Chartered Accountants 7th Floor, Building 10, Tower B DLF Cyber City Complex DLF City Phase-II Gurgaon - 122 002, Haryana India

Tel: + 91 (124) 679 2000 Fax: + 91 (124) 679 2012

#### INDEPENDENT AUDITOR'S REPORT TO THE BOARD OF DIRECTORS OF MPS LIMITED

- 1. We have audited the accompanying Statement of Consolidated Financial Results of MPS LIMITED ("the Holding Company") and its subsidiary (the Holding Company and its subsidiary together referred to as "the Group") for the year ended March 31, 2016 ("the Statement"), being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement, which is the responsibility of the Holding Company's Management and approved by the Board of Directors, has been prepared on the basis of the related consolidated financial statements which is in accordance with the Accounting Standards, prescribed under Section 133 of the Companies Act, 2013, as applicable, and other accounting principles generally accepted in India. Our responsibility is to express an opinion on the Statement.
- 2. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Statement is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the Statement. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Statement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Holding Company's preparation and fair presentation of the Statement in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Holding Company's internal control. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Management, as well as evaluating the overall presentation of the Statement.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

- 3. In our opinion and to the best of our information and according to the explanations given to us, the Statement:
  - a. includes the results of its subsidiary, MPS North America LLC
  - b. is presented in accordance with the requirements of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and





- c. gives a true and fair view in conformity with the aforesaid Accounting Standards and other accounting principles generally accepted in India of the consolidated net profit and other financial information of the Group for the year ended March 31, 2016.
- 4. The Statement includes the results for the Quarter ended March 31, 2016 being the balancing figure between audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the current financial year which were subject to limited review by us.

For DELOITTE HASKINS & SELLS

Chartered Accountants (Firm's Registration No. 015 25N)

Mill s Registration No. 013/2311,

ijay Agarwal Partner

(Membership No. 094468)

Gurgaon, May 17, 2016



### MPS Limited

Registered Office: 4th Floor, R.R Towers IV, T.V.K. Industrial Estate, Guindy, Chennai 600 032 Tel: +91 44 49162222, Fax: +91 44 49162225, Email: info@adi-mps.com, Web site: www.adi-mps.com CIN: L22122TN1970PLC005795

