

INVESTOR PRESENTATION

July 2025


firstsource



Certain statements in this presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in BPS market including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, time and cost overruns on client contracts, client concentration, our ability to manage ramp-ups and growth, our ability to manage our international operations, reduced demand in our key focus verticals, disruptions in telecom infrastructure and technology, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, performance of our subsidiaries, withdrawal of government fiscal incentives, political instability, legal restrictions on raising capital and acquiring companies outside India, unauthorized use of our intellectual property and general economic conditions affecting our industry. Firstsource may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company.

Firstsource: Who we are?



Established in **2001**
Public listing in 2007



Specialized BPS partner

Hyper-focused, domain-centric teams with cutting-edge tech, data, and analytics



200+ global clients# including
Several Fortune 500, FTSE 100 and ASX200 companies



34,495* Firstsourcers

Across US, UK, India, Philippines, South Africa, Australia, Mexico, Romania, Trinidad & Turkey



Part of RP-Sanjiv Goenka Group
Since 2012



Leaders in chosen verticals

Banking & Financial Services, Healthcare, Communications, Media & Technology, Retail and Utilities



Deep partnerships with clients
Average tenure of top 5 clients is over 20 years



Revenues of **INR 79.8 Billion**
(US\$944 Million) in FY25



#For clients with trailing 12-months revenue over US\$0.25mn
*As on 30th June 2025

Part of RP-Sanjiv Goenka Group



Group turnover of
~US\$5 Bn*

EBITDA of
~US\$930 Mn*



Asset base of
>US\$8 Bn*

Over
1.2 Mn* Shareholders

One of India's **new-age and fastest growing**
Conglomerates

Strong workforce of **55,000+** employees, belonging
to different nationalities

Presence in **60+** countries

100+ offices worldwide



India's first fully integrated utility company,
serving **4.7 Mn consumers** across **7 locations**



A **global leader in BPS**, transforming operations across
industries through its **UnBPO approach** - delivering
transformative, AI-powered solutions at speed and
scale



A **Global Specialty Chemical** company and **India's
Largest Carbon Black** player



Too Yumm, a **flavorful & better-for-you snacking**

Innovating in the **personal care category** through
new-age brands *Naturali* and *Within Beauty*



LSG is a premier IPL franchisee focused on **nurturing
the future of Indian cricket**



Eastern India's definitive **destination for luxury,
style, and curated lifestyle experiences**



An entertainment Company with **IP at its core** having
diverse portfolio of **170k+** songs, **70+** films, **10k+ hrs**
TV series, **45+** web series, artist management & live
events.



India's **largest** producer of rubber & South India's
second largest cultivator of tea

spencers



India's **finest gourmet and multi-format** organized
retailer with varied assortments

FORTUNE HELLO!

OPEN Hook

Delivering **sharp journalism, bold storytelling, and
immersive experiences across print, digital, and
video**—shaping conversations in business, culture,
lifestyle and current affairs

*All figures are for FY25 or as on 31st March 2025

We work with the leading global enterprises...



Banking & Financial Services

- Asset Finance
- Credit Cards
- Mortgages
- Retail & SME Banking
- FinTech



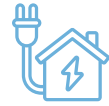
Communications, Media & Technology

- Streaming Services, Cable TV
- Broadband & Telephony
- Consumer Technologies
- EdTech
- E-Commerce



Healthcare

- Health Plans
- Healthcare Services
- Hospital Providers
- Physician Groups
- Medical Devices



Diversified Industries

- Utilities
- Government Entities
- Retail and E-Commerce

14 of Top 20

Mortgage lenders and servicers in the US

7 of Top 10

Credit card issuers in the US

3 of Top 10

Retail banks in the UK

12 of Top 15

Health plans/managed care providers in the US

330+

Health systems in the US

1 of Top 2

Broadcasting and media companies in the UK

3 of Top 5

Telecom and broadcasting companies in the US

4 of Top 5

Consumer technology companies in the US

2 of Top 5

Energy providers in the UK

2 of Top 10

Retailers in the UK

And are market leaders in our solution offerings



Customer Experience (CX)

- Omnichannel engagement
- Active user personalization
- Intelligent automation
- Virtual Copilot



Consulting

- Technology solutions
- CX strategy and design
- Process optimization
- Metrics & measurement



Domain-led Platforms/Solutions (DP&S)

- Sympraxis – Digital intake operations
- Firstsource Healthcare Cloud – Revenue cycle management



Collections

- White-labeled digital collections
- First-party & third-party collections
- Legal collections
- Compliance & risk management



Data & Analytics (D&A)

- Data annotation and labeling
- Predictive analytics
- Managed services
- AI-enabled services



Trust & Safety (T&S)

- Audit of policies/queue structures
- Workflow optimization
- Real-time content monitoring
- Predictive analytics



Market Leader

Healthcare Payer BPaaS Solutions
Peak Matrix Assessment | 2024



Major Contender & Star Performer

RCM Operations
Peak Matrix Assessment | 2024



Market Leader

Lending Services Operations
Peak Matrix Assessment | 2024



Leader

Mortgage Business Process Transformation
RadarView™ | 2024



Featured among 'The Booming 15'
(Companies with revenue <US\$1Bn)
ISG Index | 2Q25



Front Runners

Operationalizing Generative AI in Healthcare
Payer | 2025



Top Riser & Rank among Top25 Players
(On CY24 revenue and YoY revenue growth)
Everest Group BPS Top 50™ | 2025

