



February 10, 2015

**National Stock Exchange of India Limited**

Exchange Plaza, 5<sup>th</sup> floor,  
Plot No. C/1, G Block,  
Bandra Kurla Complex,  
Bandra (East), Mumbai – 400 051

Kind Attn: - Mr. Hari K.

Dear Sir,

**Sub: Outcome of Board meeting**

Pursuant to Clause 41 of the Listing Agreement, we are enclosing herewith the Audited Consolidated and Standalone Financial Results of Hexaware Technologies Limited for the quarter and year ended December 31, 2014 approved by the Board of Directors at its meeting held today along with the press release.

We wish to inform you that the Board of Directors of the Company have declared payment of interim dividend @ Rs. 2.50 per share (125%) on equity shares of Rs. 2/- each. The record date for interim dividend is fixed as February 21, 2015 to ascertain the number of shareholders of the Company entitled for the payment of interim dividend. The interim dividend on equity shares as declared in the Board Meeting today shall be paid on February 26, 2015.

The Board of Directors has also approved the Hexaware Technologies Limited – Employee Stock Appreciation Rights Plan 2015 subject to the approval of the shareholders for the employees of the company and its subsidiaries including directors of the company and its subsidiaries excluding independent directors.

Pursuant to Clause 41 (VI)(b)(i) of the listing agreement, the Company shall be publishing only consolidated financial results in the newspapers.

The Nomination & Remuneration Committee of the Board has considered and approved the exercise of 200,250 options by employees under the Employee Stock Option Scheme 2002 and 2007.

Kindly acknowledge receipt and take the same on your record.

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

**Gunjan Methi**  
**Company Secretary**

Encl: as above

CIN No. L72900MH1992PLC069662

**A) CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST DECEMBER 2014**

(Rupees in Lakhs except per share data)

PARTICULARS	QUARTER ENDED 31st DEC'2014 (REFER NOTE 5)	QUARTER ENDED 30th SEP'2014 AUDITED	QUARTER ENDED 31st DEC'2013 (REFER NOTE 5)	YEAR ENDED 31st DEC'2014 AUDITED	YEAR ENDED 31st DEC'2013 AUDITED
<b>INCOME</b>					
INCOME FROM OPERATIONS	71,179.76	67,061.59	62,001.03	258,167.70	228,534.82
<b>EXPENSES</b>					
EMPLOYEE BENEFITS EXPENSE	39,961.71	38,480.46	33,042.55	145,963.33	122,187.83
SOFTWARE AND DEVELOPMENT EXPENSES	10,804.47	10,107.04	9,445.14	40,011.38	34,789.79
OPERATING AND OTHER EXPENSES	6,234.41	6,394.88	5,575.71	24,436.98	20,334.30
DEPRECIATION AND AMORTISATION	1,134.26	1,108.05	1,010.89	4,397.23	3,860.36
<b>TOTAL EXPENSES</b>	<b>58,134.85</b>	<b>56,090.43</b>	<b>49,074.29</b>	<b>214,808.92</b>	<b>181,172.28</b>
<b>PROFIT FROM OPERATIONS BEFORE OTHER INCOME, EXCHANGE RATE DIFFERENCE &amp; INTEREST</b>	<b>13,044.91</b>	<b>10,971.16</b>	<b>12,926.74</b>	<b>43,358.78</b>	<b>47,362.54</b>
OTHER INCOME (NET)	381.69	310.11	1,075.00	2,277.62	3,727.34
EXCHANGE RATE DIFFERENCE (NET) GAIN / (LOSS)	(1,484.91)	(345.26)	(1,075.71)	(3,078.39)	(3,119.94)
<b>PROFIT BEFORE INTEREST AND TAX</b>	<b>11,941.69</b>	<b>10,936.01</b>	<b>12,926.03</b>	<b>42,558.01</b>	<b>47,969.94</b>
INTEREST	20.63	65.43	16.36	89.80	20.40
<b>PROFIT BEFORE TAX AND EXCEPTIONAL ITEMS</b>	<b>11,921.06</b>	<b>10,870.58</b>	<b>12,909.67</b>	<b>42,468.21</b>	<b>47,949.54</b>
EXCEPTIONAL ITEM (Refer Note 3 below)	656.27	-	-	656.27	-
<b>PROFIT BEFORE TAX</b>	<b>11,264.79</b>	<b>10,870.58</b>	<b>12,909.67</b>	<b>41,811.94</b>	<b>47,949.54</b>
TAX EXPENSE	2,538.86	2,268.56	2,587.03	9,796.78	10,036.16
<b>PROFIT AFTER TAX</b>	<b>8,725.93</b>	<b>8,602.02</b>	<b>10,322.64</b>	<b>32,015.16</b>	<b>37,913.38</b>
PAID UP EQUITY SHARE CAPITAL (FACE VALUE OF RS. 2/- PER SHARE)	6,018.47	6,016.01	5,997.52	6,018.47	5,997.52
RESERVES AND SURPLUS				123,037.09	113,918.60
<b>EARNINGS PER SHARE (Rupees)</b>					
BASIC	2.90	2.86	3.44	10.66	12.70
DILUTED	2.89	2.85	3.42	10.60	12.59

