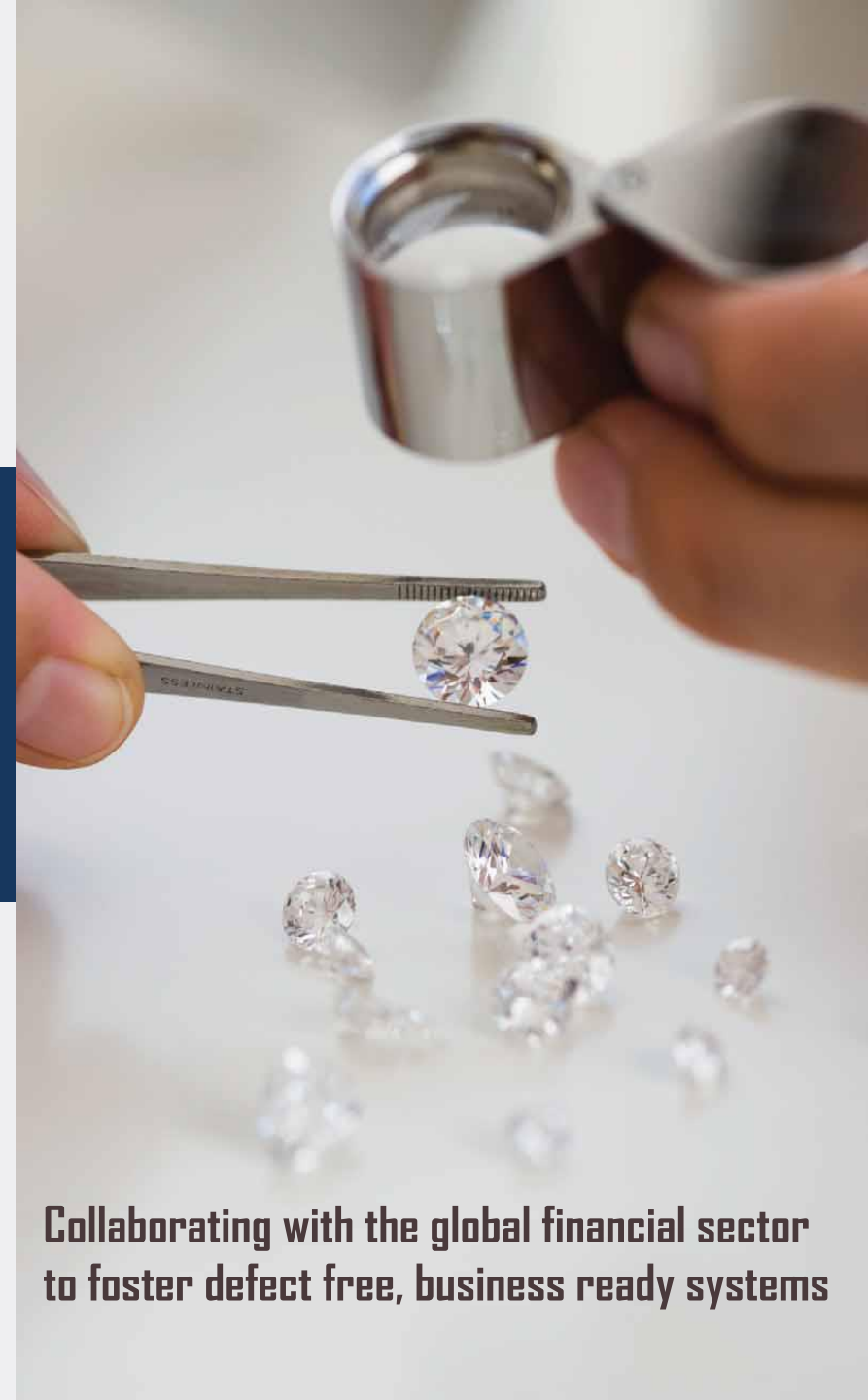


Thinksoft Global Services Ltd.

