# Infosys BPO Poland, Sp.z.o.o

Balance Sheet as at	Note	March 31,2013	(in ₹) March 31, 2012
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	3,93,50,000	3,93,50,000
Reserves and surplus	2.2	170,14,35,291	121,35,53,665
•		174,07,85,291	125,29,03,665
CURRENT LIABILITIES			
Trade payables		2,22,81,292	29,71,070
Other current liabilities	2.3	30,82,04,366	23,28,73,133
Short-term provisions	2.4	20,35,45,173	8,84,83,443
		53,40,30,831	32,43,27,646
		227,48,16,122	157,72,31,311
ASSETS			
NON-CURRENT ASSETS			
Fixed assets			
Tangible assets	2.5	19,54,12,121	4,29,66,113
Intangible assets	2.5	35,20,12,240	35,20,12,240
Capital work-in-progress		-	-
		54,74,24,361	39,49,78,353
Long-term loans and advances	2.6	5,07,57,092	1,23,99,210
C C		5,07,57,092	1,23,99,210
CURRENT ASSETS			
Trade receivables	2.7	70,96,33,301	51,41,85,838
Cash and cash equivalents	2.8	70,06,91,647	43,21,90,170
Short term loans and advances	2.9	26,63,09,721	22,34,77,740
		167,66,34,669	116,98,53,748
		227,48,16,122	157,72,31,311
SIGNIFICANT ACCOUNTING POLICIES	1	/	/
NOTES ON ACCOUNTS	2		

D. Swaminathan *Director* 

Abraham Mathews *Director* 

Anantha Radhakrishnan Director B.G. Srinivas Director

Bangalore April 12,2013

Profit and Loss Account for the	Note	Year ending March 31st		
		2013	2012	
Revenues from business process management services		264,79,66,368	191,67,36,026	
Other income	2.10	7,37,17,391	4,43,50,296	
Total Revenue		272,16,83,759	196,10,86,322	
Expenses				
Employee benefit expenses		139,47,45,520	98,45,72,324	
Cost of technical sub-contractors	2.11	2,01,93,643	2,31,33,847	
Travel expenses	2.11	17,36,03,573	10,55,93,469	
Cost of software packages	2.11	2,82,03,972	40,38,674	
Communication expenses	2.11	4,54,12,742	3,00,36,770	
Professional charges	2.11	11,02,34,332	6,20,72,810	
Office Maintenance	2.11	5,72,98,031	3,41,00,688	
Power and fuel	2.11	1,57,46,419	1,57,41,517	
Insurance	2.11	56,78,664	25,38,769	
Rent	2.11	14,75,65,534	10,02,85,891	
Depreciation and amortization expense	2.5	4,59,37,440	2,99,74,287	
Other expenses	2.11	6,62,93,440	6,69,91,741	
		211,09,13,310	145,90,80,787	
PROFIT BEFORE TAX		61,07,70,449	50,20,05,535	
Provision for taxation				
Current tax	2.12	12,36,67,210	8,48,89,341	
		12,36,67,210	8,48,89,341	
PROFIT AFTER TAX		48,71,03,239	41,71,16,194	
SIGNIFICANT ACCOUNTING POLICIES	1			
NOTES ON ACCOUNTS	2			

D. Swaminathan *Director* 

Abraham Mathews Director

Anantha Radhakrishnan Director B.G. Srinivas Director

Bangalore April 12,2013

#### Schedules to the financial statements for the year ended March 31, 2013

#### Significant accounting policies and notes on accounts

#### Company overview

Infosys BPO Poland Sp.z.o.o is a leading provider of business process management services to organizations that outsource their business processes. Infosys BPO Poland Sp.z.o.o is a majority owned and controlled subsidiary of Infosys BPO Limited. The company leverages the benefits of service delivery globalization, process redesign and technology and thus drives efficiency and cost effectiveness into client's business processes and thereby improve their competitive position by managing their business processes in addition to providing increased value.

#### 1 Significant accounting policies

#### 1.1 Basis of preparation of financial statements

These financial statements are prepared under the historical cost convention, in accordance with Generally Accepted Accounting Principles in India ("GAAP") on accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises accounting standards as specified in rule 3 of the Companies (Accounting Standards) Rules 2006, and the relevant provisions of the Companies Act, 1956 to the extent applicable. Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

#### 1.2 Use of estimates

The preparation of the financial statements in conformity with GAAP requires that the management of the company makes estimates and assumptions that affect the reported amounts of income and expenses of the period, reported balances of assets and liabilities and disclosures relating to contingent assets and liabilities as of the date of the financial statements. Examples of such estimates includes computation of percentage of completion which requires the company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provision for doubtful debts, future obligations under employee retirement benefit plans, provision for income taxes, provision for SLA and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

#### 1.3 Revenue recognition

The company derives its revenues primarily from business process management services, on time-and-material, fixed-price, fixed-time frame and unit-price basis. Revenue on time-and-material contracts is recognized as the related services are rendered and revenue from the end of the last billing to the balance sheet date is recognised as unbilled revenues. Revenue from fixed-price, fixed-time frame contracts, where there is no uncertainity as to measurement and collectibility of consideration, is recognized as per the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Revenues from unit-priced contracts are recognized as transactions are processed based on objective measures of output. Cost and earnings in excess of billings are classified as unbilled revenue while billing in excess of cost and earnings is classified as deferred revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates. When the company receives advances for its services, such amounts are reflected as advance received from clients until all conditions for revenue recognition are met. The company presents revenues net of service taxes and value added taxes in its profit and loss account.

The company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount/incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount/incentive. Also when the level of discount varies with increase in levels of revenue transactions, the company recognizes the liability based on its estimate of the customer's future purchases if it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably. The company recognizes changes in the estimated amount of obligation for discount using cumulative catch-up approach. The discounts are passed on the customer either as direct payments or as a reduction of payments due from customer.

Profit on sale of investment is recorded on the transfer of title from the company and is determined as the difference between the sale price and the carrying value of the investment. Interest on deployment of surplus funds is recognised using time proportion method, based on underlying interest rates. Dividend income is recognized when the company's right to receive dividend is established.

#### 1.4 Expenditure

The cost of software user licenses purchased for rendering business process management services is charged to revenue when put to use. Lease under which the company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the profit and loss account over the lease term.

#### 1.5 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, after reducing accumulated depreciation and impairment upto the date of the balance sheet. Direct costs are capitalized until the assets are ready for use and include financing costs relating to any borrowing attributable to acquisition or construction of those fixed assets which necessarily take a substantial period of time to get ready for their intended use. Capital work-in-progress includes the cost of fixed assets that are not yet ready for their intended use before the balance sheet date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortisation and impairment. Goodwill on amalgamation is tested periodically for impairment.

#### 1.6 Depreciation

Depreciation on fixed assets is determined using the straight-line method based on useful lives of assets as estimated by the company. Depreciation for assets purchased/sold during the period is proportionately charged. Individual assets costing ₹5,000 or less are depreciated within a year of acquisition. Leasehold improvements are written off over the lower of the lease term or the useful life of the asset. Leasehold land is amortised over the lease period. Intangible assets are amortised over their useful life on a straight line basis commencing from the date the asset is available to the company for its use. Management estimates the useful lives for the various fixed assets as follows:

Building	Fifteen years
Computer equipment	Two years
Office equipment	Five years
Furniture and fixtures	Five years

#### 1.7 Foreign currency transactions

Revenue from overseas clients and collections deposited in bank accounts are recorded at the exchange rate as of the date of the respective transactions. Expenditure in foreign currency is accounted at the exchange rate prevalent when such expenditure is incurred. Disbursements made out of bank accounts are reported at a rate that approximates the actual monthly rate. Exchange differences are recorded when the amount actually received on sales or actually paid when expenditure is incurred is converted into Indian rupees. The exchange differences arising on foreign currency transactions are recognized as income or expense in the period in which they arise. Monetary assets and monetary liabilities denominated in foreign currency are translated at the exchange rate prevalent at the date of the balance sheet. The resulting difference is also recorded in the profit and loss account. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

#### 1.8 Forward contracts and option contracts in foreign currencies

The company uses forward contracts and options contracts to hedge its exposure to movements in foreign exchange rates. The use of these forward contracts and option contracts reduces the risk or cost to the company and the company does not use the forward contracts and option contracts for trading or speculation purposes.

Effective April 1,2008 the Company adopted Accounting Standard AS 30 " Financial Instruments: Recognition and Measurement", to the extent that the adoption does not conflict with existing mandatory accounting standards and other authoritative pronouncements, Company law and other regulatory requirements.

Forward and options contracts are fair valued at each reporting date. The company records the mark to market gain or loss on effective hedges in the foreign currency fluctuation reserve until the transactions are complete. On completion, the gain or loss is transferred to the profit and loss account of that period. To designate a forward contract or option contracts as an effective hedge, management objectively evaluates and evidences with appropriate supporting documents at the inception of each contract whether the contract is effective in achieving offsetting cash flows attributable to the hedged risk. In the absence of a designation as an effective hedge, a gain or loss is recognized in the profit and loss account. Currently the hedges undertaken by the company are all ineffective in nature and the resultant gain or loss consequent to fair valuation is recognised in the profit and loss account at each reporting date.

#### 1.9 Income tax

Income taxes are computed using the tax effect accounting method, where taxes are accrued in the same period the related revenue and expenses arise. A provision is made for income tax for the period based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount being considered. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on prevailing enacted or substantively enacted regulations. Deferred tax assets in situation of unabsorbed depreciation and carry forward business losses exist, are recognised only to the extent that there is virtual certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business losses are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each balance sheet date. The income tax provision for the period is made based on the best estimate of the annual average tax rate expected to be applicable for the full fiscal year.

#### 1.10 Provisions and contingent liability

The company recognises a provision when there is a 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 present obligation that cannot be estimated reliably or a possible or present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation that the likelihood of outflow of resources is remote, no provision or disclosure is made. Provisions are made for all known losses and liabilities and future unforeseeable factors that may affect the profit on fixed-price business process management contracts.

Provisions for onerous contracts, i.e. contracts where the expected unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it, are recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle a present obligation as a result of an obligating event based on a reliable estimate of such obligation.

#### 1.11 Impairment of assets

Management periodically assesses using, external and internal sources, whether there is an indication that an asset (including goodwill) may be impaired. An impairment loss is recognised wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use i.e. the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if there has been a change in the estimates used to determine the recoverable amount since the last impairment loss was recognized. The carrying amount of an 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.

#### 1.12 Earnings per share

In determining earnings per share, the company considers the net profit after tax. The number of shares used in computing basic earnings per share is the weighted average number of shares outstanding during the year. Diluted earnings per share are computed using the weighted average number of basic and dilutive common equivalent shares outstanding during the year, except where the result would be anti-dilutive. Dilutive potential equity shares are deemed converted as of the beginning of the period, unless they have been issued at a later date.

#### 1.13 Employee Benefits

#### Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by an actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognised in the period in which the absences occur.

#### 1.14 Cash and Cash Equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks and corporations. The company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED MARCH 31, 2013

#### 2.1 SHARE CAPITAL

		(in ₹)
Particulars	As at	· · · ·
	March 31, 2013	March 31, 2012
AUTHORISED		
Share capital	3,93,50,000	3,93,50,000
	3,93,50,000	3,93,50,000
ISSUED, SUBSCRIBED AND PAID UP		
Share capital	3,93,50,000	3,93,50,000
	3,93,50,000	3,93,50,000

### 2.2 RESERVES AND SURPLUS

Particulars	As at	
	March 31, 2013	March 31, 2012
Securities premium account	39,34,96,852	39,34,96,852
Foreign currency translation reserve	5,58,13,543	5,50,35,156
Balance in profit and loss account - opening	76,50,21,657	34,79,05,463
Add: Profit during the period	48,71,03,239	41,71,16,194
Balance in profit and loss account - closing	125,21,24,896	76,50,21,657
	170,14,35,291	121,35,53,665

### 2.3 OTHER CURRENT LIABILITIES

		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Accrued salaries and benefits		
Salaries	7,03,74,437	2,80,42,680
Bonus and incentives	6,58,80,339	5,63,37,871
For other liabilities		
Provision for expenses	11,12,79,750	5,28,03,503
Withholding and other taxes	4,61,81,009	7,15,11,013
	29,37,15,535	20,86,95,067
Advances subsidy claim received	84,95,619	4,88,318
Unearned revenue	59,93,212	2,36,89,748
	30,82,04,366	23,28,73,133

# 2.4 SHORT TERM PROVISIONS

		(in ₹)
	As at	
	March 31, 2013	March 31, 2012
Provision for employee benefits		
Unavailed leave	5,79,68,435	4,07,02,168
Others		
Provision for		
Income taxes	13,11,90,759	4,03,39,223
SLA compliance	1,43,85,979	74,42,052
	20,35,45,173	8,84,83,443

Provision for SLA compliance

The provision for service level agreement compliance is based on estimates made by the management for on going contracts. In accordance with paragraphs 66 and 67 of the Accounting Standard 29, the movement in provision for service level agreement is given below.

		(in ₹)	
Particulars	As at		
	March 31, 2013	March 31, 2012	
Balance at the beginning of the year	74,42,052	1,21,61,964	
Additional provision made during the year	1,14,56,143	15,61,671	
Provisions used during the year	-	-	
Unused amount reversed during the year	45,12,216	62,81,583	
Balance at the end of the period	1,43,85,979	74,42,052	
Management believes that the of pressid provision will be utilized within a year			

Management believes that the aforesaid provision will be utilised within a year.

#### 2.5 FIXED ASSETS

2.5 TIMED ROOLID										(in ₹)		
Particulars	Original cost					Depreciation and amortization		Depreciation and amortization			Net book value	
	Cost as at	Additions	Deletions	Cost as at	As at	Charge for the	Deductions	As at	As at	As at		
	April 01,	during the	during the	March 31,	April 01,	year	during the	March 31,	March 31,	March 31,		
	2012	year	year	2013	2012		year	2013	2013	2012		
Tangible assets:												
Buildings	-	-	-	-	-	(80)	(80)	-	-	-		
Leasehold improvements	69,22,485	12,47,98,956	-	13,17,21,441	45,67,120	71,44,807	1,01,966	1,16,09,961	12,01,11,480	23,55,365		
Office equipment	4,44,21,917	69,34,614	-	5,13,56,531	3,53,18,430	39,72,661	(2,76,766)	3,95,67,857	1,17,88,674	91,03,487		
Computer equipment	10,37,00,844	5,05,57,347	-	15,42,58,191	8,09,30,562	3,06,34,877	(3,48,728)	11,19,14,167	4,23,44,024	2,27,70,282		
Furniture and fixtures	3,05,07,869	1,67,12,374	-	4,72,20,243	2,17,70,890	41,78,570	(102,840)	2,60,52,300	2,11,67,943	87,36,979		
Vehicles	3,49,274	3,178	-	3,52,452	3,49,274	6,605	3,427	3,52,452	-	-		
	18,59,02,389	19,90,06,469	-	38,49,08,858	14,29,36,276	4,59,37,440	(6,23,021)	18,94,96,737	19,54,12,121	4,29,66,113		
Intangible assets :												
Goodwill	35,20,12,240	-	-	35,20,12,240	-	-	-	-	35,20,12,240	35,20,12,240		
	35,20,12,240	-	-	35,20,12,240	-	-	-	-	35,20,12,240	35,20,12,240		
Total	53,79,14,629	19,90,06,469	-	73,69,21,098	14,29,36,276	4,59,37,440	(6,23,021)	18,94,96,737	54,74,24,361	39,49,78,353		
Previous year	49,72,08,347	5,46,91,984	24,53,927	54,94,46,404	10,90,86,054	2,99,74,287	(38,75,935)	14,29,36,276	40,65,10,128			

		(in ₹)
	As at	
	March 31, 2013	March 31, 2012
Advance Income tax	5,07,57,092	1,23,99,210
	5,07,57,092	1,23,99,210
2.7 TRADE RECEIVABLES		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Debt outstanding for a period exceeding six months		
Unsecured		
Considered doubtful	16,44,454	37,35,577
Less: Provision for Doubtful Debts	16,44,454	37,35,577
Other debts	-	-
Unsecured		
Considered good*	70,96,33,301	51,41,85,838
Considered doubtful	10,33,594	6,54,671
	71,06,66,895	51,48,40,509
Less: Provision for doubtful debts	10,33,594	6,54,671
	70,96,33,301	51,41,85,838

\*Includes dues from subsidiary companies (refer to note 2.16)

### Provision for doubtful debts

Periodically, the Company evaluates all customer dues to the Company for collectability. The need for provisions is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer as at the Balance Sheet date.

