

Firstsource Solutions Limited

AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2017

CIN: L64202MH2001PLC134147

Registered office: 5th Floor, Paradigm 'B' wing, Mindspace, Link Road, Malad (West), Mumbai 400 064

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(Rs in millions, except per share data and per equity data)

Particulars	Quarter ended			Year ended	
	March 31	December 31	March 31	March 31	March 31
	2017	2016	2016	2017	2016
	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
Income from operations					
Income from operations	8,643.69	8,600.78	8,525.24	34,569.11	31,616.56
Other operating income, net	279.33	253.31	169.09	986.99	555.97
Total income from operations	8,923.02	8,854.09	8,694.33	35,556.10	32,172.53
Expenses					
Employee benefits expenses	6,166.64	5,900.73	5,806.87	23,834.37	21,726.73
Depreciation and amortisation	110.44	155.71	133.68	589.61	608.82
Other expenses	1,766.34	1,881.66	1,776.23	7,341.83	6,544.93
Total expenses	8,043.42	7,938.10	7,716.78	31,765.81	28,880.48
Profit from operations before other income and finance costs	879.60	915.99	977.55	3,790.29	3,292.05
Other income	(4.50)	14.06	19.28	32.05	94.44
Profit from ordinary activities before finance costs	875.10	930.05	996.83	3,822.34	3,386.49
Finance costs	114.16	98.82	126.59	453.16	524.38
Profit from ordinary activities before tax and share in net (loss) of associate	760.94	831.23	870.24	3,369.18	2,862.11
Share in net loss of associate	(0.01)	(0.01)	-	(0.01)	-
Profit from ordinary activities before tax	760.93	831.22	870.24	3,369.17	2,862.11
Tax expense	111.95	133.55	95.39	576.79	252.86
Net profit from ordinary activities after tax	648.98	697.67	774.85	2,792.38	2,609.25
Other comprehensive income, net of taxes	(381.19)	89.96	20.25	(480.07)	566.18
Total comprehensive income	267.79	787.63	795.10	2,312.31	3,175.43
Profit attributable to:					
Owners of the equity	653.68	700.06	775.22	2,799.96	2,604.87
Non - controlling interest	(4.70)	(2.39)	(0.37)	(7.58)	4.38
Total comprehensive income attributable to:	648.98	697.67	774.85	2,792.38	2,609.25
Owners of the equity	268.42	787.67	795.07	2,312.69	3,175.82
Non - controlling interest	(0.63)	(0.04)	0.03	(0.38)	(0.39)
	267.79	787.63	795.10	2,312.31	3,175.43
Paid-up equity share capital (Face value per share of Rs 10)	6,813.08	6,779.25	6,733.15	6,813.08	6,733.15
Earning per share (Rs) : (Face value per share of Rs 10)					
-Basic	0.96	1.03	1.15	4.14	3.89
-Diluted	0.95	1.02	1.11	4.08	3.72

Notes to financials results :

1. The audited consolidated financial statements for the quarter and year ended March 31, 2017 have been taken on record by the Board of Directors at its meeting held on May 5, 2017. The statutory auditors have expressed an unmodified audit opinion. The information presented above is extracted from the audited consolidated financial statements. These financial statements are prepared in accordance with the Indian Accounting Standard (Ind AS) as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and Companies (Indian Accounting Standards) Amendment Rules, 2016.

2. The Group has adopted all the Ind AS on April 1, 2016 with the transition date as April 1, 2015 and the adoption was carried out in accordance with the Ind AS 101- First time adoption of Indian Accounting Standards. The transition was carried out from Indian Accounting Principles generally accepted in India as prescribed under Section 133 of the Companies Act, 2013 read with Rule 7 of the Companies (Accounts) Rules, 2014 (IGAAP) which was the 'Previous GAAP'.

3. During the quarter and year ended March 31, 2017, 3,383,575 and 7,993,425 equity shares respectively were issued pursuant to exercise of stock options under the Employee Stock Option Scheme of the Company.

4. The Group had initially elected to apply historical cost model for Leasehold improvements as permitted under Ind AS 16 - Property, Plant and Equipments. However, during the quarter ended March 31, 2017, the Company has now elected to apply fair value model instead of historical cost model for Leasehold improvements. This represents a change in selection of transition options under Ind AS 101- First time adoption of Indian Accounting Standards. on Leasehold improvements of Rs.13.29, Rs. 13.29 and Rs. 53.14 respectively and consequently, the profit before tax for the aforesaid periods are higher than those reported earlier by a corresponding amount. The reconciliation in note 5 below have been updated accordingly.

