

August 11, 2020

<b>Listing Department</b> <b>The National Stock Exchange of India Limited</b> Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex Bandra (E), Mumbai - 400 051  <b>Trading Symbol: MPLSLTD</b> <b>Through: NEAPS</b>	<b>Corporate Relationship Department</b> <b>BSE Limited</b> Phiroze JeeJeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001  <b>Scrip Code: 532440</b> <b>Through: BSE Listing Centre</b>
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**Sub.: Outcome of the Board Meeting held today i.e. Tuesday, August 11, 2020**

Dear Sir/ Madam,

Pursuant to the Regulation 30 of the SEBI (Listing Regulations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we hereby inform that the Board of Directors of the Company, at its meeting held on Tuesday, August 11, 2020, has *inter-alia*, approved the following:

1. The Un-Audited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2020. The said Financial Results along with Limited Review Reports of the Statutory Auditors thereon and Investors' Presentation on these Financials are enclosed herewith.
2. The Committees of the Board have been re-constituted as follows:
  - a. Nomination and Remuneration Committee has been re-constituted to include Ms. Yamini Tandon, as the Member of the Committee in place of Mr. Nishith Arora.

Updated Composition of the Nomination and Remuneration Committee with effect from August 12, 2020 is as mentioned below:

Ms. Jayantika Dave	Chairperson, Independent Director
Ms. Achal Khanna	Member, Independent Director
Ms. Yamini Tandon	Member, Non-Executive Director

- b. Audit Committee has been re-constituted to include Mr. Rahul Arora as the Member of this Committee in place of Mr. Nishith Arora.

Updated Composition of the Audit Committee with effect from August 12, 2020 is as mentioned below:

Mr. Ajay Mankotia	Chairman, Independent Director
Dr. Piyush Kumar Rastogi	Member, Independent Director
Mr. Rahul Arora	Member, CEO & Managing Director

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- c. Stakeholders Relationship Committee has been re-constituted to include Mr. Rahul Arora as the Member of the Committee in place of Mr. Nishith Arora and Ms. Yamini Tandon, has now become the Chairperson of the Committee.

Updated Composition of the Stakeholders Relationship Committee with effect from August 12, 2020 is as mentioned below:

Ms. Yamini Tandon	Chairperson, Non - Executive Director
Mr. Rahul Arora	Member, CEO and Managing Director
Ms. Jayantika Dave	Member, Independent Director

- d. Corporate Social Responsibility Committee has been re-constituted to include Ms. Yamini Tandon as Member of the Committee in place of Mr. Nishith Arora. Mr. Rahul Arora has now become the Chairman of the Committee.

Composition of the Corporate Social Responsibility Committee with effect from August 12, 2020 is as mentioned below:

Mr. Rahul Arora	Chairman, CEO and Managing Director
Ms. Yamini Tandon	Member, Non-Executive Director
Ms. Jayantika Dave	Member, Independent Director

Please take the above information and enclosed documents on record.

Thanking you,

Yours Sincerely,  
For **MPS Limited**

Sunit Malhotra  
**CFO & Company Secretary**

Encl.: as above

# B S R & Co. LLP

Chartered Accountants

Building No. 10, 8th Floor, Tower-B  
DLF Cyber City, Phase-II  
Gurugram – 122 002, India

Telephone: +91 124 7191000  
Fax: +91 124 235 8613

To  
Board of Directors of **MPS Limited**

1. We have reviewed the accompanying Statement of unaudited standalone financial results of MPS Limited (“the Company”) for the quarter ended 30 June 2020 (“the Statement”).
2. This Statement, which is the responsibility of the Company’s management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 “*Interim Financial Reporting*” (“Ind AS 34”), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. Our responsibility is to issue a report on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 “*Review of Interim Financial Information Performed by the Independent Auditor of the Entity*” issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
4. Attention is drawn to the fact that the figures for the 3 months ended 31 March 2020 as reported in these financial results are the balancing figures between audited figures in respect of the full previous financial year and the published year to date figures up to the third quarter of the previous financial year. The figures up to the end of the third quarter of previous financial year had only been reviewed and not subjected to audit.

5. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **B S R & Co. LLP**  
Chartered Accountants  
Firm's Registration Number: 101248W/W-  
100022

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**SHASHANK** SHASHANK  
**AGARWAL** AGARWAL  
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**Shashank Agarwal**

Partner

Membership Number: 095109

ICAI UDIN: 20095109AAA AFC2179

Place: Gurugram

Date: 11 August 2020



# MPS Limited

Registered Office: 4th Floor, R.R Towers IV, Super A, 16/17, T.V.K. Industrial Estate, Guindy, Chennai 600 032  
 Tel: +91 44 49162222, Fax: +91 44 49162225, Email: investors@mpslimited.com, Web site: www.mpslimited.com  
 CIN: L22122TN1970PLC005795

## STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30 JUNE 2020

(INR in lacs, except per equity share data)

S. No.	Particulars	Three months ended	Preceding three months ended	Corresponding three months ended in previous year	Previous year ended
		30-Jun-2020 (Un-Audited)	31-Mar-2020 (Audited) (refer note-2)	30-Jun-2019 (Un-Audited)	31-Mar-2020 (Audited)
I	Revenue from operations (net)	4,925	4,518	4,678	18,765
II	Other income	228	427	463	1,842
III	<b>Total income (I+II)</b>	<b>5,153</b>	<b>4,945</b>	<b>5,141</b>	<b>20,607</b>
IV	<b>Expenses</b>				
	Employee benefit expense	2,177	2,185	2,241	8,855
	Finance costs	26	37	34	138
	Depreciation and amortization expense	191	180	191	745
	Other expenses	924	980	923	3,900
	<b>Total expenses</b>	<b>3,318</b>	<b>3,382</b>	<b>3,389</b>	<b>13,638</b>
V	<b>Profit before exceptional items (III-IV)</b>	<b>1,835</b>	<b>1,563</b>	<b>1,752</b>	<b>6,969</b>
VI	Exceptional items	-	-	-	-
VII	<b>Profit before tax (V-VI)</b>	<b>1,835</b>	<b>1,563</b>	<b>1,752</b>	<b>6,969</b>
VIII	<b>Tax expenses</b>				
	Current tax	440	509	576	2,197
	Adjustment of tax relating to earlier years	-	-	-	23
	Deferred tax charge	31	(165)	(61)	(528)
	<b>Total tax expenses</b>	<b>471</b>	<b>344</b>	<b>515</b>	<b>1,692</b>
IX	<b>Profit for the period (VII-VIII)</b>	<b>1,364</b>	<b>1,219</b>	<b>1,237</b>	<b>5,277</b>
X	<b>Other comprehensive income</b>				
	<b>Items that will not be reclassified to profit or loss</b>				
	Remeasurement of the net defined benefit liability/asset	(64)	(12)	(14)	(21)
	Income tax relating to items that will not be reclassified to profit or loss	16	3	4	5
	<b>Total other comprehensive income</b>	<b>(48)</b>	<b>(9)</b>	<b>(10)</b>	<b>(16)</b>
XI	<b>Total comprehensive income for the period (IX+X)</b>	<b>1,316</b>	<b>1,210</b>	<b>1,227</b>	<b>5,261</b>
XII	Paid-up equity share capital (Face Value - INR 10 per Equity Share)	1,862	1,862	1,862	1,862
XIII	<b>Earnings per equity share (nominal value of share INR 10)</b>				
	Basic and Diluted	7.32	6.55	6.64	28.34

### NOTES:

- These results have been prepared in accordance with the Ind AS notified under the Companies (Indian Accounting Standards) Rules 2015. These results have been reviewed by the Audit Committee and upon their recommendation, approved by the Board of Directors at their meeting held on 11 August 2020. The Statutory auditors of the Company have carried out limited review of the financial results for the quarter ended 30 June 2020 and an unmodified report has been issued. The same has been filed with Stock Exchanges and is also available on the Company's website at [www.mpslimited.com](http://www.mpslimited.com).
- The figures for the three months ended 31 March 2020 are the balancing figures between audited figures in respect of the full financial year and the published year to date figures up to preceding quarter of the relevant financial year.

### 3 Segment Reporting

- (a) Based on the "management approach" as defined in Ind AS108 Operating Segments, the Chief Operating Decision Maker ('CODM') evaluates the Company's performance and allocates resources based on an analysis of various performance indicators by business segments. Accordingly, information has been presented along with these business segments. The accounting principles used in the preparation of the financial statements are consistently applied to record revenue and expenditure in individual segments.

