

Firstsource Solutions Limited

AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED SEPTEMBER 30, 2015

CIN: L64202MH2001PLC134147

Registered office: 5th Floor, Paradigm 'B' wing, Mindspace, Link Road, Malad (West), Mumbai 400 064

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(Rs. in millions, except per share data and per equity data)

Particulars	Quarter ended			Six months ended		Year ended
	September 30	June 30	September 30	September 30	September 30	March 31
	2015	2015	2014	2015	2014	2015
	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
Income from operations						
Income from operations	7,792.68	7,384.10	7,698.00	15,176.78	15,317.34	30,033.78
Other operating income, net	132.10	85.33	41.85	217.43	(21.45)	312.74
Total income from operations	7,924.78	7,469.43	7,739.85	15,394.21	15,295.89	30,346.52
Expenses						
Employee benefits expense	5,341.88	4,996.62	5,200.04	10,338.50	10,274.96	20,171.50
Depreciation and amortisation	183.00	172.07	177.26	355.07	352.72	721.82
Other expenses	1,598.77	1,576.01	1,591.09	3,174.78	3,141.78	6,367.40
Total expenses	7,123.65	6,744.70	6,968.39	13,868.35	13,769.46	27,260.72
Profit from operations before other income and finance costs	801.13	724.73	771.46	1,525.86	1,526.43	3,085.80
Other income	9.17	45.42	46.97	54.59	36.73	65.23
Profit from ordinary activities before finance costs	810.30	770.15	818.43	1,580.45	1,563.16	3,151.03
Finance costs	129.84	141.94	180.70	271.78	364.43	710.86
Profit from ordinary activities before tax	680.46	628.21	637.73	1,308.67	1,198.73	2,440.17
Tax expense	60.61	62.55	24.71	123.16	52.56	95.40
Net profit from ordinary activities after tax	619.85	565.66	613.02	1,185.51	1,146.17	2,344.77
Minority interest	1.35	1.58	0.61	2.93	1.27	1.59
Net profit after tax and minority interest	618.50	564.08	612.41	1,182.58	1,144.90	2,343.18
Paid-up equity share capital (Face Value of Share Rs 10)	6,702.87	6,668.45	6,630.05	6,702.87	6,630.05	6,662.91
Reserves excluding revaluation reserve				15,836.90	16,160.32	14,223.26
Earning per share (Rs) : (Not Annualized)						
-Basic	0.92	0.85	0.93	1.77	1.73	3.53
-Diluted	0.89	0.81	0.87	1.71	1.62	3.34
Particulars of shareholding						
Public shareholding						
-Number of shares of Rs 10	296,310,864	292,868,886	289,028,015	296,310,864	289,028,015	292,314,786
-Percentage of shareholding	44.21%	43.92%	43.59%	44.21%	43.59%	43.87%
Promoters` and promoter group shareholding						
a) Pledged / Encumbered						
- Number of shares	-	-	-	-	-	-
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-	-	-
- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-	-	-
b) Non-encumbered						
- Number of shares	373,976,673	373,976,673	373,976,673	373,976,673	373,976,673	373,976,673
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
- Percentage of shares (as a % of the total share capital of the company)	55.79%	56.08%	56.41%	55.79%	56.41%	56.13%

Notes to financials results :

- The above results were reviewed by the Audit Committee on October 29, 2015 and adopted by the Board of Directors at their meeting held on October 29, 2015. The standalone financial results for the quarter and six months ended September 30, 2015 are available on the Company's website (www.firstsource.com) and the websites of BSE (www.bseindia.com) and NSE (www.nseindia.com).
- The financial statements of the Parent Company and its subsidiaries have been consolidated on a line-by-line basis by adding together the book values of like items of assets, liabilities, income and expenses, after eliminating intra-group balances/ transactions and resulting unrealised profits in full. Minority interest's share of profits or losses is adjusted against income to arrive at the net income attributable to the Company's shareholders.
- Effective year ended March 31, 2009, the Company has early adopted Accounting Standard (AS) 30 "Financial instruments: Recognition and Measurement", pursuant to announcement made by the Institute of Chartered Accountants of India (ICAI).
- Standalone Information (Audited)