### 2.8 CASH AND CASH EQUIVALENTS

· ·		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Cash on hand	7,66,971	18,43,318
Balances with bank		
In current and deposit accounts	69,99,24,676	43,03,46,852
	70,06,91,647	43,21,90,170
The details of balances with banks as at December 31,2012 and March 31,2012 are as follows: Balances with scheduled banks	As at	
	March 31, 2013	March 31, 2012
In current accounts		
Deutsche Bank - PLN Account	12,34,45,754	1,21,79,481
Deutsche Bank - EUR Account	1,61,12,495	61,06,379
Deutsche Bank, Esfund - PLN Account	8,43,615	11,99,054
DB-Wklad-Wlasny(EU Subsidy)	1,96,685	-
Deutsche Bank, EU Subsidy	1,02,06,127	15,27,370
	15,08,04,676	2,10,12,284

	69.99.24.676	43.03.46.852
Deutsche Bank	54,91,20,000	40,93,34,568
In deposit account		

# 2.9 SHORT TERM LOANS AND ADVANCES:

		(in ₹)	
Particulars	As at		
	March 31, 2013	March 31, 2012	
Unsecured, considered good			
Prepaid Expenses	89,79,694	1,23,58,843	
Advances for goods and services	1,22,138	-	
Loans to subsidary	11,16,22,467	5,20,36,339	
Withholding and other taxes receivables	8,10,97,403	6,21,17,401	
	20,18,21,702	12,65,12,583	
Unbilled Revenue	-	1,88,30,244	
Interest Accrued but not due	6,07,060	3,94,292	
Loans and advances to employees	2,13,27,736	1,15,40,939	
Electricity and other deposits	1,31,45,966	41,90,290	
Rental Deposits	2,67,17,800	2,64,76,954	
Mark to market loss on forward exchange contract	26,89,457	3,55,32,438	
	26,63,09,721	22,34,77,740	

		(in ₹)		
Particulars	Year ended M	Year ended March 31,		
	2013	2012		
Interest Income	1,84,90,501	73,07,260		
Miscellaneous income	2,06,94,621	89,75,257		
Exchange differences	3,45,32,269	2,80,67,779		
	7,37,17,391	4,43,50,296		

## 2.11 EXPENSES

Dentfundance	X7	(in ₹)	
Particulars	Year ended M 2013	•	
F	2013	2012	
Employee benefit expenses	115 02 07 417	82.01.09.602	
Salaries and bonus excluding overseas staff expenses Staff welfare	115,02,07,417	82,01,98,602	
	3,70,43,574	2,91,58,060	
Contribution to provident and other funds	<u>20,74,94,529</u> <b>139,47,45,520</b>	13,52,15,662	
Cost of toological and contactors	139,47,43,520	98,45,72,324	
Cost of technical sub-contractors	2.01.02.(42)	2 21 22 047	
Consultancy charges	2,01,93,643	2,31,33,847	
	2,01,93,643	2,31,33,847	
Travel expenses	17.05.00.755	10 55 51 050	
Overseas travel expenses	17,35,90,755	10,55,71,072	
Travelling expenses	12,818	22,397	
	17,36,03,573	10,55,93,469	
Cost of software for own use			
Cost of software for own use	2,82,03,972	40,38,674	
	2,82,03,972	40,38,674	
Communication expenses			
Communication expenses	4,54,12,742	3,00,36,770	
	4,54,12,742	3,00,36,770	
Professional Charges			
Legal and professional charges	2,28,94,932	1,98,29,695	
Auditor's remuneration			
audit fees	17,81,114	16,18,020	
Recruitment and training expenses	8,55,58,286	4,06,25,095	
	11,02,34,332	6,20,72,810	
Office expenses			
Printing and stationery	20,92,526	4,32,725	
Office maintenance	5,52,05,505	3,36,67,963	
	5,72,98,031	3,41,00,688	
Power and fuel			
Power and fuel	1,57,46,419	1,57,41,517	
	1,57,46,419	1,57,41,517	
Insurance			
Insurance	56,78,664	25,38,769	
	56,78,664	25,38,769	
Rent		- ,,,-	
Rent	14,75,65,534	10,02,85,891	
Nut	14,75,65,534	10,02,85,891	
	17,73,03,334	10,02,03,071	

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		(in ₹)		
Particulars	Year ended M	Year ended March 31,		
	2013	2012		
Other expenses				
Brand building and advertisement	63,08,507	86,44,888		
Sales promotion expenses	18,03,728	36,73,441		
Rates and taxes	2,32,06,310	1,61,92,374		
Donations	6,90,685	7,82,069		
Bank charges and commission	16,57,432	15,44,486		
Postage and courier	1,48,83,231	1,87,07,959		
Provision for doubtful debts	(35,53,780)	36,85,940		
Other miscellaneous expenses	2,12,97,327	1,37,60,584		
	6,62,93,440	6,69,91,741		

#### 2.12 TAX EXPENSES

Particulars	(in ₹) Year ended March 31,		
	2013	2012	
Current tax			
Income taxes	12,36,67,210	8,48,89,341	
	12,36,67,210	8,48,89,341	

#### 2.13 LEASES

Obligations on long-term non-cancellable operating leases

The lease rentals charged during the year and maximum obligations on long-term non-cancellable

operating leases payable as per the rentals stated in the respective agreements are as follows:

		(in ₹)
Particulars	Year ended M	Iarch 31,
	2013	2012
Lease rentals charged during the year	14,75,65,534	10,02,85,891

· - -

#### 2.14 Contingent liablities and commitments (to the extent not provided for)

	(in ₹) As at		
Particulars	March 31, 2013	March 31, 2012	
Contingent :			
Nil			
Commitments:			
Estimated amount of unexecuted capital contracts (net of advance and			
deposits)	2,43,19,830	1,01,54,968	
Forward contracts outstanding			
EUR / PLN	12,000,000	18,000,000	
(Equivalent approximate in Rs.)	(83,40,00,000)	(122,16,60,000)	
USD / PLN	1,668,750	1,000,000	
(Equivalent approximate in Rs.)	(9,05,96,438)	(5,08,80,000)	
EUR/USD	500,000		
(Equivalent approximate in Rs.)	(3,47,50,000)		

As at the Balance Sheet date, the Company's net foreign currency exposure that is not hedged by a derivative instrument or otherwise i₹Nil (₹Nil as at March 31,2012)

The foreign exchange forward and option contracts mature between 1 to 12 months. The table below analyzes the derivate financial instruments into relevant maturity groupings based on the remaining period as of the balance sheet date:

	(ın ₹)	
As at		
March 31, 2013	March 31, 2012	
10,49,19,639	13,57,40,000	
19,20,11,799	32,23,60,000	
66,24,15,000	81,44,40,000	
95,93,46,438	127,25,40,000	
	March 31, 2013           10,49,19,639           19,20,11,799           66,24,15,000	

The company recognized a Loss on derivate financial instruments of  $\gtrless$  90,38,067 and gain on derivative financial instruments of  $\gtrless$  9,58,38,154 during the quarter ended March 31, 2013 and March 31, 2012 respectively, which is included in other income.

#### 2.15 Quantitative details

The Company is primarily engaged in providing business process management services. The sale of such services cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5(viii)(c) of general instructions for preparation of statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

#### 2.16 Related party transactions

List of related parties:

	Country Holding as at		
		March 31, 2013	March 31, 2012
Infosys BPO Limited	India	100%	100%
Name of Ultimate Holding Compar	ny	Count	try
Infosys Limited		India	
Name of Fellow Subsidiaries	Name of Fellow Subsidiaries		try
Infosys BPO s.r.o**		Czech Republic	
McCamish Systems LLC**		United States	
Portland Group Pty Ltd**		Australia	
Portland Procurement Services Pty Ltd***		Australia	
Infosys Consulting India Limited*		India	
Infosys Technologies (Australia) Pty L	fosys Technologies (Australia) Pty Limited ("Infosys Australia")*		ilia
Infosys Technologies S.de R.L.de C.V.	fosys Technologies S.de R.L.de C.V. ("Infosys Mexico")*		0
Infosys Technologies (China) Co. Limit	nologies (China) Co. Limited ("Infosys China") *		
Infosys Technologia Do Brasil LTDA	(" Infosys Brazil")*	Brazil	

\* Wholly owned subsidiaries of Infosys Limited

\*\* Wholly owned subsidiaries of Infosys BPO Limited.

\*\*\*Wholly owned subsidiary of Portland Group Pty Ltd.

The details of the related party transactions entered into by the Company, for the year ended March 31, 2013 and March 31, 2012 are as follows:

Particulars	(in ₹) Year ended March 31,		
	2013	2012	
Capital transactions:			
Financial transactions			
Loans given			
Infosys BPO s.r.o	5,82,33,306	-	
McCamish Systems, LLC	-	5,20,36,339	
Revenue transactions:			
Purchase of services			
Infosys BPO s.r.o.	91,56,706	46,33,800	
Purchase of shared services including facilities and personnel			
Infosys Limited	-	51,860	
Infosys BPO Limited	-	2,67,431	
Infosys BPO s.r.o.	-	9,10,964	
Interest income			
Infosys BPO s.r.o.	4,75,174	-	
McCamish Systems LLC	7,21,611	5,71,560	
Sale of services			
Infosys Limited	7,77,83,501	7,89,14,173	
Infosys BPO Limited	5,75,64,722	4,47,99,535	
Sale of shared services including facilities and personnel			
Infosys BPO s.r.o.	-	27,93,415	
Infosys BPO Ltd	-	2,29,108	

Details of amounts due to or due from related party for the year ended March 31, 2013 and March 31, 2012.

Particulars	As at		
	March 31, 2013	March 31, 2012	
Loans			
Infosys BPO s.r.o	5,82,33,306	-	
McCamish Systems, LLC	5,65,73,676	5,20,36,339	
Debtors			
Infosys Limited	1,70,49,174	95,78,297	
Infosys BPO Limited	46,88,071	3,36,35,133	

#### 2.17 Segment reporting

The company's operations primarily relate to providing business process management services to organizations that outsource their business processes. Accordingly, revenues represented along industry classes comprise the primary basis of segmental information set out in these financial statements. Secondary segmental reporting is performed on the basis of the geographical location of customers.

The accounting principles consistently used in the preparation of the financial statements are also consistently applied to record income in individual segments. These are set out in the note on significant accounting policies.

Industry segments at the company primarily comprise customers relating to financial services and insurance (FSI), manufacturing (MFG), enterprises in energy, utilities and telecommunication services (ECS) and retail, logistics, consumer product group, life sciences and health care enterprises (RCL).Revenue and identifiable operating expenses in relation to segments is categorized based on items that are individually identified to those segments while allocated expenditure is categorized in relation to the associated turnover of the segment. Expenses which form a significant component of total expenses are not specifically allocable to specific segments as the underlying services are used interchangeably. These expenses are separately disclosed as "unallocated" and adjusted only against the total income of the company. The company believes that it is not practical to provide segment disclosures relating to these costs and expenses, and accordingly these expenses are separately disclosed as unallocated and directly charged against total income. Fixed assets or liabilities contracted have not been identified to any reportable segments, as these are used interchangeably between segments. Accordingly no disclosure relating to total segment assets and liabilities are made.

Geographical segments are segregated based on the location of the customers, or in relation to which the revenue is otherwise recognized.

All direct costs are identified to its respective verticals/geographies on the basis of revenues from the respective verticals/geographies while unallocable cost consists of depreciation only.

#### **Industry segments**

Year ended March 31, 2013 and March 31, 2012

Particulars	FSI	MFG	RCL	ECS	Total
Revenues	6,63,109	229,14,76,876	32,95,66,215	2,62,60,168	264,79,66,368
	-	173,77,77,209	17,78,38,052	11,20,765	191,67,36,026
dentifiable operating expenses	-	108,31,94,759	15,01,29,097	1,22,93,656	124,56,17,512
	-	71,43,01,894	4,66,96,441	2,57,708	76,12,56,043
Allocated expenses	1,54,242	71,19,57,393	9,93,39,790	79,06,933	81,93,58,358
	-	60,57,63,091	6,16,81,184	4,06,182	66,78,50,457
Segmental operating profit	5,08,867	49,63,24,724	8,00,97,328	60,59,579	58,29,90,498
	-	41,77,12,224	6,94,60,427	4,56,875	48,76,29,526
Jnallocable expenses					4,59,37,440
					2,99,74,287
rofit before other income					53,70,53,058
					45,76,55,239
Other income ,net					7,37,17,391
					4,43,50,296
let profit before tax					61,07,70,449
					50,20,05,535
ax expense					12,36,67,210
					8,48,89,341
rofit for the period					48,71,03,239
					41,71,16,194

### **Geographical segments**

Year ended March 31, 2013 and March 31, 2012

Particulars	North America	Europe	Others	(in ₹) Total
Revenues	23,05,35,432	210,56,48,240	31,17,82,696	264,79,66,368
	6,05,14,444	168,62,93,523	16,99,28,059	191,67,36,026
Identifiable operating expenses	10,49,59,155	101,49,13,120	12,57,45,237	124,56,17,512
	89,68,744	67,06,32,484	8,16,54,815	76,12,56,043
Allocated expenses	6,87,74,831	65,40,10,420	9,65,73,107	81,93,58,358
	2,11,49,965	58,77,35,862	5,89,64,630	66,78,50,457
Segmental operating profit	5,68,01,446	43,67,24,700	8,94,64,352	58,29,90,498
	3,03,95,735	42,79,25,177	2,93,08,598	48,76,29,526
Unallocable expenses				4,59,37,440
				2,99,74,287
Profit before other income				53,70,53,058
				45,76,55,239
Other income ,net				7,37,17,391
				4,43,50,296
Net profit before tax				61,07,70,449
				50,20,05,535
Fax expense				12,36,67,210
				8,48,89,341
Profit for the period				48,71,03,239
				41,71,16,194

# 2.18 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS ACCOUNT

		(in ₹)	
Profit and Loss account for the	Year ended	ed March 31,	
	2013	2012	
Income from software services and products	264,79,66,368	191,67,36,026	
Cost of revenue	178,30,29,281	117,16,52,672	
GROSS PROFIT	86,49,37,087	74,50,83,354	
Selling and marketing expenses	1,15,72,651	1,31,01,679	
General and administration expenses	27,03,73,938	24,43,52,149	
	28,19,46,589	25,74,53,828	
OPERATING PROFIT BEFORE DEPRECIATION	58,29,90,498	48,76,29,526	
Depreciation	4,59,37,440	2,99,74,287	
OPERATING PROFIT	53,70,53,058	45,76,55,239	
Other income, net	7,37,17,391	4,43,50,296	
PROFIT BEFORE TAX	61,07,70,449	50,20,05,535	
Tax expense:			
Current tax	12,36,67,210	8,48,89,341	
PROFIT FOR THE PERIOD	48,71,03,239	41,71,16,194	

# The Members of Infosys BPO s.r.o

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Infosys BPO s.r.o** (`the Company`) as at 31<sup>st</sup>, March 2013, the profit and loss account(`Financial Statement`) of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

# Management's Responsibility for the Financial Statements:

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

# Auditor`s Responsibility:

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

# **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> March 2013;
- 2) In the case of the statement of profit and loss, of the *Loss* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

# For SHENOY & KAMATH

Chartered accountants

# (M RATHNAKAR KAMATH)

*Partner.* Membership No. 202841 Firm's Registration. No. 006673s

Bangalore 12<sup>th</sup> April, 2013

# Infosys BPO s.r.o

Balance Sheet as at	Note	March 31, 2013	(in ₹) March 31, 2012
EQUITY AND LIABILITIES	Hote	March 51, 2015	March 51, 2012
SHAREHOLDERS' FUNDS			
Share capital	2.1	3,49,78,993	3,49,78,993
Reserves and surplus	2.2	26,74,06,176	30,30,71,280
I I I I I I I I I I I I I I I I I I I		30,23,85,169	33,80,50,273
CURRENT LIABILITIES		, - , ,	
Unsecured Loans	2.3	5,60,51,609	-
Trade payables		5,94,278	88,82,629
Other current liabilities	2.4	15,34,74,623	11,18,25,795
Short-term provisions	2.5	2,53,62,526	1,41,34,706
-		23,54,83,036	13,48,43,130
		53,78,68,205	47,28,93,403
ASSETS			```````````
NON-CURRENT ASSETS			
Fixed assets			
Tangible assets	2.6	1,94,31,759	2,45,72,949
Capital work-in-progress		- · · ·	-
1 1 0		1,94,31,759	2,45,72,949
Long-term loans and advances	2.7	1,19,17,970	2,68,33,165
	2.,	1,19,17,970	2,68,33,165
CURRENT ASSETS		1,17,11,710	2,00,00,100
Trade receivables	2.8	13,75,29,072	13,93,90,638
Cash and cash equivalents	2.9	12,80,94,996	10,22,62,451
Short term loans and advances	2.10	24,08,94,408	17,98,34,200
		50,65,18,476	42,14,87,289
		53,78,68,205	47,28,93,403
SIGNIFICANT ACCOUNTING POLICIES	1	-	-
NOTES ON ACCOUNTS	2		

D. Swamin Chairman	 nantha Radhakrishnan Director
B.G. Sriniv Director	 braham Mathews birector

Bangalore April 12, 2013

Profit and Loss Account for the	Notes	Year ending Mar	(in ₹) ch 31st
	1100005	2013	2012
Revenues from business process management services		87,44,59,115	57,25,83,219
Other income	2.11	2,09,73,232	1,66,48,630
Total Revenue		89,54,32,347	58,92,31,849
Expenses			
Employee benefit expenses	2.12	68,45,01,124	41,69,04,319
Cost of technical sub-contractors	2.12	39,47,729	1,84,22,876
Travel expenses	2.12	3,25,74,251	2,23,29,688
Cost of software packages	2.12	64,20,444	(87,534)
Communication expenses	2.12	87,71,760	54,33,602
Professional charges	2.12	6,64,72,017	3,10,55,921
Office expenses	2.12	1,37,15,974	1,10,69,932
Power and fuel	2.12	1,45,94,454	1,27,03,793
Insurance charges	2.12	29,68,075	(13,93,096)
Rent	2.12	6,42,57,777	4,87,02,488
Depreciation expense	2.6	1,67,45,107	1,31,50,053
Other expenses	2.12	71,90,555	49,89,544
-		92,21,59,267	58,32,81,586
PROFIT BEFORE TAX		(267,26,920)	59,50,263
Provision for taxation	2.13		
Current tax		-	25,88,104
Deferred tax		-	67,67,973
		-	93,56,077
LOSS FOR THE PERIOD		(267,26,920)	(34,05,814)
SIGNIFICANT ACCOUNTING POLICIES	1		
NOTES ON ACCOUNTS	2		
	D. Swaminathan	Anantha Radhakrishnan	
	Chairman	Director	
	B.G. Srinivas	Abraham Mathews	
	D		

Director

Director

Bangalore April 12, 2013

#### Schedules to the financial statements for the year ended March 31,2013

#### Significant accounting policies and notes on accounts

#### Company overview

Infosys BPO s.r.o is a leading provider of business process management services to organizations that outsource their business processes. Infosys BPO s.r.o is a majority owned and controlled subsidiary of Infosys BPO Limited. The company leverages the benefits of service delivery globalization, process redesign and technology and thus drives efficiency and cost effectiveness into client's business processes and thereby improve their competitive position by managing their business processes in addition to providing increased value.