#### PART I: Statement of Consolidated Audited Financial Results for the Quarter and Year ended 31-Mar-2016

in ₹ lacs

| SI<br>No | Particulars  | Three months<br>ended                    | Preceding three<br>months ended        | Corresponding<br>three months<br>ended in<br>previous year   | Current Year<br>ended | Previous Year<br>ended                   |  |
|----------|--|--|--|--|-----------------------|--|--|
|          |  | 31-Mar-2016                              | 31-Dec-2015                            | 31-Mar-2015  | 31-Mar-2016           | 31-Mar-2015                              |  |
|          |  | (Audited)<br>(Refer Note 2)              | (Un-Audited)                           | (Audited)<br>(Refer Note 2)  | (Audited)             | (Audited)                                |  |
| 1.       | Income from operations   |  |  |  |                       |  |  |
|          | a) Net sales/income from operations  | 6,515                                    | 6,898                                  | 5,494  | 25,721                | 22,387                                   |  |
|          | b) Other operating Income  | - :                                      | -                                      | • 1  |                       | -  |  |
|          | Total Income from operations (net)   | 6,515                                    | 6,898                                  | 5,494  | 25,721                | 22,387                                   |  |
| 2.       | Expenses   |  |  |  |                       |  |  |
|          | a) Cost of materials consumed  | - [                                      | - 1                                    |  | -                     |  |  |
|          | b) Purchases of stock-in-trade   | tere in section is a second section of a | -:                                     | • :  |                       |  |  |
|          | c) Employee benefit expense  | 2,775                                    | 2,694                                  | 2,410  | 10,955                | 9,407                                    |  |
|          | d) Depreciation and amortization expense   | 114                                      | 93                                     | 116  | 412                   | 545                                      |  |
|          | e) Foreign Exchange (Gain)/Loss  | (142)                                    | (92)                                   | (117)  | (408)                 | (632)                                    |  |
|          | f) Other expenses  | 1,427                                    | 1,603                                  | 1,235  | 5,665                 | 4,943                                    |  |
|          | Total expenses   | 4,174                                    | 4,298                                  | 3,644  | 16,624                | 14,263                                   |  |
| 3. '     | Profit/(Loss) from operations before other income, finance costs and exceptional items (1-2)     | 2,341                                    | 2,600                                  | 1,850  | 9,097                 | 8,124                                    |  |
| 1.       | Other income   | 667                                      | 33                                     | 62   | 1,429                 | 443                                      |  |
| 5.       | Profit/(Loss) from ordinary activities before finance costs and exceptional items (3+4)          | 3,008                                    | 2,633                                  | 1,912  | 10,526                | 8,567                                    |  |
| 5.       | Finance costs  | 6 :                                      | 2                                      | 24   | 11                    | 29                                       |  |
| 7.       | Profit/(Loss) from ordinary activities after finance costs but<br>before exceptional items (5-6) | 3,002                                    | 2,631                                  | 1,888  | 10,515                | 8,538                                    |  |
| 3.       | Exceptional items  |  | - 1                                    | - [  | -1                    | 772                                      |  |
| ).       | Profit/(Loss) from ordinary activities before tax (7+8)  | 3,002                                    | 2,631                                  | 1,888  | 10,515                | 9,310                                    |  |
| 0.       | a) Provision for taxation  | 1,006                                    | 929                                    | 622  | 3,626                 | 3,166                                    |  |
|          | b) Provision for taxation for earlier years  | (235)                                    |  | 0.00   | (235)                 |  |  |
| 1.       | Net Profit/(Loss) from ordinary activities after tax (9-10)                                      | 2,231                                    | 1,702                                  | 1,266  | 7,124                 | 6,144                                    |  |
| 2.       | Extraordinary items (net of tax expense)   | (1) (1) (1) (1) (1) (1) (1) (1) (1) (1)  | 4 = 1                                  | • !  |                       | **************************************   |  |
| 3.       | Net Profit/(Loss) for the period (11±12)   | 2,231                                    | 1,702                                  | 1,266  | 7,124                 | 6,144                                    |  |
| 4.       | Paid-Up equity share capital (Face Value Rs. 10 per<br>Equity Share)                             | 1,862                                    | 1,862                                  | 1,862  | 1,862                 | 1,862                                    |  |
| 15.      | Reserves excluding Revaluation Reserve as per the balance sheet                                  |  |  |  | 26,081                | 23,749                                   |  |
| 16.      | i Earnings per share (before extraordinary items)<br>(not annualised):                           |  | 12000011001400140014001400140014001400 | AND THE PROPERTY OF THE PROPER |                       | en e |  |
|          | (a) Basic  | 11.98                                    | 9.14                                   | 7.41   | 38.26                 | 36.38                                    |  |
|          | (b) Diluted  | 11.98                                    | 9.14                                   | 7.41   | 38.26                 | 36.38                                    |  |
|          |  |  |  |  |                       |  |  |
|          | ii Earnings per share (after extraordinary items)<br>(not annualised):                           |  |  |  |                       |  |  |
|          | (a) Basic  | 11.98                                    | 9,14                                   | 7.41   | 38.26                 | 36,38                                    |  |
|          | (b) Diluted  | 11.98                                    | 9.14                                   | 7.41   | 38.26                 | G - 36,38                                |  |