We introduced the UnBPO™ playbook



Traditional BPO Approach

Front, middle and back-office tasks with defined boundaries

Labor arbitrage/global delivery are the key assets

Labor-based resourcing model; focus on pyramid optimization

Shared service delivery models; one size fits all

Location dispersion driving competitive differentiation

Hierarchical org. structure; generational workforce

Traditional L&D; traditional incentive structures

Leverage AI for point solutions and drive productivity

Use partners to fill technology gaps

Linear revenue model



The UnBPO™ Mindset

'Service-as-a-software'; boundaries between process and IT blurring

'Technology arbitrage' not just for cost, but for leverage

Skill-based resourcing; full/part time, gig, and agentic workforce

'Fit-for-purpose' technology contextualized for deep domain

Location dispersion is 'location debt'; AI centers of excellence

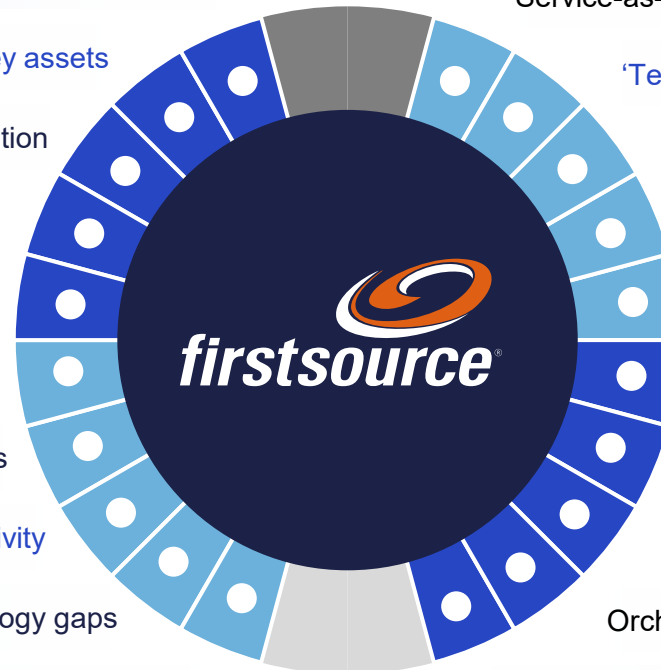
Cross-functional structure; distributed decision-making

Personalized skilling and reskilling; Retooled incentive structures

AI-at-the-core with human-in-the-loop

Orchestration of specialized partners integrated into the operating model

Disruptive growth with non-linear commercial models



Our strategic priorities



That are showing results

Some of our strategic deal wins over last 12 months



Secured a 5-year BPaaS deal with US\$50mn+ ACV from **a mid-market managed care provider* in the US**



Awarded a large deal by **a leading dental health plan in the US** to transform their claims and contact center operations



Won a large deal from **one of the largest US based provider-sponsored health plan*** for contact center services across multiple states



One of the Top3 consumer tech companies* in North America selected us for providing GenAI services



Expanded our business with **one of the largest utilities companies in the UK**, an existing client, with additional business for customer support services



Selected by a **large cooperative financial institution** in the UK for services in the areas of financial crime, compliance, operations and customer service solutions



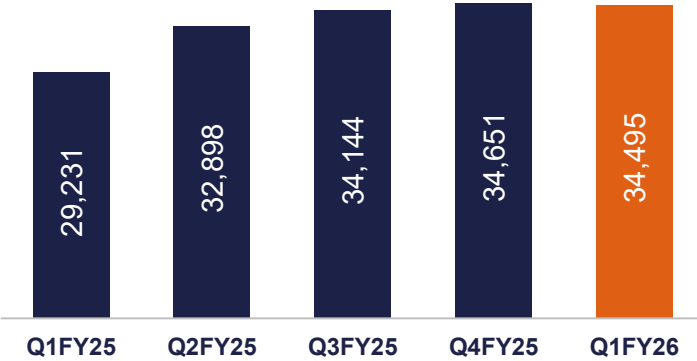
Selected by **a global leader in financial technology solutions* in the US** for customer experience services



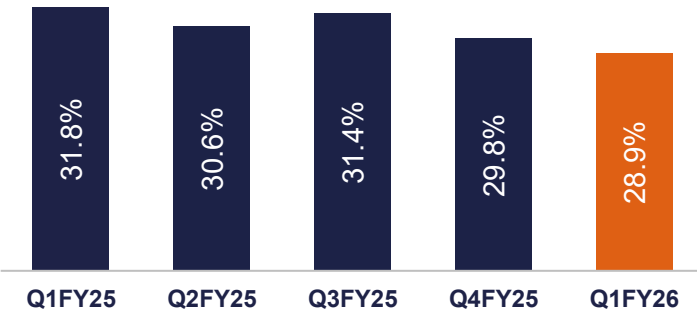
Won a large deal from a **leading telecom player* in Australia & New Zealand**, the first major win for our newly launched ANZ operations

**New logo for the respective quarter*

Total headcount



Attrition*



**For employees in employment for more than 180 days*

With relAI, we are building capabilities to address the AI opportunity



Firstsource **relAI** is a suite of AI platforms, solutions and digital services to drive digital transformation for our clients in a responsible and ethical manner

- * Strengthening the suite by leveraging our partner ecosystem across niche startups to hyperscalers to drive co-creation and joint go-to-market efforts
- * Launched **Gigsourcing Platform** in Q1FY26 to connect businesses with skilled, on-demand global talent, offering a cost-effective, flexible, and scalable workforce solution to streamline talent management and improve efficiency
- * Launched **Agentic AI Studio**, a core element of the **relAI** suite, in Q4FY25 that empowers businesses to deconstructs work into AI-powered micro-tasks, enabling intelligent, industry-specific transformation
- * Strategic investment in building a specialized language model for the US mortgage market, leveraging our domain expertise to create a seamless digital process and significantly reduce cycle times
- * Infused our digital collection platform with the power of generative AI to enable empathetic, persona-based communication, significantly improving collection efficiency
- * Added AI capabilities to our HealthTech platform for improved efficiency on claims documentation
- * Acquired **AccunAI**, a GenAI application development startup, in Q3FY25 to add to our capabilities for AI services, especially to our technology clients
- * Leveraging AI for Operational Impact: **AI Coach** - our in-house agent training program – has improved speed to competency by 25%; 100% of internal technology team is AI enabled



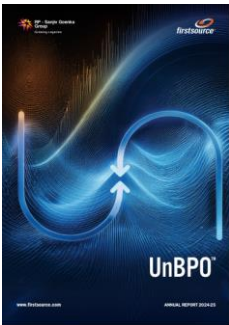
We are socially conscious



Prepared in accordance with Global Reporting Initiative (GRI) Standards, 2021 and Task Force on Climate-related Financial Disclosures (TCFD) frameworks

[Read our FY25 EGS report here](#)

BRSR REPORT 2024-25



[Read our FY25 BRSR report here](#)

 Environment	26.3% Renewable energy mix	13 Offices are supplied with renewable energy	100% Waste disposed to waste handler	Zero Scope 1 emission tCO ₂ e	163.9% Increase in renewable energy vs. FY24
 Social	~46% of the total workforce comprise of women	81.5% Employee satisfaction score	21,042 Total hours of Community Volunteering	₹72.9 Mn Total CSR Amount for FY25	85% Suppliers (by spend) screened on E&S KPIs
 Governance	54.5% of the Board are Independent Directors	33.3% of Independent Directors are Women	53.6% Promoter shareholding	Zero Incidents of conflict of interest involving employees	Zero Incidents of insider trading

S&P Global

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Firstsource Solutions Limited
Professional Services

Industry Mover

Corporate Sustainability
Assessment (CSA) 2024

81/100 | Score date February 5, 2025 | For terms of use, visit [www.spglobal.com/yearbook](#).

