Financial statements together with the Independent Auditors' Report for the year ended 31 March 2017

# Financial statements together with the Independent Auditors' Report

for the year ended 31 March 2017

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# One Advantage LLC Balance sheet

as at 31 March 2017

|                                  |      |                | Amount in USD |              |
|----------------------------------|------|----------------|---------------|--------------|
|                                  | Note | 31 March 2017  | 31 March 2016 | 1 April 2015 |
| ASSETS                           |      |                |               |              |
| Non-current assets               |      |                |               |              |
| Property, plant and equipment    | - 4  | 137,278        | 117,969       |              |
| Capital work-in-progress         |      | -              | 1,953         |              |
| Total non-current assets         |      | 137,278        | 119,922       |              |
| Current assets                   |      |                |               |              |
| Financial assets                 |      |                |               |              |
| Trade receivables                | 7    | 1,377,194      | 1,072,931     |              |
| Cash and cash equivalents        | 8    | 394,453        | 649,165       | 25,798       |
| Other financial assets           | 5    | 27,678         | 36,976        |              |
| Other assets                     | 6    | 3,872,231      | 1,065,871     | 582,816      |
| Total current assets             |      | 5,671,556      | 2,824,943     | 608,614      |
| Total assets                     |      | 5,808,834      | 2,944,865     | 608,614      |
| EQUITY AND LIABILITIES           |      | THE RESERVE TO |               |              |
| Equity                           |      |                |               |              |
| Equity share capital             | 9    |                |               |              |
| Other equity                     | В    | 4,960,376      | 1,999,193     | 25,000       |
| Total equity                     |      | 4,960,376      | 1,999,193     | 25,000       |
| LIABILITIES                      |      |                |               |              |
| Current liabilities              |      |                |               |              |
| Financial liabilities            |      |                |               |              |
| Trade and other payables         | 10   | 360,069        | 527,762       |              |
| Other liabilities                | 11   | 31,518         |               |              |
| Provisions for employee benefits | 12   | 142,045        | 138,419       | 142,881      |
| Other liabilities                | 13   | 314,826        | 279,491       | 440,733      |
| Total current liabilities        |      | 848,458        | 945,672       | 583,614      |
| Total equity and liabilities     |      | 5,808,834      | 2,944,865     | 608,614      |
| Significant accounting policies  | 2    |                |               |              |

The accompanying notes from 1 to 22 are an integral part of these financial statements.

Singh

Chartered

Accountants

Mumba

As per our report of even date attached.

For SHELESH SINGHVI & CO.

Chartered Accountants

Firm's Registration No: 014792C

Shelesh Singhvi

Partner

Membership No: 079817

May 5, 2017

Mumbai

For and on behalf of the Board of Directors

Arjun Mitra

Director

Thomas Estopare

Director

# One Advantage LLC Statement of profit and loss

for the year ended 31 March 2017

|   |           | Amount in     | USD           |
|---|-----------|---------------|---------------|
|   |           | Year ende     | ed            |
|   | Note      | 31 March 2017 | 31 March 2016 |
| INCOME  |           |               |               |
| Revenue from operations                       | 14        | 13,531,455    | 12,559,064    |
| Total income                                  |           | 13,531,455    | 12,559,064    |
| EXPENSES                                      |           |               |               |
| Cost Of Sales                                 |           | 10,288        | 8,043         |
| Employee benefits expense                     | 15        | 6,317,861     | 6,768,185     |
| Depreciation and amortization                 | 4(i),(ii) | 54,894        | 40,754        |
| Other expenses                                | 16        | 4,187,229     | 3,767,889     |
| Total expenses                                | _         | 10,570,272    | 10,584,871    |
| Profit before taxation                        |           | 2,961,183     | 1,974,193     |
| Tax expense                                   | _         |               |               |
| Profit for the year                           | -         | 2,961,183     | 1,974,193     |
| Other comprehensive income                    |           |               |               |
| Total other comprehensive income for the year | _         | 2,961,183     | 1,974,193     |

Significant accounting policies

The accompanying notes from 1 to 22 are an integral part of these financial statements. As per our report of even date attached.

Singh

Chartered

Accountants

umba

### For SHELESH SINGHVI & CO.

Chartered Accountants

Firm's Registration No: 014792C

Shelesh Singhvi

Partner

Membership No: 079817 May 5, 2017

Mumbai

For and on behalf of the Board of Directors

Arjun Mitra

Director

**Thomas Estopare** 

Director

### Statement of changes in equity

for the year ended 31 March 2017

### B. Equity share capital and other equity

| Particulars                             |              | to owners of the apany | Total     |  |
|---|--------------|------------------------|-----------|--|
|   | Equity share | Reserve and surplus    |           |  |
|   | capital      | Retained earnings      |           |  |
| Balance as at 1 April 2016              | -            | 1,999,193              | 1,999,193 |  |
| Profit for the period                   | -            | 2,961,183              | 2,961,183 |  |
| Balance at the end of the 31 March 2017 | -            | 4,960,376              | 4,960,376 |  |

| Particulars                             | The same of the sa | o owners of the      | Total     |
|---|--|----------------------|-----------|
|   |  | Reserve and surplus  |           |
|   | Equity share capital   | Retained<br>earnings |           |
| Balance as at 1 April 2015              |  | 25,000               | 25,000    |
| Profit for the year                     |  | 1,974,193            | 1,974,193 |
| Balance at the end of the 31 March 2016 | -  | 1,999,193            | 1,999,193 |

As per our report of even date attached.

For SHELESH SINGHVI & CO.

