

January 18, 2019

<b>Listing Department</b> <b>National Stock Exchange of India Limited</b> Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex Bandra (E), Mumbai - 400 051 <b>Scrip Code: MPLTLD</b>	<b>Department of Corporate Services - Listing</b> <b>BSE Limited</b> Phiroze JeeJeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001 <b>Scrip Code: 532440</b>
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**Sub.: Outcome of Board Meeting held on Friday, January 18, 2019**

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Regulations and Disclosure Requirements) Regulations, 2015 (Listing Regulations), we hereby wish to inform you that the Board of Directors of the Company, at their meeting held on January 18, 2019, has *inter-alia*, approved the Un-Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended December 31, 2018. The said Financial Results alongwith Limited Review Reports of the Statutory Auditors thereon and Investors' release on these Financials are enclosed herewith.

Please take the above information on record.

Thanking you,  
Yours Sincerely,For **MPS Limited**Sunit Malhotra  
CFO & Company Secretary

# B S R & Co. LLP

Chartered Accountants

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

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To  
Board of Directors of MPS Limited

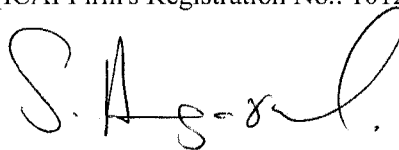
We have reviewed the accompanying statement of unaudited standalone financial results of MPS Limited for the quarter ended 31 December 2018 and the year-to-date results for the period from 1 April 2018 to 31 December 2018 attached herewith, being submitted by the company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations').

This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial results based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity* specified under section 143(10) of the Companies Act, 2013. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are 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.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited standalone financial results prepared in accordance with applicable accounting standards i.e. Ind AS prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies 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.

For B S R & Co. LLP  
Chartered Accountants  
(ICAI Firm's Registration No.: 101248W/W-100022)



**Shashank Agarwal**  
Partner  
Membership No.: 095109

Place: Gurugram  
Date: 18 January 2019

## STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2018

(INR in lacs, except per equity share data)

SI No	Particulars	Three months ended	Preceding three months ended	Corresponding three months ended in previous year	Year to date figures for nine months in current period ended	Year to date figures for nine months in previous period ended	Previous year ended
		31-Dec-2018 (Un-Audited)	30-Sep-2018 (Un-Audited)	31-Dec-2017 (Un-Audited)	31-Dec-2018 (Un-Audited)	31-Dec-2017 (Un-Audited)	31-Mar-2018 (Audited)
I	Revenue from operations (net)	5,608	5,970	5,304	17,238	16,617	21,834
II	Other income	556	433	731	1,407	2,012	2,509
III	<b>Total income (I+II)</b>	<b>6,164</b>	<b>6,403</b>	<b>6,035</b>	<b>18,645</b>	<b>18,629</b>	<b>24,343</b>
IV	<b>Expenses</b>						
	Employee benefit expense	2,150	2,147	2,209	6,468	6,872	9,064
	Finance cost	1	2	2	5	4	13
	Depreciation and amortization expense	181	163	177	514	583	754
	Other expenses	1,235	1,330	1,059	3,869	3,272	4,456
	<b>Total expenses</b>	<b>3,567</b>	<b>3,642</b>	<b>3,447</b>	<b>10,856</b>	<b>10,731</b>	<b>14,287</b>
V	<b>Profit before exceptional items (III-IV)</b>	<b>2,597</b>	<b>2,761</b>	<b>2,588</b>	<b>7,789</b>	<b>7,898</b>	<b>10,056</b>
VI	Exceptional items	-	-	-	-	-	-
VII	<b>Profit before tax (V-VI)</b>	<b>2,597</b>	<b>2,761</b>	<b>2,588</b>	<b>7,789</b>	<b>7,898</b>	<b>10,056</b>
VIII	<b>Tax expense</b>						
	Current tax	523	760	669	2,052	2,261	3,099
	Adjustment of tax relating to earlier years	31	-	2	31	2	(7)
	Deferred tax charge	236	46	185	199	290	143
	<b>Total tax expense</b>	<b>790</b>	<b>806</b>	<b>856</b>	<b>2,282</b>	<b>2,553</b>	<b>3,235</b>
IX	<b>Profit for the period (VII-VIII)</b>	<b>1,807</b>	<b>1,955</b>	<b>1,732</b>	<b>5,507</b>	<b>5,345</b>	<b>6,821</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	(23)	2	20	(12)	(73)	(89)
	Income tax relating to items that will not be reclassified to profit or loss	6	-	(7)	3	25	26
	<b>Total other comprehensive income</b>	<b>(17)</b>	<b>2</b>	<b>13</b>	<b>(9)</b>	<b>(48)</b>	<b>(63)</b>
XI	<b>Total comprehensive income for the period (IX+X)</b>	<b>1,790</b>	<b>1,957</b>	<b>1,745</b>	<b>5,498</b>	<b>5,297</b>	<b>6,758</b>
XII	Paid-up equity share capital (Face Value - INR 10 per Equity Share)	1,862	1,862	1,862	1,862	1,862	1,862
XIII	<b>Earnings per equity share (nominal value of share INR 10)</b>						
	Basic and Diluted	9.70	10.50	9.30	29.58	28.71	36.64

