



MPS Limited

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Ref: MPSL/SE/67/2023-24

Date: 27 October 2023

✓	National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot no. C/1, G Block, Bandra – Kurla Complex, Bandra (East), Mumbai – 400 051, India Symbol: MPSLTD ISIN: INE943D01017	BSE Limited Department of Corporate Services Phiroze Jeejeebhoy Towers Dalal Street, Mumbai- 400001, India Scrip Code: 532440 ISIN: INE943D01017
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Dear Sirs,

Sub: Earnings Presentation on the Un-Audited Financial Results of the Company for the Second Quarter (Q2) and Half Year (H1) ended 30 September 2023.

Pursuant to the provisions of Regulation 30 read with Para A of Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to enclose herewith the Earnings Presentation on the Un-Audited Financial Results of the Company for the Second Quarter (Q2) and Half Year (H1) ended 30 September 2023.

The same is also available on the website of the Company i.e. www.mpslimited.com under the head Investors.

This is for your kind information and records.

Yours Faithfully,
For **MPS Limited**

Raman Sapra
Company Secretary and Compliance Officer

Encl: As above

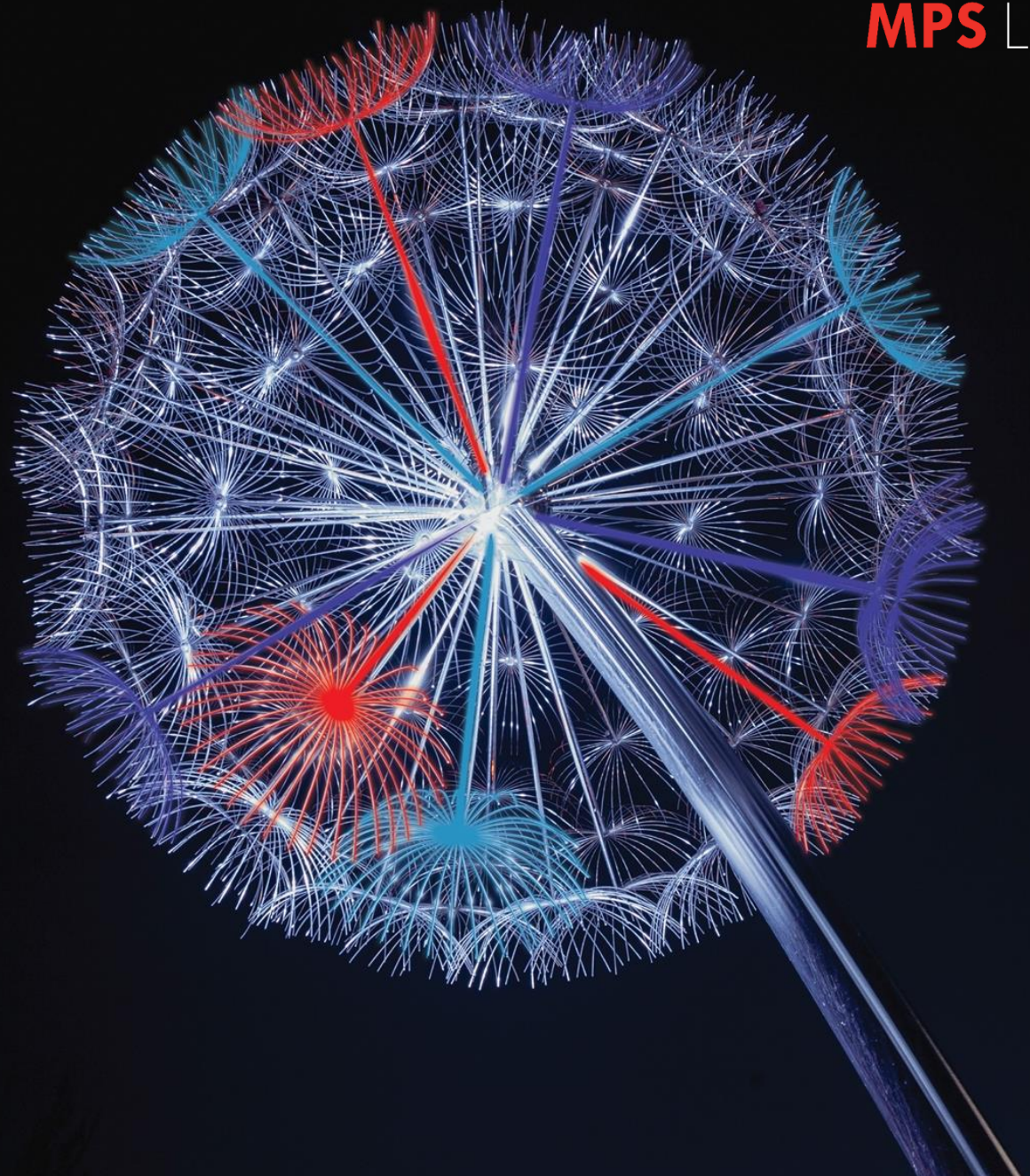
www.mpslimited.com

SUPERCHARGING SCALE

MPS LIMITED

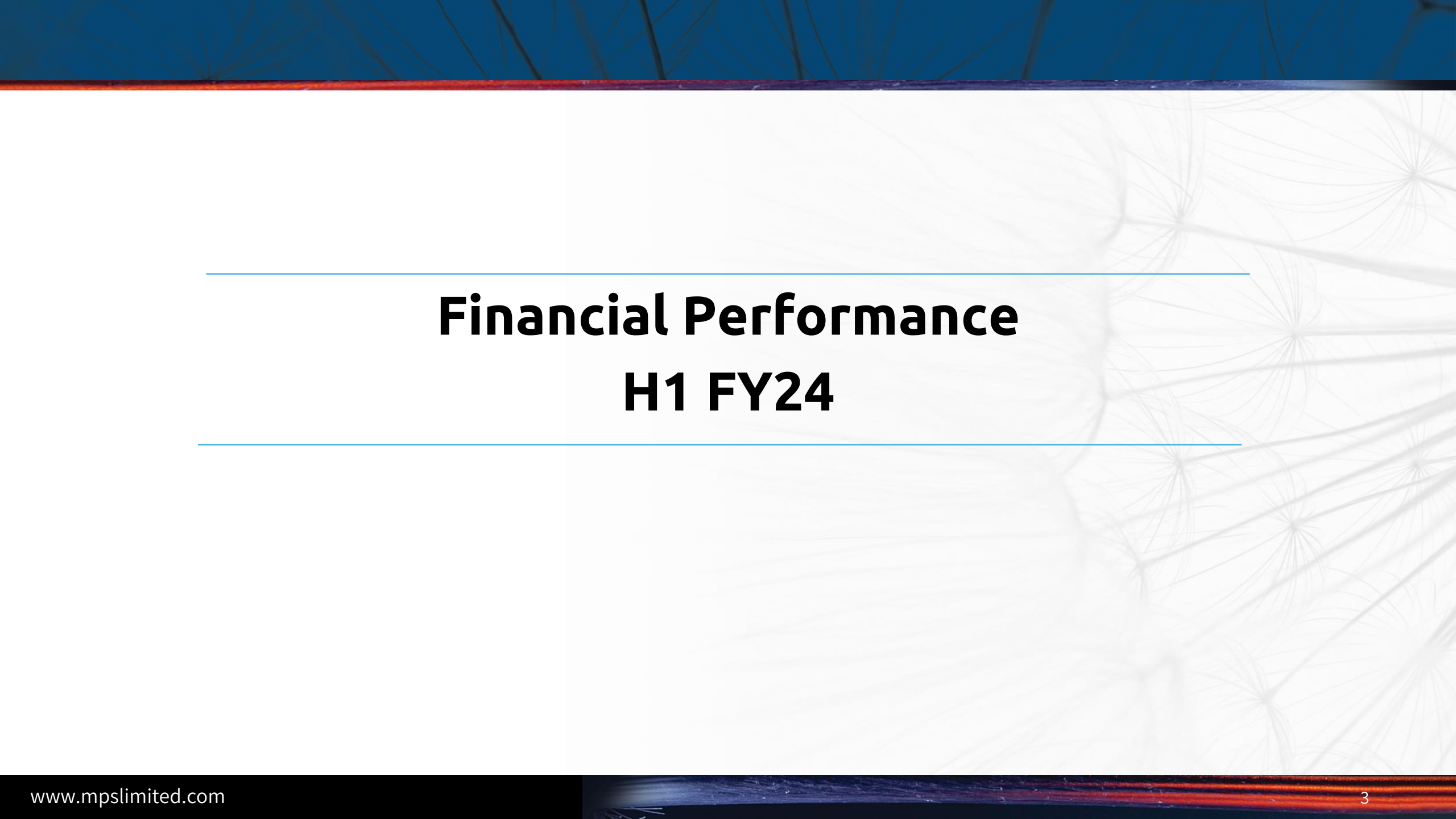
Earnings Presentation

H1 and Q2 FY24



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.



