

# A) CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST DECEMBER 2010

(Rupees in Lakhs except per share data)

| PARTICULARS  | QUARTER<br>ENDED<br>31st DEC'2010<br>UNAUDITED    | QUARTER<br>ENDED<br>31st DEC'2009<br>UNAUDITED | YEAR<br>ENDED<br>31st DEC'2010<br>AUDITED | YEAR<br>ENDED<br>31st DEC'2009<br>AUDITED |
|--|---|--|---|---|
| INCOME   |   |  |   |   |
| INCOME FROM OPERATIONS   | 29,962.62   | 25,204.17                                      | 105,456.38                                | 103,856.17                                |
| EXPENDITURE  |   |  |   |   |
| EMPLOYMENT EXPENSES  | 18,474.63   | 13,568.94                                      | 67,548.82                                 | 57,107.38                                 |
| SOFTWARE AND DEVELOPMENT EXPENSES  | 4,375.53  | 3,736.36                                       | 15,305.77                                 | 11,973.59                                 |
| ADMINISTRATION AND OTHER EXPENSES  | 3,757.12  | 3,557.56                                       | 13,546.95                                 | 15,014.81                                 |
| DEPRECIATION, AMORTIZATION AND IMPAIRMENT  | 662.23  | 650.04   | 2,423.18                                  | 2,709.45                                  |
| TOTAL EXPENDITURE  | 27,269.51   | 21,512.90                                      | 98,824.72                                 | 86,805.23                                 |
| PROFIT FROM OPERATIONS BEFORE OTHER INCOME, EXCHANGE RATE DIFFERENCE, INTEREST, & EXCEPTIONAL  | 2,693.11  | 3,691.27                                       | 6,631.66                                  | 17,050.94                                 |
| OTHER INCOME (NET)   | 896.60  | 1,041.26                                       | 5,545.63                                  | 3,747.74                                  |
| EXCHANGE RATE DIFFERENCE (NET) (LOSS)  | 953.17  | (1,054.45)                                     | (2,475.48)                                | (6,170.51                                 |
| PROFIT BEFORE INTEREST, EXCEPTIONAL ITEM AND TAX   | 4,542.88  | 3,678.08                                       | 9,701.81                                  | 14,628.17                                 |
| INTEREST   | 29.65   | 35.83  | 260.36                                    | 174.59                                    |
| PROFIT BEFORE TAX AND EXCEPTIONAL ITEMS  | 4,513.23  | 3,642.25                                       | 9,441.45                                  | 14,453.58                                 |
| EXCEPTIONAL ITEM (NET) (Refer Note 2 below)  |   |  | 2,240.78                                  |   |
| PROFIT BEFORE TAX  | 4,513.23  | 3,642.25                                       | 11,682.23                                 | 14,453.58                                 |
| TAX EXPENSE  | 552.82  | 38.42  | 923.36                                    | 1,035.83                                  |
| PROFIT AFTER TAX   | 3,960.41  | 3,603.83                                       | 10,758.87                                 | 13,417.75                                 |
| PAID UP EQUITY SHARE CAPITAL (FACE VALUE OF RS. 2/- PER SHARE)   | 2,904.02  | 2,873.01                                       | 2,904.02                                  | 2,873.01                                  |
| RESERVES AND SURPLUS   |   |  | 93,632.12                                 | 82,076.84                                 |
| EARNINGS PER SHARE (Rupees) BASIC DILLUTED   | 2.73<br>2.67                                      | 2.51<br>2.42                                   | 7.44<br>7.24                              | 9.34<br>9.00                              |
| PUBLIC SHAREHOLDING<br>NUMBER OF SHARES OF RS 2/- EACH<br>PERCENTAGE OF SHAREHOLDING   | 103,941,912<br>71.58%                             | 102,492,633                                    | 103,941,912<br>71.58%                     | 102,492,633<br>71.35%                     |
| PROMOTERS AND PROMOTER GROUP SHAREHOLDING A) PLEDGED/ENCUMBERED - NUMBER OF SHARES - PERCENTAGE OF THE TOTAL SHAREHOLDING OF PROMOTER AND PROMOTER GROUP - PERCENTAGE OF THE TOTAL SHARE CAPITAL OF THE COMPANY B) NON-ENCUMBERED - NUMBER OF SHARES - PERCENTAGE OF THE TOTAL SHAREHOLDING OF PROMOTER AND PROMOTER GROUP - PERCENTAGE OF THE TOTAL SHAREHOLDING OF PROMOTER AND PROMOTER GROUP - PERCENTAGE OF THE TOTAL SHAREHOLDING OF THE COMPANY | 0.00%<br>0.00%<br>41,259,068<br>100.00%<br>28.42% | 0.00%<br>41,158,102<br>100.00%                 |   |   |