### 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 18 January 2019. The Statutory auditors of the Company have carried out limited review of the financial results for the quarter and nine months ended 31 December 2018 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).

## 2 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)

Sl No	Particulars	Three months ended	Preceding three months ended	Corresponding three months ended in previous year	Year to date figures for nine months in current period ended	Year to date figures for nine months in previous period ended	Previous year ended
		31-Dec-2018	30-Sep-2018	31-Dec-2017	31-Dec-2018	31-Dec-2017	31-Mar-2018
		(Un-Audited)	(Un-Audited)	(Un-Audited)	(Un-Audited)	(Un-Audited)	(Audited)
<b>I</b>	<b>Segment revenue</b>						
	Content solutions	4,534	4,884	4,219	14,051	13,524	17,752
	Platform solutions	1,074	1,086	1,085	3,187	3,093	4,082
	<b>Total revenue from operations</b>	<b>5,608</b>	<b>5,970</b>	<b>5,304</b>	<b>17,238</b>	<b>16,617</b>	<b>21,834</b>
<b>II</b>	<b>Segment results (profit before tax, exceptional items and interest from each segment)</b>						
	Content solutions	1,798	2,426	1,685	6,370	5,706	7,527
	Platform solutions	697	698	645	1,994	1,528	1,975
	<b>Total segment results</b>	<b>2,495</b>	<b>3,124</b>	<b>2,330</b>	<b>8,364</b>	<b>7,234</b>	<b>9,502</b>
	Less: Finance cost	1	2	2	5	4	13
	Less: Un-allocable expenditure (net of un-allocable income)	(103)	361	(260)	570	(668)	(567)
	<b>Profit before tax</b>	<b>2,597</b>	<b>2,761</b>	<b>2,588</b>	<b>7,789</b>	<b>7,898</b>	<b>10,056</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.

