

Date: 24th October, 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: Presentation to Analysts on the financial results for the quarter ended 30th September, 2018

Dear Sir / Madam,

This is with reference to and in continuation of our letter dated October 1, 2018, wherein we have intimated that the Company will hosting conference call with Analyst on 24th October, 2018 at 5.00 pm for discussion on the financial results of the Company for the quarter ended September 30, 2018.

In this regard, we have enclosed the presentation to be made to Analysts during the conference call on the financial results and performance of the Company for the quarter ended September 30, 2018

This is also being made available at the website of the Company i.e www.hexaware.com

Kindly take the same on your record.

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



Gunjan Methi
Company Secretary





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HEXAWARD

Investor Update Q3 2018

24th October 2018

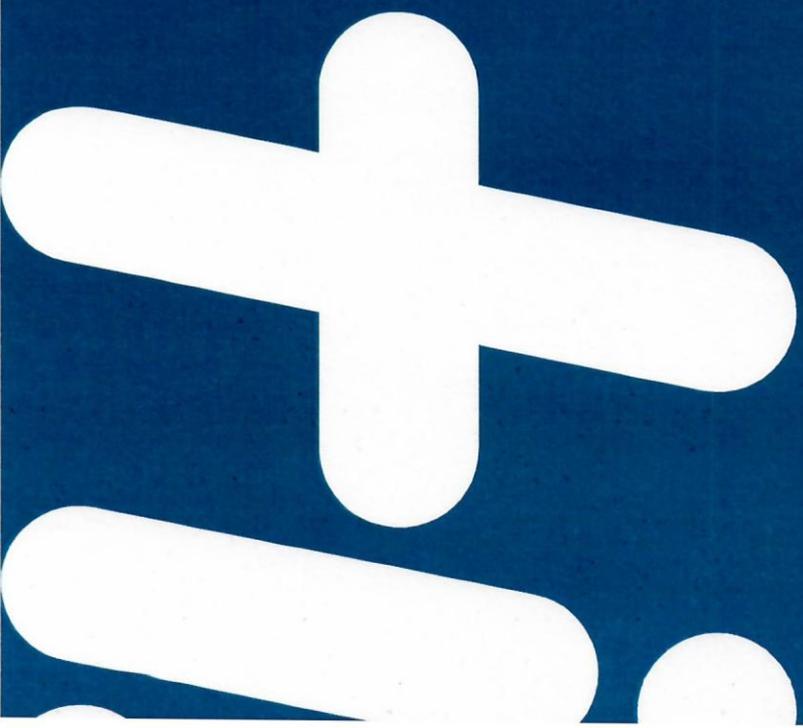
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Safe Harbor Statement

HEXAWARE

Certain statements on this presentation concerning our future growth prospects and 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, 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.

Business Update Q2



Key Financials for Q3 2018



	Q3 2018	Q2 2018	GROWTH QoQ	GROWTH YoY
Revenue	171.1	168.3	1.6%	11.1%
EBITDA * (before ESOP cost)	29.9	27.6	8.2%	6.3%
EBITDA * %	17.5%	16.4%	1.1%	-0.8%
EBITDA (after ESOP cost)	28.6	26.2	9.1%	6.4%
EBITDA %	16.7%	15.6%	1.1%	-0.7%
PAT	24.27	22.69	6.9%	10.2%
PAT %	14.2%	13.5%	0.7%	-0.1%
Diluted EPS (INR)	5.70	5.09	12.1%	20.4%



