



MPS

Financial Performance
Q4 FY20

Financial Summary

Metrics		FY'20 Q4	FY'19 Q4	Y-o-Y	FY'20	FY'19	Y-o-Y
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	7,744	9,118	-15.1%	33,431	36,243	-7.8%
	Reported Revenue (INR Lacs)	7,616	9,029	-15.6%	33,165	36,254	-8.5%
Profit	EBITDA on Fx adjusted revenue (INR Lacs)	1,608	2,276	-29.4%	8,279	9,357	-11.5%
	PBT (INR Lacs)	1,357	3,207	-57.7%	8,142	10,735	-24.2%
	PAT (INR Lacs)	943	2,260	-58.3%	5,986	7,603	-21.3%
Margin	EBITDA (%)	20.8%	25.0%		24.8%	25.8%	
	PBT (%)	17.5%	35.2%		24.4%	29.6%	
	PAT (%)	12.2%	24.8%		17.9%	21.0%	
Headcount	At the end of each reporting period in Nos.	2,403	2,536		2,403	2,536	
EPS	Basic and Diluted EPS (INR)	5.07	12.14		32.15	40.83	

Analysis (FX Gain/Loss Adjusted Revenue)

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

Financial Summary – Business Segments

Metrics		FY'20 Q4			FY'19 Q4		
		Content Solutions	Platform Solutions	eLearning	Content Solutions	Platform Solutions	eLearning
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	4,942	1,116	1,686	5,978	1,238	1,902
	Reported Revenue (INR Lacs)	4,865	1,100	1,651	5,920	1,230	1,879
Margin	EBITDA (%)	30.8%	2.9%	3.2%	31.3%	6.3%	17.4%
	PBT (%)	29.3%	-0.4%	-5.2%	47.4%	14.1%	10.6%
	PAT (%)	22.4%	-7.8%	-4.7%	33.5%	6.3%	9.3%
Headcount	At the end of each reporting period in Nos.	1,982	166	256	2,135	151	250

Metrics		FY'20			FY'19		
		Content Solutions	Platform Solutions	eLearning	Content Solutions	Platform Solutions	eLearning
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	20,529	5,350	7,552	23,263	5,963	7,017
	Reported Revenue (INR Lacs)	20,347	5,317	7,501	23,283	5,975	6,996
Margin	EBITDA (%)	28.7%	21.2%	16.5%	32.7%	24.4%	4.4%
	PBT (%)	30.4%	20.7%	10.5%	39.8%	27.7%	-2.7%
	PAT (%)	22.6%	13.1%	8.5%	28.2%	18.7%	-0.9%
Headcount	At the end of each reporting period in Nos.	1,982	166	256	2,135	151	250

Analysis (FX Gain/Loss Adjusted Revenue):

- Platform Solutions segment includes TOPSIM GmbH. FY'19 TOPSIM numbers are from July, 2018 onwards.
- eLearning segment includes MPS Interactive Systems and MPS EUROPA. FY'19 MPS Interactive Systems and MPS EUROPA numbers are from June and July 2018 onwards respectively.
- 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-Mar-2020 is INR 180 Crores and INR 289 Crores as on 31-Mar-19; Zero debt

CSR Update

- Total Spending for Q4 FY'20 INR 45 Lacs and FY'20 INR 186 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		FY'20 Q4	FY'19 Q4	FY'20	FY'19
Currency Contribution (%)	USD	87%	83%	85%	82%
	GBP	9%	13%	11%	14%
	EURO	2%	2%	2%	2%
	Others	2%	2%	2%	2%
Geographic Concentration	North America	71%	51%	61%	52%
	UK/Europe	25%	46%	35%	45%
	Rest of the World	4%	3%	4%	3%
Debtors	DSO	69	68	65	68
Client Concentration	Client Billed	269	298	354	428
	Top 5 contribution	64%	58%	60%	60%
	Top 10 contribution	81%	76%	76%	73%
	Top 15 contribution	87%	84%	82%	81%

Key Business Metrics

Consolidated

Metrics		FY'20 Q4	FY'19 Q4	FY'20	FY'19
Currency Contribution (%)	USD	76%	75%	74%	74%
	GBP	6%	10%	8%	11%
	EURO	6%	6%	7%	6%
	CHF	4%	3%	4%	2%
	AED	0%	1%	0%	1%
	INR	3%	3%	4%	5%
	Others	5%	2%	3%	1%
Geographic Concentration	North America	66%	51%	58%	51%
	UK/Europe	28%	42%	35%	41%
	Rest of the World	6%	7%	7%	8%
Debtors	DSO	72	68	67	65
Client Concentration	Client Billed	546	567	738	878
	Top 5 contribution	48%	43%	43%	43%
	Top 10 contribution	62%	57%	57%	58%
	Top 15 contribution	70%	68%	65%	66%

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