

Date: 11th February, 2020

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,

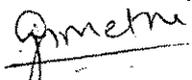
Pursuant to regulation 30 read with Schedule III part A of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Audited Consolidated and Standalone Financial Results of Hexaware Technologies Limited for the quarter and year ended December 31, 2019 approved by the Board of Directors at its meeting held today along with the press release and the audit report. The Company hereby declares that Audited Consolidated and Standalone Financial Results for the year ended December 31, 2019 have unmodified opinion. Board Meeting for discussion of financial results commenced at 1.00 pm and concluded at 3.45 p.m.

Pursuant to Regulation 33 (3) (b) (i) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company shall be submitting the Consolidated financial Results in addition to standalone results to the exchanges and publishing only consolidated results in newspapers pursuant to regulation 47 (1) (b) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Further we wish to inform you that the Board of Directors of the Company have recommended payment of final dividend @ Rs. 2.50/- per share (125%) on equity shares of Rs. 2/- each. The final dividend which is subject to the approval of the shareholders at the 27th Annual General Meeting of the Members of the Company to be held on Tuesday, April 21, 2020 shall be paid on Friday, April 24, 2020.

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

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



Gunjan Methi
Company Secretary

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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Independent Auditor's Report on consolidated annual financial results under Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of
Hexaware Technologies Limited

Opinion

We have audited the accompanying consolidated annual financial results of Hexaware Technologies Limited ("Holding Company"), its subsidiaries (holding company and its subsidiaries together referred to as "the Group") and its associate for the year ended 31 December 2019 ("the Statement"), being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations").

In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the reports of the other auditors on separate financial statements of subsidiaries, unaudited financial information of certain subsidiaries and an associate which are certified by the Management, the Statement:

a. includes the results of the following entities:

Wholly Owned Subsidiary:

- i) Hexaware Technologies Inc.;
- ii) Hexaware Technologies Mexico, S. De R. L de C.V;
- iii) Hexaware Technologies UK Limited;
- iv) Hexaware Technologies Asia Pacific Pte Ltd;
- v) Hexaware Technologies GmbH;
- vi) Hexaware Technologies Canada Limited;
- vii) Guangzhou Hexaware Information Technologies Company Limited;
- viii) Hexaware Technologies LLC;
- ix) Hexaware Technologies Saudi LLC;
- x) Hexaware Technologies Romania SRL;
- xi) Hexaware Technologies Hong Kong Limited;
- xii) Hexaware Technologies Nordic AB;
- xiii) Hexaware Information Technologies (Shanghai) Company Limited;
- xiv) Digitech Technologies Incorporated (closed on 27 September 2018);
- xv) Hexaware Technologies DO Brazil Ltd, Brazil (closed on 24 July 2018);
- xvi) Mobiquity Inc.*;
- xvii) Mobiquity Velocity Solutions, Inc.*;



Independent Auditor's Report (Continued)

Hexaware Technologies Limited

Opinion (Continued)

- a. includes the results of the following entities: *(Continued)*

Wholly Owned Subsidiary (Continued):

- xviii) Mobiquity Velocity Cooperative UA*;
- xix) Mobiquity BV*;
- xx) Morgan Clark BV*;
- xxi) Mobiquity Softech Private Limited*;
- xxii) Montana Merger Sub, Inc. (with effect from 7 June 2019 and merged with Mobiquity Inc. effective 13 June 2019)
- xxiii) Hexaware Technologies South Africa (Pty) Ltd (formed on 25 November 2019, subsidiary of Hexaware Technologies UK Limited)

* with effect from 13 June 2019

Associate:

- i) Experis Technology Solutions Pte Ltd (Associate of Hexaware Technologies Asia Pacific Pte Ltd).
- b. is presented in accordance with the requirements of Regulation 33 of the Listing Regulations, in this regard; and
- c. gives a true and fair view, in conformity with the applicable accounting standards, and other accounting principles generally accepted in India, of consolidated net profit and other comprehensive income and other financial information of the Group for the year ended 31 December 2019.

Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing (“SAs”) specified under sub-section (10) of Section 143 of the Act. Our responsibilities under those SAs are further described in the *Auditor's Responsibilities for the Audit of the Consolidated Financial Results* section of our report. We are independent of the Group and its associate in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India (“ICAI”) together with the ethical requirements that are relevant to our audit of the financial results under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence obtained by us along with the consideration of audit reports of the other auditors referred to in sub paragraph (a) of the “*Other Matters*” paragraph below, is sufficient and appropriate to provide a basis for our opinion on the consolidated annual financial results.

Management's and Board of Directors' Responsibilities for the Consolidated Annual Financial Results

These consolidated annual financial results have been prepared on the basis of the consolidated annual financial statements. The Management and the Holding Company's Board of Directors are responsible

Independent Auditor's Report (Continued)

Hexaware Technologies Limited

Management's and Board of Directors' Responsibilities for the Consolidated Annual Financial Results (Continued)

for the preparation and presentation of these consolidated annual financial results that give a true and fair view of the consolidated net profit/ loss and other comprehensive income and other financial information of the Group including its associate in accordance with the accounting principles generally accepted in India, including the Indian Accounting Standards (Ind AS) specified under Section 133 of the Act and in compliance with Regulation 33 of the Listing Regulations. The respective Management and Board of Directors of the companies included in the Group and of its associate are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of each company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring accuracy and completeness of the accounting records, relevant to the preparation and presentation of the consolidated annual financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of preparation of the consolidated annual financial results by the Management and the Directors of the Holding Company, as aforesaid.

In preparing the consolidated annual financial results, the Management and the respective Board of Directors of the companies included in the Group and of its associate are responsible for assessing the ability of each company to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the respective Board of Directors either intends to liquidate the company or to cease operations, or has no realistic alternative but to do so.

The respective Board of Directors of the companies included in the Group and of its associate is responsible for overseeing the financial reporting process of each company.

Auditor's Responsibilities for the Audit of the Consolidated Annual Financial Results

Our objectives are to obtain reasonable assurance about whether the consolidated annual financial results as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated annual financial results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- identify and assess the risks of material misstatement of the consolidated annual financial results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control;

Independent Auditor's Report (Continued)

Hexaware Technologies Limited

Auditor's Responsibilities for the Audit of the Consolidated Annual Financial Results (Continued)

- obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control;
- evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Management and Board of Directors;
- conclude on the appropriateness of the Management and Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the appropriateness of this assumption. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated annual financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group and its associate to cease to continue as a going concern;
- evaluate the overall presentation, structure and content of the consolidated annual financial results, including the disclosures, and whether the consolidated annual financial results represent the underlying transactions and events in a manner that achieves fair presentation; and
- obtain sufficient appropriate audit evidence regarding the financial statements / financial information of the entities within the Group and its associate to express an opinion on the consolidated annual financial results, of which we are the independent auditors. We are responsible for the direction, supervision and performance of the audit of financial information of such entities. For the other entities included in the consolidated annual financial results, which have been audited by other auditors, such other auditors remain responsible for the direction, supervision and performance of the audits carried out by them. We remain solely responsible for our audit opinion. Our responsibilities in this regard are further described in para (a) of the section titled "*Other Matters*" in this audit report.

We communicate with those charged with governance of the Holding Company and such other entities included in the consolidated annual financial results of which we are the independent auditors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the Listing Regulations, as amended, to the extent applicable.



