



Investor Update

Q1 2015

Mar 2015

Safe harbor statement

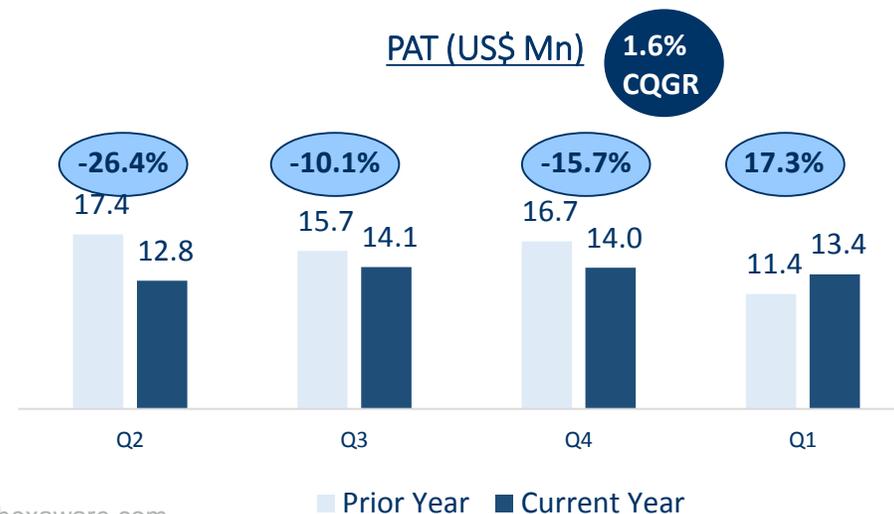
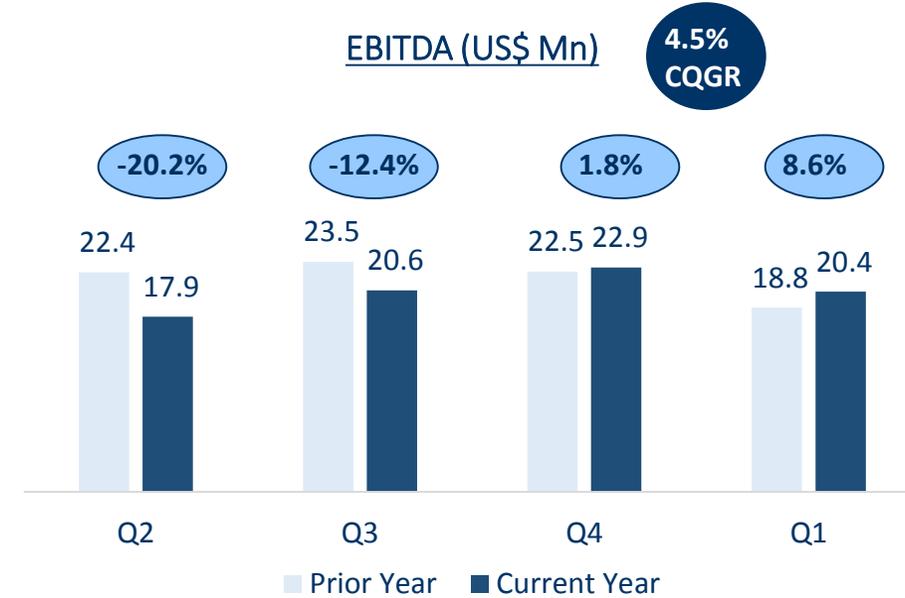
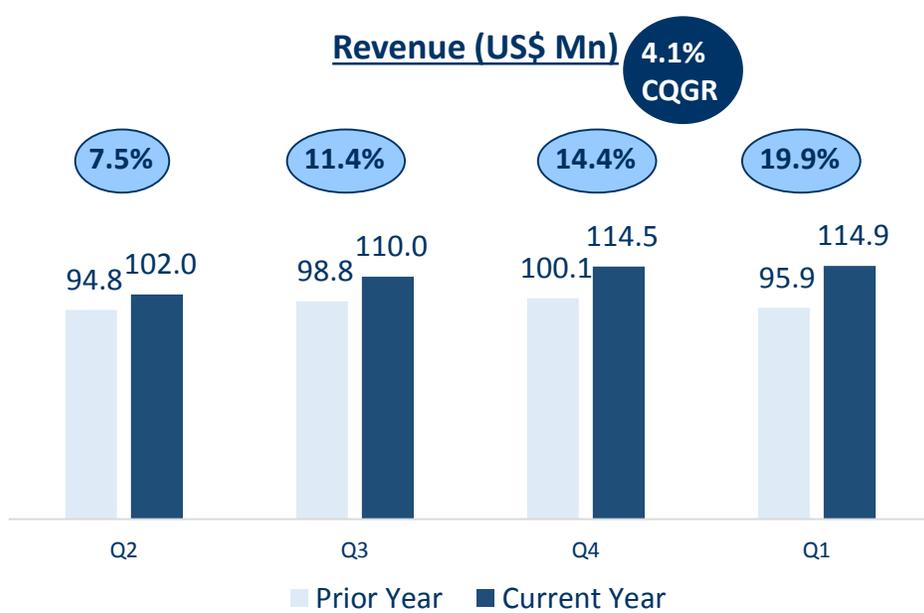
Certain statements on this presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to 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, 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