**B) CONSOLIDATED SEGMENT REPORTING**

PARTICULARS	QUARTER ENDED 31st DEC'2014 (REFER NOTE 5)	QUARTER ENDED 30th SEP'2014 AUDITED	QUARTER ENDED 31st DEC'2013 (REFER NOTE 5)	YEAR ENDED 31st DEC'2014 AUDITED	YEAR ENDED 31st DEC'2013 AUDITED
<b>REVENUE BY INDUSTRY SEGMENT</b>					
TRAVEL AND TRANSPORTATION	11,956.83	11,379.58	10,983.43	46,093.99	41,470.45
BANKING AND FINANCIAL SERVICES	26,847.79	25,047.90	21,667.30	92,846.66	77,931.81
INSURANCE AND HEALTHCARE	9,530.01	8,721.49	9,841.15	35,616.41	35,729.36
MANUFACTURING AND SERVICES	14,056.80	12,881.37	12,191.40	49,867.98	45,572.47
OTHERS	8,788.33	9,031.25	7,317.75	33,742.66	27,830.73
<b>NET REVENUE FROM OPERATIONS</b>	<b>71,179.76</b>	<b>67,061.59</b>	<b>62,001.03</b>	<b>258,167.70</b>	<b>228,534.82</b>
<b>SEGMENT RESULT BEFORE TAX</b>					
TRAVEL AND TRANSPORTATION	2,258.86	2,299.85	2,717.85	9,883.91	10,860.85
BANKING AND FINANCIAL SERVICES	4,237.59	3,578.55	4,158.89	12,581.43	14,911.02
INSURANCE AND HEALTHCARE	2,285.75	1,914.37	2,655.95	7,473.42	8,495.92
MANUFACTURING AND SERVICES	3,070.97	2,728.72	3,616.68	11,386.95	13,657.33
OTHERS	2,326.00	1,557.72	788.26	6,430.30	3,297.78
<b>TOTAL</b>	<b>14,179.17</b>	<b>12,079.21</b>	<b>13,937.63</b>	<b>47,756.01</b>	<b>51,222.90</b>
ADD : OTHER INCOME	381.69	310.11	1,075.00	2,277.62	3,727.34
ADD : EXCHANGE RATE DIFFERENCE (NET) GAIN / (LOSS)	(1,484.91)	(345.26)	(1,075.71)	(3,078.39)	(3,119.94)
LESS : EXCEPTIONAL ITEM	656.27	-	-	656.27	-
LESS : INTEREST	20.63	65.43	16.36	89.80	20.40
LESS : OTHER UN-ALLOCABLE EXPENDITURE	1,134.26	1,108.05	1,010.89	4,397.23	3,860.36
<b>PROFIT BEFORE TAX</b>	<b>11,264.79</b>	<b>10,870.58</b>	<b>12,909.67</b>	<b>41,811.94</b>	<b>47,949.54</b>

**Notes on segment information**

**Principal segments**

Primary business 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.