Financial Performance

H1 FY24

Strong Foundation in H1 toward achieving above INR 130 crores in PAT in FY24

	Metrics	H1 FY'24	H1 FY'23	Variance%
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	26,244	23,964	9.51%
	Reported Revenue (INR Lakh)	26,208	24,145	8.54%
Profit	EBITDA (INR Lakh)	8,248	6,984	18.10%
	PBT (INR Lakh)	8,135	6,454	26.05%
	PAT (INR Lakh)	6,033	4,749	27.04%
Margin	EBITDA (%)	31.47%	28.93%	2.54%
	PBT (%)	31.04%	26.73%	4.31%
	PAT (%)	23.02%	19.67%	3.35%
Headcount	At the end of each reporting period in Nos.	2,785	2,723	2.28%
EPS	Basic and Diluted EPS (INR)	35.55	27.77	28.02%

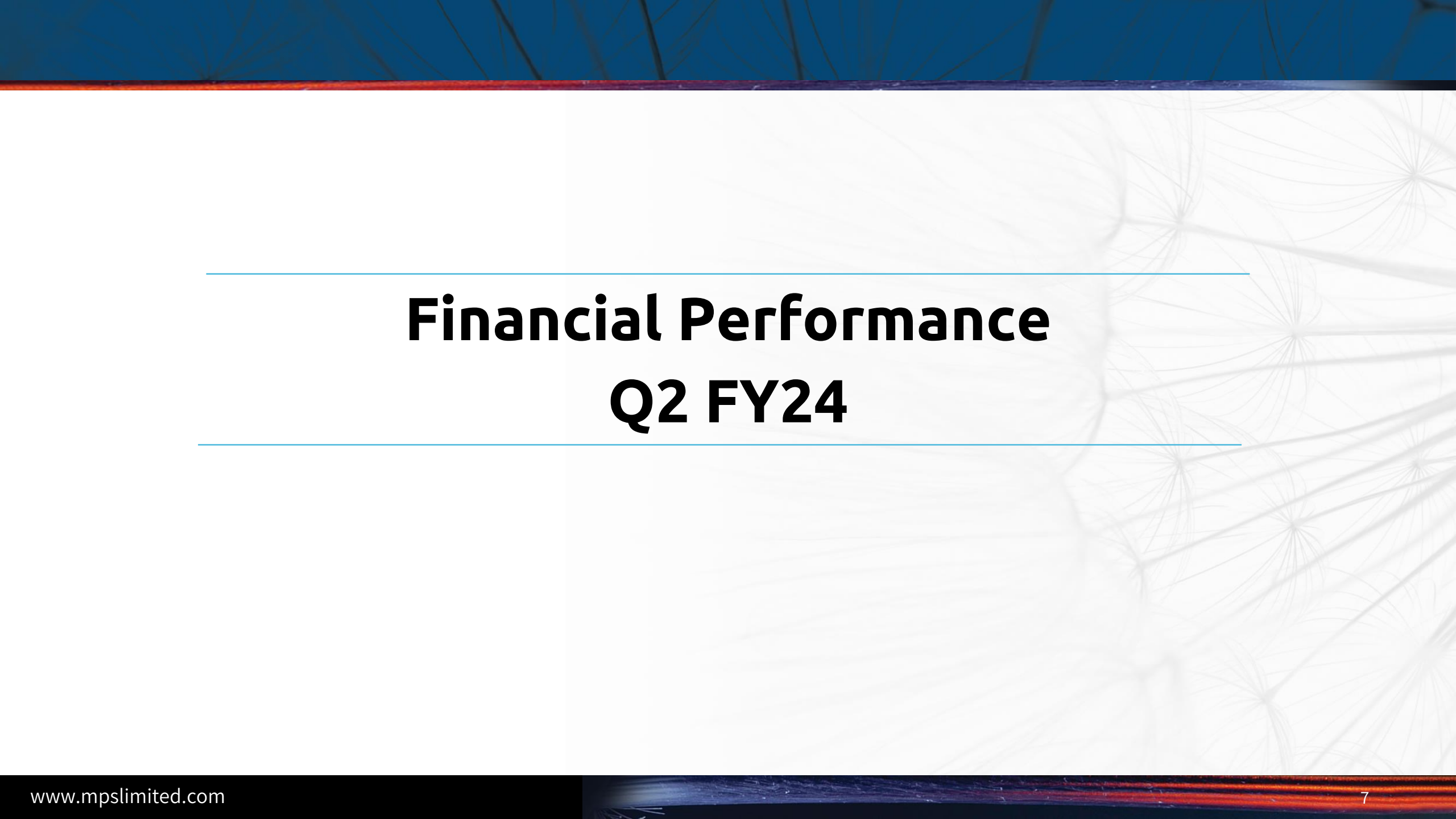
Revenue Growth drove margin expansion in Content and Platform Solutions

Metrics		H1 FY24			H1 FY23		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	13,759	6,027	6,458	12,774	5,486	5,704
	Reported Revenue (INR Lakh)	13,728	6,029	6,451	13,037	5,482	5,626
Profit	Segment Result (INR Lakh)	5,239	2,827	1,051	4,819	1,833	1,108
Margin	Segment Result (%)	38.16%	46.89%	16.29%	36.96%	33.44%	19.69%
Headcount	At the end of each reporting period in Nos.	2,171	216	398	2,100	196	427

- The Un-allocable expenditure & Finance cost (Net of Un-allocable income) of INR 982 Lakh in H1 FY24 (PY H1 INR 1,306 Lakh) is not identifiable to any of the reportable segments.

