

Firstsource Solutions Limited



Profit and Loss account summary
(consolidated figures)

(As per Indian GAAP)

In ₹ million, except per share data

Particulars	Quarter ended		Growth % in Q3 FY13 over Q3 FY12	Quarter ended Sep 30, 2012	Growth % in Q3 FY13 over Q2 FY13
	Dec 31, 2012	Dec 31, 2011			
INCOME					
Income from services	7,195.8	5,813.6		7,255.1	
Other Operating Income	(63.8)	(43.0)		(78.8)	
REVENUES FROM OPERATIONS	7,132.1	5,770.6	23.6%	7,176.3	-0.6%
EXPENDITURE					
Operating expenses	1,501.6	1,345.4		1,545.1	
Personnel expenses	4,902.7	3,995.0		4,950.5	
	6,404.2	5,340.4		6,495.6	
OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)	727.9	430.3	69.2%	680.7	6.9%
Operating EBITDA %	10.2%	7.5%		9.5%	
Depreciation / amortization	215.2	229.6		229.1	
OPERATING EARNINGS BEFORE INTEREST AND TAX (EBIT)	512.7	200.7	155.5%	451.6	13.5%
Operating EBIT %	7.2%	3.5%		6.3%	
Interest Income / (expense), net	(44.0)	(6.6)		16.4	
Exchange gain/ (loss) on Foreign currency loan	5.7	0.2		(6.5)	
Gain / (loss) on FCCB Buy back	-	(71.4)		-	
Amortized (cost) on fair value of FCCB	(26.6)	(35.4)		(40.3)	
Other Income / (expense)	(9.2)	6.3		(9.0)	
PROFIT/(LOSS) BEFORE TAX (PBT)	438.6	93.8	367.5%	412.1	6.4%
PBT (% of Total Income)	6.2%	1.6%		5.8%	
Taxes	29.8	23.4		54.6	
PROFIT/ (LOSS) AFTER TAX BEFORE MINORITY INTEREST	408.8	70.4	480.3%	357.6	14.3%
Minority Interest	(5.9)	1.9		(1.7)	
PROFIT/(LOSS) AFTER TAX AND MINORITY INTEREST (PAT)	414.7	68.6	504.9%	359.3	15.4%
PAT (% of Total Income)	5.8%	1.2%		5.0%	
EARNINGS PER SHARE (Equity shares of par value ₹ 10/ each)					
Basic	0.83	0.16		0.83	
Diluted	0.83	0.16		0.76	

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Profit and Loss account summary (Consolidated numbers)

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In ₹ million, except per share data

Particulars	Nine Months ended		Growth (%)
	Dec 31, 2012	Dec 31, 2011	
INCOME			
Income from services	21,303.4	16,289.6	
Other Operating Income	(243.3)	42.1	
REVENUES FROM OPERATIONS	21,060.1	16,331.7	29.0%
EXPENDITURE			
Operating expenses	4,580.7	4,039.8	
Personnel expenses	14,514.2	10,969.3	
Total (B)	19,094.9	15,009.1	
OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)	1,965.2	1,322.6	48.6%
Operating EBITDA %	9.3%	8.1%	
Depreciation / amortization	666.4	674.3	
OPERATING EARNINGS BEFORE INTEREST AND TAX (EBIT)	1,298.8	648.3	100.3%
Operating EBIT %	6.2%	4.0%	
Interest Income / (expense), net	(0.2)	18.5	
Exchange gain/ (loss) on Foreign currency loan	2.2	25.9	
Amortised (cost) on fair value of FCCB	(106.4)	(106.8)	
Gain on FCCB Buy back	-	(67.6)	
Other Income / (expense)	(5.7)	(10.0)	
PROFIT/(LOSS) BEFORE TAX (PBT)	1,188.7	508.3	133.9%
PBT (% of Total Income)	5.6%	3.1%	
Taxes	127.3	116.0	
PROFIT/ (LOSS) AFTER TAX BEFORE MINORITY INTEREST	1,061.4	392.3	
Minority Interest	(2.4)	2.8	
PROFIT/(LOSS) AFTER TAX AND MINORITY INTEREST (PAT)	1,063.8	389.5	173.1%
PAT (% of Total Income)	5.1%	2.4%	
EARNINGS PER SHARE (Equity shares of par value ₹ 10/ each)			
Basic	2.35	0.90	
Diluted	2.35	0.90	

Firstsource Solutions Limited



Balance sheet summary
(consolidated figures)

