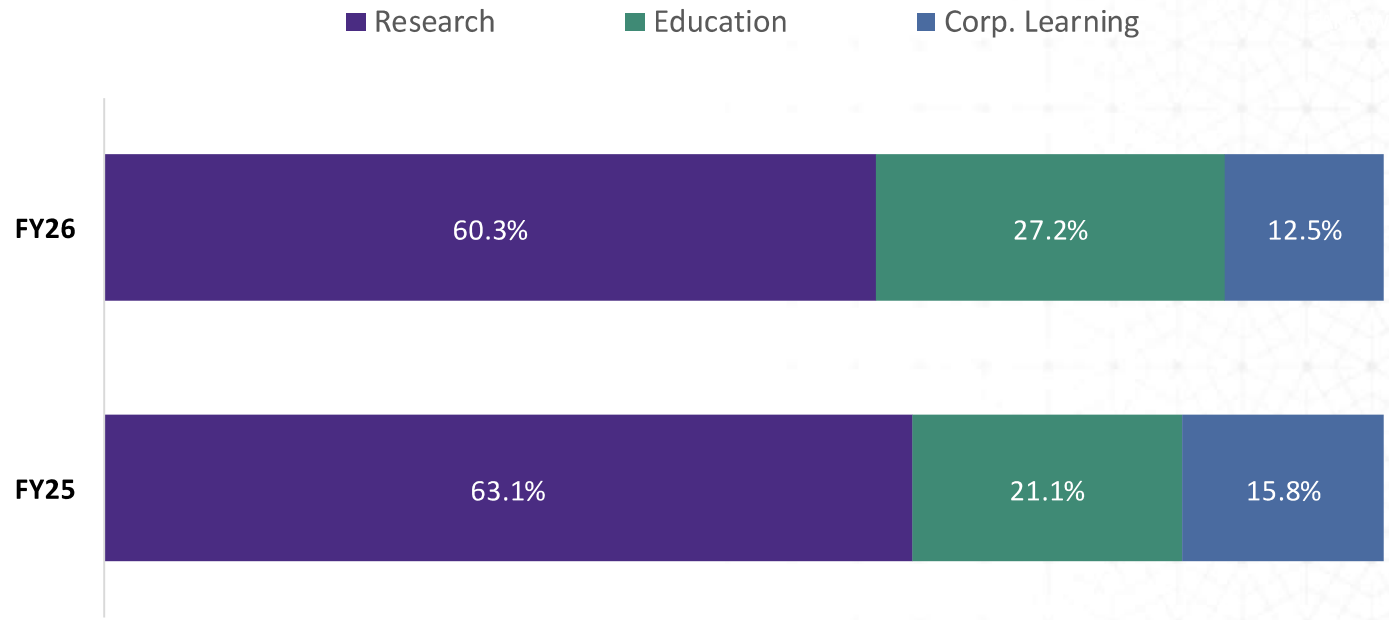
DOING MORE WITH LESS

We delivered a 38.58% jump in organic EBITDA

UNBOUND UPLIFT

Bolting on Unbound Medicine accelerated total revenue growth to 36.26% and EBITDA growth to 42.59%

REVENUE MIX: BALANCED AND DIVERSIFIED PORTFOLIO



DIVERSIFICATION: A SUSTAINED STRATEGIC FOCUS

Metrics		FY26	FY25
Revenue by Geography	North America	50%	45%
	UK/Europe	33%	28%
	Rest of the World	17%	27%
Debtors	DSO (Days)	51	53
Client Concentration	No. of clients billed	1101	738
	Top 5 contribution	47%	40%
	Top 10 contribution	60%	54%
	Top 15 contribution	67%	61%

CASH FLOW FROM OPERATIONS rose by ~INR 45 Crores (normalized for the one-off AJE acquisition settlement and prior GST refunds), on higher profits and operational efficiencies. The increase in number of clients billed in Q4 2026 was due to the acquisition of Unbound Medicine.

CORPORATE SOCIAL RESPONSIBILITY (CSR): ACTIVITIES AND IMPACT

TOTAL CSR SPENDING AT A CONSOLIDATED LEVEL IS **INR 300 LAKHS** FOR FY26

Management Education

Merit-based scholarships at ISB under the PGP Young Leaders programme, enabling high-potential students to pursue management education.

Higher Values of Life

Vedanta Institute & Cultural Foundation – advancing education, research, and outreach in Indian philosophy, culture, and heritage.

Children with Disabilities

Prem Charitable Trust – residential care, therapy, and rehabilitation for children with cerebral palsy and severe disabilities.

Persons with Disabilities

Association of People with Disability – spinal cord injury rehabilitation and re-integration programmes for patients across rural Karnataka.

Girls' Education

Partnered with IIMPACT to deliver primary education across 67 learning centres in Uttarakhand, Haryana, and Rajasthan, reaching 2,010 girls in FY26.

Mental Healthcare

Sambandh Health Foundation – financial assistance for community-based mental healthcare and counselling services across underserved geographies.

Holistic Development

KHUSHII – life-skills training and remedial education enabling underprivileged children to remain in school and pursue further learning.

Tribal Education

Girivanvasi Educational Trust – vocational training and skill-building for tribal children, opening pathways to formal employment and self-reliance.

CORPORATE SOCIAL RESPONSIBILITY (CSR): ACTIVITIES AND IMPACT



IIMPACT
Education



Prem Charitable Trust
Prem Charitable Trust



Sambandh
Mental Health



APD India
Disability Support



KHUSHII
Holistic Development



Girivanvasi & Vedanta Trusts
Rural Education



THANK YOU