

# MAKE LEARNING SMARTER



Q4 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.

# Strong Operational Performance in Q4 FY21

## Consolidated

Metrics		FY'21 Q4	FY'20 Q4	FY'21 Q3
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	11,452	7,744	11,705
	Reported revenue (INR Lacs)	11,425	7,616	11,619
Profit	EBITDA on FX adjusted revenue (INR Lacs)	2,905	1,608	3,416
	PBT (INR Lacs)	2,448	1,357	3,046
	PAT (INR Lacs)	1,289	943	1,791
Margin	EBITDA (%)	25.4%	20.8%	29.2%
	PBT (%)	21.4%	17.5%	26.0%
	PAT (%)	11.3%	12.2%	15.3%
Headcount	At the end of each reporting period in Nos.	2,621	2,403	2,694
EPS	Basic and Diluted EPS (INR)	7.14	5.07	9.90

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

*Total Cash and Cash equivalents (including investment in Mutual funds) as on 31-March-2021 are INR 180 Crores and INR 181 Crores as on 31-Mar-20.*

*The company has zero debt.*

# Standing Tall at a New Scale in FY21

## Consolidated

Metrics		FY'21	FY'20
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	42,422	33,431
	Reported revenue (INR Lacs)	42,255	33,165
Profit	EBITDA on FX adjusted revenue (INR Lacs)	10,955	8,279
	PBT (INR Lacs)	9,339	8,142
	PAT (INR Lacs)	5,856	5,986
Margin	EBITDA (%)	25.8%	24.8%
	PBT (%)	22.0%	24.4%
	PAT (%)	13.8%	17.9%
Headcount	At the end of each reporting period in Nos.	2,621	2,403
EPS	Basic and Diluted EPS (INR)	31.92	32.15

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

# Diversification of Business

*Consolidated*

Metrics		FY'21 Q4	FY'20 Q4	FY'21 Q3
Currency Contribution (%)	USD	82%	76%	78%
	GBP	9%	6%	12%
	EURO	3%	6%	4%
	CHF	3%	4%	2%
	INR	1%	3%	2%
	Others	2%	5%	2%
Geographic Concentration	North America	71%	66%	67%
	UK/Europe	25%	28%	28%
	Rest of the World	4%	6%	5%
Debtors	DSO	71	72	71
Client Concentration	Clients Billed	593	546	608
	Top 5 contribution	38%	48%	34%
	Top 10 contribution	50%	62%	45%
	Top 15 contribution	59%	70%	53%

# Diversification at a Consolidated Level

*Consolidated*

Metrics		FY'21	FY'20
Currency Contribution (%)	USD	79%	74%
	GBP	9%	8%
	EURO	5%	7%
	CHF	3%	4%
	INR	2%	4%
	Others	2%	3%
Geographic Concentration	North America	68%	58%
	UK/Europe	27%	35%
	Rest of the World	5%	7%
Debtors	DSO	78	67
Client Concentration	Clients Billed	897	738
	Top 5 contribution	37%	43%
	Top 10 contribution	49%	57%
	Top 15 contribution	56%	65%

# Financial Summary - Business Segments Compared Q4 21-v/s-Q4 20

Metrics)		FY'21 Q4			FY'20 Q4		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	6,173	3,822	1,457	4,942	1,116	1,686
	Reported revenue (INR Lacs)	6,148	3,820	1,457	4,865	1,100	1,651
Margin	EBITDA (%)	28.0%	29.9%	2.2%	30.8%	2.9%	3.2%
	PBT (%)	27.1%	22.3%	(5.1%)	29.3%	(0.4%)	(5.2%)
	PAT (%)	21.2%	15.6%	(42.2%)	22.4%	(7.8%)	(4.7%)
Headcount	At the end of each reporting period in Nos.	2,159	249	213	1,982	166	256

## 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 Q4			FY'21 Q3		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	6,173	3,822	1,457	5,814	4,313	1,578
	Reported revenue (INR Lacs)	6,148	3,820	1,457	5,744	4,282	1,593
Margin	EBITDA (%)	28.0%	29.9%	2.2%	31.6%	33.7%	8.2%
	PBT (%)	27.1%	22.3%	(5.1%)	33.3%	26.2%	(1.3%)
	PAT (%)	21.2%	15.6%	(42.2%)	17.5%	19.0%	(2.9%)
Headcount	At the end of each reporting period in Nos.	2,159	249	213	2,177	280	237

## 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 FY 21-v/s-FY 20

Metrics		FY'21			FY'20		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	22,922	13,804	5,696	20,529	5,350	7,552
	Reported revenue (INR Lacs)	22,764	13,760	5,731	20,347	5,317	7,501
Margin	EBITDA (%)	30.0%	28.2%	3.5%	28.7%	21.2%	16.5%
	PBT (%)	29.5%	21.5%	(6.8%)	30.4%	20.7%	10.5%
	PAT (%)	20.3%	15.5%	(16.5%)	22.6%	13.1%	8.5%
Headcount	At the end of each reporting period in Nos.	2,159	249	213	1,982	166	256

## 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 163 Lacs for Q4 FY 21 and 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.

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.**