



## Firstsource Solutions Limited

**AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2014**

(Rupees in millions, except per share data and per equity data)

Particulars	Quarter ended			Nine months ended		Year ended
	December 31 2014	September 30 2014	December 31 2013	December 31 2014	December 31 2013	March 31 2014
	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
<b>Income from operations</b>						
Income from operations	7,372.59	7,698.00	7,993.54	22,689.93	23,206.80	31,270.23
Other operating income, net	137.63	41.85	4.09	116.18	(110.08)	(211.47)
<b>Total income from operations</b>	<b>7,510.22</b>	<b>7,739.85</b>	<b>7,997.63</b>	<b>22,806.11</b>	<b>23,096.72</b>	<b>31,058.76</b>
<b>Expenses</b>						
Employee benefits expense	5,019.77	5,196.91	5,511.50	15,283.24	15,898.67	21,294.05
Depreciation and amortisation	189.28	177.26	189.71	542.00	576.01	757.02
Other expenses	1,554.89	1,594.22	1,554.86	4,708.16	4,565.88	6,143.46
<b>Total expenses</b>	<b>6,763.94</b>	<b>6,968.39</b>	<b>7,256.07</b>	<b>20,533.40</b>	<b>21,040.56</b>	<b>28,194.53</b>
<b>Profit from operations before other income and finance costs</b>	<b>746.28</b>	<b>771.46</b>	<b>741.56</b>	<b>2,272.71</b>	<b>2,056.16</b>	<b>2,864.23</b>
Other income	24.73	46.97	2.43	61.46	30.19	20.04
<b>Profit from ordinary activities before finance costs</b>	<b>771.01</b>	<b>818.43</b>	<b>743.99</b>	<b>2,334.17</b>	<b>2,086.35</b>	<b>2,884.27</b>
Finance costs	172.74	180.70	211.61	537.17	653.64	851.47
<b>Profit from ordinary activities before tax</b>	<b>598.27</b>	<b>637.73</b>	<b>532.38</b>	<b>1,797.00</b>	<b>1,432.71</b>	<b>2,032.80</b>
Tax expense	21.16	24.71	47.68	73.72	90.52	100.89
<b>Net profit from ordinary activities after tax</b>	<b>577.11</b>	<b>613.02</b>	<b>484.70</b>	<b>1,723.28</b>	<b>1,342.19</b>	<b>1,931.91</b>
Minority Interest	1.98	0.61	1.60	3.25	1.04	2.29
<b>Net profit after tax and minority interest</b>	<b>575.13</b>	<b>612.41</b>	<b>483.10</b>	<b>1,720.03</b>	<b>1,341.15</b>	<b>1,929.62</b>
Paid-up Equity Share Capital (Face Value of Share Rs. 10)	6,651.40	6,630.05	6,587.35	6,651.40	6,587.35	6,597.35
Reserves excluding Revaluation Reserve				17,229.33	13,831.62	14,316.86
Earnings Per Share (Rs.) : (Not Annualized)						
- Basic	0.87	0.93	0.73	2.60	2.04	2.93
- Diluted	0.81	0.87	0.71	2.43	1.98	2.82
<b>Particulars of shareholding</b>						
Public shareholding						
- Number of shares of Rs. 10	291,163,261	289,028,015	284,758,328	291,163,261	284,758,328	285,758,203
- Percentage of shareholding	43.77%	43.59%	43.23%	43.77%	43.23%	43.31%
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)	56.23%	56.41%	56.77%	56.23%	56.77%	56.69%

### Notes to financial results :

- The above results were reviewed by the Audit Committee and adopted by the Board of Directors at their meeting held on February 9, 2015. The standalone financial results for the quarter and nine months ended December 31, 2014 are available on the Company's website ([www.firstsource.com](http://www.firstsource.com)) and the websites of BSE ([www.bseindia.com](http://www.bseindia.com)) and NSE ([www.nseindia.com](http://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			Nine months ended		Year ended
	December 31 2014	September 30 2014	December 31 2013	December 31 2014	December 31 2013	March 31 2014
Total income from operations	2,337.03	2,385.05	2,357.83	6,934.36	6,984.35	9,173.28
Net profit before taxation	449.95	527.50	362.83	1,360.75	971.57	1,344.70
Net profit after taxation	458.82	537.93	362.83	1,380.05	971.57	1,344.70

- During the quarter ended December 31, 2014, 2,135,246 equity shares were issued pursuant to exercise of stock options under the Employee Stock Option Scheme of the Company.
- During the quarter ended December 31, 2014, 7 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.

Segment Reporting						
Particulars	Quarter ended			Nine months ended		Year ended
	December 31 2014	September 30 2014	December 31 2013	December 31 2014	December 31 2013	March 31 2014
	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
<b>Segment revenue</b>						
a) UK	2,621.03	2,784.62	2,916.02	8,139.34	8,266.94	11,135.07
b) USA and Canada	3,616.13	3,606.25	3,728.58	10,842.51	10,699.60	14,583.73
c) India	626.23	641.71	666.52	1,882.35	2,151.65	2,784.20
d) Rest of the World	509.20	665.42	682.42	1,825.73	2,088.61	2,767.23
<b>Total</b>	<b>7,372.59</b>	<b>7,698.00</b>	<b>7,993.54</b>	<b>22,689.93</b>	<b>23,206.80</b>	<b>31,270.23</b>
Less: Inter Segment Revenue	-	-	-	-	-	-
<b>Net Segment Revenue</b>	<b>7,372.59</b>	<b>7,698.00</b>	<b>7,993.54</b>	<b>22,689.93</b>	<b>23,206.80</b>	<b>31,270.23</b>
<b>Segment results before tax and finance costs</b>						
a) UK	613.43	553.77	534.97	1,592.84	1,324.86	1,905.51
b) USA and Canada	398.08	465.82	428.38	1,404.92	1,334.89	1,804.27
c) India	55.24	88.18	129.97	202.65	288.16	369.13
d) Rest of the World	75.59	67.15	33.85	206.84	250.34	266.36
<b>Total</b>	<b>1,142.34</b>	<b>1,174.92</b>	<b>1,127.17</b>	<b>3,407.25</b>	<b>3,198.25</b>	<b>4,345.27</b>
i) Finance costs	(172.73)	(180.70)	(211.61)	(537.17)	(653.64)	(851.47)
ii) Other unallocable expenditure net of unallocable Income	(371.34)	(356.49)	(383.18)	(1,073.08)	(1,111.90)	(1,461.00)
<b>Profit before tax and minority interest</b>	<b>598.27</b>	<b>637.73</b>	<b>532.38</b>	<b>1,797.00</b>	<b>1,432.71</b>	<b>2,032.80</b>
<b>Capital Employed</b>						
a) UK	1,303.42	1,216.29	1,644.49	1,303.42	1,644.49	1,475.99
b) USA and Canada	29,484.65	28,800.85	28,383.99	29,484.65	28,383.99	27,207.95
c) India	486.57	494.75	428.50	486.57	428.50	771.28
d) Rest of the World	759.31	646.72	568.87	759.31	568.87	881.29
e) Unallocated	1,780.24	1,980.10	1,289.44	1,780.24	1,289.44	1,559.41
<b>Total</b>	<b>33,814.19</b>	<b>33,138.71</b>	<b>32,315.29</b>	<b>33,814.19</b>	<b>32,315.29</b>	<b>31,895.92</b>

### 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, United States of America and Canada, 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

Mumbai, India  
February 9, 2015

**Rajesh Subramaniam**  
Managing Director and CEO

Firstsource Solutions Limited, CIN: L64202MH2001PLC134147

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