



# MPS

Financial Performance  
Q2 FY'20

# Financial Summary

| Metrics   |   | FY20 Q2 | FY19 Q2 | Q-o-Q | FY20 YTD | FY19 YTD | Y-o-Y |
|-----------|---|---------|---------|-------|----------|----------|-------|
| Revenue   | FX Gain/Loss adjusted revenue (INR Lacs)    | 8,847   | 9,981   | -11%  | 17,309   | 17,092   | 1%    |
|           | Reported Revenue (INR Lacs)                 | 8,820   | 10,059  | -12%  | 17,183   | 17,272   | -1%   |
| Profit    | EBITDA on Fx adjusted revenue (INR Lacs)    | 2,670   | 2,603   | 3%    | 4,798    | 4,537    | 6%    |
|           | PBT (INR Lacs)                              | 2,858   | 2,657   | 8%    | 5,025    | 4,787    | 5%    |
|           | PAT (INR Lacs)                              | 2,210   | 1,867   | 18%   | 3,748    | 3,395    | 10%   |
| Margin    | EBITDA (%)                                  | 30.2%   | 26.1%   |       | 27.7%    | 26.5%    |       |
|           | PBT (%)                                     | 32.3%   | 26.6%   |       | 29.0%    | 28.0%    |       |
|           | PAT (%)                                     | 25.0%   | 18.7%   |       | 21.7%    | 19.9%    |       |
| Headcount | At the end of each reporting period in Nos. | 2,403   | 2,740   |       | 2,403    | 2,740    |       |
| EPS       | Basic and Diluted EPS (INR)                 | 11.87   | 10.02   |       | 20.13    | 18.23    |       |

## Analysis (FX Gain/Loss Adjusted Revenue)

- Profit and Margins are on FX Gain/Loss adjusted revenue.

# Financial Summary – Business Segments

| Metrics   |   | FY20 Q2           |                    |           | FY19 Q2           |                    |           | FY20 YTD          |                    |           | FY19 YTD          |                    |           |
|-----------|---|-------------------|--------------------|-----------|-------------------|--------------------|-----------|-------------------|--------------------|-----------|-------------------|--------------------|-----------|
|           |   | Content Solutions | Platform Solutions | eLearning | Content Solutions | Platform Solutions | eLearning | Content Solutions | Platform Solutions | eLearning | Content Solutions | Platform Solutions | eLearning |
| Revenue   | FX Gain/Loss adjusted revenue (INR Lacs)    | 5,458             | 1,455              | 1,934     | 5,955             | 1,712              | 2,313     | 10,539            | 2,937              | 3,833     | 11,229            | 2,834              | 3,029     |
|           | Reported Revenue (INR Lacs)                 | 5,449             | 1,454              | 1,917     | 6,037             | 1,730              | 2,292     | 10,448            | 2,921              | 3,814     | 11,386            | 2,868              | 3,018     |
| Profit    | EBITDA (INR Lacs)                           | 1,810             | 434                | 425       | 2,080             | 524                | -1        | 3,202             | 821                | 774       | 3,726             | 887                | -75       |
|           | PBT (INR Lacs)                              | 2,142             | 470                | 246       | 2,266             | 541                | -150      | 3,648             | 863                | 514       | 4,109             | 944                | -266      |
|           | PAT (INR Lacs)                              | 1,668             | 354                | 188       | 1,592             | 380                | -105      | 2,737             | 633                | 378       | 2,977             | 684                | -266      |
| Margin    | EBITDA (%)                                  | 33.2%             | 29.8%              | 22.0%     | 34.9%             | 30.6%              | 0.0%      | 30.4%             | 28.0%              | 20.2%     | 33.2%             | 31.3%              | -2.5%     |
|           | PBT (%)                                     | 39.2%             | 32.3%              | 12.7%     | 38.1%             | 31.6%              | -6.5%     | 34.6%             | 29.4%              | 13.4%     | 36.6%             | 33.3%              | -8.8%     |
|           | PAT (%)                                     | 30.6%             | 24.3%              | 9.7%      | 26.7%             | 22.2%              | -4.5%     | 26.0%             | 21.5%              | 9.9%      | 26.5%             | 24.1%              | -8.8%     |
| Headcount | At the end of each reporting period in Nos. | 1,978             | 177                | 248       | 2,237             | 216                | 287       | 1,978             | 177                | 248       | 2,237             | 216                | 287       |