- 3 During the period ended 30 September 2018, the Company had completed the acquisition of enterprise eLearning business of Tata Interactive Systems (a division of Tata Industries Limited) having its branches at USA, UK, Canada and UAE through MPS Interactive Systems Limited, a wholly owned subsidiary of the Company. The Company had invested INR 6,700 Lacs in MPS Interactive Systems Limited to fund the acquisition cost and working capital requirements related to this acquisition, amounting to INR 5,988 Lacs and INR 712 Lacs respectively. Investment in this wholly owned subsidiary carry a goodwill of INR 3,972 Lacs.
- 4 The Company had acquired through Share Purchase Agreement the entire paid up equity share capital held by Tata Industries Limited in Tata Interactive Systems GmbH, Germany on 2 July 2018 and Tata Interactive Systems AG, Switzerland on 5 July 2018. The Company had invested INR 1,409 Lacs to acquire these wholly owned subsidiaries. Investment in these wholly owned subsidiaries carries a goodwill of INR 149 Lacs.
- 5 The Company has utilized a sum of INR 10,977 Lacs, out of total proceeds of INR 14,780 Lacs from Qualified Institutional Placement (‘QIP’) (net of issue expenses) raised during the year ended 31 March 2015. The balance proceeds of INR 3,803 Lacs as on 31 December 2018, pending utilization 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.
- 6 During the quarter ended 31 December 2018, the Board of Directors of the Company, based on a communication from ADI BPO Services Limited that the Board of ADI BPO Services Limited had decided to withdraw the proposed Scheme of demerger of “Infrastructure Management Business Undertaking” of ADI BPO Services Limited into ADI Media Private Limited and pursuant to Clause 38 (c) and proviso 39.2 of Clause 39 of the Scheme of Amalgamation declared the said Scheme to be null and void. Pursuant to Clause 40, the Company has taken steps for withdrawal of the Scheme with National Company Law Tribunal (NCLT), Chennai.

By Order of the Board of Directors

Rahul Arora

Place: Gurugram

Dated : 18 January 2019

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: + 91 124 719 1000  
Fax: + 91 124 235 8613

To  
Board of Directors of MPS Limited

We have reviewed the accompanying statement of unaudited consolidated financial results of MPS Limited and its subsidiaries (collectively referred to as 'the Group') for the quarter ended 31 December 2018 and the year-to-date results for the period from 1 April 2018 to 31 December 2018 attached herewith, being submitted by the company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations').

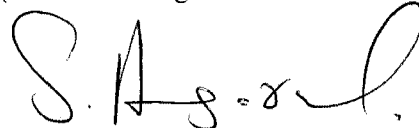
This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these consolidated financial results based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity* specified under section 143(10) of the Companies Act, 2013. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the consolidated financial results are 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.

We did not review the financial information of 2 subsidiaries included in the statement of unaudited consolidated financial results and consolidated year-to-date financial results, whose unaudited financial information reflect total revenue of Rs. 975 lacs and Rs. 1,733 lacs for the quarter ended 31 December 2018 and period from 1 April 2018 to 31 December 2018 respectively and total assets of Rs. 2,316 lacs as at 31 December 2018. This unaudited financial information has been reviewed by other auditors whose reports have been furnished to us, and our opinion on the unaudited consolidated financial results and the year-to-date results, to the extent they have been derived from such unaudited financial information is based solely on the reports of such other auditors. Our conclusion is not modified in respect of such matter.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited consolidated financial results prepared in accordance with applicable accounting standards i.e. Ind AS prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies 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.

For B S R & Co. LLP  
Chartered Accountants  
(ICAI Firm's Registration No.: 101248W/W-100022)



**Shashank Agarwal**  
Partner  
Membership No.: 095109

Place: Gurugram  
Date: 18 January 2019



# 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 CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2018 (INR in lacs, except per equity share data)