(INR in lacs)

S. No.	Particulars	Three months ended	Preceding three months ended	Corresponding three months ended in previous year	Previous year ended
		30-Jun-2020	31-Mar-2020	30-Jun-2019	31-Mar-2020
		(Un-Audited)	(Audited)	(Un-Audited)	(Audited)
<b>I</b>	<b>Segment revenue</b>				
	Content solutions	4,032	3,734	3,826	15,444
	Platform solutions	893	784	852	3,321
	<b>Total revenue from operations</b>	<b>4,925</b>	<b>4,518</b>	<b>4,678</b>	<b>18,765</b>
<b>II</b>	<b>Segment results (profit before tax, exceptional items and interest from each segment)</b>				
	Content solutions	1,813	1,451	1,367	5,810
	Platform solutions	458	371	466	1,747
	<b>Total</b>	<b>2,271</b>	<b>1,822</b>	<b>1,833</b>	<b>7,557</b>
	Less: Finance costs	26	37	34	138
	Less: Un-allocable expenditure (net of un-allocable income)	410	222	47	450
	<b>Profit before tax</b>	<b>1,835</b>	<b>1,563</b>	<b>1,752</b>	<b>6,969</b>

- (b) Assets and liabilities used in the Company's business are not identified to any of the reportable segments, as these are used interchangeably between segments and the management believes that it is not practicable to provide segment disclosures relating to total assets and liabilities.
- 4 Subsequent to the quarter ended 30 June 2020, the Company has consummated the acquisition of the HighWire Press Group. During the quarter ended 30 June 2020, the company incorporated a wholly owned subsidiary, HighWire North America LLC based at Delaware, USA to acquire the US business of HighWire Press Holding Inc. through Forward Merger and has funded INR 5,285.35 Lacs in HighWire North America LLC for the acquisition cost. This acquisition is completed at a purchase price of INR 5,445.88 Lacs on 1 July 2020. Simultaneously, this acquired business is transferred to the US branch of the Company. The Company has also acquired through Stock Purchase Agreement 100% shares of HighWire Press Limited, based at Northern Ireland along with its wholly owned subsidiary Semantic Limited, based at the United Kingdom through MPS North America LLC, an existing US based wholly owned subsidiary of the Company at a purchase price of INR 770.20 Lacs. Pursuant to this acquisition, HighWire Press Limited has become a subsidiary of MPS North America LLC and Semantic Limited has become the step down subsidiary of MPS North America LLC.
- 5 In assessing the recoverability of receivables including unbilled receivables, contract assets, goodwill, intangible assets and investments, the Company has considered internal and external information up to the date of approval of these financial results including economic forecasts considering emerging situations due to COVID-19. Based on current indicators of future economic conditions, the Company expects to recover the carrying amount of these assets. Due to the nature of the pandemic, the Company will continue to monitor developments to identify significant uncertainties in future periods.

By Order of the Board of Directors

Rahul Arora

Place: Gurugram

Dated: 11 August 2020

Managing Director

# B S R & Co. LLP

Chartered Accountants

Building No. 10, 8th Floor, Tower-B  
DLF Cyber City, Phase-II  
Gurugram – 122 002, India

Telephone: +91 124 7191000  
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To  
Board of Directors of **MPS Limited**

1. We have reviewed the accompanying Statement of unaudited consolidated financial results of MPS Limited (“the Parent”) and its subsidiaries (the Parent and its subsidiaries together referred to as “the Group”), for the quarter ended 30 June 2020 (“the Statement”), being submitted by the Parent pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (‘Listing Regulations’).
2. This Statement, which is the responsibility of the Parent’s management and approved by the Parent’s Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 “*Interim Financial Reporting*” (“Ind AS 34”), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 “*Review of Interim Financial Information Performed by the Independent Auditor of the Entity*”, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the Listing Regulations, to the extent applicable.

4. The Statement includes the results of the following entities:
  - MPS Limited
  - MPS Interactive Systems Limited
  - MPS North America LLC
  - MPS Europa AG
  - TOPSIM GmbH
  - HighWire North America LLC

5. Attention is drawn to the fact that the figures for the 3 months ended 31 March 2020 as reported in these financial results are the balancing figures between audited figures in respect of the full previous financial year and the published year to date figures up to the third quarter of the previous financial year. The figures up to the end of the third quarter of previous financial year had only been reviewed and not subjected to audit.
6. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditors referred to in paragraph 7 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.
7. We did not review the financial information of 2 subsidiaries included in the statement, whose financial information, reflect total revenues of INR 676.70 Lacs, total net loss after tax of INR 88.89 Lacs and total comprehensive income of INR 12.63 Lacs for the quarter ended 30 June 2020, as considered in the unaudited consolidated financial information. These financial information have been reviewed by other auditors whose reports have been furnished to us by the management, and our conclusion on the statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on the report of such other auditors and the procedures performed by us as stated in paragraph 3 above.

