



MPS

Financial Performance
Q4 & FY18-19

Financial Summary

Metrics		FY19 Q4	FY18 Q4	Q-o-Q	FY18-19	FY17-18	Y-o-Y
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	9,118	6,378	43.0%	36,243	26,968	34.4%
	Reported Revenue (INR Lacs)	9,028	6,358	42.0%	36,254	26,703	35.8%
Profit	EBITDA on Fx adjusted revenue (INR Lacs)	2,276	1,998	13.9%	9,357	9,119	2.6%
	PBT (INR Lacs)	3,207	2,204	45.5%	10,735	10,186	5.4%
	PAT (INR Lacs)	2,260	1,516	49.1%	7,603	7,021	8.3%
Margin	EBITDA (%)	25.0%	31.3%		25.8%	33.8%	
	PBT (%)	35.2%	34.6%		29.6%	37.8%	
	PAT (%)	24.8%	23.8%		21.0%	26.0%	
Headcount	At the end of each reporting period in Nos.	2,536	2,389		2,536	2,389	
EPS	Basic and Diluted EPS (INR)	12.14	8.14		40.83	37.71	

Analysis (FX Gain/Loss Adjusted Revenue)

- Effective Tax rate is 29.52% compared to 31.22% in the same quarter FY18.; 29.17% for FY'19 compare to 31.07% in FY'18.
- Profit and Margins are on FX Gain/Loss adjusted revenue.

Financial Summary – Business Segments

Metrics		FY19 Q4			FY18 Q4		FY18-19			FY17-18	
		Content Solutions	Platform Solutions	eLearning	Content Solutions	Platform Solutions	Content Solutions	Platform Solutions	eLearning	Content Solutions	Platform Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	5,978	1,238	1,902	5,275	1,102	23,264	5,963	7,017	22,195	4,773
	Reported Revenue (INR Lacs)	5,920	1,230	1,878	5,260	1,098	23,283	5,975	6,996	21,977	4,726
Margin	EBITDA (%)	31.3%	6.3%	17.4%	28.4%	45.4%	32.7%	24.4%	4.4%	33.5%	35.5%
	PBT (%)	47.4%	14.1%	10.6%	31.3%	50.0%	39.8%	27.7%	-2.7%	37.4%	39.6%
	PAT (%)	33.5%	6.3%	9.3%	21.6%	34.4%	28.2%	18.7%	-0.9%	25.8%	27.3%
Headcount	At the end of each reporting period in Nos.	2,135	151	250	2,264	125	2,135	151	250	2,264	125

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 31-Mar-2019 is INR 289 Crores and INR 311 Crores as on 31-Mar-18; Zero debt

CSR Update

- Total Spending for Q4 FY 2018-19 INR 64 Lacs. Total INR 196 Lacs for FY'19.

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 Q4	FY18 Q4	FY19 YTD	FY18 YTD
Currency Contribution (%)	USD	83%	72%	82%	74%
	GBP	13%	24%	14%	23%
	EURO	2%	3%	2%	2%
	Others	2%	1%	2%	1%
Geographic Concentration	North America	51%	53%	52%	56%
	UK/Europe	46%	44%	45%	40%
	Rest of the World	3%	3%	3%	4%
Debtors	DSO	68	61	68	61
Client Concentration	Client Billed	298	332	428	551
	Top 5 contribution	58%	52%	60%	54%
	Top 10 contribution	76%	71%	73%	71%
	Top 15 contribution	84%	81%	81%	80%

Key Business Metrics

Consolidated

Metrics		FY19 Q4	FY18 Q4	FY19 YTD	FY18 YTD
Currency Contribution (%)	USD	75%	72%	74%	74%
	GBP	10%	24%	11%	23%
	EURO	6%	3%	6%	2%
	CHF	3%		2%	
	AED	1%		1%	
	INR	3%		5%	
	Others	2%	1%	1%	1%
Geographic Concentration	North America	51%	53%	51%	56%
	UK/Europe	42%	44%	41%	40%
	Rest of the World	7%	3%	8%	4%
Debtors	DSO	68	61	65	61
Client Concentration	Client Billed	567	332	878	551
	Top 5 contribution	43%	52%	43%	54%
	Top 10 contribution	57%	71%	58%	71%
	Top 15 contribution	68%	81%	66%	80%

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.



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Thank You