

Thinksoft Global Services Ltd.

Earnings Presentation

Q4 FY 2014

EXPERTISE



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

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Particulars

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

Performance Review

Consolidated FY14 Review

- Operating revenue was Rs 194.4 crore as compared to Rs 161.4 crore during the corresponding period of previous year reflecting an increase of 20% in rupee terms.
- Total income was Rs 195.6 crore for FY14 as compared to Rs 162.8 crore in the corresponding period of the previous year, an increase of 20%.
- EBIDTA before nonrecurring onetime payment of Rs. 5.0 Crore towards severance pay was Rs.46.0 crore as compared to previous year Rs. 30.2 crore, an increase of 52%.
- EBITDA stood at Rs 41.0 crore as compared to Rs 30.2 crore during the corresponding period of previous year, an increase of 36%.
- EBITDA Margin at 21.1 % for FY14 as against 18.7% in FY13, up 239 bps.
- Net profit stood at Rs 30.0 crore for FY14 ended March 31, 2014 as compared to Net profit of Rs 19.4 crore in the corresponding period of the previous year, an increase of 55%.
- Basic EPS stood at Rs 29.53, increase of 53% over the same period last year.

Consolidated Q4FY14 Review

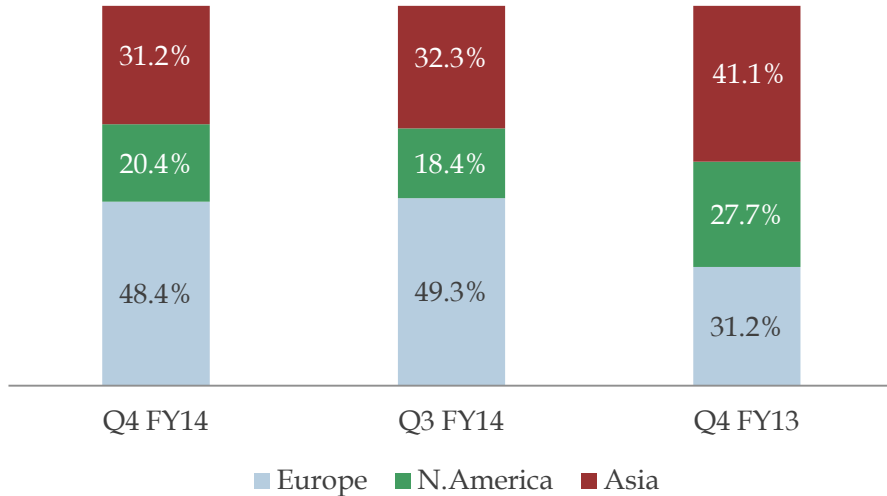
- Operating revenue was Rs. 50.0 crores during the quarter under review as compared to Rs. 50.9 crore during the sequential previous quarter reflecting a drop of 2 % in rupee terms and in USD by 1% ie \$ 8.13 Mn from \$ 8.24 Mn.
- EBIDTA before onetime expenses of severance pay (Rs. 5.0 crore) for the quarter is Rs.11.5 Crore as compared to 12.1 Crore of Q3 FY 14. A drop of 4%
- The Company reported EBIDTA of Rs. 6.5 crore as compared to Rs. 12.0 crore during the sequential previous quarter. EBITDA Margin stood at 13.0% for Q4FY14 as against 23.7% in Q3FY14