Figures for previous periods have been restated in accordance with Inc

Amounts in USD million

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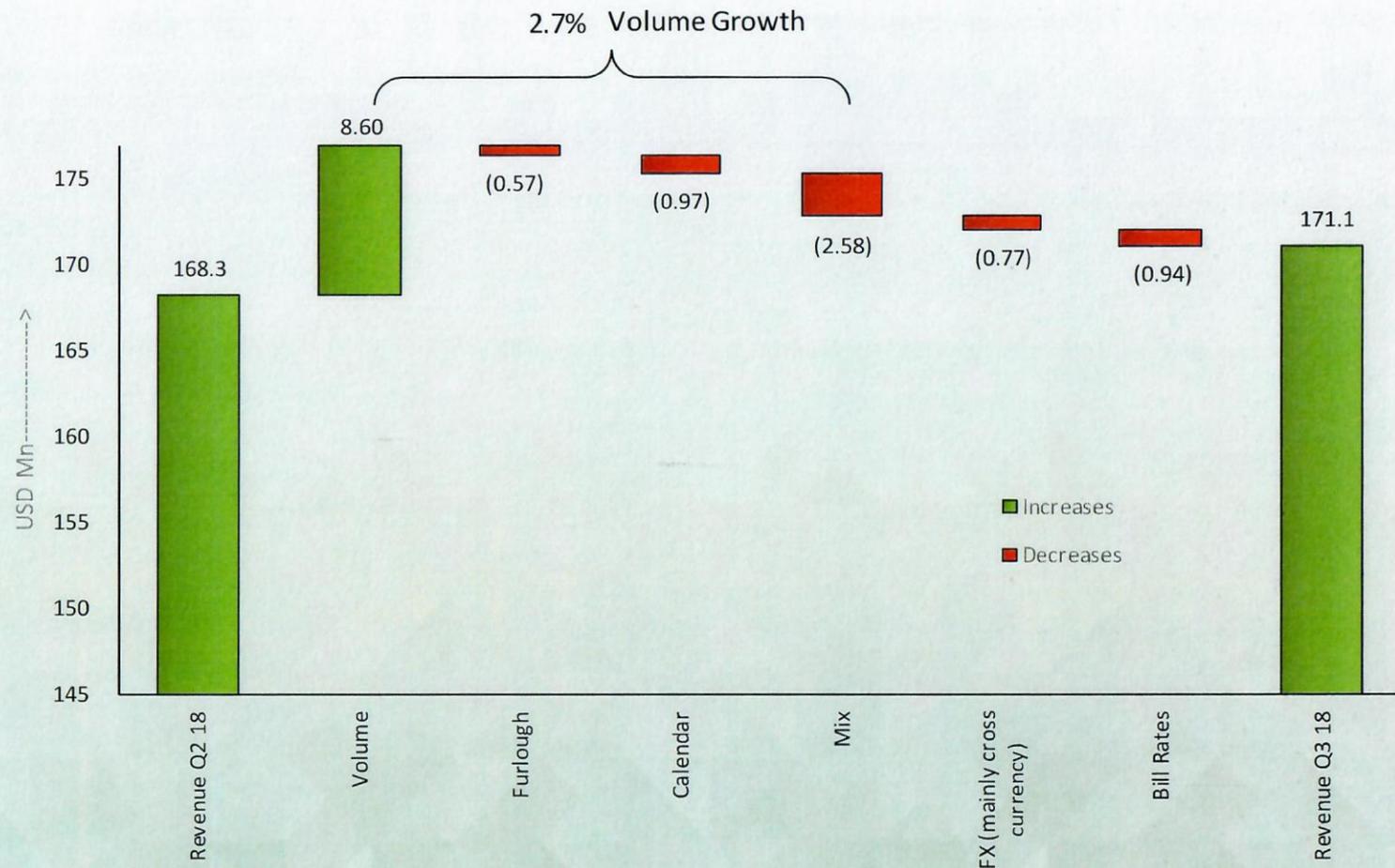
Revenue Impacts for Q3

