



44th Annual General Meeting

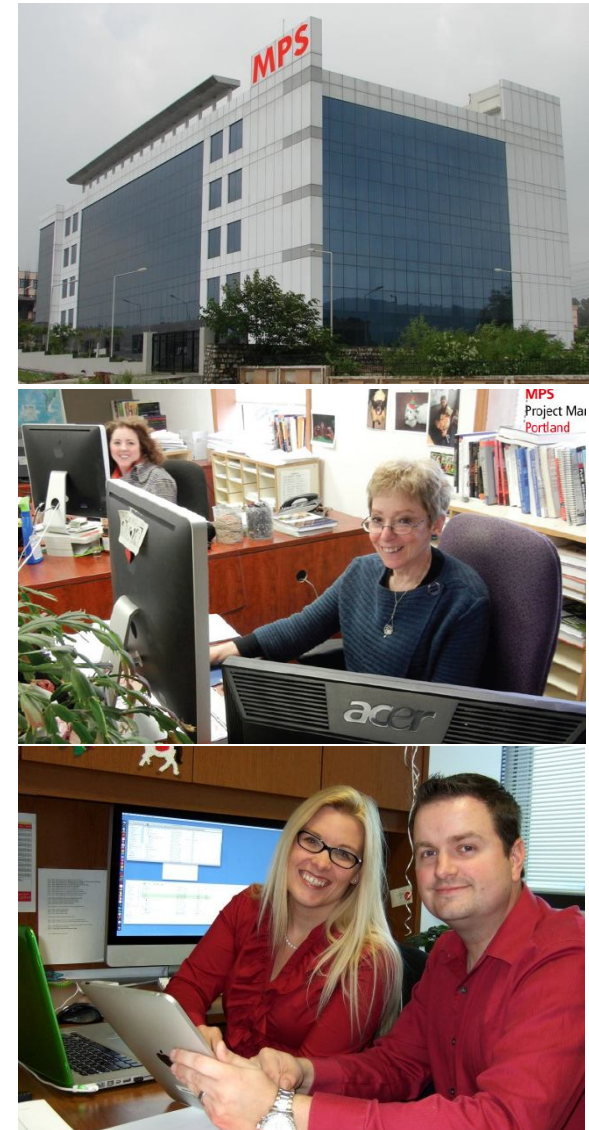
CMO Presentation

MPS has established itself as a global leader in the learning solutions market. Over the 43 years of its dominant presence, the organization has evolved to offer services across every stage of the publishing process. This presentation deck provides a brief background on our capabilities, infrastructure, and teams.

Chennai, August 8, 2014

About MPS

- Global partner to the world's leading publishers and platforms.
- Established over 43 years ago in 1971 by Macmillan
- Long service history as Macmillan's back-office allowed MPS to build unique capabilities and talents through strategic outsourcing programs that are not typically outsourced to an outside supplier
- 2,700+ associates across six facilities in India and two offices in the US
- Listed on the major Indian Stock Exchanges



Diverse and Global Publishing Customer Base

Early Learning, Pre-K, and K-12 School

Higher Education

Scholarly

Adult Learning

Professional Development

Trade – Publishers and Platforms

ESL/ELL and ELT

International

- Education - Core vendor to multiple publishers and *most-loved* partner. Renowned for domestic and offshore project management, and ability to deliver on complex projects across a wide variety of disciplines.
- STM – Core vendor to the world's largest STM publisher and most leading STM publishers and societies
- MPS produces more than 1 million pages of books and 1 million pages of journals in a year.
- Standalone business units for technology, learning and new media services, digital services, and fulfillment services. Possibly the widest service offering among all vendors.

