

Thinksoft Global Services Ltd.

Earnings Presentation

Q3 FY 2014

EXPERTISE



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

Safe Harbor

This presentation has been prepared by ThinkSoft Global solely to provide information about the Company.

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal and social conditions in India.

Please note that this presentation is based on the publicly available information on Thinksoft Global including but not limited to Company's website and Annual Reports.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount.

This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

Particulars

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

Consolidated 9m Review

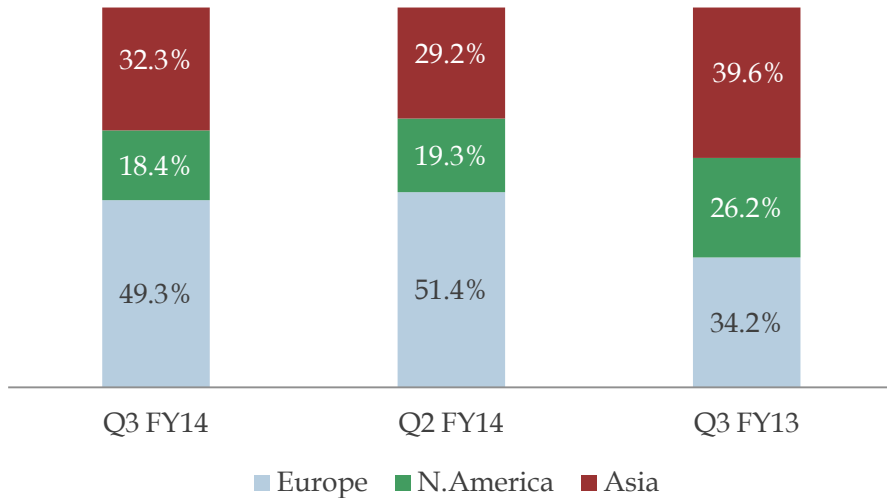
- Operating revenue was Rs. 144.4 crores during the 9m period as compared to Rs. 124.0 crores during the corresponding period of previous year reflecting an increase of 16% in rupee terms.
- Total income was Rs. 154.8 crores for the 9m period ended December 31, 2013 as compared to Rs. 127.5 crores in the corresponding period of the previous year, up by 21% in rupee terms.
- EBIDTA stood at Rs. 34.4 crores during the 9 months period as compared to Rs. 23.9 crores during the corresponding period of previous year, up by 44%.
- EBITDA Margin at 23.8% during the 9 months period as against 19.3% in 9 months ended December 31, 2012, up 450 bps.
- Net profit stood at Rs. 27.8 crores 9m ended December 31, 2013 as compared to Net profit of Rs. 17.2 crores in the corresponding period of the previous year an increase of 61% over the corresponding period previous year.
- Basic EPS stood at Rs. 27.4, increase of 60% over the same period last year.