Chartered Accountants

Firm's Registration No: 014792C

Singhy

Chartered

Accountants

Mumba

Shelesh Singhvi

Partner

Membership No: 079817

May 5, 2017

Mumbai

For and on behalf of the Board of Directors

Arjun Mitra

Director

Thomas Estopare

Director

### Statement of cash flows

for the year ended 31 March 2017

|  | Amount in U   | SD            |
|--|---------------|---------------|
|  | 31 March 2017 | 31 March 2016 |
| Cash flow from operating activities                                      |               |               |
| Profit before tax  | 2,961,183     | 1,974,193     |
| Adjustments for  |               |               |
| Depreciation and amortisation  | 54,894        | 40,754        |
| Provision for doubtful debts written off / (written back)                | 32            | (1,182)       |
| Operating cash flow before changes in working capital                    | 3,016,109     | 2,013,765     |
| Changes in working capital   |               |               |
| Decrease / (increase) in trade receivables                               | (304,295)     | (1,071,749)   |
| Decrease / (increase) in loans and advances and other assets             | (2,797,062)   | (520,031)     |
| (Decrease) / Increase in liabilities and provisions                      | (97,214)      | 362,058       |
| Net changes in working capital   | (3,198,571)   | (1,229,722)   |
| Income taxes paid  | •             |               |
| Net cash used in operating activities (A)                                | (182,462)     | 784,043       |
| Cash flow from investing activities                                      |               |               |
| Purchase of property plant and equipment and capital advances given      | (72,250)      | (160,676)     |
| Net cash (used in) / generated from investing activities (B)             | (72,250)      | (160,676)     |
| Cash flow from financing activities                                      |               |               |
| Net cash generated from financing activities (C)                         |               | 1             |
| Net decrease in cash and cash equivalents at the end of the year (A+B+C) | (254,712)     | 623,367       |
| Cash and cash equivalents at the beginning of the year                   | 649,165       | 25,798        |
| Cash and cash equivalents at the end of the year                         | 394.453       | 649,165       |

Cash and cash equivalents consist of cash on hand and balances with bank. Cash and cash equivalents included in the cash flow statement comprise the following balance sheet amounts:

|                           | 31 Waren 2017 | 31 Waren 2010 |
|---------------------------|---------------|---------------|
| Cash on hand              |               |               |
| Balances with banks       | 394,453       | 649,165       |
| Cash and cash equivalents | 394,453       | 649,165       |
|                           |               |               |

As per our report of even date attached.

For SHELESH SINGHVI & CO.

Chartered Accountants

Firm's Registration No: 014792C

Shelesh Singhvi Partner

Membership No: 079817 May 5, 2017 Mumbai

singh, Chartered Accountants Mumba

For and on behalf of the Board of Directors

21 March 2017

Arjun Mitra Director

Thomas Estopare Director

### Notes to the financial statements

for the year ended 31 March 2017

### 1 Company overview

One Advantage LLC was incorporated under the laws of the State of Delware on 6th August'2014 for the purpose of providing debt collection services mainly of healthcare business throughout the United States. Credit is granted to primarily all of its customers.

The Company is a wholly owned subsidiary of Firstsource Business Process Services LLC ('the Company') was incorporated under the laws of the State of Delaware on November 25, 2009. Which is a wholly owned subsidiary of Firstsource Group USA, Inc, incorporated in the state of Delaware, USA (who have the voting rights in the Company), which is a wholly owned subsidiary of Firstsource Solutions Ltd, a company incorporate in India.

### 2 Significant accounting policies

### 2.1 Basis of Preparation and Statement of compliance with IND AS

The Company has adopted all the Ind AS standards and the adoption was carried out in accordance with 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 Act, read with Rule 7 of the Companies (Accounts) Rules, 2014 (IGAAP), which was the previous GAAP. Reconciliations and description of the effects of the transition have been summarized in Note 3.

In accordance with the notification dated February 16, 2015, issued by the Ministry of Corporate Affairs, the Ultimate Holding Company has adopted Indian Accounting Standards (IND AS) notified under Sec 133 read with Rule 4A of the Company (Indian Accounting Standards) Rules, 2015 and the relevant provisions of the Companies Act, 2013 (Collectively, IND AS), with effect from April 1, 2016 and is required to prepare its financial statements in accordance with Ind AS for the year ended March 31, 2017. Accordingly as per the requirements of Section 129(3) of the Act, these financial statements of the Company has been prepared in the same form and manner as that of its Ultimate Holding Company.

The financial statements the Company have been prepared under the historical cost convention, on accrual basis of accounting principles generally accepted in India. The Balance Sheet and Statement of profit and loss of the Company has been drawn up in the country of its incorporation (United States of America) in the terms of United States Dollar ('USD').

### 2.2 Use of estimates

The preparation of the financial statements in conformity with Ind AS requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent liabilities on the date of the financial statements and the reported amount of income and expenses for the period. Management believes that the estimates made in the preparation of financial statements are prudent and reasonable. Actual results could differ from those estimates. Any revisions to accounting estimates are recognised prospectively in current and future periods. Application of accounting policies that require critical accounting estimates involving complex and subjective judgments and the use of assumptions in these financial statements have been disclosed in Note 2.2.1.

### 2.2 Use of estimates

### 2.2.1 Critical accounting estimates

### Property, plant and equipment

The charge in respect of periodic depreciation is derived after determining an estimate of an asset's expected useful life and the expected residual value at the end of its life. The useful lives and residual values of the Company's assets are determined by management at the time the asset is acquired and reviewed periodically, including at each financial year end. The lives are based on historical experience with similar assets as well as anticipation of future events, which may impact their life, such as changes in technology.



