

Firstsource Solutions Limited



Profit and Loss account summary (consolidated figures)

(As per Indian GAAP)

In INR million, except per share data

Particulars	Quarter ended		Growth % in Q3 FY16 over Q3 FY15	Quarter ended	Growth % in Q3 FY16 over Q2 FY16
	December 31, 2015	December 31, 2014		September 30, 2015	
INCOME					
Income from services	8,008.86	7,372.59	8.6%	7,792.68	2.8%
Other Operating Income	169.45	137.63	-	132.10	-
REVENUES FROM OPERATIONS	8,178.31	7,510.22	8.9%	7,924.78	3.2%
EXPENDITURE					
Operating expenses	1,593.92	1,554.89	2.5%	1,598.77	-0.3%
Personnel expenses	5,579.11	5,019.77	11.1%	5,341.88	4.4%
	7,173.03	6,574.66	9.1%	6,940.65	3.3%
OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)	1,005.28	935.56	7.5%	984.13	2.1%
Operating EBITDA %	12.3%	12.5%		12.4%	
Depreciation / amortization	159.94	189.28	-15.5%	183.00	-12.6%
OPERATING EARNINGS BEFORE INTEREST AND TAX (EBIT)	845.34	746.28	13.3%	801.13	5.5%
Operating EBIT %	10.3%	9.9%		10.1%	
Interest Income / (expense), net	(117.76)	(142.87)	-17.6%	(125.38)	-6.1%
Other Income / (expense)	14.65	(5.14)	-385.1%	4.72	-
PROFIT/(LOSS) BEFORE TAX (PBT)	742.23	598.27	24.1%	680.46	9.1%
PBT (% of Total Income)	9.1%	8.0%		8.6%	
Taxes	69.99	21.16	230.8%	60.61	15.5%
PROFIT/(LOSS) AFTER TAX BEFORE MINORITY INTEREST	672.24	577.11	16.5%	619.85	8.5%
Minority Interest	1.82	1.98	-8.1%	1.35	34.5%
PROFIT/(LOSS) AFTER TAX AND MINORITY INTEREST (PAT)	670.42	575.13	16.6%	618.50	8.4%
PAT (% of Total Income)	8.2%	7.7%		7.8%	
EARNINGS PER SHARE (Equity shares of par value ` 10/ each)					
Basic	1.00	0.87		0.92	
Diluted	0.96	0.81		0.89	

Firstsource Solutions Limited



Profit and Loss account summary

(consolidated figures)

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In INR million, except per share data

Particulars	Nine Months ended		Growth
	December 31, 2015	December 31, 2014	(%)
INCOME			
Income from services	23,185.64	22,689.93	2.2%
Other Operating Income	386.88	116.18	233.0%
REVENUES FROM OPERATIONS	23,572.52	22,806.11	3.4%
EXPENDITURE			
Operating expenses	4,768.70	4,708.16	1.3%
Personnel expenses	15,917.61	15,283.24	4.2%
	20,686.31	19,991.40	3.5%
OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)	2,886.21	2,814.71	2.5%
Operating EBITDA %	12.2%	12.3%	
Depreciation / amortization	515.01	542.00	-5.0%
OPERATING EARNINGS BEFORE INTEREST AND TAX (EBIT)	2,371.20	2,272.71	4.3%
Operating EBIT %	10.1%	10.0%	
Interest Income / (expense), net	(382.56)	(493.99)	-22.6%
Other Income / (expense)	62.26	18.28	240.6%
PROFIT/(LOSS) BEFORE TAX (PBT)	2,050.90	1,797.00	14.1%
PBT (% of Total Income)	8.7%	7.9%	
Taxes	193.15	73.72	162.0%
PROFIT/ (LOSS) AFTER TAX BEFORE MINORITY INTEREST	1,857.75	1,723.28	7.8%
Minority Interest	4.75	3.25	-
PROFIT/(LOSS) AFTER TAX AND MINORITY INTEREST (PAT)	1,853.00	1,720.03	7.7%
PAT (% of Total Income)	7.9%	7.5%	
EARNINGS PER SHARE (Equity shares of par value ` 10/ each)			
Basic	2.77	2.60	
Diluted	2.65	2.43	

Firstsource Solutions Limited



Balance sheet summary (consolidated figures)

(As per Indian GAAP)

