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Thinksoft Global Services Ltd.

Earnings Presentation

Q3 FY 2013

EXPERTISE

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Particulars

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

Performance Review

Consolidated Q-on-Q Review

- Consolidated revenues stood at Rs 41.60 crore, an increase of 1%.
- Consolidated Net Profit was at Rs 5.99 crore; an increase of 57 % Q-on-Q.
- EBIDTA Margin stood at 17.1% as against 13.9% in Q2FY13 - an increase of 320 bps.
- Basic EPS stood at Rs 6.0, increase of 57%.

Consolidated 9m Review

- Consolidated revenues stood at Rs 124.0 crore up 41%.
- Consolidated Net Profit for the 9mFY13 stands at Rs 17.2 crore; an increase of 102% YoY.
- EBIDTA Margin stood at 19.3% in 9mFY13 as against 9.1% in 9mFY12 an increase of 1020 bps.
- Basic EPS YTD stood at Rs 17.2, increase of 102 % over the same period last year.

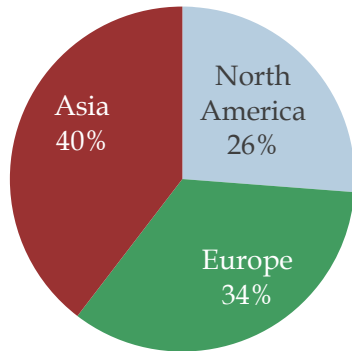
Consolidated Financial Summary

Particulars	Metrics	31-Dec-12 Q3 FY13	30-Sep-12 Q2 FY13	QoQ Growth	31-Dec-11 Q3 FY12	YoY Growth	31-Dec-12 9m FY13	31-Dec-11 9m FY12	YoY Growth
Revenue	Total Revenue (INR M)	444.4	414.5	7%	325.5	37%	1,275.8	947.0	35%
	Net Revenue (INR M)	416.0	412.0	1%	296.3	40%	1,240.1	877.6	41%
Profit	EBITDA (INR M)	71.2	57.3	24%	18.0	296%	239.4	79.9	200%
	PBT (INR M)	84.5	46.5	82%	37.4	126%	237.0	121.1	96%
	PAT (INR M)	59.9	38.1	57%	27.5	118%	172.4	85.5	102%
Margin	EBITDA	17.1%	13.9%		6.1%		19.3%	9.1%	
	PBT	19.0%	11.2%		11.5%		18.6%	12.8%	
	PAT	13.5%	9.2%		8.4%		13.5%	9.0%	
EPS	Basic (Rs.)	6.0	3.8	57%	2.7	118%	17.2	8.5	102%
	Diluted (Rs.)	5.8	3.7	56%	2.7	113%	16.8	8.5	98%
ShareHolding	Promoters (%)	54.1%	54.1%		53.7%		54.1%	53.7%	
	Public (%)	45.9%	45.9%		46.3%		45.9%	46.3%	

