

Thinksoft Global Services Ltd.

Earnings Presentation

Q1 FY 2015

EXPERTISE



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to foster defect free, business ready systems**

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Particulars

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

Performance Review

Consolidated Q1FY15 Review

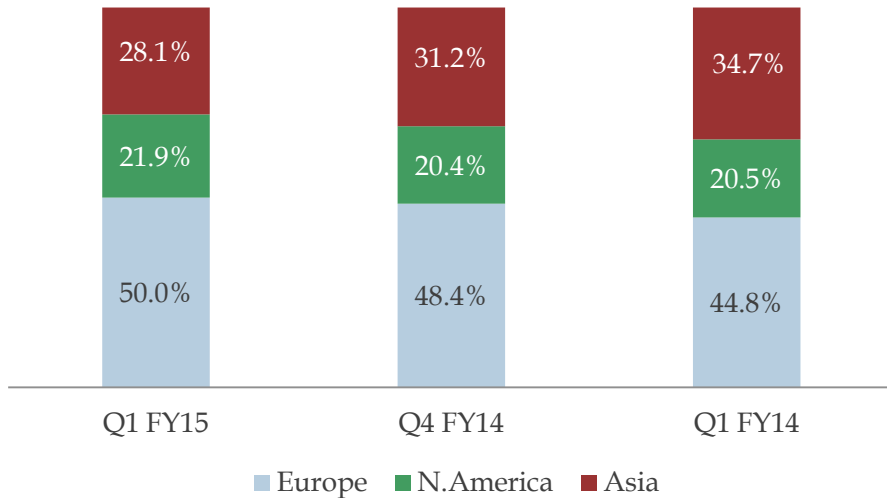
- Q1 - 15 Operating revenue was Rs 51.3 crore compared to Rs 43.0 crore during the corresponding quarter the previous year. This reflects strong demand for Thinksoft services from its client base.
- Total income was Rs 51.8 crore compared to Rs 43.4 crore during the corresponding quarter the previous year - an increase of 19%.
- The Company reported EBITDA of Rs 10.1 crore compared to Rs 10.7 crore during the corresponding quarter of previous year, reflecting investments in billable staff to prepare for growth in future quarters.
- EBITDA Margin stood at 19.7% for Q1FY15 compared to 25.0% in Q1FY14 with overheads slightly down by 0.2% to 25.1 % of revenue.
- Net profit stood at Rs 6.3 crore during the quarter under review compared to Rs 10.2 crore during the corresponding quarter of the previous year, largely due to lower exchange rate gain to 0.5 crores as compared to 5.2 crores previous year.
- Basic EPS stood at Rs 6.1 compared to Rs. 10.1 for Q1 - 14.

Consolidated Financial Summary

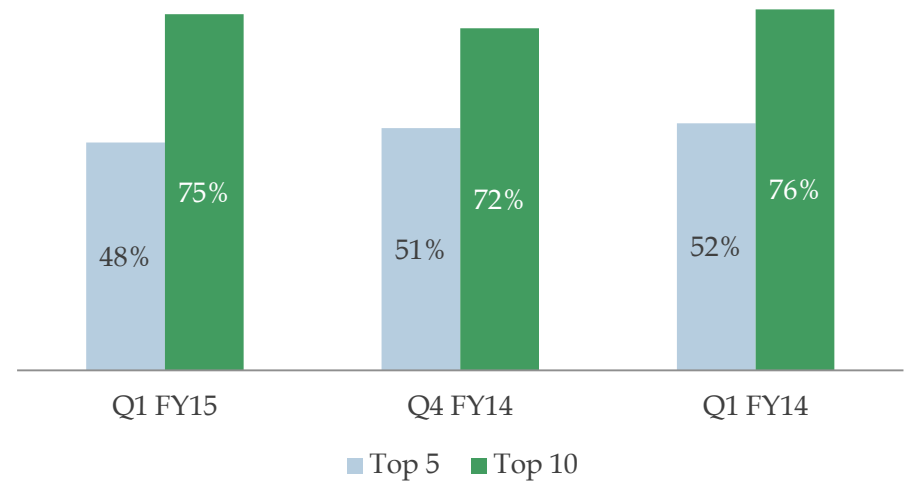
Particulars	Metrics	30-Jun-14	31-Mar-14	QoQ	30-Jun-13	YoY
		Q1 FY15	Q4 FY14	Growth	Q1 FY14	Growth
Revenue	Total Revenue (INR M)	518.0	503.9	3%	433.5	19%
	Net Revenue (INR M)	513.2	500.0	3%	430.4	19%
Profit	EBITDA (INR M)	101.0	65.1	55%	107.5	-6%
	PBT (INR M)	93.7	32.3	191%	143.3	-35%
	PAT (INR M)	62.7	22.2	183%	102.5	-39%
Margin	EBITDA	19.7%	13.0%		25.0%	
	PBT	18.1%	6.4%		33.1%	
	PAT	12.1%	4.4%		23.6%	
EPS	Basic (Rs.)	6.1	2.2	181%	10.1	-40%
	Diluted (Rs.)	5.9	2.1	182%	10.0	-41%
ShareHolding	Promoters (%)	53.2%	26.0%		53.8%	
	Public (%)	46.8%	74.0%		46.2%	

