

MPS

Financial Performance
FY16 Q1

Platforms and services for content creation,
production, and distribution

| Metrics | | FY16 Q1 | FY15 Q1 | FY15 Q4 | CQ - PYQ | Q-o-Q |
|---------|---|---------|---------|---------|----------|-------|
| Revenue | Total Revenue (₹ Lacs) | 6,035 | 5,019 | 5,494 | 20% | 10% |
| | Total Revenue (\$'000) | 9,483 | 8,391 | 8,840 | 13% | 7% |
| | FX Gain/Loss adjusted revenue (₹ Lacs) | 6,147 | 5,298 | 5,601 | 16% | 10% |
| Profit | EBITDA (₹ Lacs) | 2,301 | 1,956 | 1,967 | 18% | 17% |
| | PBT before exceptional items(₹ Lacs) | 2,224 | 1,907 | 1,888 | 17% | 18% |
| | PAT before exceptional items(₹ Lacs) | 1,438 | 1,235 | 1,266 | 16% | 14% |
| Margin | EBITDA (%) | 37.4% | 36.9% | 35.1% | | |
| | PBT (%) before exceptional items | 36.2% | 36.0% | 33.7% | | |
| | PAT (%) before exceptional items | 23.4% | 23.3% | 22.6% | | |
| EPS | Basic and Diluted (₹) before exceptional items | 7.73 | 7.34 | 7.41 | | |
| | Trailing 12 months EPS (₹) before exceptional items | 33.74 | 29.18 | 33.37 | | |

- PYQ - Corresponding Qtr. In the previous year (FY15 Q1)
- Forex adjusted ₹ revenue up by 16% on FY'16 Q1 against FY'15 Q1
- Margins have been calculated on FX Gain/Loss adjusted revenue.
- EPS FY'16 Q1 is on increased share capital of Rs. 1861.69 Lacs. and Trailing 12 months EPS is on weighted average number of shares during last 12 months.

- Total Cash and Cash equivalents as on 30-Jun-15 is ₹183.8 Cr. (The entire net proceeds of Rs 147.80 Cr. from QIP remains invested in mutual funds under growth schemes. The unrealized gain on QIP proceeds as on 30-Jun -2015 is Rs 3.59 Cr. This has not been recognised as an income as per the accounting guidelines in the Financial Results for the Quarter and will be considered as an income on redemption) and ₹ 175.5 Cr. as on 31-Mar-15; zero debt.
- Current book value per share ₹145.48 as on 30-Jun-15 vs. ₹137.56 as on 31-Mar-2015

CSR Update

- Total YTD Spending ₹22.8 Lacs for existing and new projects
- Areas Covered: Girls Education
- Project Name: MPS Limited Girls Education Project
- Total Learning Centers being Supported: 100

| Metrics | | FY16 Q1 | FY15 Q1 | FY15 Q4 |
|---------------------------|---------------------|---------|---------|---------|
| Currency Contribution (%) | USD | 68% | 66% | 66% |
| | GBP | 26% | 28% | 29% |
| | EURO | 3% | 6% | 4% |
| | Others | 3% | 0% | 1% |
| Geographic Concentration | North America | 54% | 59% | 54% |
| | UK/Europe | 43% | 40% | 44% |
| | Rest of the World | 3% | 1% | 2% |
| Debtors | DSO | 66 | 62 | 64 |
| Client Concentration | Client Billed | 115 | 96 | 126 |
| | Top 5 contribution | 59% | 51% | 66% |
| | Top 10 contribution | 77% | 69% | 80% |

₹lacs.

| Particulars | As on 30-Jun-15 (Un-Audited) | As on 31-Mar-15 | % of Change |
|-------------------------------------|---------------------------------|-----------------|-------------|
| Shareholder's Funds | | | |
| Share Capital | 1,862 | 1,862 | - |
| Reserves and Surplus | 25,221 | 23,749 | 6% |
| Total Shareholder's Funds | 27,083 | 25,611 | 6% |
| Application of Funds | | | |
| Fixed Assets | 3,386 | 3,263 | 4% |
| Deferred Tax Assets / (Liabilities) | (77) | (76) | 1% |
| Non-current Loans & Advances(net) | 2,256 | 2,193 | 3% |
| Net Current Assets | 21,518 | 20,231 | 6% |
| Total Application of Funds | 27,083 | 25,611 | 6% |

- Net Current Assets inclusive of ₹147.8 Cr. raised through QIP issue (net), which is currently invested in Mutual funds

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Thank You