### Notes to the financial statements

for the year ended 31 March 2017

### 2 Significant accounting policies (continued)

### 2.3 Revenue recognition

Revenue from operations comprises debt collection services to major credit card issuers and banks and is billed in accordance with the contractual terms specified in the respective.

Customer contracts. Revenue from fixed fee based service contracts is recognized on achievement of performance milestones specified in the customer contracts.

Unbilled receivables represent costs incurred and revenues recognized on contracts to be billed in subsequent periods as per the terms of the contract.

Dividend income is recognized when the right to receive dividend is established.

Interest income is recognized using the time proportion method, based on the underlying interest rates.

### 2.4 Property, plant and equipment

Property, plant and equipment are stated at cost less accumulated depreciation and impairment, if any. Cost includes freight, duties, taxes and incidental expenses related to acquisition and installation of the property, plant and equipment. Depreciation on fixed assets is provided pro-rata to the period of use based on management's best estimate of useful lives of the assets as summarized below:

| Asset category          | Useful life (in years)                      |
|-------------------------|---|
| Tangible assets         |   |
| Leasehold improvements  | Lease term or 5 years, whichever is shorter |
| Computers*              | 2-4   |
| Service equipment*      | 2-5   |
| Furniture and fixtures* | 2-5   |
| Office equipment*       | 2-5   |
| Vehicles                | 2-5   |
| Intangible assets       |   |
| Software*               | 2-4   |

\* For these class of assets, based on internal assessment and independent technical evaluation carried out by external valuers, the management believes that the useful lives as given above best represent the period over which management expects to use these assets. Hence the useful lives for these assets is different from the useful lives as prescribed under Part C of Schedule II to the Companies Act, 2013.

Depreciation methods, useful lives and residual values are reviewed periodically at the end of each financial year.

The Company has elected to apply fair value method on transition for Leasehold improvements as permitted under Ind AS 16 - Property, plant and equipments.



### Notes to the financial statements

for the year ended 31 March 2017

### 2 Significant accounting policies (continued)

### 2.5 Impairment

### a. Financial assets

The Company recognizes loss allowances using the expected credit loss (ECL) model for the financial assets which are not fair valued through profit and loss. Loss allowance for trade receivables with no significant financing component is measured at an amount equal to lifetime ECL. For all other financial assets, expected credit losses are measured at an amount equal to the 12 month expected credit losses or at an amount equal to the life time expected credit losses if the credit risk on the financial asset has increased significantly since initial recognition.

### b. Non-financial assets

### i Intangible assets and property, plant and equipment

Intangible assets and property, plant and equipment are evaluated for recoverability whenever events or changes in circumstances indicate that their carrying amounts may not be recoverable. For the purpose of impairment testing, the recoverable amount (i.e. the higher of the fair value less cost to sell and the value-in-use) is determined on an individual asset basis unless the asset does not generate cash flows that are largely independent of those from other assets. In such cases, the recoverable amount is determined for the CGU to which the asset belongs.

If such assets are considered to be impaired, the impairment to be recognized in the statement of profit and loss is measured by the amount by which the carrying value of the assets exceeds the estimated recoverable amount of the asset. An impairment loss is reversed in the statement of profit and loss if there has been a change in the estimates used to determine the recoverable amount. The carrying amount of the asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

### 2.6 Foreign Currency transactions

Transactions in foreign currency are recorded at the exchange rate prevailing on the date of the transaction. Net exchange gain or loss resulting in respect of foreign exchange transactions settled during the period is, recognized in the statement of profit and loss. Foreign currency denominated assets and liabilities other than fixed assets at year end are translated at the year end exchange rates and the resulting net gain or loss is recognized in the statement of profit and loss. Non Monetary assets are carried at historical cost.

### 2.7 Taxation

Income-tax expense comprises current tax (i.e. amount of tax for the period determined in accordance with the income-tax law) and deferred tax charge or credit (reflecting the tax effects of timing differences between accounting income and taxable income for the year). The deferred tax charge or credit and the corresponding deferred tax liabilities or assets are recognized using the tax rates that have been enacted or substantively enacted by the balance sheet date. Deferred tax assets are recognized only to the extent there is reasonable certainty that the assets can be realized in future. The Income tax and deferred tax liability is computed on a consolidated basis and hence the tax liabilities for the company have been included in the financial statements of the parent company ie Firstsource Group USA, Inc.



### Notes to the financial statements

for the year ended 31 March 2017

### 2 Significant accounting policies (continued)

### 2.8 Employee benefits

Defined contribution plans

The Companies having a savings and investment plan under section 401 (K) of the internal revenue code of the United States of America. This is a Defined Contribution plan. Contribution made under the plan are charged to the statement of Profit and loss in the period in which that accure. Other retirement benefits are accrued based on the amounts payable as per local regulations.

Contributions payable to the social security, medicare and other employee related contributions as required under the State of New york are charged to the statement of profit and loss.

Other long-term employee benefits

Compensated absences

Provision for compensated absences cost has been made based on eligible vacation balances at balance sheet date.

Where employees of the Company are entitled to compensated absences, the employees can carry-forward a portion of the unutilized accrued compensated absence and utilise it in future periods or receive cash compensation at termination of employment for the unutilised accrued compensated absence. The Company records an obligation for compensated absences in the period in which the employee renders the services that increase this entitlement.

### 2.9 Leases

Finance lease

Assets acquired on finance leases, including assets acquired under sale and lease back transactions, have been recognised as an asset and a liability at the inception of the lease and have been recorded at an amount equal to the lower of the fair value of the leased asset or the present value of the future minimum lease payments. Such leased assets are depreciated over the lease term or its estimated useful life, whichever is shorter. Further, the instalments of minimum lease payments have been apportioned between finance charge / expense and principal repayment. Assets given on finance lease are shown as amounts recoverable from the lessee. The rentals received on such leases are apportioned between the finance income and principal amount using the implicit rate of return.

