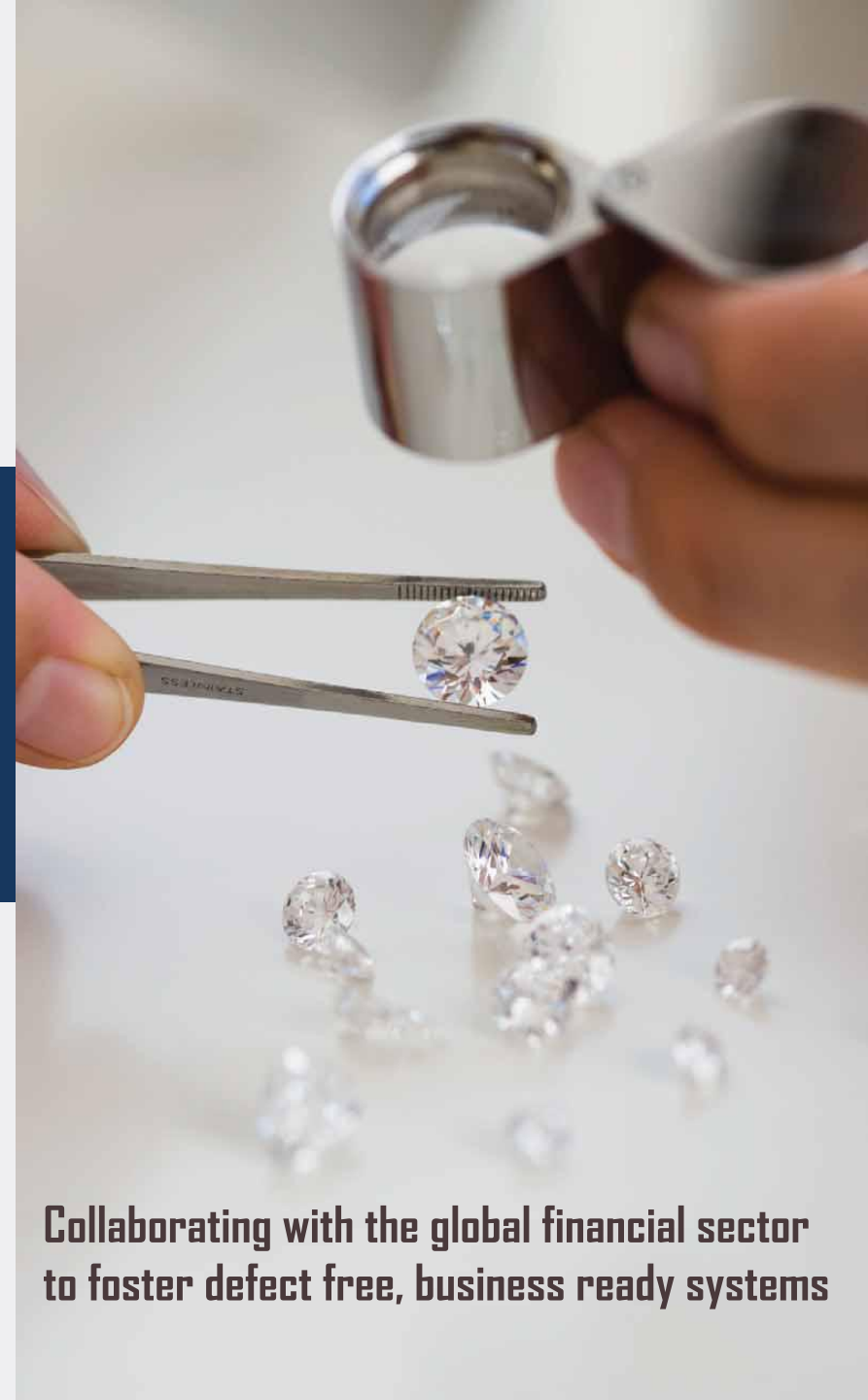


Thinksoft Global Services Ltd.

Earnings Presentation

Q3 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 29.6 crore; up by 44.6% YoY.
- Consolidated Net Profit for the quarter stands at Rs 2.7 crore, an increase of 248% YoY.
- EBIDTA Margin stood at 6.1% as against 6.0% in Q3FY11 - an increase of 10 bps.
- Basic EPS for the quarter stood at Rs 2.74, 248% jump YoY.

Consolidated 9m Review

- Consolidated revenues stood at Rs 87.7 crore; up by 42.4% YoY.
- Consolidated Net Profit for the 9mFY12 stands at Rs 8.5 crore, an increase of 431% YoY.
- EBIDTA Margin stood at 9.1% in 9mFY12 as against 4.3% in 9mFY11 - an increase of 480 bps.
- Basic EPS YTD stood at Rs 8.50, increase of 431% over the same period last year.