Consolidated Financial Summary

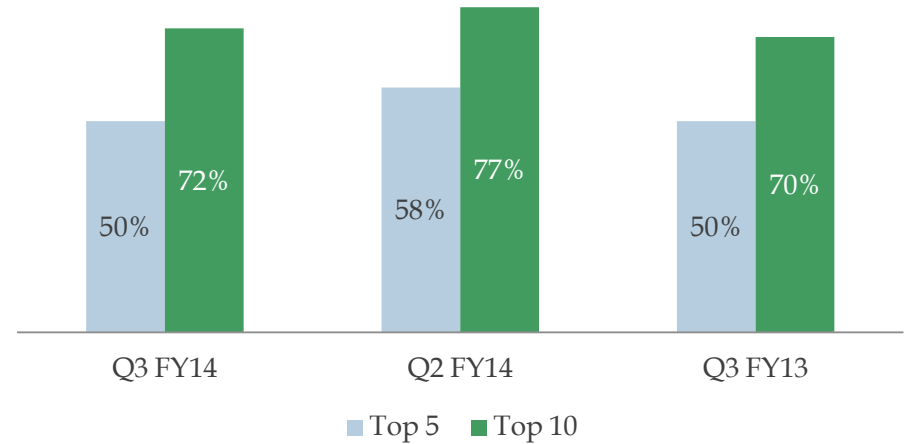
Particulars	Metrics	31-Dec-13	30-Sep-13	QoQ	31-Dec-12	YoY	31-Dec-13	31-Dec-12	YoY
		Q3 FY14	Q2 FY14	Growth	Q3 FY13	Growth	9m FY14	9m FY13	Growth
Revenue	Total Revenue (INR M)	515.9	554.4	-7%	444.4	16%	1,547.8	1,275.8	21%
	Net Revenue (INR M)	509.7	504.3	1%	416.0	23%	1,444.4	1,240.1	16%
Profit	EBITDA (INR M)	111.2	116.7	-5%	71.2	56%	343.9	239.4	44%
	PBT (INR M)	98.8	147.8	-33%	84.5	17%	390.0	237.0	65%
	PAT (INR M)	70.1	105.5	-34%	59.9	17%	278.2	172.4	61%
Margin	EBITDA	21.8%	23.1%		17.1%		23.8%	19.3%	
	PBT	19.2%	26.7%		19.0%		25.2%	18.6%	
	PAT	13.6%	19.0%		13.5%		18.0%	13.5%	
EPS	Basic (Rs.)	6.90	10.4	-34%	6.0	16%	27.4	17.2	60%
	Diluted (Rs.)	6.72	10.3	-35%	5.8	15%	26.7	16.8	59%
ShareHolding	Promoters (%)	26.0%	53.7%		54.1%		26.0%	54.1%	
	Public (%)	74.0%	46.3%		45.9%		74.0%	45.9%	