5. Reconciliation between consolidated financial results, as per Previous GAAP and Ind AS for year / quarter presented are as under:

Particulars	Note	Year ended	Quarter ended
		March 31	March 31
		2016	2016
Net profit as per previous GAAP		2,654.07	796.32
Revenue recognition under Ind AS 18	a	(130.35)	(36.04)
Share based compensation expense under Ind AS 102	b	(36.47)	(8.28)
Employee benefits under Ind AS 19	c	31.48	7.87
Acquisition cost under Ind AS 103, business combination	d	(11.92)	(11.92)
Impact of depreciation	e	53.14	13.29
Tax effect of adjustments	f	49.30	13.61
Total adjustments		(44.82)	(21.47)
Net profit after adjustments as per Ind AS		2,609.25	774.85
Other comprehensive income, net of taxes		566.18	20.25
Total comprehensive Income		3,175.43	795.10

Explanations for reconciliation of consolidated statement of profit and loss as reported under previous GAAP to Ind AS:

a. On application of Ind AS 18, the Company aligned its revenue recognition relating to healthcare claims and collections business.

b. On first time adoption of Ind AS 101, the Company took an optional exemption to measure at fair value the unvested options on the transition date and accordingly recognised employee share based payment cost in the statement of profit and loss.

c. As per Ind AS 19 - Employee Benefits, actuarial gain and losses are recognized in other comprehensive income and not classified to statement of profit and loss in a subsequent period.

d. On retrospective application of Ind AS 103 to business combinations, expense have been debited to the statement of profit and loss account.

e. As per Ind AS 101, the Company has elected to measure certain items of property plant and equipments at the date of transition to Ind AS at fair value- refer note 4 above.

f. Tax adjustments include deferred tax impact on account of differences between Previous GAAP and Ind AS.

6. Standalone Information (Audited) under Ind AS					
Particulars	Quarter ended			Year ended	
	March 31	December 31	March 31	March 31	March 31
	2017	2016	2016	2017	2016
Total income from operations	2,400.75	2,468.11	2,089.96	9,400.65	8,748.78
Net profit before taxation	646.93	599.10	333.78	2,187.36	1,756.06
Net profit after taxation	546.63	526.30	277.08	1,884.59	1,512.23

6. Statement of assets and liabilities (Consolidated - Audited)

Particulars	As at		
	March 31	March 31	April 1
	2017	2016	2015
ASSETS			
Non-current assets			
Property, plant and equipment	878.05	784.69	610.43
Capital work-in-progress	42.85	22.59	28.47
Goodwill on consolidation	19,223.62	18,994.98	17,959.07
Intangible assets	576.48	435.97	332.19
Financial assets			
Investments	105.84	83.80	57.55
Other financial assets	714.30	543.02	618.06
Deferred tax assets	4,064.60	3,702.12	3,192.59
Income tax assets (net)	452.97	514.80	570.66
Others assets	1,309.07	206.59	91.58
Total non current assets	27,367.78	25,288.56	23,460.60
Current assets			
Financial assets			
Investments	1,522.67	767.74	676.11
Trade receivables	3,041.27	3,040.75	2,889.51
Cash and cash equivalents	387.31	685.76	799.81
Other financial assets	2,284.21	1,492.98	1,433.01
Other assets	589.73	487.64	255.57
Total current assets	7,825.19	6,474.87	6,054.01
Total assets	35,192.97	31,763.43	29,514.61
EQUITY AND LIABILITIES			
Equity			
Equity share capital	6,813.08	6,733.15	6,662.91
Other equity	13,466.95	11,037.01	8,102.33
Total equity attributable to equity holders of the Company	20,280.03	17,770.16	14,765.24
Non - controlling interest	11.75	19.71	16.31
Total equity	20,291.78	17,789.87	14,781.55
LIABILITIES			
Non-current liabilities			
Financial liabilities			
Long term borrowings	3,579.94	4,097.75	3,943.35
Provisions for employee benefits	287.49	265.88	281.93
Differed tax liability	2,874.02	2,224.06	1,997.12
Total non-current liabilities	6,741.45	6,587.69	6,222.40
Current liabilities			
Financial liabilities			
Short-term and other borrowings	5,644.71	4,809.17	6,220.51
Trade and other payables	993.77	868.68	812.71
Other financial liabilities	211.57	314.62	310.75
Other liabilities	1,226.84	1,311.59	1,087.58
Provisions for employee benefits	82.85	81.81	79.11
Total current liabilities	8,159.74	7,385.87	8,510.66
Total equity and liabilities	35,192.97	31,763.43	29,514.61