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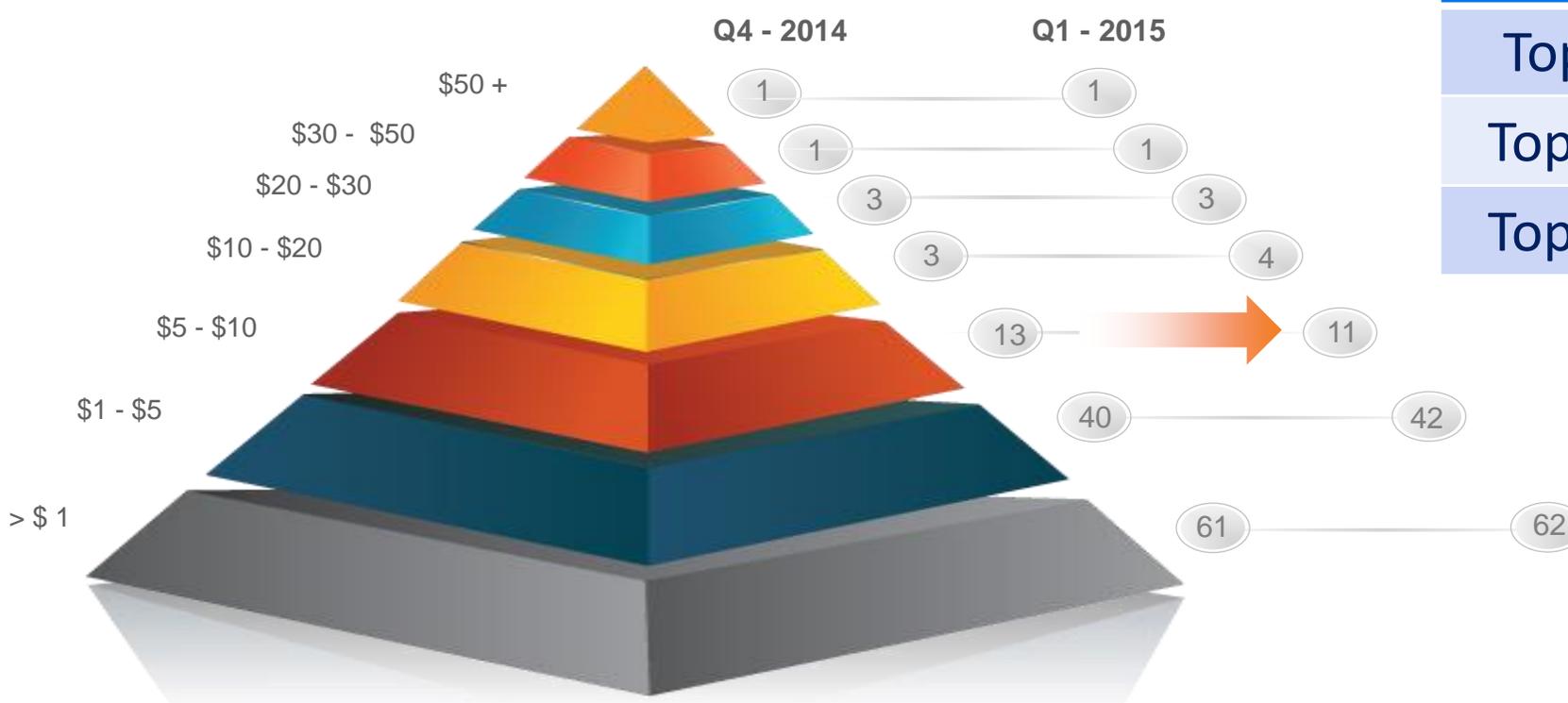
Business Update