These subsidiaries are located outside India whose financial information have been prepared in accordance with accounting principles generally accepted in their respective countries and which have been reviewed by other auditors under generally accepted auditing standards applicable in their respective countries. The Parent Company's management has converted the financial information of these subsidiaries located outside India from accounting principles generally accepted in their respective countries to accounting principles generally accepted in India. We have reviewed these conversion adjustments made by the Parent Company's management. Our conclusion in so far as it relates to the balances and affairs of these subsidiaries located outside India is based on the report of other auditors and the conversion adjustments prepared by the management of the Parent and reviewed by us.

Our conclusion on the Statement is not modified in respect of the above matters.

For **B S R & Co. LLP**

Chartered Accountants

Firm's Registration Number: 101248W/W-100022

**SHASHANK**

**AGARWAL**

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SHASHANK AGARWAL

Date: 2020.08.11  
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**Shashank Agarwal**

Partner

Membership Number: 095109

ICAI UDIN: 20095109AAAAFD4635

Place: Gurugram

Date: 11 August 2020

**STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED 30 JUNE 2020**
*(INR in lacs, except per equity share data)*

S. No.	Particulars	Three months ended	Preceding three months ended	Corresponding three months ended in previous year	Previous year ended
		30-Jun-2020 (Un-Audited)	31-Mar-2020 (Audited) (refer note-2)	30-Jun-2019 (Un-Audited)	31-Mar-2020 (Audited)
I	Revenue from operations (net)	8,177	7,616	8,363	33,165
II	Other income	249	443	568	1,998
III	<b>Total income (I+II)</b>	<b>8,426</b>	<b>8,059</b>	<b>8,931</b>	<b>35,163</b>
IV	<b>Expenses</b>				
	Employee benefit expense	3,956	4,152	4,277	16,562
	Finance costs	42	57	53	215
	Depreciation and amortization expense	387	375	385	1,537
	Other expenses	2,150	2,118	2,049	8,707
	<b>Total expenses</b>	<b>6,535</b>	<b>6,702</b>	<b>6,764</b>	<b>27,021</b>
V	<b>Profit before exceptional items (III-IV)</b>	<b>1,891</b>	<b>1,357</b>	<b>2,167</b>	<b>8,142</b>
VI	Exceptional items	-	-	-	-
VII	<b>Profit before tax (V-VI)</b>	<b>1,891</b>	<b>1,357</b>	<b>2,167</b>	<b>8,142</b>
VIII	<b>Tax expenses</b>				
	Current tax	474	596	600	2,379
	Adjustment of tax relating to earlier years	-	-	-	36
	Deferred tax charge	31	(182)	29	(259)
	<b>Total tax expenses</b>	<b>505</b>	<b>414</b>	<b>629</b>	<b>2,156</b>
IX	<b>Profit for the period (VII-VIII)</b>	<b>1,386</b>	<b>943</b>	<b>1,538</b>	<b>5,986</b>
X	<b>Other comprehensive income</b>				
	<b>Items that will not be reclassified to profit or loss</b>				
	Remeasurement of the net defined benefit liability/asset	(75)	(21)	(8)	(53)
	Income tax relating to items that will not be reclassified to profit or loss	19	5	2	13
	<b>Items that will be reclassified subsequently to profit or loss</b>				
	Exchange differences on translation of foreign operations	-	446	5	687
	<b>Total other comprehensive income</b>	<b>(56)</b>	<b>430</b>	<b>(1)</b>	<b>647</b>
XI	<b>Total comprehensive income for the period (IX+X)</b>	<b>1,330</b>	<b>1,373</b>	<b>1,537</b>	<b>6,633</b>
XII	Paid-up equity share capital (Face Value - INR 10 per Equity Share)	1,862	1,862	1,862	1,862
XIII	<b>Earnings per equity share (nominal value of share INR 10)</b>				
	Basic and Diluted	7.44	5.07	8.26	32.15