#### 1 Significant accounting policies

#### 1.1 Basis of preparation of financial statements

These financial statements are prepared under the historical cost convention, in accordance with Generally Accepted Accounting Principles in India ("GAAP") on accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises accounting standards as specified in rule 3 of the Companies (Accounting Standards) Rules 2006, and the relevant provisions of the Companies Act, 1956 to the extent applicable. Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

#### 1.2 Use of estimates

The preparation of the financial statements in conformity with GAAP requires that the management of the company makes estimates and assumptions that affect the reported amounts of income and expenses of the period, reported balances of assets and liabilities and disclosures relating to contingent assets and liabilities as of the date of the financial statements. Examples of such estimates includes computation of percentage of completion which requires the company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provision for doubtful debts, future obligations under employee retirement benefit plans, provision for income taxes, provision for SLA and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

#### 1.3 Revenue recognition

The company derives its revenues primarily from business process management services, on time-and-material, fixed-price, fixed-time frame and unitprice basis. Revenue on time-and-material contracts is recognized as the related services are rendered and revenue from the end of the last billing to the balance sheet date is recognised as unbilled revenues. Revenue from fixed-price, fixed-time frame contracts, where there is no uncertainity as to measurement and collectibility of consideration, is recognized as per the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Revenues from unit-priced contracts are recognized as transactions are processed based on objective measures of output. Cost and earnings in excess of billings are classified as unbilled revenue while billing in excess of cost and earnings is classified as deferred revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates. When the company receives advances for its services, such amounts are reflected as advance received from clients until all conditions for revenue recognition are met. The company presents revenues net of service taxes and value added taxes in its profit and loss account.

The company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount/incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount/incentive. Also when the level of discount varies with increase in levels of revenue transactions, the company recognizes the liability based on its estimate of the customer's future purchases if it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably. The company recognizes changes in the estimated amount of obligation for discount using cumulative catch-up approach. The discounts are passed on the customer either as direct payments or as a reduction of payments due from customer.

Profit on sale of investment is recorded on the transfer of title from the company and is determined as the difference between the sale price and the carrying value of the investment. Interest on deployment of surplus funds is recognised using time proportion method, based on underlying interest rates. Dividend income is recognized when the company's right to receive dividend is established.

#### 1.4 Expenditure

The cost of software user licenses purchased for rendering business process management services is charged to revenue when put to use. Lease under which the company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the profit and loss account over the lease term.

#### 1.5 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, after reducing accumulated depreciation and impairment upto the date of the balance sheet. Direct costs are capitalized until the assets are ready for use and include financing costs relating to any borrowing attributable to acquisition or construction of those fixed assets which necessarily take a substantial period of time to get ready for their intended use. Capital work-in-progress includes the cost of fixed assets that are not yet ready for their intended use before the balance sheet date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortisation and impairment. Goodwill on amalgamation is tested periodically for impairment.

#### 1.6 Depreciation

Depreciation on fixed assets is determined using the straight-line method based on useful lives of assets as estimated by the company. Depreciation for assets purchased/sold during the period is proportionately charged. Individual assets costing ₹5,000 or less are depreciated within a year of acquisition. Leasehold improvements are written off over the lower of the lease term or the useful life of the asset. Leasehold land is amortised over the lease period. Intangible assets are amortised over their useful life on a straight line basis commencing from the date the asset is available to the company for its use. Management estimates the useful lives for the various fixed assets as follows:

Building	Fifteen years
Computer equipment	Two years
Plant and machinery	Five years
Furniture and fixtures	Five years

#### 1.7 Foreign currency transactions

Revenue from overseas clients and collections deposited in bank accounts are recorded at the exchange rate as of the date of the respective transactions. Expenditure in foreign currency is accounted at the exchange rate prevalent when such expenditure is incurred. Disbursements made out of bank accounts are reported at a rate that approximates the actual monthly rate. Exchange differences are recorded when the amount actually received on sales or actually paid when expenditure is incurred is converted into Indian rupees. The exchange differences arising on foreign currency transactions are recognized as income or expense in the period in which they arise. Monetary assets and monetary liabilities denominated in foreign currency are translated at the exchange rate prevalent at the date of the balance sheet. The resulting difference is also recorded in the profit and loss account. Nonmonetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

#### 1.8 Forward contracts and option contracts in foreign currencies

The company uses forward contracts and options contracts to hedge its exposure to movements in foreign exchange rates. The use of these forward contracts and option contracts reduces the risk or cost to the company and the company does not use the forward contracts and option contracts for trading or speculation purposes.

Effective April 1,2008 the Company adopted Accounting Standard AS 30 " Financial Instruments: Recognition and Measurement", to the extent that the adoption does not conflict with existing mandatory accounting standards and other authoritative pronouncements, Company law and other regulatory requirements.

Forward and options contracts are fair valued at each reporting date. The company records the mark to market gain or loss on effective hedges in the foreign currency fluctuation reserve until the transactions are complete. On completion, the gain or loss is transferred to the profit and loss account of that period. To designate a forward contract or option contracts as an effective hedge, management objectively evaluates and evidences with appropriate supporting documents at the inception of each contract whether the contract is effective in achieving offsetting cash flows attributable to the hedged risk. In the absence of a designation as an effective hedge, a gain or loss is recognized in the profit and loss account. Currently the hedges undertaken by the company are all ineffective in nature and the resultant gain or loss consequent to fair valuation is recognised in the profit and loss account at each reporting date.

#### 1.9 Income tax

Income taxes are computed using the tax effect accounting method, where taxes are accrued in the same period the related revenue and expenses arise. A provision is made for income tax for the period based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount being considered. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on prevailing enacted or substantively enacted regulations. Deferred tax assets in situation of unabsorbed depreciation and carry forward business losses exist, are recognised only to the extent that there is virtual certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business losses are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each balance sheet date. The income tax provision for the period is made based on the best estimate of the annual average tax rate expected to be applicable for the full fiscal year.

#### 1.10 Provisions and contingent liability

The company recognises a provision when there is a 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 present obligation that cannot be estimated reliably or a possible or present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation that the likelihood of outflow of resources is remote, no provision or disclosure is made. Provisions are made for all known losses and liabilities and future unforeseeable factors that may affect the profit on fixed-price business process management contracts.

Provisions for onerous contracts, i.e. contracts where the expected unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it, are recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle a present obligation as a result of an obligating event based on a reliable estimate of such obligation.

#### 1.11 Earnings per share

In determining earnings per share, the company considers the net profit after tax. The number of shares used in computing basic earnings per share is the weighted average number of shares outstanding during the year. Diluted earnings per share are computed using the weighted average number of basic and dilutive common equivalent shares outstanding during the year, except where the result would be anti-dilutive. Dilutive potential equity shares are deemed converted as of the beginning of the period, unless they have been issued at a later date.

#### 1.12 Employee Benefits

#### Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by an actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognised in the period in which the absences occur.

#### 1.13 Impairment of assets

Management periodically assesses using, external and internal sources, whether there is an indication that an asset (including goodwill) may be impaired. An impairment loss is recognised wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use i.e. the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if there has been a change in the estimates used to determine the recoverable amount since the last impairment loss was recognized. The carrying amount of an 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.

#### 1.14 Cash and Cash Equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks and corporations. The company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

# 2 NOTES ON ACCOUNTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2013

# 2.1 SHARE CAPITAL

		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
AUTHORISED		
Share Capital	3,49,78,993	3,49,78,993
	3,49,78,993	3,49,78,993
ISSUED, SUBSCRIBED AND PAID UP		
Share Capital	3,49,78,993	3,49,78,993
(Wholly owned subsidary of Infosys BPO Limited)		
	3,49,78,993	3,49,78,993
2.2 RESERVES AND SURPLUS		
		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Foreign currency translation reserve	4,12,53,013	5,01,91,197
Balance in profit and loss account - opening balance	25,28,80,083	25,62,85,897
Add: Loss during the year	(2,67,26,920)	(34,05,814)
Balance in profit and loss account - closing balance	22,61,53,163	25,28,80,083
	26,74,06,176	30,30,71,280

		(in ₹)
	As at	
	March 31, 2013	March 31, 2012
Long term borrowings	5,60,51,609	-
	5,60,51,609	-

### 2.4 OTHER CURRENT LIABILITIES

		(in ₹)	
Particulars	As at		
	March 31, 2013	March 31, 2012	
Accrued salaries and benefits			
Salaries	4,55,68,967	3,68,63,747	
Bonus and incentives	93,40,570	59,71,131	
For other liabilities			
Provision for expenses	5,70,73,921	2,59,13,430	
Withholding and other taxes	1,38,12,164	1,45,01,272	
	12,57,95,622	8,32,49,580	
Advances received from clients	2,76,79,001	-	
Unearned revenue	-	1,04,18,865	
Mark to market loss on forward exchange contract	-	1,81,57,350	
	15,34,74,623	11,18,25,795	

#### 2.5 SHORT TERM PROVISIONS

		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Provision for employee benefits		
Unavailed leave	2,09,92,573	1,27,04,860
Others		
Provision for		
SLA compliance	43,69,953	14,29,846
	2,53,62,526	1,41,34,706

Provision for SLA compliance

The provision for service level agreement compliance is based on estimates made by the management for on going contracts. In accordance with paragraphs 66 and 67 of the Accounting Standard 29, the movement in provision for service level agreement is given below

Particulars	As at			
	March 31, 2013	March 31, 2012		
Balance at the beginning of the year	14,29,846	35,82,549		
Additional provision made during the year	64,29,714	26,40,881		
Provisions used during the year	-	-		
Unused amount reversed during the year	34,89,607	47,93,584		
Balance at the end of the year	43,69,953	14,29,846		

Management believes that the aforesaid provision will be utilised within a year.

#### 2.6 FIXED ASSETS

										(in ₹)
Particulars		Original	cost			Depreciation a	nd amortization		Net boo	ok value
	Cost as at	Additions	Deletions	Cost as at	As at	Charge for the	Deductions	As at	As at	As at
	April 01,	during the	during the	March 31,	April 01,	Period	during the	March 31,	March 31,	March 31,
	2012	year	year	2013	2012		year	2013	2013	2012
Tangible assets:										
Leasehold improvements	1,79,90,685	(4,54,639)	-	1,75,36,046	1,60,78,858	6,46,206	4,23,825	1,63,01,239	12,34,807	19,11,827
Plant and Machinery	1,20,72,252	(2,61,430)	-	1,18,10,822	70,71,331	18,08,855	2,28,500	86,51,686	31,59,136	50,00,921
Computer equipment	6,54,26,949	92,79,860	-	7,47,06,809	5,25,71,393	1,21,18,873	16,96,261	6,29,94,005	1,17,12,804	1,28,55,556
Furniture and fixtures	2,26,96,114	1,78,175	-	2,28,74,289	1,78,91,469	21,71,173	5,13,365	1,95,49,277	33,25,012	48,04,645
Total	11,81,86,000	87,41,966	-	12,69,27,966	9,36,13,051	1,67,45,107	28,61,951	10,74,96,207	1,94,31,759	2,45,72,949
Previous year	9,16,78,252	2,73,04,317	7,96,569	11,81,86,000	7,50,05,762	1,31,50,053	(54,57,236)	9,36,13,051	2,45,72,949	

#### 2.7 LONG-TERM LOANS AND ADVANCES

		(in ₹)
	As at	· · · · ·
	March 31, 2013	March 31, 2012
Rental Deposits	1,19,17,970	1,22,26,955
Advance Income tax	-	1,46,06,210
		2,68,33,165
2.8 TRADE RECEIVABLES	1,19,17,970	
2.8 TRADE RECEIVABLES	1,19,17,970	
2.8 TRADE RECEIVABLES Particulars	1,19,17,970 As at	(in ₹)
Particulars	As at	(in ₹)
Particulars	As at	(in ₹)
Particulars Other debts	As at	(in ₹)

\* includes dues from subsidary companies(refer note 2.17)

### Provision for doubtful debts

Periodically, the Company evaluates all customer dues for collectability. The need for provision is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer as at the Balance Sheet date. As at March 31, 2013 the Company has not provided for doubtful debts since there are no outstandings due from customers exceeding 180 days.

### 2.9 CASH AND CASH EQUIVALENTS

		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Cash on hand	1,13,535	21,922
Balances with bank		
In current and deposit accounts	12,79,81,461	10,22,40,529
	12,80,94,996	10,22,62,451
The details of balances with banks as at March 31,2013 and March 31,2012 are as follows:		
		(in ₹)
Balances with scheduled banks	As at	
	March 31, 2013	March 31, 2012
In current accounts		
Deutsche bank - USD account	2,30,74,775	2,06,17,440
Deutsche bank - EUR account	5,25,91,721	1,19,93,011
Deutsche bank - Czk account	2,87,51,231	1,09,47,575
Citibank-subsidy account	7,673	7,892
Citibank- Czk account	1,91,72,981	91,32,286
Citibank-USD account	37,38,088	77,80,614
Citibank-EUR account	6,44,992	4,17,61,711
	12,79,81,461	10,22,40,529

### 2.10 SHORT TERM LOANS AND ADVANCES:

Particulars	As at	(in ₹)
	March 31, 2013	March 31, 2012
Unsecured, considered good	1/101 CH 51, 2015	March 51, 2012
Prepaid Expenses	70,273	71,737
Advances for goods and services	1,17,38,536	39,40,707
Loan to Group Company	16,60,10,156	15,52,03,300
	17,78,39,828	15,92,15,744
Unbilled Revenue	5,60,73,535	1,45,16,418
Loans and advances to employees	44,88,368	43,94,402
Electricity and other deposits	18,23,859	17,07,636
Mark to market gain on forward exchange contract	6,68,817	-
	24,08,94,407	17,98,34,200
Unsecured, considered doubtful		
Loans and advances to employees	5,27,331	-
	24,14,21,738	17,98,34,200
Less: Provision for doubtful loans and advances	5,27,331	-
	24,08,94,408	17,98,34,200

# 2.11 OTHER INCOME

		(in ₹)
Particulars	Yea	r ended March 31,
	2013	2012
Miscellaneous income, net	2,35,50,118	1,26,85,423
Gains / (losses) on foreign currency, net	(20,97,174)	39,63,207
Interese expense on Loans from Subsidiary	(4,79,712)	-
	2,09,73,232	1,66,48,630

### 2.12 EXPENSES

Particulars	(ir Year ended March	
	2013	2012
Employee benefit expenses		
Salaries and bonus excluding overseas staff expenses	50,61,97,421	31,63,77,410
Staff welfare	2,06,95,122	1,02,00,487
Contribution to provident and other funds	15,76,08,581	9,03,26,422
	68,45,01,124	41,69,04,319
Cost of Technical sub-contractors		
Consultancy charges	39,47,729	1,84,22,876
	39,47,729	1,84,22,876
Travel expenses		
Overseas travel expenses	3,25,74,251	2,23,29,688
-	3,25,74,251	2,23,29,688
Cost of software packages		
Cost of software for own use	64,20,444	(87,534)
	64,20,444	(87,534)
Communication expenses		
Communication expenses	87,71,760	54,33,602
	87,71,760	54,33,602
Professional Charges		
Legal and professional charges	1,32,68,331	51,68,780
Auditor's remuneration		
audit fees	18,74,113	9,73,873
Recruitment and training expenses	5,13,29,573	2,49,13,268
	6,64,72,017	3,10,55,921
Office expenses		
Computer maintenance	8,70,871	2,76,633
Printing and stationery	12,71,411	3,99,024
Office maintenance	1,15,73,692	1,03,94,275
	1,37,15,974	1,10,69,932
Power and fuel		
Power and fuel	1,45,94,454	1,27,03,793
	1,45,94,454	1,27,03,793
Insurance		
Insurance	29,68,075	(13,93,096)
	29,68,075	(13,93,096)
Rent		
Rent	6,42,57,777	4,87,02,488
	6,42,57,777	4,87,02,488
		.,.,.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,

		(in ₹)
Particulars	Year ended March 31,	
	2013	2012
Other expenses		
Consumables	21,28,107	5,71,974
Brand building and advertisement	-	4,35,624
Marketing expenses	41,824	-
Sales promotion expenses	32,183	1,49,035
Rates and taxes	15,11,403	1,85,942
Donations	-	23,573
Bank charges and commission	13,70,507	9,20,501
Postage and courier	11,63,298	1,45,570
Provision for doubtful debts	5,090	-
Provision for doubtful loans and advances	5,27,331	-
Professional membership and seminar participation fees	47,260	44,540
Other miscellaneous expenses	3,63,552	25,12,785
	71,90,555	49,89,544

# 2.13 TAX EXPENSES

		(in ₹)
Particulars	Yea	r ended March 31,
	2013	2012
Current tax		
Income taxes	-	25,88,104
Deferred taxes	-	67,67,973
	-	93,56,077

# 2.14 LEASES

Obligations on long-term non-cancellable operating leases

The lease rentals charged during the year and maximum obligations on long-term non-cancellable operating leases payable as per the rentals stated in the respective agreements are as follows:

		(in ₹)
Particulars		Year ended March 31,
	2012	2011
Lease rentals charged during the year	6,42,57,777	4,87,02,488

#### 2.15 Commitments and contingent liabilities

As at	
arch 31, 2013	March 31, 2012
81,02,212	-
3,000,000	4,000,000
16,28,70,000)	(20,35,20,000)
-	19,111,000
-	(5,29,37,470)
	, ,

As at the Balance Sheet date, the Company's net foreign currency exposure that is not hedged by a derivative instrument or otherwise i₹Nil (₹Nil as at March 31, 2012).

