

Thinksoft Global Services Ltd.

Earnings Presentation

Q4 FY 2013

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

Consolidated FY13 Review

- Operating revenue was Rs 161.4 crore as compared to Rs 121.4 crore during the corresponding period of previous year reflecting an increase of 33% in rupee terms.
- Total income was Rs 163.9 crore for FY13 as compared to Rs 131.0 crore in the corresponding period of the previous year, an increase of 25%.
- EBITDA stood at Rs 30.2 crore as compared to Rs 12.9 crore during the corresponding period of previous year, reflecting an increase of 135%.
- EBITDA Margin at 18.7% for FY13 as against 10.6% in FY12 ended on March 31, 2012, up 810 bps.
- Net profit stood at Rs 19.4 crore for FY13 ended March 31, 2013 as compared to Net profit of Rs 11.4 crore in the corresponding period of the previous year, an increase of 71%.
- Basic EPS stood at Rs 19.3, increase of 71% over the same period last year.

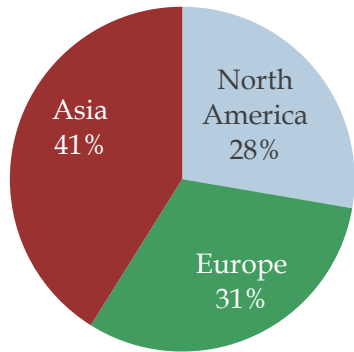
Consolidated Financial Summary

Particulars	Metrics	31-Mar-13	31-Dec-12	QoQ	31-Mar-12	YoY	31-Mar-13	31-Mar-12	YoY
		Q4 FY13	Q3 FY13	Growth	Q4 FY12	Growth	FY13	FY12	Growth
Revenue	Total Revenue (INR M)	376.9	444.4	-15%	363.1	4%	1,638.7	1,310.0	25%
	Net Revenue (INR M)	374.3	416.0	-10%	336.8	11%	1,614.4	1,214.4	33%
Profit	EBITDA (INR M)	48.4	71.2	-32%	47.6	2%	301.8	128.6	135%
	PBT (INR M)	27.8	84.5	-67%	63.9	-57%	264.8	185.0	43%
	PAT (INR M)	22.0	59.9	-63%	28.3	-22%	194.4	113.8	71%
Margin	EBITDA	12.9%	17.1%		14.1%		18.7%	10.6%	
	PBT	7.4%	19.0%		17.6%		16.2%	14.1%	
	PAT	5.8%	13.5%		7.8%		11.9%	8.7%	
EPS	Basic (Rs.)	2.2	6.0	-63%	2.8	-23%	19.3	11.3	71%
	Diluted (Rs.)	2.2	5.8	-63%	2.8	-23%	19.0	11.3	68%
ShareHolding	Promotors (%)	53.8%	54.1%		54.1%		53.8%	54.1%	
	Public (%)	46.2%	45.9%		45.9%		46.2%	45.9%	

