

Date: October 24, 2018

To,  
The Manager Listing,  
**Bombay Stock Exchange Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Fort,  
Mumbai – 400 023

To,  
The Manager Listing,  
**National Stock Exchange of India Limited**  
Exchange Plaza,  
Plot no. C/1, G Block,  
Bandra-Kurla Complex  
Bandra (E), Mumbai - 400 051

Subject: Outcome of Board Meeting as per SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

Pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Audited Consolidated and Standalone Financial Results of Hexaware Technologies Limited for the quarter ended September 30, 2018 approved by the Board of Directors at its meeting held today along with the press release and the audit report. Board Meeting for discussion of financial results commenced at 2.00 pm and concluded at 3.45 p.m.

Further we wish to inform you that the Board of Directors of the Company has declared payment of interim dividend @ Rs. 2.50 per share (125%) on equity shares of Rs. 2/- each. The record date for interim dividend is fixed as November 05, 2018 to ascertain the number of shareholders of the Company entitled for the payment of interim dividend. The interim dividend on equity shares as declared in the Board Meeting today shall be paid on November 09, 2018.

Mr. Vikash Kumar Jain is appointed as Chief Financial officer of the Company w.e.f October 25, 2018 and Mr. Rajesh Kanani, Chief Financial Officer (CFO) of the Company will retire from the company at close of business hours on December 31, 2018.

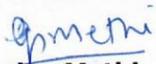
Further under regulation 30 (5) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Mr. Vikash Kumar Jain has been authorized by the board for determining materiality of an event or information and for the purpose of the making disclosure to Stock Exchange(s).

A single point of contact for all KMP's is given below:

Mrs. Gunjan Methi,  
Company Secretary, Hexaware Technologies Limited,  
152, Millennium Business Park, Sector 3 'A' Block, TTC Industrial Area, Mahape, Navi Mumbai 400710  
E- mail id: [gunjanm@hexaware.com](mailto:gunjanm@hexaware.com)  
Phone: 022-6791 8860

This is also being made available at the website of the Company i.e [www.hexaware.com](http://www.hexaware.com)

Thanking you,  
Yours faithfully,  
For **Hexaware Technologies Limited**



**Gunjan Methi**  
Company Secretary



# B S R & Co. LLP

Chartered Accountants

5th Floor, Lodha Excelus,  
Apollo Mills Compound  
N. M. Joshi Marg, Mahalaxmi  
Mumbai - 400 011  
India

Telephone +91 (22) 4345 5300  
Fax +91 (22) 4345 5399

## **Auditor's Report on quarterly consolidated financial results and consolidated year-to-date results of Hexaware Technologies Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

### To Board of Directors of Hexaware Technologies Limited

We have audited the quarterly consolidated financial results of Hexaware Technologies Limited ('the Company') and its subsidiaries (collectively referred to as 'the Group') and its associate for the quarter ended 30 September 2018 and the year-to-date results for the period from 1 January 2018 to 30 September 2018, attached herewith ('the Statement'), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations').

These quarterly consolidated financial results as well as the year-to-date consolidated financial results have been prepared on the basis of the condensed consolidated interim financial statements, which are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial results based on our audit of such condensed consolidated interim financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard ('Ind AS') for Interim Financial Reporting ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

We did not audit the financial information of 11 subsidiaries included in the quarterly consolidated financial results and consolidated year-to-date financial results, whose interim financial information reflect total revenue of Rs. 1,974.29 million and Rs. 5,656.28 million for the quarter ended 30 September 2018 and the period from 1 January 2018 to 30 September 2018 respectively and total assets of Rs. 3,987.18 million as at 30 September 2018. These financial statements and other financial information have been audited by other auditors whose reports have been furnished to us, and our opinion on the Statement, to the extent they have been derived from such interim financial information is based solely on the report of such other auditors.

The Statement also include the Group's share of net (loss) / profit (including other comprehensive income) of Rs. (1.23) million and Rs. 1.53 million for the quarter ended 30 September 2018 and period from 1 January 2018 to 30 September 2018 respectively, in respect of one associate whose financial information have not been audited by us. These financial information are unaudited and have been furnished to us by the Management and our opinion on the Statement, in so far as it relates to the amounts and disclosures included in respect of the associate, is based solely on such unaudited financial information. In our opinion and according to the information and explanations given to us by the Company's management, these financial information are not material to the Group.

**Auditor's Report on quarterly consolidated financial results and consolidated year-to-date results of Hexaware Technologies Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)**

## Hexaware Technologies Limited

Our opinion on the quarterly and year to date consolidated financial results is not modified with regards to our reliance on the work done and the reports of other auditors and interim financial information certified by the management.

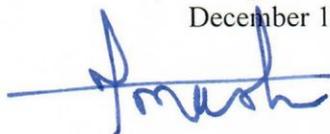
The comparative financial information for the quarter and nine months period ended 30 September 2017 and the year ended 31 December 2017 included in the Statement were audited by predecessor auditors who expressed an unmodified opinion dated 1 November 2017 and 7 February 2018 respectively on the consolidated financial results for the quarter and nine months period ended 30 September 2017; and the year ended 31 December 2017.

Based on our audit conducted as above, in our opinion and to the best of our information and according to the explanations given to us, these quarterly consolidated financial results as well as the year-to-date consolidated results:

- (i) include the quarterly financial results and year-to-date financial results of the following entities:

**Wholly Owned Subsidiary:**

- a) Hexaware Technologies Inc.;
- b) Hexaware Technologies Mexico, S. De R. L de C.V;
- c) Hexaware Technologies UK Limited;
- d) Hexaware Technologies Asia Pacific Pte Ltd;
- e) Hexaware Technologies GmbH;
- f) Hexaware Technologies Canada Limited;
- g) Hexaware Technologies Do Brasil LTDA (Subsidiary of Hexaware Technologies UK Limited)
- h) Guangzhou Hexaware Technologies Limited Liability Company;
- i) Hexaware Technologies Limited Liability Company;
- j) Hexaware Technologies Saudi LLC;
- k) Hexaware Technologies Romania SRL (subsidiary of Hexaware Technologies UK Limited);
- l) Hexaware Technologies Hong Kong Limited;
- m) Hexaware Technologies Nordic AB;
- n) Digitech Technologies Inc. (subsidiary of Hexaware Technologies Inc.);
- o) Shanghai Hexaware Information Technologies Company Limited (formed on December 15, 2017).



**Auditor's Report on quarterly consolidated financial results and consolidated year-to-date results of Hexaware Technologies Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)**

**Hexaware Technologies Limited**

**Associate:**

- a) Experis Technology Solutions Pte Ltd (Associate of Hexaware Technologies Asia Pacific Pte Ltd).
- (ii) are presented in accordance with the requirements of Regulation 33 of the Listing Regulations; and
- (iii) give a true and fair view of the consolidated net profit (including other comprehensive income) and other financial information for the quarter ended 30 September 2018 as well as the consolidated year-to-date results for the period from 1 January 2018 to 30 September 2018

For **B S R & Co. LLP**

*Chartered Accountants*

Firm's Registration No: 101248W/W-100022



**Akeel Master**

*Partner*

Membership No: 046768

Mumbai  
24 October 2018

# BSR & Co. LLP

Chartered Accountants

5th Floor, Lodha Excelus,  
Apollo Mills Compound  
N. M. Joshi Marg, Mahalaxmi  
Mumbai - 400 011  
India

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## **Auditor's Report on quarterly standalone financial results and standalone year-to-date results of Hexaware Technologies Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

### To Board of Directors of Hexaware Technologies Limited

We have audited the quarterly standalone financial results of Hexaware Technologies Limited ('the Company') for the quarter ended 30 September 2018 and the year-to-date financial results for the period from 1 January 2018 to 30 September 2018, attached herewith ('the Statement'), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations').

