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Thinksoft Global Services Ltd.

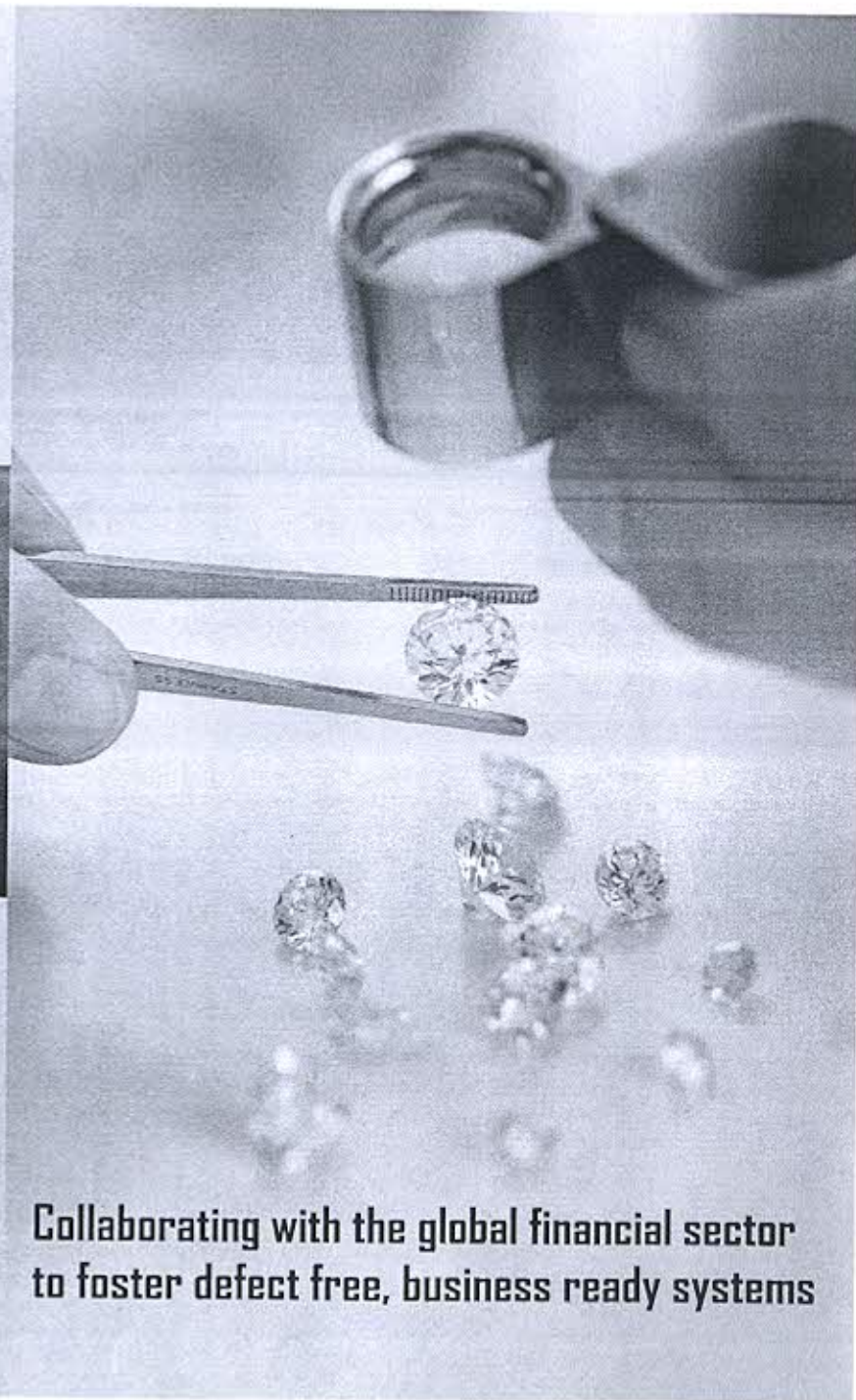
Earnings Presentation

Q1 FY 2012



EXPERTISE

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Highlights

- Consolidated Revenues stood at Rs 281 mn; increase of 32% Q-on-Q and increase of 43% Y-on-Y
- Consolidated Net Profit for the quarter stands at Rs 18.2 mn, with an increase of 584% Q-on-Q and an increase of 146% Y-on-Y
- EBITDA Margin stood at 10.3% as against 2.6% in Q1 FY11 – an increase of 770bps
- Basic EPS for the quarter stood at Rs 1.81 with 596% increase Q-on-Q and 145% jump Y-on-Y



Consolidated Quarter Summary

Particulars	Metrics	Q1 FY 12	Q4 FY 11	QoQ Growth (%)	Q1 FY 11	YoY Growth (%)
Revenue	Total Revenue (INR M)	288.3	224.2	29%	209.7	37%
	Net Revenue (INR M)	281.6	213.2	32%	197.6	43%
Profit	EBITDA (INR M)	28.9	0.7	3805%	5.1	469%
	PBT (INR M)	26.6	4.9	445%	11.7	128%
	PAT (INR M)	18.3	2.7	584%	7.4	146%
Margin	EBITDA (%)	10.3%	0.3%		2.6%	
	PBT (%)	9.2%	2.2%		5.6%	
	PAT (%)	6.3%	1.2%		3.5%	
EPS	Basic (Rs.)	1.81	0.26	596%	0.74	145%
	Diluted (Rs.)	1.81	0.26	596%	0.74	145%



Operating Metrics

Revenue	Q1 FY 12	Q4 FY 11	Q1 FY 11
By Geography			
Domestic	7.7%	7.8%	6.9%
International	92.3%	92.2%	93.1%
By Region			
North America	19.3%	17.7%	15.0%
Europe	45.4%	51.8%	50.3%
Asia	35.3%	30.5%	34.7%
By Practice			
Banking	35.1%	26.9%	24.6%
Capital Markets & Treasury	18.8%	16.5%	16.5%
Cards & Payments	40.2%	48.5%	51.1%
Insurance	5.9%	8.1%	7.7%



Operating Metrics

Client Details	Q1 FY 12	Q4 FY 11	Q1 FY 11
Opening No. of Clients	34	35	38
Clients Added in Quarter	5	5	5
Clients Dropped in Quarter	2	6	7
Active Clients	37	34	36

Customer Profile (12m Rolling)	Q1 FY 12	Q4 FY 11	Q1 FY 11
Revenue 0.5 to 1 Mn \$	4	4	7
Revenue 1 to 5 Mn \$	8	7	5

Particulars	Q1 FY 12	Q4 FY 11	Q1 FY 11
Debtors Days	87	101	87

Employee Details	Q1 FY 12	Q4 FY 11	Q1 FY 11
Opening Number	661	617	499
Employee Added	80	74	80
Attrition	39	30	39
Closing No.	702	661	540
Blended Utilization	73.2%	61.6%	76.0%



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