S&P Global

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Firstsource Solutions Limited
Professional Services

Top 5%

Corporate Sustainability
Assessment (CSA) 2024 Score

81/100 | Score date February 5, 2025 | For terms of use, visit [www.spglobal.com/yearbook](#).



Silver RATING

Leader in Carbon Management 2024



'A' RATING

CDP Supplier Engagement Assessment 2024

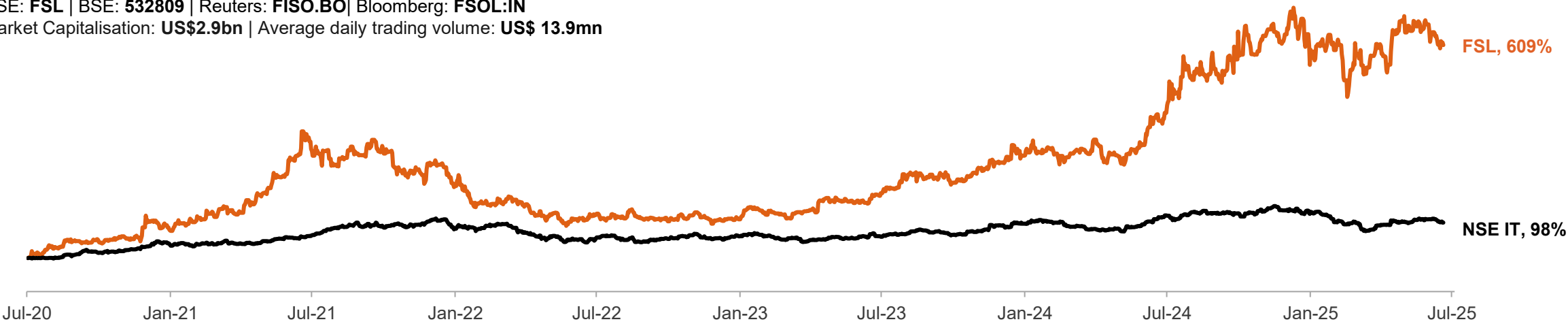
'B' RATING

CDP Climate Disclosure 2024

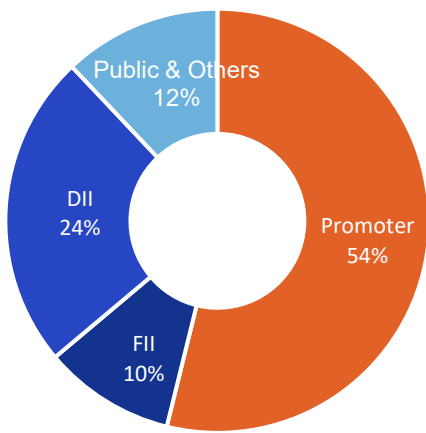
And focused on shareholder value creation

5 Years Stock Performance

NSE: **FSL** | BSE: **532809** | Reuters: **FISO.BO** | Bloomberg: **FSOL:IN**
Market Capitalisation: **US\$2.9bn** | Average daily trading volume: **US\$ 13.9mn**



Shareholding Pattern*

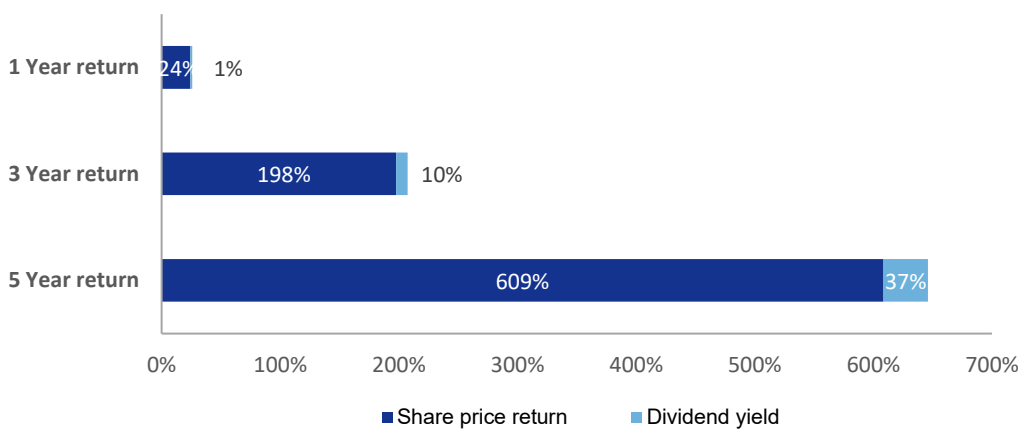


Key institutional shareholders

- HDFC Mutual Fund
- Life Insurance Corporation
- SBI Mutual Fund
- Tata Mutual Fund
- Vanguard Group
- Blackrock
- HSBC Mutual Fund
- Dimensional Fund
- White Oak
- Axis Mutual Fund

*As on 30th June 2025

Total Shareholder Return



Stock data based on closing prices as of 29th July 2025; Average daily trading volume is the average for last six months

Our Leadership Team



Ritesh Idnani
—
MD & CEO



Dinesh Jain
—
Chief Financial Officer



Sohit Brahmawar
—
Chief Operating Officer



Shamita Mukherjee
—
Chief Human Resources
Officer



Aniket Maindarkar
—
Chief Marketing Officer



Hasit Trivedi
—
Chief Digital & AI Officer



Vivek Sharma
—
Head – CMT, BFS
and Emerging Geos



Venkatgiri Vandali
—
Head – Healthcare &
Lifesciences



Rajiv Malhotra
—
Head – Europe, Middle
East & Africa



Arjun Mitra
—
Head – Collections



Ashish Chawla
—
Head – CX and Consulting



Sundara Sukavanam
—
Head – Enterprise
Transformation Office

In summary...

We see potential to grow at an **accelerated** pace over the medium term...

- ⌚ Discontinuities caused by macro and technology shifts are creating market opportunities
- ⌚ We are disrupting the traditional business model with the UnBPO™ playbook
- ⌚ Our 'right' scale gives us an advantage

...Helped by our unique **differentiators**...

