



BSE: 533121 | NSE: THINKSOFT | Bloomberg: TGSL:IN | Reuters: THIN.BO

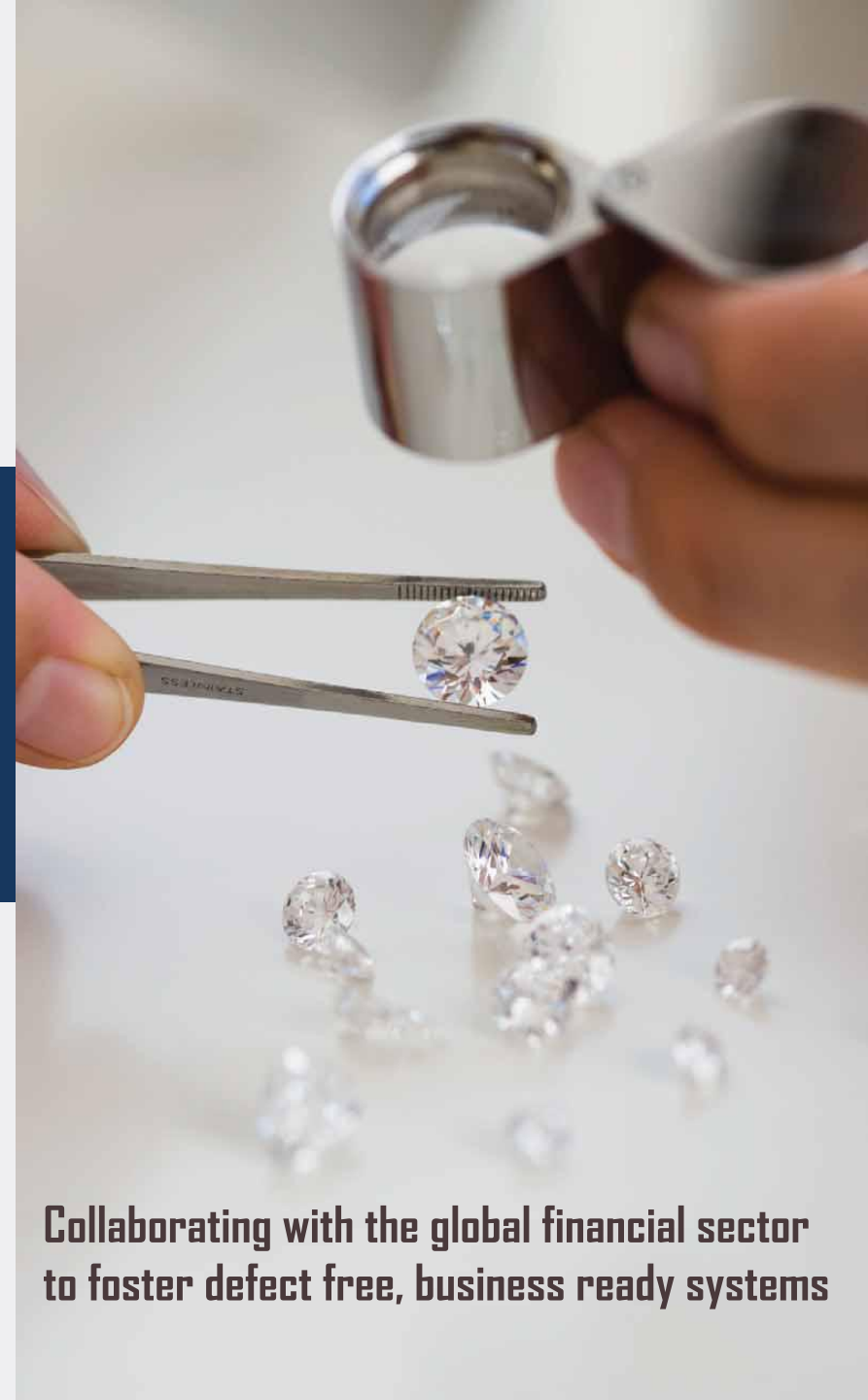
Thinksoft Global Services Ltd.

