



## MPS Limited

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Ref: MPSTL/SE/30/2024-25

Date: 08 August 2024

<b>National Stock Exchange of India Limited</b> Exchange Plaza, 5th Floor, Plot no. C/1, G Block, Bandra - Kurla Complex, Bandra (East), Mumbai - 400 051, India <b>Symbol: MPSTLTD</b> <b>ISIN: INE943D01017</b>	<b>BSE Limited</b> Department of Corporate Services Phiroze Jeejeebhoy Towers Dalal Street, Mumbai- 400001, India <b>Scrip Code: 532440</b> <b>ISIN: INE943D01017</b>
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Dear Sirs,

**Sub: Earnings Presentation on Un-Audited Financial Results of the Company for the First Quarter (Q1) ended 30 June 2024.**

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 Un-Audited Financial Results of the Company for the First Quarter (Q1) ended 30 June 2024.

The same is also available on the website of the Company i.e. [www.mpslimited.com](http://www.mpslimited.com) under the head Investors.

This is for your kind information and records.

Yours Faithfully,  
For **MPS Limited**

**Raman Sapra**  
Company Secretary and Compliance Officer

Encl: As Above

[www.mpslimited.com](http://www.mpslimited.com)

**MPS** LIMITED

# Earnings Presentation

Q1 FY'25



# 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.



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# Financial Performance

## Q1, FY'25

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# Q1 FY'25 – Business Metrics

	Metrics	Q1 FY'25	Q1 FY'24	Variance%
<b>Revenue</b>	FX Gain/Loss adjusted revenue (INR Lakh)	17,959	13,298	35.05%
	Reported Revenue (INR Lakh)	18,072	13,251	36.38%
<b>Profit</b>	EBITDA (INR Lakh)	4,105	4,193	-2.10%
	PBT (INR Lakh)	3,608	4,056	-11.05%
	PAT (INR Lakh)	2,589	3,030	-14.55%
<b>Margin</b>	EBITDA (%)	22.71%	31.64%	-8.93%
	PBT (%)	19.96%	30.61%	-10.65%
	PAT (%)	14.33%	22.87%	-8.54%
<b>Headcount</b>	At the end of each reporting period in Nos.	3,007	2,753	9.23%
<b>EPS</b>	Basic EPS (INR)	15.27	17.84	-14.41%
	Diluted EPS (INR)	15.26	17.84	-14.46%

Total Cash and Cash equivalents (including investment in Mutual funds) as on 30-June-2024 are INR 157 Crores.

The company has zero debt.

# Q1 FY'25 – Business Metrics

Metrics		Q1 FY'25			Q1 FY'24		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	9,127	5,410	3,422	7,024	3,039	3,235
	Reported Revenue (INR Lakh)	9,186	5,464	3,422	6,979	3,037	3,235
Profit	Segment Result (INR Lakh)	2,633	1,365	292	2,709	1,361	515
Margin	Segment Result (%)	28.66%	24.98%	8.53%	38.82%	44.81%	15.92%
Headcount	At the end of each reporting period in Nos.	2,454	248	305	2,130	213	410

- The Un-allocable expenditure & Finance cost (Net of Un-allocable income) of INR 682 Lakh in Q1 FY25 (PY Q1 INR 529 Lakh) is not identifiable to any of the reportable segments.

# Diversification Agenda Continued in Q1 FY'25

Metrics		Q1 FY'25	Q1 FY'24	Q4 FY'24
<b>Geographic Concentration</b>	North America	45%	57%	51%
	UK/Europe	29%	35%	33%
	Rest of the World	26%	8%	16%
<b>Debtors</b>	DSO	55	63	56
<b>Client Concentration</b>	Client Billed	514	437	537
	Top 5 contribution	32%	33%	34%
	Top 10 contribution	44%	46%	47%
	Top 15 contribution	54%	56%	56%

\* Excluding B2C Customers

# Projected FY'25: An inflection year for Vision 2027

## Business Metrics

Revenue YoY

↑ 30%+

EBITDA Margin

~30%

EBITDA YoY

↑ 25%+

## Key Focus Areas

- Our Go-To-Market (GTM) strategy has been revised to showcase our firm-wide capabilities across Research, Education & Corporate marketplaces, shifting from our product based approach
- In FY'24, we unlocked the marketplace approach and saw a lift in revenue & profitability. In FY'25, we intend to build on the success to drive us towards Vision 2027
- In FY'25, STAR accounts are to be increased to 100, bringing significant progress in our organic growth and margins
- Our entry into the Australian and Chinese markets through the acquisitions of Liberate Learning and AJE, respectively, will help us scale our operations globally in FY'25
- MPS shall continue to grow its expertise in AI/ML/NLP capabilities by incubating new products & enabling AI in our workflows



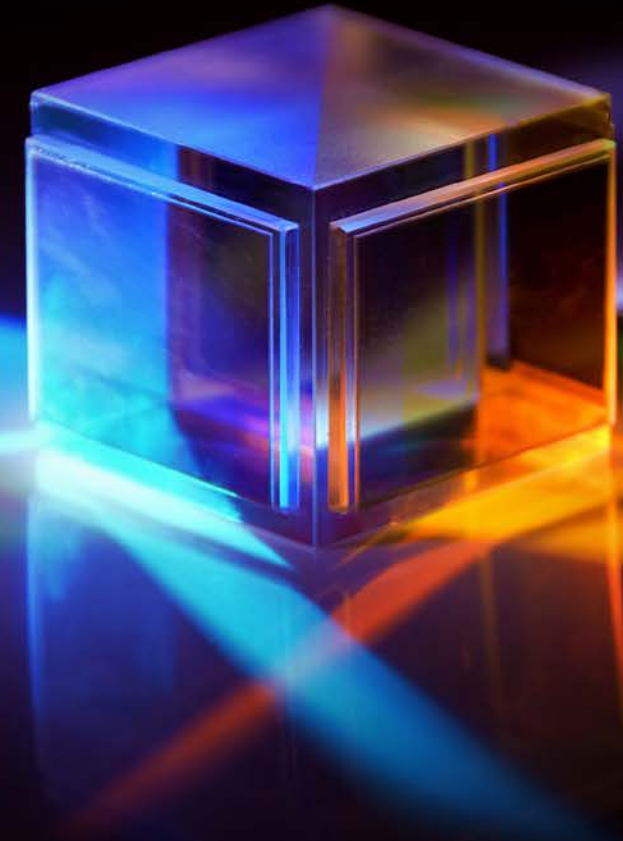


# Corporate Social Responsibility

# Corporate Social Responsibility Update

## Total CSR Spending at a consolidated level is INR 66 Lakh for Q1 FY'25:

- **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 68 centers that have 2,040 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.



THANK YOU

[www.mpslimited.com](http://www.mpslimited.com)