

Firstsource Solutions Limited

AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2011

(Rs. in lakhs, except per share data)

Particulars	Quarter ended March 31,		Year ended March 31,	
	2011	2010	2011	2010
	(Audited)	(Audited)	(Audited)	(Audited)
Income from services	5,40,30.46	5,00,79.49	20,11,01.83	19,53,91.04
Other operating income	6,10.01	5,94.17	44,25.95	16,87.74
Total income from operations	5,46,40.47	5,06,73.66	20,55,27.78	19,70,78.78
Total Expenditure	3,40,68.80	3,10,79.20	12,72,99.42	12,02,97.44
Personnel costs	1,26,47.73	1,24,72.71	4,99,08.99	4,95,69.50
Operating costs	23,33.25	20,45.39	89,07.64	87,26.32
Depreciation and amortisation				
Profit before other income, finance charges, taxation and minority interest	55,90.69	50,76.36	1,94,11.73	1,84,85.52
Other income	41.85	82.59	14,18.97	13,62.02
Gain on FCCB buyback, net	-	-	-	7,39.09
Profit before finance charges, taxation and minority interest	56,32.54	51,58.95	2,08,30.70	2,05,86.63
Finance charges, net	7,34.17	10,86.61	33,00.54	45,58.42
Profit before taxation and minority interest	48,98.37	40,72.34	1,75,30.16	1,60,28.21
Provision for taxation				
a) Current tax expenses including foreign taxes	6,93.75	5,22.60	32,51.78	26,08.54
b) Deferred tax charge	4,67.80	5,28.11	11,97.29	10,85.04
c) Minimum alternate tax credit entitlement	(90.94)	(5,45.15)	(9,55.61)	(13,17.47)
Profit after taxation and before minority interest	38,27.76	35,66.78	1,40,36.70	1,36,52.10
Minority interest	1.75	5.37	185.77	45.00
Net profit after taxation and minority interest	38,26.01	35,61.41	1,38,50.93	1,36,07.10
Paid-up Equity Share Capital (Face Value of Share Rs. 10)	-	-	4,30,63.82	4,29,20.97
Reserves excluding Revaluation Reserve	-	-	9,92,08.17	9,94,81.59
Earning Per Share (Rs.) : (not annualised)				
-Basic	0.89	0.83	3.22	3.17
-Diluted	0.80	0.74	2.91	2.84
Aggregate of non-promoter shareholding (unaudited)				
- Number of shares of Rs. 10	345,098,462	337,316,385	345,098,462	337,316,385
- Percentage of shareholding	80.14%	78.59%	80.14%	78.59%
Promoters' and promoter group shareholding				
a) Pledged/ Encumbered	-	-	-	-
- Number of shares	-	-	-	-
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-
- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-
b) Non-encumbered	85,539,720	91,893,297	85,539,720	91,893,297
- Number of shares	85,539,720	91,893,297	85,539,720	91,893,297
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%
- Percentage of shares (as a % of the total share capital of the company)	19.86%	21.41%	19.86%	21.41%

Notes to financials results :

1. The above results were reviewed by the Audit Committee and adopted by the Board of Directors at their meeting held on April 27, 2011. The standalone financial results for the quarter and year ended March 31, 2011 are available on the Company's website (www.firstsource.com) and the websites of BSE (www.bseindia.com) and NSE (www.nseindia.com).

2. The financial statements of the Parent Company and its subsidiaries have been consolidated on a line-by-line basis by adding together the book values of like items of assets, liabilities, income and expenses, after eliminating intra-group balances/ transactions and resulting unrealised profits in full. Unrealised losses resulting from intra-group transactions have also been eliminated unless cost cannot be recovered. Minority interest's share of profits or losses is adjusted against income to arrive at the net income attributable to the Company's shareholders.

3. Effective year ended March 31, 2009, the company has early adopted Accounting Standard (AS) 30 "Financial instruments: Recognition and Measurement", pursuant to announcement made by the Institute of Chartered Accountants of India (ICAI).