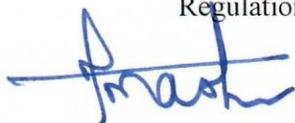
These quarterly standalone financial results as well as the year-to-date standalone financial results have been prepared on the basis of condensed standalone interim financial statements, which are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial results based on our audit of such condensed standalone interim financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard ('Ind AS') for Interim Financial Reporting ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

The comparative financial information for the quarter and nine months period ended 30 September 2017; and the year ended 31 December 2017 included in the Statement were audited by predecessor auditors who expressed an unmodified opinion dated 1 November 2017 and 7 February 2018 respectively on the standalone financial results for the quarter and nine months period ended 30 September 2017 and the year ended 31 December 2017.

Based on our audit conducted as above, in our opinion and to the best of our information and according to the explanations given to us, these quarterly standalone financial results as well as the year-to-date results:

- (i) are presented in accordance with the requirements of Regulation 33 of the Listing Regulations; and

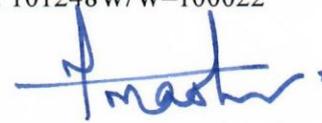


**Auditor's Report on quarterly standalone financial results and standalone year-to-date results of Hexaware Technologies Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)**

**Hexaware Technologies Limited**

- (ii) give a true and fair view of the net profit (including other comprehensive income) and other financial information for the quarter ended 30 September 2018 as well as the year-to-date results for the period from 1 January 2018 to 30 September 2018.

For **B S R & Co. LLP**  
*Chartered Accountants*  
Firm's Registration No: 101248W/W-100022



**Akeel Master**  
*Partner*  
Membership No: 046768

Mumbai  
24 October 2018

A) CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED SEPTEMBER 30, 2018

(Rupees in Million except per share data)

Particulars	Quarter Ended 30th Sep'2018 (Audited)	Quarter Ended 30th Jun'2018 (Audited)	Quarter Ended 30th Sep'2017 (Audited)	Nine Months Ended 30th Sep'2018 (Audited)	Nine Months Ended 30th Sep'2017 (Audited)	Year Ended 31st Dec'2017 (Audited)
<b>INCOME</b>						
Revenue from operations	12,096.24	11,367.30	9,930.71	33,953.41	29,371.88	39,420.14
Exchange rate difference (net)	234.92	289.78	168.06	719.40	322.03	449.62
Other Income	29.44	37.33	10.77	75.45	31.97	35.82
<b>Total Income</b>	<b>12,360.60</b>	<b>11,694.41</b>	<b>10,109.54</b>	<b>34,748.26</b>	<b>29,725.88</b>	<b>39,905.58</b>
<b>EXPENSES</b>						
Software and development expenses	2,711.67	2,506.65	1,819.47	7,337.18	5,475.93	7,391.93
Employee benefits expense	6,340.29	6,077.64	5,330.45	18,236.03	16,094.51	21,686.54
Operation and other expenses	1,021.08	1,010.22	1,047.97	2,958.55	2,848.11	3,790.03
Interest - others	0.07	0.09	0.38	0.18	0.97	1.19
Depreciation and amortisation expense	159.12	181.87	160.24	492.32	474.04	632.77
<b>Total expenses</b>	<b>10,232.23</b>	<b>9,776.47</b>	<b>8,358.51</b>	<b>29,024.26</b>	<b>24,893.56</b>	<b>33,502.46</b>
<b>Profit before tax and share in profit of associate</b>	<b>2,128.37</b>	<b>1,917.94</b>	<b>1,751.03</b>	<b>5,724.00</b>	<b>4,832.32</b>	<b>6,403.12</b>
Share in profit/(loss) of associate (Net of tax)	(1.23)	1.71	3.16	1.53	2.67	2.70
<b>Profit before tax</b>	<b>2,127.14</b>	<b>1,919.65</b>	<b>1,754.19</b>	<b>5,725.53</b>	<b>4,834.99</b>	<b>6,405.82</b>
Tax expense						
Current	516.82	419.71	373.23	1,333.87	1,210.86	1,530.47
Deferred credit	(111.04)	(35.80)	(41.63)	(208.52)	(161.47)	(119.91)
<b>Profit for the period</b>	<b>1,721.36</b>	<b>1,535.74</b>	<b>1,422.59</b>	<b>4,600.18</b>	<b>3,785.60</b>	<b>4,995.26</b>
<b>OTHER COMPREHENSIVE INCOME</b>						
<b>i) Items that will not be reclassified to profit or loss</b>						
- Remeasurement of defined benefit plan	(17.97)	52.61	9.69	50.69	78.22	103.24
- Income tax relating to items that will not be reclassified to profit or loss	2.99	(9.91)	(1.58)	(9.96)	(14.81)	(18.71)
<b>ii) Items that will be reclassified to profit or loss</b>						
- Net change in fair value of cash flow hedges	(545.16)	(490.71)	(168.38)	(1,288.79)	144.39	259.65
- Exchange differences in translating the financial statements of foreign operations	476.58	248.75	136.25	930.01	(61.01)	(217.72)
- Income tax relating to items that will be reclassified to profit or loss	105.45	97.71	34.95	253.36	(12.36)	(34.60)
<b>Total other comprehensive income / (loss)</b>	<b>21.89</b>	<b>(101.55)</b>	<b>10.93</b>	<b>(64.69)</b>	<b>134.43</b>	<b>91.86</b>
<b>Total comprehensive income for the period</b>	<b>1,743.25</b>	<b>1,434.19</b>	<b>1,433.52</b>	<b>4,535.49</b>	<b>3,920.03</b>	<b>5,087.12</b>
Paid up equity share capital (face value of Rs. 2/- per share)	593.71	593.69	593.46	593.71	593.46	593.61
Other equity excluding revaluation reserve						19,479.14
<b>Earnings per share (In Rupees)</b>						
Basic	5.80	5.17	4.79	15.50	12.72	16.79
Diluted	5.70	5.09	4.74	15.23	12.56	16.56

B) CONSOLIDATED SEGMENT REPORTING

PARTICULARS	Quarter Ended 30th Sep'2018 (Audited)	Quarter Ended 30th Jun'2018 (Audited)	Quarter Ended 30th Sep'2017 (Audited)	Nine Months Ended 30th Sep'2018 (Audited)	Nine Months Ended 30th Sep'2017 (Audited)	Year Ended 31st Dec'2017 (Audited)
<b>REVENUE BY INDUSTRY SEGMENT</b>						
Travel and Transportation	1,274.30	1,266.02	1,308.27	3,919.59	3,933.64	5,141.89
Banking and Financial services	5,146.11	4,870.49	4,305.51	14,595.50	12,667.50	17,132.14
Healthcare and Insurance	2,272.55	1,949.07	1,648.43	5,904.71	4,688.70	6,371.06
Professional Services	1,597.52	1,450.52	1,333.05	4,319.50	4,117.52	5,421.04
Manufacturing and Consumer	1,805.76	1,831.20	1,335.45	5,214.11	3,964.52	5,354.01
<b>TOTAL</b>	<b>12,096.24</b>	<b>11,367.30</b>	<b>9,930.71</b>	<b>33,953.41</b>	<b>29,371.88</b>	<b>39,420.14</b>
<b>SEGMENT RESULT BEFORE TAX</b>						
Travel and Transportation	252.93	249.30	465.15	892.29	1,045.62	1,370.20
Banking and Financial services	806.93	617.86	570.20	1,963.33	1,554.30	2,129.81
Healthcare and Insurance	376.12	351.62	293.81	1,023.21	888.87	1,206.26
Professional Services	212.23	200.12	113.34	542.52	525.66	636.79
Manufacturing and Consumer	374.99	353.89	290.32	1,000.30	938.88	1,208.58
<b>TOTAL</b>	<b>2,023.20</b>	<b>1,772.79</b>	<b>1,732.82</b>	<b>5,421.65</b>	<b>4,953.33</b>	<b>6,551.64</b>
Add : Other income	29.44	37.33	10.77	75.45	31.97	35.82
Add : Exchange rate difference (net)	234.92	289.78	168.06	719.40	322.03	449.62
Less : Interest	0.07	0.09	0.38	0.18	0.97	1.19
Less : Other unallocable expenses	159.12	181.87	160.24	492.32	474.04	632.77
Add : Share in profit / (loss) of associate (Net of tax)	(1.23)	1.71	3.16	1.53	2.67	2.70
<b>Profit before tax</b>	<b>2,127.14</b>	<b>1,919.65</b>	<b>1,754.19</b>	<b>5,725.53</b>	<b>4,834.99</b>	<b>6,405.82</b>

Notes on segment information

The Group's organization structure reflects the industry business segmentation. The Chief Operating Decision Maker evaluates the Company's performance and allocates resources based on analysis of various performance indicators by business segments. Accordingly, information has been presented along these business segments.

