

Firstsource Solutions Limited
AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2013

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

Particulars	Quarter ended			Year ended	
	March 31,	December 31,	March 31,	March 31,	March 31,
	2013	2012	2012	2013	2012
	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
Income from operations					
Revenue from operations	7,136.79	7,195.84	6,258.89	28,440.18	22,548.51
Other operating income, net	(11.50)	(63.77)	(40.64)	(254.83)	1.41
Total income from operations	7,125.29	7,132.07	6,218.25	28,185.35	22,549.92
Expenses					
Employee benefits expense	4,834.57	4,902.66	4,255.70	19,348.72	15,224.95
Depreciation and amortisation	217.54	215.18	218.31	883.98	892.63
Other expenses	1,460.31	1,501.54	1,434.30	6,041.01	5,474.11
Total expenses	6,512.42	6,619.38	5,908.31	26,273.71	21,591.69
Profit from operations before other income and finance cost	612.87	512.69	309.94	1,911.64	958.23
Other income	(1.09)	122.18	116.16	463.95	454.11
(Loss) on FCCB buyback, net	-	-	-	-	(67.62)
Profit from ordinary activities before finance cost	611.78	634.87	426.10	2,375.59	1,344.72
Finance cost	208.50	196.27	174.57	783.65	584.88
Profit from ordinary activities before tax	403.28	438.60	251.53	1,591.94	759.84
Tax expense	1.94	29.83	21.75	129.23	137.73
Net profit from ordinary activities after tax	401.34	408.77	229.78	1,462.71	622.11
Minority Interest	(0.76)	(5.92)	(0.98)	(3.21)	1.80
Net profit for the period	402.10	414.69	230.76	1,465.92	620.31
Paid-up Equity Share Capital (Face Value of Share Rs. 10)	6,576.74	6,576.74	4,307.76	6,576.74	4,307.76
Reserves excluding Revaluation Reserve	-	-	-	10,559.64	9,991.07
Earning Per Share (Rs.) : (not annualized)					
-Basic	0.61	0.83	0.54	2.91	1.44
-Diluted	0.60	0.83	0.53	2.82	1.44
Particulars of shareholding					
Public shareholding					
- Number of shares of Rs. 10	283,697,078	332,125,243	345,236,587	283,697,078	345,236,587
- Percentage of shareholding	43.14%	50.50%	80.14%	43.14%	80.14%
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					
- Number of shares	373,976,673	325,548,508	85,539,720	373,976,673	85,539,720
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100%	100.00%	100.00%	100.00%
- Percentage of shares (as a % of the total share capital of the Company)	56.86%	49.50%	19.86%	56.86%	19.86%

Notes to financials results :

- The above results were reviewed by the Audit Committee and adopted by the Board of Directors at their meeting held on May 7, 2013. The standalone financial results for the quarter and year ended March 31, 2013 are available on the Company's website (www.firstsource.com) and the websites of BSE (www.bseindia.com) and NSE (www.nseindia.com).
- 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 and losses in full. Minority interest's share of profits or losses is adjusted against income to arrive at the net income attributable to the Company's shareholders.
- 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).
- Standalone information (Audited)

Particulars	Quarter ended			Year ended	
	March 31,	December 31,	March 31,	March 31,	March 31,
	2013	2012	2012	2013	2012
Total income from operations	2,196.80	2,226.70	1,890.31	8,808.15	7,542.56
Net profit before taxation	325.61	258.70	91.82	1,173.89	418.58
Net profit after taxation	325.61	258.70	106.83	1,359.65	453.59

5. During the quarter, no equity shares were issued pursuant to exercise of stock options under the Employee Stock Option Scheme of the Company.

6. During the quarter, no complaints were received from investors. There was no complaint pending at the beginning and at the end of the quarter.

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

Particulars	As at March, 31 2013	As at March, 31 2012
Shareholders' funds		
Share capital	6,576.74	4,307.76
Reserves and surplus	10,559.64	9,991.07
	17,136.38	14,298.83
Minority interest	11.36	13.26
Non-current liabilities		
Long-term borrowings	8,500.64	9,258.83
Deferred tax liabilities, net	282.90	110.16
Other long-term liabilities	328.92	651.66
Long-term provisions	223.07	189.43
	9,335.53	10,210.08
Current liabilities		
Short-term borrowings	1,628.60	366.74
Trade payables	1,412.10	1,312.26
Other current liabilities	3,905.14	12,997.10
Short-term provisions	87.62	116.60
	7,033.46	14,792.70
TOTAL EQUITY AND LIABILITIES	33,516.73	39,314.87
ASSETS		
Non-current assets		
Goodwill on consolidation	23,601.03	23,108.58
Fixed assets	1,561.55	1,957.22
Non-current investments	26.81	16.00
Long-term loans and advances	1,132.22	1,257.44
Other non-current assets	650.66	345.83
	26,972.27	26,685.07
Current assets		
Current investments	-	784.31
Trade receivables	3,865.84	3,514.70
Cash and bank balances	901.01	6,828.68
Short-term loans and advances	353.95	365.17
Other current assets	1,423.66	1,136.94
	6,544.46	12,629.80
TOTAL ASSETS	33,516.73	39,314.87

8. The audited consolidated statement of assets and liabilities has been prepared in the format prescribed by the revised schedule VI to the Companies Act, 1956.

Segment Reporting					
Particulars	Quarter ended			Year ended	
	March 31, 2013	December 31, 2012	March 31, 2012	March 31, 2013	March 31, 2012
	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
Segment Revenue					
a) UK	2,409.92	2,516.39	1,846.64	9,724.53	7,071.98
b) USA and Canada	3,289.09	3,272.66	3,150.45	13,133.47	11,687.33
c) India	808.61	770.10	655.89	2,993.17	2,700.61
d) Rest of the World	629.17	636.69	605.91	2,589.01	1,088.59
Total	7,136.79	7,195.84	6,258.89	28,440.18	22,548.51
Less: Inter Segment Revenue	-	-	-	-	-
Net Segment Revenue	7,136.79	7,195.84	6,258.89	28,440.18	22,548.51
Segment results before tax and finance costs					
a) UK	207.81	224.65	229.58	1,007.35	1,161.71
b) USA and Canada	456.43	530.54	325.58	1,772.66	1,187.21
c) India	84.62	57.07	(5.07)	119.63	209.03
d) Rest of the World	82.71	53.53	44.00	293.14	108.79
Total	831.57	865.79	594.09	3,192.78	2,666.74
i) Finance cost	(208.50)	(196.27)	(174.57)	(783.65)	(584.88)
ii) Other unallocable expenditure net of unallocable income	(219.79)	(230.92)	(167.99)	(817.19)	(1,322.02)
Profit before tax and minority interest	403.28	438.60	251.53	1,591.94	759.84

Capital Employed		
a) UK	1,911.96	1,460.90
b) USA and Canada	25,145.84	23,710.59
c) India	578.63	334.80
d) Rest of the World	628.01	454.53
e) Unallocated	1,804.97	9,579.14
	30,069.41	35,539.96

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 organized 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 debtors including unbilled receivables and goodwill on consolidation directly attributable to the 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

Rajesh Subramaniam
Managing Director and CEO

Mumbai, India
May 7, 2013