The finance charge / (income) is recognised as income, and principal received is reduced from the amount receivable. All initial direct costs incurred are included in the cost of the asset.

Operating lease

Lease arrangements where the risks and rewards incidental to ownership of an asset substantially vest with the lessor, are recognised as operating lease. Operating lease payments are recognised on a straight line basis over the lease term, unless the increase is on account of inflation, in the statement of profit and loss.

### 2.10 Earnings per equity share

The basic earnings per equity share is computed by dividing the net profit or loss for the period attributable to the equity shareholders by the weighted average number of equity shares outstanding during the reporting period. The number of shares used in computing diluted earnings per share comprises the weighted average number of shares considered for deriving basic earnings per share, and also the weighted average number of equity shares which may be issued on the conversion of all dilutive potential shares, unless the results would be anti-dilutive.



Notes to the financial statements

for the year ended 31 March 2017

### 2 Significant accounting policies (continued)

### 2.11 Provisions and contingencies

The Company creates a provision when there is present obligation as a result of a past event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation. A disclosure for a contingent liability is made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. When there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made. Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimate. If it is no longer probable that an outflow of resources would be required to settle the obligation, the provision is reversed.

Contingent assets are not recognised in the financial statements. However, contingent assets are assessed continually and if it is virtually certain that an economic benefit will arise, the asset and related income are recognised in the period in which the change occurs.

### 2.12 Financial instruments

### 2.12.1 Initial recognition

Financial assets and liabilities are recognised when the Company becomes a party to the contractual provisions of the instrument. Financial assets and liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through profit or loss) are added to or deducted from the fair value measured on initial recognition of financial asset or financial liability.

### a) Non-derivative financial instruments

### i) Cash and cash equivalents

The Company considers all highly liquid financial instruments, which are readily convertible into known amounts of cash that are subject to an insignificant risk of change in value and having original maturities of three months or less from the date of purchase, to be cash equivalents. Cash and cash equivalents consist of balances with banks which are unrestricted for withdrawal and usage.

### 2.12.2 Classification and subsequent measurement

### i) Financial assets at amortised cost

Financial assets are subsequently measured at amortised cost if these financial assets are held within a business whose objective is to hold these assets in order to collect contractual cash flows and the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

### ii) Financial assets at fair value through other comprehensive income ('FVOCI')

Financial assets are measured at fair value through other comprehensive income if these financial assets are held within a business whose objective is achieved by both collecting contractual cash flows and selling financial assets and the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. The Company has made an irrevocable election to present in other comprehensive income subsequent changes in the fair value of equity investments not held for trading.



### Notes to the financial statements

for the year ended 31 March 2017

### 2 Significant accounting policies (continued)

### 2.12 Financial instruments (continued)

### 2.12.2 Classification and subsequent measurement (continued)

### iii) Financial assets at fair value through profit and loss ('FVTPL')

Financial assets are measured at fair value through profit and loss unless it is measured at amortised cost or at fair value through other comprehensive income on initial recognition. The transaction costs directly attributable to the acquisition of financial assets and liabilities at fair value through profit and loss are immediately recognised in statement of profit and loss.

### iv) Financial liabilities

Financial liabilities are measured at amortised cost using the effective interest method. For trade and other payables maturing within one year from the balance sheet date, the carrying amount approximate fair value to short-term maturity of these instruments

### v) Equity instruments

An equity instrument is a contract that evidences residual interest in the assets of the company after deducting all of its liabilities. Equity instruments are recognised by the Company at the proceeds received net of direct issue cost.

### 2.12.3 Share capital

### Ordinary shares

Ordinary shares are classified as equity. Incremental costs directly attributable to the issuance of new ordinary shares and share options are recognized as a deduction from equity, net of any tax effects.

### De-recognition of financial instruments

The Company de-recognises a financial asset when the contractual rights to the cash flows from the financial assets expire or it transfers the financial assets and such transfer qualifies for de-recognition under Ind AS 109. A financial liability (or a part of financial liability) is de-recognised from the Company's balance sheet when obligation specified in the contract is discharged or cancelled or expired.

### Fair value of financial instrument

In determining the fair value of its financial instrument, the Company uses the methods and assumptions based on market conditions and risk existing at each reporting date. Methods of assessing fair value result in general approximation of value, and such value may never actually be realized. For all other financial instruments, the carrying amounts approximate the fair value due to short maturity of those instruments.

### 2.13 Cash flow statement

Cash flows are reported using the indirect method, whereby profit for the period is adjusted for the effects of transactions of a non-cash nature, any deferrals or accruals of past or future operating cash receipts or payments and item of income or expenses associated with investing or financing cash flows. The cash flows from operating, investing and financing activities of the Company are segregated.

### 2.14 Onerous contracts

Provisions for onerous contracts are recognised when the expected benefits to be derived by the Company from a contract are lower than the unavoidable costs of meeting the future obligations under the contract. The provision is measured at lower of the expected cost of terminating the contract and the expected net cost of fulfilling the contract.



### Notes to the financial statements (continued)

as at 31 March 2017

### 3) First-time adoption of Ind AS

These financial statements of One Advantage LLC for the year ended 31 March 2017 have been prepared in accordance with Ind AS. For the purposes of transition to Ind AS, the Company has followed the guidance prescribed in Ind AS 101 - First Time adoption of Indian Accounting Standard, with 1 April 2015 as the transition date and IGAAP as the previous GAAP.