Equity Reconciliation

Particulars	Note	As at	
		March 31	April 1
		2016	2015
Equity under previous GAAP		24,250.80	20,886.37
Business combination as per Ind AS 103	a	(5,697.43)	(5,377.28)
Revenue recognition under Ind AS 18	b	(666.48)	(585.44)
Acquisition cost under Ind AS 103, business combination	c	(11.92)	-
Accounting for lease rentals under Ind AS 17		20.51	20.05
Impact of depreciation	d	(125.32)	(178.46)
Tax effect of adjustments			
Total Adjustments, net of taxes		(6,480.64)	(6,121.13)
Equity after adjustments as per Ind AS		17,770.16	14,765.24

Explanations for reconciliation of consolidated equity as reported under IGAAP to Ind AS

- a. The Company has elected to apply Ind AS 103, business combinations retrospectively to past business combinations from the date of acquisition. As a result, Intangibles were identified at the fair value on the date of acquisition and were amortized over their useful life. The effect of change is; decrease in "Goodwill on consolidation". As, the intangibles identified are fully depreciated on the opening balance-sheet date, there is corresponding decrease in equity.
- b. On application of Ind AS 18, the Company aligned its revenue recognition relating to healthcare claims and collections business.
- c. On application of Ind AS 103 to business combinations.
- d. As per Ind AS 101, the Company has elected to measure certain items of property plant and equipments at the date of transition to Ind AS at fair value- refer note 4 above.

7. Segment Reporting - Consolidated audited

Particulars	Quarter ended			Year ended	
	March 31	December 31	March 31	March 31	March 31
	2017	2016	2016	2017	2016
	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
Segment revenue					
a) Customer management	4,051.23	4,343.20	4,046.28	17,295.33	14,880.94
b) Healthcare	3,034.85	2,841.96	3,025.39	11,425.12	11,443.76
c) Collections	1,057.33	932.13	954.46	3,857.76	3,304.80
d) Domestic Business (India)	500.28	483.49	499.11	1,990.90	1,987.06
Total	8,643.69	8,600.78	8,525.24	34,569.11	31,616.56
Less: Inter-segment revenue	-	-	-	-	-
Net segment revenue	8,643.69	8,600.78	8,525.24	34,569.11	31,616.56
Segment results before tax and finance costs					
a) Customer management	690.93	825.90	690.43	3,185.84	2,384.90
b) Healthcare	479.91	415.07	347.45	1,676.45	1,282.80
c) Collections	159.40	106.95	135.91	495.69	375.63
d) Domestic Business (India)	33.72	28.21	78.58	136.05	140.71
Total	1,363.96	1,376.13	1,252.37	5,494.03	4,184.04
i) Finance costs	(114.16)	(98.82)	(126.59)	(453.16)	(524.38)
ii) Other unallocable expenditure net of unallocable income	(488.86)	(446.08)	(255.54)	(1,671.69)	(797.55)
iii) Share in net (loss) of associate	(0.01)	(0.01)	-	(0.01)	-
Profit before tax and non-controlling interest and other comprehensive income	760.93	831.22	870.24	3,369.17	2,862.11
Segment assets					
a) Customer management	4,860.36	5,736.37	3,526.38	4,860.36	3,526.38
b) Healthcare	17,253.82	18,228.09	17,807.16	17,253.82	17,807.16
c) Collections	3,850.46	3,834.79	3,397.64	3,850.46	3,397.64
d) Domestic Business (India)	487.37	493.13	963.95	487.37	963.95
e) Unallocable	8,740.96	6,908.09	6,068.30	8,740.96	6,068.30
	35,192.97	35,200.47	31,763.43	35,192.97	31,763.43
Segment liabilities					
a) Customer management	2,876.25	4,461.10	2,314.51	2,876.25	2,314.51
b) Healthcare	6,380.68	5,317.76	6,631.89	6,380.68	6,631.89
c) Collections	217.33	214.23	230.36	217.33	230.36
d) Domestic Business (India)	460.84	618.38	255.75	460.84	255.75
e) Unallocable	4,966.09	4,508.59	4,541.05	4,966.09	4,541.05
	14,901.19	15,120.06	13,973.56	14,901.19	13,973.56
Note on segment information					
<i>Business segments</i>	Based on the "management approach" as defined in Ind AS 108 - Operating Segments, the Chief Operating Decision Marker evaluates the Group's performance and allocates resources based on an analysis of various performance indicators by business segments. Accordingly, information has been presented into four key business segments comprising customer management, healthcare, collections and domestic business in India. The accounting principles used in the preparation of the financial statements are consistently applied to record revenue and expenditure in individual segments.				
	The Group reclassified the segment disclosure as prescribed under Ind AS 108 and accordingly previous period / year ended disclosure has been restated accordingly.				
	By order of the Board For Firstsource Solutions Limited				
	Rajesh Subramaniam Managing Director and CEO				
	Kolkata, India May 5, 2017				