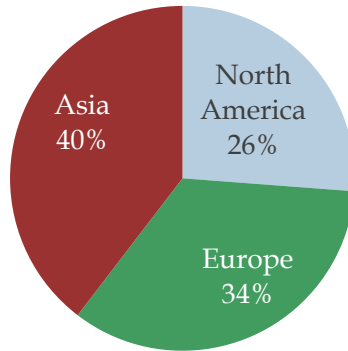
Operating Metrics

Revenue by Region

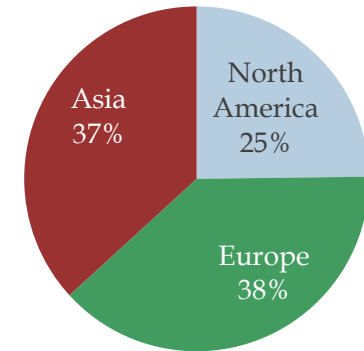
Q4 FY13



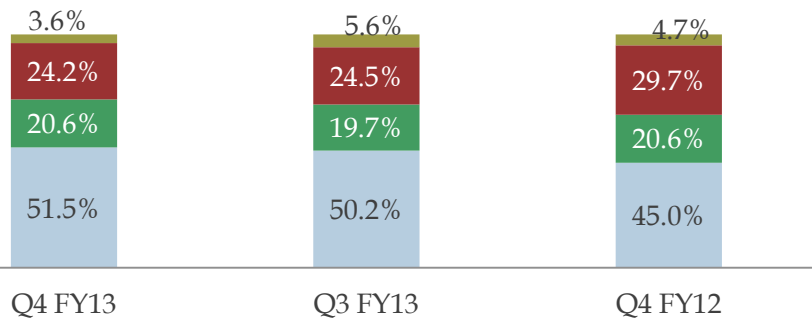
Q3 FY13



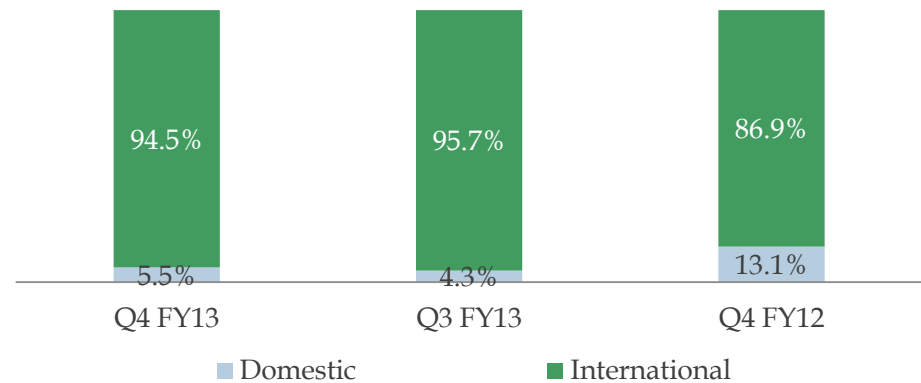
Q4 FY12



Revenue by Practice



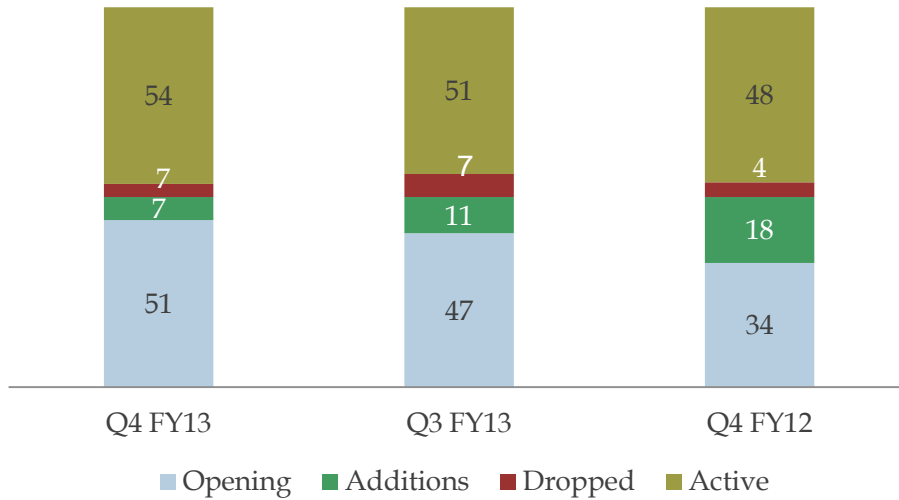
Revenue Distribution



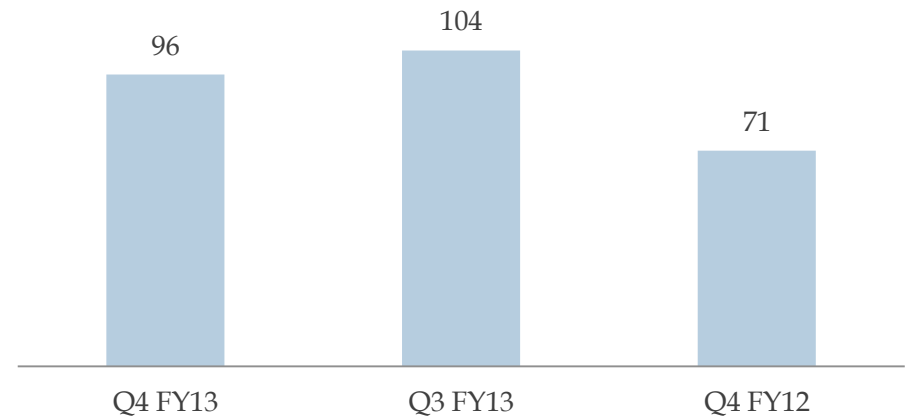
■ Banking
■ Cards & Payments
■ Capital Markets & Treasury
■ Insurance