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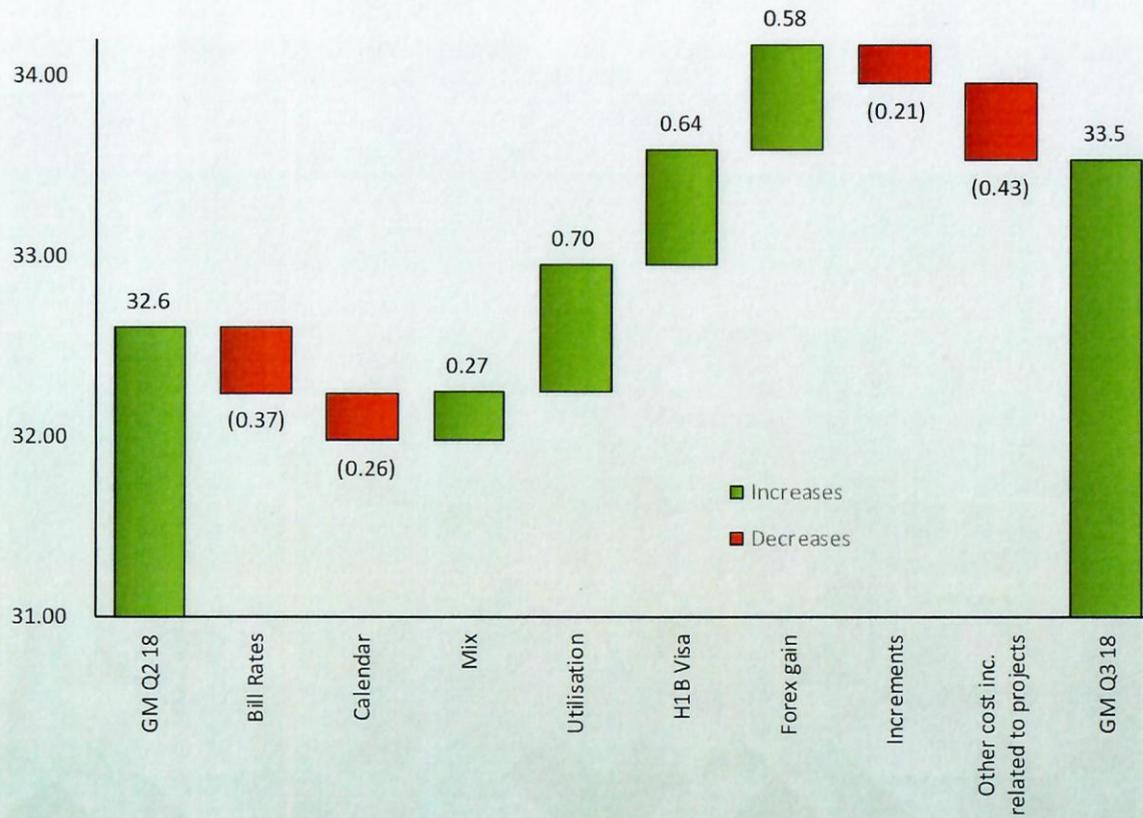
- Unseasonal Furloughs
- Cross currency
- Delayed transitions/Ramps-ups
- Supply side issues for talent in US



Revenue Analysis - QoQ



Gross Margin Analysis - QoQ



SG&A ↓ 13 bps QoQ

Forex Impact	:
Debtors provisioning / Marketing cost	(
Volume Leverage	:
Other Cost Savings	(
Total	