Consolidated Financial Summary

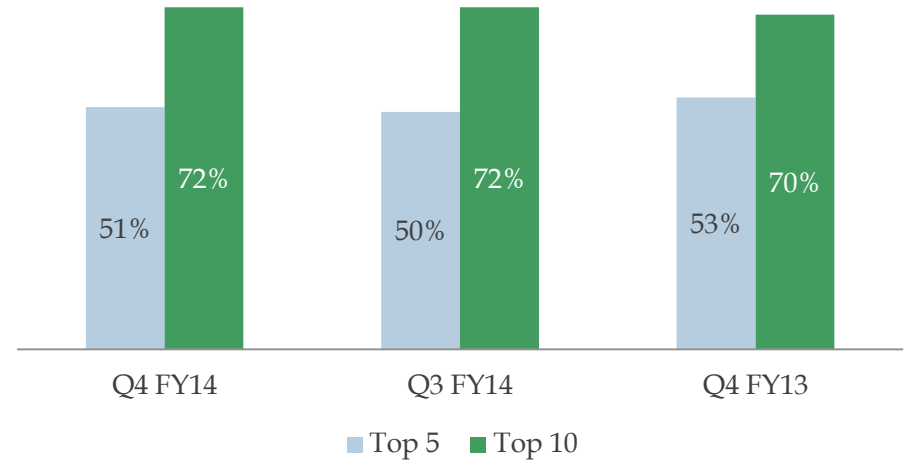
Particulars	Metrics	31-Mar-14	31-Dec-13	QoQ	31-Mar-13	YoY	31-Mar-14	31-Mar-13	YoY
		Q4 FY14	Q3 FY14	Growth	Q4 FY13	Growth	FY14	FY13	Growth
Revenue	Total Revenue (INR M)	503.9	511.6	-2%	376.9	34%	1,956.2	1,628.2	20%
	Net Revenue (INR M)	500.0	509.7	-2%	374.3	34%	1,944.4	1,614.4	20%
Profit before abnormal Item	EBITDA (INR M)	115.2	120.6	-4%	63.2	82%	460.1	301.8	52%
(severance pay-One time)	PBT (INR M)	82.3	98.8	-17%	27.8	196%	472.3	264.8	78%
	PAT (INR M)	72.2	70.1	3%	22.0	228%	350.4	194.4	80%
Margin (bef. Abnormal item)	EBITDA	23.0%	23.7%		16.9%		23.7%	18.7%	
	PBT	16.3%	19.3%		7.4%		24.1%	16.3%	
	PAT	14.3%	13.7%		5.8%		17.9%	11.9%	
Profit	EBITDA (INR M)	65.2	120.6	-46%	63.2	3%	410.1	301.8	36%
	PBT (INR M)	32.3	98.8	-67%	27.8	16%	422.3	264.8	59%
	PAT (INR M)	22.2	70.1	-68%	22.0	1%	300.4	194.4	55%
Margin	EBITDA	13.0%	23.7%		16.9%		21.1%	18.7%	
	PBT	6.4%	19.3%		7.4%		21.6%	16.3%	
	PAT	4.4%	13.7%		5.8%		15.4%	11.9%	
EPS	Basic (Rs.)	2.2	6.9	-69%	2.2	0%	29.5	19.3	53%
	Diluted (Rs.)	2.1	6.7	-69%	2.2	-2%	28.7	19.0	51%
ShareHolding	Promoters (%)	26.0%	26.0%		53.8%		26.0%	53.8%	
	Public (%)	74.0%	74.0%		46.2%		74.0%	46.2%	