Modest Growth in a Difficult Quarter



Profitability metrics:
Margin reduction due to salary increments, forex losses, one-time costs, and higher SG&A}

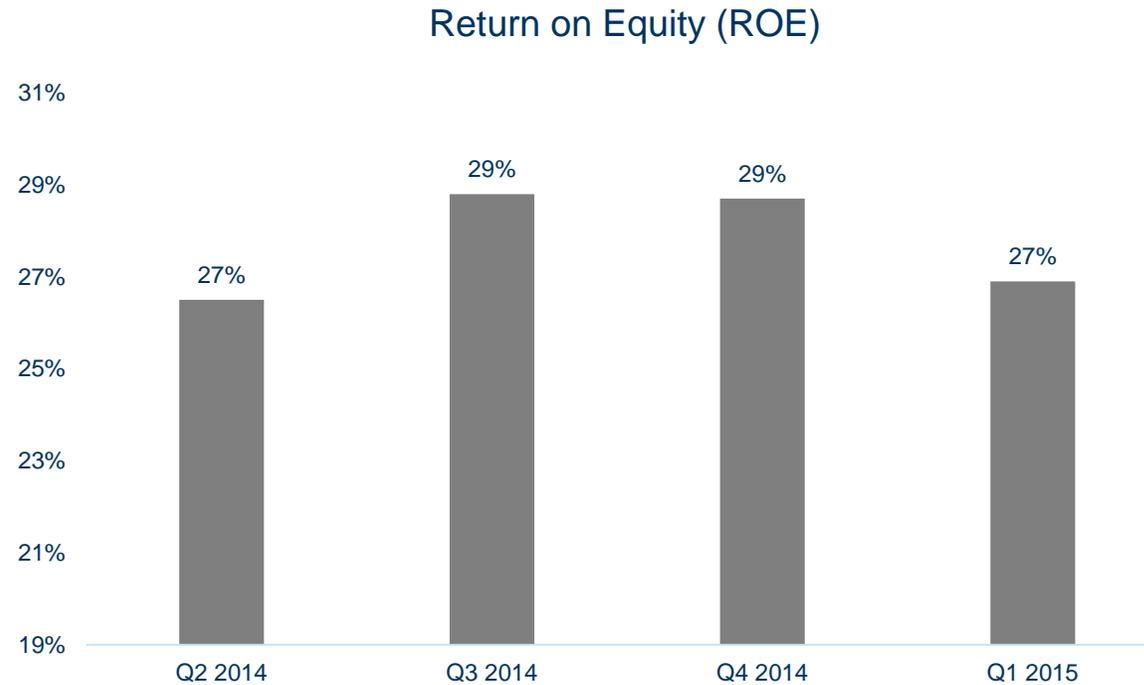
Increasing Depth in Client Relationships



