



MPS

Financial Performance
Q1 FY20

Financial Summary

Metrics		FY20 Q1	FY19 Q1	Y-o-Y
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	8,463	7,110	19.0%
	Reported Revenue (INR Lacs)	8,363	7,213	16.0%
Profit	EBITDA on Fx adjusted revenue (INR Lacs)	2,127	1,936	9.9%
	PBT (INR Lacs)	2,167	2,130	1.7%
	PAT (INR Lacs)	1,538	1,528	0.7%
Margin	EBITDA (%)	25.1%	27.2%	
	PBT (%)	25.6%	30.0%	
	PAT (%)	18.2%	21.5%	
Headcount	At the end of each reporting period in Nos.	2,444	2,710	
EPS	Basic and Diluted EPS (INR)	8.26	8.21	

Analysis (FX Gain/Loss Adjusted Revenue)

- Effective Tax Rate is 29.03% compared to 28.26% in the same quarter FY19.
- Profit and Margins are on FX Gain/Loss adjusted revenue.

Financial Summary – Business Segments

Metrics		FY20 Q1			FY19 Q1		
		Content Solutions	Platform Solutions	eLearning	Content Solutions	Platform Solutions	eLearning
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	5,082	1,482	1,899	5,261	1,119	729
	Reported Revenue (INR Lacs)	5,000	1,467	1,896	5,349	1,138	726
Margin	EBITDA (%)	27.4%	26.1%	18.4%	31.3%	32.4%	-10.1%
	PBT (%)	29.6%	26.5%	14.1%	34.9%	36.1%	-15.2%
	PAT (%)	21.0%	18.8%	10.0%	25.0%	25.9%	-10.9%
Headcount	At the end of each reporting period in Nos.	2,029	157	259	2,225	180	305

Analysis (FX Gain/Loss Adjusted Revenue)

- Platform Solutions includes TOPSIM GmbH
- eLearning includes MPS Interactive Systems and MPS EUROPA
- Profit and Margins are on FX Gain/Loss adjusted revenue

Other Updates

Cash and Cash equivalents

- Total Cash and Cash equivalents (including investment in Mutual funds) as on 30-Jun-2019 is INR 313 Crores and INR 289 Crores as on 31-Mar-19; Zero debt

CSR Update

- Total Spending for Q1 FY 20 is INR 46.5 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

Key Business Metrics

Core Business (does not include MPS Interactive, MPS EUROPA and TOPSIM)

Metrics		FY20 Q1	FY19 Q1
Currency Contribution (%)	USD	82%	80%
	GBP	15%	17%
	EURO	2%	2%
	CHF	0%	0%
	AED	0%	0%
	INR	0%	0%
	Others	2%	1%
Geographic Concentration	North America	51%	49%
	UK/Europe	46%	48%
	Rest of the World	3%	3%
Debtors	DSO	63	58
Client Concentration	Client Billed	295	318
	Top 5 contribution	53%	57%
	Top 10 contribution	73%	74%
	Top 15 contribution	81%	81%

Key Business Metrics

Consolidated

Metrics		FY20 Q1	FY19 Q1
Currency Contribution (%)	USD	71%	78%
	GBP	10%	13%
	EURO	8%	2%
	CHF	3%	0%
	AED	0%	0%
	INR	5%	5%
	Others	2%	2%
Geographic Concentration	North America	49%	48%
	UK/Europe	43%	44%
	Rest of the World	8%	8%
Debtors	DSO	56	58
Client Concentration	Client Billed	514	423
	Top 5 contribution	38%	64%
	Top 10 contribution	53%	78%
	Top 15 contribution	64%	85%

Disclaimer

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Thank You