## 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-Sep-2019 is INR 267 Crores and INR 289 Crores as on 31-Mar-19; Zero debt

## CSR Update

- Total Spending for Q2 FY'20 INR 50.40 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                   |                     | FY20 Q2 | FY19 Q2 | FY20 YTD | FY19 YTD |
|---------------------------|---------------------|---------|---------|----------|----------|
| Currency Contribution (%) | USD                 | 85%     | 83%     | 83%      | 83%      |
|                           | GBP                 | 11%     | 13%     | 13%      | 14%      |
|                           | EURO                | 2%      | 2%      | 2%       | 2%       |
|                           | INR                 | 1%      | 0%      | 0%       | 0%       |
|                           | Others              | 1%      | 2%      | 2%       | 1%       |
| Geographic Concentration  | North America       | 56%     | 54%     | 53%      | 52%      |
|                           | UK/Europe           | 41%     | 42%     | 43%      | 45%      |
|                           | Rest of the World   | 3%      | 4%      | 4%       | 3%       |
| Debtors                   | DSO                 | 52      | 61      | 54       | 60       |
| Client Concentration      | Client Billed       | 292     | 276     | 323      | 352      |
|                           | Top 5 contribution  | 60%     | 54%     | 57%      | 54%      |
|                           | Top 10 contribution | 77%     | 72%     | 75%      | 71%      |
|                           | Top 15 contribution | 85%     | 83%     | 82%      | 78%      |

# Key Business Metrics

## Consolidated

| Metrics                   |                     | FY20 Q2 | FY19 Q2 | FY20 YTD | FY19 YTD |
|---------------------------|---------------------|---------|---------|----------|----------|
| Currency Contribution (%) | USD                 | 73%     | 68%     | 72%      | 72%      |
|                           | GBP                 | 8%      | 10%     | 9%       | 11%      |
|                           | EURO                | 7%      | 6%      | 7%       | 4%       |
|                           | CHF                 | 3%      | 3%      | 3%       | 2%       |
|                           | AED                 | 0%      | 2%      | 1%       | 1%       |
|                           | INR                 | 5%      | 6%      | 5%       | 5%       |
|                           | Others              | 4%      | 5%      | 3%       | 5%       |
| Geographic Concentration  | North America       | 55%     | 52%     | 53%      | 51%      |
|                           | UK/Europe           | 37%     | 37%     | 39%      | 40%      |
|                           | Rest of the World   | 8%      | 11%     | 8%       | 9%       |
| Debtors                   | DSO                 | 53      | 66      | 53       | 69       |
| Client Concentration      | Client Billed       | 541     | 512     | 707      | 606      |
|                           | Top 5 contribution  | 43%     | 43%     | 40%      | 47%      |
|                           | Top 10 contribution | 59%     | 58%     | 56%      | 62%      |
|                           | Top 15 contribution | 68%     | 68%     | 66%      | 70%      |

# Balance Sheet

INR Lacs.

| Particulars                       | As at 30-Sep-19<br>(Un-Audited) | As at 31-Mar-19<br>(Audited) | % of Change |
|-----------------------------------|---------------------------------|------------------------------|-------------|
| <b>Equity</b>                     |                                 |                              |             |
| Equity Share Capital              | 1,862                           | 1,862                        | 0%          |
| Other Equity                      | 43,284                          | 45,254                       | -4%         |
| <b>Total Equity</b>               | <b>45,146</b>                   | <b>47,116</b>                | <b>-4%</b>  |
| <b>Application of Funds</b>       |                                 |                              |             |
| Non-current Assets (net)          | 11,399                          | 11,379                       | 0%          |
| Current Assets (net)              | 33,747                          | 35,737                       | -6%         |
| <b>Total Application of Funds</b> | <b>45,146</b>                   | <b>47,116</b>                | <b>-4%</b>  |

# 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.





# MPS

Thank You