**Segmental capital employed**

Assets and liabilities contracted have not been identified to any of the reportable segments as the assets are used interchangeably between segments and it is not practicable to reasonably allocate the liabilities to individual segments. Accordingly no disclosure relating to segment assets and segment liabilities are made.



**Hexaware**  
TECHNOLOGIES  
YOUR SUCCESS IS OUR FOCUS

C) HEXAWARE TECHNOLOGIES LIMITED - INDIA - STANDALONE BASIS  
AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST DECEMBER 2014

(Rupees in Lakhs except per share data)

PARTICULARS	QUARTER ENDED 31st DEC'2014 (REFER NOTE 5)	QUARTER ENDED 30th SEP'2014 AUDITED	QUARTER ENDED 31st DEC'2013 (REFER NOTE 5)	YEAR ENDED 31st DEC'2014 AUDITED	YEAR ENDED 31st DEC'2013 AUDITED
<b>INCOME</b>					
INCOME FROM OPERATIONS	31,869.47	34,456.93	27,413.43	115,455.59	101,995.40
<b>EXPENSES</b>					
EMPLOYEE BENEFITS EXPENSE	15,371.26	17,933.32	11,710.32	56,721.98	44,000.34
SOFTWARE AND DEVELOPMENT EXPENSES	1,531.29	2,079.71	1,396.87	6,794.07	5,253.29
OPERATING AND OTHER EXPENSES	3,302.60	4,247.04	2,602.31	12,750.80	9,540.45
DEPRECIATION AND AMORTISATION	997.28	1,160.61	800.41	3,916.89	3,103.05
<b>TOTAL EXPENSES</b>	<b>21,202.43</b>	<b>25,420.68</b>	<b>16,509.91</b>	<b>80,183.74</b>	<b>61,897.13</b>
<b>PROFIT FROM OPERATIONS BEFORE OTHER INCOME, EXCHANGE RATE DIFFERENCE &amp; INTEREST</b>	<b>10,667.04</b>	<b>9,036.25</b>	<b>10,903.52</b>	<b>35,271.85</b>	<b>40,098.27</b>
OTHER INCOME (NET)	346.16	390.83	924.39	5,947.99	3,332.31
EXCHANGE RATE DIFFERENCE (NET) GAIN / (LOSS)	(1,582.87)	(327.27)	(878.82)	(2,958.90)	(2,414.31)
<b>PROFIT BEFORE INTEREST AND TAX</b>	<b>9,430.33</b>	<b>9,099.81</b>	<b>10,949.09</b>	<b>38,260.94</b>	<b>41,016.27</b>
INTEREST	18.88	62.70	10.74	83.46	13.53
<b>PROFIT BEFORE TAX</b>	<b>9,411.45</b>	<b>9,037.11</b>	<b>10,938.35</b>	<b>38,177.48</b>	<b>41,002.74</b>
TAX EXPENSE	1,733.53	1,016.18	1,925.00	6,338.05	7,606.11
<b>PROFIT AFTER TAX</b>	<b>7,677.92</b>	<b>8,020.93</b>	<b>9,013.35</b>	<b>31,839.43</b>	<b>33,396.63</b>
PAID UP EQUITY SHARE CAPITAL (FACE VALUE OF RS. 2/- PER SHARE)	6,018.47	6,016.01	5,997.52	6,018.47	5,997.52
RESERVES AND SURPLUS				97,715.19	82,855.22
<b>EARNINGS PER SHARE (Rupees)</b>					
BASIC	2.55	2.67	3.01	10.60	11.19
DILUTED	2.54	2.66	2.99	10.55	11.09