The transition to Ind AS has resulted in changes in the presentation of the financial statements, disclosures in the notes thereto and accounting policies and principles. The accounting policies set out in note 2 have been applied in preparing the financial statements for the year ended 31 March 2017 and the comparative information. An explanation of how the transition from IGAAP to Ind AS has affected the Company's balance sheet and statement of profit and loss is set out in Notes 3.1 and 3.2.

### 3.1) Reconciliation of equity as previously reported under IGAAP to Ind AS

|              |         | g balance shee<br>1 April 2015   | t as at   |  | alance sheet as a<br>31 March 2016               | t         |
|--------------|---------|--|---|--|--|-----------|
| Note         | IGAAP   | transition to  | IND AS  | IGAAP  | Effect of<br>transition to<br>Ind AS             | IND AS    |
|              |         |  |   |  |  |           |
|              |         |  |   |  |  |           |
|              | 2       |  |   | 117,969  |  | 117,969   |
|              | -       |  |   | 1,953  |  | 1,953     |
|              |         | -  | -   | 119,922  |  | 119,922   |
|              |         |  |   |  |  |           |
|              |         |  |   |  |  |           |
|              |         |  |   | 1,072,931  |  | 1,072,931 |
|              | 25,798  |  | 25,798  | 649,165  |  | 649,165   |
|              | -       |  |   | 36,976   |  | 36,976    |
| a            | 582,816 |  | 582,816   | 1,536,630  | 470,759  | 1,065,871 |
|              | 608,614 |  | 608,614   | 3,295,702  | 470,759  | 2,824,943 |
|              | 608,614 |  | 608,614   | 3,415,624  | 470,759  | 2,944,865 |
|              |         |  |   |  |  |           |
|              |         |  |   |  |  |           |
|              | -       |  |   |  |  |           |
| a            | 25,000  | -  | 25,000  | 2,469,952  | 470,759  | 1,999,193 |
| lders of the | 25,000  |  | 25,000  | 2,469,952  | 470,759  | 1,999,193 |
|              |         |  |   |  |  |           |
|              |         |  |   |  |  |           |
|              |         |  |   | 527 762  |  | 527,762   |
|              | 142 881 |  | 142 881   |  |  | 138,419   |
|              |         |  |   |  |  | 279,491   |
|              | 583,614 | -  | 583,614   | 945,672  |  | 945,672   |
|              | 608,614 | -  | 608,614   | 3,415,624  |  | 2,944,865 |
|              |         | 1GAAP  Note  25,798  a 582,816 608,614  608,614  25,000  25,000  142,881 440,733 583,614 | Note IGAAP Effect of transition to Ind AS  25,798  a 582,816 - 608,614 - 608,614 -  142,881 440,733 583,614 - | Note IGAAP Effect of IND AS transition to Ind AS  25,798 | Note IGAAP Effect of IND AS transition to Ind AS | Note      |

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



### Notes to the financial statements (continued)

for the year ended 31 March 2017

### 3.2) Reconciliation of statement of profit and loss as previously reported under IGAAP to Ind AS

|  |      | Year       | ended 31 March 20                    | 16         |
|--|------|------------|--------------------------------------|------------|
|  | Note | IGAAP      | Effect of<br>transition to Ind<br>AS | Ind AS     |
| Income   | •    |            |                                      |            |
| Revenue from operations  | a    | 13,029,823 | 470,759                              | 12,559,064 |
| Other income   |      |            | -                                    |            |
| Total income   |      | 13,029,823 | 470,759                              | 12,559,064 |
| Expenses   |      |            |                                      |            |
| Cost Of Sales  |      | 8,043      | -                                    | 8,043      |
| Employee benefits expense  |      | 6,768,185  |                                      | 6,768,185  |
| Depreciation and amortisation  |      | 40,754     | -                                    | 40,754     |
| Other expenses   |      | 3,767,889  |                                      | 3,767,889  |
| Total expenses   |      | 10,584,871 | -                                    | 10,584,871 |
| Profit before taxation   |      | 2,444,952  | 470,759                              | 1,974,193  |
| Tax expenses   |      |            |                                      |            |
| - Current tax  |      |            | -                                    |            |
| - Deferred tax   |      | -          |                                      |            |
| Profit for the period  |      | 2,444,952  | 470,759                              | 1,974,193  |
| Other comprehensive income  Items that will not be subsequently classified to profit or loss |      |            |                                      |            |
| Remeasurement of the net defined benefit liability/asset                                     |      | -          | -                                    |            |
| Items that will be subsequently classified to profit or loss                                 |      |            |                                      |            |
| Net changes in fair value of cash flow hedges  |      | -          | -                                    |            |
| Exchange difference on translation of foreign operations                                     |      |            | -                                    |            |
| Total comprehensive income for the period  |      | 2,444,952  | 470,759                              | 1,974,193  |

Explanations for reconciliation of balance sheet and statement of profit and loss as previously reported under IGAAP to IND AS