4. Standalone Information (Audited)

	Quarter ended March 31,		Year ended March 31,	
	2011	2010	2011	2010
Total income from operations	1,82,95.75	1,75,50.07	7,02,96.86	6,61,72.33
Net profit before taxation	14,97.47	14,60.89	69,56.00	62,16.79
Net profit after taxation	14,60.97	16,73.55	66,28.69	67,33.28

5. During the year, 1,428,500 equity shares (including 500,000 equity shares issued during the quarter) were issued pursuant to Exercise of Options under the Employee Stock Option Scheme of the Company.

6. During the quarter, one complaint was received from an investor which was resolved. There were no complaints pending at the beginning and at the end of the quarter.

7. Statement of assets and liabilities (Consolidated - Audited)		
	As at March 31,	
	2011	2010
Shareholders' funds		
Share capital	4,30,63.82	4,29,20.97
Share application money	-	34.50
Reserves and surplus	9,92,08.17	9,94,81.59
Minority interest	10.80	4,97.53
Loan funds	14,93,26.73	13,57,84.63
Deferred tax liability, net	5,79.54	-
	29,21,89.06	27,87,19.22
Goodwill on consolidation	20,45,40.26	20,72,59.08
Fixed assets	2,28,53.24	1,83,80.28
Investments	1,32,93.39	1,00,53.08
Deferred tax asset, net	-	5,50.48
Current assets, loans and advances		
Sundry debtors	2,38,87.28	2,61,05.78
Unbilled receivables	1,03,66.56	67,30.41
Cash and bank balances	3,24,61.74	1,21,75.12
Loans and advances	1,68,54.11	1,77,48.97
Less: Current liabilities and provisions		
Current liabilities	2,74,23.58	1,69,09.99
Provisions	46,43.94	33,73.99
Net current assets	5,15,02.17	4,24,76.30
	29,21,89.06	27,87,19.22

8. Figures for the prior periods have been regrouped and / or reclassified wherever considered necessary.

Segment Reporting				
Particulars	Quarter ended March 31,		Year ended March 31,	
	2011	2010	2011	2010
	(Audited)	(Audited)	(Audited)	(Audited)
Segment Revenue				
a) UK	1,80,03.50	1,35,49.29	6,14,53.22	5,27,62.73
b) USA and Canada	2,93,92.35	3,06,32.49	11,52,91.96	11,80,88.39
c) India	60,75.93	54,93.83	2,22,54.02	2,31,71.44
d) Rest of the world	5,58.68	4,03.88	21,02.63	13,68.48
Total	5,40,30.46	5,00,79.49	20,11,01.83	19,53,91.04
Less: Inter Segment Revenue	-	-	-	-
Net Segment Revenue	5,40,30.46	5,00,79.49	20,11,01.83	19,53,91.04
Segment results before taxation and interest				
a) UK	52,93.45	38,87.42	1,80,65.53	1,69,40.44
b) USA and Canada	39,82.36	30,41.69	1,66,96.28	1,23,81.57
c) India	5,37.49	6,81.28	16,62.69	25,75.20
d) Rest of the world	1,89.96	1,07.47	8,46.65	4,89.95
Total	100,03.26	77,17.86	3,72,71.15	3,23,87.16
i) Finance charges, net	(7,34.17)	(1,0,86.61)	(33,00.54)	(45,58.42)
ii) Other unallocable expenditure net of unallocable income	(43,70.72)	(25,58.91)	(1,64,40.45)	(1,18,00.53)
Profit before taxation and minority interest	48,98.37	40,72.34	1,75,30.16	1,60,28.21
Capital Employed				
a) UK			1,12,68.49	1,23,18.98
b) USA and Canada			1,81,22.72	1,61,85.72
c) India			46,37.87	40,40.94
d) Rest of the world			2,24.76	2,90.55
e) Unallocated			25,79,35.22	24,58,83.03
			29,21,89.06	27,87,19.22

Notes on segment information

Primary segments

The primary segment of the company is geography, identified on the basis of the location of the customer which in the opinion of management, is the predominant source of risk and rewards. The business of the Group is organised into four key geographic segments comprising United Kingdom, United States of America and Canada, India and Rest of the world.

Capital employed

Capital employed comprises of debtors and unbilled receivables, classified by reportable segments. As the fixed assets and services are used interchangeably between the segments by the Group's businesses and liabilities contracted have not been identified to any of the reportable segments, the Group believes that it is currently not practicable to provide segment disclosures relating to these assets and liabilities and hence, has been included under unallocated.