D) SELECT INFORMATION FOR THE QUARTER ENDED 31ST DECEMBER 2014

PARTICULARS	QUARTER ENDED 31st DEC'2014 (REFER NOTE 5)	QUARTER ENDED 30th SEP'2014 AUDITED	QUARTER ENDED 31st DEC'2013 (REFER NOTE 5)	YEAR ENDED 31st DEC'2014 AUDITED	YEAR ENDED 31st DEC'2013 AUDITED
<b>I. PARTICULARS OF SHAREHOLDING</b>					
<b>1. PUBLIC SHAREHOLDING</b>					
a. NUMBER OF SHARES OF RS 2/- EACH	85,876,279	85,753,404	87,152,496	85,876,279	87,152,496
b. PERCENTAGE OF SHAREHOLDING	28.54%	28.51%	29.06%	28.54%	29.06%
<b>2. PROMOTERS AND PROMOTER GROUP SHAREHOLDING</b>					
a. PLEDGED/ENCUMBERED					
- NUMBER OF SHARES	-	-	-	-	-
- PERCENTAGE OF THE TOTAL SHAREHOLDING OF PROMOTER AND PROMOTER GROUP	0.00%	0.00%	0.00%	0.00%	0.00%
- PERCENTAGE OF THE TOTAL SHARE CAPITAL OF THE COMPANY	0.00%	0.00%	0.00%	0.00%	0.00%
b. NON-ENCUMBERED					
- NUMBER OF SHARES	215,047,193	215,047,193	212,723,451	215,047,193	212,723,451
- PERCENTAGE OF THE TOTAL SHAREHOLDING OF PROMOTER AND PROMOTER GROUP	100.00%	100.00%	100.00%	100.00%	100.00%
- PERCENTAGE OF THE TOTAL SHARE CAPITAL OF THE COMPANY	71.46%	71.49%	70.94%	71.46%	70.94%
<b>II. INVESTOR COMPLAINTS</b>					
PENDING AT THE BEGINNING OF THE QUARTER	-	-	-	-	-
RECEIVED DURING THE QUARTER	5	5	5	5	5
DISPOSED OFF DURING THE QUARTER	5	5	5	5	5
REMAINING UNRESOLVED AT THE END OF THE QUARTER	-	-	-	-	-

E) 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 10, 2015.

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 Accounting Standard 17 (Segment Reporting)

3) The Company has entered into a large IT Service contract spread over a period of five year, which includes absorbing certain identified employees of the customer, along with related employee obligations. Exceptional items represent value of such employee obligations based on the crystallised restructuring plans in respect of said employees.

4) Caliber Point Business Solutions Limited (CP) (a wholly owned subsidiary) engaged in Business Process Management, has been amalgamated with the Company. The Scheme of Amalgamation was sanctioned by the Honourable High Court of Judicature at Bombay vide its order dated October 10, 2014, the appointed date of merger being April 1, 2013.

The standalone results for the quarter and year ended December 31, 2014 includes results of CP for the quarter and the year respectively. The figures of the quarter ended September 30, 2014 include results of CP for the nine months from January 1, 2014 to September 30, 2014. The revenue for the quarter and year ended December 31, 2014, included in the standalone results are Rs 2,229.34 lacs and Rs. Rs. 9,526.84 lacs respectively. The revenue for the quarter ended September 30, 2014 includes revenue of CP of Rs. 7,297.50 for the nine months period ended on September 30, 2014. The impact on profit for the respective quarters /year is not significant. In view of the foregoing, figures for the current period / year are not strictly comparable with that of the corresponding figures.

5) Figures of the quarter ended December 31 are the balancing figures between audited figures in respect of the full financial year ended December 31 and the audited figures upto the third quarter of such financial year.

6) The Board of directors have recommended a payment of interim dividend of Rs. 2.50 per share (125%) on an equity share of Rs. 2/- each, at its meeting held on February 10, 2015.

