WNS (HOLDINGS) LTD Form 6-K October 17, 2012 Table of Contents

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# Form 6-K

**Report of Foreign Private Issuer** 

Pursuant to Rule 13a-16 or 15d-16 of

the Securities Exchange Act of 1934

For the quarter ended September 30, 2012

Commission File Number 001 32945

# WNS (HOLDINGS) LIMITED

(Exact name of registrant as specified in the charter)

Not Applicable

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(Translation of Registrant s name into English)

Jersey, Channel Islands

(Jurisdiction of incorporation or organization)

Gate 4, Godrej & Boyce Complex

Pirojshanagar, Vikhroli (W)

Mumbai 400 079, India

+91-22 - 4095-2100

(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

Form 20-F x Form 40-F "

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1): "

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7): "

Indicate by check mark whether the Registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes " No x

If Yes is marked, indicate below the file number assigned to registrant in connection with Rule 12g3-2(b): Not applicable.

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WNS (Holdings) Limited is incorporating by reference the information and exhibits set forth in this Form 6-K into its registration statements on Form S-8 (Registration No: 333-136168), Form S-8 (File No. 333-157356), Form S-8 (File No. 333-176849), and Form F-3 (File No. 333-177250).

#### CONVENTIONS USED IN THIS REPORT

In this report, references to US are to the United States of America, its territories and its possessions. References to UK are to the United Kingdom. References to India are to the Republic of India. References to \$\\$ or dollars or US dollars are to the legal currency of the US, references to or rupees or Indian rupees are to the legal currency of India, references to pound sterling or £ are to the legal currency of the references to the Euro are to the legal currency of the European Monetary Union and references to pence are to the legal currency of Jersey, Channel Islands. Our financial statements are presented in US dollars and prepared in accordance with International Financial Reporting Standards and its interpretations, or IFRS, as issued by the International Accounting Standards Board, or the IASB, as in effect as at September 30, 2012. To the extent IASB issues any amendments or any new standards subsequent to September 30, 2012, there may be differences between IFRS applied to prepare the financial statements included in this report and those that will be applied in our annual financial statements for the year ending March 31, 2013.

References to a particular fiscal year are to our fiscal year ended March 31 of that calendar year. Any discrepancies in any table between totals and sums of the amounts listed are due to rounding.

In this report, unless otherwise specified or the context requires, the term WNS refers to WNS (Holdings) Limited, a public company incorporated under the laws of Jersey, Channel Islands, and the terms our company, the Company, we, our and us refer to WNS (Holdings) Limited and its subsidiaries.

We also refer in various places within this report to revenue less repair payments, which is a non-GAAP financial measure that is calculated as (a) revenue less (b) in our auto claims business, payments to repair centers (1) for fault repair cases where we act as the principal in our dealings with the third party repair centers and our clients and (2) for non fault repair cases with respect to one client (whose contract with us has been terminated with effect from April 18, 2012) as more fully explained in Management s Discussion and Analysis of Financial Condition and Results of Operations. This non-GAAP financial information is not meant to be considered in isolation or as a substitute for our financial results prepared in accordance with IFRS. Unless otherwise indicated, references to GAAP in this report are to IFRS, as issued by IASB.

#### SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS

This report contains forward-looking statements that are based on our current expectations, assumptions, estimates and projections about our company and our industry. The forward-looking statements are subject to various risks and uncertainties. Generally, these forward-looking statements can be identified by the use of forward-looking terminology such as anticipate, believe, estimate, expect, intend, will, should and similar expressions. Those statements include, among other things, the discussions of our business strategy and expectations concerning our market position, future operations, margins, profitability, liquidity and capital resources, tax assessment orders and future capital expenditures. We caution you that reliance on any forward-looking statement inherently involves risks and uncertainties, and that although we believe that the assumptions on which our forward-looking statements are based are reasonable, any of those assumptions could prove to be inaccurate and as a result, the forward-looking statements based on those assumptions could be materially incorrect. These risks and uncertainties include but are not limited to:

worldwide economic and business conditions;

political or economic instability in the jurisdictions where we have operations;

regulatory, legislative and judicial developments;

our ability to attract and retain clients;

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telecommunications or technology disruptions;

future regulatory actions and conditions in our operating areas;

our dependence on a limited number of clients in a limited number of industries;

our ability to expand our business or effectively manage growth;

our ability to hire and retain enough sufficiently trained employees to support our operations;

negative public reaction in the US or the UK to offshore outsourcing;

the effects of our different pricing strategies or those of our competitors;

increasing competition in the business process outsourcing industry;

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our ability to successfully grow our revenue, expand our service offerings and market share and achieve accretive benefits from our acquisition of (1) Fusion Outsourcing Services (Proprietary) Limited, or Fusion or (2) Aviva Global Services Singapore Pte. Ltd., or Aviva Global (which we have renamed as WNS Customer Solutions (Singapore) Private Limited, or WNS Global Singapore, following our acquisition) and our master services agreement with Aviva Global Services (Management Services) Private Limited, or Aviva MS;

our ability to successfully consummate and integrate strategic acquisitions; and

volatility of our ADS price.