%	QoQ	YoY
Top 5	7.4%	34.4%
Top 10	4.8%	31.2%
Top 20	0.9%	25.9%

Last twelve months revenue in US\$ million

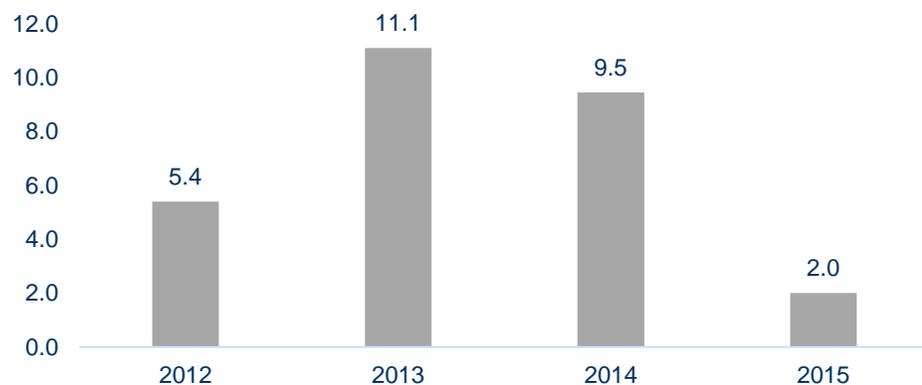
Return on Equity



Shareholder Metrics

Dividend Payout: well above industry

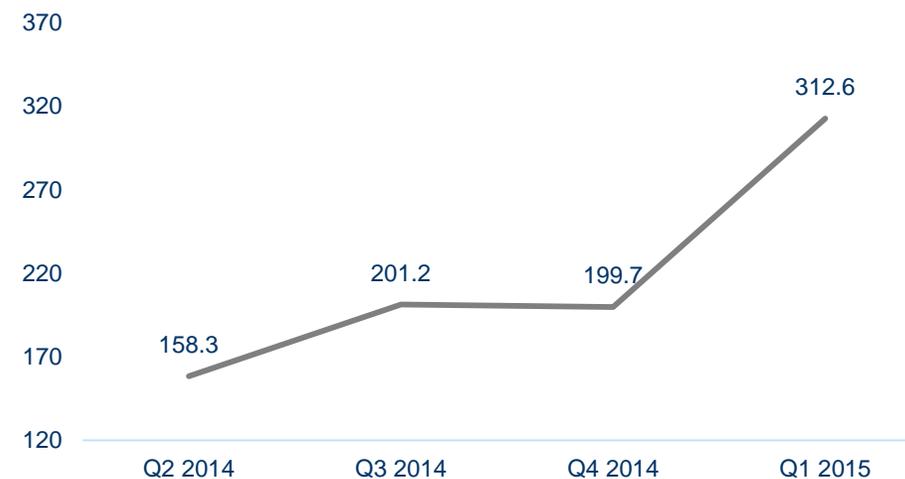
Dividend declared for the year



Total Shareholder Returns:

Stock price as at the end of each quarter end

Share Price Movement in 2014



Business Updates

New Client Adds in Q1 2015

Geography	Client Add #
Americas	4
Europe	3
Asia Pacific	3

New Wins in Q1 2015

- 1) Large Domain led Development Project in Capital Markets
- 2) Implementation and Roll-out of Enterprise HCM Applications
- 3) Data Migration for a leading insurance provider