The foreign exchange forward and option contracts mature between 1 to 12 months. The table below analyzes the derivate financial instruments into relevant maturity groupings based on the remaining period as of the balance sheet date:

		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Later than one month and not later than three months	-	25,64,57,470
Later than three months and not later than one year	16,28,70,000	-
	16,28,70,000	25,64,57,470

The company recognized a Loss on derivate financial instruments of ₹ 81,97,679 and gain on derivative financial instruments of ₹ 1,22,66,282 during the quarter ended March 31, 2013 and March 31, 2012 respectively, which is included in other income.

#### 2.16 Quantitative details

The Company is primarily engaged in the development and maintenance of computer software. The production and sale of such software cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5(viii)(c) of general instructions for preparation of statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

#### 2.17 Related party transactions

Name of the related party	ne related party Country March 31		Holding as at	
			March 31, 2012	
Infosys BPO Limited	India	100	% 100%	
Name of Ultimate Holding Company			Country	
Infosys Limited			India	
Name of Fellow Subsidiaries			Country	
Infosys BPO Poland Sp.z.o.o**			Poland	
McCamish Systems LLC**		United States		
Portland Group Pty Ltd**		Australia		
Portland Procurement Services Pty Ltd**	*	Australia		
Infosys Consulting India Limited*		India		
Infosys Technologies (Australia) Pty Lim	ited ( "Infosys Australia")*	Australia		
Infosys Technologies S.de R.L.de C.V. ("	sys Technologies S.de R.L.de C.V. ("Infosys Mexico")*		Mexico	
Infosys Technologies (China) Co. Limited	d ( "Infosys China") *	China		
Infosys Technologia Do Brasil LTDA ("	Infosys Brazil")*	Brazil		

\* Wholly owned subsidiaries of Infosys Limited

\*\* Wholly owned subsidiaries of Infosys BPO Limited.

\*\*\*Wholly owned subsidiary of Portland Group Pty Ltd

The details of the related party transactions entered into by the company for the year ended March 31, 2013 and March 31, 2012 are as follows:

		(in ₹)
Particulars	Year ended March 31,	
	2013	2012
Capital transactions:		
Financial transactions		
Loans Taken		
Infosys BPO Poland Sp.z.o.o	5,60,51,609	-
Loans Given		
McCamish Systems LLC	-	21,45,39,867
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Infosys Limited	-	16,810
Infosys BPO Limited	-	11,66,896
Infosys BPO Poland Sp.z.o.o	-	27,49,659
Interest income		
McCamish Systems LLC	16,20,072	24,33,322
Interest expense		
Infosys BPO Poland Sp.z.o.o	3,00,774	-
Sale of services		
Infosys Limited	8,74,36,781	15,55,98,534
Infosys BPO Poland Sp.z.o.o	98,29,331	45,55,324
Details of amounts due to or due from related parties as at March 31, 2013 and March 31, 2012		
		(in ₹)
Particulars	As at	,
	March 31,2013	March 31,2012
Loans to subsidiary		
McCamish Systems LLC	16,60,10,156	15,52,03,300
Loans Accepted		

McCamish Systems LLC	16,60,10,156	15,52,03,300
Loans Accepted		
Infosys BPO Poland Sp.z.o.o	5,60,51,609	-
Advances Received		
Infosys Limited	2,76,79,001	
Debtors		
Infosys Limited	36,99,008	1,24,77,540

(:....**∓**)

#### 2.18 Segment reporting

The company's operations primarily relate to providing business process management services to organizations that outsource their business processes. Accordingly, revenues represented along industry classes comprise the primary basis of segmental information set out in these financial statements. Secondary segmental reporting is performed on the basis of the geographical location of customers.

The accounting principles consistently used in the preparation of the financial statements are also consistently applied to record income in individual segments. These are set out in the note on significant accounting policies.

Industry segments at the company primarily comprise customers relating to financial services and insurance (FSI), manufacturing (MFG), enterprises in energy, utilites and telecommunication services (ECS) and retail, logistics, consumer product group, life sciences and health care enterprises (RCL). Revenue and identifiable operating expenses in relation to segments is categorized based on items that are individually identified to those segments while allocated expenditure is categorized in relation to the associated turnover of the segment. Expenses which form a significant component of total expenses are not specifically allocable to specific segments as the underlying services are used interchangeably. These expenses are separately disclosed as "unallocated" and adjusted only against the total income of the company. The company believes that it is not practical to provide segment disclosures relating to these costs and expenses, and accordingly these expenses are separately disclosed as unallocated and directly charged against total income. Fixed assets or liabilities contracted have not been identified to any reportable segments, as these are used interchangeably between segments. Accordingly no disclosure relating to total segment assets and liabilities are made.

Geographical segments are segregated based on the location of the customers, or in relation to which the revenue is otherwise recognized. All direct costs are identified to its respective verticals/geographies on the basis of revenues from the respective verticals/geographies while unallocable cost consists of depreciation only.

#### Industry segments

Year ended March 31, 2013 and March 31, 2012

Particulars	FSI	MFG	RCL	ECS	Total
Revenues	7,31,63,663	71,03,48,902	8,06,56,365	1,02,90,185	87,44,59,115
	7,93,51,370	34,43,44,652	13,66,88,073	1,21,99,124	57,25,83,219
Identifiable operating expenses	5,40,01,580	42,16,00,335	4,82,46,802	77,12,773	53,15,61,490
	5,76,29,451	18,41,25,634	5,49,72,359	61,79,872	30,29,07,316
Allocated expenses	3,16,88,748	30,17,94,589	3,79,50,919	24,18,414	37,38,52,670
	3,62,54,765	15,85,94,780	6,77,91,682	45,82,990	26,72,24,217
0 1 01	(1,25,26,665)	(1,30,46,022)	(55,41,356)	1,58,998	(3,09,55,045)
	(1,45,32,846)	16,24,238	1,39,24,032	14,36,262	24,51,686
Unallocable expenses					1,67,45,107
					1,31,50,053
Profit before other income					(4,77,00,152)
					(1,06,98,367)
Other income					2,09,73,232
					1,66,48,630
Profit/(Loss) before tax					(2,67,26,920)
					59,50,263
Tax expense					-
					93,56,077
Loss for the period					(2,67,26,920)
					(34,05,814)

### **Geographical segments**

Year ended March 31, 2013 and March 31, 2012

Particulars	North America	Europe	(in ₹) Total
Revenues	10,95,47,126	76,49,11,989	87,44,59,115
	17,76,46,139	39,49,37,080	57,25,83,219
Identifiable operating expenses	6,22,07,319	46,93,54,171	53,15,61,490
	7,30,90,335	22,98,16,981	30,29,07,316
Allocated expenses	5,06,23,893	32,32,28,777	37,38,52,670
	8,86,87,012	17,85,37,205	26,72,24,217
Segmental operating profit	(32,84,086)	(2,76,70,959)	(3,09,55,045)
	1,58,68,792	(1,34,17,106)	24,51,686
Unallocable expenses			1,67,45,107
			1,31,50,053
Profit before other income			(4,77,00,152)
			(1,06,98,367)
Other income			2,09,73,232
			1,66,48,630
Profit/(Loss) before tax			(2,67,26,920)
			59,50,263
Tax expense			-
			93,56,077
Loss for the period			(2,67,26,920)
			(34,05,814)

# 2.19 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS ACCOUNT

		(in ₹)
Profit and Loss account for the	Year ended March 31,	
	2013	2012
Income from software services and products	87,44,59,115	57,25,83,219
Cost of revenue	80,46,49,906	50,43,92,036
GROSS PROFIT/(LOSS)	6,98,09,209	6,81,91,183
Selling and marketing expenses	25,41,600	13,77,212
General and administration expenses	9,82,22,654	6,43,62,285
	10,07,64,254	6,57,39,497
OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION	(3,09,55,045)	24,51,686
Depreciation	1,67,45,107	1,31,50,053
OPERATING PROFIT/(LOSS)	(4,77,00,152)	(1,06,98,367)
Other income, net	2,09,73,232	1,66,48,630
PROFIT/(LOSS) BEFORE TAX	(2,67,26,920)	59,50,263
Tax expense:		
Current tax	-	93,56,077
PROFIT/(LOSS) FOR THE PERIOD	(2,67,26,920)	(34,05,814)

# То

# The Members of McCamishSystems, LLC

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **McCamishSystems, LLC** ('the Company') as at 31<sup>st</sup>, March 2013, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

# Management's Responsibility for the Financial Statements:

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

# Auditor`s Responsibility:

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

# **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> March 2013;
- 2) In the case of the statement of profit and loss, of the *Loss* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

# For SHENOY & KAMATH

Chartered accountants

# (M RATHNAKAR KAMATH)

*Partner.* Membership No. 202841 Firm's Registration. No. 006673s

Bangalore 12<sup>th</sup> April, 201**3** 

Balance Sheet as at	N	ote	March 31, 2013	(in ₹) March 31, 2012
EQUITY AND LIABILITIES	140	ote	Warch 51, 2015	Wiai cii 51, 2012
SHAREHOLDERS' FUNDS				
Share capital	2	1	163,93,17,854	147,52,47,854
Reserves and surplus		.1	(163,27,07,104)	
Reserves and surprus	2	.2	66,10,750	
NON-CURRENT LIABILITIES			00,10,750	(52,507)
Other long-term liabilities	2	3		4,57,92,000
other long term habilities	2.			4,57,92,000
CURRENT LIABILITIES			-	4,37,92,000
Trade payables			1,65,01,988	11,61,82,038
Other current liabilities	2	.4	186,73,94,855	
Short-term provisions		.5	1,67,33,481	1,20,77,589
F	_		190,06,30,324	
			190,72,41,074	
ASSETS				
NON-CURRENT ASSETS				
Fixed assets				
Tangible assets	2	.6	4,05,78,897	5,65,03,411
Intangible assets			9,76,00,704	
Capital work-in-progress			1,99,75,245	
			15,81,54,846	
CURRENT ASSETS			- ,- ,- ,	- ) ) )
Trade receivables	2	.7	37,27,47,756	31,96,04,857
Cash and cash equivalents	2	.8	12,34,54,211	3,08,66,556
Short term loans and advances		.9	125,28,84,261	9,89,93,146
			174,90,86,228	
			190,72,41,074	
SIGNIFICANT ACCOUNTING POLICIES	1	1		
NOTES ON ACCOUNTS	2	2		
	D. Swaminathan		Gordon Beckam	Eric Paternoster
	Chairman		Chief Executive Officer	Director
	V - all Leia		Com Thomas	Alexales and Marthaue
	Kapil Jain		Sam Thomas	Abraham Mathews

Director

Director

Director

Bangalore April 12, 2013

Statement of Profit and Loss for the		Note	Year ende	d March 31,
			2013	2012
Revenues from business process management services			261,40,37,39	6 187,12,66,530
Other income		2.10	(21,89,111	(60,04,163)
Total Revenue			261,18,48,28	5 186,52,62,367
Expenses				
Employee benefit expenses		2.11	146,63,44,67	3 107,53,22,111
Cost of technical sub-contractors		2.11	63,28,32,00	9 68,27,33,001
Travel expenses		2.11	2,92,63,52	3 2,67,98,014
Cost of Software packages		2.11	8,92,68,54	9 4,70,77,050
Communication expenses		2.11	2,18,82,21	0 2,42,63,158
Professional Charges		2.11	24,48,51,78	5 1,26,44,644
Office expenses		2.11	8,85,00,43	1 7,79,95,679
Power and fuel		2.11	33,54,87	3 18,89,481
Insurance charges		2.11	73,69,65	4 56,87,616
Rent		2.11	5,03,76,03	3 3,31,08,463
Depreciation		2.6	6,02,22,04	6 5,09,82,903
Other expenses		2.11	7,65,65,57	6,72,59,237
			277,08,31,36	0 210,57,61,357
LOSS BEFORE TAX			(15,89,83,075	5) ( <b>24,04,98,990</b> )
Provision for taxation			-	-
Current tax			-	-
Deferred tax			-	-
			-	-
LOSS FOR THE PERIOD			(15,89,83,075	5) (24,04,98,990)
SIGNIFICANT ACCOUNTING POLICIES		1		
NOTES ON ACCOUNTS		2		
	D. Swaminathan		Gordon Beckam	Eric Paternoster
	Chairman		Chief Executive Officer	Director
	Kapil Jain		Sam Thomas	Abraham Mathews
	Director		Director	Director

Bangalore April 12, 2013

## Schedules to the financial statements for the year ended March 31, 2013

## Significant accounting policies and notes on accounts

#### Company overview

McCamish Systems LLC is a leading provider of business process management services to organizations that outsource their business processes. McCamish Systems LLC is a wholly owned and controlled entity of Infosys BPO Limited. The company leverages the benefits of service delivery globalization, process redesign and technology and thus drives efficiency and cost effectiveness into client's business processes and thereby improve their competitive position by managing their business processes in addition to providing increased value.

## 1 Significant accounting policies

## 1.1 Basis of preparation of financial statements

These financial statements are prepared under the historical cost convention, in accordance with Generally Accepted Accounting Principles in India ("GAAP") on accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises accounting standards as specified in rule 3 of the Companies (Accounting Standards) Rules 2006, and the relevant provisions of the Companies Act, 1956 to the extent applicable. Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

## 1.2 Use of estimates

The preparation of the financial statements in conformity with GAAP requires that the management of the company makes estimates and assumptions that affect the reported amounts of income and expenses of the period, reported balances of assets and liabilities and disclosures relating to contingent assets and liabilities as of the date of the financial statements. Examples of such estimates includes computation of percentage of completion which requires the company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provision for doubtful debts, future obligations under employee retirement benefit plans, provision for income taxes, provision for SLA and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

## 1.3 Revenue recognition

The company derives its revenues primarily from business process management services, on time-and-material, fixed-price, fixed-time frame and unit-price basis. Revenue on time-and-material contracts is recognized as the related services are rendered and revenue from the end of the last billing to the balance sheet date is recognised as unbilled revenues. Revenue from fixed-price, fixed-time frame contracts, where there is no uncertainity as to measurement and collectibility of consideration, is recognized as per the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Revenues from unit-priced contracts are recognized as transactions are processed based on objective measures of output. Cost and earnings in excess of billings are classified as unbilled revenue while billing in excess of cost and earnings is classified as deferred revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates. When the company receives advances for its services, such amounts are reflected as advance received from clients until all conditions for revenue recognition are met. The company presents revenues net of service taxes and value added taxes in its profit and loss account.

The company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount/incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount/incentive. Also when the level of discount varies with increase in levels of revenue transactions, the company recognizes the liability based on its estimate of the customer's future purchases if it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably. The company recognizes changes in the estimated amount of obligation for discount using cumulative catch-up approach. The discounts are passed on the customer either as direct payments or as a reduction of payments due from customer.

Profit on sale of investment is recorded on the transfer of title from the company and is determined as the difference between the sale price and the carrying value of the investment. Interest on deployment of surplus funds is recognised using time proportion method, based on underlying interest rates. Dividend income is recognized when the company's right to receive dividend is established.

## 1.4 Expenditure

The cost of software user licenses purchased for rendering business process management services is charged to revenue when put to use. Lease under which the company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the profit and loss account over the lease term.

## 1.5 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, after reducing accumulated depreciation and impairment upto the date of the balance sheet. Direct costs are capitalized until the assets are ready for use and include financing costs relating to any borrowing attributable to acquisition or construction of those fixed assets which necessarily take a substantial period of time to get ready for their intended use. Capital work-in-progress includes the cost of fixed assets that are not yet ready for their intended use before the balance sheet date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortisation and impairment. Goodwill on amalgamation is tested periodically for impairment.