| atement of Assets and Liabilities   |   | in ₹ lacs                  |
|-------------------------------------|---|----------------------------|
| rticulars                           | As at 31-Mar-2016                           | As at 31-Mar-2015          |
|                                     | (Audited)                                   | (Audited)                  |
| Equity and Liabilities              |   |                            |
| 1 Shareholders' funds               |   |                            |
| (a) Share capital                   | 1,862                                       | 1,862                      |
| (b) Reserves and surplus            | 26,081                                      | 23,749                     |
| Sub-total - Shareholders' funds     | 27,943                                      | 25,61                      |
| 2 Non-current liabilities           |   |                            |
| Deferred tax liabilities (net)      | 167   | 76                         |
| Sub-total - Non-current liabilities | 167   | 7(                         |
| 3 Current liabilities               |   |                            |
| (a) Trade payables                  | 1,188                                       | 1,113                      |
| (b) Other current liabilities       | 939   | 958                        |
| (c) Short-term provisions           | 265   | 492                        |
| Sub-total - Current liabilities     | 2,392                                       | 2,563                      |
|                                     | heart a to | in mentional territoria    |
| Assets                              |   |                            |
| 1 Non-current assets                | <br>  | .n.n.n.n.n.a.n.e.c.c.c.c.c |
| (a) Fixed assets                    | i<br>Description                            |                            |
| (i) Tangible assets                 | 2,360                                       | 2,150                      |
| (ii) Intangible assets              | 1,229                                       | 1,113                      |
|                                     | 3,589                                       | 3,263                      |
| (b) Long-term loans and advances    | 2,685                                       | 2,247                      |
| (c) Other Non-current assets        | 27  | 18                         |
| Sub-total - Non-current assets      | 6,301                                       | 5,528                      |
| 2 Current assets                    |   |                            |
| (a) Current investments             | 16,902                                      | 15,904                     |
| (b) Trade receivables               | 4,497                                       | 3,933                      |
| (c) Cash and cash equivalents       | 1,429                                       | 1,646                      |
| (d) Short-term loans and advances   | 432   | 363                        |
| (e) Other current assets            | 941   | 876                        |
| Sub-total - Current assets          | 24,201                                      | 22,722                     |
|                                     |   |                            |
| Total - Assets                      | 30,502                                      | 28,250                     |

#### Notes:

- 1 The Financial Results were reviewed by the Audit Committee and upon their recommendation, approved by the Board of Directors at their meeting on 17-May-2016.
- 2 The figures for the three months ended 31-Mar-2016 and 31-Mar-2015, 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 The Group operates in a single segment, "the business of providing publishing solutions viz., typesetting and data digitization services".
- 4 The entire proceeds of Rs. 147.80 crores from Qualified Institutional Placement ('QIP') (net of issue expenses) raised during the year ended 31-Mar-2015, pending utilisation for the objects of QIP growth opportunities such as acquisitions, strategic initiatives, general corporate purposes and any other purposes as may be permissible under applicable law, remains invested in interest/dividend bearing liquid instruments, including money market mutual funds.
- The standalone results are available on the Company's website www.adi-mps.com. The particulars in respect of standalone

| esuits are as under.                   |                                      |  |   |                           | in ₹ lacs                             |
|--|--------------------------------------|--|---|---------------------------|---------------------------------------|
| Particulars (Standalone)               | Three months<br>ended<br>31-Mar-2016 | Preceding three<br>months ended<br>31-Dec-2015 | Corresponding<br>three months<br>ended in<br>previous year<br>31-Mar-2015 | Year ended<br>31-Mar-2016 | Previous Year<br>ended<br>31-Mar-2015 |
| Net Sales                              | 5,503                                | 6,085  | 4,816   | 22,404                    | 20,317                                |
| Profit before exceptional item and tax | 2,818                                | 2,582  | 1,734   | 10,388                    | 8,103                                 |
| Exceptional Items                      | -                                    | -  | -   |                           | 772                                   |
| Profit/(Loss) before tax               | 2,818                                | 2,582  | 1,734   | 10,388                    | 8,875                                 |
| Tax Expense                            | 698                                  | 913  | 567   | 3,335                     | 3,005                                 |
| Net Profit/(Loss)                      | 2,120                                | 1,669  | 1,167   | 7,053                     | 5,870                                 |

 ${\bf 6} \qquad \text{Figures for the previous period(s)/years have been regrouped/recast where necessary.}$ 

By Order of the Board of Directors

Rahul Arora

Place: Gurgaon

Dated : 17-May-2016

Chief Executive Officer and Whole Time Director

## FORM A

## Format of covering letter of the Annual Audit Report to be filed with the Stock Exchanges

| 1 | Name of the Company   | MPS Limited  |
|---|---|--|
| 2 | Annual Consolidated Financial Statements for the year ended | March 31, 2016   |
| 3 | Type of Audit observation                                   | Un- modified   |
| 4 | Frequency of observation                                    | Not Applicable   |
| 5 | To be signed by:  CEO / Managing Director                   | Rahul Arora  |
|   | Audit Committee Chairman                                    | Vijay Sood   |
|   | CFO   | Sunit Malhotra Place: Gurgaon Date: May 17, 2016   |
|   | Auditor of the Company                                      | Refer to our Audit Report dated May 17, 2016 on the Consolidated Financial Statements of the Company.  For Deloitte Haskins & Sells Chartered Accountants (Firm Registration No. 015125N)  Vijay garwa Partner (Membership No. 094468) Place: Gurgaon Date: May 17, 2016 |