**NOTES:**

- These results have been prepared in accordance with the Ind AS notified under the Companies (Indian Accounting Standards) Rules 2015. These results have been reviewed by the Audit Committee and upon their recommendation, approved by the Board of Directors at their meeting held on 11 August 2020. The Statutory auditors of the Company have carried out limited review of the financial results for the quarter ended 30 June 2020 and an unmodified report has been issued. The same has been filed with Stock Exchanges and is also available on the Company's website at www.mpslimited.com.
- The figures for the three months ended 31 March 2020 are the balancing figures between audited figures in respect of the full financial year and the published year to date figures up to preceding quarter of the relevant financial year.

### 3 Segment Reporting

- (a) Based on the "management approach" as defined in Ind AS108 Operating Segments, the Chief Operating Decision Maker ("CODM") evaluates the Group's performance and allocates resources based on an analysis of various performance indicators by business segments. Accordingly, information has been presented along with these business segments. The accounting principles used in the preparation of the financial statements are consistently applied to record revenue and expenditure in individual segments.

(INR in lacs)

S. No.	Particulars	Three months ended	Preceding three months ended	Corresponding three months ended in previous year	Previous year ended
		30-Jun-2020	31-Mar-2020	30-Jun-2019	31-Mar-2020
		(Un-Audited)	(Audited)	(Un-Audited)	(Audited)
<b>I</b>	<b>Segment revenue</b>				
	Content solutions	5,477	4,865	5,000	20,347
	eLearning solutions	1,338	1,651	1,896	7,501
	Platform solutions	1,362	1,100	1,467	5,317
	<b>Total revenue from operations</b>	<b>8,177</b>	<b>7,616</b>	<b>8,363</b>	<b>33,165</b>
<b>II</b>	<b>Segment results (profit before tax, exceptional items and interest from each segment)</b>				
	Content solutions	1,918	1,641	1,454	6,457
	eLearning solutions	(15)	(83)	198	650
	Platform solutions	452	89	513	1,599
	<b>Total</b>	<b>2,355</b>	<b>1,647</b>	<b>2,165</b>	<b>8,706</b>
	Less: Finance cost	42	57	53	215
	Less: Un-allocable expenditure (net of un-allocable income)	422	233	(55)	349
	<b>Profit before tax</b>	<b>1,891</b>	<b>1,357</b>	<b>2,167</b>	<b>8,142</b>

- (b) Assets and liabilities used in the Group's business are not identified to any of the reportable segments, as these are used interchangeably between segments and the management believes that it is not practicable to provide segment disclosures relating to total assets and liabilities.

- 4 Subsequent to the quarter ended 30 June 2020, the Company has consummated the acquisition of the HighWire Press Group. During the quarter ended 30 June 2020, the company incorporated a wholly owned subsidiary, HighWire North America LLC based at Delaware, USA to acquire the US business of HighWire Press Holding Inc. through Forward Merger and has funded INR 5,285.35 Lacs in HighWire North America LLC for the acquisition cost. This acquisition is completed at a purchase price of INR 5,445.88 Lacs on 1 July 2020. Simultaneously, this acquired business is transferred to the US branch of the Company. The Company has also acquired through Stock Purchase Agreement 100% shares of HighWire Press Limited, based at Northern Ireland along with its wholly owned subsidiary Semantico Limited, based at the United Kingdom through MPS North America LLC, an existing US based wholly owned subsidiary of the Company at a purchase price of INR 770.20 Lacs. Pursuant to this acquisition, HighWire Press Limited has become a subsidiary of MPS North America LLC and Semantico Limited has become the step down subsidiary of MPS North America LLC.
- 5 In assessing the recoverability of receivables including unbilled receivables, contract assets, goodwill, intangible assets and investments, the Group has considered internal and external information up to the date of approval of these financial results including economic forecasts considering emerging situations due to COVID-19. Based on current indicators of future economic conditions, the Group expects to recover the carrying amount of these assets. Due to the nature of the pandemic, the Group will continue to monitor developments to identify significant uncertainties in future periods.
- 6 The Standalone results of the Company are available on the Company's website [www.mpslimited.com](http://www.mpslimited.com). The key standalone financial information of the Company is given below:

(INR in lacs)