Movement of Top 20 Customers

Top 20 Accounts by Q3 Revenue

Q3 2018 vs. Q3 2017

In

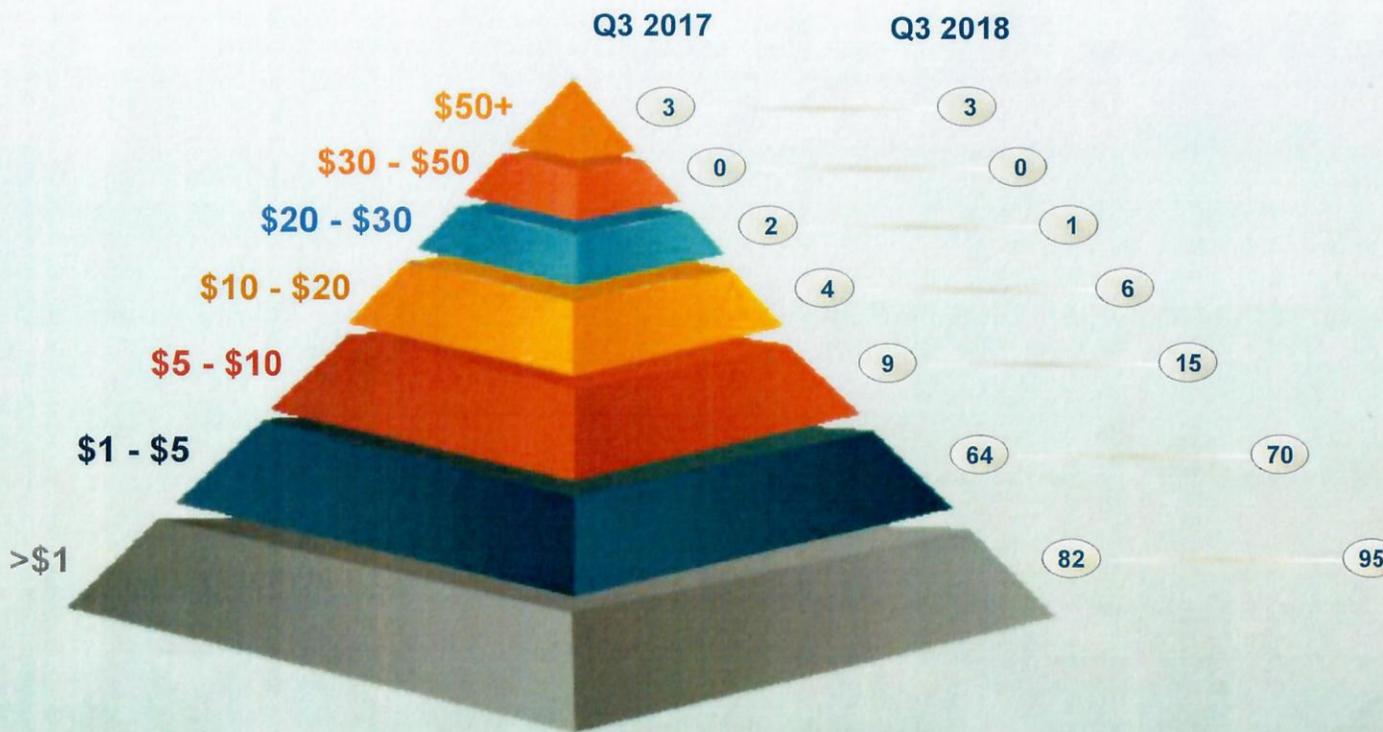
- American investment management company
- European telecommunications company
- French multinational insurance company
- Multinational technological manufacturing company
- Print and digital document solutions provider

Out

- American outsourcing company
- Global financial services company
- International airline company
- Multinational finance and insurance company
- Multinational information technology company



Improved Depth of Customer Relationships



TOP CLIENTS	CONTRIBUTION GROWTH	GROWTH QoQ
Top 5 Clients	-0.3%	0.9%
Top 10 Clients	-0.6%	0.5%
Top 20 Clients	-1.4%	-0.7%
Other Clients	1.4%	5.7%

Q3 18 Top 20 accounts vs their previous quarter performance

TOP CLIENTS	REVENUE GROWTH QoQ	REVENUE GROWTH YoY
Top 5 Clients	1.4%	11.1%
Next 5 Clients	2.0%	21.1%
Next 10 Clients	0.8%	3.1%