Segment assets and liabilities

Assets and liabilities used in the Group's business are not identified to any of the reportable segments as the assets are used interchangeably between segments. Accordingly no disclosure relating to segment assets and segment liabilities are made.

Effective from January 1, 2018, the Group changed its internal organisation structure resulting in Professional Services being a reportable segment which was earlier included in Manufacturing and Consumer. Corresponding information for earlier periods / year are restated to give effect to the above change.



SIGNED FOR IDENTIFICATION

C) HEXAWARE TECHNOLOGIES LIMITED - STANDALONE BASIS  
AUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 30TH SEPTEMBER 2018

(Rupees in Million except per share data)

Particulars	Quarter Ended 30th Sep'2018 (Audited)	Quarter Ended 30th Jun'2018 (Audited)	Quarter Ended 30th Sep'2017 (Audited)	Nine Months Ended 30th Sep'2018 (Audited)	Nine Months Ended 30th Sep'2017 (Audited)	Year Ended 31st Dec'2017 (Audited)
<b>INCOME</b>						
Revenue from operations	4,731.38	4,312.82	4,051.07	12,961.82	11,522.26	15,241.07
Exchange rate difference (net)	256.65	255.06	191.59	755.08	416.54	537.40
Other income	6.32	8.23	9.60	21.04	26.78	29.16
<b>Total Income</b>	<b>4,994.35</b>	<b>4,576.11</b>	<b>4,252.26</b>	<b>13,737.94</b>	<b>11,965.58</b>	<b>15,807.63</b>
<b>EXPENSES</b>						
Software and development expenses	116.45	137.54	155.81	416.17	409.30	547.01
Employee benefits expense	2,423.51	2,283.37	2,008.67	6,919.20	5,772.66	7,763.42
Operation and other expenses	612.63	646.31	579.79	1,774.90	1,561.06	2,035.98
Interest - others	0.05	0.04	0.04	0.09	0.57	0.62
Depreciation and amortisation expense	126.71	122.73	125.64	368.37	367.64	493.36
<b>Total expenses</b>	<b>3,279.35</b>	<b>3,189.99</b>	<b>2,869.95</b>	<b>9,478.73</b>	<b>8,111.23</b>	<b>10,840.39</b>
<b>Profit before tax</b>	<b>1,715.00</b>	<b>1,386.12</b>	<b>1,382.31</b>	<b>4,259.21</b>	<b>3,854.35</b>	<b>4,967.24</b>
Tax expense						
Current	406.20	325.36	321.15	967.19	872.34	1,071.80
Deferred credit	(102.36)	(64.31)	(90.33)	(185.72)	(144.54)	(214.16)
<b>Profit for the period</b>	<b>1,411.16</b>	<b>1,125.07</b>	<b>1,151.49</b>	<b>3,477.74</b>	<b>3,126.55</b>	<b>4,109.60</b>
<b>OTHER COMPREHENSIVE INCOME</b>						
<i>i) Items that will not be reclassified to profit or loss</i>						
- Remeasurement of defined benefit plan	(17.97)	52.61	9.69	50.69	78.22	103.24
- Income tax relating to items that will not be reclassified to profit or loss	2.99	(9.91)	(1.58)	(9.96)	(14.81)	(18.71)
<i>ii) Items that will be reclassified to profit or loss</i>						
- Net change in fair value of cash flow hedges	(545.16)	(490.71)	(168.38)	(1,288.79)	144.39	259.65
- Income tax relating to items that will be reclassified to profit or loss	105.45	97.71	34.95	253.35	(12.36)	(34.60)
<b>Total other comprehensive income / (loss)</b>	<b>(454.69)</b>	<b>(350.30)</b>	<b>(125.32)</b>	<b>(994.71)</b>	<b>195.44</b>	<b>309.58</b>
<b>Total comprehensive income for the period</b>	<b>956.47</b>	<b>774.77</b>	<b>1,026.17</b>	<b>2,483.03</b>	<b>3,321.99</b>	<b>4,419.18</b>
Paid up equity share capital (face value of Rs. 2/- per share)	593.71	593.69	593.46	593.71	593.46	593.61
Other equity excluding revaluation reserve						14,823.34
<b>Earnings per share (In Rupees)</b>						
Basic	4.75	3.79	3.88	11.72	10.50	13.82
Diluted	4.67	3.73	3.83	11.52	10.37	13.62

D) Notes:-

1) The Consolidated audited financial results and standalone audited financial results of the Company, reviewed and recommended by the Audit Committee, were taken on record by the Board of Directors of the Company at its meeting held on October 24, 2018.

The Company has opted to publish only consolidated audited financial results, along with information on audited standalone results as per the amended guidelines issued by the Securities and Exchange Board of India. Standalone audited results are available on the Company's website.

2) Information on segments has been disclosed on a consolidated basis in accordance with Ind AS 108 "Operating Segment"

3) Other income for the quarter ended June 30, 2018 and nine months ended September 30, 2018 of the Consolidated financial results includes Rs 27.39 million of liability no longer payable written back, consequent to the termination of contract with a Russian vendor in respect of customer contracts / relationships.

4) Operation and other expenses of the Standalone financial results include provision for impairment in value of investments in wholly owned subsidiaries, resulting primarily from its accumulated losses:

a. Rs. 33.65 million for the quarter ended September 30, 2018 (quarter ended June 30, 2018 Rs. 88.00 million and for the nine months ended September 30, 2018 Rs. 121.65 million) in respect of investment in Hexaware Technologies LLC, Russia

b. Rs. 11.14 million for the quarter and nine months ended September 30, 2018 in respect of investment in Guangzhou Hexaware Information Technologies Company Limited, China.

5) The Board of Directors have declared an interim dividend of Re. 2.50 per share (125%) on an equity share of Rs. 2/- each, at its meeting held on October 24, 2018.

6) Figures for the previous period has been regrouped wherever necessary to conform to the current period.