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

F) STATEMENT OF ASSETS AND LIABILITIES (CONSOLIDATED AUDITED)

(Rs. In lakhs)

PARTICULARS	AS AT 31ST DEC'2014 AUDITED	AS AT 31ST DEC'2013 AUDITED
<b>I. EQUITY AND LIABILITIES</b>		
<b>1. SHAREHOLDERS' FUNDS</b>		
a. SHARE CAPITAL	6,018.47	5,997.52
b. RESERVES AND SURPLUS	123,037.09	113,918.60
<b>SUB TOTAL SHARE HOLDERS' FUNDS</b>	<b>129,055.56</b>	<b>119,916.12</b>
<b>2. SHARE APPLICATION MONEY PENDING ALLOTTMENT</b>	<b>4.48</b>	<b>8.56</b>
<b>3. NON CURRENT LIABILITIES</b>		
a. DEFERRED TAX LIABILITIES (NET)	1,186.79	2,755.46
b. OTHER LONG TERM LIABILITIES	310.61	91.78
c. LONG TERM PROVISIONS	2,878.21	2,048.46
<b>SUB TOTAL NON CURRENT LIABILITIES</b>	<b>4,375.61</b>	<b>4,895.70</b>
<b>4. CURRENT LIABILITIES</b>		
a. TRADE PAYABLES	6,803.50	4,939.93
b. OTHER CURRENT LIABILITIES	21,457.00	17,602.89
c. SHORT TERM PROVISIONS	14,849.03	35,754.23
<b>SUB TOTAL CURRENT LIABILITIES</b>	<b>43,109.53</b>	<b>58,297.05</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>176,545.18</b>	<b>183,117.43</b>
<b>II. ASSETS</b>		
<b>1. NON CURRENT ASSETS</b>		
FIXED ASSETS	38,542.44	37,681.29
GOODWILL ON CONSOLIDATION	16,345.39	16,026.86
NON CURRENT INVESTMENTS	45.78	45.78
DEFERRED TAX ASSETS (NET)	2,938.86	2,273.23
LONG TERM LOANS AND ADVANCES	13,989.05	12,907.02
OTHER NON CURRENT ASSETS	3,281.11	1,767.12
<b>SUB TOTAL NON CURRENT ASSETS</b>	<b>75,142.63</b>	<b>70,701.30</b>
<b>2. CURRENT ASSETS</b>		
CURRENT INVESTMENTS	18,509.64	33,780.57
TRADE RECEIVABLES	36,563.83	32,357.83
CASH AND CASH EQUIVALENTS	28,650.14	30,105.19
SHORT TERM LOANS AND ADVANCES	5,379.10	4,834.31
OTHER CURRENT ASSETS	12,299.84	11,338.23
<b>SUB TOTAL CURRENT ASSETS</b>	<b>101,402.55</b>	<b>112,416.13</b>
<b>TOTAL ASSETS</b>	<b>176,545.18</b>	<b>183,117.43</b>

G) STATEMENT OF ASSETS AND LIABILITIES (STAND ALONE AUDITED)

(Rs. In lakhs)

