

(consolidated figures)





(As per Indian Accounting Standards)

In INR million, except per share data

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Quarter ended		Growth % in Q2 FY19	Quarter ended	Growth % in Q2 FY19
September 30, 2018	September 30, 2017	over Q2 FY18	June 30, 2018	over Q1 FY19
9,442.00	8,463.75	11.6%	9,059.79	4.2%
105.40	265.94	-60.4%	131.34	-19.8%
9,547.40	8,729.69	9.4%	9,191.13	3.9%
1,765.60	1,691.48	4.4%	1,699.88	3.9%
6,453.48	5,941.49	8.6%	6,210.12	3.9%
8,219.08	7,632.97	7.7%	7,910.00	3.9%
1,328.32	1,096.72	21.1%	1,281.13	3.7%
13.9%	12.6%		13.9%	
184.03	162.31	13.4%	179.87	2.3%
1,144.29	934.41	22.5%	1,101.26	3.9%
12.0%	10.7%		12.0%	
				-7.7%
,			,	-7.7%
` '	` ,			2.7%
·		29.6%	•	2.1%
	010,0		111070	
156.45	149.10	4.9%	169.34	-7.6%
927.94	687.54	35.0%	886.11	4.7%
(0.09)	0.04	-	(0.01)	-
928.03	687.50	35.0%	886.12	4.7%
9.7%	7.9%		9.6%	
1.35 1.33	1.01 1.00		1.29 1.28	
	\$\frac{9,442.00}{105.40}\$ \$\frac{9,442.00}{9,547.40}\$ \$\frac{1,765.60}{6,453.48}\$ \$\frac{8,219.08}{13.9%}\$ \$\frac{13.9%}{(51.57)}\$ \$\text{(8.33)}\$ \$\frac{1,144.29}{1.084.39}\$ \$\frac{1,084.39}{156.45}\$ \$\frac{927.94}{928.03}\$ \$\frac{9.7%}{1.35}\$	September 30, 2018         September 30, 2017           9,442.00 105.40         8,463.75 265.94           9,547.40         8,729.69           1,765.60 1,691.48 6,453.48 5,941.49 8,219.08 7,632.97         1,328.32 1,096.72           13.9% 12.6% 184.03 162.31         1,096.72           13.9% (51.57) (81.77) (8.33) (16.00)         1,084.39 836.64           11.4% 9.6% 156.45 149.10         927.94 687.54           (0.09) 0.04         928.03 687.50           9.7% 7.9%           1.35 1.01	Quarter ended         Growth % in Q2 FY19 over Q2 FY18           9,442.00         8,463.75 11.6% 105.40 265.94 -60.4%           9,547.40         8,729.69 9.4%           1,765.60         1,691.48 6.453.48 5.941.49 8.6% 8.219.08 7.632.97 7.7%           1,328.32         1,096.72 21.1% 13.4% 14.40 14.03 162.31 13.4%           1,144.29         934.41 22.5% 14.49 16.00 -47.9% 156.45 149.10 4.9% 156	Quarter ended         Growth % in Q2 FY19 over 30, 2018         Quarter ended           September 30, 2018         September 30, 2017         June 30, 2018           9,442.00 8,463.75 11.6% 9,059.79 105.40 265.94 -60.4% 131.34         -60.4% 131.34           9,547.40 8,729.69 9.4% 9,191.13         9,191.13           1,765.60 1,691.48 6,453.48 5,941.49 8.6% 6,210.12 8,219.08 7,632.97 7.7% 7,910.00         1,281.13           13.9% 12.6% 184.03 162.31 13.4% 179.87         13.9% 179.87           1,144.29 934.41 22.5% 1,101.26         12.0% (51.57) (81.77) -36.9% (55.90) (55.90) (8.33) (16.00) -47.9% 10.09           1,084.39 836.64 29.6% 1,055.45 11.4% 9.6% 156.45 149.10 4.9% 169.34         11.5% 159.34           927.94 687.54 35.0% 886.11 (0.09) 0.04 - (0.01) 928.03 687.50 35.0% 886.12         9.7% 7.9% 9.6%           1.35 1.01 1.29