Earnings Presentation

Q1 FY 2012

EXPERTISE

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Highlights

- Consolidated Revenues stood at Rs 281 mn; increase of 32% Q-on-Q and increase of 43% Y-on-Y
- Consolidated Net Profit for the quarter stands at Rs 18.2 mn, with an increase of 584% Q-on-Q and an increase of 146% Y-on-Y
- EBITDA Margin stood at 10.3% as against 2.6% in Q1 FY11 – an increase of 770bps
- Basic EPS for the quarter stood at Rs 1.81 with 596% increase Q-on-Q and 145% jump Y-on-Y

Consolidated Quarter Summary

| Particulars | Metrics | Q1 FY 12 | Q4 FY 11 | QoQ Growth (%) | Q1 FY 11 | YoY Growth (%) |
|-------------|-----------------------|----------|----------|----------------|----------|----------------|
| | | | | | | |
| Revenue | Total Revenue (INR M) | 288.3 | 224.2 | 29% | 209.7 | 37% |
| | Net Revenue (INR M) | 281.6 | 213.2 | 32% | 197.6 | 43% |
| | | | | | | |
| Profit | EBITDA (INR M) | 28.9 | 0.7 | 3805% | 5.1 | 469% |
| | PBT (INR M) | 26.6 | 4.9 | 445% | 11.7 | 128% |
| | PAT (INR M) | 18.3 | 2.7 | 584% | 7.4 | 146% |
| | | | | | | |
| Margin | EBITDA (%) | 10.3% | 0.3% | | 2.6% | |
| | PBT (%) | 9.2% | 2.2% | | 5.6% | |
| | PAT (%) | 6.3% | 1.2% | | 3.5% | |
| | | | | | | |
| EPS | Basic (Rs.) | 1.81 | 0.26 | 596% | 0.74 | 145% |
| | Diluted (Rs.) | 1.81 | 0.26 | 596% | 0.74 | 145% |

Operating Metrics

| Revenue | Q1 FY 12 | Q4 FY 11 | Q1 FY 11 |
|----------------------------|----------|----------|----------|
| By Geography | | | |
| Domestic | 7.7% | 7.8% | 6.9% |
| International | 92.3% | 92.2% | 93.1% |
| | | | |
| By Region | | | |
| North America | 19.3% | 17.7% | 15.0% |
| Europe | 45.4% | 51.8% | 50.3% |
| Asia | 35.3% | 30.5% | 34.7% |
| | | | |
| By Practice | | | |
| Banking | 35.1% | 26.9% | 24.6% |
| Capital Markets & Treasury | 18.8% | 16.5% | 16.5% |
| Cards & Payments | 40.2% | 48.5% | 51.1% |
| Insurance | 5.9% | 8.1% | 7.7% |

Operating Metrics

| Client Details | Q1 FY 12 | Q4 FY 11 | Q1 FY 11 |
|---------------------------------------|-----------------|-----------------|-----------------|
| Opening No. of Clients | 34 | 35 | 38 |
| Clients Added in Quarter | 5 | 5 | 5 |
| Clients Dropped in Quarter | 2 | 6 | 7 |
| Active Clients | 37 | 34 | 36 |
| | | | |
| Customer Profile (12m Rolling) | Q1 FY 12 | Q4 FY 11 | Q1 FY 11 |
| Revenue 0.5 to 1 Mn \$ | 4 | 4 | 7 |
| Revenue 1 to 5 Mn \$ | 8 | 7 | 5 |
| | | | |
| Particulars | Q1 FY 12 | Q4 FY 11 | Q1 FY 11 |
| Debtors Days | 87 | 101 | 87 |
| | | | |
| Employee Details | Q1 FY 12 | Q4 FY 11 | Q1 FY 11 |
| Opening Number | 661 | 617 | 499 |
| Employee Added | 80 | 74 | 80 |
| Attrition | 39 | 30 | 39 |
| Closing No. | 702 | 661 | 540 |
| | | | |
| Blended Utilization | 73.2% | 61.6% | 76.0% |

For more information, please contact:

Vaidyanathan N

Thinksoft Global Services

vaidyanathan.n@thinksoftglobal.com

Diwakar Pingle

Christensen IR

dpingle@christensenir.com

India Chennai

Registered Office/ Mailing address

Thinksoft Global Services Limited

Type II, UNIT-5, Dr. Vikram Sarabhai Instronics Estate,

Thiruvanmiyur,

Chennai - 600 041.

Tel : +91 44 4392 3200

Fax : +91 44 4392 3258