



MPS

Financial Performance
Q2 FY19

Financial Summary

Metrics		FY19 Q2	FY18 Q2	Q-o-Q	YTD FY19	YTD FY18	Y-o-Y
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	9,981	6,916	44.3%	17,092	13,686	24.9%
	Reported Revenue (INR Lacs)	10,059	6,867	46.5%	17,271	13,557	27.4%
Profit	EBITDA on Fx adjusted revenue (INR Lacs)	2,603	2,456	6.0%	4,538	4,583	-1.0%
	PBT (INR Lacs)	2,657	2,647	0.4%	4,787	5,268	-9.1%
	PAT (INR Lacs)	1,867	1,704	9.5%	3,395	3,749	-9.4%
Margin	EBITDA (%)	26.1%	35.5%		26.6%	33.5%	
	PBT (%)	26.6%	38.3%		28.0%	38.5%	
	PAT (%)	18.7%	24.6%		19.9%	27.4%	
Headcount	At the end of each reporting period in Nos.	2,740	2,513		2,740	2,513	
EPS	Basic and Diluted EPS (INR)	10.02	9.15		18.23	20.13	

Analysis (FX Gain/Loss Adjusted Revenue)

- Margins suppressed due to loss in MPS Interactive Systems. Without MPS Interactive Systems, EBITDA margin was 36.2% compared to 35.5% in the same quarter FY18.
- Headcount increase of 321 due to acquisition of MPS Interactive Systems, MPS EUROPA and TOPSIM GmbH
- Effective Tax rate was 29.7% compared to 35.6% in the same quarter FY18
- Profit and Margins are on FX Gain/Loss adjusted revenue.

Financial Summary – Business Segments

Metrics		FY19 Q2			FY18 Q2		YTD FY19			YTD FY18	
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	5,955	1,712	2,313	5,808	1,108	11,229	2,834	3,029	11,250	2,435
	Reported Revenue (INR Lacs)	6,037	1,730	2,292	5,760	1,107	11,386	2,868	3,018	11,145	2,412
Margin	EBITDA (%)	34.9%	30.6%	0.0%	36.2%	31.9%	33.2%	31.3%	-2.5%	33.6%	33.4%
	PBT (%)	38.1%	31.6%	-6.5%	39.7%	30.9%	36.6%	33.3%	-8.8%	39.4%	34.5%
	PAT (%)	26.7%	22.2%	-4.5%	25.5%	19.9%	26.5%	24.1%	-8.8%	28.0%	24.6%
Headcount	At the end of each reporting period in Nos.	2,237	216	287	2,378	135	2,237	216	287	2,378	135

Analysis (FX Gain/Loss Adjusted Revenue)

- Platform Solutions includes TOPSIM GmbH. This has suppressed margins in this business segment.
- Profit and Margins are on FX Gain/Loss adjusted revenue.

Other Updates

Cash and Cash equivalents

- Total Cash and Cash equivalents as on 30-Sep-2018 is INR 238.96 Crores (including investment in mutual funds) and INR 311 Crores as on 31-Mar-18; Zero debt

CSR Update

- Total Spending for Q2 FY 2018-19 INR 51.83 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 eLearning Solutions and TOPSIM)

Metrics		FY19 Q2	FY18 Q2	FY19 YTD	FY18 YTD
Currency Contribution (%)	USD	83%	73%	83%	74%
	GBP	13%	24%	14%	23%
	EURO	2%	2%	2%	2%
	Others	2%	1%	2%	1%
Geographic Concentration	North America	54%	56%	52%	57%
	UK/Europe	42%	40%	45%	39%
	Rest of the World	3%	4%	3%	4%
Debtors	DSO	61	64	60	64
Client Concentration	Client Billed	276	365	352	498
	Top 5 contribution	54%	58%	54%	56%
	Top 10 contribution	72%	74%	71%	72%
	Top 15 contribution	83%	81%	78%	80%

Key Business Metrics

Consolidated

Metrics		FY19 Q2	FY18 Q2	FY19 YTD	FY18 YTD
Currency Contribution (%)	USD	68%	73%	72%	74%
	GBP	10%	24%	11%	23%
	EURO	6%	2%	4%	2%
	Others	16%	1%	12%	1%
Geographic Concentration	North America	52%	56%	51%	57%
	UK/Europe	37%	40%	40%	39%
	Rest of the World	12%	4%	10%	4%
Debtors	DSO	66	64	69	64
Client Concentration	Client Billed	512	365	606	498
	Top 5 contribution	43%	58%	47%	56%
	Top 10 contribution	58%	74%	62%	72%
	Top 15 contribution	68%	81%	70%	80%

Balance Sheet Update

Particulars	As at 30-Sep-18 (UnAudited)	As at 31-Mar-18 (Audited)	% of Change
Equity			
Equity Share Capital	1,862	1,862	0%
Other Equity	41,383	40,006	3%
Total Equity	43,245	41,868	3%
Application of Funds			
Non-current Assets (net)	12,054	5,576	116%
Current Assets (net)	31,191	36,292	-14%
Total Application of Funds	43,245	41,868	3%

Disclaimer

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Thank You