Independent Auditor's Report *(Continued)*

Hexaware Technologies Limited

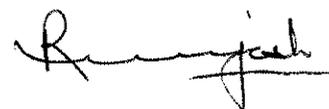
Other Matters

- (a) The consolidated annual financial results include the audited financial results of fifteen (15) subsidiaries, whose annual financial statements reflect Group's share of total assets (before consolidation adjustments) of Rs. 6,662.14 million as at 31 December 2019, Group's share of total revenue (before consolidation adjustments) of Rs. 12,683.33 million and net cash outflows amounting to Rs. 1,121.31 million for the year ended 31 December 2019, as considered in the consolidated annual financial results, which have been audited by their respective independent auditors. The independent auditors' reports on financial statements of these entities have been furnished to us and our opinion on the consolidated annual financial results, in so far as it relates to the amounts and disclosures included in respect of these entities, is based solely on the report of such auditors and the procedures performed by us are as stated in paragraph above.
- (b) The consolidated financial results include the unaudited financial results of three (3) subsidiaries whose financial information reflect total assets (before consolidation adjustments) of Rs. 0.06 million as at 31 December 2019, total revenues (before consolidation adjustments) of Rs. Nil and net cash inflows amounting to Rs. 0.04 million for the year ended 31 December 2019, as considered in the consolidated financial results. The consolidated financial statements also include the Group's share of net profit (and other comprehensive income) of Rs. 4.10 million for the year ended 31 December 2019, as considered in the consolidated financial statements, in respect of one associate, whose financial information have not been audited by us or by other auditors. These unaudited financial information have been furnished to us by the Board of Directors and our opinion on the consolidated annual financial results, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries and associate is based solely on such unaudited financial information. In our opinion and according to the information and explanations given to us by the Board of Directors, these financial information are not material to the Group.

Our opinion on the consolidated annual financial results is not modified in respect of the above matters with respect to our reliance on the work done and the reports of the other auditors and the financial information certified by the Board of Directors.

Our opinion is not modified in respect of this matter.

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



Rajesh Mehra
Partner

Mumbai
11 February 2020

Membership No: 103145
UDIN: 20103145AAAAF6504

B S R & Co. LLP

Chartered Accountants

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Independent Auditor's Report on annual standalone financial results under Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of
Hexaware Technologies Limited

Opinion

We have audited the accompanying standalone annual financial results of Hexaware Technologies Limited ("the Company") for the year ended 31 December 2019, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations").

In our opinion and to the best of our information and according to the explanations given to us, these standalone annual financial results:

- i. are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
- ii. give a true and fair view in conformity with the recognition and measurement principles laid down in the applicable accounting standards and other accounting principles generally accepted in India of the net profit and other comprehensive income and other financial information for the year ended 31 December 2019.

Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing ("SAs") specified under sub-section (10) of Section 143 of the Companies Act, 2013 ("the Act"). Our responsibilities under those SAs are further described in the *Auditor's Responsibilities for the Audit of the Standalone Financial Results* section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial results under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Management's and Board of Directors' Responsibilities for the Standalone Annual Financial Results

These standalone annual financial results have been prepared on the basis of the standalone annual financial statements. The Company's Management and Board of Directors are responsible for the preparation of these financial results that give a true and fair view of the net profit/loss and other comprehensive income and other financial information in accordance with the accounting principles generally accepted in India, including the Indian Accounting Standards ("Ind AS") specified under Section 133 of the Act and in compliance with Regulation 33 of the Listing Regulations. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making

Independent Auditor's Report (Continued)

Hexaware Technologies Limited

Management's and Board of Directors' Responsibilities for the Standalone Annual Financial Results (Continued)

judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the standalone annual financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error.

In preparing the standalone annual financial results, the Management and the Board of Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors is also responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Standalone Annual Financial Results

Our objectives are to obtain reasonable assurance about whether the standalone annual financial results as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these standalone annual financial results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- identify and assess the risks of material misstatement of the standalone annual financial results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control;
- obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control;
- evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures in the standalone annual financial results made by the Management and Board of Directors;



Independent Auditor's Report (Continued)

Hexaware Technologies Limited

Auditor's Responsibilities for the Audit of the Standalone Annual Financial Results (Continued)

- conclude on the appropriateness of the Management and Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern; and
- evaluate the overall presentation, structure and content of the standalone annual financial results, including the disclosures, and whether the financial results represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

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

Chartered Accountants

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



Rajesh Mehra

Partner

Membership No: 103145

UDIN: 20103145AAAAAG2342

Mumbai
11 February 2020

HEXAWARE TECHNOLOGIES LIMITED

A) CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED December 31, 2019

(Rupees in Million except per share data)

Particulars	Quarter Ended 31st Dec'2019 (Audited)	Quarter Ended 30th Sep'2019 (Audited)	Quarter Ended 31st Dec'2018 (Audited)	Year Ended 31st Dec'2019 (Audited)	Year Ended 31st Dec'2018 (Audited)
INCOME					
Revenue from operations	15,288.17	14,813.47	12,524.21	55,825.18	46,477.62
Exchange rate difference (net)	3.82	197.59	(247.95)	192.71	471.45
Other Income	7.84	6.17	30.03	89.38	105.48
Total Income	15,299.83	15,017.23	12,306.29	56,107.27	47,054.55
EXPENSES					
Software and development expenses	3,001.44	2,898.09	2,913.20	11,826.42	10,250.37
Employee benefits expense	8,448.65	8,197.03	6,563.50	30,279.28	24,799.53
Operation and other expenses	1,438.58	1,340.54	1,130.98	4,937.21	4,089.53
Interest - others	30.18	33.87	0.24	74.02	0.42
Depreciation and amortisation expense	355.51	324.27	158.23	1,033.53	650.55
Total expenses	13,274.36	12,793.80	10,766.15	48,150.46	39,790.40
Profit before exceptional item, tax and share in profit of associate	2,025.47	2,223.43	1,540.14	7,956.81	7,264.15
Exceptional item - Acquisition related costs (Refer Note 3)	(1.31)	-	-	168.24	-
Profit before tax and share in profit of associate	2,026.78	2,223.43	1,540.14	7,788.57	7,264.15
Share in profit of associate (Net of tax)	1.98	0.65	0.13	4.10	1.66
Profit before tax	2,028.76	2,224.08	1,540.27	7,792.67	7,265.81
Tax expense					
Current	365.57	370.72	379.81	1,538.49	1,713.68
Deferred charge/(credit)	(14.78)	16.22	(73.98)	(159.25)	(282.50)
Total tax expense	350.79	386.94	305.83	1,379.24	1,431.18
Profit for the period / year	1,677.97	1,837.14	1,234.44	6,413.43	5,834.63
OTHER COMPREHENSIVE INCOME					
<i>ij Items that will not be reclassified to profit or loss</i>					
- Remeasurement of defined benefit plan	(203.07)	(11.76)	(9.24)	(181.96)	41.45
- Income tax relating to items that will not be reclassified to profit or loss	34.01	3.35	1.51	34.13	(8.45)
<i>ii) Items that will be reclassified to profit or loss</i>					
- Net change in fair value of cash flow hedges	(12.53)	(190.66)	690.61	201.63	(598.18)
- Exchange differences in translating the financial statements of foreign operations	154.33	196.10	(360.11)	277.99	569.91
- Income tax relating to items that will be reclassified to profit or loss	82.96	36.10	(135.86)	39.28	117.49
Total other comprehensive income / (loss)	55.70	33.23	186.91	371.07	122.22
Total comprehensive income for the period / year	1,733.67	1,870.37	1,421.35	6,784.50	5,956.85
Paid up equity share capital (face value of Rs. 2/- per share)	596.77	596.68	594.72	596.77	596.72
Other equity excluding revaluation reserve				27,057.86	23,323.93
Earnings per share (In Rupees)					
Basic	5.62	6.16	4.15	21.52	19.65
Diluted	5.56	6.07	4.09	21.24	19.31

