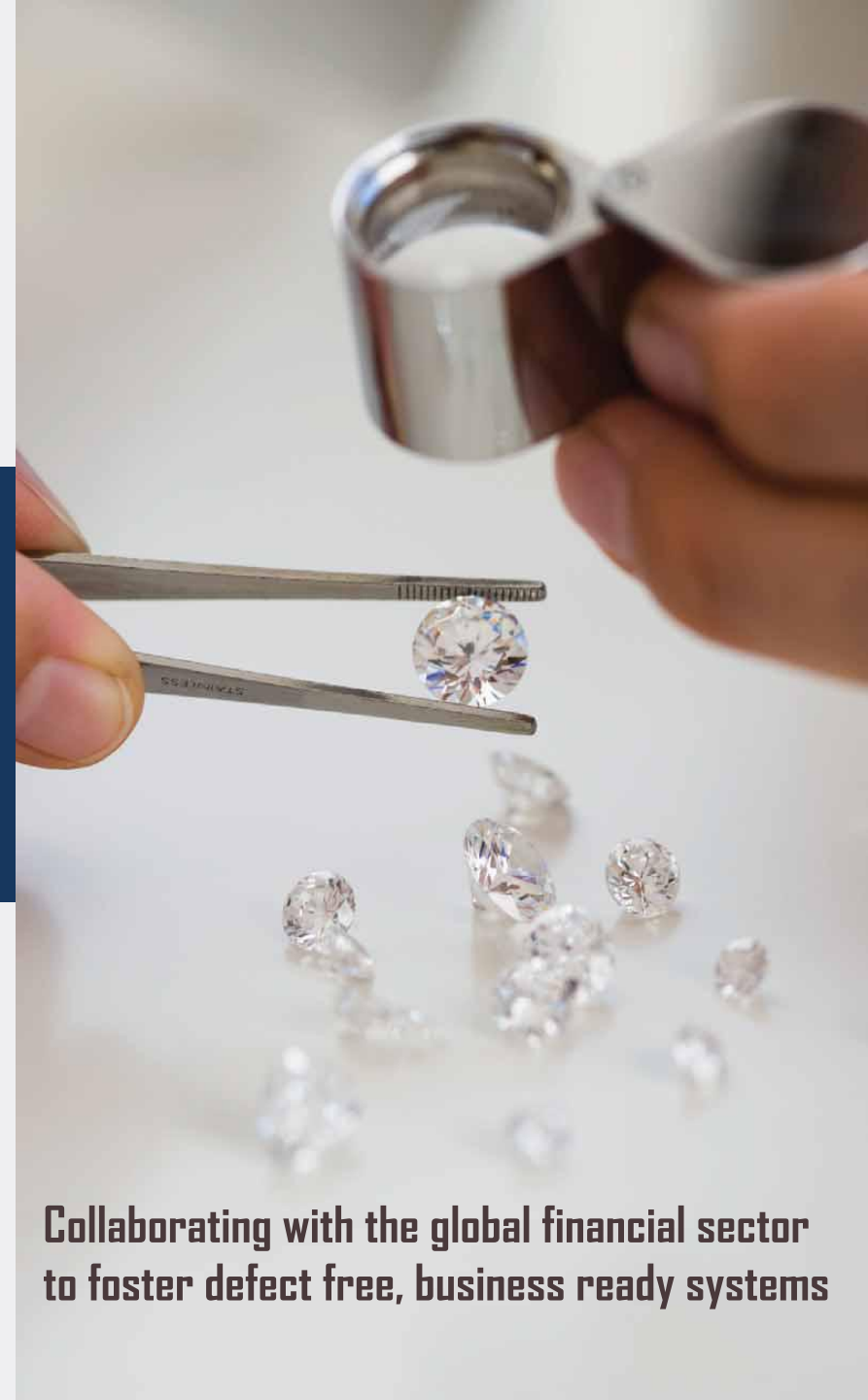


Thinksoft Global Services Ltd.

