



MPS Limited

A-1, Tower A, 4th Floor, Windsor IT Park, Sector 125, Noida
Tel: +91 120 4599 750 Fax: +91 120 4021 280

Ref: MPSTL/SE/66/2024-25

Date: 23 January 2025

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: MPSTLTD ISIN: INE943D01017	BSE Limited Department of Corporate Services Phiroze Jeejeebhoy Towers Dalal Street, Mumbai- 400001, India Scrip Code: 532440 ISIN: INE943D01017
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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 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 the Un-audited Financial Results of the Company for the Third Quarter (Q3) and Nine months ended 31 December 2024.

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
Company Secretary and Compliance Officer

Encl: As above

www.mpslimited.com

MPS LIMITED

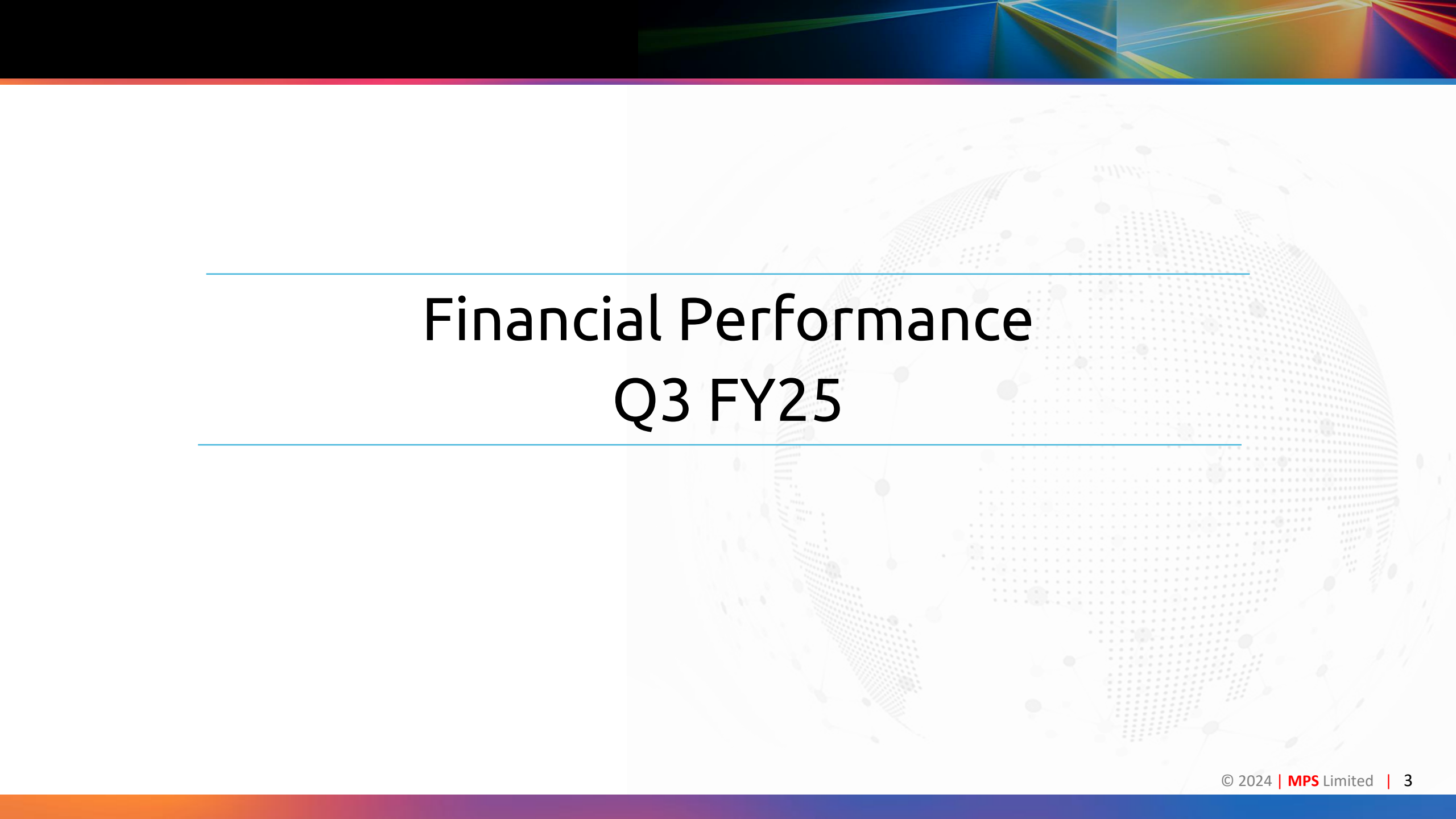
Earnings Presentation

Q3 & 9M FY25



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 FY25

Solid Quarter with Strong Performance in Q3 FY25

Metrics		Q3 FY25	Q3 FY24	Variance%
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	18,552	13,425	38.19%
	Reported Revenue (INR Lakh)	18,636	13,381	39.27%
Profit	EBITDA (INR Lakh)	6,034	4,464	35.17%
	PBT (INR Lakh)	5,509	4,065	35.52%
	PAT (INR Lakh)	4,071	2,973	36.93%
Margin	EBITDA (%)	32.38%	33.36%	-0.98%
	PBT (%)	29.56%	30.38%	-0.82%
	PAT (%)	21.84%	22.22%	-0.38%
Headcount	At the end of each reporting period in Nos.	3,046	2,773	9.84%
EPS	Basic EPS (INR)	24.00	17.53	36.91%
	Diluted EPS (INR)	23.99	17.50	37.09%

Conversion from EBITDA to PBT in Q3 FY25 is impacted by increased amortization expense on acquired Intangible assets.

Total Cash and Cash equivalents (including investment in Mutual funds) as on 31-December-2024 are INR 124 Crores.

The company has zero debt.

Segments Delivering Across the Board in Q3 FY25

Metrics		Q3 FY25			Q3 FY24		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	9,768	5,299	3,485	7,111	2,822	3,492
	Reported Revenue (INR Lakh)	9,824	5,328	3,484	7,082	2,820	3,479
