

MPS

CEO Presentation

Platforms and services for content creation, production,
and distribution

47^h Annual General Meeting
Chennai, India
July 19, 2017

1. Who we are today...
2. Understanding the Business Segments
3. Growing the Platforms Business
4. The Road Ahead

Who we are today...

- 47-year service history as Macmillan's back-office has allowed MPS to build unique capabilities and talents through strategic outsourcing programs that are not typically outsourced to an outside supplier
- We are a global partner to world's leading publishers, enterprises, and platforms including Elsevier, Springer, McGraw-Hill, Cengage Learning, Nike, Draeger, EMC, TAG, Comcast, ABB, Amazon, Google, Apple, and Vital Source
- 2,600+ associates across five facilities in India and five offices in the US
- Platform business are the fastest growing business areas



Understanding the Business Segments

Platform Solutions

- DigiCore - smart, cloud-based digital publishing platform
- MPSTrak - workflow management solution
- DigiEdit - online authoring and editing
- DigiComp - automated composition
- THINK Suite - Unified Digital Ecosystem for content delivery, order management, and usage analytics. Integration of MPS platforms (ScholarStor, MPSInsight) with THINK.
- Mag+ - mobile publishing platform

Content Solutions

- Content creation and development
- Content production for print and digital
- Digital Transformation
- Digital Enhancement
- Creative Studio and New Media
- Fulfillment Solutions

Digital Publishing Platform Market

- Digital publishing has been in existence for some time. However, as new ways of leveraging the technology outside regular print and publishing services emerges, the rate of adaptation in other areas increases
- Research conducted by InfoTrends suggest that more than 90% of all enterprises are moving toward electronic documentation. These includes digital publications such as annual reports, brochures and other corporate documentation - spurring investments in the sector
- As a result InfoTrends estimates that the digital publishing platform market will grow by a 26% CAGR over the next five years, crossing USD 900 million in 2019

MPS Investments in the Platform Business

- Product function enhanced in Noida, India
- Business Development engine being developed in New York and Noida
- Best-in class hiring for engineering teams
- Partnerships with resellers and alliances with peers
- Integration between platforms and other leading systems

- Scale platform solutions business across markets through SaaS and tech services revenue; and contribute toward content solutions revenue.
- Secure growth in content solutions business through smart engineering, creative product development, and best-in-class delivery.
- Drive efficiencies in content solutions business through automation, continuous improvement, and transitions to Dehradun.
- Leverage on US presence to identify new business segments, platform offerings, and areas of outsourcing.
- Acquisitions of profitable companies in growth markets, balancing ROIC and growth to drive value-creation.

Thank You