PARTICULARS	AS AT 31ST DEC'2014 AUDITED	AS AT 31ST DEC'2013 AUDITED
<b>I. EQUITY AND LIABILITIES</b>		
<b>1. SHAREHOLDERS' FUNDS</b>		
a. SHARE CAPITAL	6,018.47	5,997.52
b. RESERVES AND SURPLUS	97,715.19	82,855.22
<b>SUB TOTAL SHARE HOLDERS' FUNDS</b>	<b>103,733.66</b>	<b>88,852.74</b>
<b>2. SHARE APPLICATION MONEY PENDING ALLOTTMENT</b>	<b>4.48</b>	<b>8.56</b>
<b>3. NON CURRENT LIABILITIES</b>		
a. DEFERRED TAX LIABILITIES (NET)	1,186.79	2,453.63
b. OTHER LONG TERM LIABILITIES	316.49	1.73
c. LONG TERM PROVISIONS	2,813.94	1,712.57
<b>SUB TOTAL NON CURRENT LIABILITIES</b>	<b>4,317.22</b>	<b>4,167.93</b>
<b>4. CURRENT LIABILITIES</b>		
a. TRADE PAYABLES	17,072.50	14,898.36
b. OTHER CURRENT LIABILITIES	8,683.95	6,776.68
c. SHORT TERM PROVISIONS	10,204.07	31,830.66
<b>SUB TOTAL CURRENT LIABILITIES</b>	<b>35,960.52</b>	<b>53,505.70</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>144,015.88</b>	<b>146,534.93</b>
<b>II. ASSETS</b>		
<b>1. NON CURRENT ASSETS</b>		
FIXED ASSETS	34,497.65	32,314.08
NON CURRENT INVESTMENTS	19,355.97	20,095.17
LONG TERM LOANS AND ADVANCES	15,934.45	12,056.33
OTHER NON CURRENT ASSETS	2,062.08	1,405.02
<b>SUB TOTAL NON CURRENT ASSETS</b>	<b>71,850.15</b>	<b>65,870.60</b>
<b>2. CURRENT ASSETS</b>		
CURRENT INVESTMENTS	18,509.64	33,316.75
TRADE RECEIVABLES	34,030.18	23,879.56
CASH AND CASH EQUIVALENTS	11,042.19	14,748.80
SHORT TERM LOANS AND ADVANCES	6,001.96	5,188.42
OTHER CURRENT ASSETS	2,581.76	3,530.80
<b>SUB TOTAL CURRENT ASSETS</b>	<b>72,165.73</b>	<b>80,664.33</b>
<b>TOTAL ASSETS</b>	<b>144,015.88</b>	<b>146,534.93</b>

For Hexaware Technologies Limited



**R. Srikrishna**  
(CEO and Executive Director)

Place : Mumbai  
Date : February 10, 2015

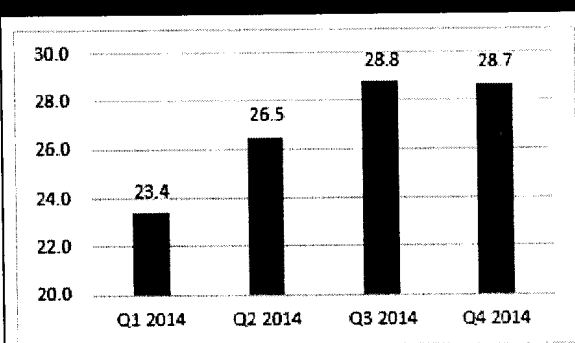
**Hexaware announces robust 4.1% revenue growth in USD; 5.1% growth in constant currency**

**Profitability outgrows Revenue**

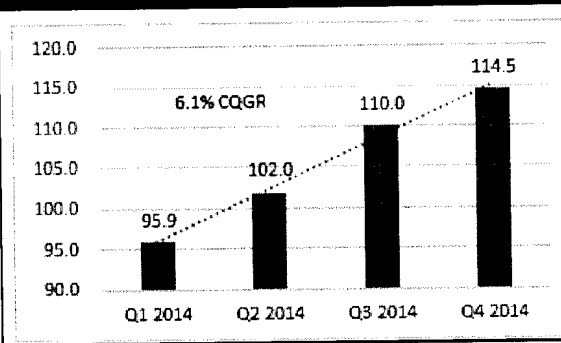
**EBIT at \$21 Mn; up 16.6% QoQ. EBIT margin up 190 bps QoQ**

USD MN	Q4 14	QoQ Growth	₹ Mn	Q4 14	QoQ Growth
Revenue	114.5	4.1%	Revenue	7,118.0	6.1%
EBIT	21.0	16.6%	EBIT	1,304.5	18.9%

*Return on Equity (%)*



*Revenue (US\$) performance during 2014*



**Performance Highlights in US\$ terms**

**Revenue**

- **Q4 2014**
  - Revenue at \$114.5 Mn; up 4.1% QoQ & 14.4% YoY
  - Revenue up 5.1% in constant currency terms
- **FY 2014**
  - Revenue at \$422.4 Mn; up 8.9% YoY.
  - Revenue up 9.1% in constant currency terms