SI No	Particulars	Three months ended	Preceding three months ended	Corresponding three months ended in previous year	Year to date figures for nine months in current period ended	Year to date figures for nine months in previous period ended	Previous year ended
		31-Dec-2018 (Un-Audited)	30-Sep-2018 (Un-Audited)	31-Dec-2017 (Un-Audited)	31-Dec-2018 (Un-Audited)	31-Dec-2017 (Un-Audited)	31-Mar-2018 (Audited)
I	Revenue from operations (net)	9,953	10,059	6,788	27,225	20,345	26,703
II	Other income	512	387	512	1,311	1,800	2,298
III	<b>Total income (I+II)</b>	<b>10,465</b>	<b>10,446</b>	<b>7,300</b>	<b>28,536</b>	<b>22,145</b>	<b>29,001</b>
IV	<b>Expenses</b>						
	Employee benefit expense	4,481	4,611	2,717	12,340	8,453	11,149
	Finance cost	1	2	2	5	4	13
	Depreciation and amortization expense	319	309	190	836	626	804
	Other expenses	2,923	2,867	1,677	7,827	5,080	6,849
	<b>Total expenses</b>	<b>7,724</b>	<b>7,789</b>	<b>4,586</b>	<b>21,008</b>	<b>14,163</b>	<b>18,815</b>
V	<b>Profit before exceptional items (III-IV)</b>	<b>2,741</b>	<b>2,657</b>	<b>2,714</b>	<b>7,528</b>	<b>7,982</b>	<b>10,186</b>
VI	Exceptional items	-	-	-	-	-	-
VII	<b>Profit before tax (V-VI)</b>	<b>2,741</b>	<b>2,657</b>	<b>2,714</b>	<b>7,528</b>	<b>7,982</b>	<b>10,186</b>
VIII	<b>Tax expense</b>						
	Current tax	514	788	774	2,083	2,366	3,195
	Adjustment of tax relating to earlier years	31	-	2	31	2	(7)
	Deferred tax charge	248	2	182	71	109	(23)
	<b>Total tax expense</b>	<b>793</b>	<b>790</b>	<b>958</b>	<b>2,185</b>	<b>2,477</b>	<b>3,165</b>
IX	<b>Profit for the period (VII-VIII)</b>	<b>1,948</b>	<b>1,867</b>	<b>1,756</b>	<b>5,343</b>	<b>5,505</b>	<b>7,021</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	(47)	121	20	83	(72)	(89)
	Income tax relating to items that will not be reclassified to profit or loss	15	(40)	(7)	(28)	25	26
	<b>Items that will be reclassified subsequently to profit or loss</b>						
	Exchange differences on translation of foreign operations	(229)	343	(104)	360	-	91
	<b>Total other comprehensive income</b>	<b>(261)</b>	<b>424</b>	<b>(91)</b>	<b>415</b>	<b>(47)</b>	<b>28</b>
XI	<b>Total comprehensive income for the period (IX+X)</b>	<b>1,687</b>	<b>2,291</b>	<b>1,665</b>	<b>5,758</b>	<b>5,458</b>	<b>7,049</b>
XII	Paid-up equity share capital (Face Value - INR 10 per Equity Share)	1,862	1,862	1,862	1,862	1,862	1,862
XIII	<b>Earnings per equity share (nominal value of share INR 10)</b>						
	Basic and Diluted	10.46	10.02	9.43	28.69	29.57	37.71

### 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 18 January 2019. The Statutory auditors of the Company have carried out limited review of the financial results for the quarter and nine months ended 31 December 2018 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).

## 2 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)

SI No	Particulars	Three months ended	Preceding three months ended	Corresponding three months ended in previous year	Year to date figures for nine months in current period ended	Year to date figures for nine months in previous period ended	Previous year ended
		31-Dec-2018	30-Sep-2018	31-Dec-2017	31-Dec-2018	31-Dec-2017	31-Mar-2018
		(Un-Audited)	(Un-Audited)	(Un-Audited)	(Un-Audited)	(Un-Audited)	(Audited)
<b>I</b>	<b>Segment revenue</b>						
	Content solutions	5,977	6,037	5,572	17,363	16,717	21,977
	eLearning solutions	2,099	2,292	-	5,117	-	-
	Platform solutions	1,877	1,730	1,216	4,745	3,628	4,726
	<b>Total revenue from operations</b>	<b>9,953</b>	<b>10,059</b>	<b>6,788</b>	<b>27,225</b>	<b>20,345</b>	<b>26,703</b>
<b>II</b>	<b>Segment results (profit before tax, exceptional items and interest from each segment)</b>						
	Content solutions	2,016	2,474	2,174	6,497	6,295	8,142
	eLearning solutions	(104)	(129)	-	(349)	-	-
	Platform solutions	766	721	524	2,046	1,121	1,585
	<b>Total segment results</b>	<b>2,678</b>	<b>3,066</b>	<b>2,698</b>	<b>8,194</b>	<b>7,416</b>	<b>9,727</b>
	Less: Finance cost	1	2	2	5	4	13
	Less: Un-allocable expenditure (net of un-allocable income)	(64)	407	(18)	661	(570)	(472)
	<b>Profit before tax</b>	<b>2,741</b>	<b>2,657</b>	<b>2,714</b>	<b>7,528</b>	<b>7,982</b>	<b>10,186</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.