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



Notes to the financial statements (continued) as at 31 March 2017

Property, plant and equipment

|  |                              |  | Tanoil    | Tanoible Asset   |           |           | Intangible Asset  | (Autoun in OSC) |
|--|------------------------------|--|-----------|--|-----------|-----------|-------------------|-----------------|
| Particulars                                | Computers                    | Network  | Office    | Furniture &  | Leasehold | Total     | Software          | Grand Total     |
|  |                              |  | Equipment | Fixture  |           |           |                   |                 |
| Gross block (at deemed cost)               | 102 500                      | 101 502  | 200 001   | C11 700  | 154.316   | 1 013 630 |                   | 1 813 638       |
| As at 1 April 2016                         | 166,686                      | 221,474  | 245,203   | 230,112  | 134,310   | 1,012,030 |                   | 1,012,036       |
| Additions / adjustments during the year    | 7,101                        | 75,147   | 74,244    | 10,62  |           | 74,407    |                   | 707.4           |
| Deletions during the year                  | 0.00                         | 100,000  | 07.00     | 710 000  | 100 100   | 000 000 1 |                   | 1 000 010       |
| As at 31 March 2017                        | 298,238                      | 179,066  | 777, 143  | 359,910  | 134,310   | 1,550,540 |                   | 1,000,040       |
| Accumulated depreciation / amortization    |                              |  |           |  |           |           |                   |                 |
| As at 1 April 2016                         | 995 985                      | 503 008  | 169.146   | 334.723  | 101,225   | 1,694,668 |                   | 1,694,668       |
| Change for the care                        | 5 080                        | 12 592   | 17 474    | 3 661  | 21.118    | 54 894    |                   | 54.894          |
| On deletions / adjustments during the year | CON'C                        | 466,41   | 14,41     | 1000   |           |           |                   |                 |
| As at 31 March 2017                        | 591,665                      | 515,600  | 181,570   | 338,384  | 122,343   | 1,749,562 |                   | 1,749,562       |
| Not black                                  |                              |  |           |  |           |           |                   |                 |
| As at 31 March 2017                        | 6.573                        | 35,021   | 42,179    | 21,532   | 31,973    | 137,278   | <b>3</b>          | 137,278         |
| As at 31 March 2016                        | 8,965                        | 24,466   | 30,059    | 1,389  | 53,091    | 117,969   |                   | 117,969         |
|  |                              |  | Taneil    | Tanaihla Accat   |           |           | Intangible Asset  | (Amount in USD) |
|  |                              |  | I angil   | He Asset   |           |           | intaligible Asset | Canad Total     |
| Particulars                                | Computers                    | Network  | Office    | Furniture &  | Leasehold | Iotal     | Software          | Grand Total     |
| Gross block (at deemed cost)               |                              |  |           |  |           |           |                   |                 |
| AS 8t 1 April 2013 Transfer from EAI       | 595 531                      | 527 474  | 188 860   | 334 782  | 154 316   | 1,800,963 | 341.381           | 2.142.344       |
| Addition during the year                   |                              |  | 10,345    | 1,330  |           | 11,675    |                   | 11,675          |
| Deletions during the year                  | STATE OF THE PERSON NAMED IN | 1 X 1 X 1 X 1 X 1  |           |  |           |           |                   | *               |
| As at 31 March 2016                        | 595,531                      | 527,474  | 199,205   | 336,112  | 154,316   | 1,812,638 | 341,381           | 2,154,019       |
| Accumulated depreciation / amortization    |                              |  |           |  |           |           |                   |                 |
| As at 1 April 2015                         |                              |  |           |  |           |           |                   |                 |
| Transfer from FAL                          | 579,559                      | 495,005  | 161,325   | 334,625  | 83,627    | 1,654,141 | 341,154           | 1,995,295       |
| Charge for the year                        | 7,007                        | 8,003  | 7,821     | 86   | 17,598    | 40,527    | 227               | 40,754          |
| On deletions / adjustments during the year |                              |  |           |  |           |           |                   | •               |
| As at 31 March 2016                        | 286,566                      | 503,008  | 169,146   | 334,723  | 101,225   | 1,694,668 | 341,381           | 2,036,049       |
| Net block                                  | 8.965                        | 24.466   | 30.059    | 1.389  | 53.091    | 117,969   |                   | 117,969         |
| 50/6                                       |                              |  |           |  |           |           |                   |                 |
| T Charleto .                               |                              | The state of the s |           | Contract of the Contract of th |           |           |                   |                 |

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# Notes to the financial statements (continued)

as at 31 March 2017

|    |   | Ar            | nount in USD  |              |
|----|---|---------------|---------------|--------------|
|    |   | 31 March 2017 | 31 March 2016 | 1 April 2015 |
|    |   |               |               |              |
| 6) | Other financial assets                                    |               |               |              |
|    | Other current financial assets                            | 27 (70        | 26.076        |              |
|    | Receivable held in Trust                                  | 27,678        | 36,976        | -            |
|    | Unbilled receivables                                      | AT (TO        | 26.076        | -            |
|    |   | 27,678        | 36,976        | -            |
|    | Financial assets carried at amortised cost                | 27,678        | 36,976        |              |
| 6) | Other assets  |               |               |              |
|    | Other current assets                                      |               |               |              |
|    | Advances to Group Companies (Net)                         | 3,821,685     | 1,031,266     | 580,254      |
|    | Prepaid expenses  | 50,546        | 34,605        | 2,562        |
|    |   | 3,872,231     | 1,065,871     | 582,816      |
| 7) | Trade receivables   |               |               |              |
| ') | (Unsecured)   |               |               |              |
|    | Considered doubtful                                       | 32            | 1,182         | -            |
|    |   | 32            | 1,182         | -            |
|    | Less: Impairment allowance                                | 32            | 1,182         | -            |
|    |   | 1 277 104     | 1 072 021     |              |
|    | Considered good   | 1,377,194     | 1,072,931     |              |
|    |   | 1,377,194     | 1,072,931     | -            |
| 8) | Cash and cash equivalents                                 |               |               |              |
|    | Cash on hand  |               |               |              |
|    | Balances with banks                                       |               |               |              |
|    | in Trust accounts   | 27,679        | 36,976        |              |
|    | in current accounts                                       | 394,453       | 649,165       | 25,798       |
|    |   | 422,132       | 686,141       | 25,798       |
|    | Less: Current account balance held in trust for customers | (27,679)      | (36,976)      |              |
|    | selesh Sin  | 394,453       | 649,165       | 25,798       |