**Profitability**

- Gross margin for Q4 2014 increased 10 bps from Q3 2014 to 37.4%
- EBITDA for Q4 2014 at \$22.82 Mn ; up 15.1% from \$19.83 Mn in Q3 2014
- EDITDA margin for Q4 2014 was 19.9%; up 190 bps from 18.0% in Q3 2014
- EBIT at \$21.0 Mn; up 16.6% from \$18.0 Mn last quarter
- EBIT margin for Q4 2014 at 18.3% expanded 190 bps from 16.4% in Q3 2014
- Q4 2014 PAT at \$14.05 Mn; PAT margin at 12.3%
- Return on Equity (RoE) at 28.7% at the end of Q4 2014

**Cash**

- **Cash & Cash equivalents at the end of December 2014 at US\$ 78.35 mn**
- **Days of Sales Outstanding (DSO) was 47 days at the end of Q4 2014**
- **Fourth Interim Dividend of ₹ 2.50 (125%) for Q4 2014**

**New Wins**

- **10 new clients added in Q4 2014; 44 new clients added in 2014**

**Human Capital**

- **Headcount stood at 10,016 at the end of 2014; up 319 QoQ and 1,162 YoY**
- **614 fresh graduate engineers added in 2014; 53% of all net additions**
- **Utilisation improved to 73% (including trainees) in the quarter**
- **Attrition at the end of December 2014 remained low at 14.1%**

**Performance highlights in ₹ terms**

- **Q4 2014 revenue at ₹711.8 Crores; up 6.1% QoQ & 14.8% YoY**
- **FY 2014 revenue at ₹ 2581.7 Crores; up 13% YoY.**
- **EBITDA for Q4 2014 at ₹141.8 crores; up 17.4% from ₹120.8 crores in Q3 2014**
- **EBIT for Q4 2014 at ₹ 130.5 crores; up 18.9% from ₹ 109.7 crores last quarter**
- **Q4 2014 PAT at ₹87.3 crores; PAT margin at 12.3%**
- **Cash & Cash equivalents at the end of December 2014 at ₹494 crores**

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**Mumbai – February 10, 2015:** Hexaware Technologies Limited, a leading global provider of IT, BPO and Consulting services has just reported strong performance for the fourth quarter of the calendar year ended December 31, 2014.

“This quarter, Hexaware had robust QoQ Revenue growth of 4.1% and 190 basis points increase in EBITDA margin. This is a validation of the company’s strategic direction.” remarked **Atul Nishar, Chairman, Hexaware Technologies Limited.**

“We are pleased with the broad based growth that we had across multiple verticals and service lines. We continue to work hard on the sustainability of our growth. ”, stated **R Srikrishna, CEO & Executive Director, Hexaware Technologies Limited.**

**Fourth Interim Dividend of 2014**

The Board of Directors declared a fourth interim dividend of ₹ 2.50 per share (125%) on equity shares of ₹ 2.00 each. The record date is fixed as Saturday, 21st February, 2015 for determining the shareholders entitled for this fourth interim dividend of the year 2014. The payment shall be made on February 26, 2015. This would result in a cash outflow of ₹ 90.63 Crores for dividend payment including tax, amounting to a dividend payout ratio of 104% for Q4 2014.

Earlier in the year, the Board of Directors declared a first interim dividend of ₹ 3.00 per share (150%), a second interim dividend of ₹ 1.60 per share (80%), and a third interim dividend of ₹

2.35 per share (117.5%) on equity shares of ₹ 2.00 each. Including the fourth interim dividend, the dividends declared including tax for the first four quarters of 2014 total to ₹ 337.46 Crores, amounting to a dividend payout ratio of 105%. This brings the interim dividends for the first four quarters of 2014 to ₹ 9.45 per share (472.5%).

