



T.I.M.E. to THRIVE

FY22 Earnings Presentation

MPS Limited



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.

Unprecedented Earnings Growth in FY22

Consolidated

Metrics		FY'22	FY'21	Variance%
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	45,121	42,422	+6.36%
	Reported Revenue (INR Lacs)	44,888	42,255	+6.23%
Profit	EBITDA (INR Lacs)	12,601	10,677	+18.02%
	PBT (INR Lacs)	11,796	9,339	+26.31%
	PAT (INR Lacs)	8,712	5,856	+48.77%
Margin	EBITDA (%)	28.1%	25.3%	+2.80%
	PBT (%)	26.3%	22.1%	+4.20%
	PAT (%)	19.4%	13.9%	+5.50%
Headcount	At the end of each reporting period in Nos.	2,605	2,621	-0.61%

EPS	Basic and Diluted EPS	INR 48.61	INR 31.92	+52.29%
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FY22 - Improving Business Metrics

Consolidated

Metrics		FY22	FY21
Currency Contribution (%)	USD	78%	79%
	GBP	11%	9%
	EURO	5%	5%
	CHF	3%	3%
	INR	1%	2%
	Others	2%	2%
Geographic Concentration	North America	64%	68%
	UK/Europe	30%	27%
	Rest of the World	6%	5%
Debtors	DSO	71	78
Client Concentration	Client Billed	659	897
	Top 5 contribution	33%	37%
	Top 10 contribution	46%	49%
	Top 15 contribution	54%	56%

Multiple entities of the same customer group have been considered as one client. Previous period numbers have been realigned to match the current period presentation.

FY22 Financial Summary across Business Segments

Metrics		FY22			FY21		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	24,414	12,355	8,351	22,552	12,622	7,248
	Reported Revenue (INR Lacs)	24,220	12,334	8,334	22,394	12,578	7,283
Profit	Segment Result (INR Lacs)	7,664	4,064	1,144	7,229	3,956	-458
Margin	Segment Result (%)	31.6%	32.9%	13.7%	32.3%	31.5%	-6.3%
Headcount	At the end of each reporting period in Nos.	2,155	211	239	2,159	249	213

- In Q1 FY 22, the composition of the business segments was realigned to reflect the changes in the internal organization structure and accordingly the segment revenue and results have been reclassified for all the reported periods.
- The Un-allocable expenditure & Finance cost (Net of Un-allocable income) of INR 1,076 Lacs in FY22 (PY INR 1,388 Lacs) is not identifiable to any of the reportable segments.

*Platform Solutions include HighWire financial information for 9 Months from July' 2020 to Mar' 2021.

Robust Earnings growth in Q4 FY22

Consolidated

Metrics		FY22 Q4	FY21 Q4
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	11,054	11,452
	Reported Revenue (INR Lacs)	10,941	11,425
Profit	EBITDA (INR Lacs)	3,148	2,857
	PBT (INR Lacs)	3,041	2,449
	PAT (INR Lacs)	2,207	1,289
Margin	EBITDA (%)	28.8%	25.0%
	PBT (%)	27.8%	21.4%
	PAT (%)	20.2%	11.3%
Headcount	At the end of each reporting period in Nos.	2,605	2,621
EPS	Basic and Diluted EPS (INR)	12.59	7.14

Total Cash and Cash equivalents (including investment in Mutual funds) as on 31-Mar-2022 are INR 182 Crores and INR 180 Crores as on 31-Mar-21.

The company has zero debt.

Margin Expansion across ALL Business Segments in Q4 FY22

Metrics		FY22 Q4			FY21 Q4		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	6,075	2,874	2,105	6,079	3,619	1,754
	Reported Revenue (INR Lacs)	6,009	2,868	2,064	6,054	3,617	1,754
Profit	Segment Result (INR Lacs)	1,860	1,032	455	1,843	1,029	-104
Margin	Segment Result (%)	31.0%	36.0%	22.0%	30.4%	28.4%	-5.9%
Headcount	At the end of each reporting period in Nos.	2,155	211	239	2,159	249	213

- The Un-allocable expenditure & Finance cost(Net of Un-allocable income) of INR 307 Lacs in FY22 Q4 (PY FY 21 Q4 INR 320 Lacs) is not identifiable to any of the reportable segments

Q4 FY22 - Continued Drive to Diversify

Consolidated

	Metrics	FY22 Q4	FY21 Q4	FY22 Q3
Currency Contribution (%)	USD	76%	82%	79%
	GBP	13%	9%	9%
	EURO	4%	3%	5%
	CHF	3%	3%	3%
	INR	1%	1%	2%
	Others	3%	2%	2%
Geographic Concentration	North America	56%	71%	57%
	UK/Europe	38%	25%	36%
	Rest of the World	6%	4%	7%
Debtors	DSO	72	71	61
Client Concentration	Client Billed	454	593	472
	Top 5 contribution	36%	38%	38%
	Top 10 contribution	50%	50%	51%
	Top 15 contribution	57%	59%	58%

Multiple entities of the same customer group have been considered as one client. Previous period numbers have been realigned to match the current period presentation.

Corporate Social Responsibility Update

Total CSR Spending is INR 37 Lacs for Q4 FY 22 and INR 157 Lacs for FY 22

- **Girl's Education Project:** We partner with an NGO, IIMPACT, to adopt teaching schools that provide quality education to girls from marginalized communities and underprivileged . We have supported a 100 92 centers that have 2760 girls enrolled into the program.
- **Impart Higher Values of Life:** We provide financial assistance to Vedanta Cultural Foundation, a public charitable trust, to support their programs in the field of education, research, and welfare.
- **Mental Healthcare:** We partner with Sambandh Health Foundation to raise awareness about mental health and mental illness.
- **Support for Physically Challenged Children:** We provide financial assistance to Prem Charitable Trust, a registered charitable trust, to build homes for mentally retarded and physically handicapped children.
- **Remedial Education to Students with Learning Disabilities:** We work with REACH, Remedial Education and Centre for Holistic Development, to provide education to students with learning disabilities across all ages.
- **Support for disabled children:** We provide financial assistance to KEM Hospital to support the learning disability project for the disabled children.

The background is a light cream color with a complex, abstract pattern of thin, overlapping lines in shades of light blue and green. These lines form various geometric shapes, including triangles, circles, and polygons, some of which are filled with a fine, cross-hatched texture. The overall effect is a subtle, modern, and artistic design.

Thank you.