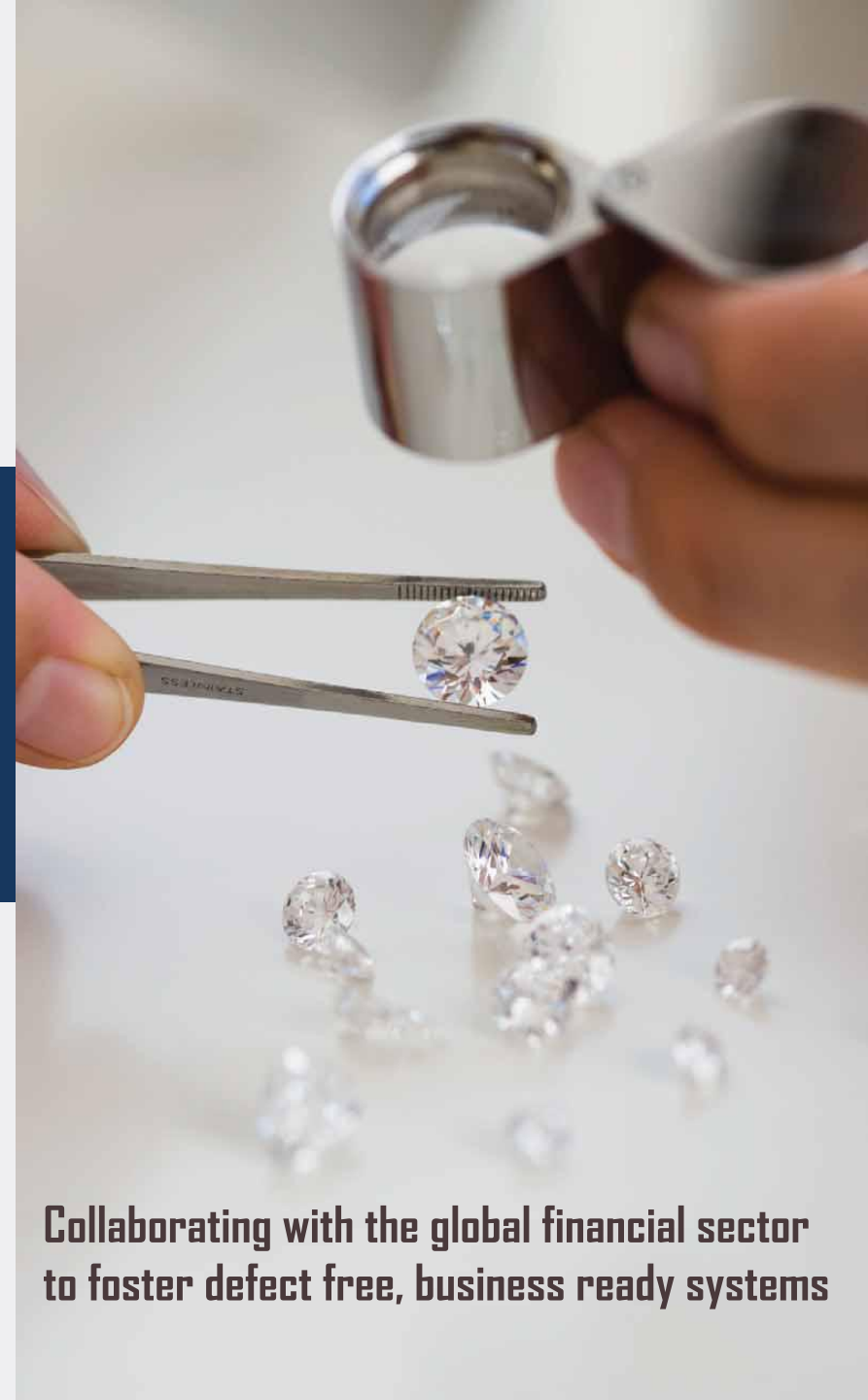


Thinksoft Global Services Ltd.

Earnings Presentation

Q4 FY 2012

EXPERTISE



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

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Consolidated Quarter Review

- Consolidated revenues stood at Rs 33.6 crore; up by 58% YoY.
- Consolidated Net Profit for the quarter stands at Rs 2.8 crore, an increase of 948% YoY.
- EBIDTA Margin stood at 14.1% as against 0.4% in Q4FY11 - an increase of 1371 bps.
- Basic EPS for the quarter stood at Rs 2.8, 948% jump YoY.

Consolidated Full Year Review

- Consolidated revenues stood at Rs 121.4 crore; up by 46% YoY.
- Consolidated Net Profit for the FY12 stands at Rs 11.3 crore, an increase of 508% YoY.
- EBIDTA Margin stood at 10.6% in FY12 as against 3.4% in FY11 - an increase of 717 bps.
- Basic EPS for FY12 stood at Rs 11.3, increase of 508% over the same period last year.