B) CONSOLIDATED SEGMENT REPORTING

PARTICULARS	Quarter Ended 31st Dec'2019 (Audited)	Quarter Ended 30th Sep'2019 (Audited)	Quarter Ended 31st Dec'2018 (Audited)	Year Ended 31st Dec'2019 (Audited)	Year Ended 31st Dec'2018 (Audited)
REVENUE BY INDUSTRY SEGMENT					
Travel and Transportation	1,568.08	1,501.41	1,237.05	5,589.40	5,156.64
Banking and Financial services	5,432.19	5,719.00	5,273.37	21,517.68	19,856.67
Healthcare and Insurance	3,205.83	2,857.46	2,392.52	10,895.79	8,297.23
High-Tech and Professional Services	2,304.67	2,118.99	1,720.15	8,166.61	6,039.65
Manufacturing and Consumer	2,777.40	2,616.61	1,901.12	9,655.70	7,115.23
TOTAL	15,288.17	14,813.47	12,524.21	55,825.18	46,477.62
SEGMENT RESULT BEFORE TAX					
Travel and Transportation	255.62	306.72	253.45	1,057.45	1,145.74
Banking and Financial services	561.46	657.85	676.97	2,432.95	2,840.30
Healthcare and Insurance	668.29	589.24	354.00	2,102.33	1,377.21
High-Tech and Professional Services	417.44	366.71	272.22	1,401.27	814.74
Manufacturing and Consumer	496.69	457.29	359.89	1,788.27	1,360.20
TOTAL	2,399.50	2,377.81	1,916.53	8,782.27	7,338.19
Add : Other income	7.84	6.17	30.03	89.38	105.48
Add: Exchange rate difference (net)	3.82	197.59	(247.95)	192.71	471.45
Less: Exceptional item	(1.31)	-	-	168.24	-
Less : Interest - Others	30.18	33.87	0.24	74.02	0.42
Less : Other unallocable expenses	355.51	324.27	158.23	1,033.53	650.55
Add : Share in profit of associate (net of tax)	1.98	0.65	0.13	4.10	1.66
Profit before tax	2,028.76	2,224.08	1,540.27	7,792.67	7,265.81

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.

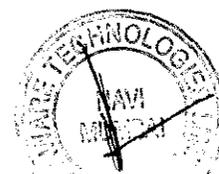


HEXAWARE

C) AUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED December 31, 2019

(Rupees in Million except per share data)

Particulars	Quarter Ended 31st Dec'2019 (Audited)	Quarter Ended 30th Sep'2019 (Audited)	Quarter Ended 31st Dec'2018 (Audited)	Year Ended 31st Dec'2019 (Audited)	Year Ended 31st Dec'2018 (Audited)
INCOME					
Revenue from operations	5,731.02	5,557.64	4,978.43	21,409.11	17,940.25
Exchange rate difference (net)	93.32	215.20	(238.26)	336.53	516.82
Other income	3.66	14.11	3.91	28.67	24.95
Total income	5,828.00	5,786.95	4,744.08	21,774.31	18,482.02
EXPENSES					
Software and development expenses	212.20	188.12	256.71	1,066.59	672.88
Employee benefits expense	3,156.74	3,004.73	2,542.37	11,435.12	9,461.57
Operation and other expenses	682.29	703.66	560.48	2,565.90	2,335.38
Interest - others	0.22	0.10	0.19	0.42	0.28
Depreciation and amortisation expense	183.00	155.82	125.70	609.91	494.07
Total expenses	4,234.45	4,052.43	3,485.45	15,677.94	12,964.18
PROFIT BEFORE TAX AND EXCEPTIONAL ITEMS	1,593.55	1,734.52	1,258.63	6,096.37	5,517.84
Exceptional item - Acquisition related costs (Refer Note 3)	-	-	-	5.21	-
Profit before tax	1,593.55	1,734.52	1,258.63	6,091.16	5,517.84
Tax expense					
Current	289.96	250.93	265.55	1,136.63	1,232.74
Deferred charge/(credit)	(15.63)	56.32	(58.77)	(120.80)	(244.49)
Total tax expense	274.33	307.25	206.78	1,015.83	988.25
Profit for the period / year	1,319.22	1,427.27	1,051.85	5,075.33	4,529.59
OTHER COMPREHENSIVE INCOME					
<i>i) Items that will not be reclassified to profit or loss</i>					
- Remeasurement of defined benefit plan	(203.08)	(11.76)	(9.24)	(181.96)	41.45
- Income tax relating to items that will not be reclassified to profit or loss	34.01	3.35	1.51	34.13	(8.45)
<i>ii) Items that will be reclassified to profit or loss</i>					
- Net change in fair value of cash flow hedges	(12.53)	(190.56)	690.61	201.63	(598.18)
- Income tax relating to items that will be reclassified to profit or loss	82.95	36.10	(135.86)	39.28	117.49
Total other comprehensive income / (loss)	(98.65)	(162.87)	547.02	93.08	(447.69)
Total comprehensive income for the period / year	1,220.57	1,264.40	1,598.87	5,168.41	4,081.90
Paid up equity share capital (face value of Rs. 2/- per share)	596.77	596.68	594.72	596.77	594.72
Other equity excluding revaluation reserve				18,916.32	16,776.08
Earnings per share (In Rupees)					
Basic	4.42	4.79	3.54	17.03	15.25
Diluted	4.37	4.72	3.48	16.81	14.99



D) BALANCE SHEET (CONSOLIDATED AUDITED)

(Rs. in million)

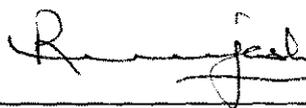
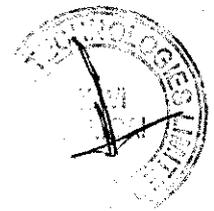
PARTICULARS	As at 31st Dec'2019 AUDITED	As at 31st Dec'2018 AUDITED
ASSETS		
Non-current assets		
Property, plant and equipment	6,068.90	3,827.85
Capital work-in-progress - Tangible	863.32	2,244.43
Goodwill	11,760.88	1,809.08
Other intangible assets	2,545.64	104.59
Financial assets		
- Investments	29.99	25.89
- Loans - Security deposits	412.00	249.20
- Other financial assets	113.37	136.79
Income tax asset (net)	380.14	374.25
Deferred tax assets (net)	1,437.20	1,784.14
Other non-current assets	823.91	901.96
Total non-current assets	24,435.35	11,458.18
Current assets		
Financial assets		
- Investments	-	101.28
- Trade receivables	9,795.61	8,031.00
- Unbilled receivables	3,535.47	2,729.85
- Cash and cash equivalents	2,316.43	8,050.55
- Other bank balances	149.11	154.38
- Loans - Security deposits	7.66	6.53
- Other financial assets	331.44	160.00
Current tax assets (net)	131.95	36.39
Other current assets	984.38	606.51
Total current assets	17,252.05	19,876.49
Total assets	41,687.40	31,334.67
EQUITY AND LIABILITIES		
Equity		
Equity share capital	596.77	594.72
Other equity	27,057.86	23,323.93
Total equity	27,654.63	23,918.65
Non-current liabilities		
Financial Liabilities		
- Borrowings (secured)	1,429.46	-
- Other financial liabilities	44.82	75.64
Provisions - Employee benefit obligations in respect of gratuity	428.40	230.38
Total non-current liabilities	1,902.68	306.02
Current liabilities		
Financial Liabilities		
- Borrowings (Secured)	1.27	-
- Trade payables	3,949.15	3,299.90
- Other financial liabilities	6,207.82	1,914.69
Other current liabilities	955.93	1,014.28
Provisions		
- Employee benefit obligations in respect of compensated absences and others	824.76	685.28
- Others	-	-
Current tax liabilities (net)	191.16	195.85
Total current liabilities	12,130.09	7,110.00
Total liabilities	14,032.77	7,416.02
Total equity and liabilities	41,687.40	31,334.67




