

MPS

Financial Performance
FY16 Q4

Platforms and services for content creation,
production, and distribution

Financial Summary



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Metrics		FY16 Q4	FY15 Q4	FY 15-16	FY 14-15	CQ - PYQ	Y-O-Y
Revenue	Total Revenue (INR Lacs)	6,515	5,494	25,721	22,387	19%	15%
	Total Revenue (\$'000)	9,640	8,840	39,186	36,543	9%	7%
	FX Gain adjusted revenue (INR Lacs)	6,656	5,601	26,125	22,972	19%	14%
Profit	EBITDA before exceptional items (INR Lacs)	2,456	1,966	9,681	8,669	25%	12%
	Operating Profit before exceptional items (INR Lacs)	2,336	1,826	9,258	8,095	28%	14%
	PBT before exceptional items (INR Lacs)	3,002	1,888	10,515	8,538	59%	25%
	PAT before exceptional items (INR Lacs)	2,231	1,266	7,124	5,634	77%	29%
Margin	EBITDA (%)	36.9%	35.1%	37.1%	37.7%		
	Operating Margin (%)	35.1%	32.6%	35.4%	35.2%		
	PBT (%) before exceptional items	45.1%	33.7%	40.2%	37.2%		
	PAT (%) before exceptional items	33.5%	22.6%	27.3%	24.5%		
EPS	Basic and Diluted (INR)	11.98	7.41	38.26	36.38		
	Adjusted EPS	10.72*	7.41	37.00*	33.36**		

- * adjusted for write back of tax provision for earlier years
- ** adjusted for write-back of depreciation net of taxes
- EPS for FY 2015-16 is on increased share capital of 18.62 million shares and for FY 2014-15 is on weighted number of 16.89 million shares during that period.

Cash and Cash equivalents

- Total Cash and Cash equivalents as on 31-Mar-16 is Rs. 183.3 Crores and Rs. 175.5 Crores as on 31-Mar-15; zero debt.

CSR Update

- Total YTD Spending Rs. 1.05 Crore

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.

Key Business Metrics



Metrics		FY16 Q4	FY15 Q4	FY16 Q3	FY 15-16	FY 14-15
Currency Contribution (%)	USD	68%	70%	70%	69%	69%
	GBP	27%	26%	26%	27%	27%
	EURO	3%	3%	2%	2%	3%
	Others	2%	1%	2%	2%	1%
Geographic Concentration	North America	53%	54%	51%	52%	56%
	UK/Europe	45%	44%	47%	45%	42%
	Rest of the World	2%	2%	2%	3%	2%
Debtors	DSO	61	64	63	61	64
Client Concentration	Client Billed	83	99	101	147	140
	Top 5 contribution	63%	64%	65%	62%	62%
	Top 10 contribution	80%	80%	82%	80%	78%

₹ lacs.

Particulars	As on 31-Mar-16 (Audited)	As on 31-Mar-15 (Audited)	% of Change
Shareholder's Funds			
Share Capital	1,862	1,862	0
Reserves and Surplus	26,081	23,749	10%
Total Shareholder's Funds	27,943	25,611	9%
Application of Funds			
Fixed Assets	3,589	3,263	10%
Non-current Loans & Advances(net)	2,545	2,189	16%
Net Current Assets	21,809	20,159	8%
Total Application of Funds	27,943	25,611	9%

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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