

MPS

Financial Performance
FY16 Q3

Platforms and services for content creation,
production, and distribution

Financial Summary

MPS

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Metrics		FY16 Q3	FY15 Q3	FY16 Q2	FY16 YTD Dec	FY15 YTD Dec	CQ - PYQ	Q-o-Q	Y-O-Y
Revenue	Total Revenue (₹ Lacs)	6,898	6,317	6,273	19,206	16,893	9%	10%	14%
	Total Revenue (\$'000)	10,449	10,161	9,618	29,549	27,703	3%	9%	7%
	FX Gain/Loss adjusted revenue (₹ Lacs)	6,986	6,403	6,319	19,452	17,371	9%	11%	12%
Profit	EBITDA (₹ Lacs)	2,693	2,551	2,302*	7,212*	6,703	6%	17%	8%
	Operating Profit	2,600	2,432	2,205*	6,914*	6,274	7%	18%	10%
	PBT before exceptional items(₹Lacs)	2,631	2,595	2,658	7,513	6,650	1%	-1%	13%
	PAT before exceptional items(₹Lacs)	1,702	1,722	1,753	4,893	4,368	-1%	-3%	12%
Margin	EBITDA (%)	38.5%	39.8%	36.4%	37.1%	38.6%			
	Operating Margin (%)	37.2%	38.0%	34.9%	35.5%	36.1%			
	PBT (%) before exceptional items	37.7%	40.5%	42.1%	38.6%	38.3%			
	PAT (%) before exceptional items	24.4%	26.9%	27.7%	25.2%	25.1%			
EPS	Basic and Diluted (₹) before exceptional items	9.14	10.24	9.42	26.28	25.97			
	Trailing 12 months EPS (₹) before exceptional items	33.70	33.72	34.80	33.70	33.72			

- PYQ - Corresponding Qtr. in the previous year (FY15 Q3).
- Margins have been calculated on FX Gain/Loss adjusted revenue.
- *Exclusive of Non operating provisions.
- EPS FY'16 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.

Cash and Cash equivalents

- Total Cash and Cash equivalents as on 31-Dec-15 is ₹ 179.62 Crores and ₹ 175.5 Crores as on 31-Mar-15; zero debt.
- The unrealized gain on Mutual fund investments as on 31-Dec -2015 is ₹ 3.34 Crores. This has not been recognised as an income as per the accounting guidelines in the financial results for the quarter and it will be considered as an income on redemption.

CSR Update

- Total YTD Spending ₹ 78.25 Lacs

IIMPACT

- Area Covered: Girls Education
- Project Name: MPS Limited Girls Education Project
- Total Learning Centres being Supported: 100

Vedanta Cultural Foundation

- Area Covered: Building the intellect and instill higher values of life

Key Business Metrics



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Metrics		FY16 Q3	FY15 Q3	FY16 Q2	FY16 YTD Dec	FY15 YTD Dec
Currency Contribution (%)	USD	70%	71%	67%	70%	69%
	GBP	26%	26%	30%	27%	27%
	EURO	2%	2%	2%	2%	3%
	Others	2%	1%	1%	1%	1%
Geographic Concentration	North America	51%	55%	52%	52%	57%
	UK/Europe	47%	43%	46%	46%	41%
	Rest of the World	2%	2%	2%	2%	2%
Debtors	DSO	63	63	62	63	63
Client Concentration	Client Billed	118	99	112	158	128
	Top 5 contribution	65%	67%	70%	64%	64%
	Top 10 contribution	82%	83%	88%	82%	79%

₹ lacs.

Particulars	As on 31-Dec-15 (Un-Audited)	As on 31-Mar-15 (Audited)	% of Change
Shareholder's Funds			
Share Capital	1,862	1,862	-
Reserves and Surplus	25,657	23,749	8%
Total Shareholder's Funds	27,519	25,611	8%
Application of Funds			
Fixed Assets	3,611	3,263	11%
Deferred Tax Assets / (Liabilities)	(117)	(76)	55%
Non-current Loans & Advances(net)	2,465	2,193	12%
Net Current Assets	21,560	20,231	7%
Total Application of Funds	27,519	25,611	7%

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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