Particulars	Quarter ended			Six months ended		Year ended
	September 30	June 30	September 30	September 30	September 30	March 31
	2015	2015	2014	2015	2014	2015
Total income from operations	2,267.87	2,110.52	2,385.05	4,378.39	4,597.33	9,141.39
Net profit before taxation	490.11	393.94	527.50	884.05	910.80	1,599.18
Net profit after taxation	466.13	321.15	537.93	787.28	921.23	1,637.54

- During the quarter ended September 30, 2015, 3,441,978 equity shares were issued pursuant to exercise of stock options under the Employee Stock Option Scheme of the Company.
- During the quarter ended September 30, 2015, 9 complaints were received from investors which were resolved. There was no complaint pending at the beginning and at the end of the quarter.
- Figures for the prior periods have been regrouped and / or reclassified wherever considered necessary.

8. Statement of assets and liabilities (Consolidated - Audited)

Particulars	As at	
	September 30	March 31
	2015	2015
Shareholders' funds		
Share capital	6,702.87	6,662.91
Reserves and surplus	15,836.90	14,223.26
Total Shareholders' funds	22,539.77	20,886.17
Share application money received under ESOP scheme	0.33	0.20
Minority interest	19.24	16.31
Non-current liabilities		
Long-term borrowings	5,715.57	4,142.98
Deferred tax liabilities, net	354.86	344.72
Long-term provisions	156.87	177.53
Total Non-current liabilities	6,227.30	4,665.23
Current liabilities		
Short-term borrowings	1,482.25	3,160.30
Trade payables	1,174.98	932.26
Other current liabilities	4,712.41	4,465.08
Short-term provisions	155.41	139.82
Total Current liabilities	7,525.05	8,697.46
Total - EQUITY AND LIABILITIES	36,311.69	34,265.37
ASSETS		
Non-current assets		
Goodwill on consolidation	24,452.11	23,336.35
Fixed assets		
- Tangible assets	804.33	770.73
- Intangible assets	339.30	332.19
- Capital work-in-progress (including intangibles)	218.54	84.68
	1,362.17	1,187.60
Non-current investments	57.83	57.55
Long-term loans and advances	1,226.44	1,169.29
Other non-current assets	1,116.16	1,078.51
Total Non-current assets	28,214.71	26,829.30
Current assets		
Current investments	537.50	676.11
Trade receivables	3,086.24	2,889.51
Cash and bank balances	1,185.24	802.29
Short-term loans and advances	359.75	290.20
Other current assets	2,928.25	2,777.96
Total Current assets	8,096.98	7,436.07
TOTAL - ASSETS	36,311.69	34,265.37

Segment Reporting						
Particulars	Quarter ended			Six month ended		Year ended
	September 30	June 30	September 30	September 30	September 30	March 31
	2015	2015	2014	2015	2014	2015
	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
Segment revenue						
a) UK	2,886.15	2,560.88	2,784.62	5,447.03	5,518.31	10,778.35
b) USA and Canada	4,267.76	4,158.91	3,606.25	8,426.67	7,226.38	14,795.40
c) India	495.10	502.41	641.71	997.51	1,256.12	2,462.05
d) Rest of the World	143.67	161.90	665.42	305.57	1,316.53	1,997.98
Total	7,792.68	7,384.10	7,698.00	15,176.78	15,317.34	30,033.78
Less: Inter segment revenue	-	-	-	-	-	-
Net segment revenue	7,792.68	7,384.10	7,698.00	15,176.78	15,317.34	30,033.78
Segment results before tax and finance costs						
a) UK	618.08	460.37	553.77	1,078.45	979.41	2,236.95
b) USA and Canada	449.10	536.81	465.82	985.91	1,006.84	1,944.56
c) India	46.56	35.79	88.18	82.35	147.41	263.42
d) Rest of the World	36.70	48.82	67.15	85.52	131.25	225.86
Total	1,150.44	1,081.79	1,174.92	2,232.23	2,264.91	4,670.79
i) Finance costs	(129.84)	(141.94)	(180.70)	(271.78)	(364.43)	(710.86)
ii) Other unallocable expenditure net of unallocable income	(340.14)	(311.64)	(356.49)	(651.78)	(701.75)	(1,519.76)
Profit before tax and minority interest	680.46	628.21	637.73	1,308.67	1,198.73	2,440.17
Capital employed						
a) UK	1,409.59	1,353.11	1,216.29	1,409.59	1,216.29	1,136.45
b) USA and Canada	27,280.72	26,244.80	28,800.85	27,280.72	28,800.85	25,849.63
c) India	395.49	464.77	494.75	395.49	494.75	465.03
d) Rest of the World	87.09	67.09	646.72	87.09	646.72	81.30
e) Unallocated	2,203.05	2,576.79	1,980.10	2,203.05	1,980.10	2,325.22
	31,375.94	30,706.56	33,138.71	31,375.94	33,138.71	29,857.63