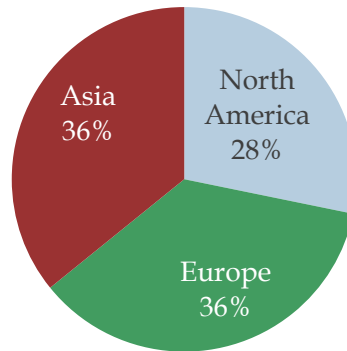
Operating Metrics

Revenue by Region

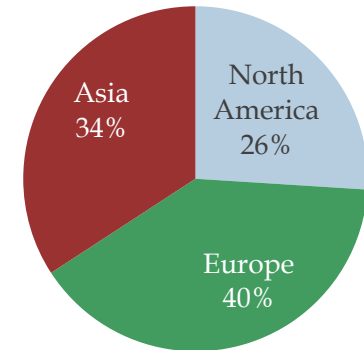
Q3 FY13



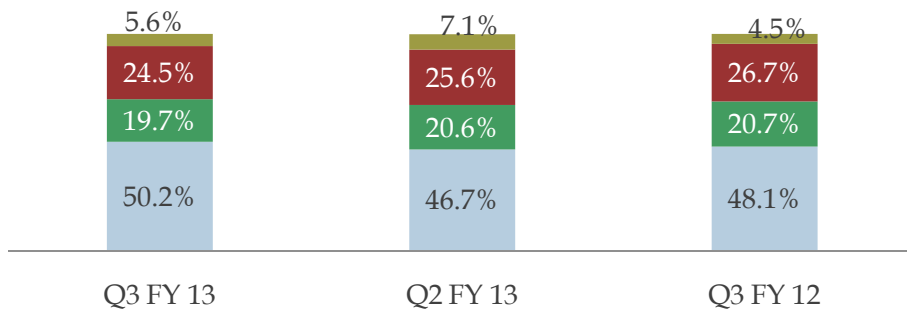
Q2 FY13



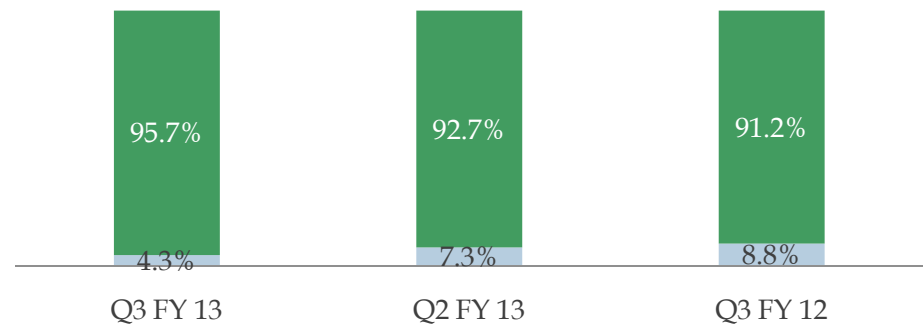
Q3 FY12



Revenue by Practice



Revenue Distribution

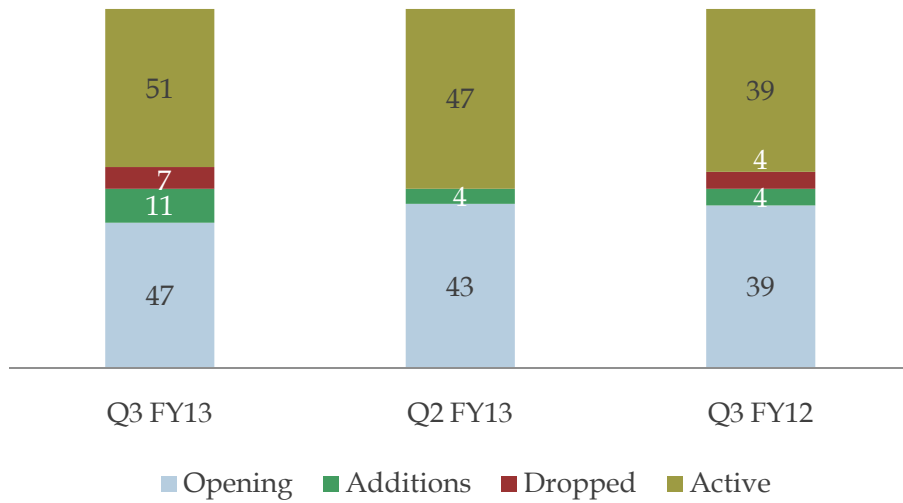


■ Banking
■ Cards & Payments
■ Capital Markets & Treasury
■ Insurance

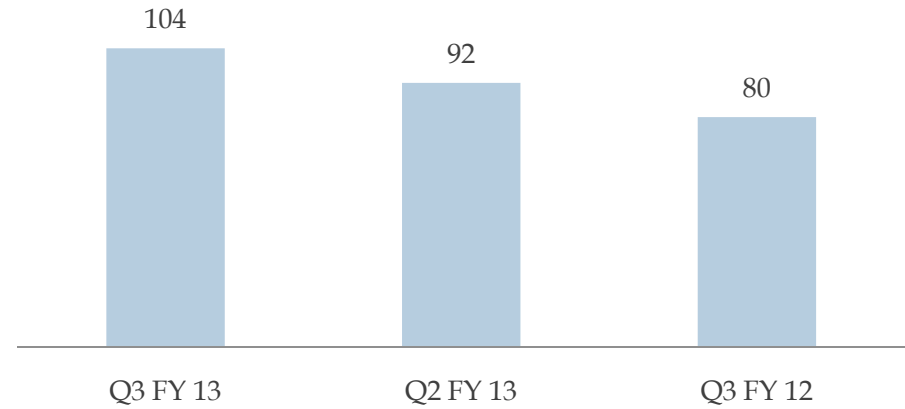
■ Domestic
■ International

Operating Metrics

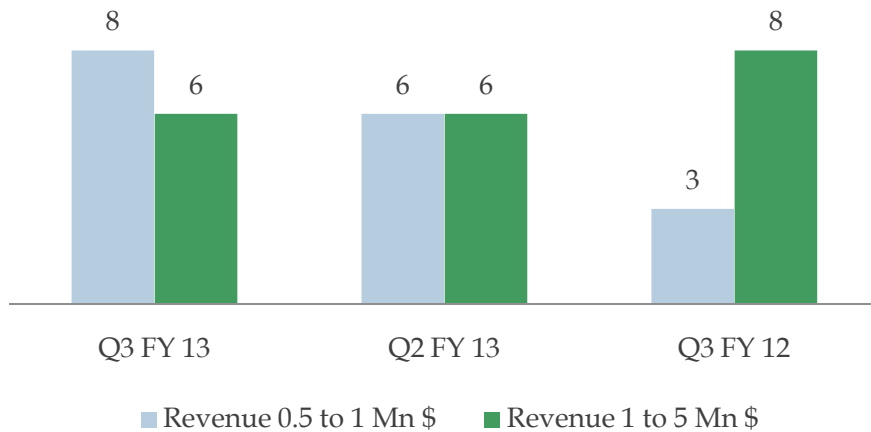
Clients Details



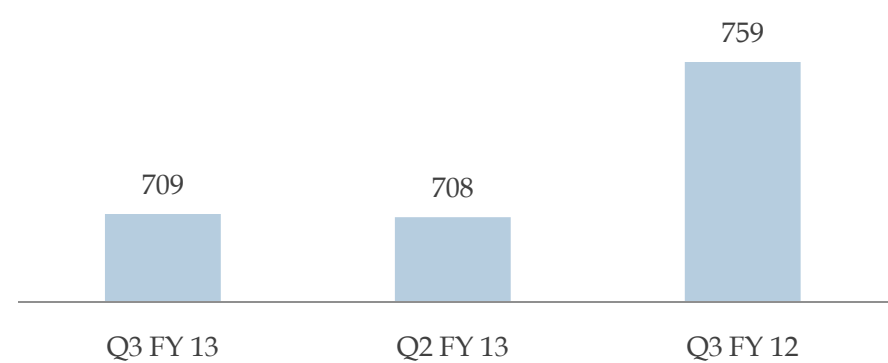
Debtors Days



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)	31-Dec-12 Q3 FY13	30-Sep-12 Q2 FY13	QoQ Growth	31-Dec-11 Q3 FY12	YoY Growth	31-Dec-12 9m FY13	31-Dec-11 9m FY12	YoY Growth
	Net Sales / Income from Operation								
1	Income	416.0	412.0	1%	296.3	40%	1,240.1	877.6	41%
2	Expenditure								
(a)	Employee Cost	246.0	224.0	10%	204.8	20%	722.7	573.2	26%
(b)	Depreciation	10.2	9.2	11%	9.8	4%	28.7	27.9	3%
(c)	Other Expenditure	98.8	130.7	-24%	73.5	34%	278.0	224.5	24%
(d)	Total Expenditure	354.9	363.9	-2%	288.1	23%	1,029.4	825.6	25%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	61.0	48.1	27%	8.2	644%	210.7	52.0	305%
4	Other Income	28.4	2.5	1036%	29.2	-3%	35.7	69.4	-49%
5	Profit before Interest and Exceptional Items (3+4)	89.4	50.6	77%	37.4	139%	246.4	121.4	103%
6	Interest	4.9	4.1		0		9.4	0.3	
7	Profit after Interest but before Exceptional Items (5-6)	84.5	46.5	82%	37.4	126%	237.0	121.1	96%
8	Exceptional Items	-	-		-		-	-	
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	84.5	46.5	82%	37.4	126%	237.0	121.1	96%
10	Tax Expenses	24.6	8.4	191%	9.9	148%	64.6	35.6	81%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	59.9	38.1	57%	27.5	118%	172.4	85.5	102%
12	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
13	Net Profit(+)/ Loss (-) for the Period (11-12)	59.9	38.1	57%	27.5	118%	172.4	85.5	102%
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)	5.96	3.79	57%	2.74	118%	17.15	8.50	102%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	5.83	3.74	56%	2.74	113%	16.79	8.50	98%

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