Profit	Segment EBITDA (INR Lakh)	3,944	2,047	1,137	3,142	1,393	797
	Segment Result (INR Lakh)	3,764	1,790	921	3,051	1,197	562
Margin	Segment EBITDA (%)	40.15%	38.42%	32.63%	44.37%	49.40%	22.91%
	Segment Result (%)	38.31%	33.60%	26.44%	43.08%	42.45%	16.15%
Headcount	At the end of each reporting period in Nos.	2,531	258	257	2,196	220	357

EBITDA: The Un-allocable expenditure (Net of Un-allocable income) of INR 1,094 Lakh in Q3 FY25 (Q3 FY24 INR 868 Lakh) is not identifiable to any of the reportable segments.

Result: The Un-allocable expenditure & Finance cost (Net of Un-allocable income) of INR 966 Lakh in Q3 FY25 (Q3 FY24 INR 745 Lakh) is not identifiable to any of the reportable segments.

Driving Diversification Forward

Metrics		Q3 FY25	Q3 FY24	Q2 FY25
Geographic Concentration	North America	45%	52%	45%
	UK/Europe	25%	37%	30%
	Rest of the World	30%	11%	25%
Debtors	DSO (Days)	51	65	44
Client Concentration	No. of Clients billed	509	510	515
	Top 5 contribution	36%	36%	36%
	Top 10 contribution	49%	49%	50%
	Top 15 contribution	58%	58%	59%

* Clients billed- Excluding B2C Customers



Financial Performance

9M FY25

On Track for Growth in Line with Expectations

	Metrics	9M FY25	9M FY24	Variance%
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	54,302	39,670	36.88%
	Reported Revenue (INR Lakh)	54,478	39,589	37.61%
Profit	EBITDA (INR Lakh)	15,489	12,713	21.84%
	PBT (INR Lakh)	13,923	12,200	14.12%
	PAT (INR Lakh)	10,184	9,006	13.08%
Margin	EBITDA (%)	28.43%	32.11%	-3.68%
	PBT (%)	25.56%	30.82%	-5.26%
	PAT (%)	18.69%	22.75%	-4.06%
Headcount	At the end of each reporting period in Nos.	3,046	2,773	9.84%
EPS	Basic EPS (INR)	60.04	53.08	13.11%
	Diluted EPS (INR)	60.00	53.02	13.16%

Conversion from EBITDA to PBT in YTD FY25 is impacted by increased amortization expense on acquired Intangible assets and decreased Other Income
 Total Cash and Cash equivalents (including investment in Mutual funds) as on 31-December-2024 are INR 124 Crores.
 The company has zero debt.

