

May 5, 2016

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.

Dear Sir,

Sub.: Presentation to Analyst on the Financial Results for the Quarter ended 31st March, 2016

This with reference to and in connection of our letter dated 3rd May, 2016, wherein we have intimated that the Company will be hosting a conference call with Analyst on 5th May, 2016 at 4.00 pm for discussion on the financial results of the Company for the quarter ended 31st March, 2016.

In this regard, we have enclosed the presentation to be made to the Analyst on the Financial Results of the Company for the Quarter ended 31st March, 2016.

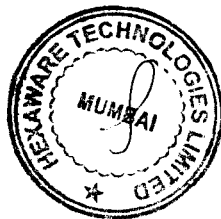
This is also being made available at the website of the Company i.e. www.hexaware.com

Kindly take the same on your record.

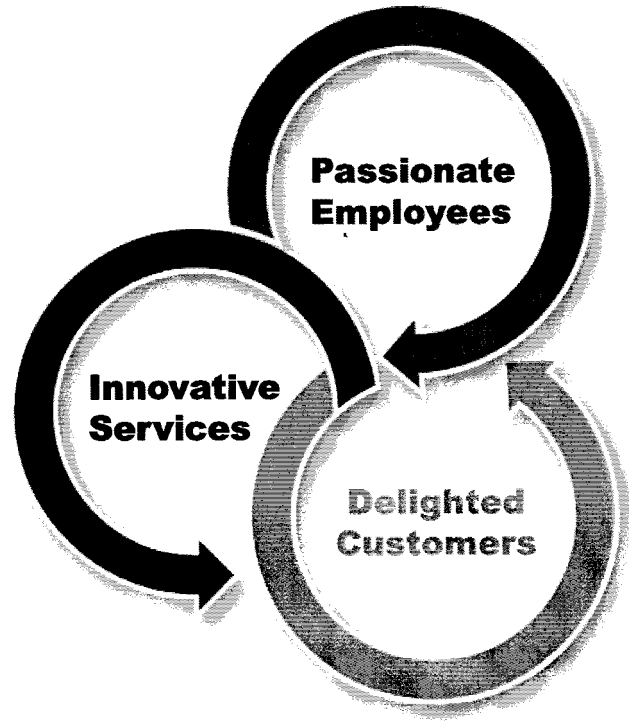
Thanking you,

Yours faithfully,
For **HEXAWARE TECHNOLOGIES LIMITED**


Gunjan Methi
Company Secretary



Encl.: as above



Investor Update Q1 2016

Launching RAISE IT™

5 May 2016

Safe Harbor Statement



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

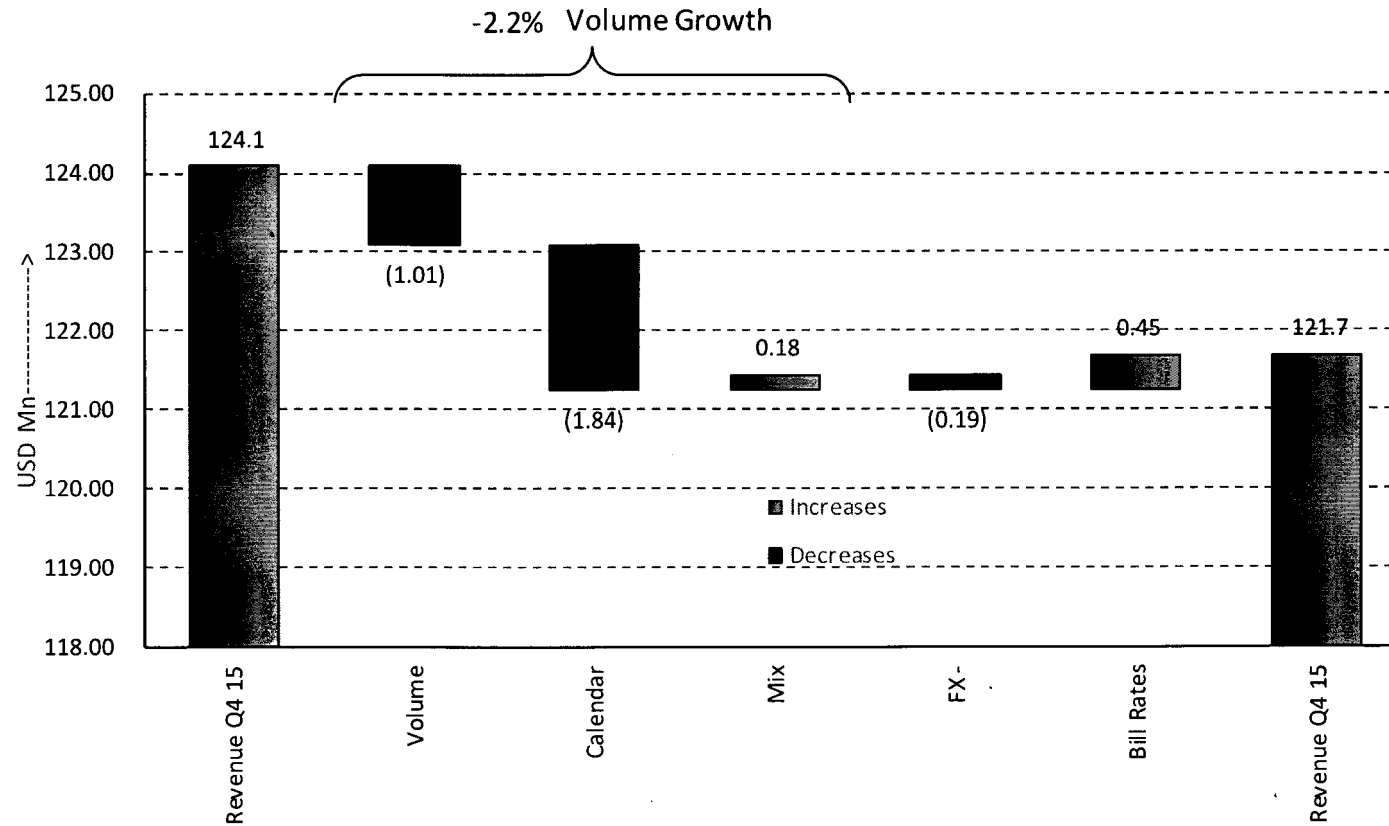
Business Update

Key Financials for Q1 2016

	Q1 2016	Q4 2015	GROWTH QoQ	GROWTH YoY
Revenue.	121.69	124.11	-2.0%	5.9%
EBITDA* (before ESOP Cost)	18.91	19.85	-4.8%	-8.4%
EBITDA (after ESOP Cost)	17.82	19.73	-9.7%	-12.8%
PAT	12.56	14.68	-14.5%	-6.3%
EPS Diluted **	2.77	3.27	-15.3%	0.5%

