

Firstsource Solutions Limited

AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2018

CIN: L64202MH2001PLC134147

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

Tel: + 91 22 66660888 Fax: + 91 22 6666 0887 web: www.firstsource.com, email:complianceofficer@firstsource.com

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

Particulars	Quarter ended		Year ended	
	June 30	March 31	June 30	March 31
	2018	2018	2017	2018
	(Audited)	(Audited)	(Audited)	(Audited)
Income				
Revenue from operations	9,059.79	8,713.16	8,506.65	34,314.97
Other operating income, net	131.34	259.78	270.81	1,037.50
Other income	16.64	(25.50)	49.50	54.31
Total income	9,207.77	8,947.44	8,826.96	35,406.78
Expenses				
Employee benefits expenses	6,210.12	6,027.09	5,941.54	23,954.75
Depreciation and amortisation	179.87	172.34	152.85	659.24
Finance costs	62.44	88.96	109.26	404.03
Other expenses	1,699.88	1,620.97	1,829.79	6,808.66
Total expenses	8,152.31	7,909.36	8,033.44	31,826.68
Profit before tax and share in net (loss) of associate	1,055.46	1,038.08	793.52	3,580.10
Share in net profit / (loss) of associate	(0.01)	-	0.01	(0.01)
Profit before tax	1,055.45	1,038.08	793.53	3,580.09
Tax expense				
Current tax	158.08	96.22	104.76	456.79
Deferred tax	11.26	13.18	34.76	(142.48)
Net profit after tax	886.11	928.68	654.01	3,265.78
Other comprehensive income, net of taxes	383.98	24.86	(94.57)	(175.48)
Total comprehensive income	1,270.09	953.54	559.44	3,090.30
Profit attributable to:				
Owners of the equity	886.12	928.25	653.97	3,265.19
Non - controlling interest	(0.01)	0.43	0.04	0.59
Total comprehensive income attributable to:	886.11	928.68	654.01	3,265.78
Owners of the equity	1,269.25	952.59	559.52	3,089.52
Non - controlling interest	0.84	0.95	(0.08)	0.78
	1,270.09	953.54	559.44	3,090.30
Paid-up equity share capital (Face value per share of Rs 10)	6,885.02	6,865.23	6,818.62	6,865.23
Reserves excluding revaluation reserve	-	-	-	16,652.37
Earning per share (Rs) : (Face value per share of Rs 10)				
-Basic	1.29	1.36	0.96	4.78
-Diluted	1.28	1.35	0.95	4.73

Notes to financials results :

- The audited consolidated financial statements for the quarter ended June 30, 2018 have been taken on record by the Board of Directors at its meeting held on August 6, 2018. The statutory auditors have expressed an unmodified audit opinion. The information presented above is extracted from the audited consolidated financial statements. These financial statements are prepared in accordance with the Indian Accounting Standard (Ind AS) as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and Companies (Indian Accounting Standards) Amendment Rules, 2016.
- During the quarter ended June 30, 2018, 1,979,658 equity shares were issued pursuant to exercise of stock options under the Employee Stock Option Scheme of the Company.
- Effective April 1, 2018, the Group has adopted Ind AS 115. The adoption of the standard does not have any material impact to the Condensed consolidated financial statements.

4. Standalone Information (Audited) under Ind AS

Particulars	Quarter ended		Year ended	
	June 30	March 31	June 30	March 31
	2018	2018	2017	2018
Total income	2,047.97	1,955.84	2,482.98	8,739.79
Net profit before taxation	571.90	488.11	588.08	2,192.56
Net profit after taxation and before other comprehensive income	471.43	464.18	505.57	1,919.16

Firstsource Solutions Limited

AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2018

(Rs in millions)