Chartered Accountants 7th Floor, Building 10, Tower B DLF Cyber City Complex DLF City Phase-II Gurgaon - 122 002, Haryana India

Tel: + 91 (124) 679 2000 Fax: + 91 (124) 679 2012

#### INDEPENDENT AUDITOR'S REPORT TO THE BOARD OF DIRECTORS OF MPS LIMITED

- 1. We have audited the accompanying Statement of Standalone Financial Results of MPS LIMITED ("the Company") for the year ended March 31, 2016 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement, which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared on the basis of the related financial statements which is in accordance with the Accounting Standards prescribed under Section 133 of the Companies Act, 2013, as applicable and other accounting principles generally accepted in India. Our responsibility is to express an opinion on the Statement.
- 2. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Statement is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the Statement. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Statement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the Statement in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Management, as well as evaluating the overall presentation of the Statement.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

- 3. In our opinion and to the best of our information and according to the explanations given to us, the Statement:
  - (i) is presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and
  - (ii) gives a true and fair view in conformity with the aforesaid Accounting Standards and other accounting principles generally accepted in India of the net profit and other financial information of the Company for the year ended March 31, 2016.



4. The Statement includes the results for the Quarter ended March 31, 2016 being the balancing figure between audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the current financial year which were subject to limited review by us.

For DELOITTE HASKINS & SELLS

Chartered Accountants (Firm's Registration No. 015125N)

Vijay Agarwal Partner (Membership No. 094468)

Gurgaon, May 17, 2016



### MPS Limited

Registered Office: 4th Floor, R.R Towers IV, T.V.K. Industrial Estate, Guindy, Chennai 600 032 Tel: +91 44 49162222, Fax: +91 44 49162225, Email: info@adi-mps.com, Web site: www.adi-mps.com CIN: L22122TN1970PLC005795