- ⌚ Roster of long-standing relationships with quality clients with large spend
- ⌚ Recognized market leadership in our chosen domains
- ⌚ Bring technology and AI induced capabilities to solve clients' business problems

...And driven by the **OneFirstsource** playbook...

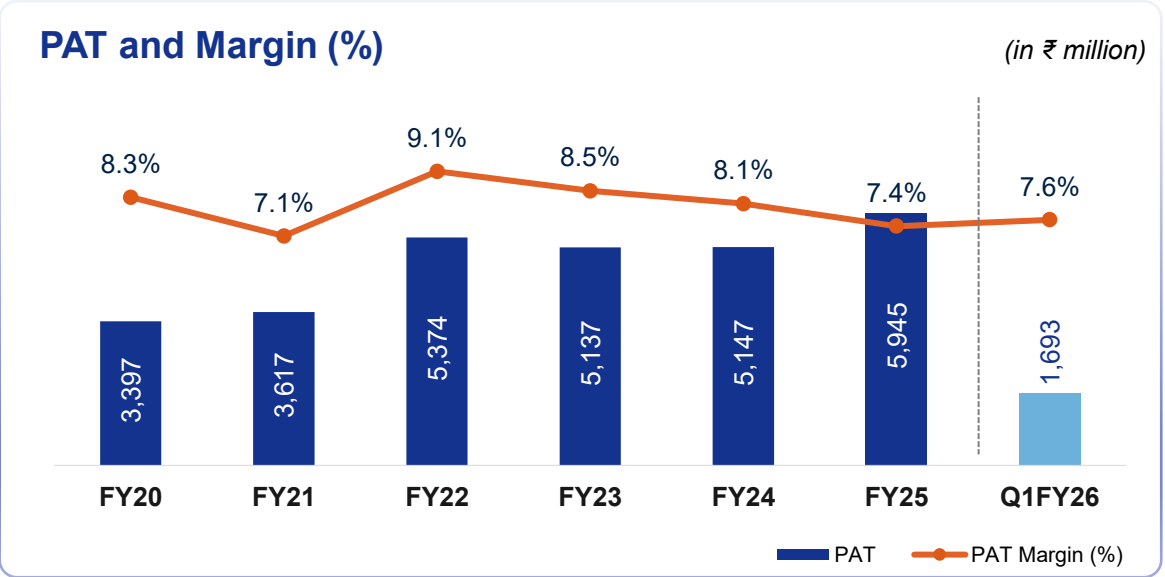
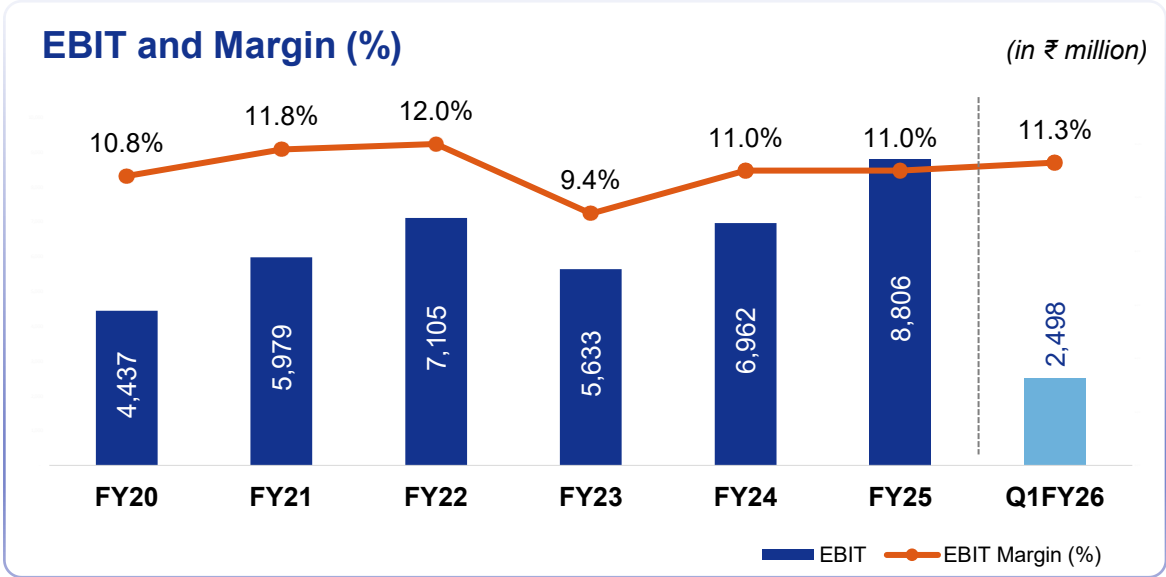
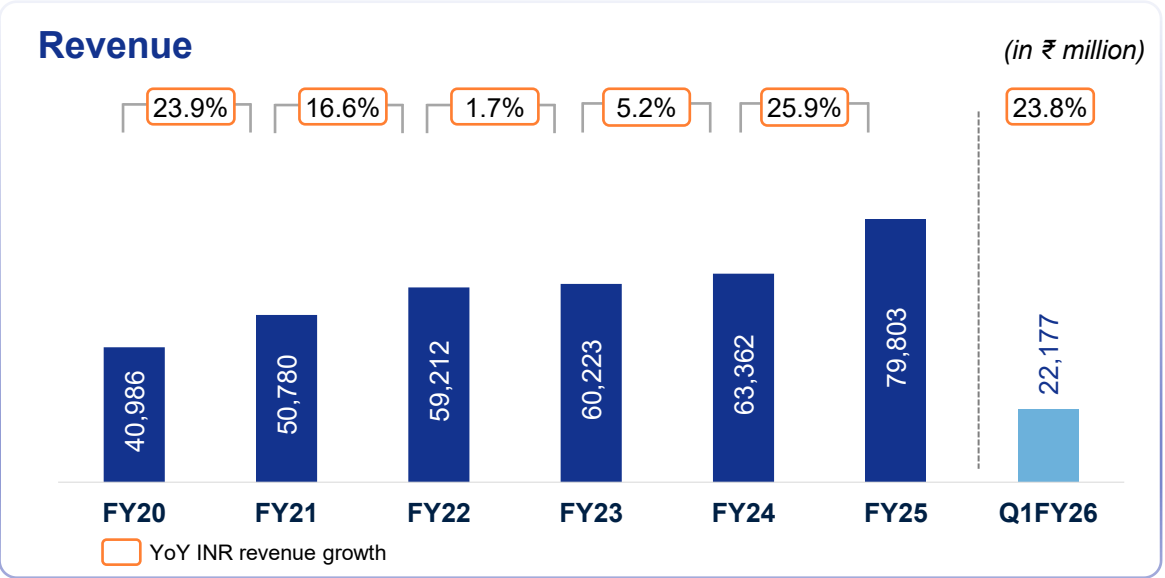
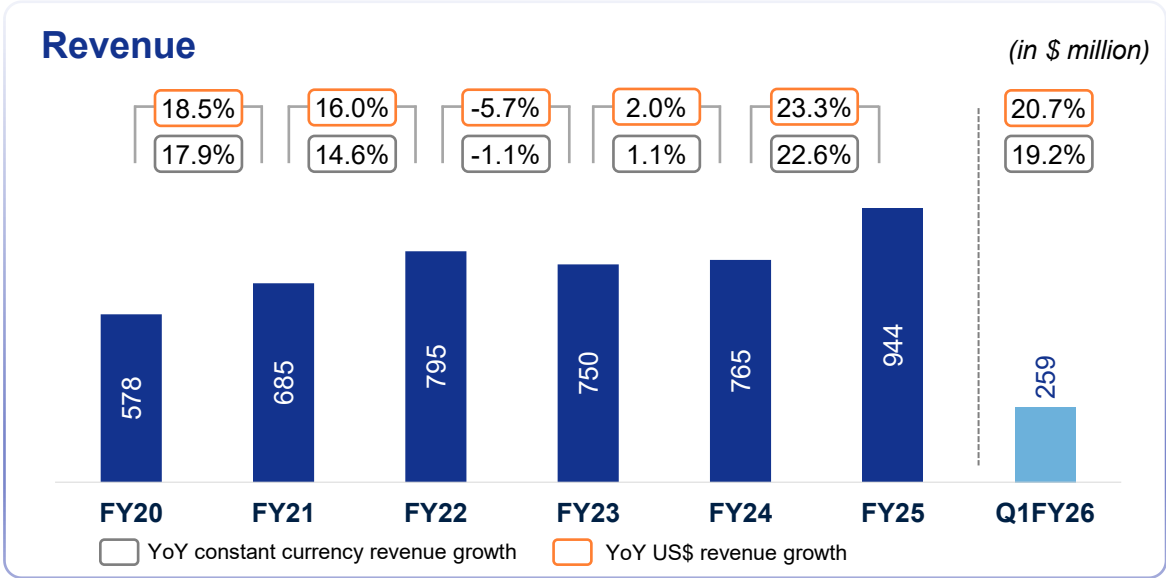
- ⌚ Focus on account mining and expanding capabilities
- ⌚ Steady upward movement in client numbers across revenue buckets
- ⌚ Speed-to-market, clear accountability and improved market visibility are key imperatives