## **B) CONSOLIDATED SEGMENT REPORTING**

| PARTICULARS   | QUARTER         | QUARTER         | YEAR            | YEAR             |
|---|-----------------|-----------------|-----------------|------------------|
|   | ENDED           | ENDED           | ENDED           | ENDED            |
|   | 31st DEC'2010   | 31st DEC'2009   | 31st DEC'2010   | 31st DEC'2009    |
|   | UNAUDITED       | UNAUDITED       | AUDITED         | AUDITED          |
| REVENUE BY INDUSTRY SEGMENT TRAVEL AND TRANSPORTATION BANKING, FINANCIAL SERVICES AND INSURANCE MANUFACTURING, HEALTHCARE AND SERVICES OTHERS     | 6,530.04        | 4,200.45        | 22,026.41       | 16,803.67        |
|   | 9,991.08        | 10,048.83       | 36,188.81       | 40,370.83        |
|   | 8,793.16        | 6,923.21        | 30,568.36       | 28,318.31        |
|   | 4,648.34        | 4,031.68        | 16,672.80       | 18,363.36        |
| NET REVENUE FROM OPERATIONS   | 29,962.62       | 25,204.17       | 105,456.38      | 103,856.17       |
| SEGMENT RESULT BEFORE TAX TRAVEL AND TRANSPORTATION BANKING, FINANCIAL SERVICES AND INSURANCE MANUFACTURING, HEALTHCARE AND SERVICES OTHERS TOTAL | 275.14          | 1,009.47        | 1,119.19        | 3,447.13         |
|   | 1,083.35        | 1,184.59        | 1,830.37        | 5,257.49         |
|   | 1,033.22        | 1,395.95        | 3,384.59        | 7,090.11         |
|   | 963.63          | 759.95          | 2,968.47        | 4,039.23         |
|   | <b>3,355.34</b> | <b>4,349.96</b> | <b>9,302.62</b> | <b>19,833.96</b> |
| ADD :OTHER INCOME   | 896.60          | 1,041.26        | 5,545.63        | 3,747.74         |
| LESS: EXCHANGE RATE DIFFERENCE (NET) GAIN / (LOSS)  | 953.17          | (1,054.45)      | (2,475.48)      | (6,170.51)       |
| ADD: EXCEPTIONAL ITEM (NET)   | -               | -               | 2,240.78        | -                |
| LESS: INTEREST  | 29.65           | 35.83           | 260.36          | 174.59           |
| LESS: OTHER UN-ALLOCABLE EXPENDITURE  | 662.23          | 658.69          | 2,670.96        | 2,783.02         |
| PROFIT BEFORE TAX   | 4,513.23        | 3,642.25        | 11,682.23       | 14,453.58        |

## Notes on segment information

Principal segments

Principal segments

Principal segments

Principal segments have been identified taking into account the services offered to customers globally operating in different industry segments, differing risks and returns, the organisational structure and the internal reporting system.

Seamental capital employed
Assets and liabilities contracted have not been identified to any of the reportable seaments as the assets are used
interchangeably between seaments and it is not practicable to reasonably allocate the liabilities to individual seaments. Accordingly no
disclosure relating to seament assets, and seament liabilities are made.