* Excludes ESOP Cost of \$1.09 M in Q1 and \$0.12 M in Q4

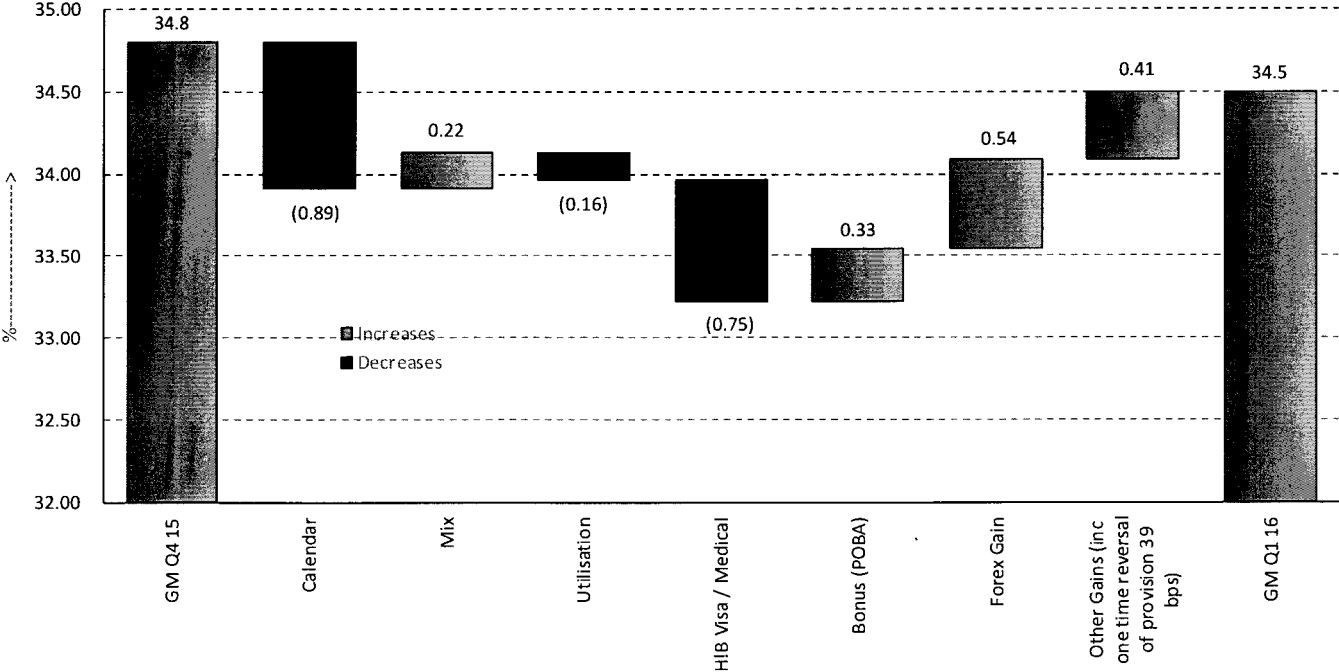
Revenue Analysis - QoQ



EBITDA Margin Walk - QoQ



- EBITDA margin for the quarter was 15.5%(Excludes ESOP cost), 50 bps lower than last quarter
- Gross margin for Q1 2016 at 34.5%; lower by 30 bps mainly due to following reasons



- SG&A cost is 19.0% vs 18.8% in Q4 15 due to Sales Training (15 bps) & other marketing investments

Movement of Top 20 Customers



Top 20 Accounts by Revenue for the Quarter (instead of LTM)

Q1 2016 vs. Q4 2015

IN	OUT
Global Banking and Financial Services	Multinational Insurance Firm

Strategy Proof Points

Q1-16 NN Deal wins at USD 36 million

Automation

Automation led Multi-year Multi-million Procurement, Finance and HR Shared Services deal for a global logistics company