Operating Metrics

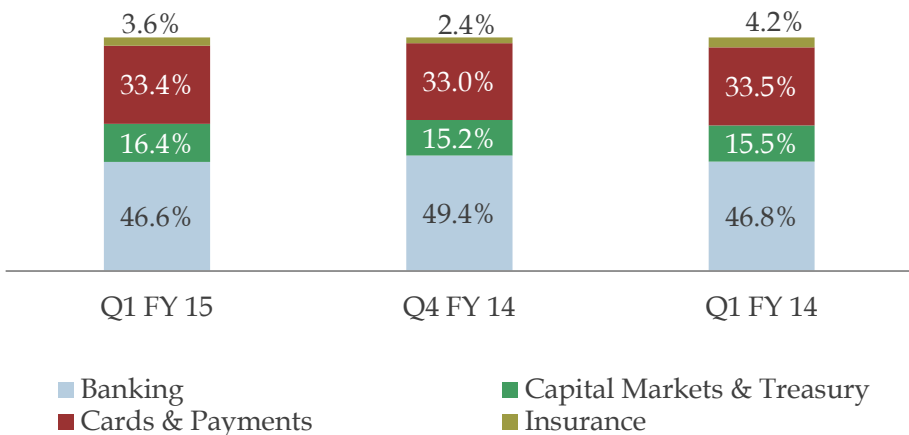
Revenue by Region



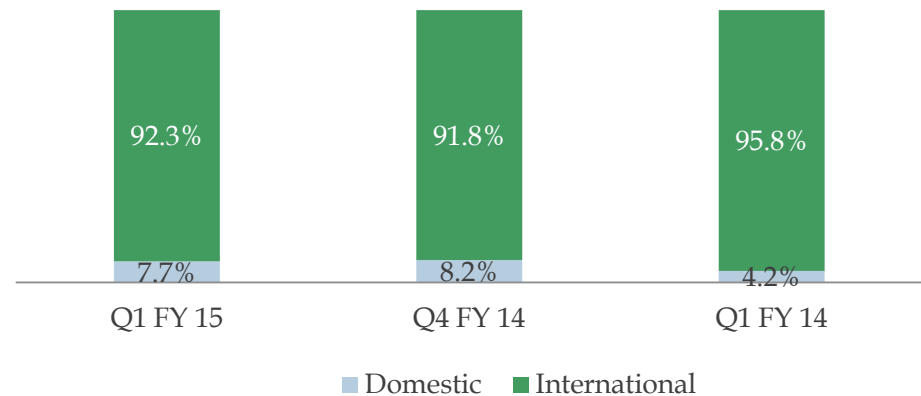
Client Concentration



Revenue by Practice

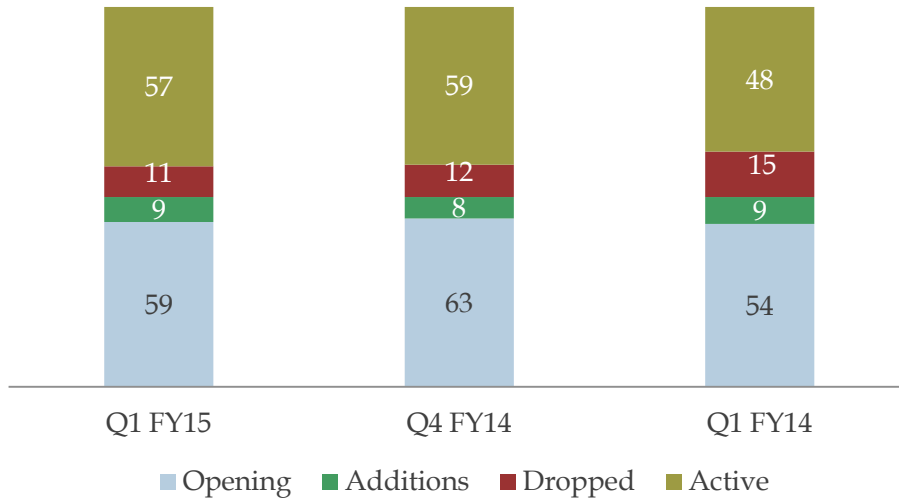


Revenue Distribution

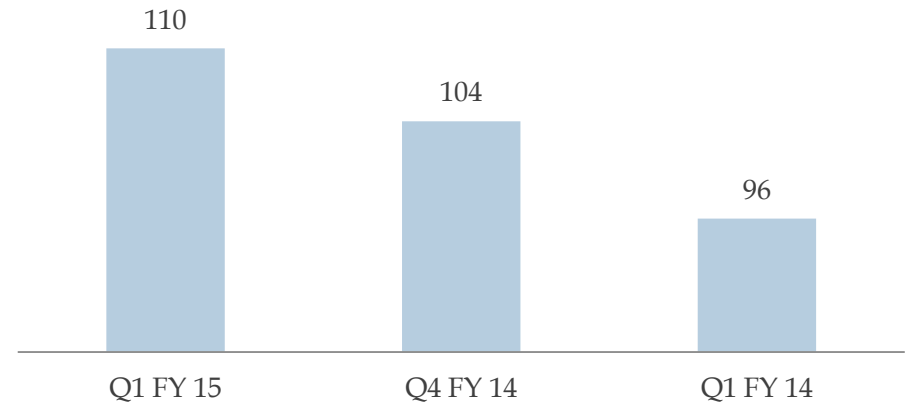


Operating Metrics

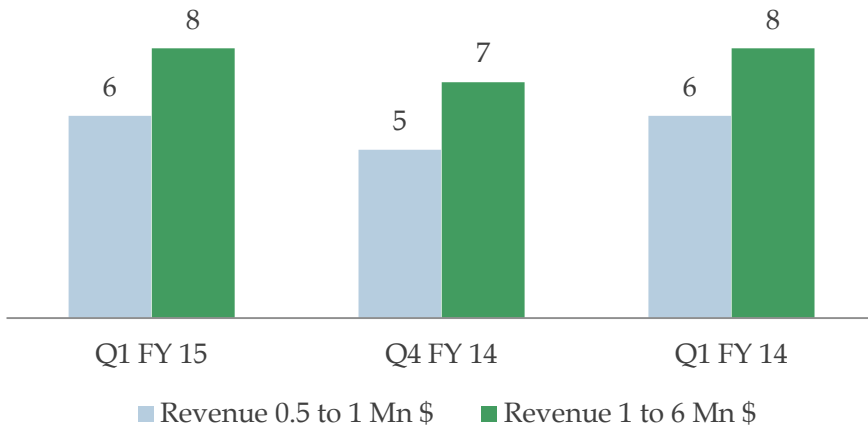
Clients Details



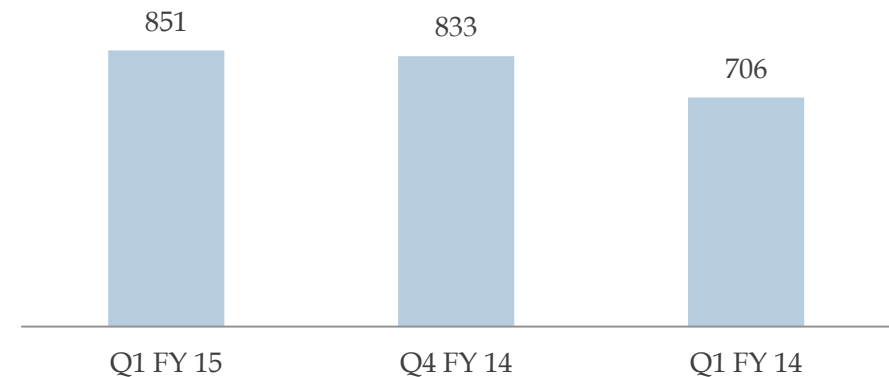
Debtors Days



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-14 Q1 FY15	31-Mar-14 Q4 FY14	QoQ Growth	30-Jun-13 Q1 FY14	YoY Growth
	Net Sales / Income from Operation					
1	Income	513.2	500.0	3%	430.4	19%
2	Expenditure					
(a)	Employee Cost	313.7	346.3	-9%	245.2	28%
(b)	Depreciation	13.3	14.6	-9%	14.4	-7%
(c)	Other Expenditure	98.4	88.6	11%	77.7	27%
(d)	Total Expenditure	425.5	449.5	-5%	337.3	26%
	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)					
3		87.7	50.5	73%	93.1	-6%
4	Other Income	4.9	3.9	25%	3.1	57%
5	Profit before Interest and Exceptional Items (3+4)	92.5	54.4	70%	96.2	-4%
6	Interest	4.4	4.8		5.2	
7	Exchange Gain/(loss)	5.7	(17.4)		52.3	
8	Profit after Interest but before Exceptional Items (5-6)	93.7	32.3	191%	143.3	-35%
8	Exceptional Items				-	
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	93.7	32.3	191%	143.3	-35%
10	Tax Expenses	31.0	10.1	207%	40.8	-24%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	62.7	22.2	183%	102.5	-39%
12	Extraordinary Items (net of tax expense Rs.)					
13	Net Profit(+)/ Loss (-) for the Period (11-12)	62.7	22.2	183%	102.5	-39%
14	Paid-up Equity Share Capital of Rs10/- each	103.1	102.7		101.3	
15	Reserves Excluding Revaluation Reserve					
16	Earnings Per Share (EPS) in Rs.					
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	6.09	2.17	181%	10.12	-40%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	5.91	2.10	182%	9.99	-41%

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