MPS Limited
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Ref: MPSL/SE/81/2023-24
Date: 23 January 2024

✓	**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

Dear Sirs,

Sub: Earnings Presentation on the Un-Audited Financial Results of the Company for the Third Quarter (Q3) and Nine Months ended 31 December 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 Third Quarter (Q3) and Nine Months ended 31 December 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

Digitally signed by RAMAN SAPRA
DN: c=IN, o=PERSONAL, title=9408, pseudonym=43dbd303263049bf81ba076f6d038560, 2.5.4.20=18cf30a154418472 6d82ca16dc9893ae39be05b72c69a44c907c9ed92bc25, postalCode=201014, st=Uttar Pradesh, serialNumber=1b3e9d8edf45c032d018947f2a7cb7a4f313fb2366016cd2de145cfc530838fc, cn=RAMAN SAPRA
Date: 2024.01.23 15:08:48 +05'30'

Raman Sapra
Company Secretary and Compliance Officer

Encl: As above

SUPERCHARGING SCALE

MPS LIMITED

Earnings Presentation

Q3 and 9Months - FY24

www.mpslimited.com

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
Q3 FY’24

Margins continue to Expand as we Scale

Metrics		Q3 FY24	Q3 FY23	Variance%
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	13,425	13,243	1.37%
	Reported Revenue (INR Lakh)	13,381	13,214	1.26%
Profit	EBITDA (INR Lakh)	4,464	4,129	8.11%
	PBT (INR Lakh)	4,065	3,937	3.25%
	PAT (INR Lakh)	2,973	2,957	0.54%
Margin	EBITDA (%)	33.36%	31.25%	2.11%
	PBT (%)	30.38%	29.79%	0.59%
	PAT (%)	22.22%	22.38%	-0.16%
Headcount	At the end of each reporting period in Nos.	2,773	2,748	0.91%
EPS	Basic EPS (INR)	17.53	17.28	1.45%

Total Cash and Cash equivalents (including investment in Mutual funds) as on 31-December-2023 are INR 142 Crores.

The company has zero debt.

Content and Platform Solutions lead Margin Expansion

Metrics		Q3 FY24			Q3 FY23		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	7,111	2,822	3,492	6,514	2,928	3,801
	Reported Revenue (INR Lakh)	7,082	2,820	3,479	6,558	2,918	3,738
Profit	Segment Result (INR Lakh)	3,051	1,197	562	2,701	874	912
Margin	Segment Result (%)	43.08%	42.45%	16.15%	41.19%	29.95%	24.40%
Headcount	At the end of each reporting period in Nos.	2,196	220	357	2,125	198	425

- The Un-allocable expenditure & Finance cost (Net of Un-allocable income) of INR 745 Lakh in Q3 FY24 (PY Q3 INR 550 Lakh) is not identifiable to any of the reportable segments.

Diversification Agenda continued in Q3 FY24

Metrics		Q3 FY24	Q3 FY23	Q2 FY24
Geographic Concentration	North America	52%	55%	56%
	UK/Europe	37%	32%	38%
	Rest of the World	11%	13%	6%
Debtors	DSO	65	57	60
Client Concentration	Client Billed	510	521	526
	Top 5 contribution	36%	33%	36%
	Top 10 contribution	49%	47%	50%
	Top 15 contribution	58%	56%	57%

Financial Performance
9 months FY’24

Operating Leverage supports Margin Expansion

Metrics		9M FY24	9M FY23	Variance%
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	39,670	37,207	6.62%
	Reported Revenue (INR Lakh)	39,589	37,359	5.97%
Profit	EBITDA (INR Lakh)	12,713	11,113	14.40%
	PBT (INR Lakh)	12,200	10,391	17.41%
	PAT (INR Lakh)	9,006	7,706	16.87%
Margin	EBITDA (%)	32.11%	29.75%	2.36%
	PBT (%)	30.82%	27.81%	3.01%
	PAT (%)	22.75%	20.63%	2.12%
Headcount	At the end of each reporting period in Nos.	2,773	2,748	0.91%
EPS	Basic EPS (INR)	53.08	45.05	17.82%

Content and Platform solutions lead Margin Expansion

Metrics		9M FY24			9M FY23		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	20,870	8,850	9,950	19,289	8,413	9,505
	Reported Revenue (INR Lakh)	20,810	8,849	9,930	19,595	8,400	9,364
Profit	Segment Result (INR Lakh)	8,290	4,024	1,613	7,520	2,707	2,020
Margin	Segment Result (%)	39.84%	45.47%	16.24%	38.38%	32.23%	21.57%
Headcount	At the end of each reporting period in Nos.	2,196	220	357	2,125	198	425

- The Un-allocable expenditure & Finance cost (Net of Un-allocable income) of INR 1,727 Lakh in 9M FY24 (PY 9M INR 1,856 Lakh) is not identifiable to any of the reportable segments.

Diversification Agenda launched in 2020 continued in FY24

Metrics		9M FY24	9M FY23
Geographic Concentration	North America	55%	58%
	UK/Europe	37%	33%
	Rest of the World	8%	9%
Debtors	DSO	65	57
Client Concentration	Client Billed	631	726
	Top 5 contribution	35%	33%
	Top 10 contribution	48%	47%
	Top 15 contribution	56%	55%

Corporate Social Responsibility

Corporate Social Responsibility Update

Total CSR Spending at a consolidated level is INR 45 Lakh for Q3 FY24 and INR 179 Lakh for 9M FY24:

- **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.

SUPERCHARGING SCALE

MPS LIMITED

THANK YOU!

(Earning Presentation Q3 and 9M FY24)

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