These and other factors are more fully discussed in our other filings with the Securities and Exchange Commission, or the SEC, including in Risk Factors, Management s Discussion and Analysis of Financial Condition and Results of Operations and elsewhere in our annual report on Form 20-F for our fiscal year ended March 31, 2012. In light of these and other uncertainties, you should not conclude that we will necessarily achieve any plans, objectives or projected financial results referred to in any of the forward-looking statements. Except as required by law, we do not undertake to release revisions of any of these forward-looking statements to reflect future events or circumstances.

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#### Part I FINANCIAL INFORMATION

#### WNS (HOLDINGS) LIMITED

#### CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(Amounts in thousands, except share and per share data)

	Notes	_	As at mber 30, 2012 Jnaudited)	Mar	As at ech 31, 2012
ASSETS		Ì	ŕ		
Current assets:					
Cash and cash equivalents	5	\$	32,849	\$	46,725
Marketable securities	6		27,434		26,384
Trade receivables, net	7		69,315		66,421
Unbilled revenue			33,988		35,878
Funds held for clients			21,103		20,706
Current tax assets			3,964		3,860
Derivative assets	13		7,923		3,724
Prepayments and other current assets	8		24,006		21,925
Total current assets			220,582		225,623
Non-current assets:					
Investments			2		2
Goodwill	9		90,861		86,695
Intangible assets	10		105,831		115,141
Property and equipment, net	11		49,458		45,418
Derivative assets	13		3,077		1,550
Deferred tax assets			44,028		43,712
Other non-current assets	8		6,806		6,880
Total non-current assets			300,063		299,398
TOTAL ASSETS		\$	520,645	\$	525,021
LIABILITIES AND EQUITY					
Current liabilities:					
Trade payables		\$	33,704	\$	47,304
Provisions and accrued expenses	15		35,745		31,854
Derivative liabilities	13		6,465		9,849
Pension and other employee obligations	14		28,056		29,027
Short term line of credit	12		31,019		23,965
Current portion of long term debt	12		4,084		26,031
Deferred revenue	16		6,119		6,180
Current taxes payable			9,620		8,183
Other liabilities	17		17,937		5,208
Total current liabilities			172,749		187,601
Non-current liabilities:					
Derivative liabilities	13		761		1,210
Pension and other employee obligations	14		4,601		4,565