E) BALANCE SHEET (STANDALONE AUDITED)

(Rs. in million)

PARTICULARS	As at 31st Dec'2019 AUDITED	AS AT 31st Dec'2018 AUDITED
ASSETS		
Non-current assets		
Property, plant and equipment	5,717.85	3,682.17
Capital work-in-progress - Tangible	871.92	2,253.03
Other intangible assets	102.90	92.87
Financial assets		
- Investments	2,300.49	1,899.32
- Loans - Security deposits	343.47	227.29
- Other financial assets	58.24	107.77
Income tax asset (net)	380.14	374.13
Deferred tax assets (net)	1,549.07	1,388.99
Other non-current assets	777.28	786.24
Total non-current assets	12,101.36	10,811.81
Current assets		
Financial assets		
- Investments	-	101.28
- Trade receivables	6,543.12	5,363.53
- Cash and cash equivalents	670.22	1,320.47
- Other bank balances	149.11	154.38
- Unbilled receivables	1,947.56	1,448.45
- Loans - Security deposits	1.82	1.78
- Other financial assets	740.63	506.95
Other current assets	439.64	285.14
Total current assets	10,492.10	9,181.98
Total assets	22,593.46	19,993.79
EQUITY AND LIABILITIES		
Equity		
Equity share capital	596.77	594.72
Other equity	18,916.32	16,776.08
Total equity	19,513.09	17,370.80
Non-current liabilities		
Financial liabilities		
- Other financial liabilities	34.75	75.64
Other non current liabilities	16.90	-
Provisions - Employee benefit obligations in respect of gratuity	410.89	218.79
Total non-current liabilities	462.54	294.43
Current liabilities		
Financial liabilities		
- Trade payables		
(i) Dues of micro and small enterprises	13.34	2.08
(ii) Others	872.92	796.56
- Other financial liabilities	1,078.29	809.62
Other current liabilities	298.80	411.79
Provisions		
- Employee benefit obligations in respect of compensated absences and others	271.84	217.40
- Others	-	-
Current tax liabilities (net)	82.64	91.11
Total current liabilities	2,617.83	2,328.56
Total liabilities	3,080.37	2,622.99
Total equity and liabilities	22,593.46	19,993.79

F) CASH FLOW STATEMENT (CONSOLIDATED AUDITED)

(Rs. in million)

	For the year ended	For the year ended
	31st Dec'2019	31st Dec'2018
Cash Flow from operating activities		
Net Profit before tax	7,792.67	7,265.81
Adjustments for:		
Depreciation and amortization expense	1,033.53	650.55
Employee stock option compensation cost	26.55	373.74
Interest income	(73.81)	(53.26)
Provision for doubtful accounts (net of write back)	28.07	20.12
Debts and advances written off	38.55	15.83
Dividend from investments	(2.93)	(9.73)
Loss/(Profit) on sale of property, plant and equipment (PPE) (net)	1.75	1.69
Exchange rate difference (net) - unrealised	(101.59)	7.09
Interest expense	74.02	0.42
Other income	-	(25.55)
Share in profit of associate	(4.10)	(1.66)
Operating profit before working capital changes	8,812.71	8,245.05
Adjustments for:		
Trade receivables and other assets	(1,609.58)	(2,382.40)
Trade payables and other liabilities	334.66	1,216.05
Cash generated from operations	7,537.79	7,078.70
Direct taxes paid (net)	(1,573.95)	(1,591.67)
Net cash from operating activities	5,963.84	5,487.03
Cash flow from investing activities		
Purchase of PPE, intangibles including CWIP and capital advances	(1,296.25)	(608.68)
Proceeds from sale of property, plant and equipment	(0.09)	3.01
Purchase of investments	(1,115.43)	(3,292.46)
Proceeds from sale/ redemption of investments	1,216.71	3,380.37
Payment for acquisition of business, net of cash acquired	(8,859.18)	-
Dividend from investments	2.93	9.73
Interest received	74.61	53.51
Net cash used in investing activities	(9,976.70)	(454.52)
Cash flow from financing activities		
Proceeds from issue of shares / share application money (net)	1.63	4.24
Proceeds from short term borrowing (net)	1.27	-
Proceeds from long term borrowing	1,410.53	-
Interest paid	(47.82)	(0.42)
Dividend paid (including corporate dividend tax)	(3,054.31)	(2,506.03)
Net cash used in financing activities	(1,688.70)	(2,502.21)
Net Increase/(decrease) in cash and cash equivalents	(5,701.56)	2,530.30
Cash and cash equivalents at the beginning of the year	8,050.55	5,147.41
Add: Unrealised gain/(loss) on foreign currency cash and cash equivalents	(32.56)	372.84
Cash and cash equivalents at the end of the year	2,316.43	8,050.55

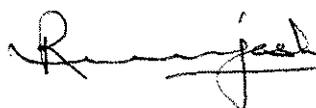
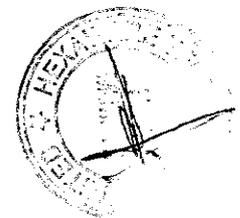
Notes:

Non cash transaction:

Liabilities towards deferred consideration	3,490.46	-
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Reconciliation of Long term borrowing:

	31st Dec'2019	31st Dec'2018
Opening balance	-	-
Long term borrowing during the year	1,383.33	-
Adjustment on account of currency translation	46.13	-
Closing balance	1,429.46	-

G) CASH FLOW STATEMENT (STAND ALONE AUDITED)

	(Rs. in million)	
	For the year ended	For the year ended
	<u>31st Dec'2019</u>	<u>31st Dec'2018</u>
Cash Flow from operating activities		
Net Profit before tax	6,091.16	5,517.84
Adjustments for:		
Depreciation and amortization expense	609.91	494.07
Employee stock option compensation cost	(3.35)	207.83
Interest income	(15.84)	(5.64)
Provision for doubtful accounts (net of writeback)	13.87	2.83
Debts and advances written off	-	5.47
Dividend from current investments	(2.93)	(9.73)
Loss/(Profit) on sale of property, plant and equipments (PPE) and intangible assets (net)	1.73	(0.03)
Provision for impairment in the value of investment	-	132.79
Exchange rate difference (net) - unrealised	0.84	6.76
Interest expense	0.42	0.28
Operating profit before working capital changes	<u>6,695.81</u>	<u>6,352.47</u>
Adjustments for:		
Trade receivables and other assets	(2,047.48)	(2,204.82)
Trade payables and other liabilities	123.10	433.42
Cash generated from operations	<u>4,771.43</u>	<u>4,581.07</u>
Direct taxes paid (net)	(1,116.98)	(1,188.12)
Net cash from operating activities	<u>3,654.45</u>	<u>3,392.95</u>
Cash flow from investing activities		
Purchase of PPE, Intangible assets and CWIP including advances	(973.50)	(548.69)
Interest received	16.79	5.87
Purchase of current investments	(1,115.43)	(3,292.46)
Proceeds from sale/ redemption of current Investments	1,216.71	3,380.37
Investment in subsidiaries	(401.17)	(3.71)
Dividend from current investments	2.93	9.73
Proceeds from sale of PPE	2.91	2.70
Net cash used in investing activities	<u>(1,250.76)</u>	<u>(446.19)</u>
Cash flow from financing activities		
Proceeds from issue of shares / share application money (net)	1.63	4.24
Interest paid	(0.42)	(0.28)
Dividend paid (including corporate dividend tax)	(3,054.31)	(2,506.03)
Net cash used in financing activities	<u>(3,053.10)</u>	<u>(2,502.07)</u>
Net increase / (decrease) in cash and cash equivalents	(649.41)	444.69
Cash and cash equivalents at the beginning of the year	1,320.47	882.53
Unrealised gain on foreign currency cash & cash equivalents	(0.84)	(6.75)
Cash and cash equivalents at the end of the year	<u>670.22</u>	<u>1,320.47</u>

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H) 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 February 11, 2020.