Diversity recurring theme across Business Metrics in H1 FY24

Metrics		H1 FY24	H1 FY23
Geographic Concentration	North America	56%	59%
	UK/Europe	37%	34%
	Rest of the World	7%	7%
Debtors	DSO	60	52
Client Concentration	Client Billed	589	621
	Top 5 contribution	34%	33%
	Top 10 contribution	47%	47%
	Top 15 contribution	56%	55%



Financial Performance

Q2 FY24

Q2 was seasonally modest ahead of a robust H2 FY24

	Metrics	Q2 FY24	Q2 FY23	Variance%
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	12,946	12,560	3.07%
	Reported Revenue (INR Lakh)	12,957	12,660	2.35%
Profit	EBITDA (INR Lakh)	4,056	4,022	0.85%
	PBT (INR Lakh)	4,079	3,646	11.88%
	PAT (INR Lakh)	3,003	2,685	11.84%
Margin	EBITDA (%)	31.30%	31.77%	-0.47%
	PBT (%)	31.48%	28.80%	2.68%
	PAT (%)	23.18%	21.21%	1.97%
Headcount	At the end of each reporting period in Nos.	2,785	2,723	2.28%
EPS	Basic and Diluted EPS (INR)	17.70	15.70	12.74%

Total Cash and Cash equivalents (including investment in Mutual funds) as on 30-September-2023 are INR 166 Crores.

The company has zero debt.

Platform Solutions was the clear winner in Q2 FY24

Metrics		Q2 FY24			Q2 FY23		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	6,735	2,988	3,223	6,591	2,787	3,182
	Reported Revenue (INR Lakh)	6,749	2,992	3,216	6,714	2,786	3,160
Profit	Segment Result (INR Lakh)	2,530	1,466	536	2,710	972	665
Margin	Segment Result (%)	37.49%	49.00%	16.67%	40.36%	34.89%	21.04%
Headcount	At the end of each reporting period in Nos.	2,171	216	398	2,100	196	427

- The Un-allocable expenditure & Finance cost (Net of Un-allocable income) of INR 453 Lakh in Q2 FY24 (PY Q2 INR 701 Lakh) is not identifiable to any of the reportable segments.

Diversity recurring theme across Business Metrics in Q2 FY24

Metrics		Q2 FY24	Q2 FY23	Q1 FY24
Geographic Concentration	North America	56%	60%	57%
	UK/Europe	38%	32%	35%
	Rest of the World	6%	8%	8%
Debtors	DSO	60	52	63
Client Concentration	Client Billed	526	545	437
	Top 5 contribution	36%	34%	33%
	Top 10 contribution	50%	47%	46%
	Top 15 contribution	57%	55%	56%

Corporate Social Responsibility

Corporate Social Responsibility Update

Total CSR Spending at a consolidated level is INR 76 Lakh for Q2 FY'24 and INR 134 Lakh for H1 FY'24:

- **Girl's Education Project:** We partner with IIMPACT, to adopt teaching schools that provide quality education to girls from marginalized communities and underprivileged. We have supported 62 centers that have 1,860 girls enrolled in the program.
- **Impart Higher Values of Life:** We provide financial assistance to Vedanta Institute and Vedanta Cultural Foundation, to promote life, education and research in philosophy, culture and heritage that leads to inner peace and self-realization.
- **Mental Healthcare:** We provide financial assistance to Sambandh Health Foundation to support people and raise awareness on mental health and illness.
- **Support for Physically Challenged Children:** We provide financial assistance to Prem Charitable Trust, to build homes for mentally retarded and physically handicapped children.
- **Support for disabled children:** We provide financial assistance to KEM Hospital to support learning disability projects for disabled children.
- **Support for uplifting and holistic development:** We provide financial assistance to KHUSHII for the upliftment and holistic development of underprivileged children by improving learning levels, life skills and well-being.
- **Support to empower persons with disabilities:** We provide financial assistance to the Association of People with Disability (APD) to empower persons with disabilities to become active contributors in society.
- **Support for education for children of migrant tribal communities:** We provide financial assistance to Shree Girivanavasi Education Trust to provide holistic education for children of migrant tribal communities
- **Support for Impart nursing education:** We provide financial assistance to KJ Somaiya Medical Trust for Imparting nursing education to prepare professionals for rendering nursing services at par with global standards
- **Support to Underprivileged and Suffering Mothers:** We provide financial assistance to the MA Foundation to support the Underprivileged and Suffering Mothers and their Little Ones, in Health, Nutrition and Education.

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THANK YOU!

(Earnings Presentation H1 and Q2 FY24)