# Notes to the financial statements (continued)

as at 31 March 2017

|                                   | . A second    | Amount in USD |              |
|-----------------------------------|---------------|---------------|--------------|
|                                   | 31 March 2017 | 31 March 2016 | 1 April 2015 |
|                                   | •             |               |              |
| 9) Share capital                  |               |               |              |
| a) Issued, subscribed and paid-up |               | -             | -            |
|                                   |               | -             | -            |

# b) Particulars of voting rights holding more than 5%

|                                       | 31 March 2017 | 31 March 2016 | 1 April 2015 |
|---------------------------------------|---------------|---------------|--------------|
|                                       | % of Holding  | % of Holding  | % of Holding |
| Firstsource Business Process Services | 100           | 100           | 100          |



# One Advantage LLC Notes to the financial statements (continued)

as at 31 March 2017

|     |                                 | A             | Amount in USD |              |  |  |  |
|-----|---------------------------------|---------------|---------------|--------------|--|--|--|
|     |                                 | 31 March 2017 | 31 March 2016 | 1 April 2015 |  |  |  |
| 10) | Trade Payables                  |               |               |              |  |  |  |
|     | Trade Payables                  | 360,069       | 527,762       | -            |  |  |  |
|     |                                 | 360,069       | 527,762       | -            |  |  |  |
| 11) | Other Financial Liabilities     |               |               |              |  |  |  |
|     | Book Credit in Bank             | 31,518        |               | -            |  |  |  |
|     |                                 | 31,518        | -             | -            |  |  |  |
| 12) | Provision for employee benefits |               |               |              |  |  |  |
|     | Current                         |               |               |              |  |  |  |
|     | Compensated absences            | 142,045       | 138,419       | 142,881      |  |  |  |
|     |                                 | 142,045       | 138,419       | 142,881      |  |  |  |
| 13) | Other liabilities               |               |               |              |  |  |  |
|     | Other current liabilities       |               |               |              |  |  |  |
|     | Amount payable to subsidiary    |               | -             | 35,000       |  |  |  |
|     | Statutory Dues                  | 19,839        | 30,588        | 23,096       |  |  |  |
|     | Employee benefits payable       | 270,308       | 214,927       | 382,637      |  |  |  |
|     | Payable to Client               | 24,679        | 33,976        | -            |  |  |  |
|     |                                 | 314,826       | 279,491       | 440,733      |  |  |  |



# One Advantage LLC Notes to the financial statements (continued)

for the year ended 31 March 2017

|    |  |   | Amount in USD |               |  |
|----|--|---|---------------|---------------|--|
|    |  |   | Year ended    |               |  |
|    |  |   | 31 March 2017 | 31 March 2010 |  |
| 4) | Revenue from operations  |   |               |               |  |
|    | Sale of services   |   | 13,531,455    | 12,549,028    |  |
|    | Miscellaneous income   |   |               | 10,036        |  |
|    |  |   | 13,531,455    | 12,559,064    |  |
| 5) | Employee benefits expense                                      |   |               |               |  |
|    | Salaries and wages   |   | 5,647,070     | 6,253,074     |  |
|    | Contribution to statutory and other funds                      |   | 37,538        | 35,819        |  |
|    | Staff welfare expenses   |   | 633,253       | 479,292       |  |
|    |  |   | 6,317,861     | 6,768,185     |  |
| 6) | Other expenses   |   |               |               |  |
|    | Rent   |   | 391,702       | 351,273       |  |
|    | Repairs, maintenance and upkeep                                |   | 46,626        | 38,085        |  |
|    | Insurance  |   | 3,198         | 100           |  |
|    | Rates and taxes  |   | 13,611        | 4,028         |  |
|    | Legal and professional fees                                    |   | 1,300,719     | 1,149,55      |  |
|    | Car and other hire charges                                     |   | 39,126        | 23,17         |  |
|    | Information and communication expenses                         |   | 1,460,846     | 1,427,37      |  |
|    | Meeting and seminar expenses                                   |   | 25,019        | 5,450         |  |
|    | Travel and conveyance  |   | 44,220        | 52,79         |  |
|    | Computer expenses  |   | 391,055       | 288,27        |  |
|    | Printing and stationery  |   | 28,991        | 23,70         |  |
|    | Registration and Membership fees                               |   | 28,568        | 24,81         |  |
|    | Provision for doubtful debts/ written off/ (written back), net |   | 32            | (1,18         |  |
|    | Bank administration charges                                    |   | 411,226       | 374,60        |  |
|    | Charitable Contribution  |   | 1,438         | 5,17          |  |
|    | Miscellaneous expenses   |   | 852           | 65.           |  |
|    |  | 7 | 4,187,229     | 3,767,88      |  |



### Notes to the financial statements (continued)

for the year ended 31 March 2017

### 17) Financial instruments

### I. Financial instruments by category:

The carrying value and fair value of financial instruments by categories as of 31 March 2017 were as follows:

(Amount in USD)

|                           |                |       |       | 1                     | Amount in OSD)   |
|---------------------------|----------------|-------|-------|-----------------------|------------------|
|                           | Amortized cost | FVTPL | FVOCI | Total carrying amount | Total fair value |
| Financial assets          |                |       |       |                       |                  |
| Trade receivables         | 1,377,194      | -     |       | 1,377,194             | 1,377,194        |
| Cash and cash equivalents | 394,453        | -     | 8     | 394,453               | 394,453          |
| Other financial assets    | 27,678         | + 0-1 | -     | 27,678                | 27,678           |
| Total                     | 1,799,325      | -     | -     | 1,799,325             | 1,799,325        |
| Financial liabilities     |                |       |       |                       |                  |
| Trade and other payables  | 360,069        | -     |       | 360,069               | 360,069          |
| Book Credit in Bank       | 31,518         | -     | -     | 31,518                | 31,518           |
| Total                     | 391,587        | -     | -     | 391,587               | 391,587          |