For Hexaware Technologies Limited

R. Srikrishna  
CEO and Executive Director

Place : Mumbai  
Date : October 24, 2018

SIGNED FOR IDENTIFICATION

BY  
BS

Page 2 of 2

For B S R & Co. LLP

**Hexaware Reports Q3 2018 results**  
**Q3 Constant Currency Revenue at \$171.8 Mn, up 2.1% QoQ**  
**Profitability Outgrows Revenue**  
**PAT at \$24.3 mn; up 6.9% QoQ**

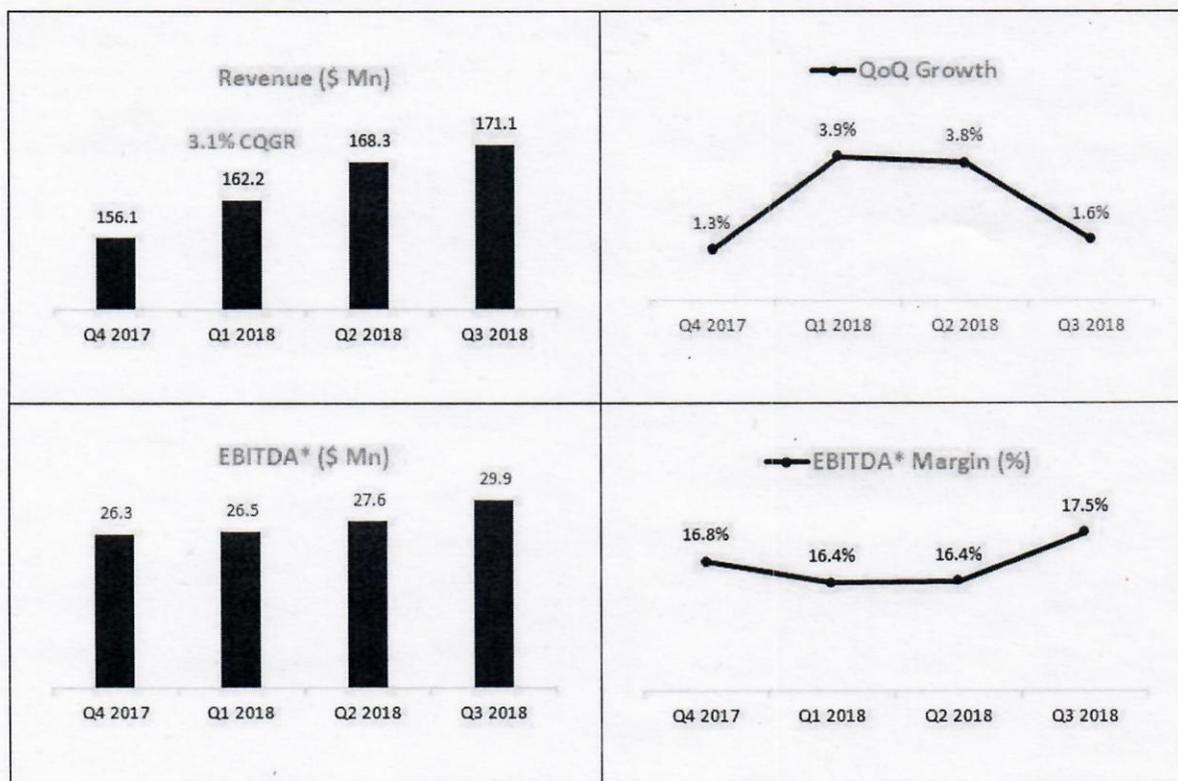
USD Mn	Q3 18	Growth	
		QoQ	YoY
Revenue (Constant Currency )	171.8	2.1%	11.8%

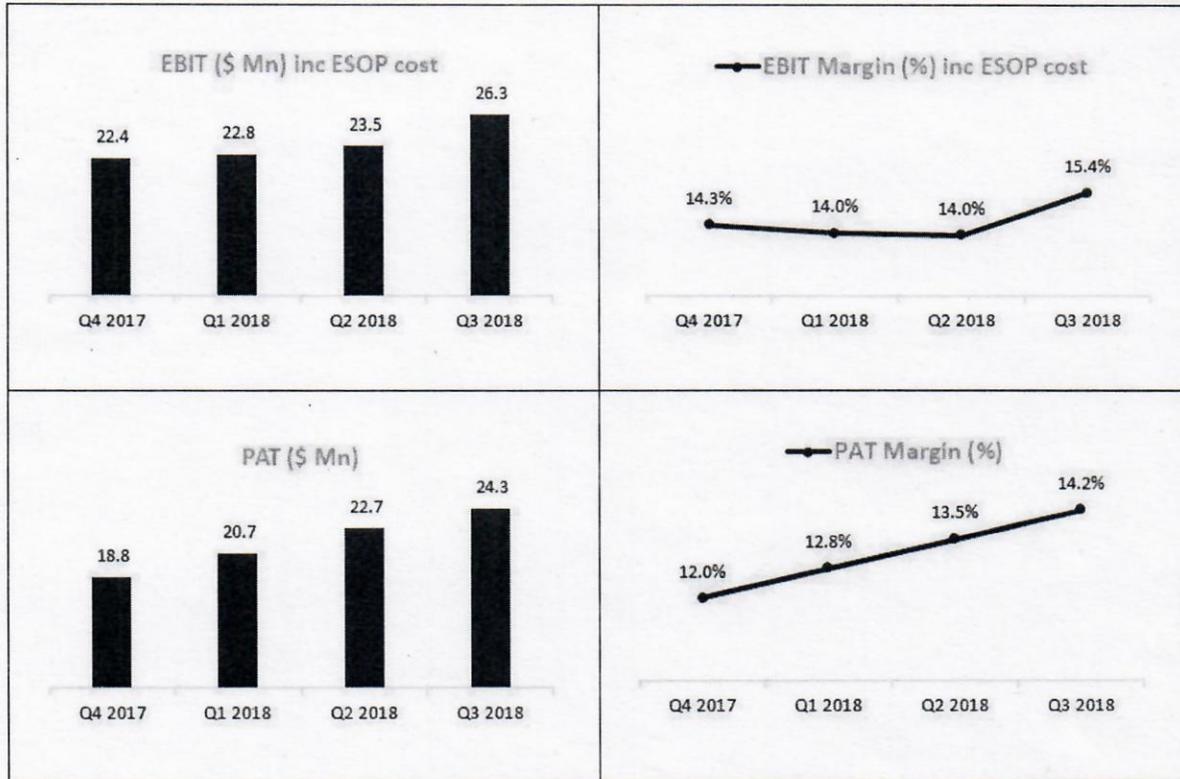
₹ Mn	Q3 18	Growth	
		QoQ	YoY
Revenue	12,096	6.4%	21.8%
EBITDA*	2,117	13.3%	16.6%
EBIT	1,864	17.2%	18.5%
PAT	1,721	12.1%	21.0%

USD Mn	Q3 18	Growth	
		QoQ	YoY
Revenue	171.1	1.6%	11.1%
EBITDA*	29.9	8.2%	6.3%
EBIT	26.3	11.9%	8.0%
PAT	24.3	6.9%	10.2%

