

**MPS**

Financial Performance  
FY17 Q2

Platforms and services for content creation,  
production, and distribution

Metrics		FY17 Q2	FY16 Q2	FY17 Q1	Y-o-Y	Q-o-Q	FY17 H1	FY16 H1	H-o-H
Revenue	Reported Revenue (INR Lacs)	7,517	6,273	6,189	20%*	21%*	13,706	12,308	11%*
	FX Gain/Loss adjusted revenue (INR Lacs)	7,517	6,318	6,280	19%	20%	13,796	12,479	11%
Profit	EBITDA (INR Lacs)	2,364	2,218**	2,188	7%	8%	4,552	4,519**	1%
	PBT (INR Lacs)	3,065	2,658	2,382	15%	29%	5,447	4,882	12%
	PAT (INR Lacs)	2,014	1,753	1,676	15%	20%	3,690	3,191	16%
Margin	EBITDA (%)	31.5%	35.1%	34.8%			33.0%	36.2%	
	PBT (%)	40.8%	42.1%	37.9%			39.5%	39.1%	
	PAT (%)	26.8%	27.7%	26.7%			26.7%	25.6%	
EPS	Basic and Diluted EPS (INR)	10.81	9.42	9.01			19.82	17.14	
	Adjusted trailing 12 months EPS (INR)	40.94	34.79	38.28			40.94	34.79	

- \* Constant currency revenue growth for YoY 21%, for QoQ 24% and for HoH 10%
- \*\*adjusted for non operating provisions

## **Cash and Cash equivalents**

- Total Cash and Cash equivalents as on 30-Sep-16 is Rs. 202 Crores and Rs. 183 Crores as on 31-Mar-16; zero debt.

## **CSR Update**

- Total YTD Spending Rs. 66 Lacs.

## **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.

## **SAMBANDH**

- Area Covered: MENTAL HEALTH
- Pilot Project at Gurgaon

# Key Business Metrics

Metrics		FY17 Q2	FY16 Q2	FY17 Q1	FY17 H1	FY16 H1
Currency Contribution (%)	USD	76%	70%	69%	73%	70%
	GBP	21%	27%	28%	24%	27%
	EURO	2%	2%	2%	2%	2%
	Others	1%	1%	1%	1%	1%
Geographic Concentration	North America	55%	52%	55%	55%	53%
	UK/Europe	42%	47%	43%	42%	45%
	Rest of the World	3%	1%	2%	3%	2%
Debtors	DSO	69	62	70	69	62
Client Concentration	Client Billed	86*	105	93	104	127
	Top 5 contribution	61%	66%	64%	62%	61%
	Top 10 contribution	76%	84%	82%	79%	79%

\* MagPlus Customer base of 300+ customers not included

INR Lacs.

Particulars	As on 30-Sep-16 (UnAudited)	As on 31-Mar-16 (Audited)	% of Change
<b>Shareholder's Funds</b>			
Share Capital	1,862	1,862	0%
Reserves and Surplus	29,737	26,082	14%
<b>Total Shareholder's Funds</b>	<b>31,599</b>	<b>27,943</b>	<b>13%</b>
<b>Application of Funds</b>			
Fixed Assets	4,658	3,589	30%
Non-current Loans & Advances(net)	1,689	2,545	-34%
Net Current Assets	25,252	21,809	16%
<b>Total Application of Funds</b>	<b>31,599</b>	<b>27,943</b>	<b>13%</b>

Note:

- Fixed Asset addition during H1 includes intangible assets on acquisition of Magplus Inc and Mag+AB INR 8.8 Cr.
- Non current Loans & Advances reduced mainly due to refund of service tax claims Rs.8 Crores.
- Net Current Assets increased during H1 mainly on account of acquisition of Magplus Inc and Mag+AB.

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.

Thank You

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**Thank You**