In INR million

Particulars	As on	
	Dec 31, 2015	Sept 30, 2015
EQUITY AND LIABILITIES		
Shareholder's funds		
Share capital	6,727.26	6,702.87
Reserve and surplus	16,689.40	15,836.90
	23,416.66	22,539.77
Share application money pending allotment	0.33	0.33
Minority interest	20.64	19.24
Non-current liabilities		
Long-term borrowings	4,985.72	5,715.57
Deferred tax liability, net	286.18	354.86
Other Long term liabilities	-	-
Long-term provisions	126.04	156.87
	5,397.94	6,227.30
Current liabilities		
Short-term borrowings	1,523.99	1,482.25
Trade payables	1,000.08	1,174.98
Other current liabilities	4,993.34	4,712.41
Short-term provisions	209.68	155.41
	7,727.09	7,525.05
	36,562.66	36,311.69
ASSETS		
Non-current assets		
Goodwill on consolidation	24,656.79	24,452.11
Fixed assets	1,357.04	1,362.17
Non-current investments	57.81	57.83
Long-term loans and advances	2,866.39	1,226.44
Other non-current assets	6.55	1,116.16
	28,944.58	28,214.71
Current Assets		
Current investments	472.06	537.50
Trade receivables	2,698.86	3,086.24
Cash and cash equivalents	1,068.29	1,185.24
Short-term loans and advances	629.73	359.75
Other current assets	2,749.14	2,928.25
	7,618.08	8,096.98
	36,562.66	36,311.69

Firstsource Solutions Limited**Cash Flow Statement**
(consolidated figures)

(As per Indian GAAP)

In INR million

Particulars	Quarter ended Dec 31, 2015
Sources	
Net Cash accruals / (losses)	957
Increase in Shareholders' Funds	52
Interest and dividend Received	3
Fixed Assets	2
Decrease in Net current Assets	184
Total Sources	1,198
Uses	
Taxes paid	224
Capital Expenditure	225
Interest Expense	180
Decrease in Borrowings (incl CC & FCNR)	753
Total Uses	1,383
Surplus / (Deficit)	(185)
Effect of exchange rate on translation of subsidiaries	3
Opening Cash and Cash Equivalents	1,751
Closing Cash and Cash Equivalents	1,568

OPERATING METRICS

Revenue by Industry					
	Quarter Ended			Year Ended	
	Dec 31, 2015	Dec 31, 2014	Sept 30, 2015	Mar 31, 2015	Mar 31, 2014
BFSI	23.2%	20.0%	22.2%	21.5%	22.6%
Telecom & Media	38.6%	44.3%	38.4%	42.5%	44.6%
Healthcare	37.8%	35.5%	39.2%	35.8%	32.5%
Others	0.4%	0.2%	0.2%	0.2%	0.3%
Total	100.0%	100.0%	100.0%	100.0%	100.0%
Revenue by Geography					
	Quarter Ended			Year Ended	
	Dec 31, 2015	Dec 31, 2014	Sept 30, 2015	Mar 31, 2015	Mar 31, 2014
US (including Canada)	52.6%	49.0%	54.8%	49.2%	46.7%
UK	39.6%	35.6%	37.0%	35.9%	35.6%
India	6.1%	8.5%	6.4%	8.2%	8.8%
Rest of world*	1.7%	6.9%	1.8%	6.7%	8.9%
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, 2015	Dec 31, 2014	Sept 30, 2015	Mar 31, 2015	Mar 31, 2014
Offshore	19.2%	24.2%	22.3%	25.0%	22.7%
Domestic	6.9%	8.5%	7.2%	8.3%	9.6%
Onshore	73.9%	67.3%	70.5%	66.7%	67.7%
Total	100.0%	100.0%	100.0%	100.0%	100.0%
Client Concentration					
	Quarter Ended			Year Ended	
	Dec 31, 2015	Dec 31, 2014	Sept 30, 2015	Mar 31, 2015	Mar 31, 2014
Client contribution to revenues					
Top customer	23.2%	24.0%	22.9%	23.5%	20.8%
Top 5 customers	47.1%	43.9%	44.2%	43.2%	45.0%
Employee and Seats Metrics					
	Quarter Ended			Year Ended	
	Dec 31, 2015	Dec 31, 2014	Sept 30, 2015	Mar 31, 2015	Mar 31, 2014
Total employees (end of period)	23,918	26,621	23,658	25,285	27,666
Net Addition	260	(302)	(281)	(2,381)	(4,206)
Employees in India	14,137	17,574	14,135	16,029	17,927
Employees outside India	9,781	9,047	9,523	9,256	9,739
Number of seats	23,159	23,698	23,159	24,001	23,388
Seat fill factor	66%	72%	67%	69%	77%
Attrition Snapshot					
	Post 180 days attrition - Quarter annualized				
	Q3 FY16		Q2 FY16		
Domestic (India and Sri Lanka)	65.2%		76.0%		
Offshore (India and Philippines)	44.7%		44.9%		
Onshore (US and Europe)	43.2%		48.9%		
Other Metrics					
	Period ended				
	Dec 31, 2015		Sept 30, 2015		
Capital Expenditure (In INR million)	225.1		143.9		