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# C) HEXAWARE TECHNOLOGIES LIMITED - INDIA - STANDALONE BASIS

| Rupees in Lakhs except p OUARTER OUARTER YEAR YI  |   |   |                                   |   |
|---|---|---|-----------------------------------|---|
| PARTICULARS   | QUARTER<br>ENDED<br>31st DEC'2010<br>UNAUDITED    | QUARTER<br>ENDED<br>31st DEC'2009<br>UNAUDITED    | ENDED<br>31st DEC'2010<br>AUDITED | YEAR<br>ENDED<br>31st DEC'2009<br>AUDITED |
| INCOME  | OHAGDITED   | 011110021100                                      |                                   | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,   |
| INCOME FROM OPERATIONS  | 12,585.17   | 11,711.83   | 42,365.08                         | 48,627.36                                 |
| EXPENDITURE   |   |   |                                   |   |
| EMPLOYMENT EXPENSES   | 6,870.71  | 4,451.49  | 24,608.65                         | 17,988.75                                 |
| SOFTWARE AND DEVELOPMENT EXPENSES   | 1,502.58  | 2,153.78  | 5,680.76                          | 6,204.27                                  |
| ADMINISTRATION AND OTHER EXPENSES   | 1,839.38  | 1,669.45  | 6,264.09                          | 6,948.39                                  |
| DEPRECIATION AND AMORTIZATION   | 498.70  | 431.11  | 1,762.02                          | 1,861.49                                  |
| TOTAL EXPENDITURE   | 10,711.37   | 8,705.83  | 38,315.52                         | 33,002.90                                 |
| PROFIT FROM OPERATIONS BEFORE OTHER INCOME, EXCHANGE RATE DIFFERENCE AND INTEREST   | 1,873.80  | 3,006.00  | 4,049.56                          | 15,624.46                                 |
| OTHER INCOME (NET)  | 757.26  | 881.84  | 5,190.71                          | 3,410.74                                  |
| EXCHANGE RATE DIFFERENCE (NET) (LOSS)   | 869.47  | (1,083.76)  | (2,586.10)                        | (6,069.30)                                |
| PROFIT BEFORE INTEREST, EXCEPTIONAL ITEM AND TAX  | 3,500.53  | 2,804.08  | 6,654.17                          | 12,965.90                                 |
| INTEREST  | 4.31  | 3.36  | 144.12                            | 5.04                                      |
| PROFIT BEFORE TAX AND EXCEPTIONAL ITEMS   | 3,496.22  | 2,800.72  | 6,510.05                          | 12,960.86                                 |
| EXCEPTIONAL ITEM (NET)  |   |   | 3,663.97                          | -   |
| PROFIT BEFORE TAX   | 3,496.22  | 2,800.72  | 10,174.02                         | 12,960.86                                 |
| TAX EXPENSE   | 233.00  | (72.49)   | 891.36                            | 540.72                                    |
| PROFIT AFTER TAX  | 3,263.22  | 2,873.21  | 9,282.66                          | 12,420.14                                 |
| PAID UP EQUITY SHARE CAPITAL (FACE VALUE OF RS. 2/- PER SHARE)  | 2,904.02  | 2,873.01  | 2,904.02                          | 2,873.01                                  |
| RESERVES AND SURPLUS  |   |   | 84,516.19                         | 73,416.69                                 |
| EARNINGS PER SHARE (Rupees) BASIC DILUTED   | 2.25<br>2.20                                      | 2.00<br>1.93                                      | 6.42<br>6.25                      | 8.65<br>8.33                              |
| PUBLIC SHAREHOLDING<br>NUMBER OF SHARES OF RS 2/- EACH<br>PERCENTAGE OF SHAREHOLDING  | 103,941,912<br>71.58%                             | 102,492,633<br>71.35%                             | 103,941,912<br>71.58%             | 102,492,633<br>71.35%                     |
| PROMOTERS AND PROMOTER GROUP SHAREHOLDING A) PLEDGED/ENCLUMBERED - NUMBER OF SHARES - PERCENTAGE OF THE TOTAL SHAREHOLDING OF PROMOTER AND PROMOTER GROUP - PERCENTAGE OF THE TOTAL SHARE CAPITAL OF THE COMPANY B) NON-ENCUMBERED - NUMBER OF SHARES - PERCENTAGE OF THE TOTAL SHARE HOLDING OF PROMOTER AND PROMOTER GROUP - PERCENTAGE OF THE TOTAL SHAREHOLDING OF PROMOTER AND PROMOTER GROUP - PERCENTAGE OF THE TOTAL SHARE CAPITAL OF THE COMPANY | 0.00%<br>0.00%<br>41,259,068<br>100.00%<br>28,42% | 0.00%<br>0.00%<br>41,158,102<br>100.00%<br>28.65% |                                   |   |

- D) Notes:1) The Consolidated audited financial results and stand alone 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 February 16, 2011.
  - The Company has opted to publish only consolidated financial results, along with information on Stand alone results as per the amended guidelines issued by the Securities and Exchange Board of India, Standalone results are available on the
  - 2) Details of exceptional items:

  - In Profit on sale of surplus assets amounting to Rs. 6.369.37 lakhs

    ii) During the guarter ending June, 2010, the Company entered into a large IT services contract worth USD 110 million over 5 years. This contract includes absorbing certain identified employees of the customer, along with related employee obligations. The Company has accordingly accounted for such obligations of employees during the year, amounting to Rs. 4,128.59 lakhs based on the crystallised restructuring plan.