...Even as we remain focused on **execution** in the near term

- ⌚ Four large deal wins in Q1FY26; at-least three every quarter since Q1FY25
- ⌚ 17 new logo added in Q1FY26, highest quarterly addition in last three years
- ⌚ FY26 revenue growth guidance at the top decile of the peer group

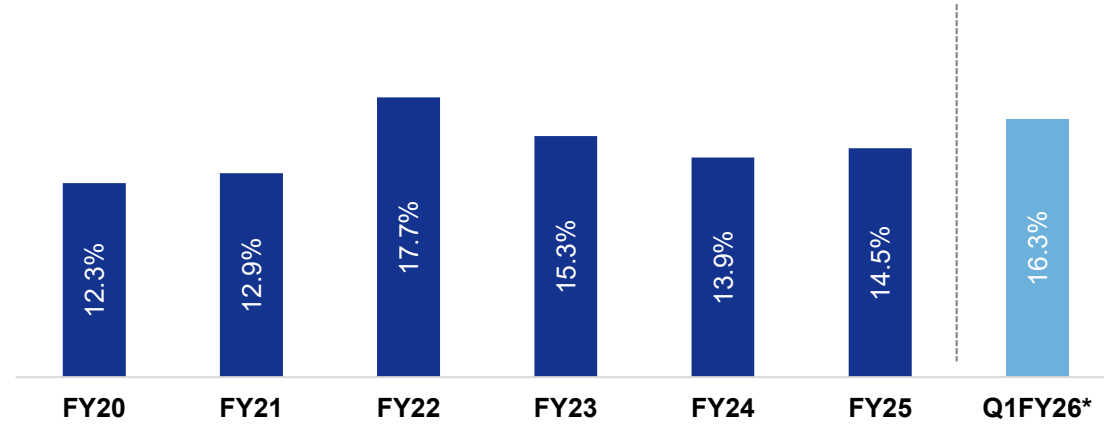
Factsheet

Financial performance snapshot | Q1FY26

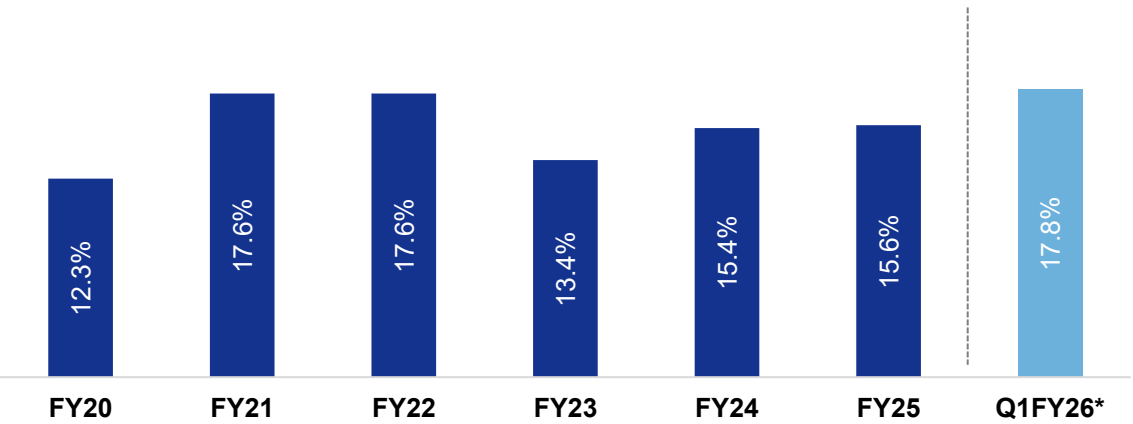


Key performance indicators | Q1FY26

Return on Equity (%)

