

MPS

Financial Performance
FY17 Q3

Platforms and services for content creation,
production, and distribution

Metrics		FY17 Q3	FY16 Q3	FY17 Q2	Y-o-Y	Q-o-Q	FY17 YTD Dec'16	FY16 YTD Dec'15	Y-o-Y
Revenue	Reported Revenue (INR Lacs)	8,001	6,898	7,517	16%	6%	21,708	19,206	13%
	FX Gain/Loss adjusted revenue (INR Lacs)	8,036	6,986	7,517	15%*	7%*	21,832	19,452	12%*
Profit	EBITDA (INR Lacs)	2,599	2,693	2,364	-4%	10%	7,152	7,212**	-1%
	PBT (INR Lacs)	2,604	2,631	3,065***	-1%	-15%	8,051***	7,513	7%
	PAT (INR Lacs)	1,720	1,702	2,014***	1%	-15%	5,410***	4,893	11%
Margin	EBITDA (%)	32.3%	38.6%	31.5%			32.8%	37.1%	
	PBT (%)	32.4%	37.7%	40.8%			36.9%	38.6%	
	PAT (%)	21.4%	24.4%	26.8%			24.8%	25.2%	
EPS	Basic and Diluted EPS (INR)	9.24	9.14	10.82			29.06	26.28	
	Adjusted trailing 12 months EPS (INR)	39.78	33.70	39.68			39.78	33.70	

- * Constant currency revenue growth for Q3 YoY 15%, for QoQ 4% and for YTD YoY 12%
- **adjusted for non operating provisions
- *** Includes pre tax profit on sale of property at Bangalore Rs. 5.91 Crores.
- The Company acquired Mag+AB, a Sweden based entity in July 2016. To strengthen the product and market focus which will be driven from India and USA and in order to rationalize these operations, the Board of Directors at their meeting held on January 25, 2017 approved the dissolution of Mag+ AB, Sweden.

Cash and Cash equivalents

- Total Cash and Cash equivalents as on 31-Dec-16 is Rs. 214 Crores and Rs. 183 Crores as on 31-Mar-16; zero debt.

CSR Update

- Total YTD Spending Rs. 117.61 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

Prem Charitable Trust

- Area Covered: Care Centers for Physically Challenged Children , Amount Spent: Rs. 12 Lacs.

Key Business Metrics

Metrics		FY17 Q3	FY16 Q3	FY17 Q2	FY17 YTD Dec 16	FY16 YTD Dec 15
Currency Contribution (%)	USD	78%	70%	76%	75%	70%
	GBP	19%	26%	21%	22%	27%
	EURO	1%	2%	2%	2%	2%
	Others	2%	2%	1%	1%	1%
Geographic Concentration	North America	63%	51%	55%	58%	52%
	UK/Europe	34%	47%	42%	39%	46%
	Rest of the World	3%	2%	3%	3%	2%
Debtors	DSO	75	63	69	75	63
Client Concentration	Client Billed	471	101	542	602	142
	Top 5 contribution	58%	65%	61%	60%	64%
	Top 10 contribution	74%	82%	76%	76%	82%

Particulars	As on 31-Dec-16 (UnAudited)	As on 31-Mar-16 (Audited)	% of Change
Shareholder's Funds			
Share Capital	1,862	1,862	0%
Reserves and Surplus	31,547	26,082	21%
Total Shareholder's Funds	33,409	27,944	20%
Application of Funds			
Fixed Assets	4,811	3,589	34%
Non-current Loans & Advances(net)	1,834	2,546	-28%
Net Current Assets	26,764	21,809	23%
Total Application of Funds	33,409	27,944	20%

Note:

- Fixed Asset addition during the period 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

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

MPS | www.adi-mps.com

Thank You