NN Wins



USD 25 million NN Deal wins in Q3-18

- 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



Employee Metrics



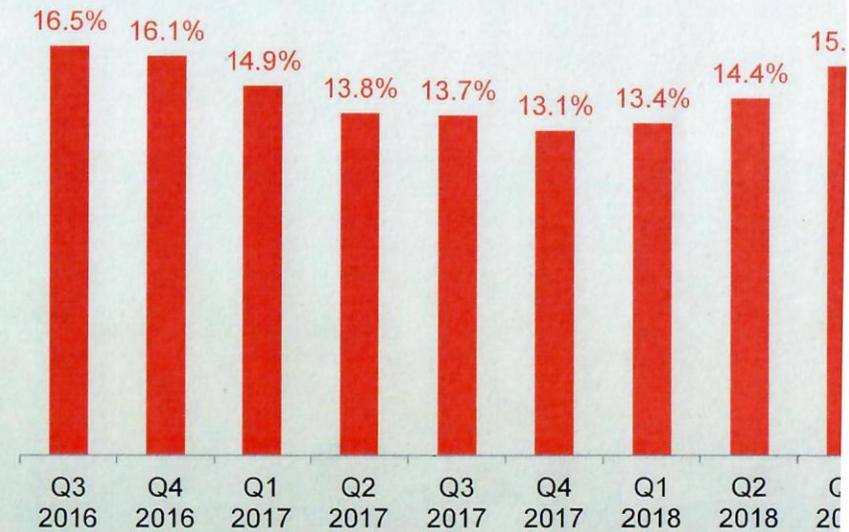
UTILIZATION *

Steady increase in Utilization



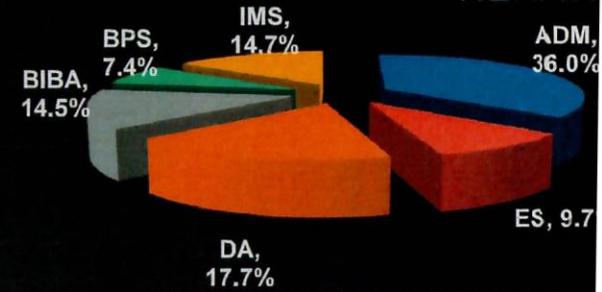
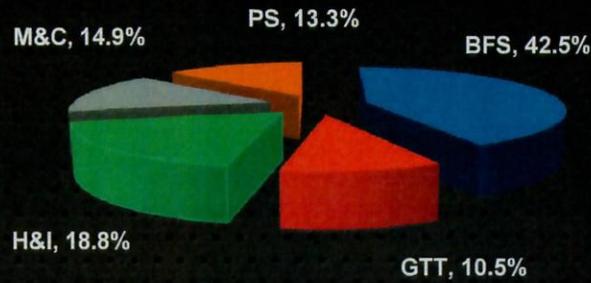
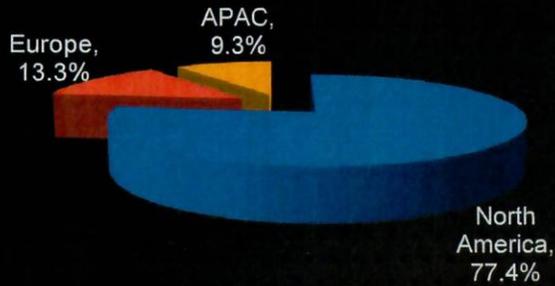
EMPLOYEE ATTRITION

Uptaken Attrition



Net headcount addition during the quarter (incl. trainees) – 693

EU, H&I and IMS led Growth



GEOGRAPHY	GROWTH	
	QoQ	YoY
North America	2.1%	8.6%
Europe	6.5%	30.3%
APAC	-7.7%	8.3%
TOTAL	1.6%	11.1%

VERTICAL	GROWTH	
	QoQ	YoY
BFS	0.9%	9.0%
GTT	-3.9%	-11.2%
H&I	11.4%	25.7%
M&C	-5.8%	23.3%
PS	5.2%	9.3%
TOTAL	1.6%	11.1%

HORIZONTAL (1)	GROWTH QoQ	GROWTH YoY
ADM	-0.2%	10.0%
ES	-6.6%	-5.1%
DA	-2.5%	-1.9%
BIBA	9.1%	16.6%
BPS	3.7%	12.8%
IMS	10.0%	45.7%
TOTAL	1.6%	11.1%

Guidance

- Revenue:
 - 11-12% on reported currency
- EPS:
 - Above 20% growth for year, based on Sept currency

Finance Update

Financial



Revenue

Q3 2018

- CC revenue at \$171.8 mn; ↑ 2.1% QoQ; ↑ 11.8% YoY
- \$ Revenue at \$171.1 mn; ↑ 1.6% QoQ; ↑ 11.1% YoY
- ₹ Revenue at Rs 12,096 mn; ↑ 6.4% QoQ; ↑ 21.8% YoY