## 1.6 Depreciation

Depreciation on fixed assets is determined using the straight-line method based on useful lives of assets as estimated by the company. Depreciation for assets purchased/sold during the period is proportionately charged. Individual assets costing ₹5,000 or less are depreciated within a year of acquisition. Leasehold improvements are written off over the lower of the lease term or the useful life of the asset. Leasehold land is amortised over the lease period. Intangible assets are amortised over their useful life on a straight line basis commencing from the date the asset is available to the company for its use. Management estimates the useful lives for the various fixed assets as follows:

Building	Fifteen years
Computer equipment	Two years
Office equipment	Five years
Furniture and fixtures	Five years

## 1.7 Foreign currency transactions

Revenue from overseas clients and collections deposited in bank accounts are recorded at the exchange rate as of the date of the respective transactions. Expenditure in foreign currency is accounted at the exchange rate prevalent when such expenditure is incurred. Disbursements made out of bank accounts are reported at a rate that approximates the actual monthly rate. Exchange differences are recorded when the amount actually received on sales or actually paid when expenditure is incurred is converted into Indian rupees. The exchange differences arising on foreign currency transactions are recognized as income or expense in the period in which they arise. Monetary assets and monetary liabilities denominated in foreign currency are translated at the exchange rate prevalent at the date of the balance sheet. The resulting difference is also recorded in the profit and loss account. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

## 1.8 Impairment of assets

Management periodically assesses using, external and internal sources, whether there is an indication that an asset (including goodwill) may be impaired. An impairment loss is recognised wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use i.e. the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if there has been a change in the estimates used to determine the recoverable amount since the last impairment loss was recognized. The carrying amount of an 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.

#### 1.9 Employee Benefits

#### Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by an actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognised in the period in which the absences occur.

#### 1.10 Income tax

Income taxes are computed using the tax effect accounting method, where taxes are accrued in the same period the related revenue and expenses arise. A provision is made for income tax for the period based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount being considered. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on prevailing enacted or substantively enacted regulations. Deferred tax assets in situation of unabsorbed depreciation and carry forward business losses exist, are recognised only to the extent that there is virtual certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business losses are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each balance sheet date. The income tax provision for the period is made based on the best estimate of the annual average tax rate expected to be applicable for the full fiscal year.

## 1.11 Provisions and contingent liability

The company recognises a provision when there is a 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 present obligation that cannot be estimated reliably or a possible or present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation that the likelihood of outflow of resources is remote, no provision or disclosure is made. Provisions are made for all known losses and liabilities and future unforeseeable factors that may affect the profit on fixed-price business process management contracts.

Provisions for onerous contracts, i.e. contracts where the expected unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it, are recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle a present obligation as a result of an obligating event based on a reliable estimate of such obligation.

## 1.12 Earnings per share

In determining earnings per share, the company considers the net profit after tax. The number of shares used in computing basic earnings per share is the weighted average number of shares outstanding during the year. Diluted earnings per share are computed using the weighted average number of basic and dilutive common equivalent shares outstanding during the year, except where the result would be anti-dilutive. Dilutive potential equity shares are deemed converted as of the beginning of the period, unless they have been issued at a later date.

## 1.13 Cash and Cash Equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks and corporations. The company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash

# NOTES ON ACCOUNTS FOR THE YEAR ENDED MARCH 31, 2013

## 2.1 SHARE CAPITAL

Particulars	As at	(in ₹)
	March 31, 2013	March 31, 2012
AUTHORISED		
Share Capital	163,93,17,854	147,52,47,854
	163,93,17,854	147,52,47,854
ISSUED, SUBSCRIBED AND PAID UP		
Share Capital	163,93,17,854	147,52,47,854
	163,93,17,854	147,52,47,854

## 2.2 RESERVES AND SURPLUS

		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Foreign currency translation reserve	(2,33,59,518)	(2,49,15,650)
Balance in profit and loss account - opening balance	(145,03,64,511)	(120,98,65,521)
Add: Loss during the year	(15,89,83,075)	(24,04,98,990)
Balance in profit and loss account - closing balance	(160,93,47,586)	(145,03,64,511)
	(163,27,07,104)	(147,52,80,161)

## 2.3 LONG-TERM PROVISIONS

	(in T	₹)
Particulars	As at	
	March 31, 2013 March 31, 201	12
Provision for expenses	- 4,57,92,00	)0
	- 4,57,92,00	)0

## 2.4 OTHER CURRENT LIABILITIES

		(in ₹)		
Particulars	As at			
	March 31, 2013	March 31, 2012		
Accrued salaries and benefits				
Salaries	4,22,88,491	1,20,98,552		
For other liabilities				
Provision for expenses	30,56,71,158	9,00,82,226		
Withholding and other taxes receivable	20,54,822	6,13,307		
Due to carrier/insurance provider*	116,98,05,489	-		
	151,98,19,960	10,27,94,085		
Advances received from clients	-	-		
Unearned revenue	7,13,71,480	2,37,55,567		
Loans from subsidiary	22,19,13,415	20,53,98,998		
Liability for deferred consideration	5,42,90,000	-		
	186,73,94,855	33,19,48,650		

\*These amounts represents premiums collected from policy holders and payable to insurance providers by a service provider maintaining the amounts in fiduciary capacity

## 2.5 SHORT TERM PROVISIONS

Particulars	As at	× /
	March 31, 2013	March 31, 2012
Provision for employee benefits		
Unavailed leave	-	-
Provision for		
SLA compliance	1,67,33,481	1,20,77,589
	1,67,33,481	1,20,77,589

Provision for SLA compliance

The provision for service level agreement compliance is based on estimates made by the management for on going contracts. In accordance with paragraphs 66 and 67 of the Accounting Standard 29, the movement in provision for service level agreement is given below

		(in ₹)	
Particulars	As at		
	March 31, 2013	March 31, 2012	
Balance at the beginning of the year	1,20,77,589	1,04,37,292	
Additional provision made during the year	98,52,550	54,76,904	
Provisions used during the year	-	-	
Unused amount reversed during the year	51,96,658	38,36,607	
Balance at the end of the year	1,67,33,481	1,20,77,589	
Monogone and haliouse that the efferencial analysision will be utilized within a year			

Management believes that the aforesaid provision will be utilised within a year.

## 2.6 FIXED ASSETS

										(in ₹)
Particulars		Original	cost		D	Depreciation and amortization		Net book value		
	Cost as at	Additions	Deletions	Cost as at	As at C	Charge for the	Deletions	As at	As at	As at
	April 01,	during the	during the	March 31,	April 01,	year	during the	March 31,	March 31,	March 31,
	2012	year	year	2013	2012		year	2013	2013	2012
Tangible assets :										
Leasehold improvements	25,14,795	1,68,543	-	26,83,338	18,92,532	5,09,623	(1,23,959)	25,26,114	1,57,224	6,22,263
Office equipment	57,80,070	5,04,649	-	62,84,719	11,49,125	11,54,723	(71,774)	23,75,622	39,09,097	46,30,945
Computer equipment	15,20,26,642	4,30,19,032	-	19,50,45,674	10,30,62,579	5,54,19,827	(66,24,125)	16,51,06,531	2,99,39,143	4,89,64,063
Furniture and fixtures	1,14,99,999	80,36,637	-	1,95,36,636	92,13,859	31,37,873	(6,11,471)	1,29,63,203	65,73,433	22,86,140
	17,18,21,506	5,17,28,861	-	22,35,50,367	11,53,18,095	6,02,22,046	(74,31,329)	18,29,71,470	4,05,78,897	5,65,03,411
Intangible assets :										
Goodwill	-	9,76,00,704	-	9,76,00,704	-	-	-	-	9,76,00,704	-
	-	9,76,00,704	-	9,76,00,704	-	-	-	-	9,76,00,704	-
Total	17,18,21,506	14,93,29,565	-	32,11,51,071	11,53,18,095	6,02,22,046	(74,31,329)	18,29,71,470	13,81,79,601	5,65,03,411
Previous year	9,78,97,548	7,56,56,579	17,32,621	17,18,21,506	5,56,33,238	5,09,82,903	(87,01,954)	11,53,18,095	5,65,03,411	-

## 2.7 TRADE RECEIVABLES

		(in ₹)		
Particulars	As at			
	March 31, 2013	March 31, 2012		
Debt outstanding for a period exceeding six months				
Unsecured				
More than six months from the date they are due	<u> </u>	-		
	-	-		
Other debts				
Unsecured				
Considered good*	37,27,47,756	31,96,04,857		
	37,27,47,756	31,96,04,857		

\* Of which dues from subsidary companies (Also refer to note 2.16)

## Provision for doubtful debts

Periodically, the Company evaluates all customer dues to the Company for collectability. The need for provisions is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer as at the Balance Sheet date. As at March 31, 2013 the Company has provided for doubtful debts of INR2,389.

## 2.8 CASH AND CASH EQUIVALENTS

Particulars	As at	
	March 31, 2013	March 31, 2012
Cash on hand	-	-
Balances with bank		
In current and deposit accounts	12,34,54,211	3,08,66,556
	12,34,54,211	3,08,66,556
The details of balances with banks as at March 31,2013 and March 31,2012 are as follows:		
		(in ₹)
Balances with scheduled banks	Asat	

Datanees with seneduced banks	As at		
	March 31, 2013	March 31, 2012	
In current accounts			
Bank of America-USD	12,31,82,761	3,06,12,156	
Bank of America-USD-Trust Funds	2,71,450	2,54,400	
	12,34,54,211	3,08,66,556	

## 2.9 SHORT TERM LOANS AND ADVANCES:

		(in ₹)	
Particulars	As at		
	March 31, 2013	March 31, 2012	
Unsecured, considered good			
Prepaid Expenses	1,76,25,140	2,56,17,368	
Advances for goods and services	12,78,475	11,25,262	
	1,89,03,615	2,67,42,630	
Unbilled Revenue	6,20,09,495	7,11,39,653	
Loans and advances to employees	11,57,951	3,47,663	
Loans & Advances - Others	-	-	
Electricity and other deposits	10,07,731	7,63,200	
Due from service provider*	116,98,05,469	-	
	125,28,84,261	9,89,93,146	

# 2.10 OTHER INCOME

		(in <b>₹</b> ).
Particulars	Year ended Marc	h 31,
	2013	2012
Interest income/ (expenses)	(27,61,533)	(51,07,360)
Miscellaneous income	18,34,445	4,25,886
Exchange differences	(12,62,023)	(13,22,689)
	(21,89,111)	(60,04,163)

# 2.11 EXPENSES

Particulars	Year ended M	Year ended March 31,		
	2013	2012		
Employee benefit expenses				
Salaries and bonus excluding overseas staff expenses	145,72,40,833	106,96,26,807		
Staff welfare	91,03,840	56,95,304		
	146,63,44,673	107,53,22,111		
Cost of Technical sub-contractors				
Consultancy charges	63,28,32,009	68,27,33,001		
	63,28,32,009	68,27,33,001		
Travel expenses				
Overseas travel expenses	2,92,13,293	2,58,20,873		
Travelling expenses	50,230	9,77,141		
	2,92,63,523	2,67,98,014		
Cost of software packages				
Cost of software for own use	8,92,68,549	4,70,77,050		
	8,92,68,549	4,70,77,050		
Communication expenses				
Communication expenses	2,18,82,210	2,42,63,158		
	2,18,82,210	2,42,63,158		
Professional Charges				
Legal and professional charges	23,43,17,883	86,55,391		
Auditor's remuneration				
audit fees	16,19,574	14,58,557		
Recruitment and training expenses	89,14,328	25,30,696		
	24,48,51,785	1,26,44,644		
Office expenses				
Computer maintenance	8,03,11,901	7,67,81,833		
Printing and stationery	49,94,329	4,50,169		
Office maintenance	31,94,201	7,63,677		
	8,85,00,431	7,79,95,679		
Power and fuel				
Power and fuel	33,54,873	18,89,481		
	33,54,873	18,89,481		
Insurance				
Insurance	73,69,654	56,87,616		
	73,69,654	56,87,610		
Rent				
Rent	5,03,76,033	3,31,08,463		
	5,03,76,033	3,31,08,463		

Particulars	Year ended Ma	(in ₹) arch 31,
	2013	2012
Other expenses		
Consumables	17,57,926	31,37,173
Brand building and advertisement	48,07,691	37,67,143
Rates and taxes	53,28,376	51,59,696
Bank charges and commission	4,56,376	1,91,687
Postage and courier	4,23,21,251	1,05,11,325
Professional membership and seminar participation fees	14,96,553	6,64,880
Provision for doubtful debts	(8,833)	25,028
Other miscellaneous expenses	2,04,06,234	4,38,02,305
	7,65,65,574	6,72,59,237

## 2.12 LEASES

Obligations on long-term non-cancellable operating leases

The lease rentals charged during the year and maximum obligations on long-term non-cancellable operating leases payable as per the rentals stated in the (in ₹)

Particulars	Year ended March 31,	
	2013	2012
Lease rentals charged during the year	5,03,76,033	3,31,08,463

#### 2.13 Commitments and contingent liabilities

		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Estimated amount of unexecuted capital contracts (net of advance and deposits)	73,33,252	53,07,194

As at the Balance Sheet date, the Company's net foreign currency exposure that is not hedged by a derivative instrument or otherwise is  $\Re(\Re)$  as at March 31, 2012).

#### 2.14 Quantitative details

The Company is primarily engaged in providing business process management services. The sale of such services cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5(viii)(c) of general instructions for preparation of statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

#### 2.15 Related party transactions

List of related parties:			
Name of the related party	Country	Holding as	at
		March 31, 2013	March 31, 2012
Infosys BPO Limited	India	100%	100%
Name of Ultimate Holding Company		Co	ountry
Infosys Limited		Inc	dia
Name of Fellow Subsidiaries		Co	ountry
Infosys BPO Poland Sp.z.o.o		Ро	land
Infosys BPO (Thailand) Limited**		Thailand	
Infosys BPO s.r.o		Czech Republic	
Portland Group Pty Ltd		Australia	
Portland Procurement Services Pty Ltd		Au	ıstralia
Infosys Consulting India Limited*		Inc	dia
infosys Technologies (Australia) Pty Limited ("Infosys Australia")*		Australia	
fosys Technologies S.de R.L.de C.V. ("Infosys Mexico")*		Mexico	
Infosys Technologies (China) Co. Limited ("Infosys China") *		China	
Infosys Technologia Do Brasil LTDA (	' Infosys Brazil")*	Brazil	

\* Wholly owned subsidiaries of Infosys Limited

\*\* Wholly owned subsidiaries of Infosys BPO Limited. During the year ended March 31, 2011 Infosys BPO (Thailand) Limited was liquidated.

On December 4, 2009, Infosys BPO acquired 100% of the voting interests in McCamish Systems LLC (McCamish), a business process solutions provider based in Atlanta, Georgia, in the United States. The business acquisition was conducted by entering into Membership Interest Purchase Agreement for a cash consideration of ₹ 171 crore and a contingent consideration of ₹ 67 crore. The acquisition was completed during the year and accounted as a business combination which resulted in goodwill of ₹ 227 crore.

The details of the related party transactions entered into by the Company, for the year ended March 31, 2013 and March 31, 2012 are as follows:

Particulars	(in ₹) Year ended March 31,		
i ii ii cului 5	2013	2012	
Capital transactions:		-	
Financial transactions			
Loans			
Infosys BPO Limited	-	-	
Revenue transactions:			
Purchase of services			
Infosys Limited	19,56,01,599	22,70,31,285	
Infosys Consulting Inc	-	4,31,52,937	
Infosys BPO Limited	36,19,46,752	10,17,27,219	
Purchase of shared services including facilities and personnel			
Infosys Limited	-	49,832	
Infosys BPO Limited	-	3,47,119	
Interest expense			
Infosys BPO Limited	-	21,94,538	
Infosys BPO Poland Sp.z.o.o	6,87,847	4,14,857	
Infosys BPO s.r.o.	20,73,688	18,12,800	
Sale of services			
Infosys Limited	78,19,040	2,97,26,251	
Infosys BPO Limited	18,03,760	1,11,19,857	
Sale of shared services including facilities and personnel			
Infosys Limited	-	10,97,263	
Infosys BPO Limited	5,95,977	19,94,301	

Details of amounts due to or dues from related parties as at March 31, 2013 and March 31, 2012.

articulars	As a	t
	March 31, 2013	March 31, 2012
Loans Accepted		
Infosys BPO Poland Sp.z.o.o	5,56,10,428	5,14,75,894
Infosys BPO s.r.o.	16,63,03,002	15,39,23,117
Debtors		
Infosys Limited	-	17,07,168
Creditors		
Infosys Limited	1,15,26,853	8,62,67,294
Infosys BPO Limited	49,75,136	2,83,26,809

#### 2.16 Segment reporting

The company's operations primarily relate to providing business process management services to organizations that outsource their business processes. Accordingly, revenues represented along industry classes comprise the primary basis of segmental information set out in these financial statements. Secondary segmental reporting is performed on the basis of the geographical location of customers.

The accounting principles consistently used in the preparation of the financial statements are also consistently applied to record income in individual segments. These are set out in the note on significant accounting policies.