By order of the Board
For Firstsource Solutions Limited



A.M. Vallance
Managing Director and CEO

Mumbai, India
April 27, 2011

Firstsource Solutions Limited AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2011				
(Rs. in lakhs, except per share data)				
Particulars	Quarter ended March 31,		Year ended March 31,	
	2011	2010	2011	2010
	(Audited)	(Audited)	(Audited)	(Audited)
Income from services	1,80,85.52	1,69,16.49	6,65,78.92	6,52,14.92
Other operating income	2,10.23	6,33.58	37,17.94	9,57.41
Total income from operations	1,82,95.75	1,75,50.07	7,02,96.86	6,61,72.33
Total Expenditure				
Personnel costs	93,22.75	86,73.40	3,66,66.52	3,30,20.90
Operating costs	63,94.85	53,35.52	2,38,50.50	2,10,60.92
Depreciation and amortisation	16,07.56	12,60.74	57,37.95	52,43.80
Profit before other income, finance charges and taxation	9,70.59	22,80.41	40,41.89	68,46.71
Other income	2,30.34	(54.68)	16,83.29	14,08.80
Gain on FCCB buyback, net	-	-	-	7,39.09
Profit before finance charges and taxation	12,00.93	22,25.73	57,25.18	89,94.60
Finance charges, net	(2,96.54)	7,64.84	(12,30.82)	27,77.81
Profit before taxation	14,97.47	14,60.89	69,56.00	62,16.79
Provision for taxation				
a) Current tax expenses including foreign taxes	3,31.17	2,94.34	15,51.54	11,13.40
b) Deferred tax release	(2,83.83)	(19.59)	(5,40.80)	(5,75.15)
c) Minimum alternate tax credit entitlement	(10.84)	(4,87.42)	(6,83.43)	(10,54.74)
Net profit after taxation	14,60.97	16,73.56	66,28.69	67,33.28
Paid-up Equity Share Capital (Face Value of Share Rs. 10)	-	-	4,30,63.82	4,29,20.97
Reserves excluding Revaluation Reserve	-	-	6,05,40.68	6,73,83.31
Earning Per Share (Rs.) : (not annualised)				
-Basic	0.34	0.39	1.54	1.57
-Diluted	0.34	0.38	1.52	1.51
Aggregate of non- promoter shareholding (unaudited)				
- Number of shares of Rs. 10	345,098,462	337,316,385	345,098,462	337,316,385
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Promoters' and promotor group shareholdin g				
a) Pledged/ Encumbered	-	-	-	-
- Number of shares	-	-	-	-
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-
- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-
b) Non-encumbered				
- Number of shares	85,539,720	91,893,297	85,539,720	91,893,297
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%
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4. During the quarter, one complaint was received from an investor which was resolved. There were no complaints pending at the beginning and at the end of the quarter.				

5. Statement of Assets and liabilities (Audited)		
	As at March 31,	
	2011	2010
Shareholders' funds		
Share capital	4,30,63.82	4,29,20.97
Share application money	-	34.50
Reserves and surplus	6,05,40.68	6,73,83.31
Loan funds	13,35,19.98	12,05,66.76
	23,71,24.48	23,09,05.54
Fixed assets	1,57,63.52	1,17,27.44
Investments	11,05,05.94	11,10,68.72
Deferred tax asset, net	35,77.66	30,36.86
Current assets, loans and advances		
Sundry debtors	1,52,98.84	99,43.05
Unbilled receivables	49,95.20	32,69.77
Cash and bank balances	1,47,76.32	11,84.03
Loans and advances	8,02,41.70	8,67,76.69
Less: Current liabilities and provisions		
Current liabilities	1,62,59.56	64,19.10
Provisions	31,42.35	10,49.13
Net current assets	9,59,10.15	9,37,05.31
Amalgamation deficit adjustment reserve	1,13,67.21	1,13,67.21
	23,71,24.48	23,09,05.54
6. Figures for the prior periods have been regrouped and / or reclassified wherever considered necessary.		
<div style="display: flex; justify-content: space-between;"> <div> Mumbai , India April 27, 2011 </div> <div style="text-align: right;"> By order of the Board For Firstsource Solutions Limited  A.M.Vallance Managing Director and CEO </div> </div>		