In ₹ million

Particulars	As on	
	Dec 31, 2012	Sep 30, 2012
EQUITY AND LIABILITIES		
Shareholder's funds		
Share capital	6,576.7	4,307.8
Reserve and surplus	10,116.1	10,203.5
	16,692.8	14,511.2
Minority interest	12.2	16.6
Non-current liabilities		
Long-term borrowings	9,202.1	8,399.8
Deferred tax liability, net	276.0	171.7
Other Long term liabilities	355.7	512.0
Long-term provisions	69.3	22.9
	9,903.2	9,106.3
Current liabilities		
Short-term borrowings	1,753.7	400.0
Trade payables	1,320.5	1,213.2
Other current liabilities	3,824.5	15,383.2
Short-term provisions	440.9	356.6
	7,339.6	17,352.9
	33,947.7	40,987.1
ASSETS		
Non-current assets		
Goodwill on consolidation	23,900.0	23,941.1
Fixed assets	1,633.4	1,806.6
Non-current investments	26.8	25.4
Long-term loans and advances	1,285.6	1,340.7
Other non-current assets	539.0	331.5
	27,384.8	27,445.3
Current Assets		
Current investments	-	883.0
Trade receivables	3,749.4	3,650.5
Cash and cash equivalents	802.8	6,868.0
Short-term loans and advances	419.1	359.8
Other current assets	1,591.6	1,780.5
	6,562.9	13,541.8
	33,947.7	40,987.1

Firstsource Solutions Limited
Cash Flow Statement
 (consolidated figures)


In ₹ million

Particulars	30-Jun-12	30-Sep-12	31-Dec-12
Sources			
Net Cash accruals / (losses)	693	632	788
Increase in Shareholders' Funds	-	-	2,664
Interest and dividend Received	-	-	218
Increase in Borrowings (incl CC & FCNR)	-	148	-
Decrease in Net current Assets	-	-	-
Total Sources	693	780	3,669
Uses			
Increase in Net current Assets	289	394	207
Taxes paid	58	97	(107)
Capital Expenditure	115	113	72
Business Acquisition, net of cash acquired	103	(103)	-
Interest Expense	124	138	-
Decrease in Borrowings (incl CC & FCNR)	131	-	10,651
Total Uses	820	640	10,823
Surplus / (Deficit)	(127)	140	(7,154)
Effect of exchange rate on translation of subsidiaries	-	132	208
Opening Cash and Cash Equivalents	7,631	7,507	7,778
Cash and Cash Equivalents acquired from business acquisition	3	-	-
Closing Cash and Cash Equivalents	7,507	7,778	832

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OPERATING METRICS

Revenue by Industry					
	Quarter Ended			Year Ended	
	Dec 31, 2012	Dec 31, 2011	Sep 30, 2012	Mar 31, 2012	Mar 31, 2011
BFSI	23.3%	27.4%	24.3%	27.9%	26.3%
Telecom & Media	44.8%	37.4%	43.9%	37.0%	36.6%
Healthcare	31.3%	34.4%	31.2%	34.3%	35.7%
Others	0.7%	0.8%	0.6%	0.8%	1.4%
Total	100.0%	100.0%	100.0%	100.0%	100.0%
Revenue by Geography					
	Quarter Ended			Year Ended	
	Dec 31, 2012	Dec 31, 2011	Sep 30, 2012	Mar 31, 2012	Mar 31, 2011
US (including Canada)	45.5%	51.4%	45.3%	51.8%	57.3%
UK	35.0%	31.6%	35.1%	31.4%	30.6%
India	10.7%	11.9%	10.4%	12.0%	11.1%
Rest of world*	8.9%	5.1%	9.2%	4.8%	1.0%
Total	100.0%	100.0%	100.0%	100.0%	100.0%
* Rest of world (RoW) primarily includes Europe (excluding UK), Australia and Sri Lanka					
Revenue by Delivery location					
	Quarter Ended			Year Ended	
	Dec 31, 2012	Dec 31, 2011	Sep 30, 2012	Mar 31, 2012	Mar 31, 2011
Offshore	21.5%	22.9%	21.0%	22.9%	26.9%
Domestic	11.3%	12.8%	11.0%	12.6%	11.1%
Onshore	67.2%	64.3%	68.0%	64.4%	62.0%
Total	100.0%	100.0%	100.0%	100.0%	100.0%
Client Concentration					
	Quarter Ended			Year Ended	
	Dec 31, 2012	Dec 31, 2011	Sep 30, 2012	Mar 31, 2012	Mar 31, 2011
Client contribution to revenues					
Top customer	17.9%	13.7%	16.9%	13.1%	11.7%
Top 5 customers	46.4%	40.7%	46.8%	39.6%	34.0%
Employee and Seats Metrics					
	Quarter Ended			Year Ended	
	Dec 31, 2012	Dec 31, 2011	Sep 30, 2012	Mar 31, 2012	Mar 31, 2011
Total employees (end of period)	31,902	30,121	32,365	30,086	26,413
Net Addition	(463)	830	(188)	3,673	1,553
Employees in India	21,345	22,139	22,177	21,601	19,632
Employees outside India	10,557	7,982	10,188	8,485	6,781
Number of seats	24,084	23,587	24,358	24,243	22,681
Seat fill factor	81%	75%	80%	74%	71%
Attrition Snapshot					
				Post 180 days attrition - Quarter annualized	
				Q3 FY13	Q2 FY13
Domestic (India and Sri Lanka)				86.0%	89.7%
Offshore (India and Philippines)				59.4%	55.9%
Onshore (US and Europe)				35.8%	45.2%
Other Metrics					
				Period ended	
				Nine months ended Dec 31 2012	Year ended Mar 31, 2012
Capital Expenditure (In ₹ million)				424.4	582.6