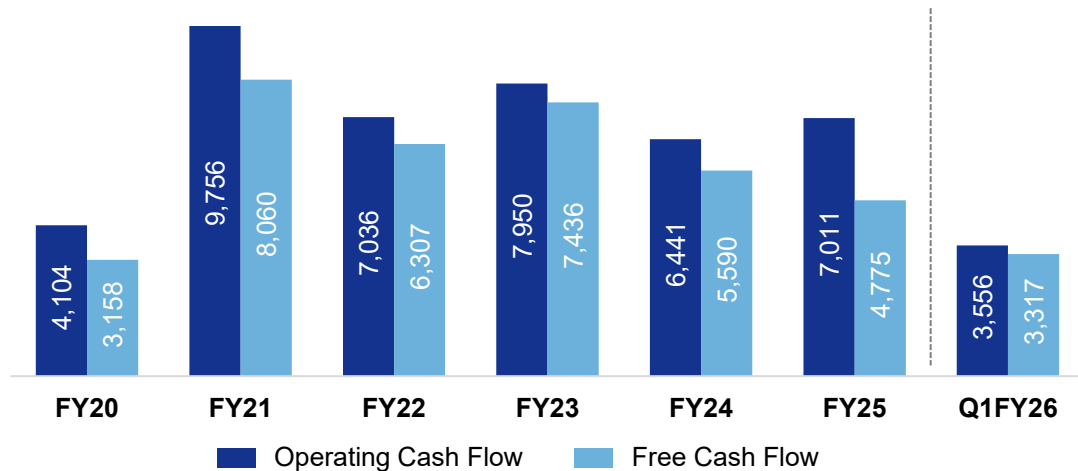


Return on Capital Employed (%)



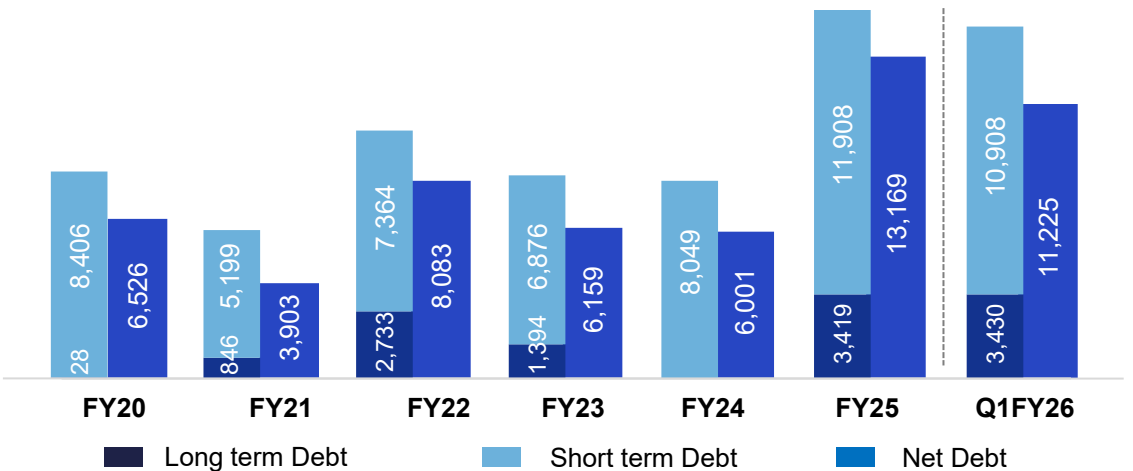
Cash Flow

(in ₹ million)



Debt Position

(in ₹ million)



*Annualised



REVENUE

₹ 22,177 Million
(US\$ 259 Million)

YoY growth of 23.8%
YoY constant currency growth of 19.2%
QoQ constant currency growth of 1.6%



EBIT

₹ 2,498 Million
(Margin 11.3%)

YoY growth of 26.8%
YoY margin expansion of 30bps
QoQ margin expansion of 10bps



PROFIT AFTER TAX

₹ 1,693 Million
(Margin 7.6%)

YoY growth of 25.2%
QoQ growth of 5.4%

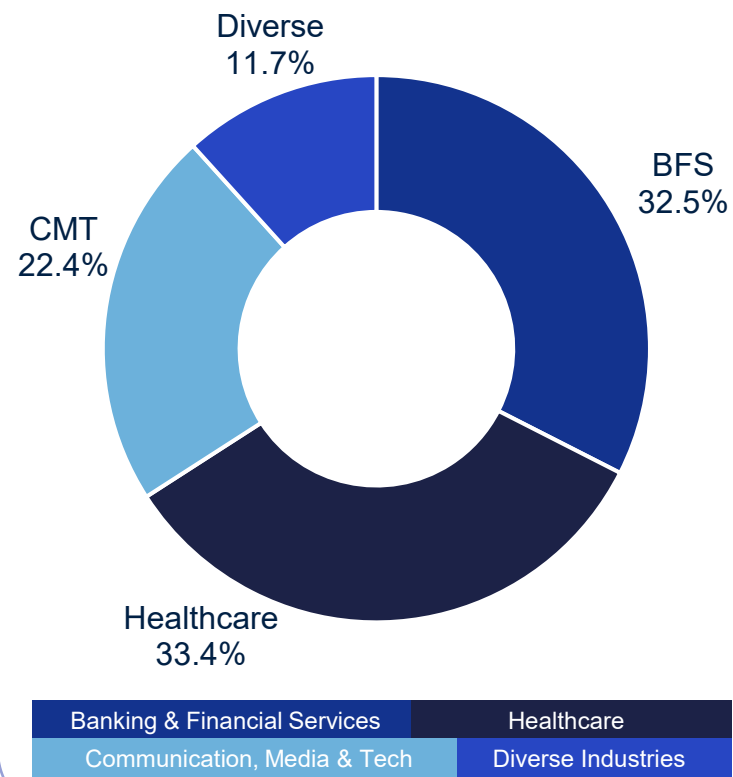


EARNINGS PER SHARE (Diluted)