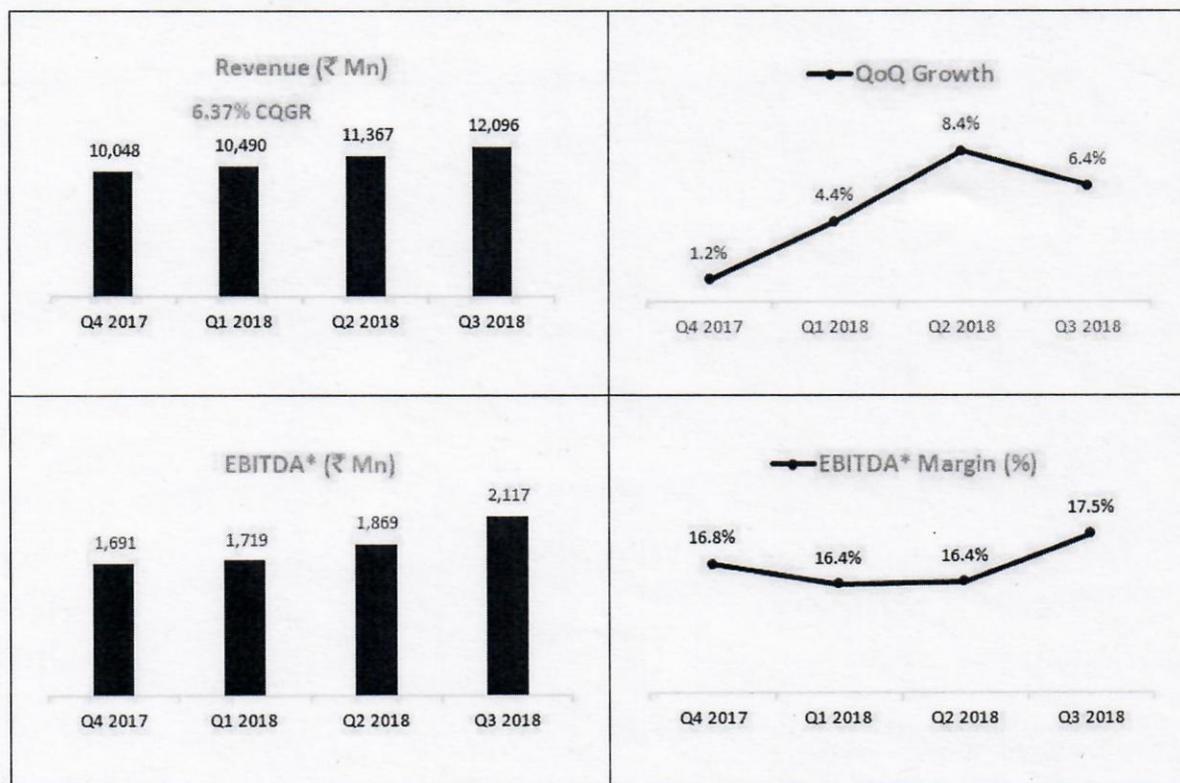
EBITDA\* - Excludes ESOP Cost

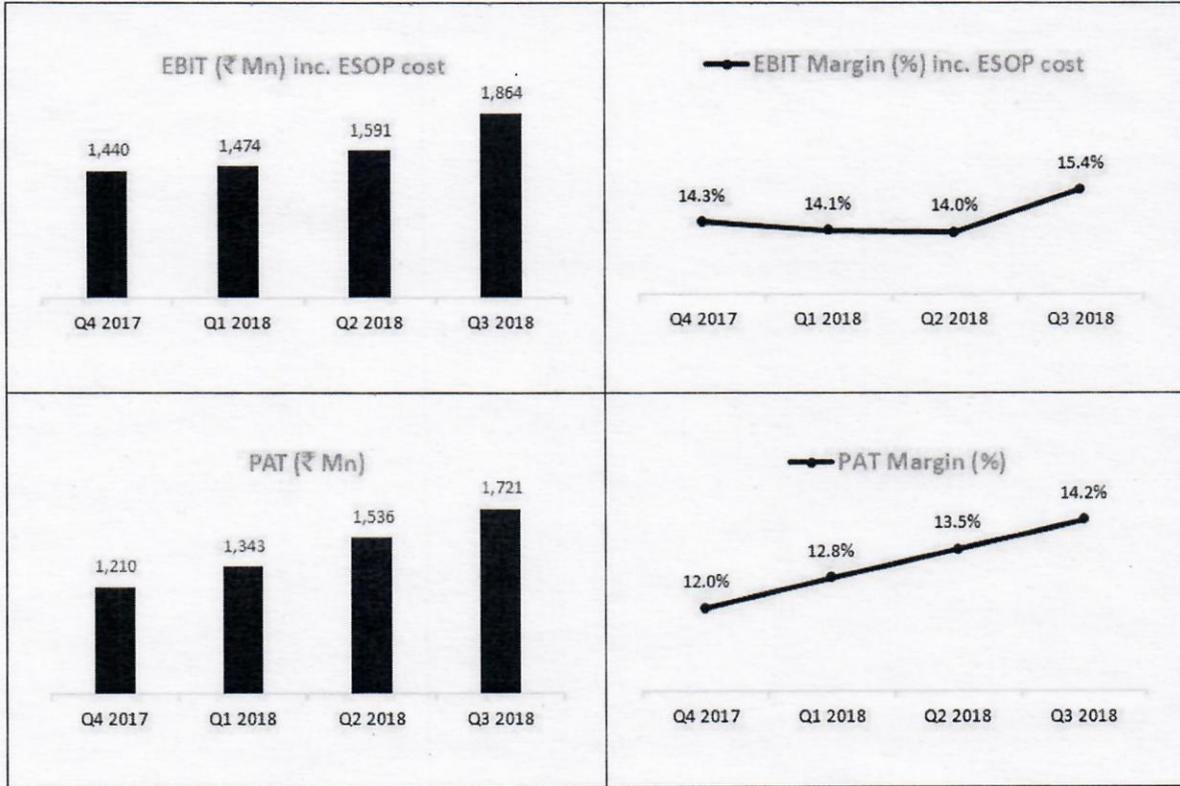
**Q3 Performance Highlights in US\$ terms**



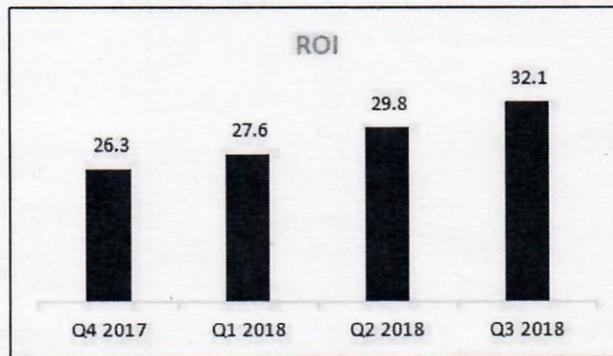


**Q3 Performance Highlights in ₹ terms**





**ROI**



**Cash**

- Cash & Cash equivalents at the end of September 2018 at US\$ 100.6 Mn; ₹ 729 crores
- Days of Sales Outstanding (DSO) was 58 days at the end of Q3 2018
- Third Interim Dividend of ₹ 2.50 (125%) for Q3 2018.