#### PART I: Statement of Standalone Audited Financial Results for the Quarter and Year ended 31-Mar-2016

in ₹ lacs

| SI Particulars<br>No  | Particulars  |  | Preceding three<br>months ended  | Corresponding<br>three months<br>ended in<br>previous year | Current Year<br>ended                    | Previous Year<br>ended                 |  |
|---|--|--|--|--|--|--|--|
|   |  | 31-Mar-2016  | 31-Dec-2015  | 31-Mar-2015  | 31-Mar-2016                              | 31-Mar-2015                            |  |
|   |  | (Audited)<br>(Refer Note 2)  | (Un-Audited)   | (Audited)<br>(Refer Note 2)                                | (Audited)                                | (Audited)                              |  |
| I. Income from operation                                      | ns .   |  | (A) = 11 (A) |  |  |  |  |
| a) Net sales/income   | e from operations  | 5,503  | 6,085  | 4,816  | 22,404                                   | 20,317                                 |  |
| b) Other operating  | Income   | - [  | - [  | - [  | - CO |  |  |
| Total Income from ope   | rations (net)  | 5,503  | 6,085  | 4,816  | 22,404                                   | 20,317                                 |  |
| 2. Expenses   |  |  |  |  |  |  |  |
| a) Cost of materials  |  | - I  |  |  | · · · · · · · · · · · · · · · · · · ·    | 00000000000000000000000000000000000000 |  |
| b) Purchases of stoo  | ck-in-trade  | de la la constanta de la facilitation de la facilit | en e   |  | ·  |  |  |
| c) Employee benefi  | t expense  | 2,322  | 2,229  | 2,115  | 9,081                                    | 8,457                                  |  |
| d) Depreciation and   | l amortization expense   | 109  | 87   | 113  | 386                                      | 517                                    |  |
| e) Foreign Exchang  | e (Gain)/Loss  | (142)  | (92)   | (117)  | (408)                                    | (632)                                  |  |
| f) Other expenses   | 100 milioni (100 milioni 100 milioni 1 | 1,059  | 1,308  | 1,000  | 4,372                                    | 4,273                                  |  |
| Total expenses  |  | 3,348  | 3,532  | 3,111  | 13,431                                   | 12,615                                 |  |
| . Profit/(Loss) from opera<br>and exceptional items (         | ations before other income, finance costs<br>1-2)  | 2,155  | 2,553  | 1,705  | 8,973                                    | 7,702                                  |  |
| . Other income  |  | 669  | 31   | 54   | 1,426                                    | 430                                    |  |
| Profit/(Loss) from ordin<br>exceptional items (3+4)           | ary activities before finance costs and  | 2,824  | 2,584  | 1,759  | 10,399                                   | 8,132                                  |  |
| . Finance costs   |  | 6  | 2  | 25   | . 11 [                                   | 29                                     |  |
| Profit/(Loss) from ordin<br>before exceptional item           | ary activities after finance costs but<br>ns (5-6)   | 2,818  | 2,582  | 1,734  | 10,388                                   | 8,103                                  |  |
| . Exceptional items   |  | -1   | -1   | - 1  | - i                                      | 772                                    |  |
| Profit/(Loss) from ordin                                      | ary activities before tax (7+8)  | 2,818  | 2,582  | 1,734  | 10,388                                   | 8,875                                  |  |
| ). a) Provision for taxation                                  | 1  | 933  | 913  | 567  | 3,570                                    | 3,005                                  |  |
| b) Provision for taxation                                     | n for earlier years  | (235)  | -1   | - !  | (235)                                    | -                                      |  |
| Net Profit/(Loss) from o                                      | rdinary activities after tax (9-10)  | 2,120  | 1,669  | 1,167  | 7,053                                    | 5,870                                  |  |
| 2. Extraordinary items (ne                                    | t of tax expense)  | - 1  | - :  | · i  | en e |  |  |
| 3. Net Profit/(Loss) for the                                  | period (11±12)   | 2,120  | 1,669  | 1,167  | 7,053                                    | 5,870                                  |  |
| <ol> <li>Paid-Up equity share ca<br/>Equity Share)</li> </ol> | pital (Face Value Rs. 10 per   | 1,862  | 1,862  | 1,862  | 1,862                                    | 1,862                                  |  |
| 5. Reserves excluding Rev<br>sheet                            | aluation Reserve as per the balance  |  |  |  | 25,625                                   | 23,502                                 |  |
| 6. i Earnings per sha<br>(not annualised)                     | re (before extraordinary items)<br>:   |  |  |  | teronomical i                            |  |  |
| (a) Basic   |  | 11.39  | 8.96   | 6.83   | 37.88                                    | 34.76                                  |  |
| (b) Diluted   |  | 11.39  | 8.96   | 6.83   | 37.88                                    | 34.76                                  |  |
| ii Earnings per sha<br>(not annualised)                       | re (after extraordinary items)<br>:  |  | P 10 31 31 31 31 31 31 31 31 31 31 31 31 31  |  |  | teur gegeen ur er reeg                 |  |
| (a) Basic   |  | 11.39  | 8.96   | 6.83   | 37.88                                    | 34.76                                  |  |
| (b) Diluted   |  | 11.39  | 8.96   | 6.83   | 37.88                                    | 34.76                                  |  |