Operating Metrics

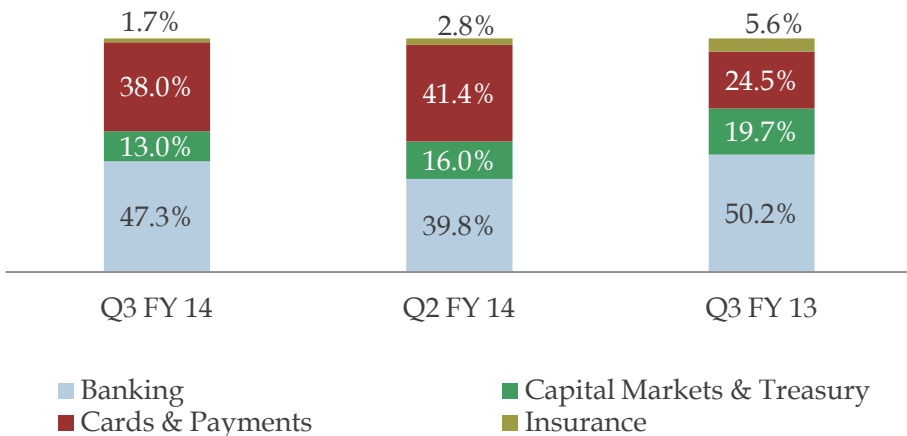
Revenue by Region



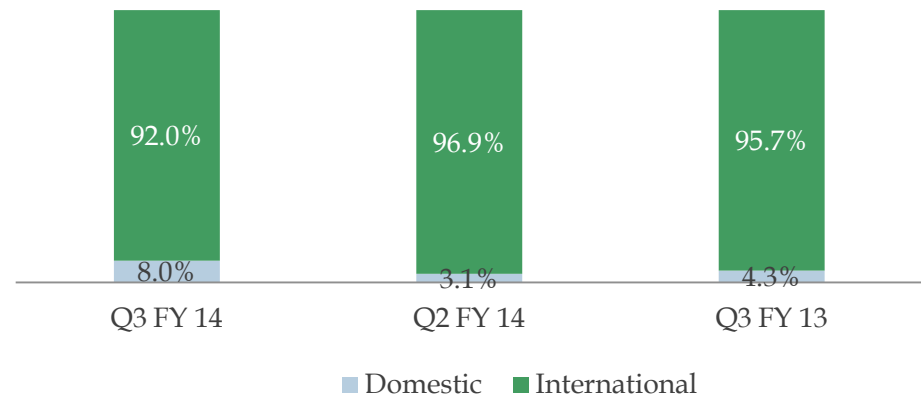
Client Concentration



Revenue by Practice

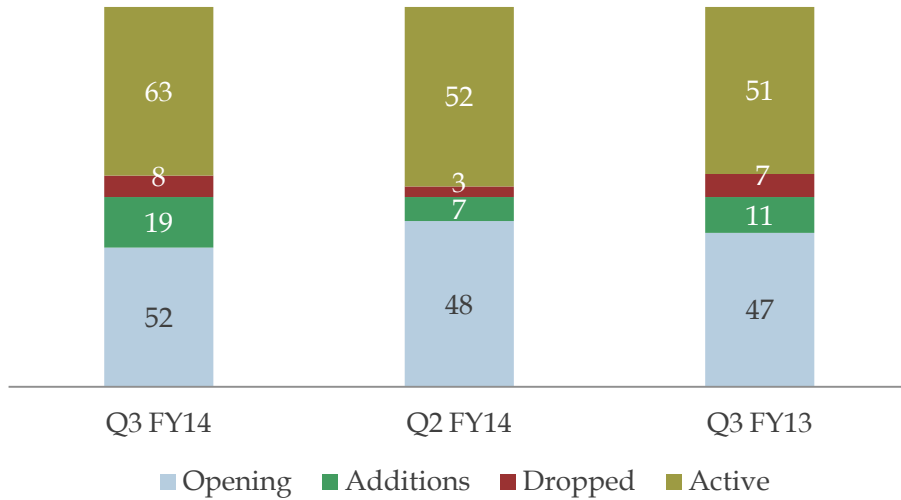


Revenue Distribution

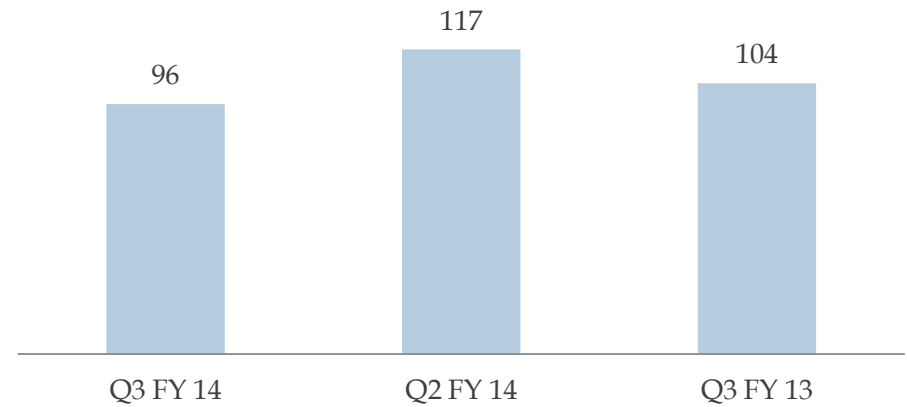


Operating Metrics

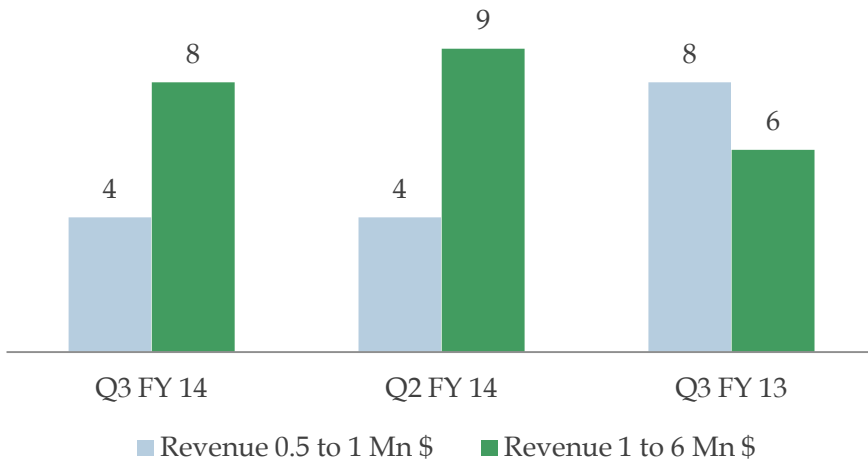
Clients Details



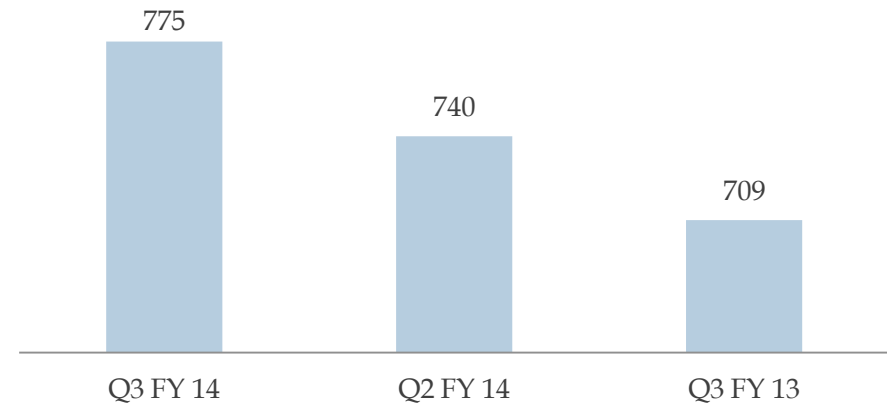
Debtors Days



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)	31-Dec-13	30-Sep-13	QoQ	31-Dec-12	YoY	31-Dec-13	31-Dec-12	YoY
		Q3 FY14	Q2 FY14	Growth	Q3 FY13	Growth	9m FY14	9m FY13	Growth
	Net Sales / Income from Operation								
1	Income	509.7	504.3	1%	416.0	23%	1,444.4	1,240.1	16%
2	Expenditure								
(a)	Employee Cost	299.7	290.9	3%	246.0	22%	835.9	722.7	16%
(b)	Depreciation	13.6	13.9	-2%	10.2	33%	42.0	28.7	46%
(c)	Other Expenditure	98.8	96.7	2%	98.8	0%	264.6	278.0	-5%
(d)	Total Expenditure	412.1	401.5	3%	355.0	16%	1,142.5	1,029.4	11%
	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)								
3	Exceptional Items (1-2)	97.6	102.8	-5%	61.0	60%	301.9	210.7	43%
4	Other Income	6.2	50.1	-88%	28.4	-78%	103.4	35.7	190%