Consolidated Quarter Summary

Particulars	Metrics	Q4-12	Q3-12	QoQ Growth	Q4-11	YoY Growth	FY12	FY11	YoY Growth
Revenue	Total Revenue (INR M)	363.1	325.5	12%	224.3	62%	1,310.0	861.8	52%
	Net Revenue (INR M)	336.8	296.3	14%	213.2	58%	1,214.4	829.3	46%
Profit	EBITDA (INR M)	47.6	18.5	157%	0.9	5189%	128.6	28.3	354%
	PBT (INR M)	63.9	37.4	71%	4.9	1204%	185.0	32.0	477%
	PAT (INR M)	28.3	27.5	3%	2.7	948%	113.8	18.7	508%
Margin	EBITDA	14.1%	6.2%		0.4%		10.6%	3.4%	
	PBT	17.6%	11.5%		2.2%		14.1%	3.7%	
	PAT	7.8%	8.4%		1.2%		8.7%	2.2%	
EPS	Basic (Rs.)	2.8	2.7	3%	0.3	948%	11.3	1.9	508%
	Diluted (Rs.)	2.8	2.7	3%	0.3	948%	11.3	1.9	508%

Operating Metrics

Revenue	Q4 FY 12	Q3 FY 12	Q4 FY 11
By Geography			
Domestic	13.1%	8.8%	7.8%
International	86.9%	91.2%	92.2%
By Regional			
North America	24.8%	26.0%	17.7%
Europe	38.4%	39.8%	51.8%
Asia	36.8%	34.2%	30.5%
By Practice			
Banking	45.0%	48.1%	26.9%
Capital Markets & Treasury	20.6%	20.7%	16.5%
Cards & Payments	29.7%	26.7%	48.5%
Insurance	4.7%	4.5%	8.1%

Operating Metrics

Client Details	Q4 FY 12	Q3 FY 12	Q4 FY 11
Opening No. of Clients	34	34	35
Clients Added in Quarter	18	4	5
Clients Dropped in Quarter	4	4	2
Active Clients	48	34	38

Customer Profile (12m Rolling)	Q4 FY 12	Q3 FY 12	Q4 FY 11
Revenue 0.5 to 1 Mn \$	4	3	4
Revenue 1 to 5 Mn \$	7	8	7

Particulars	Q4 FY 12	Q3 FY 12	Q4 FY 11
Debtors Days	71	80	101

Employee Details	Q4 FY 12	Q3 FY 12	Q4 FY 11
Opening Number	759	753	617
Employee Added	4	29	74
Attrition	21	23	30
Closing No.	742	759	661
Blended Utilization	65.9%	58.7%	61.3%

Quarterly P & L

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Mar-12	31-Dec-11	QoQ Growth	31-Mar-11	YoY Growth
		Q4-12	Q3-12		Q4-11	
	Net Sales / Income from Operation					
1	Income	336.8	296.3	13.7%	213.2	58%
2	Expenditure					
(a)	Employee Cost	213.5	204.8	4.2%	148.2	44%
(b)	Depreciation	9.5	9.8	-3.1%	6.9	38%
(c)	Other Expenditure	75.7	73.0	3.7%	64.1	18%
(d)	Total Expenditure	298.7	287.6	3.9%	219.2	36%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	38.1	8.7	337.9%	(6.0)	735%
4	Other Income	26.3	29.2	-9.9%	11.1	137%
5	Profit before Interest and Exceptional Items (3+4)	64.4	37.9	69.9%	5.1	1163%
6	Interest	0.5	0.5		0.2	
7	Profit after Interest but before Exceptional Items (5-6)	63.9	37.4	70.9%	4.9	1204%
8	Exceptional Items	-	-		-	
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	63.9	37.4	70.9%	4.9	1204%
10	Tax Expenses	35.6	9.9	259.6%	2.2	1518%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	28.3	27.5	2.9%	2.7	948%
12	Extraordinary Items (net of tax expense Rs.)	-	-		-	
13	Net Profit(+)/ Loss (-) for the Period (11-12)	28.3	27.5	2.9%	2.7	948%
14	Paid-up Equity Share Capital of Rs10/- each	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)	2.8	2.7	2.9%	0.27	948%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	2.8	2.7	2.9%	0.27	948%

Annual P & L – FY2012

Sr. No	Consolidated Unaudited Financial Statements for the year ended	31-Mar-12	31-Mar-11	Y-o-Y Growth
	(All Figures in INR Million Except EPS)			
1	Income			
	Net Sales / Income from Operations	1,214.4	829.3	46%
2	Expenditure			
(a)	Employee Cost	784.1	573.4	37%
(b)	Depreciation	37.4	27.9	34%
(c)	Other expenditure	301.7	227.6	33%
(d)	Total	1,123.2	828.8	36%
3	Profit from Operations before other Income, Interest and Exceptional Items (1-2)	91.2	0.4	20627%
4	Other Income	95.6	32.6	194%
5	Profit before Interest & Exceptional Items (3+4)	186.8	33.0	466%
6	Interest	1.8	1.0	89%
7	Profit after Interest but before Exceptional Items (5-6)	185.0	32.0	477%
8	Exceptional Items			
9	Profit (+) / Loss (-) from Ordinary Activities before Tax (7+8)	185.0	32.0	477%
10	Tax Expense	71.2	13.3	435%
11	Net Profit (+) / Loss (-) from Ordinary Activities (9-10)	113.8	18.7	508%
12	Extraordinary Item (Net of tax expense Rs...)			
13	Net Profit (+) / Loss (-) for the period (11-12)	113.8	18.7	508%
14	Paid up Equity Shares Capital of Rs 10/- each	100.5	100.5	
15	Reserves Excl. Revaluation Reserves	654.6	599.2	
16	Earnings Per Share (EPS) in Rs.			
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	11.3	1.9	508%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	11.3	1.9	508%

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