| ******     | nent of Assets and Liabilities      |                   | in ₹ lac          |
|------------|-------------------------------------|-------------------|-------------------|
| rticula    | ars                                 | As at 31-Mar-2016 | As at 31-Mar-2015 |
| ooje.      |                                     | (Audited)         | (Audited)         |
| E          | quity and Liabilities               |                   |                   |
| 1          | Shareholders' funds                 |                   |                   |
|            | (a) Share capital                   | 1,862             | 1,86              |
| . <u>i</u> | (b) Reserves and surplus            | 25,625            | 23,50             |
| 5 <u> </u> | Sub-total - Shareholders' funds     | 27,487            | 25,36             |
| 2          | Non-current liabilities             |                   |                   |
|            | (a) Deferred tax liabilities (net)  | 118               | 5                 |
| 1          | Sub-total - Non-current liabilities | 118               | 5                 |
| 3          | Current liabilities                 |                   |                   |
|            | (a) Trade payables                  | 1,043             | 99                |
| į          | (b) Other current liabilities       | 916               | 958               |
| į          | (c) Short-term provisions           | 260               | 448               |
|            | Sub-total - Current liabilities     | 2,219             | 2,40              |
|            |                                     |                   |                   |
|            | Total - Equity and Liabilities      | 29,824            | 27,82             |
| Α          | ssets                               |                   |                   |
| 1          | Non-current assets                  |                   |                   |
|            | (a) Fixed assets                    |                   |                   |
|            | (i) Tangible assets                 | 2,334             | 2,102             |
| i          | (ii) Intangible assets              | 105               | 50                |
| i i        |                                     | 2,439             | 2,152             |
|            | (b) Non-current Investments         | 2,424             | 1,785             |
|            | (c) Long-term loans and advances    | 2,664             | 2,240             |
| i          | (d) Other Non-current assets        | 27                | 18                |
| į          | Sub-total - Non-current assets      | 7,554             | 6,195             |
| 2          | Current assets                      |                   |                   |
| į          | (a) Current investments             | 16,902            | 15,903            |
|            | (b) Trade receivables               | 3,634             | 3,270             |
|            | (c) Cash and cash equivalents       | 423               | 1,278             |
|            | (d) Short-term loans and advances   | 422               | 354               |
|            | (e) Other current assets            | 889               | 822               |
|            | Sub-total - Current assets          | 22,270            | 21,62             |
|            |                                     |                   |                   |
| 3          | Total - Assets                      | 29,824            | 27,822            |

#### Notes:

- The Financial Results were reviewed by the Audit Committee and upon their recommendation, approved by the Board of Directors at their meeting on 17-May-2016.
- The figures for the three months ended 31-Mar-2016 and 31-Mar-2015 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.
- The Company operates in a single segment, "the business of providing publishing solutions viz., type setting and data digitization services".
- The entire proceeds of Rs. 147.80 crores from Qualified Institutional Placement ('QIP') (net of issue expenses) raised during the year ended 31-Mar-2015, pending utilisation for the objects of QIP growth opportunities such as acquisitions, strategic initiatives, general corporate purposes and any other purposes as may be permissible under applicable law, remains invested in interest/dividend bearing liquid instruments, including money market mutual funds.
- Figures for the previous period(s)/year have been regrouped/recast where necessary.

By Order of the Board of Directors

**Rahul Arora** 

Place: Gurgaon

Dated: 17-May-2016

Chief Executive Officer and Whole Time Director

## FORM A

## Format of covering letter of the Annual Audit Report to be filed with the Stock Exchanges

| 1 | Name of the Company                                       | MPS Limited   |
|---|---|---|
| 2 | Annual Standalone Financial Statements for the year ended | March 31, 2016  |
| 3 | Type of Audit observation                                 | Un-modified   |
| 4 | Frequency of observation                                  | Not Applicable  |
| 5 | To be signed by:  | Ralle RS LIMITED  |
|   | CEO / Managing Director                                   | Rahul Arora   |
|   | Audit Committee Chairman                                  | Vijay Sood  |
|   | CFO   | Sunit Malhotra Place: Gurgaon Date: May 17, 2016  |
|   | Auditor of the Company                                    | Refer to our Audit Report dated May 17, 2016 on the Standalone Financial Statements of the Company.   |
|   |   | For Deloitte Haskins & Sells Chartered Accountants (Firm Registration No. 015125N)  Vijay Agarwal Partner (Membership No. 094468) Place: Gurgaon Date: May 17, 2016 |

