

**MPS**

Financial Performance FY 18 Q1

Platforms and services for content creation,  
production, and distribution

Metrics		FY18 Q1	FY17 Q1	Y-o-Y
Revenue	Revenue on Constant Currency (INR Lacs)	7,130	6,022	18%
	FX Gain/Loss adjusted revenue (INR Lacs)	6,770	6,205	9%
	Reported Revenue (INR Lacs)	6,690	6,189	8%
Profit	EBITDA (INR Lacs)	2,128 *	2,129	0%
	PBT (INR Lacs)	2,621	2,328	13%
	PAT (INR Lacs)	2,045	1,645	24%
Margin	EBITDA (%)	31.4% *	34.3%	
	PBT (%)	38.7%	37.5%	
	PAT (%)	30.2%	26.5%	
Headcount	At the end of each reporting period in Nos.	2,613	2,935	-11%
EPS	Basic and Diluted EPS (INR)	10.98	8.83	

- \* EBITDA margin were suppressed by 4.2% in comparison to FY 17 Q1 due to unfavorable exchange rate movement.
- Constant currency revenue numbers are calculated as per FEDAI exchange rates.
- Profit and Margins are on FX Gain/Loss adjusted revenue.
- Previous period numbers are reinstated as per IndAS.

## Cash and Cash equivalents

- Total Cash and Cash equivalents as on 30-Jun-17 is INR 251 Crores and INR 223 Crores as on 31-Mar-17; zero debt.

## CSR Update

- Total Spending for Q1 FY 2017-18 INR 23 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.

## REACH

- Area Covered: Providing education to students with learning disabilities across all ages.

Metrics		FY18 Q1	FY17 Q1
Currency Contribution (%)	USD	75%	69%
	GBP	22%	28%
	EURO	2%	2%
	Others	1%	1%
Geographic Concentration	North America	60%	55%
	UK/Europe	38%	43%
	Rest of the World	2%	2%
Debtors	DSO	69	70
Client Concentration	Client Billed	460	93
	Top 5 contribution	56%	64%
	Top 10 contribution	72%	82%
	Top 15 contribution	80% *	87%

\* As MPS is growing, our customer base is diversifying due to growth in larger accounts and addition of smaller customers through our platform business. Our core customer base has now expanded to 15 large accounts.

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**Thank You**