Industry segments at the company primarily comprise customers relating to financial services and insurance (FSI), manufacturing (MFG), enterprises in energy, utilities and telecommunication services (ECS) and retail, logistics, consumer product group, life sciences and health care enterprises (RCL). Revenue and identifiable operating expenses in relation to segments is categorized based on items that are individually identified to those segments while allocated expenditure is categorized in relation to the associated turnover of the segment. Expenses which form a significant component of total expenses are not specifically allocable to specific segments as the underlying services are used interchangeably. These expenses are separately disclosed as "unallocated" and adjusted only against the total income of the company. The company believes that it is not practical to provide segment disclosure relating to these costs and expenses, and accordingly these expenses are separately disclosed as unallocated and directly charged against total income. Fixed assets or liabilities contracted have not been identified to any reportable segments, as these are used interchangeably between segments. Accordingly no disclosure relating to total segment assets and liabilities are made.

Geographical segments are segregated based on the location of the customers, or in relation to which the revenue is otherwise recognized. All direct costs are identified to its respective verticals/geographies on the basis of revenues from the respective verticals/geographies while unallocable cost consists of depreciation only.

## **Industry segments**

Year ended March 31, 2013 and March 31, 2012

					(in ₹)
Particulars	FSI	MFG	RCL	ECS	Total
Revenues	260,92,65,274	12,73,863	20,36,007	14,62,252	261,40,37,396
	186,66,32,831	12,93,845	16,46,512	16,93,342	187,12,66,530
Identifiable operating expenses	121,28,40,765	1,01,000	1,99,247	23,33,739	121,54,74,751
	80,37,08,787	-	1,30,419	-	80,38,39,206
Allocated expenses	149,23,93,049	7,35,564	11,71,867	8,34,083	149,51,34,563
	124,77,12,553	8,65,018	11,35,043	12,26,634	125,09,39,248
Segmental operating profit	(9,59,68,540)	4,37,299	6,64,893	(17,05,570)	(9,65,71,918)
	(18,47,88,509)	4,28,827	3,81,050	4,66,708	(18,35,11,924)
Unallocable expenses					6,02,22,046
				_	5,09,82,903
Profit before other income					(15,67,93,964)
					(23,44,94,827)
Other income ,net					(21,89,111)
					(60,04,163)
Net profit/(loss) before tax					(15,89,83,075)
					(24,04,98,990)
Tax expense					-
					-
Loss for the period					(15,89,83,075)
					(24,04,98,990)

## Geographical segments

Year ended March 31, 2013 and March 31, 2012

Particulars	North America	Europe	Others	(in ₹) Total
Revenues	261,40,37,396	-	-	261,40,37,396
	186,02,63,131	1,10,03,399	-	187,12,66,530
Identifiable operating expenses	121,54,74,751	-	-	121,54,74,751
	80,38,39,206	-	-	80,38,39,206
Allocated expenses	149,51,34,563	-	-	149,51,34,563
	123,94,96,937	1,14,42,311	-	125,09,39,248
Segmental operating profit	(9,65,71,918)	-	-	(9,65,71,918)
	(18,30,73,012)	(4,38,912)	-	(18,35,11,924)
Unallocable expenses				6,02,22,046
				5,09,82,903
Profit before other income				(15,67,93,964)
				(23,44,94,827)
Other income ,net				(21,89,111)
				(60,04,163)
Net profit/(loss) before tax				(15,89,83,075)
				(24,04,98,990)
Tax expense				-
Loss for the period			—	- (15,89,83,075)
···· · · · · · ·				(24,04,98,990)

# 2.17 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS ACCOUNT

		(in <b>₹</b> )
Profit and Loss account for the	Year ended M	Iarch 31,
	2013	2012
Income from business process management services	261,40,37,396	187,12,66,530
Cost of revenue	238,00,86,819	181,74,91,508
GROSS PROFIT/(LOSS)	23,39,50,577	5,37,75,022
Selling and marketing expenses	13,23,72,440	9,16,32,114
General and administration expenses	19,81,50,055	14,56,54,832
	33,05,22,495	23,72,86,946
OPERATING LOSS BEFORE DEPRECIATION	(9,65,71,918)	(18,35,11,924)
Depreciation	6,02,22,046	5,09,82,903
OPERATING LOSS	(15,67,93,964)	(23,44,94,827)
Other income, net	(21,89,111)	(60,04,163)
PROFIT/LOSS BEFORE TAX	(15,89,83,075)	(24,04,98,990)
Tax expense:		
Current tax	-	-
PROFIT/LOSS FOR THE PERIOD	(15,89,83,075)	(24,04,98,990)

# То

# The Members of Portland Group Pty Limited

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Portland Group Pty Limited** ('the Company') as at 31<sup>st</sup>, March 2013, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

# Management's Responsibility for the Financial Statements:

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

# Auditor's Responsibility:

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

# **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> March 2013;
- 2) In the case of the statement of profit and loss, of the *Loss* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

# For SHENOY & KAMATH

Chartered accountants

# (M RATHNAKAR KAMATH)

*Partner*. Membership No. 202841 Firm's Registration. No. 006673s

Bangalore 12<sup>th</sup> April, 2013

# Portland Group Pty Limited

Balance Sheet as at		Note	As at Mar	rch 31,
			2013	2012
EQUITY AND LIABILITIES				
SHAREHOLDERS' FUNDS				
Share capital		2.1	17,86,70,669	17,86,70,669
Reserves and surplus		2.2	12,20,87,412	15,79,04,766
			30,07,58,081	33,65,75,435
NON-CURRENT LIABILITIES				
Other long-term liabilities		2.3	21,78,07,531	4,07,00,012
-			21,78,07,531	4,07,00,012
CURRENT LIABILITIES				
Trade payables			14,19,14,326	2,43,47,436
Other current liabilities		2.4	47,21,47,586	44,28,15,377
Short-term provisions		2.5	9,37,20,215	4,68,91,698
-			70,77,82,127	51,40,54,511
			122,63,47,739	89,13,29,958
ASSETS				
NON-CURRENT ASSETS				
Fixed assets				
Tangible assets		2.6	1,62,59,832	2,41,49,717
Intangible assets			-	-
Capital work-in-progress			3,97,826	-
			1,66,57,658	2,41,49,717
Non-current investments		2.7	34,80,95,947	34,80,95,947
Deferred tax assets, net			2,97,40,491	-
Long-term loans and advances		2.8	4,51,41,075	89,37,875
			42,29,77,513	35,70,33,822
CURRENT ASSETS				
Trade receivables		2.9	48,09,86,225	33,11,74,007
Cash and cash equivalents		2.10	22,98,28,835	13,95,11,500
Short term loans and advances		2.11	7,58,97,508	3,94,60,912
			78,67,12,568	51,01,46,419
			122,63,47,739	89,13,29,958
SIGNIFICANT ACCOUNTING POLICIES		1		
NOTES ON ACCOUNTS		2		
	D. Swaminathan	Gavin Sols	сy	Gautam Thakkar
	Chairman	CEO and M	Ianaging Director	Director

Dave Gardiner

Director

Jackie Korhonen

Director

Bangalore April 12, 2013 Abraham Mathews

Director

Profit and Loss Account for the	Note	Year ending M	arch 31,
		2013	2012
Revenues from business process management services		171,86,94,184	33,19,41,962
Other income	2.12	43,09,979	2,98,578
Total Revenue		172,30,04,163	33,22,40,540
Expenses			
Employee benefit expenses	2.13	136,57,14,061	23,19,32,177
Cost of technical sub-contractors	2.13	14,32,85,982	4,46,07,074
Travel expenses	2.13	8,59,69,631	60,87,059
Communication expenses	2.13	1,29,15,374	18,84,705
Professional charges	2.13	4,51,40,065	1,49,95,692
Office expenses	2.13	99,05,695	1,49,656
Power and fuel	2.13	12,66,530	-
Insurance charges	2.13	61,37,144	3,13,117
Rent	2.13	3,29,26,583	84,71,198
Depreciation and amortization expense	2.6	1,28,17,783	33,48,933
Other expenses	2.13	7,17,88,597	1,76,51,236
		178,78,67,445	32,94,40,847
PROFIT BEFORE TAX		(6,48,63,282)	27,99,693
Provision for taxation			
Current tax	2.14	3,57,51,404	1,54,58,338
Deferred tax	2.14	(6,51,12,919)	-
		(2,93,61,515)	1,54,58,338
LOSS FOR THE YEAR		(3,55,01,767)	(1,26,58,645)
SIGNIFICANT ACCOUNTING POLICIES	1		
NOTES ON ACCOUNTS	2		
	D. Swaminathan	Gavin Solsky	Gautam Thakkar
	Chairman	CEO and Managing Director	Director

D. Swaminathan	Gavin Solsky	Gautam Thakkar
Chairman	CEO and Managing Director	Director
Dave Gardiner	Jackie Korhonen	Abraham Mathews
Director	Director	Director

Bangalore April 12, 2013

#### Schedules to the financial statements for the year ended March 31, 2013

#### Significant accounting policies and notes on accounts

#### Company overview

Portland Group Pty Ltd is a strategic sourcing and category management services provider. Portland Group Pty Ltd is a wholly owned and controlled entity of Infosys BPO Limited. The company leverages the benefits of service delivery globalization, process redesign and technology and thus drives efficiency and cost effectiveness into client's business processes and thereby improve their competitive position by managing their business processes in addition to providing increased value.

#### 1 Significant accounting policies

## 1.1 Basis of preparation of financial statements

These financial statements are prepared under the historical cost convention, in accordance with Generally Accepted Accounting Principles in India ("GAAP") on accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises accounting standards as specified in rule 3 of the Companies (Accounting Standards) Rules 2006, and the relevant provisions of the Companies Act, 1956 to the extent applicable. Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

#### 1.2 Use of estimates

The preparation of the financial statements in conformity with GAAP requires that the management of the company makes estimates and assumptions that affect the reported amounts of income and expenses of the period, reported balances of assets and liabilities and disclosures relating to contingent assets and liabilities as of the date of the financial statements. Examples of such estimates includes computation of percentage of completion which requires the company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provision for doubtful debts, future obligations under employee retirement benefit plans, provision for income taxes, provision for SLA and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

#### 1.3 Revenue recognition

The company derives its revenues primarily from strategic sourcing and category management services, on time-and-material, fixed-price, fixedtime frame and unit-price basis. Revenue on time-and-material contracts is recognized as the related services are rendered and revenue from the end of the last billing to the balance sheet date is recognised as unbilled revenues. Revenue from fixed-price, fixed-time frame contracts, where there is no uncertainity as to measurement and collectibility of consideration, is recognized as per the percentage of completion method. When there is uncertainity as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Revenues from unitpriced contracts are recognized as transactions are processed based on objective measures of output. Cost and earnings in excess of billings are classified as unbilled revenue while billing in excess of cost and earnings is classified as deferred revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates. When the company receives advances for its services, such amounts are reflected as advance received from clients until all conditions for revenue recognition are met. The company presents revenues net of service taxes and value added taxes in its profit and loss account.

The company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount/incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount/incentive. Also when the level of discount varies with increase in levels of revenue transactions, the company recognizes the liability based on its estimate of the customer's future purchases if it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably. The company recognizes changes in the estimated amount of obligation for discount using cumulative catch-up approach. The discounts are passed on the customer either as direct payments or as a reduction of payments due from customer.

Profit on sale of investment is recorded on the transfer of title from the company and is determined as the difference between the sale price and the carrying value of the investment. Interest on deployment of surplus funds is recognised using time proportion method, based on underlying interest rates. Dividend income is recognized when the company's right to receive dividend is established.

#### 1.4 Expenditure

The cost of software user licenses purchased for rendering business process management services is charged to revenue when put to use. Lease under which the company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the profit and loss account over the lease term.

#### 1.5 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, after reducing accumulated depreciation and impairment upto the date of the balance sheet. Direct costs are capitalized until the assets are ready for use and include financing costs relating to any borrowing attributable to acquisition or construction of those fixed assets which necessarily take a substantial period of time to get ready for their intended use. Capital work-in-progress includes the cost of fixed assets that are not yet ready for their intended use before the balance sheet date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortisation and impairment. Goodwill on amalgamation is tested periodically for impairment.

#### 1.6 Depreciation

Depreciation on fixed assets is determined using the straight-line method based on useful lives of assets as estimated by the company. Depreciation for assets purchased/sold during the period is proportionately charged. Individual assets costing ₹5,000 or less are depreciated within a year of acquisition. Leasehold improvements are written off over the lower of the lease term or the useful life of the asset. Leasehold land is amortised over the lease period. Intangible assets are amortised over their useful life on a straight line basis commencing from the date the asset is available to the company for its use. Management estimates the useful lives for the various fixed assets as follows:

Computer equipment	Two years
Office equipment	Five years
Furniture and fixtures	Five years

#### 1.7 Foreign currency transactions

Revenue from overseas clients and collections deposited in bank accounts are recorded at the exchange rate as of the date of the respective transactions. Expenditure in foreign currency is accounted at the exchange rate prevalent when such expenditure is incurred. Disbursements made out of bank accounts are reported at a rate that approximates the actual monthly rate. Exchange differences are recorded when the amount actually received on sales or actually paid when expenditure is incurred is converted into Indian rupees. The exchange differences arising on foreign currency transactions are recognized as income or expense in the period in which they arise. Monetary assets and monetary liabilities denominated in foreign currency are translated at the exchange rate prevalent at the date of the balance sheet. The resulting difference is also recorded in the profit and loss account. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

#### 1.8 Income tax

Income taxes are computed using the tax effect accounting method, where taxes are accrued in the same period the related revenue and expenses arise. A provision is made for income tax for the period based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount being considered. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on prevailing enacted or substantively enacted regulations. Deferred tax assets in situation of unabsorbed depreciation and carry forward business losses exist, are recognised only to the extent that there is virtual certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business losses are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each balance sheet date. The income tax provision for the interim period is made based on the best estimate of the annual average tax rate expected to be applicable for the full fiscal year.

#### 1.9 Provisions and contingent liability

The company recognises a provision when there is a 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 present obligation that cannot be estimated reliably or a possible or present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation that the likelihood of outflow of resources is remote, no provision or disclosure is made. Provisions are made for all known losses and liabilities and future unforeseeable factors that may affect the profit on fixed-price business process management contracts.

Provisions for onerous contracts, i.e. contracts where the expected unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it, are recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle a present obligation as a result of an obligating event based on a reliable estimate of such obligation.

## 1.10 Impairment of assets

Management periodically assesses using, external and internal sources, whether there is an indication that an asset (including goodwill) may be impaired. An impairment loss is recognised wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use i.e. the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if there has been a change in the estimates used to determine the recoverable amount since the last impairment loss was recognized. The carrying amount of an 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 NOTES ON ACCOUNTS FOR THE YEAR ENDED MARCH 31, 2013

# 2.1 SHARE CAPITAL

2.1 SHARE CALITAL		(in ₹)	
Particulars	As at March 31,		
	2013	2012	
AUTHORISED			
Share Capital	17,86,70,669	17,86,70,669	
ISSUED, SUBSCRIBED AND PAID UP			
Share capital			
Equity shares			
17,45,00,000 equity shares fully paid up	17,86,70,669	17,86,70,669	
[Of the above, 17,45,00,000 equity shares are held by the holding company, Infosys BPO Limited]			
	17,86,70,669	17,86,70,669	
2.2 RESERVES AND SURPLUS			
		(in ₹)	
Particulars	As at March	31,	
	2013	2012	
Foreign currency translation reserve	23,357	3,38,944	
Balance in profit and loss account - opening	15,75,65,822	17,02,24,467	
Add: Profit/ (Loss) during the period	(3,55,01,767)	(1,26,58,645)	
Balance in profit and loss account - closing	12,20,64,055	15,75,65,822	
	12,20,87,412	15,79,04,766	

-

## 2.3 OTHER LONG TERM LIABILITIES

Particulars	As at March 3	(in ₹) 1,
	2013	2012
Accrued salaries and benefits		
Bonus and incentives	21,78,07,531	4,07,00,012
	21,78,07,531	4,07,00,012

## 2.4 OTHER CURRENT LIABILITIES

Particulars	As at March	(in ₹) <b>31,</b>
	2013	2012
Accrued salaries and benefits		
Bonus and incentives	7,27,63,321	7,42,34,423
For other liabilities		
Provision for expenses	1,21,62,426	1,92,19,293
Withholding and other taxes	3,07,12,601	1,62,71,359
	11,56,38,348	10,97,25,075
Advances received from clients	35,65,09,238	33,30,90,302
	47,21,47,586	44,28,15,377

## 2.5 SHORT TERM PROVISIONS

	As at March	31,
	2013	2012
Provision for employee benefits		
Unavailed leave	4,85,78,007	2,32,66,008
Others		
Provision for		
Income taxes	3,56,84,998	1,55,11,307
SLA compliance	94,57,210	81,14,383
	9,37,20,215	4,68,91,698

Provision for SLA compliance

The provision for service level agreement compliance is based on estimates made by the management for on going contracts. In accordance with paragraphs 66 and 67 of the Accounting Standard 29, the movement in provision for service level agreement is given below.

Particulars	(in As at March 31,			
	2013	2012		
Balance at the beginning of the period	81,14,383	-		
Additional provision made during the period	61,80,081	81,14,383		
Provisions used during the period	-	-		
Unused amount reversed during the period	48,37,254	-		
Balance at the end of the period	94,57,210	81,14,383		

Management believes that the aforesaid provision will be utilised within a year.