#### **Business Update**

The revenue growth during Q4 2014 was broad-based. Europe led the geographic growth while Healthcare and Insurance led growth among verticals. Business Intelligence & Analytics and Remote Infrastructure Management Services led the growth among service lines.

During the previous quarter, the Company added 10 new clients across all its key focus areas. Of these, 3 clients each were added in the Healthcare and Insurance (H&I) Vertical and Travel & Transportation vertical. The company added 2 clients each in Banking and Financial Services and Emerging Segments. Of the 10 clients added in Q4 2014, 3 customers are based in Americas, 6 in Europe and 1 in Asia Pacific (APAC) region.

From a horizontal service line perspective, 6 clients were added in Enterprise Solutions Space, 2 clients in Infrastructure Management Services (IMS); 1 client each in Applications Development & Maintenance (ADM) and Business Process Services (BPS).

#### **Foreign Exchange Cover**

The Company has hedges worth \$ 183.86 mn at an effective rate of ₹ 64.54 and € 2.74 mn at an effective exchange rate of ₹ 76.43 maturing over the course of the next eight quarters (from Jan 2015 to Dec 2016).

#### **Awards and Recognition**

During the last quarter, Hexaware was presented the IDC Insights Award 2014 for "Excellence in Employee Engagement".

Hexaware's data scientists have been very active in various crowdsourcing analytics forums and data analytics challenges, such as Kaggle, CrowdAnalytix, Dextra, etc., tackling a wide range of problems, such as copper spot price prediction, crime rate prediction in US cities, marketing buzz prediction, IPL cricket results prediction, product opinion prediction, etc. Hexaware has recently won multiple prizes and awards in such forums, which serves as a testimony to the depth of the Company's expertise and capability in advanced analytics and data science.

Hexaware has been mentioned in the Ovum report titled, "Midsize Services Vendors: Providing Specialized Services and Flexibility", dated 04 December 2014, by analyst Hansa Iyengar.

Hexaware has been mentioned as one of the providers with delivery capabilities based in Mexico, in the Gartner report titled, "Leading Offshore Services Locations in the Americas, 2015: Capabilities Mature, but IP Protection and Security Remain a Concern", dated 18 December 2014, by analysts Daniel Barros, Frances Karamouzis, Allie Young, William Maurer and Helen Huntley.

Hexaware has been mentioned as one of the SAP Application Management Service Providers that may present alternatives for customers' business requirements in the Gartner report titled, "Critical Capabilities for SAP Application Management Service Providers, Worldwide", dated 21 October 2014, by analysts Frances Karamouzis, Gilbert van der Heiden and Kris Doering.



Hexaware has been mentioned as one of the Oracle Application Management Service Providers that may present alternatives for customers' business requirements, in the Gartner report titled "Critical Capabilities for Oracle Application Management Service Providers, Worldwide", dated 27 October 2014, by analysts Gilbert van der Heiden, Frances Karamouzis and Ian Marriott.

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#### **About Hexaware**

Hexaware is a leading global provider of IT, BPS and consulting services. The Company focuses on key domains such as Banking, Financial Services, Capital Market, Healthcare, Insurance, Travel, Transportation, Logistics, Manufacturing and Consumer. Our business philosophy, "Your Success is Our Focus", is demonstrated through the success we ensure for our clients. Hexaware focuses on delivering business results and leveraging technology solutions by specializing in Application Development & Maintenance, Enterprise Solutions, Human Capital Management, Business Intelligence & Analytics, Quality Assurance and Testing Services, Remote Infrastructure Management Services and Business Process Services. Founded in 1990, Hexaware has a well-established global delivery model armed with proven proprietary tools and methodologies, skilled human capital and SEI CMMI-Level 5 certification. For additional information logon to: [www.hexaware.com](http://www.hexaware.com)

#### **Safe Harbor Statement**

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

For more information contact:

**Sreedatri Chatterjee**

**Hexaware Technologies Limited**

Tel: +91 (22) 6654 2682 / 83

e-mail: [sreedatric@hexaware.com](mailto:sreedatric@hexaware.com)