Earnings Presentation

Q2 FY 2012

EXPERTISE



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

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- Consolidated revenues stood at Rs. 299.6 mn; up by 6.4% QoQ and 40.3% YoY
- EBIDTA Margin stood at 11.0% as against 10.3% in Q1FY12 - an increase of 70 bps
- Consolidated Net Profit for the quarter stands at Rs 39.6 mn, with an increase of 117.1% QoQ and an increase of 4924% YoY
- Basic EPS for the quarter stood at Rs 3.94 with 118% increase QoQ and 4924% jump YoY

Consolidated Quarter Summary

Particulars	Metrics	Q2 FY 12	Q1 FY 12	QoQ Growth	Q2 FY 11	YoY Growth
Revenue	Total Revenue (INR M)	333.1	288.3	16%	220.2	51%
	Net Revenue (INR M)	299.6	281.6	6%	213.6	40%
Profit	EBITDA (INR M)	32.9	28.9	14%	2.7	1141%
	PBT (INR M)	57.1	26.6	115%	1.3	4203%
	PAT (INR M)	39.6	18.3	117%	0.8	4924%
Margin	EBITDA	11.0%	10.3%		1.2%	
	PBT	17.1%	9.2%		0.6%	
	PAT	11.9%	6.3%		0.4%	
EPS	Basic (Rs.)	3.94	1.81	118%	0.08	4924%
	Diluted (Rs.)	3.94	1.81	118%	0.08	4924%

Operating Metrics

Revenue	Q2 FY 12	Q1 FY 12	Q2 FY 11
By Geography			
Domestic	7.5%	7.7%	4.9%
International	92.5%	92.3%	95.1%
By Regional			
North America	21.8%	19.3%	13.9%
Europe	47.8%	45.4%	56.1%
Asia	30.4%	35.3%	30.0%
By Practice			
Banking	33.6%	35.1%	24.6%
Capital Markets & Treasury	19.3%	18.8%	14.3%
Cards & Payments	42.9%	40.2%	53.8%
Insurance	4.2%	5.9%	7.4%

Operating Metrics

Client Details	Q2 FY 12	Q1 FY 12	Q2 FY 11
Opening No. of Clients	37	34	36
Clients Added in Quarter	7	5	3
Clients Dropped in Quarter	5	2	4
Active Clients	39	37	35
Customer Profile (12m Rolling)	Q2 FY 12	Q1 FY 12	Q2 FY 11
Revenue 0.5 to 1 Mn \$	4	4	8
Revenue 1 to 5 Mn \$	8	8	4
Particulars	Q2 FY 12	Q1 FY 12	Q2 FY 11
Debtors Days	90	87	106
Employee Details	Q2 FY 12	Q1 FY 12	Q2 FY 11
Opening Number	702	661	540
Employee Added	88	80	78
Attrition	37	39	64
Closing No.	753	702	554
Blended Utilization	68.9%	73.2%	70.7%

Quarterly P & L A/C

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended	30-Sep-11	30-Jun-11	QoQ Growth	30-Sep-10	YoY Growth
	(All figures in INR Million except EPS)	Q2 12	Q1 12		Q2 11	
	Net Sales / Income from Operation					
1	Income	299.59	281.65	6.4%	213.58	40.3%
2	Expenditure					
(a)	Employee Cost	193.16	172.61	11.9%	148.00	30.5%
(b)	Depreciation	9.31	8.75	6.4%	7.95	17.2%
(c)	Other Expenditure	73.54	80.14	-8.2%	62.93	16.9%
(d)	Total Expenditure	276.01	261.50	5.5%	218.88	26.1%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	23.58	20.15	17.0%	(5.29)	-545.3%
4	Other Income	33.52	6.61	407.4%	6.62	406.2%
5	Profit before Interest and Exceptional Items (3+4)	57.10	26.75	113.4%	1.33	4202.8%
6	Interest	-	0.20		-	
7	Profit after Interest but before Exceptional Items (5-6)	57.10	26.56	115.0%	1.33	4202.8%
8	Exceptional Items	-	-		-	
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	57.10	26.56	115.0%	1.33	4202.8%
10	Tax Expenses	17.46	8.30	110.4%	0.54	3145.5%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	39.64	18.26	117.1%	0.79	4923.7%
12	Extraordinary Items (net of tax expense Rs.)	-	-		-	
13	Net Profit(+)/ Loss (-) for the Period (11-12)	39.64	18.26	117.1%	0.79	4923.7%
14	Paid-up Equity Share Capital of Rs10/- each	100.50	100.50		100.50	
15	Reserves Excluding Revaluation Reserve	-	-		-	
16	Earnings Per Share (EPS) in Rs.					
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	3.94	1.81	117.9%	0.08	4924.2%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	3.94	1.81	117.9%	0.08	4924.2%

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