Particulars	Three months ended	Preceding three months ended	Corresponding three months ended in previous year	Previous year ended
	30-Jun-2020	31-Mar-2020	30-Jun-2019	31-Mar-2020
	(Un-Audited)	(Audited)	(Un-Audited)	(Audited)
Revenue from operations	4,925	4,518	4,678	18,765
<b>Profit before tax</b>	<b>1,835</b>	<b>1,563</b>	<b>1,752</b>	<b>6,969</b>
Tax expenses	471	344	515	1,692
<b>Profit for the period</b>	<b>1,364</b>	<b>1,219</b>	<b>1,237</b>	<b>5,277</b>
Other comprehensive income, net of income tax	(48)	(9)	(10)	(16)
<b>Total comprehensive income for the period</b>	<b>1,316</b>	<b>1,210</b>	<b>1,227</b>	<b>5,261</b>

By Order of the Board of Directors  
Rahul Arora

Place: Gurugram

Dated: 11 August 2020

Managing Director



# MPS

Financial Performance  
Q1 FY21

# Financial Summary

Metrics		FY'21 Q1	FY'20 Q1	Y-o-Y
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	8,226	8,463	-2.8%
	Reported Revenue (INR Lacs)	8,177	8,363	-2.2%
Profit	EBITDA on Fx adjusted revenue (INR Lacs)	2,132	2,127	0.3%
	PBT (INR Lacs)	1,892	2,167	-12.7%
	PAT (INR Lacs)	1,385	1,538	-9.9%
Margin	EBITDA (%)	25.9%	25.1%	
	PBT (%)	23.0%	25.6%	
	PAT (%)	16.8%	18.2%	
Headcount	At the end of each reporting period in Nos.	2,511	2,444	
EPS	Basic and Diluted EPS (INR)	7.44	8.26	

Profit and Margins are on FX Gain/Loss adjusted revenue.

# Financial Summary – Business Segments

Metrics		FY'21 Q1			FY'20 Q1		
		Content Solutions	Platform Solutions	eLearning	Content Solutions	Platform Solutions	eLearning
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	5509	1368	1348	5082	1482	1899
	Reported Revenue (INR Lacs)	5477	1362	1339	5000	1467	1896
Margin	EBITDA (%)	30.7%	26.5%	6.0%	27.4%	26.1%	18.4%
	PBT (%)	29.8%	23.6%	-5.4%	29.6%	26.5%	14.1%
	PAT (%)	22.1%	17.9%	-5.8%	21.0%	18.8%	10.0%
Headcount	At the end of each reporting period in Nos.	2086	179	246	2029	157	259

## Analysis (FX Gain/Loss Adjusted Revenue)

- Platform Solutions segment includes TOPSIM GmbH.
- eLearning segment includes MPS Interactive Systems and MPS EUROPA.
- Profit and Margins are on FX Gain/Loss adjusted revenue.

# Other Updates

## Cash and Cash equivalents

- Total Cash and Cash equivalents (including investment in Mutual funds) as on 30-Jun-2020 is INR 139 Crores and INR 181 Crores as on 31-Mar-20; Zero debt

## CSR Update

- Total Spending for Q1 FY'21 INR 41 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

## Core Business (does not include eLearning Solutions and TOPSIM)

Metrics		FY'21 Q1	FY'20 Q1
Currency Contribution (%)	USD	89%	82%
	GBP	7%	15%
	EURO	2%	2%
	INR	1%	0%
	Others	1%	1%
Geographic Concentration	North America	73%	51%
	UK/Europe	23%	46%
	Rest of the World	4%	3%
Debtors	DSO	54	63
Client Concentration	Client Billed	263	295
	Top 5 contribution	64%	53%
	Top 10 contribution	78%	73%
	Top 15 contribution	84%	81%

# Key Business Metrics

## Consolidated

Metrics		FY21 Q1	FY20 Q1
Currency Contribution (%)	USD	81%	71%
	GBP	5%	10%
	EURO	7%	8%
	CHF	3%	3%
	INR	2%	5%
	Others	2%	3%
Geographic Concentration	North America	67%	49%
	UK/Europe	27%	43%
	Rest of the World	6%	8%
Debtors	DSO	62	56
Client Concentration	Client Billed	474	514
	Top 5 contribution	51%	38%
	Top 10 contribution	65%	53%
	Top 15 contribution	71%	64%

# Disclaimer

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.



# MPS

Thank You