## 2.6 FIXED ASSETS

										(in ₹)
Particulars	rs Original cost Depreciation and amortization					Net book value				
	Cost as at	Additions	Deletions	Cost as at	As at	Charge for the	Deductions	As at	As at	As at
	April 01,	during the	during the	March 31,	April 01,	period	during the	March 31,	March 31,	March 31,
	2012	period	period	2013	2012		period	2013	2013	2012
Tangible Assets:										
Office equipment	25,90,844	1,82,157	-	27,73,001	2,20,864	8,29,748	(20,092)	10,70,704	17,02,297	23,69,980
Computer equipment	85,49,568	38,07,495	-	1,23,57,063	18,60,275	71,71,604	(1,54,470)	91,86,349	31,70,714	66,89,293
Furniture and fixtures	1,63,58,238	12,36,760	-	1,75,94,998	12,67,794	48,16,431	(1,23,952)	62,08,177	1,13,86,821	1,50,90,444
	2,74,98,650	52,26,412	-	3,27,25,062	33,48,933	1,28,17,783	(2,98,514)	1,64,65,230	1,62,59,832	2,41,49,717
Total	2,74,98,650	52,26,412	-	3,27,25,062	33,48,933	1,28,17,783	(2,98,514)	1,64,65,230	1,62,59,832	2,41,49,717
Previous period	-	2,74,98,650	-	2,74,98,650	-	33,48,933	-	33,48,933	2,41,49,717	-

## 2.7 NON CURRENT INVESTMENTS

		(in ₹)		
Particulars	As at March 31,			
	2013	2012		
Non current investments – at cost				
Trade (unquoted)				
Investments in equity of subsidiaries				
Portland Procurement Services Pty Limited	34,80,95,947	34,80,95,947		
	34,80,95,947	34,80,95,947		
2.8 LONG-TERM LOANS AND ADVANCES				
		(in ₹)		
	As at March	n 31,		
	2013	2012		
Advance Income tax	4,51,41,075	89,37,875		
	4,51,41,075	89,37,875		
2.9 TRADE RECEIVABLES				
		(in ₹)		
Particulars	As at March			
	2013	2012		
Other debts				
Unsecured				
Considered good	48,09,86,225	33,11,74,007		
	48,09,86,225	33,11,74,007		

#### Provision for doubtful debts

Periodically, the Company evaluates all customer dues to the Company for collectability. The need for provisions is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affec the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer as at the Balance Sheet date.

#### 2.10 CASH AND CASH EQUIVALENTS

		(in ₹)
Particulars	As at March	
	2013	2012
Cash on hand	-	-
Balances with bank		
In current and deposit accounts	22,98,28,835	13,95,11,500
	22,98,28,835	13,95,11,500

The details of balances with banks as at March 31, 2013 and 2012 are as follows:

		(in ₹)	
Balances with scheduled banks	As at March 31,		
	2013	2012	
In current accounts			
CITI Bank	10,06,34,625	-	
Bank of New Zealand	54,705	12,46,75,113	
	10,06,89,330	12,46,75,113	
In deposit account			
National Australia Bank (NAB)	7,25,09,505	1,48,36,387	
Australia and New Zealand Banking Group (ANZ)	5,66,30,000	-	
	12,91,39,505	1,48,36,387	
	22,98,28,835	13,95,11,500	

## 2.11 SHORT TERM LOANS AND ADVANCES:

Particulars	As at March	(in ₹) <b>31,</b>
	2013	2012
Unsecured, considered good		
Prepaid Expenses	41,81,729	19,43,913
Loans and advances to subsidiaries companies	6,90,92,904	3,75,16,999
	7,52,87,150	3,94,60,912
Interest Accrued but not due	6,10,358	-
	7,58,97,508	3,94,60,912

		(in ₹)
Particulars	Year ended March 3	1,
	2013	2012
Interest Income	32,71,595	-
Miscellaneous income	21,12,094	2,98,578
Exchange differences	(1,073,710)	-
	43,09,979	2,98,578

# 2.13 EXPENSES

Particulars	Year ended Ma	(in ₹)
	2013	2012
Employee benefit expenses	2015	2012
Salaries and bonus excluding overseas staff expenses	135,48,93,650	22,95,34,494
Staff welfare	1,08,20,411	23,97,683
Surf wohlde	136,57,14,061	23,19,32,177
Cost of technical sub-contractors		
Consultancy charges	14,32,85,982	4,46,07,074
	14,32,85,982	4,46,07,074
Travel expenses		1 - 1 - 1 -
Overseas travel expenses	8,59,69,631	60,87,059
	8,59,69,631	60,87,059
Communication expenses		
Communication expenses	1,29,15,374	18,84,705
	1,29,15,374	18,84,705
Professional Charges		
Legal and professional charges	3,15,19,150	(2,63,300)
Auditor's remuneration	-,,,	(_,,
audit fees	13,46,860	-
Recruitment and training expenses	1,22,74,055	1,52,58,992
or restriction of the second	4,51,40,065	1,49,95,692
Office expenses		
Printing and stationery	34,22,940	48,998
Office maintenance	64,82,755	1,00,658
	99,05,695	1,49,656
Power and fuel		, ,
Power and fuel	12,66,530	-
	12,66,530	-
Insurance		
Insurance	61,37,144	3,13,117
	61,37,144	3,13,117
Rent		`````````````````````````````````
Rent	3,29,26,583	84,71,198
	3,29,26,583	84,71,198
Other expenses		· · ·
Consumables	4,19,02,539	71,23,603
Brand building and advertisement	33,29,456	
Marketing expenses	23,09,500	2,82,160
Rates and taxes	2,00,04,649	86,63,852
Bank charges and commission	7,04,989	80,041
Postage and courier	3,75,575	1,00,228
Professional membership and seminar participation fees	23,31,787	-
Provision for doubtful debts	(122,491)	_
Other miscellaneous expenses	9,52,593	14,01,352
Start Insectations expenses	7,17,88,597	1,76,51,236

## 2.14 TAX EXPENSES

		(in ₹)
Particulars	Year ended Mar	rch 31,
	2013	2012
Income taxes		
Current tax	3,57,51,404	1,54,58,338
Deferred tax	(6,51,12,919)	-
	(2,93,61,515)	1,54,58,338

## 2.15 Quantitative details

The Company is primarily engaged in strategic sourcing and category management services. The sale of such services cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5(viii)(c) of general instructions for preparation of statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

## 2.16 Related party transactions

## List of related parties:

Name of the related party	Country	Holding as at	Holding as at	
	-	March 31, 2013	March 31, 2012	
Infosys BPO Limited	India	100%	100%	
Name of Ultimate Holding Company		Co	ountry	
Infosys Limited		Inc	lia	
Name of Fellow Subsidiaries		Co	ountry	
Infosys BPO s.r.o **	Czech Republic			
McCamish Systems LLC **	United States			
Infosys BPO Poland Sp.z.o.o **	nd Sp.z.o.o ** Poland		land	
Portland Procurement Services Pty Ltd ***		Australia		
Infosys Consulting India Limited*		Inc	India	
Infosys Technologies (Australia) Pty Limited	( "Infosys Australia")*	Australia		
Infosys Technologies S.de R.L.de C.V. ("Infosys Mexico")*		Me	Mexico	
nfosys Technologies (China) Co. Limited ("Infosys China") *		China		
Infosys Technologia Do Brasil LTDA ( " Info	sys Brazil")*	Brazil		
* Wholly owned subsidiaries of Infosys Limited				

\* Wholly owned subsidiaries of Infosys Limited

\*\* Wholly owned subsidiaries of Infosys BPO Limited.

\*\*\* Wholly owned subsidiaries of Portland Group Pty Ltd

The details of the related party transactions entered into by the Company, for the year ended March 31, 2013 and 2012 are as follows:

Particulars	Year ended March 31,		
	2013	2012	
Revenue transactions:			
Purchase of services			
Infosys BPO Ltd	4,98,46,876	-	
Purchase of shared services including facilities and personnel			
Portland Procurement Services Pty Ltd	2,03,835	-	
Sale of services			
Infosys BPO Limited	6,01,65,758	-	
Sale of shared services including facilities and personnel			
Portland Procurement Services Pty Ltd	3,02,81,183	1,15,51,015	

Details of amounts due to or due from related party as at March 31, 2013 and 2012:

		(in ₹)
Particulars	Year ended Mar	ch 31,
	2013	2012
Loans & advances given		
Portland Procurement Services Pty Ltd	1,68,75,004	2,59,65,959
Infosys BPO Limited	-	1,15,51,015
Loans & advances taken		
Portland Procurement Services Pty Ltd	35,65,09,238	33,91,14,158
Debtors		
Infosys BPO Limited	1,72,26,846	-
Portland Procurement Services Pty Ltd	5,22,17,900	-
Creditors		
Infosys BPO Limited	56,74,553	-
Portland Procurement Services Pty Ltd	13,02,99,514	60,23,861

## 2.17 Segment reporting

The company's operations primarily relate to providing business process management services to organizations that outsource their business processes. Accordingly, revenues represented along industry classes comprise the primary basis of segmental information set out in these financial statements. Secondary segmental reporting is performed on the basis of the geographical location of customers.

The accounting principles consistently used in the preparation of the financial statements are also consistently applied to record income in individual segments. These are set out in the note on significant accounting policies.

Industry segments at the company primarily comprise customers relating to financial services and insurance (FSI), manufacturing (MFG), enterprises in energy, utilities and telecommunication services (ECS) and retail, logistics, consumer product group, life sciences and health care enterprises (RCL). Revenue and identifiable operating expenses in relation to segments is categorized based on items that are individually identified to those segments while allocated expenditure is categorized in relation to the associated turnover of the segment. Expenses which form a significant component of total expenses are not specifically allocable to specific segments as the underlying services are used interchangeably. These expenses are separately disclosed as "unallocated" and adjusted only against the total income of the company. The company believes that it is not practical to provide segment disclosures relating to these costs and expenses, and accordingly these expenses are separately disclosed as unallocated and directly charged against total income. Fixed assets or liabilities contracted have not been identified to any reportable segments, as these are used interchangeably between segments. Accordingly no disclosure relating to total segment assets and liabilities are made.

Geographical segments are segregated based on the location of the customers, or in relation to which the revenue is otherwise recognized. All direct costs are identified to its respective verticals/geographies on the basis of revenues from the respective verticals/geographies while unallocable cost consists of depreciation only.

#### **Industry segments**

For the years ended March 31, 2013 and March 31, 2012 :

Particulars	FSI	MFG	RCL	ECS	Total
Revenues	16,59,43,289	30,53,40,133	102,03,38,006	22,70,72,756	171,86,94,184
	3,34,35,815	7,28,04,867	13,04,76,032	9,52,25,248	33,19,41,962
Identifiable operating expenses	6,94,20,527	13,84,19,484	67,08,19,932	21,17,34,569	109,03,94,512
	2,36,23,406	5,14,38,822	9,21,85,230	6,72,79,542	23,45,27,000
Allocated expenses	7,25,24,169	13,14,85,269	37,45,32,874	10,61,12,838	68,46,55,150
	92,23,141	2,00,82,943	3,59,91,312	2,62,67,518	9,15,64,914
Segmental operating profit	2,39,98,593	3,54,35,380	(2,50,14,800)	(9,07,74,651)	(5,63,55,478)
	5,89,268	12,83,102	22,99,490	16,78,188	58,50,048
Unallocable expenses					1,28,17,783
					33,48,933
Profit before other income					(6,91,73,261)
					25,01,115
Other income ,net					43,09,979
					2,98,578
Net profit/(loss) before tax					(6,48,63,282)
					27,99,693
Tax expense					(2,93,61,515)
					1,54,58,338
Loss for the period					(3,55,01,767)
					(1,26,58,645)

# **Geographical segments**

For the years ended March 31, 2013 and March 31, 2012 :

	North America	Europe	Others	Total
Revenues	-	6,86,782	171,80,07,402	171,86,94,184
	-	8,06,513	33,11,35,449	33,19,41,962
Identifiable operating expenses	-	-	109,03,94,512	109,03,94,512
	-	-	23,45,27,000	23,45,27,000
Allocated expenses	-	3,26,206	68,43,28,944	68,46,55,150
	-	2,22,474	9,13,42,440	9,15,64,914
Segmental operating profit	-	3,60,576	(5,67,16,054)	(5,63,55,478)
	-	5,84,039	52,66,009	58,50,048
Jnallocable expenses				1,28,17,783
				33,48,933
Profit before other income				(6,91,73,261)
				25,01,115
Other income ,net				43,09,979
				2,98,578
Net profit/(loss) before tax				(6,48,63,282)
				27,99,693
ax expense				(2,93,61,515)
				1,54,58,338
loss for the period				(3,55,01,767)
				(1,26,58,645)

# 2.18 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS ACCOUNT

Profit and Loss account	Year ended March 31,		
	2013	2012	
Income from software services and products	171,86,94,184	33,19,41,962	
Cost of revenue	153,63,42,595	31,69,17,772	
GROSS PROFIT	18,23,51,589	1,50,24,190	
Selling and marketing expenses	56,38,956	2,82,160	
General and administration expenses	23,30,68,111	88,91,982	
	23,87,07,067	91,74,142	
OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION	(5,63,55,478)	58,50,048	
Depreciation	1,28,17,783	33,48,933	
OPERATING PROFIT/(LOSS)	(6,91,73,261)	25,01,115	
Other income, net	43,09,979	2,98,578	
PROFIT/(LOSS) BEFORE TAX	(6,48,63,282)	27,99,693	
Tax expense:			
Current tax	(293,61,515)	1,54,58,338	
LOSS FOR THE PERIOD	(3,55,01,767)	(1,26,58,645)	

# То

# The Members of Portland Procurement Services Pty Limited

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Portland Procurement Services Pty Limited** ('the Company') as at 31<sup>st</sup>, March 2013, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

# Management's Responsibility for the Financial Statements:

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

# Auditor`s Responsibility:

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

# **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> March 2013;
- 2) In the case of the statement of profit and loss, of the *profit* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

# For SHENOY & KAMATH

Chartered accountants

# (M RATHNAKAR KAMATH)

*Partner*. Membership No. 202841 Firm's Registration. No. 006673s

Bangalore 12<sup>th</sup> April, 2013

# Portland Procurement Services Pty Limited

Balance Sheet as at		Note	March 31, 2013	March 31,2012
EQUITY AND LIABILITIES			,	,
SHAREHOLDERS' FUNDS				
Share capital		2.1	16,73,74,718	16,73,74,718
Reserves and surplus		2.2	25,06,03,554	18,44,46,039
			41,79,78,272	35,18,20,757
CURRENT LIABILITIES				
Trade payables		2.3	7,48,69,900	1,02,47,133
Other current liabilities		2.4	1,71,46,941	7,17,26,172
Short-term provisions		2.5	-	3,69,03,508
			9,20,16,841	11,88,76,813
			50,99,95,113	47,06,97,570
ASSETS				
CURRENT ASSETS				
Trade receivables		2.6	-	9,51,08,529
Cash and cash equivalents		2.7	41,453	3,58,37,530
Short term loans and advances		2.8	50,99,53,660	33,97,51,511
			50,99,95,113	47,06,97,570
			50,99,95,113	47,06,97,570
SIGNIFICANT ACCOUNTING POLICIES		1		
NOTES ON ACCOUNTS		2		
	D. Swaminathan	Gavin Sol.	sky	Gautam Thakkar
	Chairman	CEO and	Managing Director	Director
	Dave Gardiner	Jackie Ko	rhonen	Abraham Mathews
	Director	Director		Director

Bangalore April 12, 2013

			(in ₹)		
Profit and Loss Account for the	Note	Year ended March 31,		Note Year ended March 31	larch 31,
		2013	2012		
Revenues from business process management services		9,56,94,918	11,20,79,161		
Other income	2.9	5,95,506	2,57,358		
Total Revenue		9,62,90,424	11,23,36,519		
Expenses					
Employee benefit expenses	2.10	7,02,49,082	9,27,80,088		
Cost of technical sub-contractors	2.10	(1,64,190)	4,74,750		
Travel expenses	2.10	(6,54,452)	41,15,666		
Cost of software packages	2.10	1,14,714	3,31,691		
Communication expenses	2.10	38,463	98,819		
Office expenses	2.10	1,91,198	-		
Power and fuel	2.10	1,45,849	2,06,233		
Other expenses	2.10	55,19,093	74,11,470		
		7,54,39,757	10,54,18,717		
PROFIT BEFORE TAX		2,08,50,667	69,17,802		
Provision for taxation					
Current tax	2.11	(2,07,68,021)	24,31,921		
		(2,07,68,021)	24,31,921		
NET PROFIT AFTER TAX		4,16,18,688	44,85,881		
SIGNIFICANT ACCOUNTING POLICIES	1				
NOTES ON ACCOUNTS	2				

D. Swaminathan	Gavin Solsky	Gautam Thakkar
Chairman	CEO and Managing Director	Director
Dave Gardiner	Jackie Korhonen	Abraham Mathews
Director	Director	Director

Bangalore April 12, 2013

#### Schedules to the financial statements for the quarter and year ended March 31, 2013

#### Significant accounting policies and notes on accounts

Company overview

Portland Procurement Services Pty Ltd is a strategic sourcing and category management services provider. Portland Procurement Services Pty Ltd is a wholly owned and controlled subsidiary of Portland Group Pty Ltd. The company leverages the benefits of service delivery globalization, process redesign and technology and thus drives efficiency and cost effectiveness into client's business processes and thereby improve their competitive position by managing their business processes in addition to providing increased value.

