

Thinksoft Global Services Ltd.

Earnings Presentation

Q2 FY 2013

EXPERTISE



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to foster defect free, business ready systems**

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Consolidated Y-on-Y Half-Yearly Review

- Consolidated revenues stood at Rs 82.4 crore, an increase of 41.8 %.
- Consolidated Net Profit was at Rs 11.3 crore; an increase of 94.3% YoY.
- EBIDTA Margin stood at 20.4%, as against 10.7% for the same period last year.
- Basic EPS stood at Rs 11.2, increase of 94.3 % over the same period last year.

Consolidated Y-o-Y Quarterly Review

- Consolidated net revenues stood at Rs 41.2 crore up 37.5%
- Consolidated Net Profit for the quarter stands at Rs 3.8 crore down 4%.
- EBIDTA Margin stood at 13.9% as against 11.0% in Q2FY12.
- Basic EPS for the quarter stood at Rs 3.8.

Consolidated Quarter Summary

Particulars	Metrics	30-Sep-12	30-Jun-12	QoQ	30-Sep-11	YoY	30-Sep-12	30-Sep-11	YoY
		Q2 FY13	Q1 FY13	Growth	Q2 FY12	Growth	6m FY13	6m FY12	Growth
Revenue	Total Revenue (INR M)	414.5	450.7	-8%	333.1	24%	831.4	621.3	34%
	Net Revenue (INR M)	412.0	412.1	0%	299.6	38%	824.1	581.2	42%
Profit	EBITDA (INR M)	57.3	77.1	-26%	32.9	74%	168.2	61.9	172%
	PBT (INR M)	46.5	106.0	-56%	57.1	-19%	152.5	83.7	82%
	PAT (INR M)	38.1	74.4	-49%	39.7	-4%	112.5	57.9	94%
Margin	EBITDA	13.9%	18.7%		11.0%		20.4%	10.7%	
	PBT	11.2%	23.5%		17.1%		18.3%	13.5%	
	PAT	9.2%	16.5%		11.9%		13.5%	9.3%	
EPS	Basic (Rs.)	3.8	7.4	-49%	3.9	-4%	11.2	5.8	94%
	Diluted (Rs.)	3.7	7.4	-49%	3.9	-5%	11.0	5.8	92%

Operating Metrics

Revenue	Q2 FY 13	Q1 FY 13	Q2 FY 12
By Geography			
Domestic	7.3%	8.1%	7.5%
International	92.7%	91.9%	92.5%
By Regional			
North America	28.2%	27.6%	21.8%
Europe	36.0%	38.3%	47.8%
Asia	35.8%	34.1%	30.4%
By Practice			
Banking	46.7%	44.9%	33.6%
Capital Markets & Treasury	20.6%	22.1%	19.3%
Cards & Payments	25.6%	27.3%	42.9%
Insurance	7.1%	5.7%	4.2%

Operating Metrics

Client Details	Q2 FY 13	Q1 FY 13	Q2 FY 12
Opening No. of Clients	43	48	37
Clients Added in Quarter	4	6	7
Clients Dropped in Quarter	0	11	5
Active Clients	47	43	39

Customer Profile (12m Rolling)	Q2 FY 13	Q1 FY 13	Q2 FY 12
Revenue 0.5 to 1 Mn \$	6	7	4
Revenue 1 to 5 Mn \$	6	5	8

Particulars	Q2 FY 13	Q1 FY 13	Q2 FY 12
Debtors Days	92	94	90

Employee Details	Q2 FY 13	Q1 FY 13	Q2 FY 12
Opening Number	713	678	702
Employee Added	19	50	88
Attrition	24	15	37
Closing No.	708	713	753
Blended Utilization	70.9%	71.2%	68.9%

Quarterly P & L

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	30-Sep-12	30-Jun-12	QoQ	30-Sep-11	YoY	30-Sep-12	30-Sep-11	YoY
		Q2 FY13	Q1 FY13	Growth	Q2 FY12	Growth	6m FY13	6m FY12	Growth
	Net Sales / Income from Operation								
1	Income	412.0	412.1	0%	299.6	38%	824.1	581.2	42%
2	Expenditure								
(a)	Employee Cost	224.0	252.7	-11%	193.2	16%	476.7	365.8	30%
(b)	Depreciation	9.2	9.3	-1%	9.3	-1%	18.5	18.1	2%
(c)	Other Expenditure	130.7	82.3	59%	73.5	78%	179.2	153.5	17%
(d)	Total Expenditure	363.9	344.3	6%	276.0	32%	674.4	537.4	25%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	48.1	67.8	-29%	23.6	-104%	149.7	43.8	242%
4	Other Income	2.5	38.6	-94%	33.5	-93%	7.3	40.1	-82%
5	Profit before Interest and Exceptional Items (3+4)	50.6	106.4	-52%	57.1	-11%	157.0	83.9	87%
6	Interest	4.1	0.4		0		4.5	0.2	
7	Profit after Interest but before Exceptional Items (5-6)	46.5	106.0	-56%	57.1	-19%	152.5	83.7	82%
8	Exceptional Items	-	-		-		-	-	
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	46.5	106.0	-56%	57.1	-19%	152.5	83.7	82%
10	Tax Expenses	8.4	31.6	-73%	17.4	-51%	40	25.8	55%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	38.1	74.4	-49%	39.7	-4%	112.5	57.9	94%
12	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
13	Net Profit(+)/ Loss (-) for the Period (11-12)	38.1	74.4	-49%	39.7	-4%	112.5	57.9	94%
14	Paid-up Equity Share Capital of Rs10/- each	100.5	100.5		100.5		100.5	100.5	
15	Reserves Excluding Revaluation Reserve								
16	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	3.8	7.4	-49%	3.9	-4%	11.19	5.76	94%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	3.7	7.4	-49%	3.9	-5%	11.04	5.76	92%

Quarterly P & L

17	Public Shareholding								
	Number of Shares	46,15,098	46,15,098		46,87,845		46,15,098	46,87,845	
	Percentage of Shareholding	45.91%	45.91%		46.64%		45.91%	46.64%	
18	Promoters and Promter Group Shareholding								
(a)	Pledged / Encumbered								
	Number of Shares								
	Percentage of Shares (as a % of the shareholding of promoter and promoter group)								
	Percentage of Shares (as a % of the share capital of the company)								
(b)	Non-encumbered								
	Number of Shares	54,36,483	54,36,483		53,63,736		54,36,483	53,63,736	
	Percentage of Shares (as a % of the shareholding of promoter and promoter group)	100.00%	100.00%		100.00%		100.00%	100.00%	
	Percentage of Shares (as a % of the share capital of the company)	54.09%	54.09%		53.36%		54.09%	53.36%	

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