Firstsource Solutions Limited

AUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2017

CIN: L64202MH2001PLC134147

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(Rs in millions, except per share data and per equity data)

Particulars	Quarter ended			Year ended	
	March 31	December 31	March 31	March 31	March 31
	2017	2016	2016	2017	2016
	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
Income from operations					
Income from operations	2,094.44	2,225.06	1,930.26	8,408.65	8,262.12
Other operating income, net	306.31	243.05	159.70	992.00	486.66
Total income from operations	2,400.75	2,468.11	2,089.96	9,400.65	8,748.78
Expenses					
Employee benefits expenses	1,128.64	1,189.91	1,083.29	4,579.96	4,239.10
Depreciation and amortisation	39.18	51.60	47.67	190.32	318.09
Other expenses	626.75	654.29	656.74	2,523.12	2,529.70
Total expenses	1,794.57	1,895.80	1,787.70	7,293.40	7,086.89
Profit from operations before other income and finance costs	606.18	572.31	302.26	2,107.25	1,661.89
Other income	25.68	66.26	(12.17)	147.86	183.25
Profit from ordinary activities before finance costs	631.86	638.57	290.09	2,255.11	1,845.14
Finance costs	(15.07)	39.47	(43.69)	67.75	89.08
Profit from ordinary activities before tax	646.93	599.10	333.78	2,187.36	1,756.06
Tax expense	100.30	72.80	56.70	302.77	243.83
Net profit from ordinary activities after tax	546.63	526.30	277.08	1,884.59	1,512.23
Other comprehensive income, net of taxes	37.11	55.65	63.07	180.48	(220.12)
Total comprehensive income	583.74	581.95	340.15	2,065.07	1,292.11
Paid-up equity share capital (Face value per share of Rs 10)	6,813.08	6,779.25	6,733.15	6,813.08	6,733.15
Earning per share (Rs): (Face value per share of Rs 10)					
-Basic	0.80	0.78	0.41	2.79	2.26
-Diluted	0.80	0.77	0.40	2.75	2.16

Notes to financials results :

1. The audited standalone financial statements for the quarter and year ended March 31, 2017 have been taken on record by the Board of Directors at its meeting held on May 5, 2017. The statutory auditors have expressed an unmodified audit opinion. The information presented above is extracted from the audited standalone financial statements. These financial statements are prepared in accordance with the Indian Accounting Standard (Ind AS) as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and Companies (Indian Accounting Standards) Amendment Rules, 2016.

2. The Company has adopted all the Ind AS on April 1, 2016 with the transition date as April 1, 2015 and the adoption was carried out in accordance with the Ind AS 101- First time adoption of Indian Accounting Standards. The transition was carried out from Indian Accounting Principles generally accepted in India as prescribed under Section 133 of the Companies Act, 2013 read with Rule 7 of the Companies (Accounts) Rules, 2014 (IGAAP) which was the 'Previous GAAP'.

3. During the quarter ended and year ended March 31, 2017, 3,383,575 and 7,993,425 equity shares respectively were issued pursuant to exercise of stock options under the Employee Stock Option Scheme of the Company.

4. As per Ind AS 108 - Operating Segment, if a financial report contains both consolidated financial statements of a parent that is within the scope of this Ind AS as well as the parent's separate financial statements, segment information is required only in the consolidated financial statements. Accordingly, information required to be presented under Ind AS 108 - Operating Segment has been given in the consolidated financial results.

5. The Company had initially elected to apply historical cost model for Leasehold improvements as permitted under Ind AS 16 - Property, Plant and Equipments. However, during the quarter ended March 31, 2017, the Company has now elected to apply fair value model instead of historical cost model for Leasehold improvements. This represents a change in selection of transition options under Ind AS 101- First time adoption of Indian Accounting Standards. On account of this change, the figures for quarter ended December 31, 2016 and March 31, 2016 and year ended March 31, 2016 have been adjusted to reflect the reversal of depreciation on Leasehold improvements of Rs.2.97, Rs. 2.97 and Rs. 11.84 respectively and consequently, the profit before tax for the aforesaid periods are higher than those reported earlier by a corresponding amount. The reconciliation in note 6 below has been updated accordingly.