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) The Group on June 13, 2019 acquired 100% equity in Mobiquity Inc. and its subsidiaries (together referred to as Mobiquity). Mobiquity Inc. is headquartered in the US, and with a global presence across 3 continents, Mobiquity is a customer experience consulting firm that specializes in creating frictionless multi-channel digital experiences using cloud technologies.

Purchase price has been allocated as set out below, to the assets acquired and liabilities assumed in the business combination.

Components	Rs. in million
Intangible assets- Customer relationships	2,361.23
Intangible assets- Brand	154.72
Deferred tax liability	(517.80)
Other assets, net	1,033.06
Fair value of net assets as on the date of acquisition	3,031.21
Purchase consideration	12,612.98
Goodwill	9,581.77
Revaluation as on date	328.33
Goodwill	9,910.10

Details of the purchase consideration	Rs. in million
Initial upfront cash consideration	9,233.67
Fair value of deferred consideration payable by January 09, 2020	2,070.60
Fair value of contingent consideration payable by October 8, 2020	1,308.71
Total Purchase consideration	12,612.98

The transaction costs of Rs.168.24 million has been included in the statement of profit and loss account and shown as an exceptional item.

Considering the aforesaid business combination, the financials for the period ended and as at December 31, 2019 are not comparable with that of the previous periods.

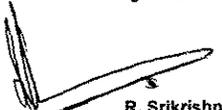
4) Effective January 1, 2019, the Company has adopted Ind AS 115 using the cumulative effect method. The standard is applied retrospectively only to contracts that are not completed as at the date of initial application and the comparative information is not restated in the consolidated statement of profit and loss. The adoption of the standard did not have any material impact to the financial statements of the Company.

5) The Board of Directors have declared a final dividend of Rs. 2.50 per share (125%) on an equity share of Rs. 2/- each.

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

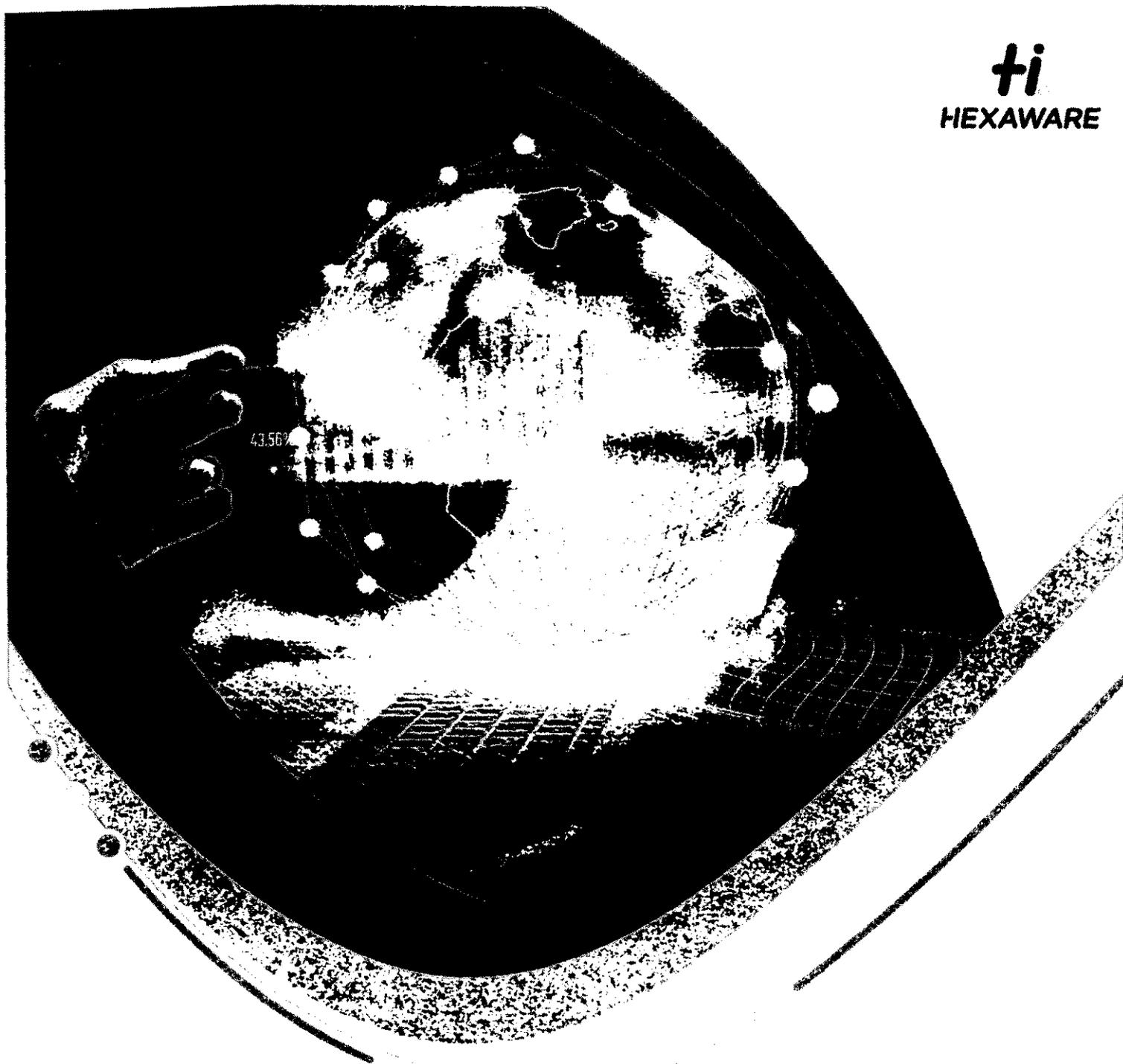
Place : Mumbai
Date : February 11, 2020

For Hexaware Technologies Limited



R. Srikrishna
(CEO & Executive Director)
(DIN-03160121)



Financial Release

Fourth quarter and year ended December 31, 2019

February 11, 2020

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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, 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, and unauthorized use of our intellectual property and general economic conditions affecting our industry.

Use of Non-GAAP Financials

Hexaware has included non-GAAP financial measures in this release to supplement Hexaware's consolidated financial statements presented on a GAAP basis. These non-GAAP financial measures may have limitations as analytical tools, and these measures should not be considered in isolation or as a substitute for analysis of Hexaware's results as reported under GAAP.

The non-GAAP financial information that we provide also may differ from the non-GAAP information provided by other companies. We compensate for the limitations on our use of these non-GAAP financial measures by relying primarily on our GAAP financial statements and using non-GAAP financial measures only supplementally. We also provide robust and detailed reconciliations of non-GAAP earnings to the most directly comparable GAAP earnings, and we encourage investors to review those reconciliations carefully.

We believe that providing these non-GAAP financial measures in addition to the related GAAP measures provides investors with greater transparency. We further believe that providing this information better enables investors to understand Hexaware's operating performance and financial condition.

Press Release

FY19 revenue up 17.1% YoY, up 18.2% YoY in CC

FY19 EBITDA growth at 17.1% YoY; in-line with revenue growth

Mumbai – February 11, 2020: Hexaware Technologies Limited, an automation-led, next-generation provider of IT, BPO and Consulting services reports numbers for the fourth quarter and year ending December 31, 2019.

