



T.I.M.E. to THRIVE

Q1 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.

Q1 FY22 sets the tone for the T.I.M.E to THRIVE expansion phase

Consolidated

Metrics		FY'22 Q1	FY'21 Q1	FY'21 Q4
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	11,791	8,226	11,452
	Reported revenue (INR Lacs)	11,715	8,177	11,425
Profit	EBITDA on FX adjusted revenue (INR Lacs)	3,292	2,132	2,905
	PBT (INR Lacs)	2,882	1,891	2,448
	PAT (INR Lacs)	2,141	1,386	1,289
Margin	EBITDA (%)	27.9%	25.9%	25.4%
	PBT (%)	24.4%	23.0%	21.4%
	PAT (%)	18.2%	16.8%	11.3%
Headcount	At the end of each reporting period in Nos.	2,662	2,511	2,621
EPS	Basic and Diluted EPS (INR)	11.86	7.44	7.14

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

Total Cash and Cash equivalents (including investment in Mutual funds) as on 30-June-2021 are INR 227 Crores and INR 180 Crores as on 31-Mar-21.

The company has zero debt.

All Business Segments marching forward with their strengths

Metrics		FY'22 Q1			FY'21 Q1		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	6,204	3,363	2,224	5,416	1,037	1,773
	Reported revenue (INR Lacs)	6,137	3,365	2,213	5,385	1,029	1,763
Margin	EBITDA (%)	27.2%	36.1%	17.7%	30.0%	38.1%	6.3%
	PBT (%)	26.3%	30.1%	10.8%	29.1%	37.1%	(4.0%)
	PAT (%)	19.3%	21.7%	9.7%	21.6%	27.5%	(4.1%)
Headcount	At the end of each reporting period in Nos.	2,186	247	229	2,063	145	303

- During Q1 22, the composition of the business segments has been 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.
- Platform Solutions segment includes HighWire Group and other interests related to platforms.
- TOPSIM GmbH has been moved under eLearning.
- Margins are on FX Gain/Loss adjusted revenue.

Profitability in Q1 FY22 improved across the business over Q4 FY21

Metrics		FY'22 Q1			FY'21 Q4		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	6,204	3,363	2,224	6,079	3,620	1,753
	Reported revenue (INR Lacs)	6,137	3,365	2,213	6,054	3,618	1,753
Margin	EBITDA (%)	27.2%	36.1%	17.7%	27.7%	31.5%	4.8%
	PBT (%)	26.3%	30.1%	10.8%	26.4%	24.9%	(3.3%)
	PAT (%)	19.3%	21.7%	9.7%	20.7%	17.6%	(34.4%)
Headcount	At the end of each reporting period in Nos.	2,186	247	229	2,132	254	235

- During Q1 22, the composition of the business segments has been 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.
- Platform Solutions segment includes HighWire Group and other interests related to platforms.
- TOPSIM GmBH has been moved under eLearning.
- Margins are on FX Gain/Loss adjusted revenue.

Diversity core to improvement in all business health metrics

Consolidated

Metrics		FY'22 Q1	FY'21 Q1	FY'21 Q4
Currency Contribution (%)	USD	79%	81%	82%
	GBP	9%	5%	9%
	EURO	5%	7%	3%
	CHF	4%	3%	3%
	INR	1%	2%	1%
	Others	2%	2%	2%
Geographic Concentration	North America	68%	67%	71%
	UK/Europe	28%	27%	25%
	Rest of the World	4%	6%	4%
Debtors	DSO	59	62	71
Client Concentration	Clients Billed	467	351	462
	Top 5 contribution	34%	51%	38%
	Top 10 contribution	47%	65%	50%
	Top 15 contribution	55%	71%	59%

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 39 Lacs for Q1 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. We have supported a 100 centers that have 3,000 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.

The background is a light cream color with a complex, abstract pattern of thin, light blue lines. These lines form a network of interconnected nodes and paths, some of which are highlighted with small blue circles or triangles. The overall effect is a sense of digital connectivity or a complex system. The text "Thank you." is centered in a bold, black, sans-serif font.

Thank you.