1 Significant accounting policies

#### 1.1 Basis of preparation of financial statements

These financial statements are prepared under the historical cost convention, in accordance with Generally Accepted Accounting Principles in India ("GAAP") on accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises accounting standards as specified in rule 3 of the Companies (Accounting Standards) Rules 2006, and the relevant provisions of the Companies Act, 1956 to the extent applicable. Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

#### 1.2 Use of estimates

The preparation of the financial statements in conformity with GAAP requires that the management of the company makes estimates and assumptions that affect the reported amounts of income and expenses of the period, reported balances of assets and liabilities and disclosures relating to contingent assets and liabilities as of the date of the financial statements. Examples of such estimates includes computation of percentage of completion which requires the company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provision for doubtful debts, future obligations under employee retirement benefit plans, provision for income taxes, provision for SLA and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

#### 1.3 Revenue recognition

The company derives its revenues primarily from strategic sourcing and category management services, on time-and-material, fixed-price, fixed-time frame and unit-price basis. Revenue on time-and-material contracts is recognized as the related services are rendered and revenue from the end of the last billing to the balance sheet date is recognised as unbilled revenues. Revenue from fixed-price, fixed-time frame contracts, where there is no uncertainity as to measurement and collectibility of consideration, is recognized as per the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Revenues from unit-priced contracts are recognized as transactions are processed based on objective measures of output. Cost and earnings in excess of billings are classified as unbilled revenue while billing in excess of cost and earnings is classified as deferred revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates. When the company receives advances for its services, such amounts are reflected as advance received from clients until all conditions for revenue recognition are met. The company presents revenues net of service taxes and value added taxes in its profit and loss account.

The company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount/incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount/incentive. Also when the level of discount varies with increase in levels of revenue transactions, the company recognizes the liability based on its estimate of the customer's future purchases if it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably. The company recognizes changes in the estimated amount of obligation for discount using cumulative catch-up approach. The discounts are passed on the customer either as direct payments or as a reduction of payments due from customer.

Profit on sale of investment is recorded on the transfer of title from the company and is determined as the difference between the sale price and the carrying value of the investment. Interest on deployment of surplus funds is recognised using time proportion method, based on underlying interest rates. Dividend income is recognized when the company's right to receive dividend is established.

#### 1.4 Expenditure

The cost of software user licenses purchased for rendering business process management services is charged to revenue when put to use. Lease under which the company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the profit and loss account over the lease term.

#### 1.5 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, after reducing accumulated depreciation and impairment upto the date of the balance sheet. Direct costs are capitalized until the assets are ready for use and include financing costs relating to any borrowing attributable to acquisition or construction of those fixed assets which necessarily take a substantial period of time to get ready for their intended use. Capital work-in-progress includes the cost of fixed assets that are not yet ready for their intended use before the balance sheet date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortisation and impairment. Goodwill on amalgamation is tested periodically for impairment.

#### 1.6 Depreciation

Depreciation on fixed assets is determined using the straight-line method based on useful lives of assets as estimated by the company. Depreciation for assets purchased/sold during the period is proportionately charged. Individual assets costing ₹5,000 or less are depreciated within a year of acquisition. Leasehold improvements are written off over the lower of the lease term or the useful life of the asset. Leasehold land is amortised over the lease period. Intangible assets are amortised over their useful life on a straight line basis commencing from the date the asset is available to the company for its use. Management estimates the useful lives for the various fixed assets as follows:

Computer equipment	Two years
Office equipment	Five years
Furniture and fixtures	Five years

#### 1.7 Foreign currency transactions

Revenue from overseas clients and collections deposited in bank accounts are recorded at the exchange rate as of the date of the respective transactions. Expenditure in foreign currency is accounted at the exchange rate prevalent when such expenditure is incurred. Disbursements made out of bank accounts are reported at a rate that approximates the actual monthly rate. Exchange differences are recorded when the amount actually received on sales or actually paid when expenditure is incurred is converted into Indian rupees. The exchange differences arising on foreign currency transactions are recognized as income or expense in the period in which they arise. Monetary assets and monetary liabilities denominated in foreign currency are translated at the exchange rate prevalent at the date of the balance sheet. The resulting difference is also recorded in the profit and loss account. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

#### 1.8 Income tax

Income taxes are computed using the tax effect accounting method, where taxes are accrued in the same period the related revenue and expenses arise. A provision is made for income tax for the period based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount being considered. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on prevailing enacted or substantively enacted regulations. Deferred tax assets in situation of unabsorbed depreciation and carry forward business losses exist, are recognised only to the extent that there is virtual certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business losses are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each balance sheet date. The income tax provision for the interim period is made based on the best estimate of the annual average tax rate expected to be applicable for the full fiscal year.

#### 1.9 Provisions and contingent liability

The company recognises a provision when there is a 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 present obligation that cannot be estimated reliably or a possible or present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation that the likelihood of outflow of resources is remote, no provision or disclosure is made. Provisions are made for all known losses and liabilities and future unforeseeable factors that may affect the profit on fixed-price business process management contracts.

Provisions for onerous contracts, i.e. contracts where the expected unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it, are recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle a present obligation as a result of an obligating event based on a reliable estimate of such obligation.

#### 1.10 Impairment of assets

Management periodically assesses using, external and internal sources, whether there is an indication that an asset (including goodwill) may be impaired. An impairment loss is recognised wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use i.e. the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if there has been a change in the estimates used to determine the recoverable amount since the last impairment loss was recognized. The carrying amount of an 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.

#### 1.11 Earnings per share

In determining earnings per share, the company considers the net profit after tax. The number of shares used in computing basic earnings per share is the weighted average number of shares outstanding during the year. Diluted earnings per share are computed using the weighted average number of basic and dilutive common equivalent shares outstanding during the year, except where the result would be anti-dilutive. Dilutive potential equity shares are deemed converted as of the beginning of the period, unless they have been issued at a later date.

## 1.12 Employee Benefits

#### Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by an actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognised in the period in which the absences occur.

# 2 NOTES ON ACCOUNTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2013

## 2.1 SHARE CAPITAL

Particulars	As at March 31,	
	2013	2012
AUTHORISED		
Share capital	16,73,74,718	16,73,74,718
ISSUED, SUBSCRIBED AND PAID UP		
Share capital	16,73,74,718	16,73,74,718
	16,73,74,718	16,73,74,718

# 2.2 RESERVES AND SURPLUS

		(in ₹)	
Particulars	As at March 31,		
	2013	2012	
Foreign currency translation reserve	2,57,83,664	12,44,837	
Balance in profit and loss account - opening	18,32,01,202	17,87,15,321	
Add: Profit During the period	4,16,18,688	44,85,881	
Balance in profit and loss account - closing	22,48,19,890	18,32,01,202	
	25,06,03,554	18,44,46,039	

# 2.3 TRADE PAYABLES

		(in ₹)
Particulars	As at March 31,	
	2013	2012
Trade payables	7,48,69,900	1,02,47,133
	7,48,69,900	1,02,47,133

# 2.4 OTHER CURRENT LIABILITIES

Particulars	As at March	31,
	2013	2012
Accrued salaries and benefits		
Salaries	-	58,13,486
Bonus and incentives	-	3,85,92,766
For other liabilities		
Provision for expenses	-	35,89,626
Withholding and other taxes	(2,71,937)	78,84,437
	(2,71,937)	5,58,80,315
Advances received from clients	1,68,75,004	1,57,66,492
Unearned revenue	-	79,365
	1,71,46,941	7,17,26,172

# 2.5 SHORT TERM PROVISIONS

	As at March	(in ₹) As at March 31,	
	2013	2012	
Provision for employee benefits			
Unavailed leave	-	1,77,28,289	
Others			
Provision for			
Income taxes	-	1,91,75,219	
	-	3,69,03,508	

## 2.6 TRADE RECEIVABLES

	(in ₹
Particulars	As at March 31,
	2013 201
Other debts	
Unsecured	
Considered good	- 9,51,08,52
	- 9.51.08.52

#### Provision for doubtful debts

Prepaid Expenses

Unbilled Revenue

Periodically, the Company evaluates all customer dues to the Company for collectability. The need for provisions is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer as at the Balance Sheet date.

## 2.7 CASH AND CASH EQUIVALENTS

		(in ₹)	
Particulars	As at March 31,		
	2013	2012	
Cash on hand	-	-	
Balances with bank			
In current and deposit accounts	41,453	3,58,37,530	
	41,453	3,58,37,530	
The details of balances with banks as at March 31, 2013 and 2012 are as follows:			
		(in ₹)	
Balances with scheduled banks	As at March 31,		
	2013	2012	
In current accounts			
Commonwealth bank	41,453	3,58,37,530	
	41,453	3,58,37,530	
2.8 SHORT TERM LOANS AND ADVANCES:			
		(in ₹)	
Particulars	As at March 31,	n 31,	
	2013	2012	
Unsecured, considered good			
Loans and advances to group companies	50,94,60,696	33,91,14,158	

4,91,216

1,46,137

33,96,05,374

33,97,51,511

50,99,53,660

50,99,53,660

# 2.9 OTHER INCOME

		(in ₹)	
Particulars	Year ended March 31,		
	2013	2012	
Interest Income	6,06,728	-	
Miscellaneous income	(11,222)	2,57,358	
	5,95,506	2,57,358	

## 2.10 EXPENSES

		(in ₹)	
Particulars	Year ended March 31,		
	2013	2012	
Employee benefit expenses			
Salaries and bonus excluding overseas staff expenses	7,02,61,461	9,24,85,868	
Staff welfare	(12,379)	2,94,220	
	7,02,49,082	9,27,80,088	
Cost of technical sub-contractors			
Consultancy charges	(1,64,190)	4,74,750	
	(1,64,190)	4,74,750	
Travel expenses			
Overseas travel expenses	(6,54,452)	41,15,666	
1	(6,54,452)	41,15,666	
Cost of software for own use			
Cost of software for own use	1,14,714	3,31,691	
	1,14,714	3,31,691	
Communication expenses			
Communication expenses	38,463	98,819	
······································	38,463	98,819	
Office expenses			
Office maintenance	1,91,198	-	
	1,91,198		
Power and fuel			
Power and fuel	1,45,849	2,06,233	
	1,45,849	2,06,233	
Other expenses	1,10,017	2,00,233	
Consumables	3,79,335	48,151	
		,	
Marketing expenses	(8,402)	1,16,295	
Rates and taxes	51,07,164	50,34,300	
Bank charges and commission	26,400	8,178	
Postage and courier	-	16,693	
Professional membership and seminar participation fees	14,596	-	
Other miscellaneous expenses	-	21,87,853	
	55,19,093	74,11,470	

# 2.11 TAX EXPENSES

Particulars	Year ended Mar	(in ₹) <b>ch 31,</b>
	2013	2012
Current tax		
Income taxes	(2,07,68,021)	24,31,921
	(2,07,68,021)	24,31,921

#### 2.12 Quantitative details

The Company is primarily engaged in strategic sourcing and category management services. The sale of such services cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5(viii)(c) of general instructions for preparation of statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

## 2.13 Related party transactions

#### List of related parties:

Name of the related party	Country	Holding as at	Holding as at
	_	March 31, 2013	March 31, 2012
Portland Group Pty Ltd#	Australia	100%	100%
Name of Ultimate Holding Company		Country	
Infosys Limited		India	
Name of Fellow Subsidiaries		Cou	ntry
Infosys BPO s.r.o **		Czech Republic	
McCamish Systems LLC **		United States	
Infosys BPO Poland Sp.z.o.o **		Poland	
Infosys BPO Limited *		India	
Infosys Consulting India Limited*		India	
Infosys Technologies (Australia) Pty Limited ("Infosys Australia")*		Australia	
Infosys Technologies S.de R.L.de C.V. ("Infosys Mexico")*		Mexico	
nfosys Technologies (China) Co. Limited ("Infosys China") *		China	
nfosys Technologia Do Brasil LTDA ( "Infosys Brazil")* Brazil		til	

\* Wholly owned subsidiaries of Infosys Limited

\*\* Wholly owned subsidiaries of Infosys BPO Limited

# Portland Group Pty Ltd is wholly owned subsidary of Infosys BPO Limited

The details of the related party transactions entered into by the Company, for the year ended March 31, 2013 and 2012 are as follows:

		(in ₹)
Particulars	Year ended March 31,	
	2013	2012
Purchase of shared services including facilities and personnel		
Portland Group Pty Ltd	-	-
Sale of shared services including facilities and personnel		
Portland Group Pty Ltd	-	-
Particulars	As at March 3	(in ₹) 31,
	2013	2012
Loans & advances given		
Portland Group Pty Ltd	37,91,61,182	33,91,14,158
Loans & advances taken		
Portland Group Pty Ltd	1,68,75,004	1,57,66,492
Debtors		
Portland Group Pty Ltd	13,02,99,514	-
Creditors		

· -

## 2.14 Segment reporting

The company's operations primarily relate to providing business process management services to organizations that outsource their business processes. Accordingly, revenues represented along industry classes comprise the primary basis of segmental information set out in these financial statements. Secondary segmental reporting is performed on the basis of the geographical location of customers.

The accounting principles consistently used in the preparation of the financial statements are also consistently applied to record income in individual segments. These are set out in the note on significant accounting policies.

Industry segments at the company primarily comprise customers relating to financial services and insurance (FSI), manufacturing (MFG), enterprises in energy, utilities and telecommunication services (ECS) and retail, logistics, consumer product group, life sciences and health care enterprises (RCL). Revenue and identifiable operating expenses in relation to segments is categorized based on items that are individually identified to those segments while allocated expenditure is categorized in relation to the associated turnover of the segment. Expenses which form a significant component of total expenses are not specifically allocable to specific segments as the underlying services are used interchangeably. These expenses are separately disclosed as "unallocated" and adjusted only against the total income of the company. The company believes that it is not practical to provide segment disclosures relating to these costs and expenses, and accordingly these expenses are separately disclosed as unallocated and directly charged against total income. Fixed assets or liabilities contracted have not been identified to any reportable segments, as these are used interchangeably between segments. Accordingly no disclosure relating to total segment assets and liabilities are made.

Geographical segments are segregated based on the location of the customers, or in relation to which the revenue is otherwise recognized. All direct costs are identified to its respective verticals/geographies on the basis of revenues from the respective verticals/geographies while unallocable cost consists of depreciation only.

#### **Industry segments**

For the years ended March 31, 2013 and March 31, 2012 :

Particulars	FSI	MFG	RCL	ECS	Total
Revenues	-	20,23,868	3,56,83,439	5,79,87,611	9,56,94,918
	52,46,589	87,31,674	3,47,71,255	6,33,29,643	11,20,79,161
Identifiable operating expenses	-	-	(72,24,830)	4,78,17,707	4,05,92,877
	-	-	9,68,45,305	-	9,68,45,305
Allocated expenses	-	(7,53,187)	3,21,84,430	34,15,637	3,48,46,880
	4,01,330	6,67,917	26,59,778	48,44,387	85,73,412
Segmental operating profit	-	27,77,055	1,07,23,839	67,54,267	2,02,55,161
	48,45,259	80,63,757	(6,47,33,828)	5,84,85,256	66,60,444
Jnallocable expenses					-
Profit before other income					2,02,55,161
					66,60,444
Other income ,net					5,95,506
					2,57,358
Net profit before tax					2,08,50,667
					69,17,802
Fax expense					(2,07,68,021)
					24,31,921
Profit for the period					4,16,18,688
					44,85,881

## **Geographical segments**

For the years ended March 31, 2013 and March 31, 2012 :

Particulars	North America	Europe	Others	Total
Revenues	-	-	9,56,94,918	9,56,94,918
	-	-	11,20,79,161	11,20,79,161
Identifiable operating expenses	-	-	4,05,92,902	4,05,92,902
	-	-	9,68,45,305	9,68,45,305
Allocated expenses	-	-	3,48,46,855	3,48,46,855
		-	85,73,412	85,73,412
Segmental operating profit	-	-	2,02,55,161	2,02,55,161
	-	-	66,60,444	66,60,444
Unallocable expenses				-
Profit before other income				2,02,55,161
				66,60,444
Other income ,net				5,95,506
				2,57,358
Net profit before tax				2,08,50,667
				69,17,802
Tax expense				(2,07,68,021)
				24,31,921
Profit for the period				4,16,18,688
				44,85,881

# 2.15 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS ACCOUNT

		(in ₹)	
Profit and Loss account	Year ended March 31,		
	2013	2012	
Income from software services and products	9,56,94,918	11,20,79,161	
Cost of revenue	6,93,21,370	10,00,37,018	
GROSS PROFIT	2,63,73,548	1,20,42,143	
Selling and marketing expenses	(8,402)	1,16,295	
General and administration expenses	61,26,789	52,65,404	
	61,18,387	53,81,699	
OPERATING PROFIT BEFORE DEPRECIATION	2,02,55,161	66,60,444	
Depreciation	-	-	
OPERATING PROFIT	2,02,55,161	66,60,444	
Other income, net	5,95,506	2,57,358	
PROFIT BEFORE TAX	2,08,50,667	69,17,802	
Tax expense:			
Current tax	(2,07,68,021)	24,31,921	
PROFIT FOR THE PERIOD	4,16,18,688	44,85,881	