  - 3) The Company in its Board meeting held on 11th of January 2011, decided a) To reclassify Authorised Share Capital 3,000,000 Preference Shares of Rs 100/- each to 150,000,000 Equity Share of Rs 2/-
  - b) To issue Bonus shares in the ratio of 1 equity share of Rs 2/- each for each equity share of the company. Above resolutions were approved in Extra Ordinary General Meeting held on 15th February 2011.
  - 4) As the record date for determining the number of bonus shares to be issued is Feb 25, 2011. Company has not considered such bonus shares issued for the purpose of computing "Earnings per share".
  - 5) The board of directors have recommended a payment of final dividend of Re. 1.40 per share (70%) on an equity share of Rs. 2/- each, at its meeting held on 16th February 2011.
  - 6) Information on segments has been disclosed on a consolidated basis in accordance with Accounting Standard 17 (Segment Reporting)
  - 7) Information on investor complaints pursuant to clause 41 of the listing agreement for the quarter ended December 31, 2010

| Particulars | Opening Balance | Additions | Disposals | Closing Balance |
|-------------|-----------------|-----------|-----------|-----------------|
| Complaints  | Nil             | 3         | 3         | Nil             |
|             |                 |           |           |                 |



8) Figures for the previous period/year have been regrouped wherever necessary to conform to the current period.

# STATEMENT OF ASSETS AND LIABILITIES (CONSOLIDATED AUDITED)

| PARTICULARS   | AS AT<br>31ST DEC 2010                         | AS AT<br>31ST DEC 2009                         |
|---|--|--|
| SHAREHOLDERS' FUNDS   |  |  |
| SHARE CAPITAL / SHARE APPLICATION MONEY<br>RESERVES AND SURPLUS<br>LOAN FUNDS<br>DEFERRED TAX LIABILITIES   | 2,914.92<br>93,632.12<br>1,117.63<br>132.28    | 2,873.01<br>82,099.66<br>1,628.55<br>102.55    |
| FIXED ASSETS INVESTMENTS DEFERRED TAX ASSETS  | 40,783.98<br>3,970.68<br>1,817.95              | 43,579.48<br>12,691.10<br>1,206.45             |
| CURRENT ASSETS LOANS AND ADVANCES SUNDRY DEBTORS CASH AND CASH EQUIVALENTS LOANS AND ADVANCES OTHER CURRENT ASSETS LESS: CURRENT LIABILITIES AND PROVISIONS | 19,190.42<br>43,557.36<br>9,755.42<br>6,566.34 | 15,259.47<br>28,487.37<br>9,301.64<br>3,266.82 |
| CURRENT LIABILITIES AND PROVISIONS CURRENT LIABILITIES PROVISIONS NET CURRENT ASSETS  | 14,751.64<br>13,093.56<br>51,224.34            | 19,984.92<br>7,103.64<br>29,226.74             |

# STATEMENT OF ASSETS AND LIABILITIES (STAND ALONE AUDITED)

| PARTICULARS   | AS AT<br>31ST DEC 2010  | AS AT<br>31ST DEC 2009 |
|---|---|------------------------|
| SHAREHOLDERS' FUNDS   |   |                        |
| SHARE CAPITAL / SHARE APPLICATION MONEY RESERVES AND SURPLUS  | 2,914.92<br>84,516.19   | 2,873.01<br>73,439.36  |
| FIXED ASSETS<br>INVESTMENTS   | 24,226.73<br>24,412.17  | 26,196.89<br>32,800.94 |
| CURRENT ASSETS LOANS AND ADVANCES SUNDRY DEBTORS CASH AND CASH EQUIVALENTS LOANS AND ADVANCES OTHER CURRENT LASSETS LESS: CURRENT LIABILITIES AND PROVISIONS CURRENT LIABILITIES PROVISIONS | 10,771.51<br>36,680.71<br>9,041.01<br>3,890.11<br>12,364.44<br>9,226.68 |                        |
| NET CURRENT ASSETS  | 38,792.22   | 17,314.54              |

For Hexaware Technologies Limited

R. V. Ramanan Whole time Director

Place : Mumbai Date : February 16, 2011

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