Facilities

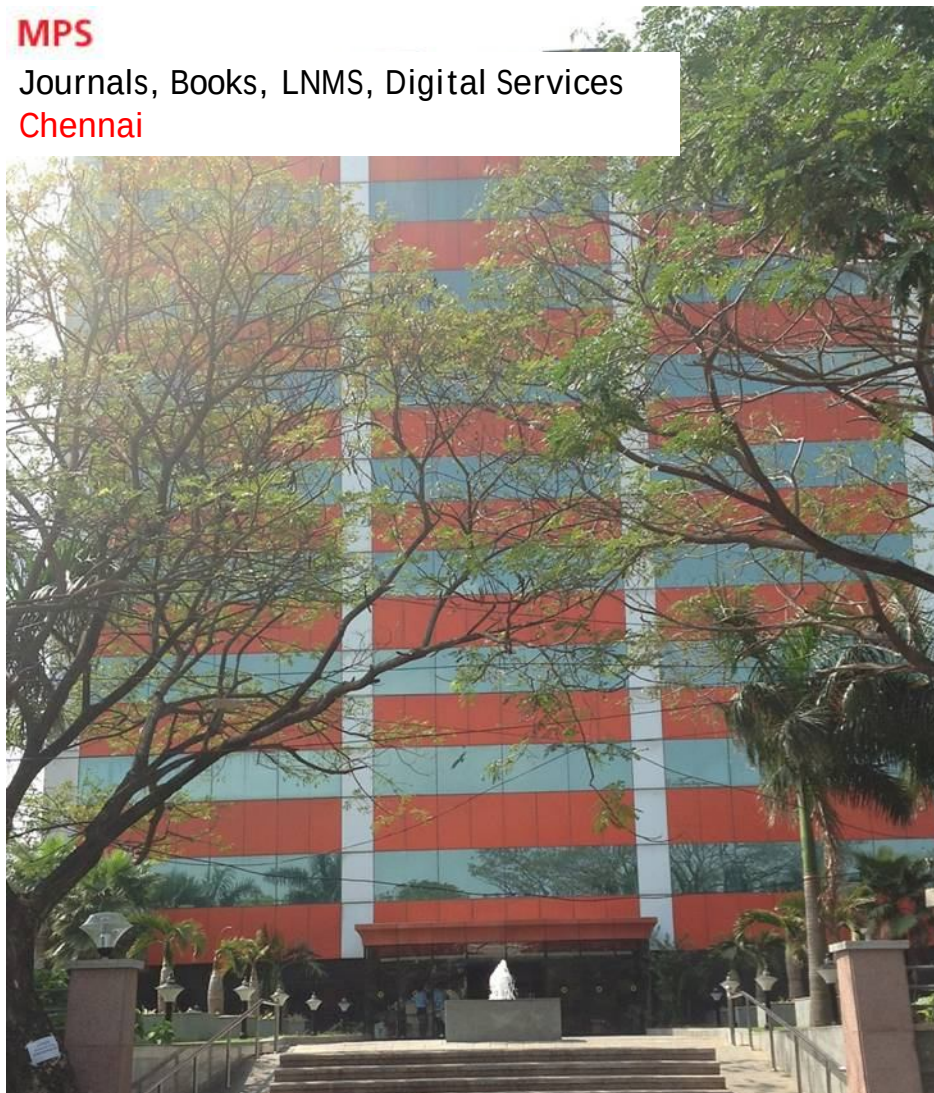
MPS | www.adi-mps.com

MPS
Journals
Bengaluru



MPS

Journals, Books, LNMS, Digital Services
Chennai



Facilities

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MPS

Technology, Fulfillment
Gurgaon



MPS

Books
Delhi



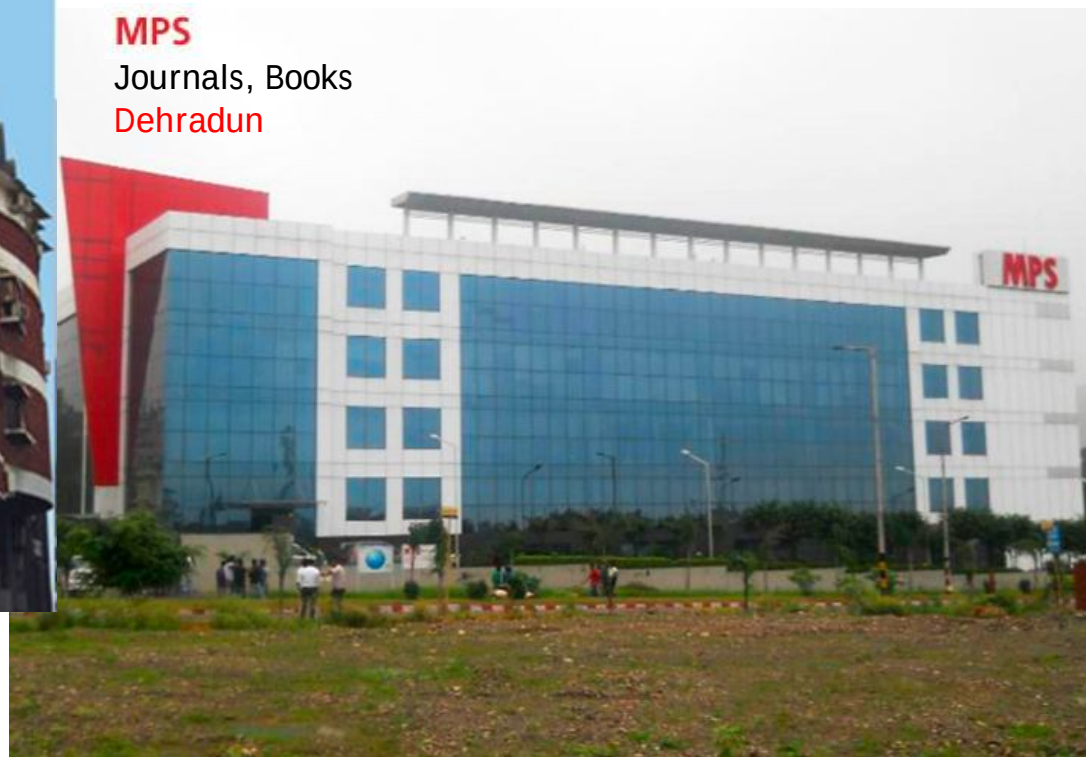
Facilities

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MPS
Corporate
Noida



MPS
Journals, Books
Dehradun





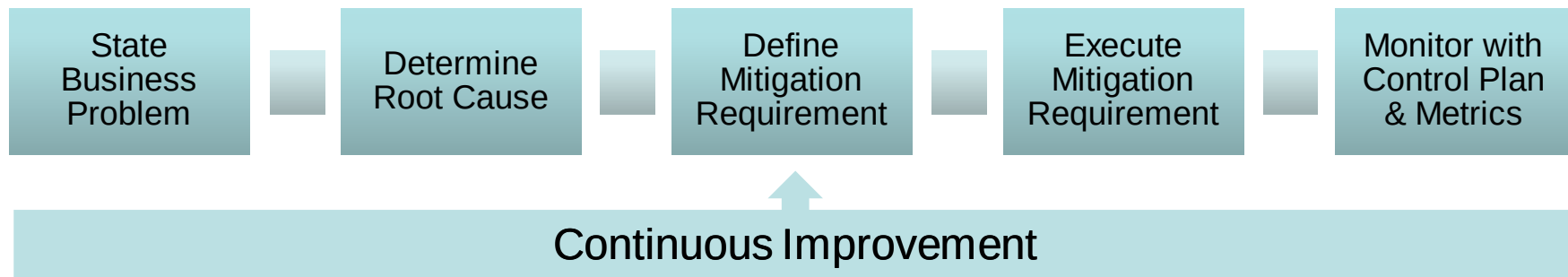
MPS
Project Management
Portland



- Independent vertical across MPS having representation from all MPS SBUs, formed in early 2014
- Focused on creating efficient, standardized, and lean process workflows across MPS
- High and consistent quality levels coupled with adaptability to changing environment and continuous improvement

CoOE's Mission Statement

"We are an independently governed entity that is focused on driving quality across different business units at MPS. CoOE adopts an integrated continuous improvement strategy to build and motivate high-performance teams, which are focused on delighting our customers"



Our Vision for Future Business Success

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- **Next wave of outsourcing has begun**

- Publishers are consolidating suppliers to form fewer yet more strategic partnerships with suppliers
- Domestic spend is being reduced and more emphasis on offshoring, resulting in development of new capabilities and a richer future for partners such as MPS
- MPS has been on the right side of these consolidations

- **The interplay between content and technology positions MPS as a strong player**

- Publishers recognize the strong interplay between content and technology, and the need for partners that are able to offer integrated learning solutions.
- Very few partners such as MPS that have both capabilities

- **Healthy progress on acquisition of Element LLC, now MPS North America**

- This acquisition helped MPS enter the school publishing services market in a significant way
- Provide domestic content development services and offshore production services
- Turned around an unprofitable business into a vibrant and healthy business

- **Recognition of MPS platforms**

- All modules of DigiCore have *live* customers, and across publisher markets
- Surveys reveal that the platform is highly intuitive and better than anything users have seen

Thank You

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Thank You

Questions?