Financial Summary

US \$ M	FY19	Q4FY19	
	YoY	QoQ	YoY
Revenue (Constant Currency)	18.2%	1.3%	21.8%

US \$ M	Q4 19	Growth	
		QoQ	YoY
Revenue	214.3	1.8%	21.7%
EBITDA (Post RSU)	33.6	-0.7%	25.3%
EBIT	28.6	-2.1%	16.3%
PAT	23.5	-9.8%	37.0%

₹ M	Q4 19	Growth	
		QoQ	YoY
Revenue	15,288	3.2%	22.1%
EBITDA (Post RSU)	2,397	0.8%	25.3%
EBIT	2,041	-0.6%	16.3%
PAT	1,678	-8.7%	35.9%

US \$ M	FY 19	Growth	
		YoY	
Revenue	793	17.1%	
EBITDA (Post RSU)	125	17.1%	
EBIT	110	13.4%	
PAT	91	7.4%	

₹ M	FY19	Growth	
		YOY	
Revenue	55,825	20.1%	
EBITDA (Post RSU)	8,779	19.7%	
EBIT	7,745	15.9%	
PAT	6,413	9.9%	

Leadership Speak

“Hexaware has seen sustained revenue growth with CAGR of 13.1% over the last 5 years. This is an acknowledgement of our excellent client relationships coupled with strong execution capabilities.” remarked **Atul Nishar, Chairman, Hexaware Technologies Limited**.

“We continue our stellar performance over the years and have delivered another year of strong double-digit revenue growth. Our continued focus on operational efficiencies helped us maintain our margins. Our results continue to validate our growth, profitability and investment strategies.” stated **Vikash Kumar Jain, CFO, Hexaware Technologies Limited**.

“We had market-leading performance from all but one vertical during the year. Consequently, we exited a seasonally weak Q4 with solid growth and expect to continue that into 2020 with an anticipated revenue growth in excess of 15% for the full year”. stated **R Srikrishna, CEO & Executive Director, Hexaware Technologies Limited**.

Business Update

New Wins

NN wins in Q4 2019 with TCV of US\$ 30M. Total NN wins in FY19 at US\$ 130M.

Key Highlights

In Q4 2019, Europe showed 62.8% YoY growth. Among the verticals M&C (46%), H&I (33.6%), HTPS (33.1%), and Travel & Transportation (26.4%) led the growth with BFS growing 2.7% YoY. In the horizontals, YoY growth was led by ADM (40.4%) and BPS (39.4%) growth.

For FY19, growth was led by HTPS (33.3%) and BPS (31.1%).

Revenue Growth

Particulars	Segments	Q4 2019		FY 2019
		QoQ	YoY	YoY
Verticals	Banking and Financial Services	-6.3%	2.7%	5.5%
	Travel & Transportation	3.1%	26.4%	5.2%
	Healthcare & Insurance	10.7%	33.6%	28.3%
	Manufacturing & Consumer	8.5%	46.0%	31.1%
	High-Tech & Professional Services	2.8%	33.1%	33.3%
Service Lines	Application Devt & Maint (ADM)	-1.6%	40.4%	26.1%
	Enterprise Solutions	1.9%	17.2%	7.4%
	Digital Assurance	1.3%	8.8%	7.0%
	Business Intelligence & Analytics	-1.3%	-1.7%	-1.2%
	Business Process Services (BPS)	4.2%	39.4%	31.1%
	Infrastructure Management Services (IMS)	13.3%	9.6%	24.2%
Geography	Americas	0.5%	17.8%	15.5%
	Europe	7.4%	62.8%	38.7%
	Asia Pacific	2.8%	-1.9%	1.9%
Total		1.8%	21.7%	17.1%

EPS

Q4 2019 EPS at ₹ 5.62, FY 2019 EPS at ₹ 21.52

Cash

- Cash & Cash equivalents (incl. restricted) at the end of December 2019 at ₹ 253 crores
- Days of Sales Outstanding (DSO) was 59 days (billed DSO) and 80 days (including unbilled) at the end of Q4 2019

Foreign Exchange Cover

The Company has hedges worth \$ 212.02 M at an average exchange rate of ₹ 74.85, € 6.60 M at an average exchange rate of ₹ 89.02 and £ 13.60 M at an average exchange rate of ₹ 99.14 maturing over the course of the next eight quarters (from January 2020 to December 2021).

Human Capital

- Headcount stood at 19,999 at the end of Q4 2019; up 937 in Q419, up 3,794 in FY19
- Utilization stood at 78.5% (including trainees) in the Quarter
- Attrition at the end of December 2019 reduced to 15.8%

Final Dividend for 2019

The Board of Directors proposed final dividend of ₹ 2.5 per share (125%) on equity shares of ₹ 2.00 each subject to approval of the shareholders at the Annual General Meeting. The payment shall be made on 24th April 2020. This would result in a cash outflow of ₹ 74.60 Crores for dividend payment excluding corporate dividend tax, resulting in a dividend payout ratio of 44% for Q4 2019.

Earlier in the year, the Board of Directors declared a first interim dividend of ₹ 2.50 per share (125%), a second interim dividend of ₹ 1.50 per share (75%) and a third interim dividend of ₹ 2.00 per share (100%), on equity shares of ₹ 2.00 each.

Guidance for FY/CY 2020

- FY 2020 revenue growth of 15% - 17%
 - Majority of growth will happen from Q2 (calendar impact, deal ramp up)
- EBITDA % (post RSU cost) at 15% - 16%
- Dividend of ₹ 8 for FY 2020

Leadership Update

Ram Singampalli has been appointed as the Chief Operating Officer (COO) of the Company. Ram holds a Masters' degree in Computer Science from Indian Institute of Technology and a B. Tech in Chemical Engineering from Andhra University. He has close to three decades of IT industry experience and lead several leadership roles in helping customer organizations to apply technology to transform their businesses.

Awards and Recognition

Everest mentions Hexaware as

- Major Contenders for Quality Assurance services
- Major Contenders for Cloud Services
- Aspirants for Finance & Accounting Digital Services

Hexaware featured in "Cloud Services- Service Provider Compendium 2019" by Everest Group.

Hexaware mentioned as Contenders in IDC MarketScape report for Microsoft Dynamics Services.

Gartner recognized Mobiquity in their "2019 Market Guide for Digital Business Consulting and Implementation Services".

During the quarter, Mobiquity, has achieved Amazon Web Services (AWS) Retail Competency status.

