4S FOUR SOFT®
Internet Solutions for Logistics

Four Soft Net Up by 138%

26th May'12, Hyderabad: Four Soft® (4S®) (NSE: "FOURSOFT", BSE: 532521), a global leader offering software solutions for the logistics and transportation and supply-chain management (SCM) industry today released its consolidated financial results for the year 2011-12 with positive results driven by strong operational performance and optimal use of its resources.

Highlights for FY 11-12 include the following:

- EBITDA increased by Rs. 5.53 crores to Rs. 14.41 crore, an increase of 62%
- Operating PAT jumps by Rs. 4.26 crores to Rs. 7.36 crore, an increase of 138%
- Revenues up by Rs. 6.15 crore to Rs. 128.05 crores, an increase of 5%

Our strong performance indicators for the current financial year:

- Consistent performance over last 3 quarters
- The company has a "strong order book"
- Increased traction in Shipper and Manufacturing domain space
- Implemented SaaS model successfully across geography

Palem Srikanth, Chairman & Managing Director, Four Soft Limited said, "Despite challenging environment, we have been successful in achieving good results by offering *advanced solutions on licensed as well as SaaS model, improving on time delivery capabilities* and *enhancing overall customer experience*". We have also been successful in reaching out to global players in the Shipper and Manufacturing vertical. He further added, "The outlook for the current year is very optimistic and we are confident of an exponential increase in profits in 2012-13."

Biju Nair, CFO & COO, Four Soft Limited said, "Our strong financial performance this year is a result of collective initiatives that were planned at the beginning of the year". This has resulted in strengthened financial position. He further added, "We could increase our operating margins by way of improving operating efficiency and cost rationalization".

Goodwill:

The company has recorded a goodwill impairment of Rs. 50 crore towards its acquisition during 2005 mainly for its Netherlands business. PAT for the year as mentioned above is before impairment.

About Four Soft Limited

Four Soft® is a public listed company which provides innovative software solutions, IT consultancy and BPO services exclusively for the logistics and supply-chain management market place. It is the market leader in the transportation and logistics segment with a large international client base including majority of the top logistics & transportation companies in the world. With regional offices strategically located worldwide, it supports customers including DHL, CEVA, DB Schenker, Panasonic, Flyjac, and Geodis Wilson. Additional information about Four Soft® is available at www.four-soft.com.

Four Soft® offers a full suite of web-native products across the logistics supply chain. This includes 4S eTrans® for freight forwarding and logistics, 4S eLog® for extended warehouse management, 4S VisiLog® & 4S VisiLog plus® for track & trace, visibility and supply-chain management, 4S eCustoms® for customs brokerage, 4S iShipping™ for shipping line execution, 4S eConnect™ for business-to-business connectivity and 4S Infotips™ for informed decision making.

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