

# MAKE LEARNING SMARTER

## MPS

Emkay Millions under Billions Conference  
February 17, 2021



# Agenda

- Introductions
- MPS 101
- Business Segments
- 2020 Highlights
- 2021 Aspirations
- Vision 2023

# Quick Recap: *Helping* Make Learning Smarter since 1970

www.mpslimited.com

In business since 1970 -- originally, a captive of Macmillan Publishing

## Customer Profile



Scholarly  
Publishers



Educational  
Publishers



Corporate  
Learning

## Recognition & Accreditation



CMMi Level 5



150+ Brandon Hall &  
Training Industry Awards

## Financials



Public  
Company



Strong Balance  
Sheet



Entered  
Growth  
Phase



**16**

Delivery  
Centers

**25**

Countries  
served

**350+**

Customers

**2,700+**

Global  
Team

# Business Segments at MPS

	Content Solutions	Platform Solutions	Learning Solutions
<b>Overview</b>	All services related to content authoring and development, production, transformation, enhancement, and delivery to publisher and third party platforms	Publishing, Workflow Management, Order and Subscription Management, Submission and Analytics Solutions	Custom Development, Managed Learning Services, Simulations, Serious Games, Mobile Learning, Micro Learning, and AR/VR/Mixed Reality
<b>Proportion of Revenue Today</b>	49%	38%	13%
<b>Value Proposition</b>	Operational Excellence	Product Leadership	Product Leadership
<b>Business Strategy</b>	Play the role of a <i>consolidator</i> for publishers and pass on efficiencies gained from scale and automation in savings to customers	Market-leading platforms at competitive pricing	Play the role of a <i>disruptor</i> by introducing automation and tool-based development to <i>make learning smarter</i>
<b>Inorganic Considerations</b>	New Clients and Capabilities	New Capabilities	Geographic Expansion and New Capabilities
<b>Client Profile</b>	Academic/STM and Educational Publishers	Publishers, Learning Companies, Educational Institutions, and Corporates	Learning Companies, Educational Institutions, and Corporates

- MPS turned 50!
- Mission 2020 *ahead* of Vision 2023. Core principles = *Adapt, Resil, Reimagine, and Now*.
- Successful execution of Business Continuity Plans to power 2,500+ people from WFH setup.
- Won 34 Brandon Hall Awards for Innovations in Learning in partnership with customers.
- Acquired HighWire (HW) on July 1, 2020 to deepen commitment to scholarly publishing and enhance platform agenda.
- Content solutions business grew more than expected. Combination of new customers, higher volumes in research-related content, and step-up in K-12 product development.
- Platform business grew exponentially due to the acquisition of HW but several product lines also grew standalone.
- Strong Order Book in eLearning business though accruals weaker than expected.

# 2021 Goals and Aspirations

- Grow margins in lines of business where growth is limited. We are now organized effectively to enable such customized agenda.
- Revive eLearning Revenue. This will also significantly improve margins in the eLearning business. Early signs appear to be positive.
- Achieve aspired levels of profitability in the HighWire business. And then pivot to growth.
- Grow other lines of platform business including THINK and DigiCore. Build on the momentum already established in 2020.
- Arrive at a suitable WFH:WFO ratio. And successfully manage and navigate tested protocols for each work environment.
- Continued investment in Global Delivery model with emphasis on innovation, increased collaboration, and leveraging established best practices to drive Excellence and Efficiency for our customers.
- Pursue acquisitions with the same discipline powered by the recently established integration approach (HighWire) and strategy that includes activities pre- and post-acquisition.

## Business Transformation through Smarter Learning

MPS' objective is to power the differentiation and competitiveness of our customers through smarter learning. We will transform learning by making it transparent, real-time, and focused on the learning outcome.

Through the successful execution of this vision, we will grow to be the **undisputed market leader by 2023**, loved and admired by all our stakeholders.

We help *Make Learning Smarter*.

**That's All Folks!**