New Booking TCV of \$ 30 Mn during Q1

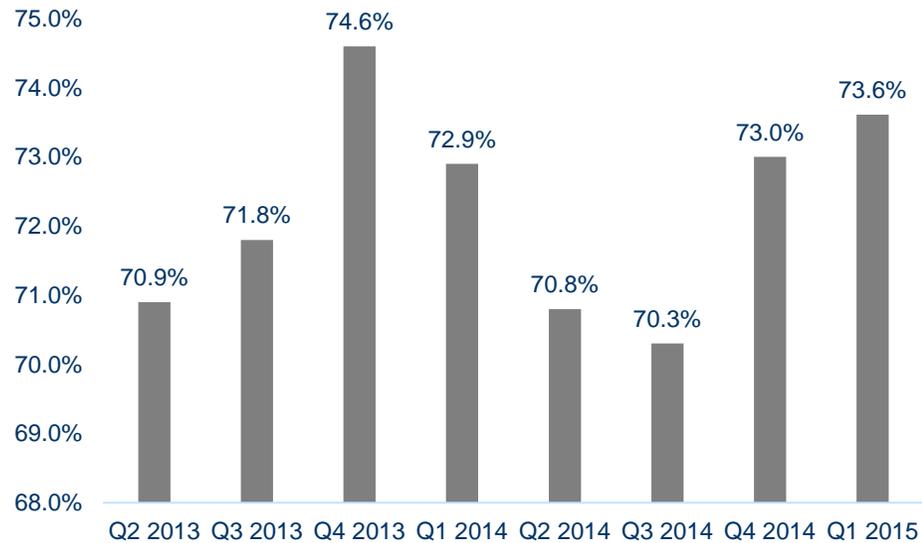
Employee Metrics

Utilization is improving

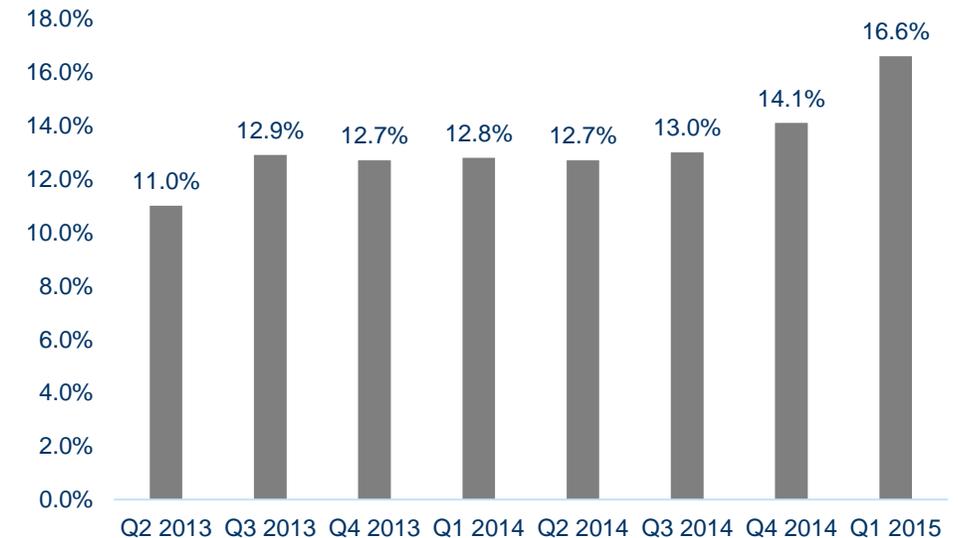
Net addition during the quarter (incl. trainees): 84

Employee Attrition: Upward trend but significant effort to contain yielding results.

Technical Utilization



Employee Attrition



Vertical Split

Effective 1st Jan 2015 - Previous period restated

%	Q1 FY 15	Q4 FY 14	Q3 FY 14	Q2 FY 14	Q1 FY 14	FY 14
Banking and Financial Services	37.4	36.9	36.3	33.4	32.3	34.8
Travel & Transportation	16.5	15.6	16.1	18.3	18.0	16.9
Healthcare & Insurance	15.6	15.5	15.9	16.8	17.5	16.4
Manufacturing, Consumer & others	30.5	32.0	31.7	31.5	32.2	31.9
Total	100.0	100.0	100.0	100.0	100.0	100.0

As of 2014 - As reported earlier

%		Q4 FY 14	Q3 FY 14	Q2 FY 14	Q1 FY 14	FY 14
Banking and Financial Services		39.0	38.9	36.5	34.8	37.5
Travel & Transportation		17.5	17.7	19.2	19.4	18.4
Healthcare & Insurance		13.9	13.5	14.3	15.4	14.2
Manufacturing & Others		29.6	29.9	30.0	30.4	29.9
Total		100.0	100.0	100.0	100.0	100.0

Service Lines Split

Effective 1st Jan 2015 - Previous period restated

%	Q1 FY 15	Q4 FY 14	Q3 FY 14	Q2 FY 14	Q1 FY 14	FY 14
Application Development & Maintenance (ADM)	37.6	36.4	36.8	36.3	37.5	36.7
Enterprise Solutions	15.5	16.6	17.1	18.6	18.1	17.6
Testing / QATS (Quality Assurance and Testing Services)	20.7	20.9	20.2	19.9	21.1	20.5
Business Intelligence & Analytics	15.4	15.4	15.2	14.3	13.4	14.7
Business Process Services (BPS)	4.8	4.3	4.2	4.0	3.7	4.1
Infrastructure Management Services (IMS)	6.0	6.4	6.5	6.9	6.2	6.4
Total	100.0	100.0	100.0	100.0	100.0	100.0

