



MPS

Financial Performance
Q3 FY'20

Financial Summary

Metrics		FY20 Q3	FY19 Q3	Y-o-Y	FY20 YTD	FY19 YTD	Y-o-Y
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	8,377	10,033	-16.5%	25,686	27,125	-5.3%
	Reported Revenue (INR Lacs)	8,366	9,953	-15.9%	25,549	27,225	-6.2%
Profit	EBITDA on Fx adjusted revenue (INR Lacs)	1,874	2,548	-26.5%	6,671	7,085	-5.8%
	PBT (INR Lacs)	1,760	2,741	-35.8%	6,785	7,528	-9.9%
	PAT (INR Lacs)	1,295	1,948	-33.5%	5,043	5,343	-5.6%
Margin	EBITDA (%)	22.4%	25.4%		26.0%	26.1%	
	PBT (%)	21.0%	27.3%		26.4%	27.8%	
	PAT (%)	15.5%	19.4%		19.6%	19.7%	
Headcount	At the end of each reporting period in Nos.	2,469	2,643		2,469	2,643	
EPS	Basic and Diluted EPS (INR)	6.95	10.46		27.08	28.69	

Analysis (FX Gain/Loss Adjusted Revenue)

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

Financial Summary – Business Segments

Metrics		FY20 Q3			FY19 Q3			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)	5046	1298	2033	6068	1894	2071	15585	4235	5866	17286	4725	5114
	Reported Revenue (INR Lacs)	5033	1296	2037	5977	1877	2099	15482	4217	5850	17363	4745	5117
Profit	EBITDA (INR Lacs)	1174	284	416	2005	491	52	4376	1105	1190	5731	1378	-23
	PBT (INR Lacs)	1202	261	297	2333	535	-128	4850	1124	811	6442	1479	-393
	PAT (INR Lacs)	897	176	221	1631	385	-68	3635	809	599	4608	1069	-333
Margin	EBITDA (%)	23.3%	21.9%	20.5%	33.0%	25.9%	2.5%	28.1%	26.1%	20.3%	33.2%	29.2%	-0.4%
	PBT (%)	23.8%	20.1%	14.6%	38.4%	28.3%	-6.2%	31.1%	26.5%	13.8%	37.3%	31.3%	-7.7%
	PAT (%)	17.8%	13.6%	10.9%	26.9%	20.3%	-3.3%	23.3%	19.1%	10.2%	26.7%	22.6%	-6.5%
Headcount	At the end of each reporting period in Nos.	2048	170	251	2227	165	251	2048	170	251	2227	165	251

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-Dec-2019 is INR 169 Crores and INR 289 Crores as on 31-Mar-19; Zero debt

CSR Update

- Total Spending for Q3 FY'20 INR 44 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 Q3	FY19 Q3	FY20 YTD	FY19 YTD
Currency Contribution (%)	USD	87%	83%	84%	83%
	GBP	10%	14%	12%	14%
	EURO	2%	2%	2%	2%
	Others	1%	1%	2%	1%
Geographic Concentration	North America	69%	57%	58%	54%
	UK/Europe	27%	41%	39%	43%
	Rest of the World	4%	2%	3%	3%
Debtors	DSO	63	63	62	64
Client Concentration	Client Billed	283	320	338	417
	Top 5 contribution	65%	54%	59%	55%
	Top 10 contribution	79%	72%	76%	72%
	Top 15 contribution	86%	81%	83%	80%

Key Business Metrics

Consolidated

Metrics		FY20 Q3	FY19 Q3	FY20 YTD	FY19 YTD
Currency Contribution (%)	USD	75%	71%	73%	72%
	GBP	7%	11%	9%	11%
	EURO	7%	8%	7%	6%
	CHF	4%	3%	3%	2%
	AED	0%	0%	0%	1%
	INR	2%	4%	4%	6%
	Others	5%	3%	4%	2%
Geographic Concentration	North America	64%	56%	56%	53%
	UK/Europe	29%	38%	37%	38%
	Rest of the World	7%	6%	7%	9%
Debtors	DSO	67	73	66	75
Client Concentration	Client Billed	550	581	829	796
	Top 5 contribution	45%	40%	42%	44%
	Top 10 contribution	59%	54%	56%	59%
	Top 15 contribution	68%	64%	66%	67%

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