Sustained Performance Across Segments

Metrics		9M FY25			9M FY24		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lakh)	28,172	15,723	10,407	20,870	8,850	9,950
	Reported Revenue (INR Lakh)	28,278	15,794	10,406	20,810	8,849	9,930
Profit	Segment EBITDA (INR Lakh)	10,326	5,873	2,298	8,632	4,499	2,144
	Segment Result (INR Lakh)	9,757	5,185	1,646	8,290	4,024	1,613
Margin	Segment EBITDA (%)	36.52%	37.19%	22.08%	41.48%	50.84%	21.59%
	Segment Result (%)	34.50%	32.83%	15.82%	39.84%	45.47%	16.24%
Headcount	At the end of each reporting period in Nos.	2,531	258	257	2,196	220	357

EBITDA: The Un-allocable expenditure (Net of Un-allocable income) of INR 3,008 Lakh in 9M FY25 (9M FY24 INR 2,562 Lakh) is not identifiable to any of the reportable segments.

Result: The Un-allocable expenditure & Finance cost (Net of Un-allocable income) of INR 2,665 Lakh in 9M FY25 (9M FY24 INR 1,727 Lakh) is not identifiable to any of the reportable segments.

Diversification furthered and DSO optimized

Metrics		9M FY25	9M FY24
Geographic Concentration	North America	45%	55%
	UK/Europe	28%	37%
	Rest of the World	27%	8%
Debtors	DSO (Days)	51	65
Client Concentration	No. of Clients billed	698	631
	Top 5 contribution	34%	35%
	Top 10 contribution	48%	48%
	Top 15 contribution	57%	56%

* Clients billed : Excluding B2C Customers

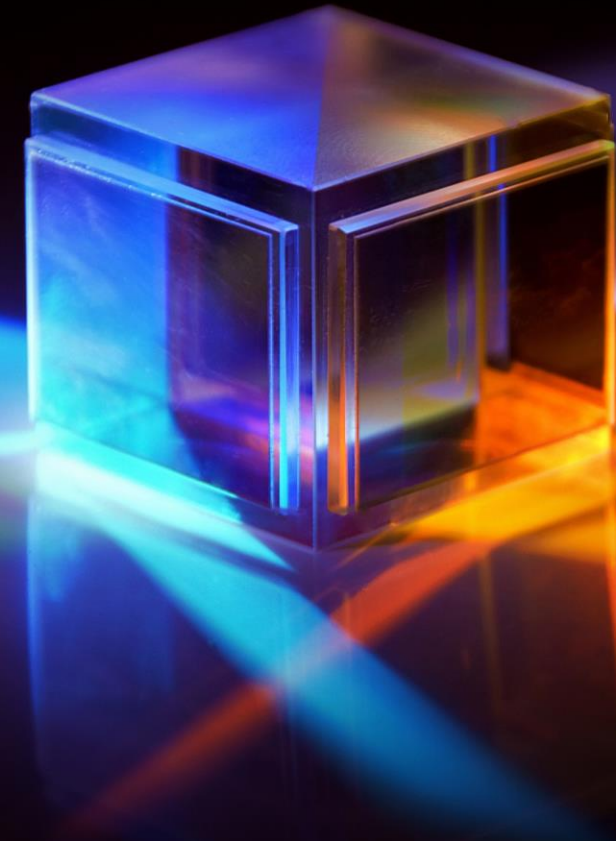


Corporate Social Responsibility

Corporate Social Responsibility Update

Total CSR Spending at a consolidated level is INR 66 Lakh for Q3 FY25 and INR 198 Lakh for 9M FY25

- **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

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