- 3 During the period ended 30 September 2018, the Company had completed the acquisition of enterprise eLearning business of Tata Interactive Systems (a division of Tata Industries Limited) having its branches at USA, UK, Canada and UAE through MPS Interactive Systems Limited, a wholly owned subsidiary of the Company. This being a business combination, basis preliminary purchase price allocation to various identifiable acquired assets and assumed liabilities, provisional goodwill of INR 3,972 Lacs has been recognised. The Company had invested INR 6,700 Lacs in MPS Interactive Systems Limited to fund the acquisition cost and working capital requirements related to this acquisition, amounting to INR 5,988 Lacs and INR 712 Lacs respectively.
- 4 The Company had acquired through Share Purchase Agreement the entire paid up equity share capital held by Tata Industries Limited in Tata Interactive Systems GmbH, Germany on 2 July 2018 and Tata Interactive Systems AG, Switzerland on 5 July 2018. The Company had invested INR 1,409 Lacs to acquire these wholly owned subsidiaries. This being a business combination, basis preliminary purchase price allocation to various identifiable acquired assets and assumed liabilities, provisional goodwill of INR 149 Lacs has been recognised.
- 5 The Company has utilized a sum of INR 10,977 Lacs, out of total proceeds of INR 14,780 Lacs from Qualified Institutional Placement ('QIP') (net of issue expenses) raised during the year ended 31 March 2015. The balance proceeds of INR 3,803 Lacs as on 31 December 2018, pending utilization 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.
- 6 During the quarter ended 31 December 2018, the Board of Directors of the Company, based on a communication from ADI BPO Services Limited that the Board of ADI BPO Services Limited had decided to withdraw the proposed Scheme of demerger of "Infrastructure Management Business Undertaking" of ADI BPO Services Limited into ADI Media Private Limited and pursuant to Clause 38 (c) and proviso 39.2 of Clause 39 of the Scheme of Amalgamation declared the said Scheme to be null and void. Pursuant to Clause 40, the Company has taken steps for withdrawal of the Scheme with National Company Law Tribunal (NCLT), Chennai.
- 7 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	Year to date figures for nine months in current period ended	Year to date figures for nine months in previous period ended	Previous year ended
	31-Dec-2018	30-Sep-2018	31-Dec-2017	31-Dec-2018	31-Dec-2017	31-Mar-2018
	(Un-Audited)	(Un-Audited)	(Un-Audited)	(Un-Audited)	(Un-Audited)	(Audited)
Revenue from operations	5,608	5,970	5,304	17,238	16,617	21,834
<b>Profit before tax</b>	<b>2,597</b>	<b>2,761</b>	<b>2,588</b>	<b>7,789</b>	<b>7,898</b>	<b>10,056</b>
Tax expense	790	806	856	2,282	2,553	3,235
<b>Profit for the period</b>	<b>1,807</b>	<b>1,955</b>	<b>1,732</b>	<b>5,507</b>	<b>5,345</b>	<b>6,821</b>
Other comprehensive income, net of income tax	(17)	2	13	(9)	(48)	(63)
<b>Total comprehensive income for the period</b>	<b>1,790</b>	<b>1,957</b>	<b>1,745</b>	<b>5,498</b>	<b>5,297</b>	<b>6,758</b>