# MPS

# Financial Performance FY16 Q4

Platforms and services for content creation, production, and distribution

| Metrics |  | FY16 Q4 | FY15 Q4 | FY 15-16 | FY 14-15 | CQ - PYQ | Y-O-Y |
|---------|--|---------|---------|----------|----------|----------|-------|
|         | Total Revenue (INR Lacs)                             | 6,515   | 5,494   | 25,721   | 22,387   | 19%      | 15%   |
| Revenue | Total Revenue (\$'000)                               | 9,640   | 8,840   | 39,186   | 36,543   | 9%       | 7%    |
|         | FX Gain adjusted revenue (INR Lacs)                  | 6,656   | 5,601   | 26,125   | 22,972   | 19%      | 14%   |
|         | EBITDA before exceptional items (INR Lacs)           | 2,456   | 1,966   | 9,681    | 8,669    | 25%      | 12%   |
| Profit  | Operating Profit before exceptional items (INR Lacs) | 2,336   | 1,826   | 9,258    | 8,095    | 28%      | 14%   |
|         | PBT before exceptional items (INR Lacs)              | 3,002   | 1,888   | 10,515   | 8,538    | 59%      | 25%   |
|         | PAT before exceptional items (INR Lacs)              | 2,231   | 1,266   | 7,124    | 5,634    | 77%      | 29%   |
|         | EBITDA (%)   | 36.9%   | 35.1%   | 37.1%    | 37.7%    |          |       |
| Morain  | Operating Margin (%)                                 | 35.1%   | 32.6%   | 35.4%    | 35.2%    |          |       |
| Margin  | PBT (%) before exceptional items                     | 45.1%   | 33.7%   | 40.2%    | 37.2%    |          |       |
|         | PAT (%) before exceptional items                     | 33.5%   | 22.6%   | 27.3%    | 24.5%    |          |       |
| EPS     | Basic and Diluted (INR)                              | 11.98   | 7.41    | 38.26    | 36.38    |          |       |
|         | Adjusted EPS   | 10.72*  | 7.41    | 37.00*   | 33.36**  |          |       |

- \* adjusted for write back of tax provision for earlier years \*\* adjusted for write-back of depreciation net of taxes
- EPS for FY 2015-16 is on increased share capital of 18.62 million shares and for FY 2014-15 is on weighted number of 16.89 million shares during that period.

## **Balance Sheet & Other Updates**

#### **Cash and Cash equivalents**

• Total Cash and Cash equivalents as on 31-Mar-16 is Rs. 183.3 Crores and Rs. 175.5 Crores as on 31-Mar-15; zero debt.

#### **CSR Update**

■ Total YTD Spending Rs. 1.05 Crore

#### **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.

| Metrics                     |                     | FY16 Q4 | FY15 Q4 | FY16 Q3 | FY 15-16 | FY 14-15 |
|-----------------------------|---------------------|---------|---------|---------|----------|----------|
|                             | USD                 | 68%     | 70%     | 70%     | 69%      | 69%      |
| Currency Contribution       | GBP                 | 27%     | 26%     | 26%     | 27%      | 27%      |
| (%)                         | EURO                | 3%      | 3%      | 2%      | 2%       | 3%       |
|                             | Others              | 2%      | 1%      | 2%      | 2%       | 1%       |
|                             | North America       | 53%     | 54%     | 51%     | 52%      | 56%      |
| Geographic<br>Concentration | UK/Europe           | 45%     | 44%     | 47%     | 45%      | 42%      |
|                             | Rest of the World   | 2%      | 2%      | 2%      | 3%       | 2%       |
| Debtors                     | DSO                 | 61      | 64      | 63      | 61       | 64       |
|                             | Client Billed       | 83      | 99      | 101     | 147      | 140      |
| Client Concentration        | Top 5 contribution  | 63%     | 64%     | 65%     | 62%      | 62%      |
|                             | Top 10 contribution | 80%     | 80%     | 82%     | 80%      | 78%      |

₹ lacs.

| Particulars                       | As on 31-Mar-16<br>(Audited) | As on 31-Mar-15<br>(Audited) | % of Change |  |  |  |  |  |
|-----------------------------------|------------------------------|------------------------------|-------------|--|--|--|--|--|
| Shareholder's Funds               |                              |                              |             |  |  |  |  |  |
| Share Capital                     | 1,862                        | 1,862                        | 0           |  |  |  |  |  |
| Reserves and Surplus              | 26,081                       | 23,749                       | 10%         |  |  |  |  |  |
| Total Shareholder's Funds         | 27,943                       | 25,611                       | 9%          |  |  |  |  |  |
| Application of Funds              |                              |                              |             |  |  |  |  |  |
| Fixed Assets                      | 3,589                        | 3,263                        | 10%         |  |  |  |  |  |
| Non-current Loans & Advances(net) | 2,545                        | 2,189                        | 16%         |  |  |  |  |  |
| Net Current Assets                | 21,809                       | 20,159                       | 8%          |  |  |  |  |  |
| Total Application of Funds        | 27,943                       | 25,611                       | 9%          |  |  |  |  |  |

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 setout 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**