



# T.I.M.E. to THRIVE

Q1 FY23 Earnings Presentation

**MPS** Limited



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# Q1 FY 23 - Financial Performance Q-O-Q

*Consolidated*

| Metrics   |   | FY'23 Q1 | FY'22 Q1 |
|-----------|---|----------|----------|
| Revenue   | FX Gain/Loss adjusted revenue (INR Lakh)    | 11,404   | 11,791   |
|           | Reported Revenue (INR Lakh)                 | 11,485   | 11,715   |
| Profit    | EBITDA (INR Lakh)                           | 2,958    | 3,144    |
|           | PBT (INR Lakh)                              | 2,808    | 2,882    |
|           | PAT (INR Lakh)                              | 2,064    | 2,141    |
| Margin    | EBITDA (%)                                  | 25.8%    | 26.8%    |
|           | PBT (%)                                     | 24.4%    | 24.6%    |
|           | PAT (%)                                     | 18.0%    | 18.3%    |
| Headcount | At the end of each reporting period in Nos. | 2,812    | 2,662    |
| EPS       | Basic and Diluted EPS (INR)                 | 12.07    | 11.86    |

*Total Cash and Cash equivalents (including investment in Mutual funds) as on 30-Jun-2022 are INR 125 Crores and INR 182 Crores as on 31-Mar-2022.*

*The company has zero debt.*

# Q1 FY23 - Continued Drive to Diversify

*Consolidated*

|                                  | Metrics             | FY23 Q1 | FY22 Q1 | FY22 Q4 |
|----------------------------------|---------------------|---------|---------|---------|
| <b>Currency Contribution (%)</b> | USD                 | 83%     | 79%     | 76%     |
|                                  | GBP                 | 7%      | 9%      | 13%     |
|                                  | EURO                | 5%      | 5%      | 4%      |
|                                  | CHF                 | 2%      | 4%      | 3%      |
|                                  | INR                 | 1%      | 1%      | 1%      |
|                                  | Others              | 2%      | 2%      | 3%      |
| <b>Geographic Concentration</b>  | North America       | 57%     | 68%     | 56%     |
|                                  | UK/Europe           | 36%     | 28%     | 38%     |
|                                  | Rest of the World   | 7%      | 4%      | 6%      |
| <b>Debtors</b>                   | DSO                 | 59      | 59      | 72      |
| <b>Client Concentration</b>      | Client Billed       | 492     | 467     | 454     |
|                                  | Top 5 contribution  | 36%     | 34%     | 36%     |
|                                  | Top 10 contribution | 49%     | 47%     | 50%     |
|                                  | Top 15 contribution | 58%     | 55%     | 57%     |

Multiple entities of the same customer group have been considered as one client. Previous period numbers have been realigned to match the current period presentation.

## Business Segments - Q-O-Q Overview

| Metrics   |   | FY23 Q1           |                    |           | FY22 Q1           |                    |           |
|-----------|---|-------------------|--------------------|-----------|-------------------|--------------------|-----------|
|           |   | Content Solutions | Platform Solutions | eLearning | Content Solutions | Platform Solutions | eLearning |
| Revenue   | FX Gain/Loss adjusted revenue (INR Lakh)    | 6,183             | 2,699              | 2,522     | 6,204             | 3,363              | 2,224     |
|           | Reported Revenue (INR Lakh)                 | 6,323             | 2,696              | 2,466     | 6,137             | 3,365              | 2,213     |
| Profit    | Segment Result (INR Lakh)                   | 2,109             | 861                | 443       | 1,845             | 1,168              | 215       |
| Margin    | Segment Result (%)                          | 33.4%             | 31.9%              | 18.0%     | 30.1%             | 34.7%              | 9.7%      |
| Headcount | At the end of each reporting period in Nos. | 2,177             | 215                | 420       | 2,186             | 247                | 229       |

- The Un-allocable expenditure & Finance cost( Net of Un-allocable income ) of INR 605 Lakh in FY23 Q1 (FY 22 Q1 INR 346 Lakh) is not identifiable to any of the reportable segments. During current quarter, eLearning headcounts have increased by 177 due to EI Design acquisition.

# Corporate Social Responsibility Update

Total CSR Spending is INR 39.50 Lakh for Q1 FY 23.

- **Girl's Education Project:** We partner with an NGO, IIMPACT, to adopt teaching schools that provide quality education to girls from marginalized communities and underprivileged . We have supported a 51 centers that have 1,530 girls enrolled into the program.
- **Impart Higher Values of Life:** We provide financial assistance to Vedanta Cultural Foundation, a public charitable trust, to support their programs in the field of education, research, and welfare.
- **Mental Healthcare:** We partner with Sambandh Health Foundation to raise awareness about mental health and mental illness.
- **Support for Physically Challenged Children:** We provide financial assistance to Prem Charitable Trust, a registered charitable trust, to build homes for mentally retarded and physically handicapped children.
- **Remedial Education to Students with Learning Disabilities:** We work with REACH, Remedial Education and Centre for Holistic Development, to provide education to students with learning disabilities across all ages.
- **Support for disabled children:** We provide financial assistance to KEM Hospital to support the learning disability project for the disabled children.

The background is a light cream color with a complex, abstract pattern of thin, overlapping lines in shades of light blue and green. These lines form various geometric shapes, including circles, triangles, and polygons, some of which are filled with a fine, wavy texture. The overall effect is a subtle, modern, and artistic design.

**Thank you.**