By Order of the Board of Directors

Rahul Arora

Place: Gurugram

Dated: 18 January 2019

Managing Director



# MPS

Financial Performance  
Q3 FY19



# Financial Summary

Metrics		FY19 Q3	FY18 Q3	Q-o-Q	YTD FY19	YTD FY18	Y-o-Y
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	10,033	6,899	45.4%	27,125	20,585	31.8%
	Reported Revenue (INR Lacs)	9,953	6,788	46.6%	27,225	20,345	33.8%
Profit	EBITDA on Fx adjusted revenue (INR Lacs)	2,548	2,510	1.5%	7,085	7,095	-0.1%
	PBT (INR Lacs)	2,741	2,714	1.0%	7,528	7,982	-5.7%
	PAT (INR Lacs)	1,948	1,756	10.9%	5,343	5,505	-2.9%
Margin	EBITDA (%)	25.4%	36.4%		26.1%	34.5%	
	PBT (%)	27.3%	39.3%		27.8%	38.8%	
	PAT (%)	19.4%	25.5%		19.7%	26.7%	
Headcount	At the end of each reporting period in Nos.	2,643	2,511		2,643	2,511	
EPS	Basic and Diluted EPS (INR)	10.46	9.43		28.69	29.57	

## Analysis (FX Gain/Loss Adjusted Revenue)

- Headcount increase of 283 is due to acquisition of MPS Interactive Systems, MPS EUROPA and TOPSIM GmbH.
- Effective Tax rate is 28.9% compared to 35.3% in the same quarter FY18.
- Profit and Margins are on FX Gain/Loss adjusted revenue.

# Financial Summary – Business Segments

Metrics		FY19 Q3			FY18 Q3		YTD FY19			YTD FY18	
		Content Solutions	eLearning	Platform Solutions	Content Solutions	Platform Solutions	Content Solutions	eLearning	Platform Solutions	Content Solutions	Platform Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	6,068	2,071	1,894	5,663	1,235	17,286	5,114	4,725	16,914	3,671
	Reported Revenue (INR Lacs)	5,977	2,099	1,877	5,572	1,216	17,363	5,117	4,745	16,717	3,628
Margin	EBITDA (%)	33.0%	2.5%	25.9%	36.5%	35.8%	33.2%	-0.5%	29.1%	36.0%	27.6%
Headcount	At the end of each reporting period in Nos.	2,227	251	165	2,228	283	2,227	251	165	2,228	283

## Analysis (FX Gain/Loss Adjusted Revenue)

- Platform Solutions includes TOPSIM GmbH. .
- eLearning 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 as on 31-Dec-2018 is INR 257.75 Crores (including investment in mutual funds) and INR 310.99 Crores as on 31-Mar-18; Zero debt

## CSR Update

- Total Spending for Q3 FY 2018-19 INR 54.6 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		FY19 Q3	FY18 Q3	FY19 YTD	FY18 YTD
Currency Contribution (%)	USD	83%	75%	83%	74%
	GBP	15%	22%	14%	23%
	EURO	2%	2%	2%	2%
	Others	1%	1%	2%	1%
Geographic Concentration	North America	57%	60%	54%	59%
	UK/Europe	41%	38%	43%	37%
	Rest of the World	3%	2%	3%	4%
Debtors	DSO	63	69	64	69
Client Concentration	Client Billed	320	336	417	410
	Top 5 contribution	54%	56%	55%	55%
	Top 10 contribution	72%	73%	72%	72%
	Top 15 contribution	81%	81%	80%	79%

# Key Business Metrics

## Consolidated

Metrics		FY19 Q3	FY18 Q3	FY19 YTD	FY18 YTD
Currency Contribution (%)	USD	71%	75%	72%	74%
	GBP	11%	22%	11%	23%
	EURO	8%	2%	6%	2%
	Others	11%	1%	11%	1%
Geographic Concentration	North America	56%	60%	53%	59%
	UK/Europe	38%	38%	38%	37%
	Rest of the World	7%	2%	9%	4%
Debtors	DSO	73	69	75	69
Client Concentration	Client Billed	581	336	796	410
	Top 5 contribution	40%	56%	44%	55%
	Top 10 contribution	54%	73%	59%	72%
	Top 15 contribution	64%	81%	67%	79%

# 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