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, High-Tech & 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>

For more information contact:

Sreedatri Chatterjee

Hexaware Technologies Limited

Tel: +91 (22) 6654 2682 / 83

E-mail: sreedatric@hexaware.com

Performance Update

Performance Highlights in US\$

US\$ Mn	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18	FY 19	FY 18
Revenue from Operations	214	211	188	180	176	793	678
% q-o-q	1.8%	11.7%	4.7%	2.2%	3.0%		
% y-o-y	21.7%	23.1%	12.0%	10.9%	12.8%	17.1%	
EBITDA (Post RSU)	34	34	31	27	27	125	107
EBIT	29	29	28	25	25	110	97
PAT	24	26	22	20	17	91	85

Performance Highlights in ₹

₹ Mn	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18	FY 19	FY 18
Revenue from Operations	15,288	14,813	13,083	12,640	12,524	55,825	46,478
% q-o-q	3.2%	13.2%	3.5%	0.9%	3.5%		
% y-o-y	22.1%	22.5%	15.1%	20.5%	24.6%	20.1%	
EBITDA Post RSU	2,397	2,377	2,118	1,887	1,913	8,779	7,334
EBIT	2,041	2,053	1,913	1,738	1,755	7,745	6,684
PAT	1,678	1,837	1,514	1,385	1,234	6,413	5,835
EPS (₹ per share)/Basic	5.62	6.16	5.08	4.65	4.15	21.52	19.65
EPS (₹ per share)/Diluted	5.56	6.07	5.01	4.58	4.09	21.24	19.31

Revenue by Vertical

% of Revenue	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18	FY 19	FY 18
Banking and Financial Services	35.5	38.6	39.8	40.8	42.1	38.6	42.8
Travel & Transportation	10.3	10.1	10.1	9.5	9.9	10.0	11.1
Healthcare & Insurance	21.0	19.3	19.2	18.3	19.1	19.5	17.8
Manufacturing & Consumer	18.2	17.1	16.0	17.2	15.2	17.1	15.3
High-Tech & Professional Services	15.0	14.9	14.9	14.3	13.8	14.8	13.0
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Revenue by Service Line

% of Revenue	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18	FY 19	FY 18
Application Development & Maintenance (ADM)	40.4	41.8	37.0	34.5	35.1	38.7	35.9
Enterprise Solutions	9.2	9.2	9.4	9.5	9.5	9.3	10.1
Digital Assurance	15.6	15.7	17.7	17.5	17.5	16.6	18.1
Business Intelligence & Analytics	10.6	10.9	12.3	13.1	13.1	11.7	13.8
Business Process Services (BPS)	8.4	8.2	8.0	7.6	7.3	8.1	7.2
Infrastructure Management Services (IMS)	15.8	14.2	15.6	17.8	17.5	15.6	14.9
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Revenue by Geography

% of Revenue	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18	FY 19	FY 18
Americas	74.4	75.4	76.8	76.1	76.9	75.6	76.7
Europe	17.5	16.6	14.0	12.6	13.0	15.3	12.9
Asia Pacific	8.1	8.0	9.2	11.3	10.1	9.1	10.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0

%	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18
Repeat Business	93.6	94.4	96.4	93.9	95.6

Nos	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18
Clients Billed	263	261	255	223	224

Nos	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18	FY 19	FY 18
Clients added	7	11	15	7	5	40	26

DSO

Days	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18
Billed	59	51	54	51	60
Including Unbilled Accruals	80	76	77	74	81

Revenue Concentration

% of Revenue	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18	FY 19	FY 18
Top 5	33.4	35.2	37.3	41.7	42.0	35.8	41.6
Top 10	43.4	44.4	46.4	51.1	51.6	44.9	51.7

Client Size

Nos (Last Twelve Months)	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18
More than \$ 1 Mn +	129	124	120	99	99
Between \$ 1 to 5 Mn	95	89	85	71	72
Between \$ 5 to 10 Mn	20	22	24	19	18
Between \$ 10 to 20 Mn	8	7	6	4	4
Over \$ 20 Mn	6	6	5	5	5

Onsite:Offshore Mix with BPO

%	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18	FY 19	FY 18
Onsite	60.4	62.7	63.0	63.4	63.9	62.3	64.8
Offshore (Incl.Nearshore)	39.6	37.3	37.0	36.6	36.1	37.7	35.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0

People Numbers

%	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18
Billable Personnel (IT + BPS Services)					
Onsite	18.0	18.3	19.2	19.1	19.0
Offshore	74.5	74.2	73.2	73.5	73.6
Total	92.5	92.5	92.4	92.6	92.6
Marketing (Incl. Sales Support)	2.9	2.9	3.0	2.9	3.0
Others (Incl. Tech. Support)	4.6	4.6	4.6	4.5	4.4
Grand Total	100.0	100.0	100.0	100.0	100.0

%	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18	FY 19	FY 18
Utilization	78.46	78.97	80.70	79.03	78.71	79.25	79.25

%	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18
Attrition Rate: Last Twelve Months	15.8	17.3	18.2	18.2	17.0

Rupee Dollar Rate

	Q4 FY 19	Q3 FY 19	Q2 FY 19	Q1 FY 19	Q4 FY 18	FY 19	FY 18
Period Closing rate	71.39	70.88	69.02	69.16	69.78	71.39	69.78
Period average rate	71.35	70.36	69.42	70.32	71.11	70.36	68.49

Notes:

- Mobiquity numbers included in key metrics starting Q2FY19 (from the date of acquisition)
- For 'Revenue concentration' and 'Client size' metrics, Mobiquity numbers are an annualized view

Financial Statements

Consolidated Income Statement - Ind AS

All Amounts in INR Mn	Q4 19	Q3 19	QoQ%	Q4 18	YoY%
Revenue	15,288.2	14,813.5	3.2%	12,524.2	22.1%
Direct Costs	10,233.5	9,749.9	5.0%	8,476.5	20.7%
Gross Profit	5,054.7	5,063.5	-0.2%	4,047.7	24.9%
SG&A Cost	2,777.2	2,623.5	5.9%	2,044.1	35.9%
EBITDA before RSU cost	2,277.4	2,440.1	-6.7%	2,003.6	13.7%
RSU Cost	(119.4)	62.9	-289.8%	90.7	-231.6%
EBITDA	2,396.8	2,377.2	0.8%	1,912.9	25.3%
Depreciation	355.5	324.3	9.6%	158.2	124.7%
Operating Profit = EBIT	2,041.3	2,053.0	-0.6%	1,754.6	16.3%
Other Income (net)	(19.6)	(27.1)	-27.6%	33.4	-158.7%
Forex Gains / (Losses)	3.8	197.6	-98.1%	(247.9)	-101.5%
Transaction Expense	1.3	(0.0)		0.0	
Profit Before Tax	2,026.8	2,223.4	-8.8%	1,540.1	31.6%
Provision for Tax	350.8	386.9	-9.3%	305.8	14.7%
Profit After Tax	1,676.0	1,836.5	-8.7%	1,234.3	35.8%
Share of Profit in associate	2.0	0.7	204.6%	0.1	1423.1%
PAT After Profit in Associate	1,678.0	1,837.1	-8.7%	1,234.4	35.9%

Key Ratios	Q4 19	Q3 19	QoQ%	Q4 18	YoY%
<i>Gross Margin</i>	33.1%	34.2%	-1.1%	32.3%	0.7%
<i>SG&A to Revenue</i>	18.2%	17.7%	0.5%	16.3%	1.8%
<i>EBITDA (Before RSU)</i>	14.9%	16.5%	-1.6%	16.0%	-1.1%
<i>EBIDTA (Post RSU)</i>	15.7%	16.0%	-0.4%	15.3%	0.4%
<i>Operating / EBIT Margin</i>	13.4%	13.9%	-0.5%	14.0%	-0.7%
<i>Profit before tax</i>	13.3%	15.0%	-1.8%	12.3%	1.0%
<i>Profit after Tax</i>	11.0%	12.4%	-1.4%	9.9%	1.1%
<i>EPS - Basic (INR)</i>	5.62	6.16	-0.54	4.15	1.47
<i>EPS - Diluted (INR)</i>	5.55	6.07	-0.52	4.09	1.46