Profit and Loss account

(consolidated figures)

(As per Indian Accounting Standards)

In INR million, except per share data

<b>-</b>	Year E	Growth	
Particulars	September 30, 2018	September 30, 2017	%
INCOME			
Income from services	18,501.79	16,970.40	9.0%
Other Operating Income	236.74	536.75	-55.9%
REVENUES FROM OPERATIONS	18,738.53	17,507.15	7.0%
EXPENDITURE			
Operating expenses	3,465.48	3,521.27	-1.6%
Personnel expenses	12,663.60	11,883.03	6.6%
	16,129.08	15,404.30	4.7%
OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)	2,609.45	2,102.85	24.1%
Operating EBITDA %	13.9%	12.0%	
Depreciation / amortization	363.90	315.16	15.5%
OPERATING EARNINGS BEFORE INTEREST AND TAX (EBIT)	2,245.55	1,787.69	25.6%
Operating EBIT %	12.0%	10.2%	
Interest Income / (expense), net	(107.45)	(211.23)	-49.1%
Other Income / (expense)	1.74	53.71	-96.8%
PROFIT/(LOSS) BEFORE TAX (PBT)	2,139.84	1,630.17	31.3%
PBT (% of Total Income)	11.4%	9.3%	011070
Taxes	325.79	288.62	12.9%
PROFIT/ (LOSS) AFTER TAX BEFORE MINORITY INTEREST	1,814.05	1,341.55	35.2%
Minority Interest	(0.10)	0.08	-
PROFIT/(LOSS) AFTER TAX AND MINORITY INTEREST (PAT)	1,814.15	1,341.47	35.2%
PAT (% of Total Income)	9.7%	7.66%	
EARNINGS PER SHARE (Equity shares of par value ` 10/ each)			
Basic Diluted	2.63 2.61	1.97 1.95	





Balance sheet

(consolidated figures)

(As per Indian Accounting Standards)

In INR million

<b>.</b>	As on			
Particulars Particulars	September	June		
	30, 2018	30, 2018		
ASSETS				
Non-current assets				
Goodwill on consolidation	21,410.34	20,256.03		
Fixed assets	1,609.81	1,503.79		
Investments	122.08	121.01		
Other financial assets	327.06	314.72		
Income Tax Assets	689.32	645.87		
Deferred Tax Assets	2,320.11	2,203.21		
Other non-current assets	2,261.12	2,218.97		
	28,739.84	27,263.60		
Current Assets				
Current investments	80.00	460.00		
Trade receivables	4,402.06	4,084.23		
Cash and cash equivalents	660.89	4,004.23 873.32		
Other Financial Assets	1,837.01	1,620.06		
Other current assets	753.68	747.08		
Other current assets	7,733.64	7,784.69		
		·		
	36,473.48	35,048.29		
EQUITY AND LIABILITIES				
Shareholder's funds				
Share capital	6,903.64	6,885.02		
Reserve and surplus	18,116.31	17,976.50		
	25,019.95	24,861.52		
Minority interest	12.34	13.37		
Non-current liabilities				
Long-term borrowings	95.93	121.01		
Deferred Tax Liability	354.90	287.20		
Other Financial Liability	472.83	137.96		
Provision for Employee Benefits	65.74	63.74		
	989.40	609.91		
Current liabilities				
Short-term borrowings	6,475.56	6,292.49		
Trade payables	1,144.13	1,024.39		
Other Financial Liabilities	1,969.41	1,242.18		
Other Current Liability	431.76	504.69		
Provision for Employee Benefits	300.01	263.19		
Provision for Tax	130.92	236.55		
	10,451.79	9,563.49		
	36,473.48	35,048.29		





#### Cash Flow Statement

(consolidated figures)