Operating Metrics

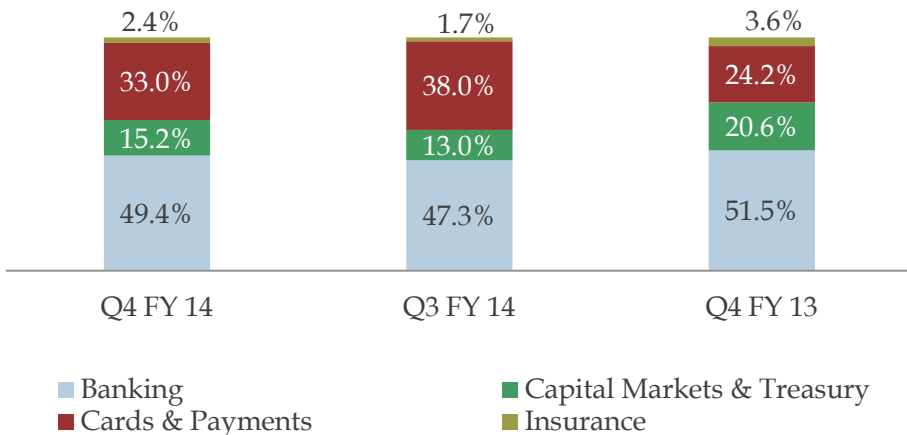
Revenue by Region



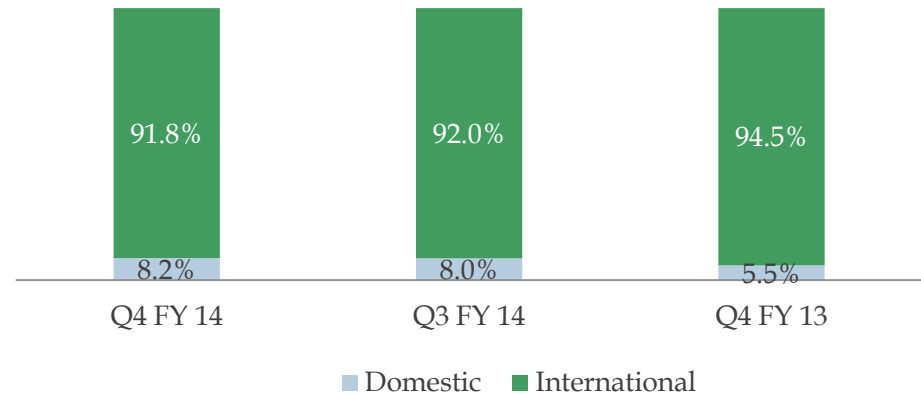
Client Concentration



Revenue by Practice

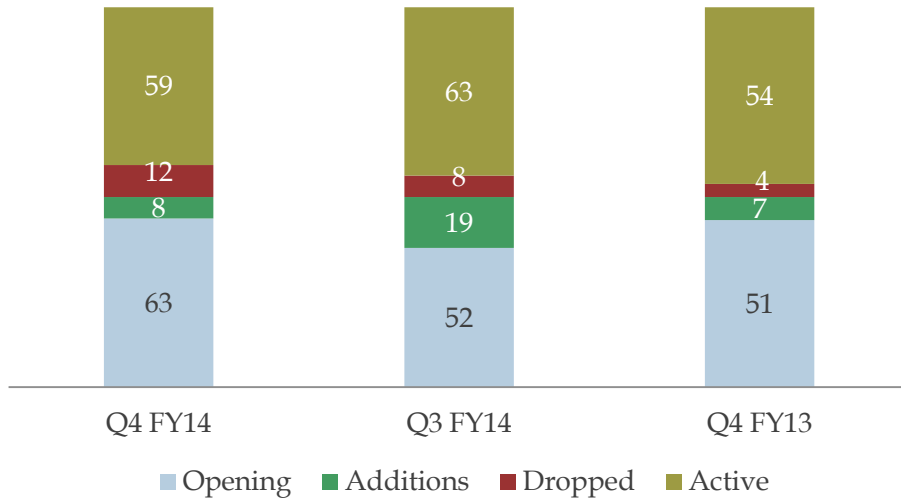


Revenue Distribution

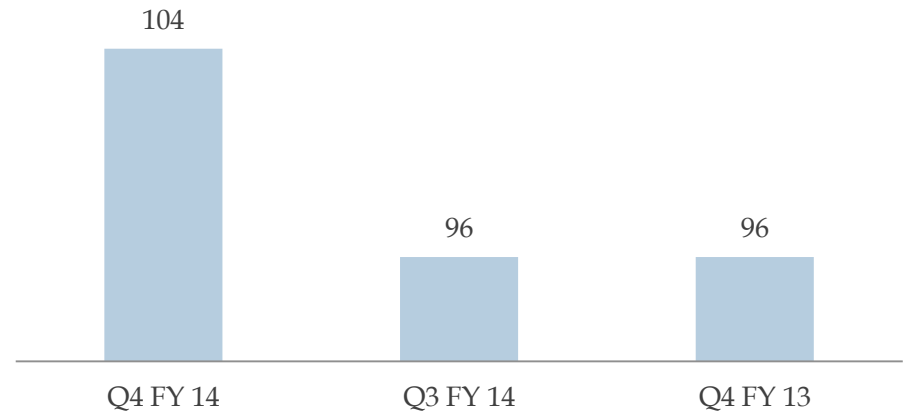


Operating Metrics

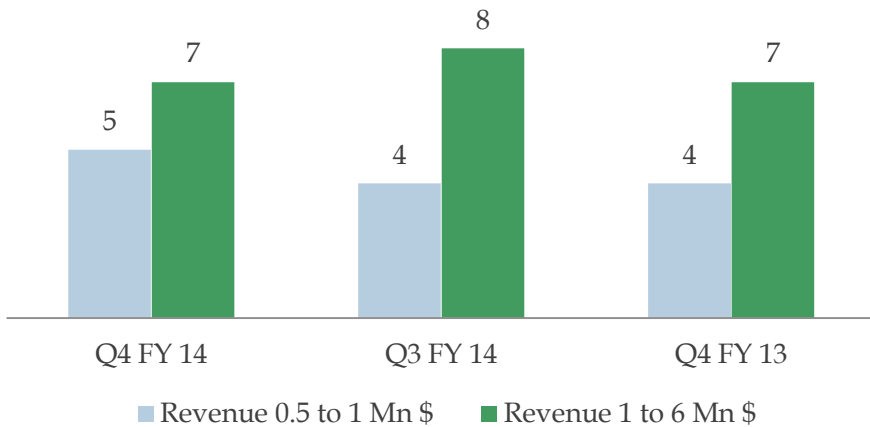
Clients Details



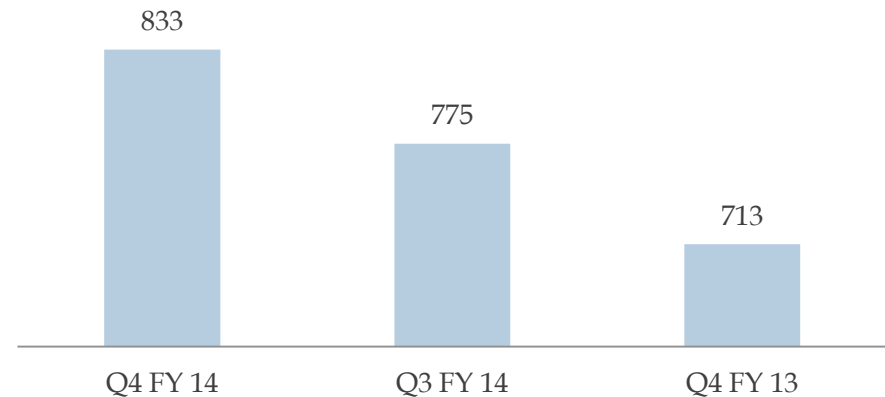
Debtors Days



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-Mar-14 Q4 FY14	31-Dec-13 Q3 FY14	QoQ Growth	31-Mar-13 Q4 FY13	YoY Growth	31-Mar-14 FY14	31-Mar-13 FY13	YoY Growth
	Net Sales / Income from Operation								
1	Income	500.0	509.7	-2%	374.3	34%	1,944.4	1,614.4	20%
2	Expenditure								
(a)	Employee Cost	346.3	299.7	16%	222.8	55%	1,182.2	945.6	25%
(b)	Depreciation	14.6	13.6	7%	17.7	-18%	56.6	46.4	22%
(c)	Other Expenditure	88.6	89.4	-1%	88.3	0%	352.1	367.0	-4%
(d)	Total Expenditure	449.5	402.7	12%	328.9	37%	1,590.9	1,359.0	17%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	50.6	107.0	-53%	45.4	11%	353.5	255.4	38%
4	Other Income	3.9	1.9	100%	2.6	49%	11.8	13.7	-14%