5. Segment Reporting - Consolidated audited

Particulars	Quarter ended			Year ended
	June 30	March 31	June 30	March 31
	2018	2018	2017	2018
	(Audited)	(Audited)	(Audited)	(Audited)
Segment revenue				
a) Customer management	5,057.06	4,665.72	4,734.08	18,868.24
b) Healthcare	2,980.11	3,062.68	2,882.83	11,853.21
c) Collections	1,022.62	984.76	889.74	3,593.52
Total	9,059.79	8,713.16	8,506.65	34,314.97
Less: Inter-segment revenue	-	-	-	-
Net segment revenue	9,059.79	8,713.16	8,506.65	34,314.97
Segment results before tax and finance costs				
a) Customer management	621.14	765.29	635.02	2,840.82
b) Healthcare	603.51	537.49	473.03	1,988.95
c) Collections	177.54	157.03	76.55	378.55
Total	1,402.19	1,459.81	1,184.60	5,208.32
i) Finance costs	(62.44)	(88.96)	(109.26)	(404.03)
ii) Other unallocable expenditure net of unallocable income	(284.29)	(332.77)	(281.82)	(1,224.19)
iii) Share in net profit / (loss) of associate	(0.01)	-	0.01	(0.01)
Profit before tax and other comprehensive income	1,055.45	1,038.08	793.53	3,580.09
Segment assets				
a) Customer management	8,469.76	8,291.18	6,117.02	8,291.18
b) Healthcare	18,553.19	17,908.40	17,398.51	17,908.40
c) Collections	3,283.37	3,095.54	3,861.97	3,095.54
e) Unallocable	4,741.97	4,680.58	5,672.60	4,680.58
	35,048.29	33,975.70	33,050.10	33,975.70
Segment liabilities				
a) Customer management	8,529.77	5,606.61	4,346.49	5,606.61
b) Healthcare	636.78	3,682.80	5,545.17	3,682.80
c) Collections	221.69	263.63	150.21	263.63
e) Unallocable	785.16	892.53	2,131.57	892.53
	10,173.40	10,445.57	12,173.44	10,445.57

Note on segment information

Business segments

Based on the "management approach" as defined in Ind AS 108 - Operating Segments, the Chief Operating Decision Maker evaluates the Group's performance and allocates resources based on an analysis of various performance indicators by business segments. Accordingly, information has been presented into three key business segments comprising customer management, healthcare and collections. The accounting principles used in the preparation of the financial statements are consistently applied to record revenue and expenditure in individual segments.

By order of the Board
For Firstsource Solutions Limited

Mumbai, India
August 6, 2018

Rajesh Subramaniam
Managing Director and CEO

Firstsource Solutions Limited

AUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2018

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			Year ended
	June 30	March 31	June 30	March 31
	2018	2018	2017	2018
	(Audited)	(Audited)	(Audited)	(Audited)
Income				
Revenue from operations	1,893.36	1,706.37	2,175.06	7,628.18
Other operating income, net	131.52	237.73	260.59	984.48
Other income	23.09	11.74	47.33	127.13
Total income	2,047.97	1,955.84	2,482.98	8,739.79
Expenses				
Employee benefits expenses	943.10	898.75	1,206.09	4,153.00
Depreciation and amortisation	57.09	55.08	50.08	215.30
Finance costs	4.00	26.94	19.38	62.32
Other expenses	471.88	486.96	619.35	2,116.61
Total expenses	1,476.07	1,467.73	1,894.90	6,547.23
Profit before tax	571.90	488.11	588.08	2,192.56
Tax expense				
Current tax	96.08	46.41	78.31	277.00
Deferred tax	4.39	(22.48)	4.20	(3.60)
Net profit after tax	471.43	464.18	505.57	1,919.16
Other comprehensive income, net of taxes	8.77	(396.46)	(174.08)	(715.70)
Total comprehensive income	480.20	67.72	331.49	1,203.46
Paid-up equity share capital (Face value per share of Rs 10)	6,885.02	6,865.23	6,818.62	6,865.23
Reserves excluding revaluation reserve	-	-	-	14,480.28
Earning per share (Rs): (Face value per share of Rs 10)				
-Basic	0.69	0.68	0.74	2.81
-Diluted	0.68	0.67	0.74	2.78

Notes to financials results :

1. The audited standalone financial statements for the quarter ended June 30, 2018 have been taken on record by the Board of Directors at its meeting held on August 6, 2018. The statutory auditors have expressed an unmodified audit opinion. The information presented above is extracted from the audited standalone financial statements. These financial statements are prepared in accordance with the Indian Accounting Standard (Ind AS) as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and Companies (Indian Accounting Standards) Amendment Rules, 2016.

2. During the quarter ended June 30, 2018, 1,979,658 equity shares were issued pursuant to exercise of stock options under the Employee Stock Option Scheme of the Company.

3. As per Ind AS 108 - Operating Segment, if a financial report contains both consolidated financial statements of a parent that is within the scope of this Ind AS as well as the parent's separate financial statements, segment information is required only in the consolidated financial statements. Accordingly, information required to be presented under Ind AS 108 - Operating Segment has been given in the consolidated financial results.

4. Effective April 1, 2018, the Company has adopted Ind AS 115. The adoption of the standard did not have any material impact to the condensed financial statements of the Company.

By order of the Board
For Firstsource Solutions Limited

Mumbai, India
August 6, 2018

Rajesh Subramaniam
Managing Director and CEO