In INR million

Particulars	Quarter ended September 30, 2018
Sources	
Net Cash accruals / (losses)	1,328.81
Increase in Shareholders' Funds	63.80
Interest and dividend Received	9.40
Proceeds from buy-back by FDS Sri Lanka	17.40
Increase in current liabilities	272.09
Total Sources	1,691.50
Uses	
Increase in debtors	534.35
Taxes paid	278.30
Capital Expenditure	155.34
Dividend payout (including DDT)	1,247.73
Interest Expense	73.22
Total Uses	2,288.94
Surplus / (Deficit)	-597.43
Effect of exchange rate on translation of subsidiaries	4.96
Opening Cash and Cash Equivalents	1,333.36
Closing Cash and Cash Equivalents	740.89







OFERATING METRICS					
	Revenue by	į			
		Quarter Ended		Year I	Ended
	Sep 30, 2018	Sep 30, 2017	Jun 30, 2018	Mar 31, 2018	Mar 31, 2017
BFSI	36.0%	29.2%	35.1%	29.2%	31.8%
Telecom & Media	27.9%	34.7%	28.7%	33.9%	32.2%
Healthcare	34.8%	36.0%	35.3%	36.8%	35.8%
Others Total	1.3% <b>100.0%</b>	0.1% <b>100.0%</b>	0.9% <b>100.0%</b>	0.1% <b>100.0%</b>	0.3% <b>100.0%</b>
Total	100.076	100.0 %	100.0 %	100.0 /6	100.0 /6
	Revenue by G	Seography			
		Quarter Ended		Year I	Ended
	Sep 30, 2018	Sep 30, 2017	Jun 30, 2018	Mar 31, 2018	Mar 31, 2017
USA	55.1%	52.2%	54.1%	53.6%	55.3%
UK	43.8%	45.2%	44.7%	43.6%	38.0%
India	1.1%	2.6%	1.2%	2.8%	5.8%
Rest of world*	0.0%	0.0%	0.0%	0.0%	0.9%
Total  * Rest of world (RoW) primarily includes Europe	100.0%	100.0%	100.0%	100.0%	100.0%
* Rest of world (Row) primarily includes Europe	, ,,				
	Revenue by Deli	very location  Quarter Ended		Year I	Endod
	Sep 30, 2018	Sep 30, 2017	Jun 30, 2018	Mar 31, 2018	Mar 31, 2017
Offshore	19.9%	23.9%	23.1%	24.1%	27.1%
Onshore	80.1%	76.1%	76.9%	75.9%	72.9%
Total	100.0%	100.0%	100.0%	100.0%	100.0%
	Revenue by Busi			Year I	Ended
		Quarter Ended	_		
	Sep 30, 2018	Sep 30, 2017	Jun 30, 2018	Mar 31, 2018	Mar 31, 2017
Customer management	55.7%	56.3%	55.8%	55%	56%
Healthcare Collections	32.6% 11.7%	33.6% 10.1%	32.9% 11.3%	35% 10%	33% 11%
Total	100.0%	100.0%	100.0%	100.0%	100.0%
	100.070	100.070	1001070	1001070	1001070
		Client Concentration			
	Client Conc				
	Client Conc	entration Quarter Ended		Year I	Ended
	Sep 30, 2018		Jun 30, 2018	Year I Mar 31, 2018	Ended Mar 31, 2017
Client contribution to revenues		Quarter Ended	Jun 30, 2018		
Client contribution to revenues	Sep 30, 2018	Quarter Ended Sep 30, 2017	·	Mar 31, 2018	Mar 31, 2017
Top customer	Sep 30, 2018 23.8%	<b>Sep 30, 2017</b> 29.1%	24.7%	Mar 31, 2018 28.3%	Mar 31, 2017 22.0%
	Sep 30, 2018	Quarter Ended Sep 30, 2017	·	Mar 31, 2018	Mar 31, 2017
Top customer	Sep 30, 2018  23.8% 41.6%	Quarter Ended Sep 30, 2017  29.1% 47.3%	24.7%	Mar 31, 2018 28.3%	Mar 31, 2017 22.0%
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Top customer	Sep 30, 2018  23.8% 41.6%  Employee and S	Quarter Ended Sep 30, 2017  29.1% 47.3%  eats Metrics Quarter Ended	24.7% 42.7%	Mar 31, 2018 28.3% 46.3% Year I	Mar 31, 2017 22.0% 43.0% Ended
