

MPS

Financial Performance
FY15 Q4 & FY15 YTD

Platforms and services for content creation,
production, and distribution

Metrics		FY15 Q4	FY14 Q4	CQ - PYQ	FY15 YTD	FY14 YTD	Y-o-Y
Revenue	Total Revenue (□Lacs)	5,494	5,214	5%	22,387	19,728	13%
	Total Revenue (\$'000)	8,840	8,456	5%	36,543	32,386	13%
	FX Gain/Loss adjusted revenue (□Lacs)	5,601	5,108	10%	22,972	19,492	18%
Profit	EBITDA (□Lacs)	1,966	1,799	9%	8,669	6,295	38%
	PBT before exceptional items (□Lacs)	1,888	1,844	2%	8,538	6,395	34%
	PAT (□Lacs)	1,266	1,305	-3%	6,144	4,214	46%
Margin	EBITDA (%)	36%	35%	4%	39%	32%	21%
	PBT before exceptional items (%)	34%	35%	-3%	38%	32%	18%
	PAT (%)	23%	25%	-8%	27%	21%	28%
EPS	Basic and Diluted (□)	7.41	7.76	-5%	36.38	25.05	45%

- PYQ - Corresponding Qtr. In the previous year (FY14 Q4)
- \$ and □FX Gain/ Loss adjusted revenue up by 10% on Qtr. Comparison and 18% on Y-o-Y
- EPS for the Qtr. □7.41 and YTD □36.38

- Total Cash and Cash equivalents of ₹175.50 Cr. (inclusive of investments in mutual funds of ₹148.56 Cr. raised through QIP); zero debt
- Trailing 12 months EPS
 - Basic ₹36.38; Diluted ₹36.38
- Current book value per share ₹137.56 vs. ₹68.98 last Qtr.

CSR Update

- Total YTD Spending ₹63.31 Lacs for existing and new projects: YTD spending 84% of FY'15 Plan
- Areas Covered: Girls Education
- Project Name: MPS Limited Girls Education Project
- Total Learning Centers being Supported: 100

Metrics		FY15 Q4	FY14 Q4	FY15 YTD	FY14 YTD
Currency Contribution (%)	USD	66%	62%	66%	64%
	GBP	29%	29%	29%	29%
	EURO	4%	8%	4%	7%
	Others	1%	1%	1%	0%
Geographic Concentration	North America	54%	58%	56%	57%
	UK/Europe	44%	40%	42%	40%
	Rest of the World	2%	2%	2%	3%
Debtors	DSO	64	56	64	56
Client Concentration	Client Billed	126	97	144	154
	Top 5 contribution	66%	63%	65%	60%

₹ lacs.

Particulars	As on 31-Mar-15	As on 31-Mar-14	% of Change
Shareholder's Funds			
Share Capital	1,862	1,682	10.7%
Reserves and Surplus	23,749	7,491	217.0%
Total Shareholder's Funds	25,611	9,173	179.2%
Application of Funds			
Fixed Assets	3,263	2,389	36.6%
Deferred Tax Assets / (Liabilities)	(76)	125	-160.8%
Non-current Loans & Advances(net)	2,193	2,087	5.1%
Net Current Assets	20,231	4,572	342.5%
Total Application of Funds	25,611	9,173	179.2%

- Reserves and Surplus as on 31-Mar-15 inclusive of ₹148.2 Cr. premium on shares issued during the year
- Net Current Assets as on 31-Mar-15 inclusive of ₹148.6 Cr. raised through QIP issue, which is currently invested in Mutual funds

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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