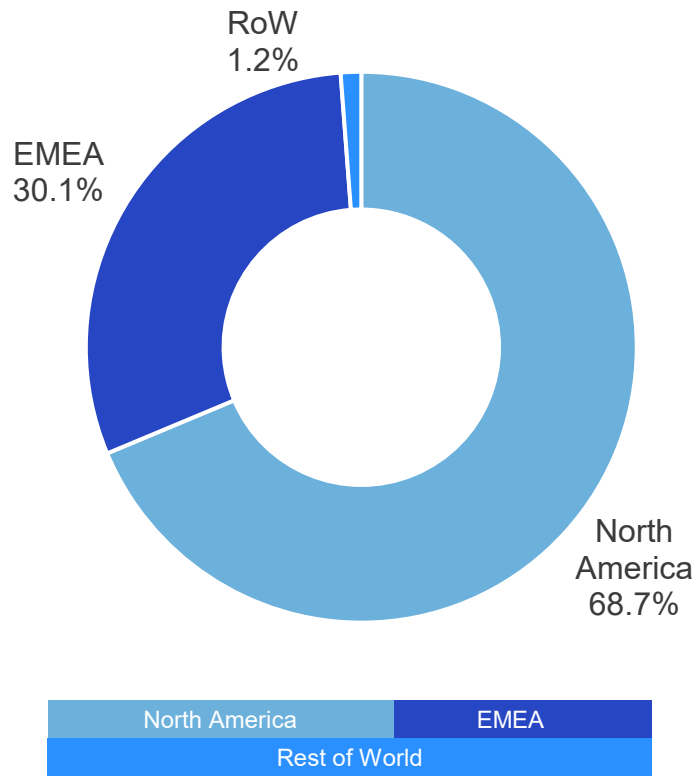
₹ 2.40
per share

Q4FY25 at ₹ 2.28 per share
Q1FY25 at ₹ 1.92 per share

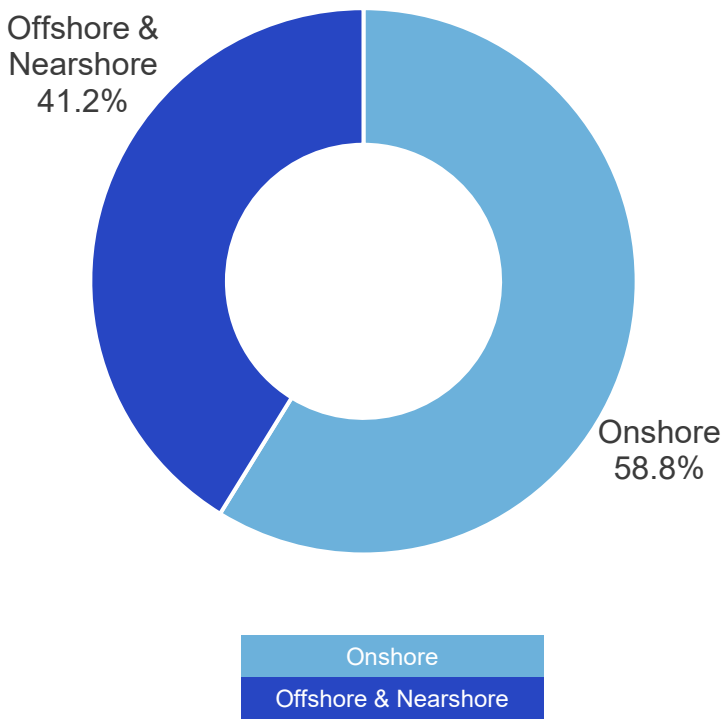
By verticals



By geography



By delivery location



Cons. IndAS financials | Profit & Loss Statement

In ₹ million	FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25	Q1FY26	QoQ	YoY
Income from services	63,325	17,839	19,326	20,879	21,678	79,721	22,209	2.5%	24.5%
Other operating income	37	72	(72)	145	(63)	82	(33)	-	-
Revenue from operations	63,362	17,911	19,254	21,024	21,615	79,803	22,177	2.6%	23.8%
Revenue from operations (US\$ mn)	\$765	\$215	\$230	\$249	\$250	\$944	\$259	3.6%	20.7%
<i>QoQ growth % - constant currency</i>	-	6.5%	6.9%	7.6%	2.1%	-	1.6%	-	-
<i>YoY growth % - constant currency</i>	1.1%	14.8%	22.7%	27.7%	25.0%	22.6%	19.2%	-	-
Manpower expenses	39,093	11,268	12,104	13,070	13,515	49,958	13,207	-2.3%	17.2%
Operating expenses	14,705	3,944	4,277*	4,777	4,771	17,769	5,499	15.2%	39.4%
EBITDA	9,564	2,699	2,873	3,177	3,328	12,076	3,471	4.3%	28.6%
EBITDA margin	15.1%	15.1%	14.9%	15.1%	15.4%	15.1%	15.7%	30bp	60bp
Depreciation & amortization	2,602	729	792	844	906	3,270	972	7.3%	33.5%
EBIT	6,962	1,970	2,081*	2,333	2,422	8,806	2,498	3.1%	26.8%
EBIT margin	11.0%	11.0%	10.8%	11.1%	11.2%	11.0%	11.3%	10bp	30bp
Finance cost	1,034	316.0	343	393	426	1,479	434	1.9%	37.5%
Other income, net	368	18	(27)	(21)	21	(9)	68	-	-
Exceptional items, net	-	-	-	88	-	88	-	-	-
Profit before taxes	6,297	1,673	1,710	2,007	2,017	7,407	2,132	5.7%	27.5%
Taxes and minority interest	1,150	320	328	404	410	1,462	439.0	7.0%	37.2%
Profit after tax	5,147	1,353	1,382	1,603	1,607	5,945	1,693	5.4%	25.2%
Net margin	8.1%	7.6%	7.2%	7.6%	7.4%	7.4%	7.6%	20bp	-
Diluted EPS (₹/share)	7.34	1.92	1.96	2.27	2.28	8.42	2.40	5.3%	25.0%

*include one-time charges

Cons. IndAS financials | Balance Sheet

In ₹ million	As on Mar 31, 2025	As on Jun 30, 2025
Assets		
Non-current assets		
Fixed assets	3,254	3,234
Right-of-use assets	9,126	8,417
Goodwill on consolidation	36,799	37,114
Other intangible assets	1,248	1,167
Intangible assets under development	-	55
Investment in associates	0	0
Financial assets		
Investments	115	116
Other financial assets	1,026	885
Deferred tax assets	2,735	2,991
Income tax assets, net	714	537
Other non-current assets	1,965	2,634
Total non-current assets	56,982	57,152
Current assets		
Financial assets		
Current investments	616	1,158
Trade receivables	16,860	15,935
Cash and cash equivalents	1,542	1,955
Other bank balances	128	129
Other financial assets	206	222
Other current assets	2,888	3,296
Total current assets	22,240	22,696
Total assets	79,222	79,847