**New Wins**

- 3 new clients signed in Q3 2018 with TCV of US\$ 25 Mn

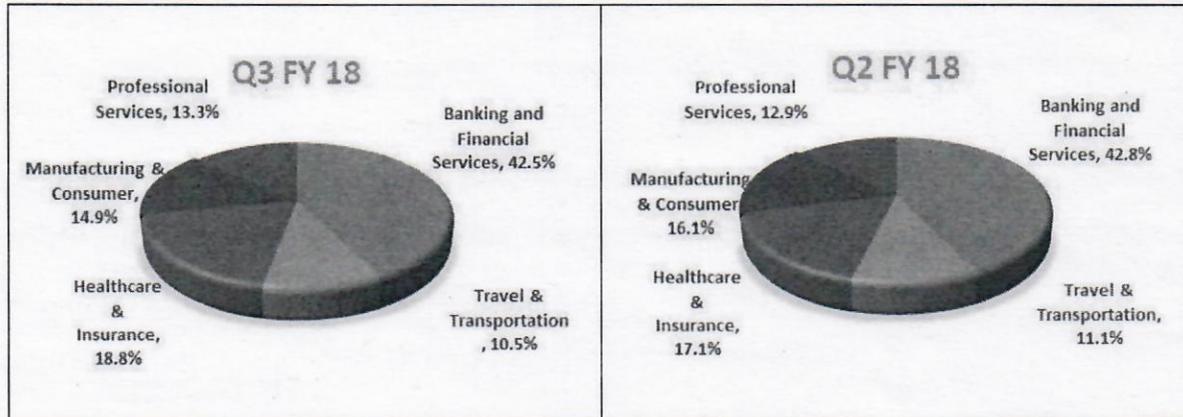


**Human Capital**

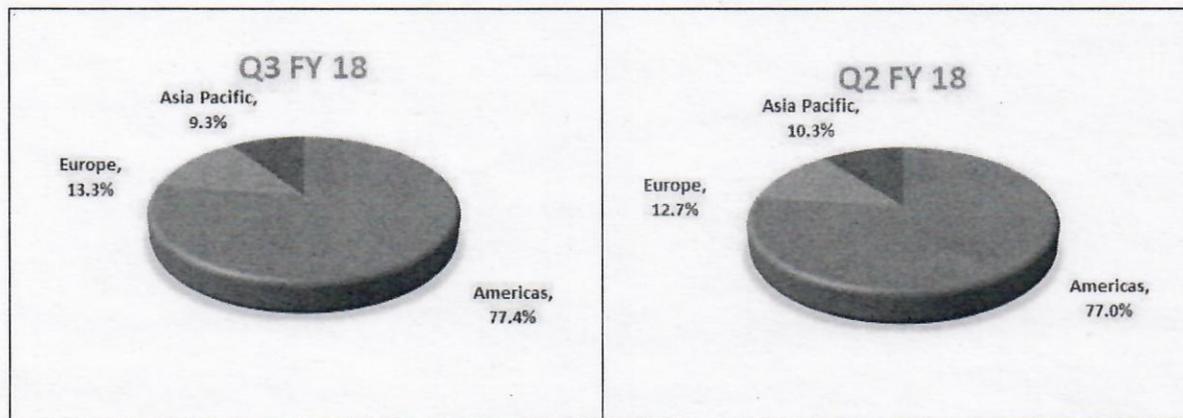
- Headcount stood at 16,050 at the end of Q3 2018; up 2,562 YoY, up 693 QoQ
- Utilization stood at 79.0% (including trainees) in the Quarter
- Attrition at the end of September 2018 was at 15.7%

**Revenue Split**

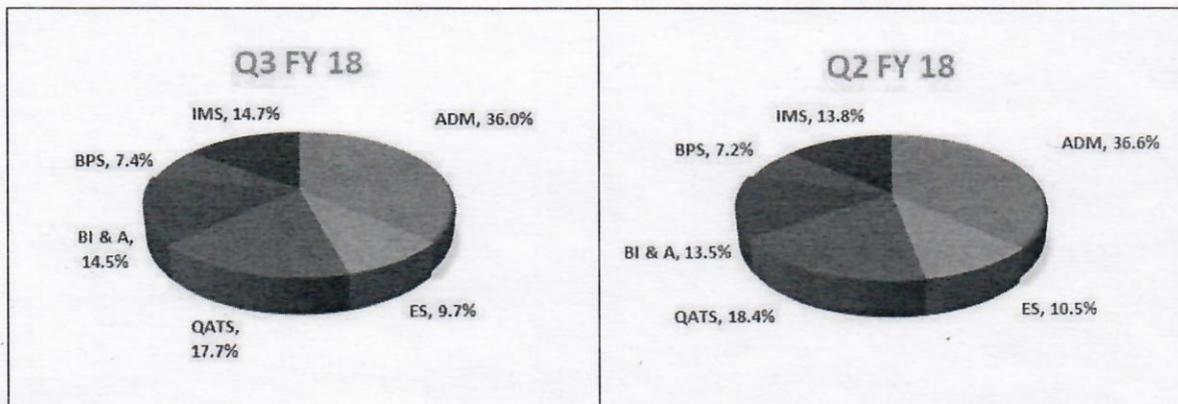
*Vertical Split*



*Geography Split*



**Service Lines Split**



**Revenue Growth**

Particulars	Segments	30-Sep-18	
		Q o Q	Y o Y
Geography	Americas	2.1%	8.6%
	Europe	6.5%	30.3%
	Asia Pacific	-7.7%	8.3%
Service Lines Split	Application Devt & Maint (ADM)	-0.2%	10.0%
	Enterprise Solutions (ES)	-6.6%	-5.1%
	Testing / Digital Assurance (QATS)	-2.5%	-1.9%
	Business Intelligence & Analytics (BI&A)	9.1%	16.6%
	Business Process Services (BPS)	3.7%	12.8%
	Infrastructure Management Services (IMS)	10.0%	45.7%
Vertical Split	Banking & Financial Services	0.9%	9.0%
	Travel & Transportation	-3.9%	-11.2%
	Healthcare & Insurance	11.4%	25.7%
	Manufacturing & Consumer	-5.8%	23.3%
	Professional Services	5.2%	9.3%

**Mumbai – October 24, 2018:** Hexaware Technologies Limited, the fastest growing automation-led, next-generation provider of IT, BPO and Consulting services has reported numbers for the third quarter of the calendar year ended September 30, 2018.

"Changing landscape of technology is a reality of our times and we at Hexaware are continuing our focus towards meeting customers' needs through investment in innovation. Going forward, I remain optimistic of our growth prospects." remarked **Atul Nishar, Chairman, Hexaware Technologies Limited.**

"We are looking forward to a robust finish to the year in Q4 on both revenue and order bookings." stated **R Srikrishna, CEO & Executive Director, Hexaware Technologies Limited.**



### Booking Update

TCV Booking of \$25 Mn from new customers, in line with our strategy:

- Application and Infrastructure support for a global banking and financial services company
- Network operations center for an American energy company
- Application support for a Finnish manufacturing and technology company

### Business Update

In Q3 2018, Europe led geographic growth with 6.5% QoQ and 30.3% YoY growth. Americas also grew faster than company with 2.1% QoQ growth. Infrastructure Management Services (IMS) showed sturdy growth of 10.0% QoQ and 45.7% YoY. Business Intelligence and Analytics delivered 9.1% QoQ and 16.6% YoY growth this quarter. Amongst verticals, Healthcare & Insurance led growth this quarter with 11.4% QoQ and 25.7% YoY growth. Professional Services clocked 5.2% QoQ growth.

### Third Interim Dividend of 2018

The Board of Directors declared third interim dividend of ₹ 2.50 per share (125%) on equity shares of ₹ 2.00 each. The record date is fixed as Monday, 5<sup>th</sup> November 2018 for determining the shareholders entitled for this third interim dividend of the year 2018. The payment shall be made on Friday, 9<sup>th</sup> November 2018. This would result in a cash outflow of ₹ 89.47 Crores for dividend payment including tax, resulting in a dividend payout ratio of 52% for Q3 2018.

Earlier in the year, the Board of Directors declared a first interim dividend of ₹ 1.00 per share (50%) and a second interim dividend of ₹ 2.50 per share (125%) on equity shares of ₹ 2.00 each. Including the third interim dividend, the dividends declared including tax for the first three quarters of 2017 total to ₹ 214.7 Crores, amounting to a dividend payout ratio of 47%. This brings the interim dividends for the first three quarters of 2018 to ₹ 6.00 per share (300%).

### Foreign Exchange Cover

The Company has hedges worth \$ 170.40 Mn at an average exchange rate of ₹ 70.81, € 6.17 Mn at an average exchange rate of ₹ 86.91 and £ 11.80 Mn at an average exchange rate of ₹ 97.16 maturing over the course of the next eight quarters (from October 2018 to September 2020).

### Corporate Highlights

**Rajesh Kanani, Chief Financial Officer (CFO)** of the Company will retire from the company at close of business hours on 31<sup>st</sup> December 2018 on reaching the superannuation age. **Vikash Kumar Jain** has been appointed as Chief Financial Officer of the Company with effect from 25<sup>th</sup> October, 2018. Rajesh and Vikash will work together through the end of the year to ensure smooth transition.

Vikash joins us from DXC where he was part of the leadership team and has played several leadership roles in the areas of business finance, operations, controllership and M&A. Most recently he was the CFO for DXC India where he worked closely with the Board and its committees in formulating and executing strategic priorities for the company in the country. Vikash has a bachelor's degree in Accountancy & Commence from St Xavier's College, Calcutta and is a Chartered Accountant from the Institute of Chartered Accountants of India.