As of 2014 - As reported earlier

%		Q4 FY 14	Q3 FY 14	Q2 FY 14	Q1 FY 14	FY 14
Application Development & Maintenance (ADM)		33.3	34.8	36.9	36.6	35.3
Enterprise Solutions		29.5	29.3	28.4	29.7	29.2
Quality Assurance and Testing Services(QATS) / Testing		11.3	11.0	11.8	12.6	11.6
Business Intelligence & Analytics		12.1	11.5	10.9	10.8	11.3
Business Process Services (BPS)		4.3	4.2	4.1	3.8	4.1
Infrastructure Management Services (IMS)		9.5	9.2	7.9	6.5	8.5
Total		100.0	100.0	100.0	100.0	100.0

Geographies

Effective 1st Jan 2015 - Previous period restated

%	Q1 FY 15	Q4 FY 14	Q3 FY 14	Q2 FY 14	Q1 FY 14	FY 14
Americas	80.8	78.8	78.8	78.7	78.1	78.6
Europe	13.1	15.1	14.3	14.2	14.3	14.5
Asia Pacific	6.1	6.1	6.9	7.1	7.6	6.9
Total	100.0	100.0	100.0	100.0	100.0	100.0

As of 2014 - As reported earlier

%		Q4 FY 14	Q3 FY 14	Q2 FY 14	Q1 FY 14	FY 14
Americas		64.2	64.6	64.9	64.5	64.6
Europe		29.5	28.1	27.4	28.1	28.3
Asia Pacific		6.3	7.3	7.7	7.4	7.1
Total		100.0	100.0	100.0	100.0	100.0

Awards & Recognition

During the last quarter, Hexaware was recognized as the “100 MOST TALENTED GLOBAL HR LEADERS” during World HRD Congress held by CHRO ASIA.

Hexaware has won the ICAI Award for Excellence in Reporting for the second consecutive year.

Hexaware has been mentioned in different Gartner reports during Q1 2015. These reports are titled:

1. “Market Trends: SAP Service Provider Opportunities in a Postmodern ERP World”
2. “Market Guide for Midmarket SAP Service Providers”
3. “The Gartner CRM Vendor Guide, 2015”
4. “Market Guide for Higher Education Student Information Systems”
5. “Market Share: IT Services, 2014”