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Long term debt         12         40,342         36,674           Deferred revenue         16         3,853         4,072           Other non-current liabilities         17         2,948         2,675           Deferred tax liabilities         3,778         4,097           Total non-current liabilities         56,283         53,293           TOTAL LIABILITIES         229,032         240,894           Shareholders equity:         Share capital (ordinary shares \$0.16 (10 pence) par value, authorized 60,000,000         40,894           Share capital (ordinary shares \$0.16 (10 pence) par value, authorized 60,000,000         40,894           March 31, 2012, respectively)         18         7,882         7,842           Share premium         266,560         263,529           Retained earnings         66,281         59,122           Other components of equity         (49,110)         (46,366)           Total shareholders equity         291,613         284,127           TOTAL LIABILITIES AND EQUITY         \$ 520,645         \$ 525,021				
Other non-current liabilities         17         2,948         2,675           Deferred tax liabilities         3,778         4,097           Total non-current liabilities         56,283         53,293           TOTAL LIABILITIES         229,032         240,894           Shareholders equity:         Share capital (ordinary shares \$0.16 (10 pence) par value, authorized 60,000,000         50,335,337 and 50,078,881 shares each as at September 30, 2012 and March 31, 2012, respectively)         18         7,882         7,842           Share premium         266,560         263,529           Retained earnings         66,281         59,122           Other components of equity         (49,110)         (46,366)           Total shareholders equity         291,613         284,127	Long term debt	12	40,342	36,674
Deferred tax liabilities         3,778         4,097           Total non-current liabilities         56,283         53,293           TOTAL LIABILITIES         229,032         240,894           Shareholders equity:         Share capital (ordinary shares \$0.16 (10 pence) par value, authorized 60,000,000 shares; issued: 50,335,337 and 50,078,881 shares each as at September 30, 2012 and         7,882         7,842           Share premium         266,560         263,529           Retained earnings         66,281         59,122           Other components of equity         (49,110)         (46,366)           Total shareholders equity         291,613         284,127	Deferred revenue	16	3,853	4,072
Total non-current liabilities         56,283         53,293           TOTAL LIABILITIES         229,032         240,894           Shareholders equity:         Share capital (ordinary shares \$0.16 (10 pence) par value, authorized 60,000,000 shares; issued: 50,335,337 and 50,078,881 shares each as at September 30, 2012 and March 31, 2012, respectively)         18         7,882         7,842           Share premium         266,560         263,529           Retained earnings         66,281         59,122           Other components of equity         (49,110)         (46,366)           Total shareholders equity         291,613         284,127	Other non-current liabilities	17	2,948	2,675
TOTAL LIABILITIES       229,032       240,894         Share holders equity:         Share capital (ordinary shares \$0.16 (10 pence) par value, authorized 60,000,000 shares; issued: 50,335,337 and 50,078,881 shares each as at September 30, 2012 and         March 31, 2012, respectively)       18       7,882       7,842         Share premium       266,560       263,529         Retained earnings       66,281       59,122         Other components of equity       (49,110)       (46,366)         Total shareholders equity       291,613       284,127	Deferred tax liabilities		3,778	4,097
TOTAL LIABILITIES       229,032       240,894         Share holders equity:         Share capital (ordinary shares \$0.16 (10 pence) par value, authorized 60,000,000 shares; issued: 50,335,337 and 50,078,881 shares each as at September 30, 2012 and         March 31, 2012, respectively)       18       7,882       7,842         Share premium       266,560       263,529         Retained earnings       66,281       59,122         Other components of equity       (49,110)       (46,366)         Total shareholders equity       291,613       284,127				
Shareholders equity:         Share capital (ordinary shares \$0.16 (10 pence) par value, authorized 60,000,000         shares; issued: 50,335,337 and 50,078,881 shares each as at September 30, 2012 and         March 31, 2012, respectively)       18       7,882       7,842         Share premium       266,560       263,529         Retained earnings       66,281       59,122         Other components of equity       (49,110)       (46,366)         Total shareholders equity       291,613       284,127	Total non-current liabilities		56,283	53,293
Shareholders equity:         Share capital (ordinary shares \$0.16 (10 pence) par value, authorized 60,000,000         shares; issued: 50,335,337 and 50,078,881 shares each as at September 30, 2012 and         March 31, 2012, respectively)       18       7,882       7,842         Share premium       266,560       263,529         Retained earnings       66,281       59,122         Other components of equity       (49,110)       (46,366)         Total shareholders equity       291,613       284,127				
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March 31, 2012, respectively)       18       7,882       7,842         Share premium       266,560       263,529         Retained earnings       66,281       59,122         Other components of equity       (49,110)       (46,366)         Total shareholders equity       291,613       284,127				
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Retained earnings         66,281         59,122           Other components of equity         (49,110)         (46,366)           Total shareholders equity         291,613         284,127	March 31, 2012, respectively)	18	7,882	7,842
Other components of equity (49,110) (46,366)  Total shareholders equity 291,613 284,127	Share premium		266,560	263,529
Total shareholders equity 291,613 284,127	Retained earnings		66,281	59,122
	Other components of equity		(49,110)	(46,366)
TOTAL LIABILITIES AND EQUITY \$ 520,645 \$ 525,021	Total shareholders equity		291,613	284,127
TOTAL LIABILITIES AND EQUITY \$ 520,645 \$ 525,021				
-	TOTAL LIABILITIES AND EQUITY		\$ 520,645	\$ 525,021

See accompanying notes.

# WNS (HOLDINGS) LIMITED

#### CONDENSED CONSOLIDATED STATEMENTS OF INCOME

(Unaudited, amounts in thousands, except share and per share data)

		Three mor Septem	ber 30,	Six mont Septem	ber 30,
n.	Notes	2012	2011	2012	2011
Revenue	19	\$ 113,076	\$ 117,898	\$ 220,890	\$ 243,561
Cost of revenue	19, 20	75,325	85,231	148,763	180,641
Gross profit		37,751	32,667	72,127	62,920
Operating expenses:					
Selling and marketing expenses	20	7,219	6,988	14,667	13,617
General and administrative expenses	20	15,180	13,118	27,829	25,867
Foreign exchange loss/ (gains), net		2,043	(1,838)	4,482	(3,163)
Amortization of intangible assets		6,505	7,548	13,104	15,388
Operating profit		6,804	6,851	12,045	11,211
Other (income)/ expenses, net	22	(954)	88	(1,945)	(116)
Finance expense	21	899	931	1,904	2,107
Profit before income taxes		6,859	5,832	12,086	9,220
Provision for income taxes	24	2,541	2,404	4,927	5,133
Profit		\$ 4,318	\$ 3,428	\$ 7,159	\$ 4,087
Earnings per share of ordinary share	25				
Basic		\$ 0.09	\$ 0.08	\$ 0.14	\$ 0.09
Diluted		\$ 0.08	\$ 0.08	\$ 0.14	\$ 0.09