Operating Metrics

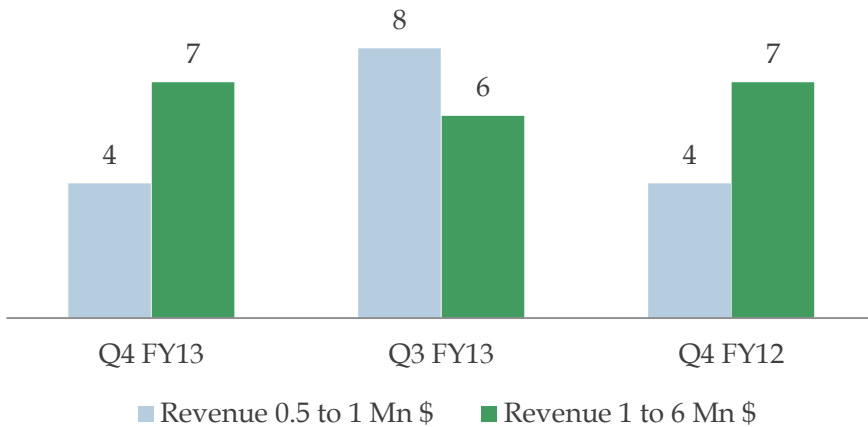
Clients Details



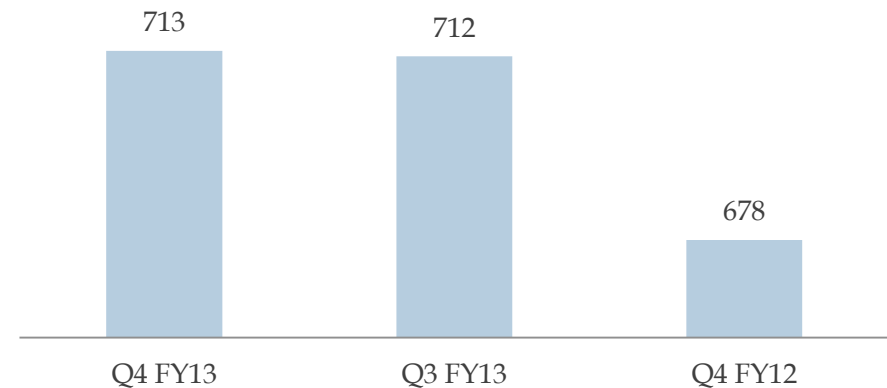
Debtors Days



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-13 Q4 FY13	31-Dec-12 Q3 FY13	QoQ Growth	31-Mar-12 Q4 FY12	YoY Growth	31-Mar-13 FY13	31-Mar-12 FY12	YoY Growth
	Net Sales / Income from Operation								
1	Income	374.3	416.0	-10%	336.8	11%	1,614.4	1,214.4	33%
2	Expenditure								
(a)	Employee Cost	222.8	246.0	-9%	213.5	4%	945.6	784.1	21%
(b)	Depreciation	17.7	10.2	74%	9.5	87%	46.4	37.4	24%
(c)	Other Expenditure	103.1	98.8	4%	75.7	36%	367.0	301.7	22%
(d)	Total Expenditure	343.6	354.9	-3%	298.7	15%	1,359.0	1,123.2	21%
	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)								
3	Exceptional Items (1-2)	30.7	61.0	-50%	38.1	-20%	255.4	91.2	180%
4	Other Income	2.6	28.4	-91%	26.3	-90%	24.3	95.6	-75%
5	Profit before Interest and Exceptional Items (3+4)	33.3	89.4	-63%	64.4	-48%	279.7	186.8	50%
6	Interest	5.5	4.9		0.5		14.9	1.8	
7	Profit after Interest but before Exceptional Items (5-6)	27.8	84.5	-67%	63.9	-57%	264.8	185.0	43%
8	Exceptional Items	-	-		-		-	-	
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	27.8	84.5	-67%	63.9	-57%	264.8	185.0	43%
10	Tax Expenses	5.8	24.6	-76%	35.6	-84%	70.4	71.2	-1%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	22.0	59.9	-63%	28.3	-22%	194.4	113.8	71%
12	Extraordinary Items (net of tax expense Rs.)		-		-		-	-	
13	Net Profit(+)/ Loss (-) for the Period (11-12)	22.0	59.9	-63%	28.3	-22%	194.4	113.8	71%

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