5	Profit before Interest and Exceptional Items (3+4)	54.5	108.9	-50%	48.0	13%	365.3	269.1	36%
6	Interest	4.8	5.0	-4%	5.5		20.1	14.9	
7	Exchange Gain / (Loss)	(17.4)	(5.1)	239%	(14.8)	18%	77.1	10.6	630%
8	Profit after Interest but before Exceptional Items (5-6)	32.3	98.8	-67%	27.8	16%	422.3	264.8	59%
9	Exceptional Items				-			-	
10	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	32.3	98.8	-67%	27.8	16%	422.3	264.8	59%
11	Tax Expenses	10.1	28.7	-65%	5.8	75%	121.9	70.4	73%
12	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	22.2	70.1	-68%	22.0	1%	300.4	194.4	55%
13	Extraordinary Items (net of tax expense Rs.)								
14	Net Profit(+)/ Loss (-) for the Period (11-12)	22.2	70.1	-68%	22.0	1%	300.4	194.4	55%
15	Paid-up Equity Share Capital of Rs10/- each	102.7	101.7		101.2		102.7	101.2	1%
16	Reserves Excluding Revaluation Reserve						780.6		
17	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	2.17	6.90	-69%	2.18	0%	29.53	19.32	53%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	2.10	6.72	-69%	2.15	-2%	28.66	19.03	51%

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