Outstanding Hedge Position and Rates

Outstanding Hedge Position

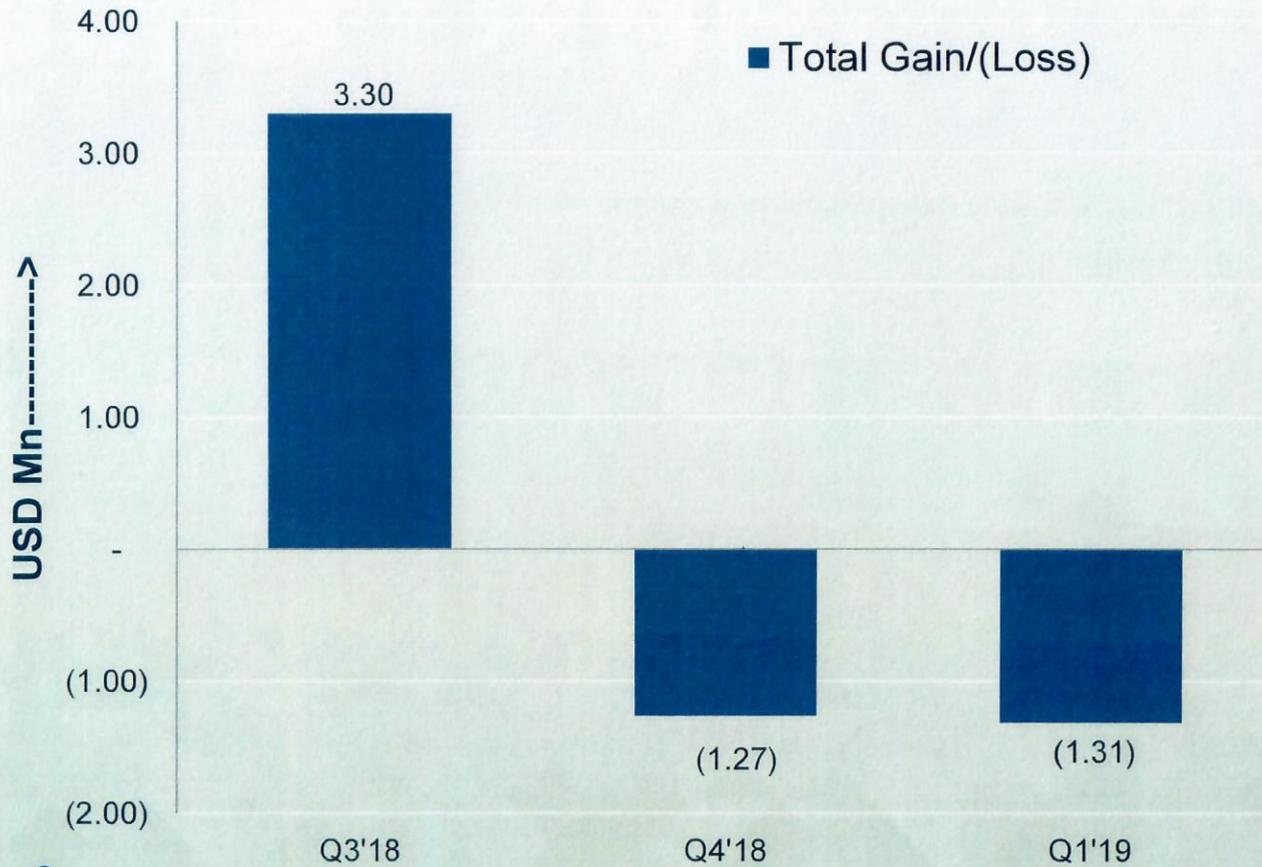
Currency Pair	Amount (Mn.)	Avg. Rate
USDINR (\$)	170.40	70.81
EURNR (€)	6.17	86.91
GBPNR (£)	11.80	97.16
Total (\$)	192.94	

Note -

- 1. Hedges outstanding are full-term hedges.*
- 2. EUR converted @ 1.1583/USD & GBP converted @ 1.3049/USD.*
- 3. Avg. Rate = Average of the forward rate at which the hedges have been booked with the banks.*



Forex Gain/(Loss)



- As compared to the fore gain of \$ 4.30 Mn in Q2'18, the forex gain this quart was \$ 3.30 Mn.
- Forex Losses expected a ~\$1.27 Mn in Q4'18 and ~\$1.31 Mn in Q1'19. exchange rate of IN 72.49/ USD.

Balance Sheet Updates



CASH & CASH EQUIVALENTS

Cash and Cash Equivalents at US\$ 100.6 Mn (₹ 7,292 Mn)

DAYS SALES OUTSTANDING

Days Sales Outstanding (DSO) for Q3 2018 at 58 days; 83 days including unbilled

DIVIDEND

INR 2.50 per share (125%)

Dividend Payout including taxes ₹ 894.67 Mn (\$ 12.2 Mn)

Tax: ETR at 19.1% in Q3 18 vs 20% in Q2 18

Capex : \$2.4 Mn capex in Q3 2018 (\$6.4 mn YTD) – Capex for 2018 - \$17.5 mn - should end year with capex of \$14 mn.





Thank you