The carrying value and fair value of financial instruments by categories as of 31 March 2016 were as follows:

(Amount in USD)

|                           |                |       |       | 1                     | , mount in ood   |
|---------------------------|----------------|-------|-------|-----------------------|------------------|
|                           | Amortized cost | FVTPL | FVOCI | Total carrying amount | Total fair value |
| Financial assets          |                |       |       |                       |                  |
| Trade receivables         | 1,072,931      |       | -     | 1,072,931             | 1,072,931        |
| Cash and cash equivalents | 649,165        |       |       | 649,165               | 649,165          |
| Other financial assets    | 36,976         |       | -     | 36,976                | 36,976           |
| Total                     | 1,759,072      | -     |       | 1,759,072             | 1,759,072        |
| Financial liabilities     |                |       |       |                       |                  |
| Trade and other payables  | 527,762        |       |       | 527,762               | 527,762          |
| Total                     | 527,762        |       | -     | 527,762               | 527,762          |

The carrying value and fair value of financial instruments by categories as of 1 April 2015 were as follows:

(Amount in USD)

|                           | Amortized cost | FVTPL | FVOCI | Total carrying | Total fair value |
|---------------------------|----------------|-------|-------|----------------|------------------|
| Financial assets          |                |       |       | amount         |                  |
| Cash and cash equivalents | 25,798         |       |       | 25,798         | 25,798           |
| Total                     | 25,798         | -     | -     | 25,798         | 25,798           |



### 17) Financial instruments (continued)

### II Financial risk management:

### Financial risk factors:

The Company's activities are exposed to a variety of financial risks: market risk, credit risk, and liquidity risk. The Company's primary focus is to foresee the unpredictability of financial markets and seek to minimize potential adverse effects on its financial performance. The primary market risk to the Company is foreign exchange risk. The Company uses derivative financial instruments to mitigate foreign exchange related risk exposures. The Company's exposure to credit risk is influenced mainly by the individual characteristic of each customer and the concentration of risk from the top few customers.

### a) Market risk

The Company operates in the US and there is no major transactions outside the US, so there is no major market risk for the Company.

### b) Credit Risk

Credit risk refers to the risk of default on its obligation by the counterparty resulting in a financial loss. The maximum exposure to the credit risk at the reporting date is primarily from trade receivables amounting to USD 1,377,194, USD 1,072,931 and Nil as of 31 March 2017, 31 March 2016 and 1 April 2015 respectively and unbilled revenue Nil. Trade receivables and unbilled revenue are typically unsecured and are derived from revenue earned from customers primarily located in the United States, United Kingdom and other locations. Credit risk has always been managed by the Company by continuously monitoring the credit worthiness of customers to which the Company grants credit terms in the normal course of business.

### c) Liquidity Risk

Liquidity risk is the risk that the company will encounter difficulty in meeting the obligations associated with its financial liabilities that are settled by delivering cash or another financial asset. The Company's approach to manage liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risk to the Company's reputation.

The table below provides details regarding the contractual maturities of significant financial liabilities as of 31 March 2017, 31 March 2016 and 1 April 2015:

(Amount in USD)

|                             |                     |                     |                     |                     |                     | (Amount in OSD)     |
|-----------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
|                             | 31 March 2017       |                     | 31 Marc             | 31 March 2016       |                     | April 2015          |
|                             | Less than<br>1 Year | More than<br>1 year | Less than<br>1 Year | More than<br>1 year | Less than<br>1 Year | More than<br>1 year |
| Trade payables              | 360,069             |                     | 527,762             |                     |                     |                     |
| Book credit in bank account | 31,518              |                     |                     |                     | -                   |                     |

### 18) Leases

Operating lease

The Company is obligated under non-cancellable operating leases for office space and office equipment which are renewable on a periodic basis at the option of both the lessor and lessee. Expenses under non-cancellable operating leases for the year ended 31 March 2017 aggregated to USD 391,702 (31 March 2016: USD 351,273) have been debited to the profit and loss account.

The future minimum lease payments in respect of non-cancellable operating leases are as follows:

(Amount in USD)

| As at         | As at         |
|---------------|---------------|
| 31 March 2017 | 31 March 2016 |
| 388,176       | 463,849       |
| 233,435       | 1,926,014     |
|               | 1,080,672     |
| 621,611       | 3,470,535     |
|               |               |

### Notes to the financial statements (continued)

for the year ended 31 March 2017

### 20) Segment reporting

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 statements of the Ultimate Holding Company.

### 21) Capital and other commitments and contingent liabilities

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Accountants

The Company has capital commitments of USD 1,183 (31 March 2016: USD 52,542) as at the balance sheet date. Their are no contingent liabilities as at the balance sheet date.

### 22) Subsequent events

The Company evaluated subsequent events from the balance sheet date through 5 May 2017 and determined there are no material items to report.

As per our report of even date attached.

For SHELESH SINGHVI & CO.

Chartered Accountants

Firm's Registration No: 014792C

Shelesh Singhvi

Partner

Membership No: 079817

May 5, 2017 Mumbai For and on behalf of the Board of Directors

Arjun Mitra

Director

Thomas Estopare

Director