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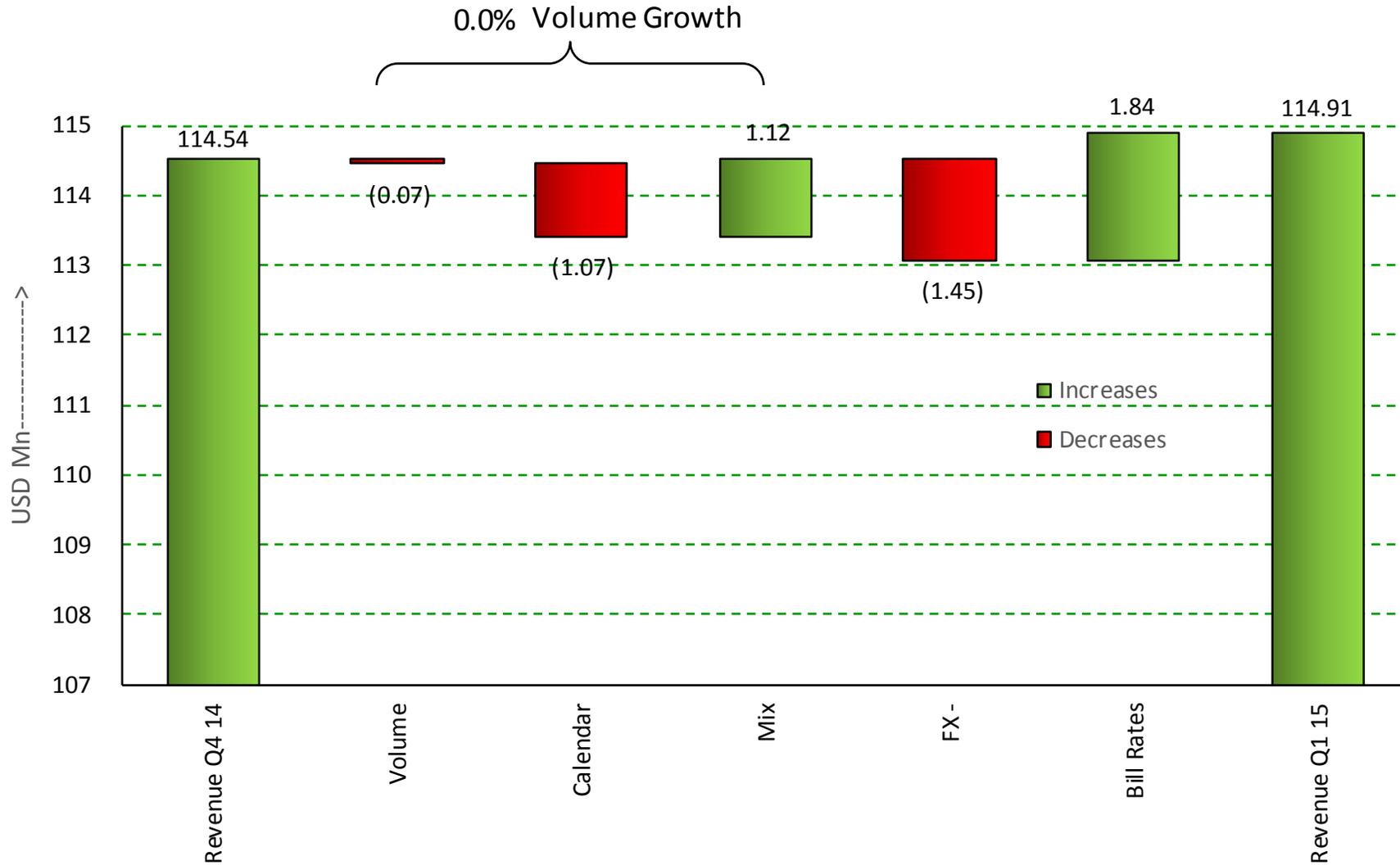
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Financial Update

Revenue Walk

- Q1 2015(JFM) Revenue in US\$ terms at \$ 114.9 mn; up 0.3% QoQ; & up 19.9 % YoY
 - Constant currency growth is 1.6%
- INR Revenue for the quarter at INR 713 crores; up 0.2% QoQ; and 21.1 % YoY