Consolidated Quarter Summary

Particulars	Metrics	Q3-12	Q2-12	QoQ Growth	Q3-11	YoY Growth	9m FY12	9m FY11	YoY Growth
Revenue	Total Revenue (INR M)	325.5	333.1	-2.3%	214.4	51.8%	947.0	637.6	48.5%
	Net Revenue (INR M)	296.3	299.6	-1.1%	204.9	44.6%	877.6	616.1	42.4%
Profit	EBITDA (INR M)	18.0	32.9	-45.3%	12.2	47.5%	79.9	26.7	199.3%
	PBT (INR M)	37.4	57.1	-34.5%	14.2	163.4%	121.1	27.2	345.2%
	PAT (INR M)	27.5	39.7	-30.7%	7.9	248.1%	85.5	16.1	431.1%
Margin	EBITDA	6.1%	11.0%		6.0%		9.1%	4.3%	
	PBT	11.5%	17.1%		6.6%		12.8%	4.3%	
	PAT	8.4%	11.9%		3.7%		9.0%	2.5%	
EPS	Basic (Rs.)	2.7	3.9	-30.7%	0.8	248.1%	8.5	1.6	431.3%
	Diluted (Rs.)	2.7	3.9	-30.7%	0.8	248.1%	8.5	1.6	431.3%

Operating Metrics

Revenue	Q3 FY 12	Q2 FY 12	Q3 FY 11
By Geography			
Domestic	8.8%	7.5%	6.4%
International	91.2%	92.5%	93.6%
By Regional			
North America	26.0%	21.8%	14.4%
Europe	39.8%	47.8%	56.2%
Asia	34.2%	30.4%	29.4%
By Practice			
Banking	48.1%	34.6%	21.2%
Capital Markets & Treasury	20.7%	18.5%	14.5%
Cards & Payments	26.7%	41.8%	58.2%
Insurance	4.5%	5.1%	6.1%

Operating Metrics

Client Details	Q3 FY 12	Q2 FY 12	Q3 FY 11
Opening No. of Clients	39	37	35
Clients Added in Quarter	4	7	6
Clients Dropped in Quarter	4	5	7
Active Clients	39	39	34

Customer Profile (12m Rolling)	Q3 FY 12	Q2 FY 12	Q3 FY 11
Revenue 0.5 to 1 Mn \$	3	4	6
Revenue 1 to 5 Mn \$	8	8	5

Particulars	Q3 FY 12	Q2 FY 12	Q3 FY 11
Debtors Days	80	90	80

Employee Details	Q3 FY 12	Q2 FY 12	Q3 FY 11
Opening Number	753	702	554
Employee Added	29	88	111
Attrition	23	37	48
Closing No.	759	753	617
Blended Utilization	58.7%	68.9%	61.3%

Quarterly P & L

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Dec-11	30-Sep-11	QoQ Growth	31-Dec-10	YoY Growth
		Q3-12	Q2-12		Q3-11	
	Net Sales / Income from Operation					
1	Income	296.3	299.6	-1.1%	204.9	44.6%
2	Expenditure					
(a)	Employee Cost	204.8	195.8	4.6%	143.8	42.4%
(b)	Depreciation	9.8	9.3	5.2%	7.5	30.7%
(c)	Other Expenditure	73.5	70.9	3.7%	48.9	50.3%
(d)	Total Expenditure	288.1	276.0	4.4%	200.2	43.9%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	8.2	23.6	-65.2%	4.7	74.5%
4	Other Income	29.2	33.5	-12.9%	9.5	207.4%
5	Profit before Interest and Exceptional Items (3+4)	37.4	57.1	-34.5%	14.2	163.4%
6	Interest	-	-		-	
7	Profit after Interest but before Exceptional Items (5-6)	37.4	57.1	-34.5%	14.2	163.4%
8	Exceptional Items	-	-		-	
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	37.4	57.1	-34.5%	14.2	163.4%
10	Tax Expenses	9.9	17.4	-43.1%	6.3	57.1%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	27.5	39.7	-30.7%	7.9	248.1%
12	Extraordinary Items (net of tax expense Rs.)	-	-		-	
13	Net Profit(+)/ Loss (-) for the Period (11-12)	27.5	39.7	-30.7%	7.9	248.1%
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)	2.7	3.9	-30.7%	0.8	248.1%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	2.7	3.9	-30.7%	0.8	248.1%

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