In ₹ million	As on Mar 31, 2025	As on Jun 30, 2025
Equity and liabilities		
Shareholder's Funds		
Equity share capital	6,970	6,970
Reserve and surplus	34,006	34,684
Non-controlling interest	4	4
Total equity	40,980	41,658
Non-current liabilities		
Financial liabilities		
Long-term borrowings	3,419	3,430
Lease liabilities	8,070	7,408
Other financial liabilities	580	1,551
Provisions	241	269
Deferred tax liabilities	1,645	1,682
Total non-current liabilities	13,955	14,341
Current liabilities		
Financial liabilities		
Short-term and other borrowings	11,908	10,908
Trade payables	3,976	4,936
Lease liabilities	2,296	2,208
Other financial liabilities	4,209	3,688
Other current liabilities	1,106	1,220
Provisions	643	595
Provision for tax, net	149	294
Total current liabilities	24,287	23,849
Total liabilities	79,222	79,847

Cons. IndAS financials | Cash Flow Statement

In ₹ million	Quarter ended Jun 30, 2024	Quarter ended Mar 31, 2025	Quarter ended Jun 30, 2025
Cash flow from operating activities			
Net profit before taxation and non-controlling interest	1,673	2,017	2,132
Depreciation and amortization	729	906	972
Finance costs (for borrowings & lease liabilities)	316	426	434
Non-cash expense	219	554	141
Non-operating items	(32)	(31)	(20)
Working capital changes	(2,643)	(1,469)	59
Income taxes paid	(321)	(329)	(163)
Net cash generated from/(used in) operating activities (A)	(60)	2,075	3,556
Cash flow from investing activities			
Capital expenditure, net	(538)	(664)	(239)
Interest income received	2	16	8
(Increase)/decrease in current investments	30	178	(527)
Investment in short-term fixed deposits	-	1	(4)
Acquisition of business	(2,005)	(81)	-
Earmarked balances with banks	6	(60)	3
Payment of contingent consideration towards acquisition	-	-	(27)
Net cash generated from/(used in) investing activities (B)	(2,504)	(610)	(785)
Cash Flow from financing activities			
Net change in borrowings	3,710	2,208	(1,334)
Net interest paid	(388)	(406)	(425)
Payment of lease liabilities	(375)	(462)	(651)
Purchase of treasury shares, net	(171)	(212)	19
Purchase of non controlling interest in subsidiary	(225)	-	-
Dividend paid	-	(2,759)	-
Net cash generated from/(used in) financing activities (C)	2,552	(1,631)	(2,390)
Net increase/(decrease) in cash and cash equivalents (A+B+C)	(12)	(167)	381
Cash and cash equivalents at the beginning of the period	1,748	1,710	1,542
Foreign exchange (loss)/gain on translating cash and cash equivalents	(5)	(1)	33
Closing cash and cash equivalents	1,731	1,542	1,955
Current investments	385	616	1,158
Cash and cash equivalents including investments	2,116	2,158	3,113

Operating Metrics | Q1FY26

		Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26
Revenue by Vertical	Banking & Financial Services	40.8%	40.8%	38.3%	37.3%	36.4%	34.4%	32.4%	33.4%	32.5%
	Healthcare	32.6%	32.7%	33.5%	32.9%	35.7%	36.3%	34.0%	33.8%	33.4%
	Communications, Media & Tech	21.8%	21.2%	22.5%	23.6%	22.3%	21.3%	20.3%	21.0%	22.4%
	Diverse Industries	4.8%	5.3%	5.7%	6.2%	5.6%	8.0%	13.3%	11.8%	11.7%
Revenue by Geography	North America	63.5%	65.1%	65.4%	65.0%	68.2%	68.5%	66.3%	67.7%	68.7%
	Europe, Middle East, and Africa	36.4%	34.8%	34.5%	34.9%	31.8%	31.4%	33.4%	31.5%	30.1%
	Rest of World	0.1%	0.1%	0.1%	0.1%	0.0%	0.1%	0.3%	0.8%	1.2%
Revenue by Delivery	Offshore & Nearshore	25.6%	26.7%	30.3%	31.4%	35.0%	35.8%	40.1%	37.8%	41.2%
	Onshore	74.4%	73.3%	69.7%	68.6%	65.0%	64.2%	59.9%	62.2%	58.8%
Client Addition	New logos (added during the quarter)	10	12	10	9	10	13	13	7	17
	Strategic logos (added during the quarter)	-	4	7	3	2	3	5	2	9
Client Concentration	Top 5 clients (share of total revenues)	37.2%	35.0%	35.8%	36.7%	34.6%	32.5%	29.0%	29.3%	29.6%
	Top 10 clients (share of total revenues)	52.7%	51.3%	52.0%	52.6%	51.5%	48.6%	43.4%	43.7%	42.6%
Client Distribution	US\$ 1m+ clients (nos.)	98	101	104	103	100	105	107	116	141
	US\$ 5m+ clients (nos.)	24	24	25	25	25	26	28	30	38
	US\$ 10m+ clients (nos.)	14	13	13	13	13	13	14	15	17
	US\$ 20m+ clients (nos.)	9	8	8	8	9	11	10	10	11
	US\$ 50m+ clients (nos.)	2	2	2	2	2	2	2	2	2
Revenue by Currency	USD	63.2%	65.0%	64.9%	64.8%	67.9%	68.2%	64.9%	65.7%	67.9%
	GBP	36.3%	34.3%	34.4%	34.4%	31.4%	30.9%	34.2%	32.7%	30.1%
	Others	0.5%	0.7%	0.7%	0.8%	0.7%	0.9%	0.9%	1.6%	2.0%
Employee Metrics	Total employees (period-end)	22,384	23,953	25,947	27,940	29,231	32,898	34,144	34,651	34,495
	Net addition	(634)	1,569	1,994	1,993	1,291	3,667	1,246	507	(156)
	Attrition* (TTM)	41.7%	39.8%	37.7%	35.4%	31.8%	30.6%	31.4%	29.8%	28.9%

* For employees in continuous employment for more than 180 days

13-15%*

constant currency
revenue growth
(Earlier: 12-15%)

*Does not include the proposed acquisition of
Pastdue Credit Solutions



11.25-12.0%

EBIT margin

THANK YOU

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