**R Srikrishna, CEO & Executive Director** commented, "I wish Vikash all the very best in the role. I would also like to thank Rajesh for his significant contribution to Hexaware for well over two decades."



Rajesh Kanani said "I am proud to have been associated with Hexaware, which is a great place to work. I wish to thank Hexaware for having entrusted this responsibility to me and thank all stake holders and my colleagues for their support during my tenure."

Speaking on his appointment, Vikash Kumar Jain commented, "Extremely excited to join Hexaware that has established itself as the fastest growing IT services company in its segment. I look forward to working with the leadership team to execute on our journey of industry leading growth and enhancing stakeholder value."

### **Awards and Recognition**

Hexaware has been declared as the Winner of the very prestigious '**Golden Peacock Award for Excellence in Corporate Governance**' for the year 2018, by the Awards Jury under the Chairmanship of Justice (Dr.) Arijit Pasayat, former Judge, Supreme Court of India.

Everest mentions Hexaware as the following: -

- **"Aspirants & Star Performer" for "IT Infrastructure Automation Services"**
- **"Aspirants" for "Capital Markets BPO Services"**
- **"Aspirants" for "Application Services in Banking"**
- **"Aspirants" for "FAO Services"**

HfS mentions Hexaware among the **"Top Infrastructure & Enterprise Cloud Services vendors 2018 "**

Nelson Hall mentions Hexaware as **"Major Players"** for IOT services

Hexaware is mentioned among the vendors in the Gartner report titled **"Hype Cycle for Digital Insurance"** and also in the report titled **"Hype Cycle for Application Services"**

Hexaware is mentioned among the vendors offering RPA Services in the Gartner report titled **"Hype Cycle for Business Process Services"**

### **About Hexaware**

Hexaware is the fastest growing next-generation provider of IT, BPO and consulting services. Our focus lies on taking a leadership position in helping our clients attain customer intimacy as their competitive advantage. Our digital offerings have helped our clients achieve operational excellence and customer delight by 'Powering Man Machine Collaboration.' We are now on a journey of metamorphosing the experiences of our customer's customers by leveraging our industry-leading delivery and execution model, built around the strategy— 'Automate Everything, Cloudify Everything, Transform Customer Experiences.'

We serve customers in Banking, Financial Services, Capital Markets, Healthcare, Insurance, Manufacturing, Retail, Education, Telecom, Professional Services (Tax, Audit, Accounting and Legal), Travel, Transportation and Logistics. We deliver highly evolved services in Rapid Application prototyping, development and deployment; Build, Migrate and Run cloud solutions; Automation-based Application support; Enterprise Solutions for digitizing the back-office; Customer Experience Transformation; Business Intelligence & Analytics; Digital Assurance (Testing); Infrastructure Management Services; and Business Process Services.

Hexaware services customers in over two dozen languages, from every major time zone and every major regulatory zone. Our goal is to be the first IT services company in the world to have a 50% digital workforce.

Learn more about Hexaware at <http://www.hexaware.com>



**Safe Harbor Statement**

Certain statements in this press release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which Hexaware has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry.

For more information contact:

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**Hexaware Technologies Limited**

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## Consolidated Income Statement - Ind AS

₹ Mn

Head	Quarterly Data				
	Q3 18	Q2 18	QoQ%	Q3 17	YoY%
<b>Revenues</b>	<b>12,096</b>	<b>11,367</b>	<b>6.4%</b>	<b>9,931</b>	<b>21.8%</b>
Direct Costs	8,038	7,659	5.0%	6,358	26.4%
<b>Gross Profit</b>	<b>4,058</b>	<b>3,708</b>	<b>9.4%</b>	<b>3,572</b>	<b>13.6%</b>
Selling / General And Administration	1,941	1,839	5.5%	1,757	10.5%
<b>EBITDA* excluding ESOP Costs</b>	<b>2,117</b>	<b>1,869</b>	<b>13.3%</b>	<b>1,815</b>	<b>16.6%</b>
ESOP Costs	94	96	-2.6%	82	13.9%
<b>EBITDA</b>	<b>2,023</b>	<b>1,773</b>	<b>14.1%</b>	<b>1,733</b>	<b>16.8%</b>
Depreciation and Amortization	159	182	-12.5%	160	-0.7%
<b>Operating Profit = EBIT</b>	<b>1,864</b>	<b>1,591</b>	<b>17.2%</b>	<b>1,573</b>	<b>18.5%</b>
Other Income (net)	29	37	-21.0%	10	182.7%
Forex Gains / (Losses)	235	290	-18.9%	168	39.8%
<b>Profit Before Tax</b>	<b>2,128</b>	<b>1,918</b>	<b>11.0%</b>	<b>1,751</b>	<b>21.5%</b>
Provision for Tax	406	384	5.7%	332	22.4%
<b>Profit After Tax</b>	<b>1,723</b>	<b>1,534</b>	<b>12.3%</b>	<b>1,419</b>	<b>21.4%</b>
Share of Profit in associate	1.23	(1.71)	-171.9%	(3.16)	-138.9%
<b>PAT After Loss in Associate</b>	<b>1,721</b>	<b>1,536</b>	<b>12.1%</b>	<b>1,423</b>	<b>21.0%</b>

Key Ratios	Q3 18	Q2 18	QoQ%	Q3 17	YoY%
Gross Margin	33.5%	32.6%	0.9%	36.0%	-2.5%
SG&A to Revenue	16.0%	16.2%	-0.2%	17.7%	-1.7%
EBITDA* excluding ESOP Costs	17.5%	16.4%	1.1%	18.3%	-0.8%
EBITDA	16.7%	15.6%	1.1%	17.4%	-0.7%
Operating / EBIT Margin	15.4%	14.0%	1.4%	15.8%	-0.4%
Profit before tax	17.6%	16.9%	0.7%	17.6%	0.0%
Profit after Tax	14.2%	13.5%	0.7%	14.3%	-0.1%
EPS-INR					
Basic	5.80	5.17	0.63	4.79	1.01
Diluted	5.70	5.09	0.61	4.74	0.96



## Consolidated Audited Balance Sheet- Ind AS

₹ Mn

Head	As at Sept 30 2018	As at June 30 2018
<b>Assets</b>		
Property, plant and equipment and intangible	5,672	5,503
Capital work-in-progress	2,434	2,434
Deferred tax assets	1,885	1,643
Other non-current assets & investments in associates	1,513	1,527
Trade receivables and unbilled revenue	11,159	9,496
Other current assets	831	944
Cash and cash equivalents (inc. restricted)	7,292	7,423
<b>Total assets</b>	<b>30,787</b>	<b>28,970</b>
<b>Equity and liabilities</b>		
<b>Equity</b>		
Equity Share capital	594	594
Other Equity and reserves	22,730	21,785
<b>Total equity</b>	<b>23,324</b>	<b>22,379</b>
<b>Liabilities</b>		
Non-current liabilities	325	160
Trade payables	3,138	2,897
Other current liabilities	3,053	2,609
Provisions	947	926
<b>Total liabilities</b>	<b>7,463</b>	<b>6,591</b>
<b>Total equity and liabilities</b>	<b>30,787</b>	<b>28,970</b>



**Performance Review**

Revenue Growth	₹, Mn	Q3 FY 18	Q2 FY 18	Q1 FY 18	Q4 FY 17	Q3 FY 17	FY 17
	Revenue from Operations		12,096	11,367	10,490	10,048	9,931
% q-o-q		6	8	4	1	1	12
Other Income		29	37	9	4	10	34

