

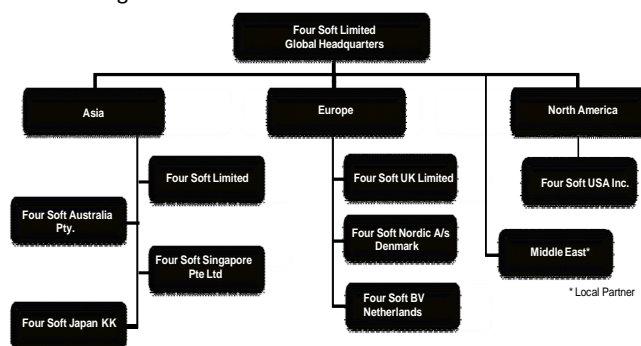


Four Soft Limited – Key Information on Financial and Operating Performance -2011-12

Entity Snapshot:

Four Soft is a public listed company and a global leader in offering end-to-end software solutions and services to the transportation, logistics, and supply-chain management market space on web centric J2EE platform. Within this, Four Soft operates in developing software products for freight forwarding, customs brokerage, shippers/manufacturing, shipping lines, warehouse management, and business process outsourcing (BPO) services respectively. The offerings comprise of licensed, hosted and SaaS (Software as Services) business models. On the basis of offerings, the revenue profile is categorized under services, annual maintenance contracts, sale of licenses respectively.

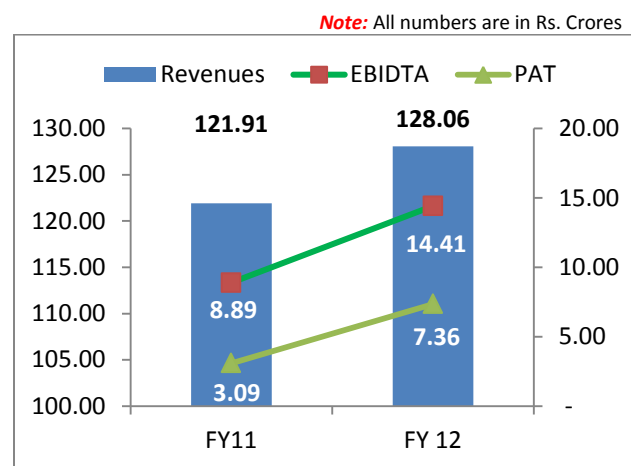
Four Soft with global headquarters in India has its operating subsidiaries spread across APAC, North America & Europe with local partner support in the Middle East. A snapshot of the 4S structure is given below:



As business of our company is spread across different geographies, the actual financial position of Four Soft is reflected ONLY in its consolidated results.

Consolidated Financial Snapshot:

Four Soft Limited's global presence is reflected in its financial strength and natural immunity in recessionary environment.



Our operational PAT has shown a remarkable surge compared to previous year from Rs. 3.09 crores to Rs. 7.36 crores (excluding goodwill impairment). EBIDTA has also registered a healthy increase of Rs. 5.53 crores, growth of 62%. In spite of tough global economic scenario our revenues have increased by 5%.

Our cash generation has also improved substantially even after repayment of obligations. We have increased our cash reserves by 29 % and decreased debt by 11%.

Customer Base:

Four Soft has its *proven methodology, decades of domain expertise and passion for delivering highest customer satisfaction*. It has led us to build long-term engagement and strong partnerships with *15 of the world's top 20 transport and logistics players*.

We are also associated with few of the global players from the shippers' domain and are building relationships with them thereby extending our gamut of customers across verticals contributing to our overall business growth.

Today, we have over 400 customers including majority of the top logistics & transportation companies in the world who entrusts us with the management of their global supply networks including DHL, CEVA, DB Schenker, Panasonic, Flyjac, and Geodis Wilson.

With a blend of Top, Medium and Small enterprises globally, 60% of the revenue comes from large companies including Top 15 global giants. We are on the right path in making strong inroads into the business. To remain a global market leader, Four Soft is continuously innovating ways on offering robust scalable systems and processes.

Techno Functional Expertise:

Four Soft has the right blend of domain experts, techno functional skillset with strategic practice spreading across domains and industries totaling approximately **1 million man-hours** contributing towards development of software suite that is important to our business growth. With **over 550 associates across 8 development center**, we have marked ourselves globally as one of the leading end-to-end logistics and supply chain solutions provider in the niche market we operate in. Four Soft believes that their employees represent some of the *most brilliant and creative minds available within the industry*.

Shareholding Pattern:

	% Holding
Promoter & Promoter Group	23.27%
Kotak Mahindra Private Equity	10.14%
Major Foreign Shareholders	13.26%
Other Key Shareholders	13.40%

Total number of shareholders are over 22,800 as on 31st Mar'12