5	Profit before Interest and Exceptional Items (3+4)	103.8	152.9	-32%	89.4	16%	405.3	246.4	64%
6	Interest	5.0	5.1		4.9		15.3	9.4	
7	Profit after Interest but before Exceptional Items (5-6)	98.8	147.8	-33%	84.5	17%	390.0	237.0	65%
8	Exceptional Items		-						
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	98.8	147.8	-33%	84.5	17%	390.0	237.0	65%
10	Tax Expenses	28.7	42.3	-32%	24.6	17%	111.8	64.6	73%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	70.1	105.5	-34%	59.9	17%	278.2	172.4	61%
12	Extraordinary Items (net of tax expense Rs.)		-						
13	Net Profit(+)/ Loss (-) for the Period (11-12)	70.1	105.5	-34%	59.9	17%	278.2	172.4	61%

For more information, please contact:

Vaidyanathan N

Thinksoft Global Services

vaidyanathan.n@thinksoftglobal.com

Diwakar Pingle

Christensen IR

dpingle@christensenir.com

India Chennai

Registered Office/ Mailing address

Thinksoft Global Services Limited

6A, sixth floor, Prince Infocity II,

No. 283/3 & 283/4, Rajiv Gandhi Salai (OMR),

Kandanchavadi,

Chennai - 600 096.

Tel : +91 44 4392 3200

Fax : +91 44 4392 3258