Consolidated Income Statement - Ind AS

All Amounts in INR Mn	FY19	FY18	YoY%
Revenue	55,825.2	46,477.6	20.1%
Direct Costs	37,571.9	31,123.2	20.7%
Gross Profit	18,253.2	15,354.4	18.9%
SG&A Cost	9,446.7	7,646.2	23.5%
EBITDA before RSU cost	8,806.6	7,708.2	14.2%
RSU Cost	27.6	373.7	-92.6%
EBITDA	8,779.0	7,334.5	19.7%
Depreciation	1,033.5	650.6	58.9%
Operating Profit = EBIT	7,745.5	6,683.9	15.9%
Other Income (net)	18.6	108.8	-82.9%
Forex Gains / (Losses)	192.7	471.5	-59.1%
Transaction Expense	(168.2)	0.0	
Profit Before Tax	7,788.6	7,264.1	7.2%
Provision for Tax	1,379.2	1,431.2	-3.6%
Profit After Tax	6,409.3	5,833.0	9.9%
Share of Profit in associate	4.1	1.7	146.4%
PAT After Profit in Associate	6,413.4	5,834.6	9.9%

Key Ratios	FY19	FY18	YoY%
<i>Gross Margin</i>	<i>32.7%</i>	<i>33.0%</i>	<i>-0.3%</i>
<i>SG&A to Revenue</i>	<i>16.9%</i>	<i>16.5%</i>	<i>0.5%</i>
<i>EBITDA (Before RSU)</i>	<i>15.8%</i>	<i>16.6%</i>	<i>-0.8%</i>
<i>EBIDTA (Post RSU)</i>	<i>15.7%</i>	<i>15.8%</i>	<i>-0.1%</i>
<i>Operating / EBIT Margin</i>	<i>13.9%</i>	<i>14.4%</i>	<i>-0.5%</i>
<i>Profit before tax</i>	<i>14.0%</i>	<i>15.6%</i>	<i>-1.7%</i>
<i>Profit after Tax</i>	<i>11.5%</i>	<i>12.6%</i>	<i>-1.1%</i>
<i>EPS - Basic (INR)</i>	<i>21.52</i>	<i>19.65</i>	<i>1.87</i>
<i>EPS - Diluted (INR)</i>	<i>21.24</i>	<i>19.31</i>	<i>1.93</i>

Consolidated Audited Balance Sheet

Rs. Mn

Head	As at Dec 31 2019	As at Sep 30 2019	Q-o-Q
Assets			
Property, plant and equipment and intangible	6,258	4,809	1,448
Goodwill	11,761	11,843	(82)
Intangible - Customer relations and Brand - MB	2,357	2,452	(95)
Capital work-in-progress	863	2,067	(1,204)
Deferred tax assets	1,437	1,226	212
Other non-current assets & investments in associates	1,697	1,745	(49)
Trade receivables and unbilled revenue	13,331	12,364	967
Other current assets	1,455	1,192	263
Cash and cash equivalents (inc. restricted)	2,528	2,116	413
Total assets	41,687	39,814	1,873
Equity and liabilities			
Equity			
Equity Share capital	597	597	0
Other Equity and reserves	27,058	26,217	841
Total equity	27,655	26,814	841
Liabilities			
Non-current liabilities	45	35	9
Borrowings	1,431	1,422	9
Trade payables	3,949	3,592	357
Other current liabilities	3,864	3,318	547
Deferred consideration	3,490	3,452	39
Provisions	1,253	1,181	72
Total liabilities	14,033	13,000	1,033
Total equity and liabilities	41,687	39,814	1,873

Consolidated Income Statement - Ind AS

USD K

All Amounts in USD '000	Q4 19	Q3 19	QoQ%	Q4 18	YoY%
Revenue	214,290	210,507	1.8%	176,110	21.7%
Direct Costs	143,434	138,543	3.5%	119,279	20.3%
Gross Profit	70,856	71,964	-1.5%	56,831	24.7%
SG&A Cost	38,958	37,277	4.5%	28,755	35.5%
EBITDA before RSU cost	31,898	34,687	-8.0%	28,076	13.6%
RSU Cost	(1,671)	889	-288.0%	1,277	-230.9%
EBITDA	33,570	33,798	-0.7%	26,799	25.3%
Depreciation	4,982	4,609	8.1%	2,227	123.7%
Operating Profit = EBIT	28,587	29,189	-2.1%	24,572	16.3%
Other Income (net)	(241)	(385)	-37.3%	470	-151.4%
Forex Gains / (Losses)	52	2,746	-98.1%	(3,623)	-101.4%
Transaction Expense	18	(0)			
Profit Before Tax	28,416	31,550	-9.9%	21,418	32.7%
Provision for Tax	4,918	5,490	-10.4%	4,249	15.7%
Profit After Tax	23,498	26,061	-9.8%	17,169	36.9%
Share of Profit in associate	28	9	197.7%	2	1370.9%
PAT After Profit in Associate	23,526	26,070	-9.8%	17,171	37.0%

Key Ratios	Q4 19	Q3 19	QoQ%	Q4 18	YoY%
<i>Gross Margin</i>	33.1%	34.2%	-1.1%	32.3%	0.8%
<i>SG&A to Revenue</i>	18.2%	17.7%	0.5%	16.3%	1.9%
<i>EBITDA (Before RSU)</i>	14.9%	16.5%	-1.6%	15.9%	-1.1%
<i>EBIDTA (Post RSU)</i>	15.7%	16.1%	-0.4%	15.2%	0.4%
<i>Operating / EBIT Margin</i>	13.3%	13.9%	-0.5%	14.0%	-0.6%
<i>Profit before tax</i>	13.3%	15.0%	-1.7%	12.2%	1.1%
<i>Profit after Tax</i>	11.0%	12.4%	-1.4%	9.8%	1.2%
<i>EPS - Basic (INR)</i>	5.62	6.16	-0.54	4.15	1.47
<i>EPS - Diluted (INR)</i>	5.55	6.07	-0.52	4.09	1.46

USD K

Consolidated Income Statement - Ind AS

All Amounts in USD '000	FY19	FY18	YoY%
Revenue	793,261	677,665	17.1%
Direct Costs	533,918	453,878	17.6%
Gross Profit	259,343	223,786	15.9%
SG&A Cost	134,082	111,665	20.1%
EBITDA before RSU cost	125,261	112,122	11.7%
RSU Cost	421	5,471	-92.3%
EBITDA	124,840	106,651	17.1%
Depreciation	14,665	9,510	54.2%
Operating Profit = EBIT	110,175	97,141	13.4%
Other Income (net)	306	1,562	-80.4%
Forex Gains / (Losses)	2,642	6,971	-62.1%
Transaction Expense	(2,426)	0	
Profit Before Tax	110,697	105,674	4.8%
Provision for Tax	19,597	20,838	-6.0%
Profit After Tax	91,100	84,836	7.4%
Share of Profit in associate	58	26	123.8%
PAT After Profit in Associate	91,158	84,862	7.4%

Key Ratios	FY19	FY18	YoY%
<i>Gross Margin</i>	<i>32.7%</i>	<i>33.0%</i>	<i>-0.3%</i>
<i>SG&A to Revenue</i>	<i>16.9%</i>	<i>16.5%</i>	<i>0.4%</i>
<i>EBITDA (Before RSU)</i>	<i>15.8%</i>	<i>16.5%</i>	<i>-0.7%</i>
<i>EBIDTA (Post RSU)</i>	<i>15.7%</i>	<i>15.7%</i>	<i>0.0%</i>
<i>Operating / EBIT Margin</i>	<i>13.9%</i>	<i>14.3%</i>	<i>-0.4%</i>
<i>Profit before tax</i>	<i>14.0%</i>	<i>15.6%</i>	<i>-1.6%</i>
<i>Profit after Tax</i>	<i>11.5%</i>	<i>12.5%</i>	<i>-1.0%</i>
<i>EPS - Basic (INR)</i>	<i>21.52</i>	<i>19.65</i>	<i>1.87</i>
<i>EPS - Diluted (INR)</i>	<i>21.24</i>	<i>19.31</i>	<i>1.93</i>

Earnings Conference Call

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Date	February 11, 2020
Day	Tuesday
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