6. Reconciliation between standalone financial results, as per Previous GAAP and Ind AS for the year / quarter presented are as under:

Particulars	Note	Year ended	Quarter ended
		March 31	March 31
		2016	2016
Net profit as per Previous GAAP		1,497.37	276.94
Share based compensation expense under Ind AS 102	a	(23.05)	(4.89)
Employee benefits under Ind AS 19	b	32.02	8.01
Acquisition cost under Ind AS 103, business combination	c	(5.95)	(5.95)
Impact of depreciation	d	11.84	2.97
Total adjustments		14.86	0.14
Net profit after adjustments as per Ind AS		1,512.23	277.08
Other comprehensive income, net of taxes		(220.12)	63.07
Total comprehensive income		1,292.11	340.15

Explanations for reconciliation of standalone statement of profit and loss as reported under IGAAP to Ind AS:

a. On first time adoption of Ind AS 101, the Company exercised the optional exemption to measure unvested options on the transition date and accordingly recognised employee share based payment cost in the statement of profit and loss. The cost related to options allotted to employees of the subsidiaries has been shown as investment made in subsidiaries.

b. As per Ind AS 19 - Employee Benefits, actuarial gain and losses are recognized in other comprehensive income and not classified to statement of profit and loss in a subsequent period.

c. On retrospective application of Ind AS 103 to business combinations, acquisition expenses have been debited to the statement of profit and loss.

d. As per Ind AS 101, the Company has elected to measure certain items of property plant and equipments at the date of transition to Ind AS at fair value- refer note 5 above.

7. Statement of Assets and liabilities (Audited)

Particulars	As at		
	March, 31	March, 31	April, 1
	2017	2016	2015
ASSETS			
Non-current assets			
Property, plant and equipment	292.87	256.60	301.54
Capital work-in-progress	16.18	14.40	0.50
Goodwill	40.14	-	-
Other intangible assets	221.71	132.98	262.50
Financial assets			
Investments	11,954.74	11,938.28	11,825.33
Other financial assets	642.70	492.62	573.59
Other assets	134.77	49.33	66.61
Deferred tax assets	1,596.53	1,782.77	1,654.98
Income tax assets	604.78	693.62	625.87
Total non-current assets	15,504.42	15,360.60	15,310.92
Current assets			
Financial assets			
Investments	1,495.17	740.24	649.11
Trade receivables	3,719.34	3,195.57	2,335.48
Cash and cash equivalents	157.71	362.99	258.50
Other financial assets	1,116.51	550.01	673.18
Other assets	687.57	354.25	388.13
Total current assets	7,176.30	5,203.06	4,304.40
Total assets	22,680.72	20,563.66	19,615.32
EQUITY AND LIABILITIES			
Equity			
Equity share capital	6,813.08	6,733.15	6,662.91
Other equity	13,180.92	10,998.07	9,622.66
Total equity	19,994.00	17,731.22	16,285.57
LIABILITIES			
Non-current liabilities			
Financial liabilities			
Long term borrowings	676.60	1,159.51	1,214.78
Provisions for employee benefits	117.62	111.48	73.41
Total non-current liabilities	794.22	1,270.99	1,288.19
Current liabilities			
Financial liabilities			
Short term borrowings	1,184.98	770.09	1,130.86
Trade and other payables	338.53	243.94	242.59
Other financial liabilities	121.06	314.62	310.75
Provisions for employee benefits	41.69	33.70	38.10
Other liabilities	206.24	199.10	319.26
Total current liabilities	1,892.50	1,561.45	2,041.56
Total equity and liabilities	22,680.72	20,563.66	19,615.32
Equity Reconciliation			
Particulars	Note	As at 31 March	As at April 01
		2016	2015
Equity under previous GAAP		17,709.61	16,283.27
Share based compensation expense under Ind AS 102	a	25.04	11.62
Acquisition cost under Ind AS 103, business combination	b	(5.95)	-
Accounting for lease rentals under Ind AS 17		11.41	11.41
Impact of depreciation	c	(8.89)	(20.73)
Total Adjustments, net of taxes		21.61	2.30
Equity after adjustments as per Ind AS		17,731.22	16,285.57
Explanations for reconciliation of standalone equity as reported under IGAAP to Ind AS			
a. On first time adoption of Ind AS 101 the Company exercised the optional exemption to measure unvested options on the transition date and accordingly recognised employee share based payment cost.			
b. On application of Ind AS 103 business combinations.			
c. As per Ind AS 101, the Company has elected to measure certain items of property plant and equipments at the date of transition to Ind AS at fair value- refer note 5 above.			
By order of the Board			
For Firstsource Solutions Limited			
Kolkata, India			Rajesh Subramaniam
May 5, 2017			Managing Director and CEO