Revenue Analysis - QoQ



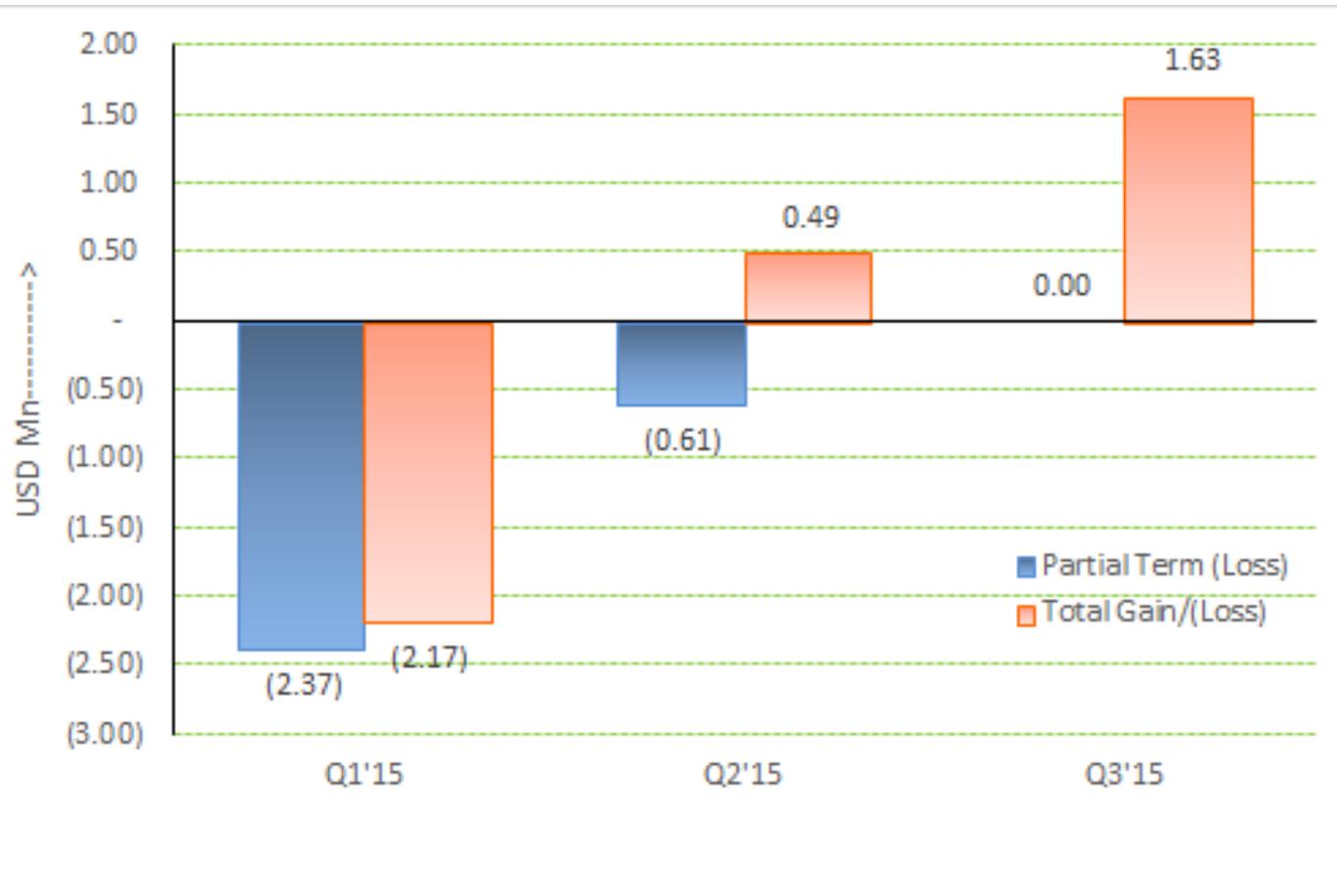
EBITDA Margin Walk

- EBITDA margin for the quarter was 17.8%, 220 bps lower than last quarter
- Gross margin for Q1 2015 at 35.7%; lower by 170bps
 - Increment: (60) bps
 - Visa Cost : (68) bps
 - Other cost increase: (42) bps
- SG&A at 17.9% for Q1 2015 vs 17.5 % last quarter mainly due to increase in S&M investment,

TAX

Effective Tax Rates: 21.2 % for Q1 2015 vs. 22.5% in Q4 2014

Forex Gains/(Losses)



- Forex loss of \$2.2Mn this quarter vs loss of \$2.4Mn in Q4'14.
- Loss in forex mainly on account of old partial term hedges.
- All outstanding partial term hedges were converted to full term hedges in Q4'14.
- Forex gain of approx. \$ 0.5Mn expected in Q2'15 @ INR exchange rate of 62.50.
- Forex gain of approx. \$ 1.6Mn expected in Q3'15 @ INR exchange rate of 62.50.

Balance Sheet Update

- Cash and Cash Equivalents* at US\$ 56.3 Mn (INR 3,521 Mn)
- DSO for Q1 2015 at 51 days, 77 days including unbilled
- First interim dividend:
 - INR 2.0 per share (100%)
 - Dividend Payout including taxes INR 724.8 mn (\$ 11.60 Mn)
 - Dividend Payout Ratio: 87%
- Capital Expenditure
 - For the quarter (Q1 2015): INR 339 Mn
 - Q2 Plan for Chennai SEZ: INR 442 Mn

**includes Restricted cash balances and balances in Mutual funds*



Thank you

We look forward to meeting you at our
Investor Day on 5th August.