Vertical Split	%	Q3 FY 18	Q2 FY 18	Q1 FY 18	Q4 FY 17	Q3 FY 17	FY 17
	Banking and Financial Services		42.5	42.8	43.7	44.4	43.4
Travel & Transportation		10.5	11.1	13.1	12.0	13.2	13.0
Healthcare & Insurance		18.8	17.1	16.0	16.7	16.6	16.2
Manufacturing & Consumer		14.9	16.1	15.1	13.9	13.4	13.6
Professional Services		13.3	12.9	12.1	13.0	13.4	13.7
Total		100.0	100.0	100.0	100.0	100.0	100.0

Service Lines Split	%	Q3 FY 18	Q2 FY 18	Q1 FY 18	Q4 FY 17	Q3 FY 17	FY 17
	Application Development & Maintenance (ADM)		36.0	36.6	35.9	37.2	36.3
Enterprise Solutions		9.7	10.5	10.9	10.8	11.3	11.4
QATS /Digital Assurance		17.7	18.4	19.1	19.5	20.0	20.0
Business Intelligence & Analytics		14.5	13.5	14.2	13.8	13.8	13.8
Business Process Services (BPS)		7.4	7.2	6.9	7.0	7.3	7.0
Infrastructure Management Services (IMS)		14.7	13.8	13.0	11.7	11.3	11.3
Total		100.0	100.0	100.0	100.0	100.0	100.0

Geography	%	Q3 FY 18	Q2 FY 18	Q1 FY 18	Q4 FY 17	Q3 FY 17	FY 17
	Americas		77.4	77.0	75.3	77.7	79.1
Europe		13.3	12.7	12.5	12.1	11.3	11.4
Asia Pacific		9.3	10.3	12.2	10.2	9.6	8.8
Total		100.0	100.0	100.0	100.0	100.0	100.0

Onsite: Offshore Mix with BPO	%	Q3 FY 18	Q2 FY 18	Q1 FY 18	Q4 FY 17	Q3 FY 17	FY 17
	Onsite		64.9	65.2	65.4	65.1	65.4
Offshore (Incl. Nearshore)		35.1	34.8	34.6	34.9	34.6	35.1
Total		100.0	100.0	100.0	100.0	100.0	100.0

**Client data**

Repeat Business	%	Q3 FY 18	Q2 FY 18	Q1 FY 18	Q4 FY 17	Q3 FY 17
			93.8	94.3	94.3	94.3

Clients billed	No	Q3 FY 18	Q2 FY 18	Q1 FY 18	Q4 FY 17	Q3 FY 17
			223	226	224	221

Clients added	No	Q3 FY 18	Q2 FY 18	Q1 FY 18	Q4 FY 17	Q3 FY 17	FY 17
			9	7	5	8	8



DSO	Days	Q3 FY 18	Q2 FY 18	Q1 FY 18	Q4 FY 17	Q3 FY 17
	Billed		58	47	47	49
Including Unbilled Accruals		83	75	74	71	72

Revenue Concentration	%	Q3 FY 18	Q2 FY 18	Q1 FY 18	Q4 FY 17	Q3 FY 17	FY 17
	Top 5		42.1	42.4	42.1	42.8	43.5
Top 10		52.2	52.8	52.8	52.9	54.8	55.0

Client Size	Nos (Last Twelve Months)	Q3 FY 18	Q2 FY 18	Q1 FY 18	Q4 FY 17	Q3 FY 17
	More than \$ 1 Mn +		95	93	89	88
Between \$ 1 to 5 Mn		70	71	69	71	64
Between \$ 5 to 10 Mn		15	12	10	7	9
Between \$ 10 to 20 Mn		6	6	6	6	4
Over \$ 20 Mn		4	4	4	4	5

People Numbers	%	Q3 FY 18	Q2 FY 18	Q1 FY 18	Q4 FY 17	Q3 FY 17
	Billable Personnel (IT + BPS Services)					
Onsite		18.4%	18.8%	19.0%	19.7%	19.9%
Offshore		74.2%	73.7%	73.3%	72.5%	72.1%
Total		92.6%	92.5%	92.3%	92.2%	92.0%
Marketing (Incl. Sales Support)		3.0%	3.0%	3.2%	3.3%	3.3%
Others (Incl. Tech. Support)		4.4%	4.5%	4.5%	4.5%	4.7%
Grand Total		100.0%	100.0%	100.0%	100.0%	100.0%

Utilization	%	Q3 FY 18	Q2 FY 18	Q1 FY 18	Q4 FY 17	Q3 FY 17	FY 17
			79.0	78.2	81.3	80.9	79.7

Attrition Rate	%	Q3 FY 18	Q2 FY 18	Q1 FY 18	Q4 FY 17	Q3 FY 17
	Last Twelve Months		15.7	14.4	13.4	13.1

Rupee Dollar Rate		Q3 FY 18	Q2 FY 18	Q1 FY 18	Q4 FY 17	Q3 FY 17	FY 17
	Period Closing rate		72.49	68.47	65.18	63.88	65.29
Period average rate		70.68	67.52	64.65	64.36	64.46	64.93



Consolidated Income Statement - Ind AS

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Head	Quarterly Data				
	Q3 18	Q2 18	QoQ%	Q3 17	YoY%
<b>Revenues</b>	<b>171,063</b>	<b>168,288</b>	<b>1.6%</b>	<b>154,026</b>	<b>11.1%</b>
Direct Costs	113,692	113,414	0.2%	98,654	15.2%
<b>Gross Profit</b>	<b>57,372</b>	<b>54,874</b>	<b>4.6%</b>	<b>55,371</b>	<b>3.6%</b>
Selling / General And Administration	27,482	27,260	0.8%	27,240	0.9%
<b>EBITDA* excluding ESOP Costs</b>	<b>29,890</b>	<b>27,614</b>	<b>8.2%</b>	<b>28,131</b>	<b>6.3%</b>
ESOP Costs	1,328	1,425	-6.8%	1,276	4.1%
<b>EBITDA</b>	<b>28,562</b>	<b>26,190</b>	<b>9.1%</b>	<b>26,856</b>	<b>6.4%</b>
Depreciation and Amortization	2,253	2,688	-16.2%	2,486	-9.4%
<b>Operating Profit = EBIT</b>	<b>26,309</b>	<b>23,501</b>	<b>11.9%</b>	<b>24,370</b>	<b>8.0%</b>
Other Income (net)	414	545	-24.1%	161	156.6%
Forex Gains / (Losses)	3,296	4,298	-23.3%	2,606	26.5%
<b>Profit Before Tax</b>	<b>30,018</b>	<b>28,344</b>	<b>5.9%</b>	<b>27,137</b>	<b>10.6%</b>
Provision for Tax	5,733	5,675	1.0%	5,155	11.2%
<b>Profit After Tax</b>	<b>24,286</b>	<b>22,669</b>	<b>7.1%</b>	<b>21,981</b>	<b>10.5%</b>
Share of Profit in associate	17	(25)	-168.3%	(48)	-135.2%
<b>PAT After Loss in Associate</b>	<b>24,269</b>	<b>22,694</b>	<b>6.9%</b>	<b>22,030</b>	<b>10.2%</b>

Key Ratios	Q3 18	Q2 18	QoQ%	Q3 17	YoY%
Gross Margin	33.5%	32.6%	0.9%	35.9%	-2.4%
SG&A to Revenue	16.1%	16.2%	-0.1%	17.7%	-1.6%
EBITDA* excluding ESOP Costs	17.5%	16.4%	1.1%	18.3%	-0.8%
EBITDA	16.7%	15.6%	1.1%	17.4%	-0.7%
Operating / EBIT Margin	15.4%	14.0%	1.4%	15.8%	-0.4%
Profit before tax	17.5%	16.8%	0.7%	17.6%	-0.1%
Profit after Tax	14.2%	13.5%	0.7%	14.3%	-0.1%

