

**MPS**

Financial Performance  
FY16 Q2 & H1

Platforms and services for content creation,  
production, and distribution

Metrics		FY16 Q2	FY15 Q2	FY16 Q1	FY16 H1	FY15 H1	CQ - PYQ	Q-o-Q	Y-O-Y
Revenue	Total Revenue (₹Lacs)	6,273	5,557	6,035	12,308	10,576	13%	4%	16%
	Total Revenue (\$'000)	9,618	9,151	9,483	19,100	17,543	5%	1%	9%
	FX Gain/Loss adjusted revenue (₹Lacs)	6,320	5,668	6,147	12,467	10,966	12%	3%	14%
Profit	EBITDA (₹Lacs)	2,218*	2,196	2,301	4,519*	4,152	1%	-4%	9%
	Operating Profit	2,121*	2,047	2,193	4,314*	3,842	4%	-3%	12%
	PBT before exceptional items(₹Lacs)	2,658	2,148	2,224	4,882	4,055	24%	20%	20%
	PAT before exceptional items(₹Lacs)	1,753	1,411	1,438	3,191	2,646	24%	22%	21%
Margin	EBITDA (%)	35.1%	38.7%	37.4%	36.2%	37.9%			
	Operating Margin (%)	33.6%	36.1%	35.7%	34.6%	35.0%			
	PBT (%) before exceptional items	42.1%	37.9%	36.2%	39.2%	37.0%			
	PAT (%) before exceptional items	27.7%	24.9%	23.4%	25.6%	24.1%			
EPS	Basic and Diluted (₹) before exceptional items	9.42	8.38	7.73	17.15	18.76			
	Trailing 12 months EPS (₹) before exceptional items	34.80	35.93	33.76	34.80	35.93			

- PYQ - Corresponding Qtr. in the previous year (FY15 Q2)
- Margins have been calculated on FX Gain/Loss adjusted revenue.
- \*Exclusive of Non operating provisions.
- EPS FY'16 is on increased share capital of Rs. 1861.69 Lacs. and Trailing 12 months EPS is on weighted average number of shares during last 12 months.

- Total Cash and Cash equivalents as on 30-Sep-15 is ₹185.04 Crores and ₹ 175.5 Crores as on 31-Mar-15; zero debt.

## CSR Update

- Total YTD Spending ₹45.50 Lacs
- Area Covered: Girls Education
- Project Name: MPS Limited Girls Education Project
- Total Learning Centers being Supported: 100

Metrics		FY16 Q2	FY15 Q2	FY16 Q1	FY16 H1	FY15 H1
Currency Contribution (%)	USD	67%	70%	68%	65%	68%
	GBP	30%	27%	26%	30%	28%
	EURO	2%	3%	3%	2%	4%
	Others	1%	0%	3%	0%	0%
Geographic Concentration	North America	52%	56%	54%	53%	58%
	UK/Europe	47%	42%	43%	45%	41%
	Rest of the World	2%	2%	3%	2%	1%
Debtors	DSO	62	57	66	62	57
Client Concentration	Client Billed	112	115	115	140	124
	Top 5 contribution	70%	61%	59%	64%	60%
	Top 10 contribution	88%	81%	77%	82%	77%

□lacs.

Particulars	As on 30-Sep-15 (Un-Audited)	As on 31-Mar-15 (Audited)	% of Change
<b>Shareholder's Funds</b>			
Share Capital	1,862	1,862	-
Reserves and Surplus	25,490	23,749	6%
<b>Total Shareholder's Funds</b>	<b>27,352</b>	<b>25,611</b>	<b>6%</b>
<b>Application of Funds</b>			
Fixed Assets	3,489	3,263	6%
Deferred Tax Assets / (Liabilities)	(115)	(76)	34%
Non-current Loans & Advances(net)	2,369	2,193	7%
Net Current Assets	21,609	20,231	6%
<b>Total Application of Funds</b>	<b>27,352</b>	<b>25,611</b>	<b>6%</b>

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**