



T.I.M.E. to THRIVE

Q1 FY23 Earnings Presentation

MPS Limited



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Q1 FY 23 - Financial Performance Q-O-Q

Consolidated

Metrics		FY'23 Q1	FY'22 Q1
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	11,404	11,791
	Reported Revenue (INR Lakh)	11,485	11,715
Profit	EBITDA (INR Lakh)	2,958	3,144
	PBT (INR Lakh)	2,808	2,882
	PAT (INR Lakh)	2,064	2,141
Margin	EBITDA (%)	25.8%	26.8%
	PBT (%)	24.4%	24.6%
	PAT (%)	18.0%	18.3%
Headcount	At the end of each reporting period in Nos.	2,812	2,662
EPS	Basic and Diluted EPS (INR)	12.07	11.86

Total Cash and Cash equivalents (including investment in Mutual funds) as on 30-Jun-2022 are INR 125 Crores and INR 182 Crores as on 31-Mar-2022.

The company has zero debt.

Q1 FY23 - Continued Drive to Diversify

Consolidated

	Metrics	FY23 Q1	FY22 Q1	FY22 Q4
Currency Contribution (%)	USD	83%	79%	76%
	GBP	7%	9%	13%
	EURO	5%	5%	4%
	CHF	2%	4%	3%
	INR	1%	1%	1%
	Others	2%	2%	3%
Geographic Concentration	North America	57%	68%	56%
	UK/Europe	36%	28%	38%
	Rest of the World	7%	4%	6%
Debtors	DSO	59	59	72
Client Concentration	Client Billed	492	467	454
	Top 5 contribution	36%	34%	36%
	Top 10 contribution	49%	47%	50%
	Top 15 contribution	58%	55%	57%

Multiple entities of the same customer group have been considered as one client. Previous period numbers have been realigned to match the current period presentation.

Business Segments - Q-O-Q Overview

Metrics		FY23 Q1			FY22 Q1		
		Content Solutions	Platform Solutions	eLearning	Content Solutions	Platform Solutions	eLearning
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	6,183	2,699	2,522	6,204	3,363	2,224
	Reported Revenue (INR Lakh)	6,323	2,696	2,466	6,137	3,365	2,213
Profit	Segment Result (INR Lakh)	2,109	861	443	1,845	1,168	215
Margin	Segment Result (%)	33.4%	31.9%	18.0%	30.1%	34.7%	9.7%
Headcount	At the end of each reporting period in Nos.	2,177	215	420	2,186	247	229

- The Un-allocable expenditure & Finance cost(Net of Un-allocable income) of INR 605 Lakh in FY23 Q1 (FY 22 Q1 INR 346 Lakh) is not identifiable to any of the reportable segments. During current quarter, eLearning headcounts have increased by 177 due to EI Design acquisition.

Corporate Social Responsibility Update

Total CSR Spending is INR 39.50 Lakh for Q1 FY 23.

- **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 a 51 centers 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.

The background is a light cream color with a complex, abstract pattern of thin, overlapping lines in shades of light blue and green. These lines form various geometric shapes, including triangles, circles, and polygons, some of which are filled with a fine, wavy texture. The overall effect is a modern, technical, and artistic design.

Thank you.