Notes on segment information

Primary segments

The primary segment of the company is geography, identified on the basis of the location of the customer which in the opinion of management, is the predominant source of risk and rewards. The business of the Group is organized into four key geographic segments comprising United Kingdom (UK), United States of America and Canada (USA), India and Rest of the World.

Capital employed

Capital employed comprises debtors including unbilled receivables and goodwill on consolidation directly attributable to the reportable segments. As the fixed assets and services are used interchangeably between the segments by the Group's businesses and liabilities contracted have not been identified to any of the reportable segments, the Group believes that it is currently not practicable to provide segment disclosures relating to these assets and liabilities and hence, has been included under unallocated.

By order of the Board
For Firstsource Solutions Limited

Firstsource Solutions Limited

AUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED SEPTEMBER 30, 2015

CIN: L64202MH2001PLC134147

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Particulars	Quarter ended			Six months ended		Year ended
	September 30	June 30	September 30	September 30	September 30	March 31,
	2015	2015	2014	2015	2014	2015
	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
Income from operations						
Income from operations	2,158.78	2,051.79	2,346.44	4,210.57	4,629.44	8,895.21
Other operating income, net	109.09	58.73	38.61	167.82	(32.11)	246.18
Total income from operations	2,267.87	2,110.52	2,385.05	4,378.39	4,597.33	9,141.39
Expenses						
Employee benefits expense	1,050.46	1,021.07	1,111.94	2,071.53	2,179.97	4,377.19
Depreciation and amortisation	104.26	104.34	117.80	208.60	236.08	464.30
Other expenses	645.91	629.59	675.50	1,275.50	1,335.54	2,685.16
Total expenses	1,800.63	1,755.00	1,905.24	3,555.63	3,751.59	7,526.65
Profit from operations before other income and finance costs	467.24	355.52	479.81	822.76	845.74	1,614.74
Other income	68.81	85.25	99.04	154.06	166.59	186.67
Profit from ordinary activities before finance costs	536.05	440.77	578.85	976.82	1,012.33	1,801.41
Finance costs	45.94	46.83	51.35	92.77	101.53	202.23
Profit from ordinary activities before tax	490.11	393.94	527.50	884.05	910.80	1,599.18
Tax expense	23.98	72.79	(10.43)	96.77	(10.43)	(38.36)
Net profit from ordinary activities after tax	466.13	321.15	537.93	787.28	921.23	1,637.54
Paid-up equity share capital (Face value of share Rs 10)	6,702.87	6,668.45	6,630.05	6,702.87	6,630.05	6,662.91
Reserves excluding revaluation reserve				10,075.59	8,365.27	9,620.16
Earning per share (Rs) (Not Annualized)						
-Basic	0.70	0.48	0.81	1.18	1.39	2.47
-Diluted	0.67	0.46	0.76	1.14	1.31	2.33
Particulars of shareholding						
Public shareholding						
-Number of shares of Rs 10	296,310,864	292,868,886	289,028,015	296,310,864	289,028,015	292,314,786
-Percentage of shareholding	44.21%	43.92%	43.59%	44.21%	43.59%	43.87%
Promoters' and promoter group shareholding						
a) Pledged / Encumbered						
- Number of shares	-	-	-	-	-	-
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-	-	-
- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-	-	-
b) Non-encumbered						
- Number of shares	373,976,673	373,976,673	373,976,673	373,976,673	373,976,673	373,976,673
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%	100%	100%
- Percentage of shares (as a % of the total share capital of the company)	55.79%	56.08%	56.41%	55.79%	56.41%	56.13%

Notes to financials results :

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