Earnings Presentation

Q1 FY 2014

EXPERTISE



**Collaborating with the global financial sector
to foster defect free, business ready systems**

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Particulars

- Performance Review
- Consolidated Financial Summary
- Operating Metrics
- Consolidated Quarterly P & L

Consolidated Q-o-Q Review

- Operating revenue was Rs 43.0 crore during the quarter under review as compared to Rs 37.4 crore during the sequential previous quarter reflecting an increase of 15% in rupee terms and in USD by 7% to \$ 7.46 Mn.
- Total income was Rs 49.0 crore during the quarter under review as compared to Rs 37.7 crore during the sequential previous quarter, an increase of 30% and in USD by 22% to \$ 8.53 Mn.
- The Company reported EBITDA of Rs 10.4 crore as compared to Rs 4.8 crore during the sequential previous quarter.
- EBITDA Margin stood at 24.0% for Q1FY14 as against 12.9% in Q4FY13; up 1112bps.
- Net profit stood at Rs 10.3 crore during the quarter under review as compared to Rs 2.2 crore during the sequential previous quarter, an increase of 366%.
- Basic EPS stood at Rs 10.12, increase of 364% on sequential basis.

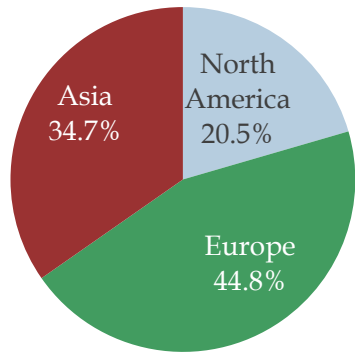
Consolidated Financial Summary

Particulars	Metrics	30-Jun-13 Q1 FY14	31-Mar-13 Q4 FY13	QoQ Growth	30-Jun-12 Q1 FY13	YoY Growth
Revenue	Total Revenue (INR M)	489.8	376.9	30%	450.7	9%
	Net Revenue (INR M)	430.4	374.3	15%	412.1	4%
Profit	EBITDA (INR M)	103.5	48.4	114%	77.1	34%
	PBT (INR M)	143.3	27.8	416%	106.0	35%
	PAT (INR M)	102.5	22.0	366%	74.4	38%
Margin	EBITDA	24.0%	12.9%		18.7%	
	PBT	29.2%	7.4%		23.5%	
	PAT	20.9%	5.8%		16.5%	
EPS	Basic (Rs.)	10.1	2.2	364%	7.4	37%
	Diluted (Rs.)	10.0	2.2	365%	7.4	36%
ShareHolding	Promoters (%)	53.8%	53.8%		54.1%	
	Public (%)	46.2%	46.2%		45.9%	