Top customer Top 5 customers	Sep 30, 2018  23.8% 41.6%  Employee and S  Sep 30, 2018	Quarter Ended Sep 30, 2017  29.1% 47.3%  eats Metrics Quarter Ended Sep 30, 2017	24.7% 42.7% Jun 30, 2018	28.3% 46.3% Year I	22.0% 43.0% Ended Mar 31, 2017
Top customer Top 5 customers  Total employees (end of period)	Sep 30, 2018  23.8% 41.6%  Employee and S  Sep 30, 2018  19,615	Quarter Ended Sep 30, 2017  29.1% 47.3%  eats Metrics Quarter Ended Sep 30, 2017  19,194	24.7% 42.7% Jun 30, 2018 18,759	28.3% 46.3% Year I Mar 31, 2018	22.0% 43.0% Ended Mar 31, 2017 25,871
Top customer Top 5 customers	Sep 30, 2018  23.8% 41.6%  Employee and S  Sep 30, 2018	Quarter Ended Sep 30, 2017  29.1% 47.3%  eats Metrics Quarter Ended Sep 30, 2017	24.7% 42.7% Jun 30, 2018	28.3% 46.3% Year I	22.0% 43.0% Ended Mar 31, 2017 25,871
Top customer Top 5 customers  Total employees (end of period) Net Addition	Sep 30, 2018  23.8% 41.6%  Employee and S  Sep 30, 2018  19,615 856	29.1% 47.3% eats Metrics Quarter Ended Sep 30, 2017 19,194 (5,819)	24.7% 42.7% Jun 30, 2018 18,759 56	28.3% 46.3% Year I Mar 31, 2018 18,703 (7,168)	22.0% 43.0% Ended Mar 31, 2017 25,871 1,985
Top customer Top 5 customers  Total employees (end of period) Net Addition  Employees in India	Sep 30, 2018  23.8% 41.6%  Employee and S  Sep 30, 2018  19,615 856  9,040	29.1% 47.3% eats Metrics Quarter Ended Sep 30, 2017 19,194 (5,819) 8,866	24.7% 42.7% Jun 30, 2018 18,759 56 8,664	28.3% 46.3% Year I Mar 31, 2018 18,703 (7,168) 8,809	22.0% 43.0% Ended Mar 31, 2017 25,871 1,985 15,446
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Top customer Top 5 customers  Total employees (end of period) Net Addition  Employees in India Employees outside India	Sep 30, 2018  23.8% 41.6%  Employee and S  Sep 30, 2018  19,615 856  9,040 10,575	29.1% 47.3% eats Metrics Quarter Ended Sep 30, 2017 19,194 (5,819) 8,866 10,328	24.7% 42.7% Jun 30, 2018 18,759 56 8,664 10,095	28.3% 46.3% Year I Mar 31, 2018 18,703 (7,168) 8,809 9,894	22.0% 43.0% Ended Mar 31, 2017 25,871 1,985 15,446 10,425 22,880
Top customer Top 5 customers  Total employees (end of period) Net Addition  Employees in India Employees outside India  Number of seats	Sep 30, 2018  23.8% 41.6%  Employee and S  Sep 30, 2018  19,615 856  9,040 10,575 16,617	Quarter Ended  Sep 30, 2017  29.1% 47.3%  47.3%  Reats Metrics Quarter Ended Sep 30, 2017  19,194 (5,819)  8,866 10,328  17,215	24.7% 42.7% Jun 30, 2018 18,759 56 8,664 10,095 16,287	Year I Mar 31, 2018 28.3% 46.3% Year I Mar 31, 2018 18,703 (7,168) 8,809 9,894 16,679	22.0% 43.0% Ended Mar 31, 2017 25,871 1,985 15,446 10,425 22,880
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