

MAKE LEARNING SMARTER

MPS

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MAKE LEARNING SMARTER

Q3 FY 2021 Earnings Presentation



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.

Financial Summary Q3 FY21

Consolidated

Metrics		FY'21 Q3	FY'20 Q3	FY'21 Q2
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	11,705	8,377	11,040
	Reported revenue (INR Lacs)	11,619	8,366	11,034
Profit	EBITDA on FX adjusted revenue (INR Lacs)	3,416	1,874	2,504
	PBT (INR Lacs)	3,046	1,760	1,954
	PAT (INR Lacs)	1,791	1,295	1,390
Margin	EBITDA (%)	29.2%	22.4%	22.7%
	PBT (%)	26.0%	21.0%	17.7%
	PAT (%)	15.3%	15.5%	12.6%
Headcount	At the end of each reporting period in Nos.	2,694	2,469	2,621
EPS	Basic and Diluted EPS (INR)	9.90	6.95	7.47

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

Total Cash and Cash equivalents (including investment in Mutual funds) as on 31-Dec-2020 are INR 164 Crores and INR 181 Crores as on 31-Mar-20.

The company has zero debt.

Financial Summary YTD FY21

Consolidated

Metrics		FY'21 YTD	FY'20 YTD
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	30,971	25,686
	Reported revenue (INR Lacs)	30,830	25,549
Profit	EBITDA on FX adjusted revenue (INR Lacs)	8,052	6,671
	PBT (INR Lacs)	6,891	6,785
	PAT (INR Lacs)	4,567	5,043
Margin	EBITDA (%)	26.0%	26.0%
	PBT (%)	22.3%	26.4%
	PAT (%)	14.7%	19.6%
Headcount	At the end of each reporting period in Nos.	2,694	2,469
EPS	Basic and Diluted EPS (INR)	24.77	27.08

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

Key Business Metrics Q3 FY21

Consolidated

Metrics		FY'21 Q3	FY'20 Q3	FY'21 Q2
Currency Contribution (%)	USD	78%	75%	79%
	GBP	12%	7%	10%
	EURO	4%	7%	5%
	CHF	2%	4%	2%
	INR	2%	2%	2%
	Others	2%	5%	2%
Geographic Concentration	North America	67%	64%	69%
	UK/Europe	28%	29%	26%
	Rest of the World	5%	7%	5%
Debtors	DSO	71	67	60
Client Concentration	Clients Billed	608	550	582
	Top 5 contribution	34%	45%	36%
	Top 10 contribution	45%	59%	48%
	Top 15 contribution	53%	68%	56%

Key Business Metrics YTD FY21

Consolidated

Metrics		FY'21 YTD	FY'20 YTD
Currency Contribution (%)	USD	79%	73%
	GBP	9%	9%
	EURO	5%	7%
	CHF	3%	3%
	INR	2%	4%
	Others	2%	4%
Geographic Concentration	North America	67%	56%
	UK/Europe	27%	37%
	Rest of the World	5%	7%
Debtors	DSO	80	66
Client Concentration	Clients Billed	813	829
	Top 5 contribution	39%	42%
	Top 10 contribution	50%	56%
	Top 15 contribution	57%	66%

Financial Summary - Business Segments Compared Q3 21-v/s-Q3 20

Metrics		FY'21 Q3			FY'20 Q3		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	5,814	4,313	1,578	5,046	1,298	2,033
	Reported revenue (INR Lacs)	5,744	4,282	1,593	5,033	1,296	2,037
Margin	EBITDA (%)	31.6%	33.7%	8.2%	23.3%	21.9%	20.5%
	PBT (%)	33.3%	26.2%	(1.3%)	23.8%	20.1%	14.6%
	PAT (%)	17.5%	19.0%	(2.9%)	17.8%	13.6%	10.9%
Headcount	At the end of each reporting period in Nos.	2,177	280	237	2,048	170	251

Analysis (FX Gain/Loss Adjusted Revenue)

- Platform Solutions segment includes TOPSIM GmbH and HighWire Group.
- eLearning Solutions segment includes MPS Interactive Systems and MPS EUROPA.
- Profit and Margins are on FX Gain/Loss adjusted revenue.

Financial Summary - Business Segments at Sequential Quarters

Metrics		FY'21 Q3			FY'21 Q2		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	5,814	4,313	1,578	5,427	4,300	1,313
	Reported revenue (INR Lacs)	5,744	4,282	1,593	5,395	4,296	1,343
Margin	EBITDA (%)	31.6%	33.7%	8.2%	29.9%	21.5%	(3.3%)
	PBT (%)	33.3%	26.2%	(1.3%)	27.7%	15.6%	(16.7%)
	PAT (%)	17.5%	19.0%	(2.9%)	20.3%	11.3%	(15.3%)
Headcount	At the end of each reporting period in Nos.	2,177	280	237	2,107	260	254

Analysis (FX Gain/Loss Adjusted Revenue)

- Platform Solutions segment includes TOPSIM GmbH and HighWire Group.
- eLearning Solutions segment includes MPS Interactive Systems and MPS EUROPA.
- Profit and Margins are on FX Gain/Loss adjusted revenue.

Financial Summary - Business Segments Compared YTD 21-v/s-YTD 20

Metrics		FY'21 YTD			FY'20 YTD		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	16,750	9,982	4,239	15,585	4,235	5,866
	Reported revenue (INR Lacs)	16,616	9,940	4,274	15,482	4,217	5,850
Margin	EBITDA (%)	30.7%	27.5%	3.9%	28.1%	26.1%	20.3%
	PBT (%)	30.3%	21.2%	(7.4%)	31.1%	26.5%	13.8%
	PAT (%)	19.9%	15.5%	(7.7%)	23.3%	19.1%	10.2%
Headcount	At the end of each reporting period in Nos.	2,177	280	237	2,048	170	251

Analysis (FX Gain/Loss Adjusted Revenue)

- Platform Solutions segment includes TOPSIM GmbH and HighWire Group.
- eLearning Solutions segment includes MPS Interactive Systems and MPS EUROPA.
- Profit and Margins are on FX Gain/Loss adjusted revenue.

Corporate Social Responsibility Update

Total CSR Spending is INR 41 Lacs and INR 122 Lacs for Q3 FY 21 and YTD FY 21 respectively.

- **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.



Thank you.