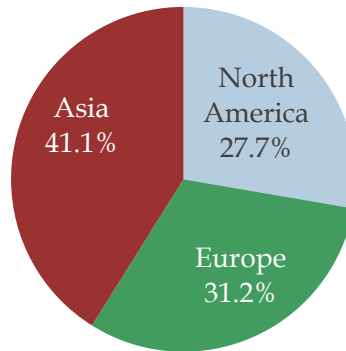
Operating Metrics

Revenue by Region

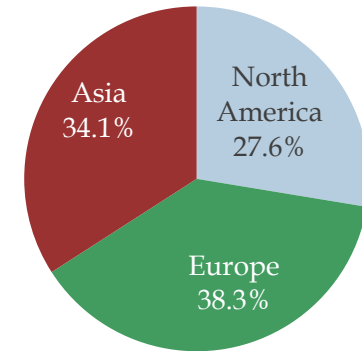
Q1 FY14



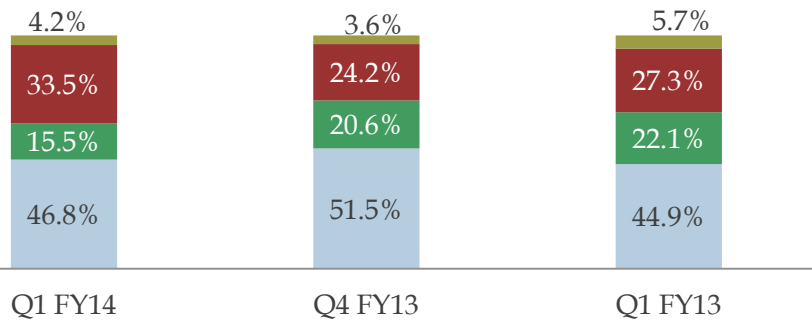
Q4 FY13



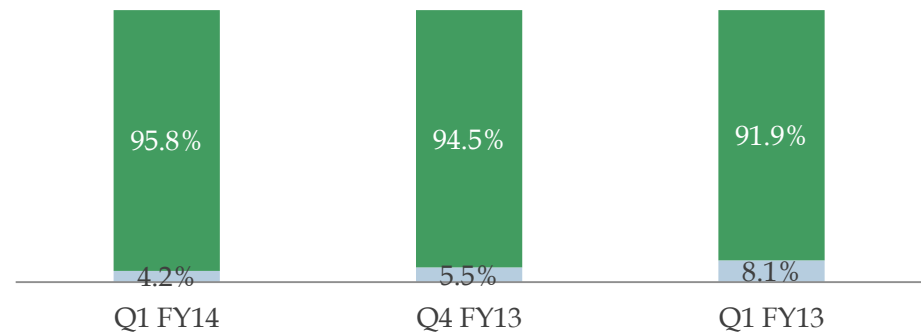
Q1 FY13



Revenue by Practice



Revenue Distribution

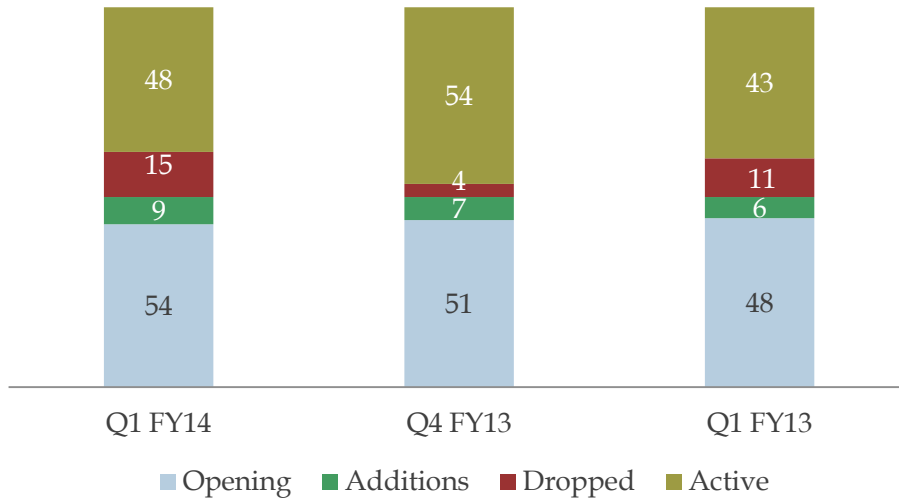


■ Banking
■ Cards & Payments
■ Capital Markets & Treasury
■ Insurance

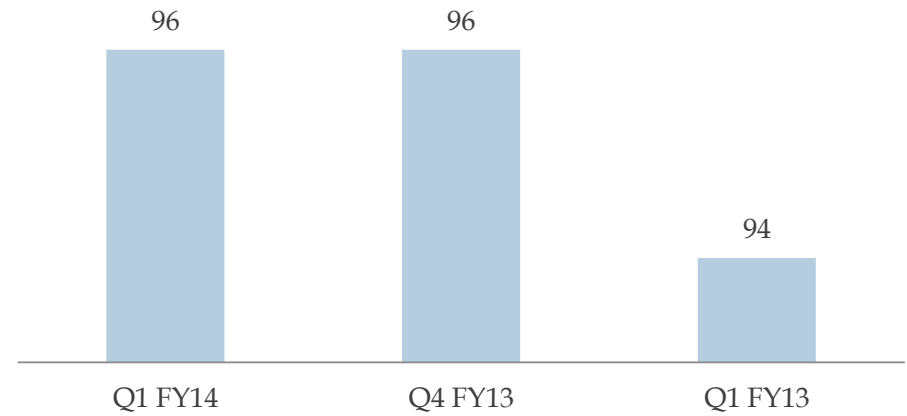
■ Domestic
■ International

Operating Metrics

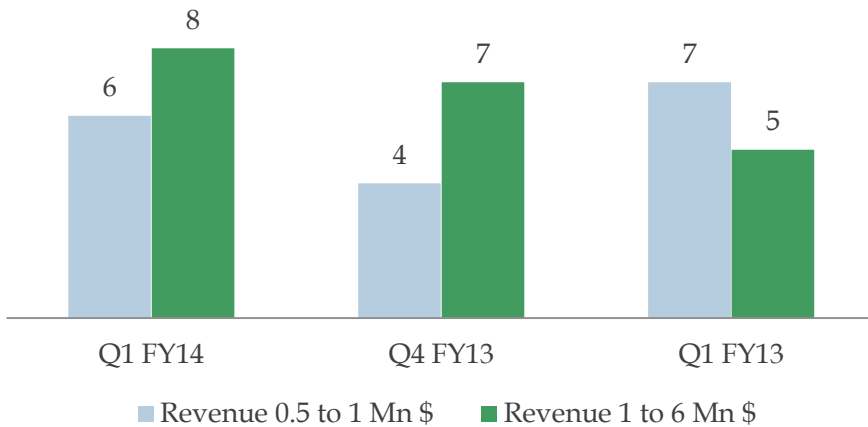
Clients Details



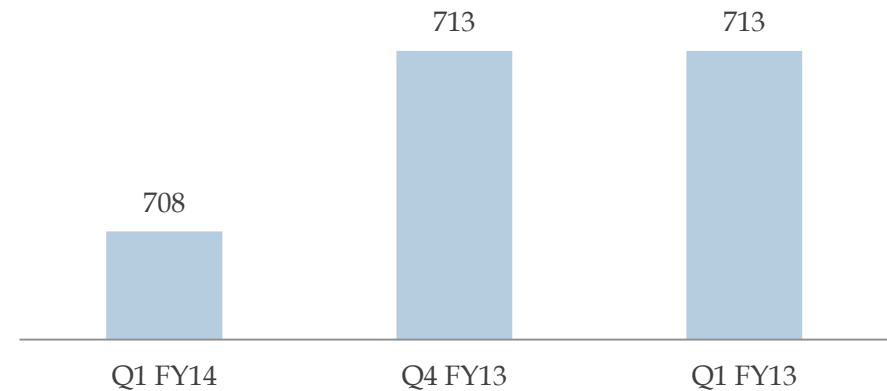
Debtors Days



Customer Profile (12m Rolling)



Employee Details



Consolidated Quarterly P & L

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Jun-13 Q1 FY14	31-Mar-13 Q4 FY13	QoQ Growth	30-Jun-12 Q1 FY13	YoY Growth
	Net Sales / Income from Operation					
1	Income	430.4	374.3	15%	412.1	4%
2	Expenditure					
(a)	Employee Cost	245.2	222.8	10%	252.7	-3%
(b)	Depreciation	14.4	17.7	-19%	9.3	55%
(c)	Other Expenditure	81.7	103.1	-21%	82.3	-1%
(d)	Total Expenditure	341.3	343.6	-1%	344.3	-1%
	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)					
3	Other Income	89.1	30.7	191%	67.8	31%
4	Profit before Interest and Exceptional Items (3+4)	59.4	2.6	2185%	38.6	54%
5	Interest	148.5	33.3	346%	106.4	40%
6	Profit after Interest but before Exceptional Items (5-6)	5.2	5.5		0.4	
7	Exceptional Items	143.3	27.8	416%	106.0	35%
8	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	-	-		-	
9	Tax Expenses	143.3	27.8	416%	106.0	35%
10	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	40.8	5.8	603%	31.6	29%
11	Extraordinary Items (net of tax expense Rs.)	102.5	22.0	366%	74.4	38%
12	Net Profit(+)/ Loss (-) for the Period (11-12)	-	-		-	
13	Paid-up Equity Share Capital of Rs10/- each	102.5	22.0	366%	74.4	38%
14	Reserves Excluding Revaluation Reserve	101.3	101.2		100.5	
15	Earnings Per Share (EPS) in Rs.	-	-		-	
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	10.12	2.18	364%	7.40	37%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	9.99	2.15	365%	7.37	36%

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