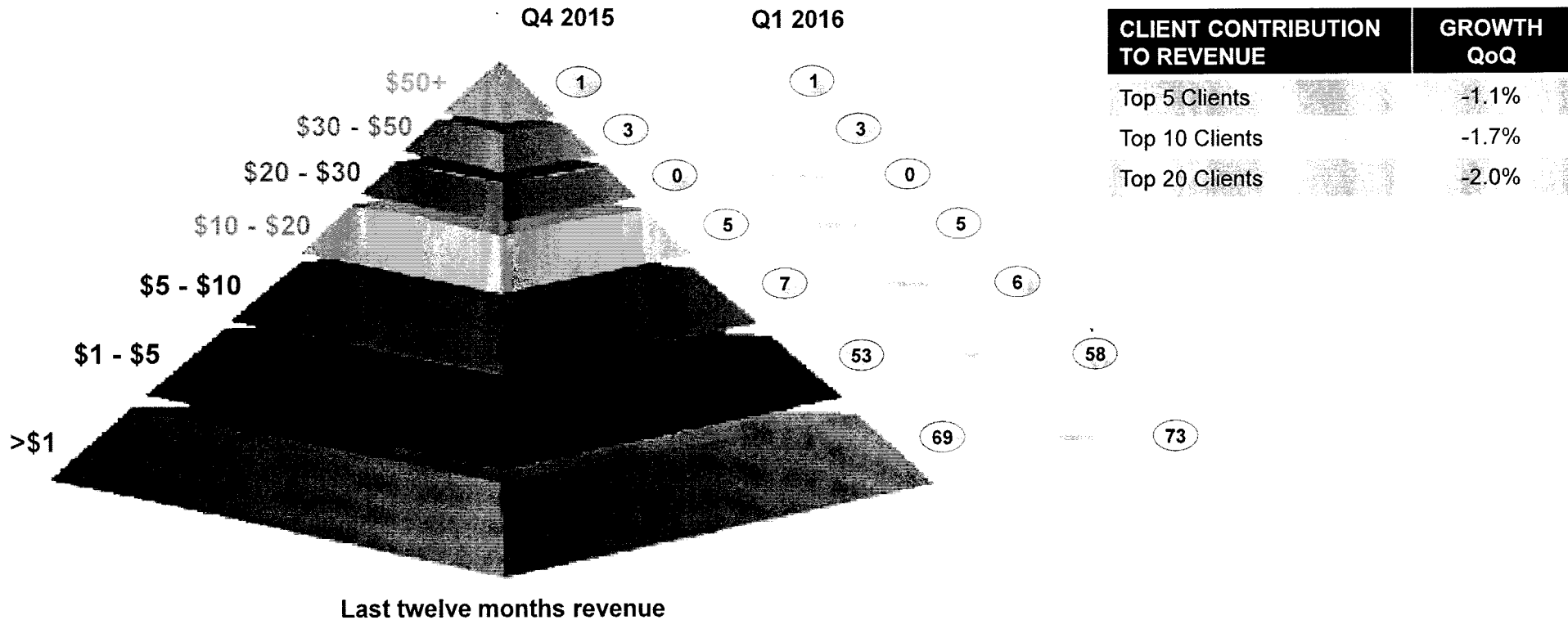
Digital

Multi-year Multi-million Digital Transformation deal for a top ten pharmacy benefit manager and provider of prescription mail order and speciality pharmacy services

Transformation

Multi-year Multi-million Strategic HCM Transformation deal for a leading pharma company

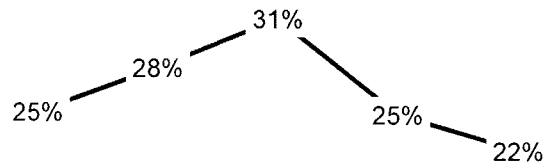
Improved Depth of Customer Relationships



Shareholder Metrics



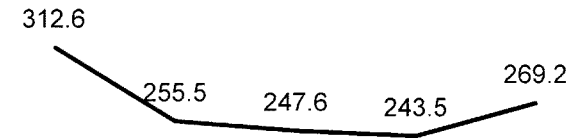
RETURN ON EQUITY



Q1 2015 Q2 2015 Q3 2015 Q4 2015 Q1 2016

TOTAL SHAREHOLDER RETURNS

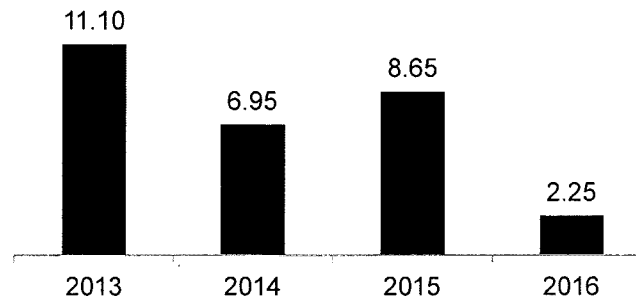
Stock price as at the end of each quarter



Q1 2015 Q2 2015 Q3 2015 Q4 2015 Q1 2016

DIVIDEND PAYOUT

Dividend declared for the year

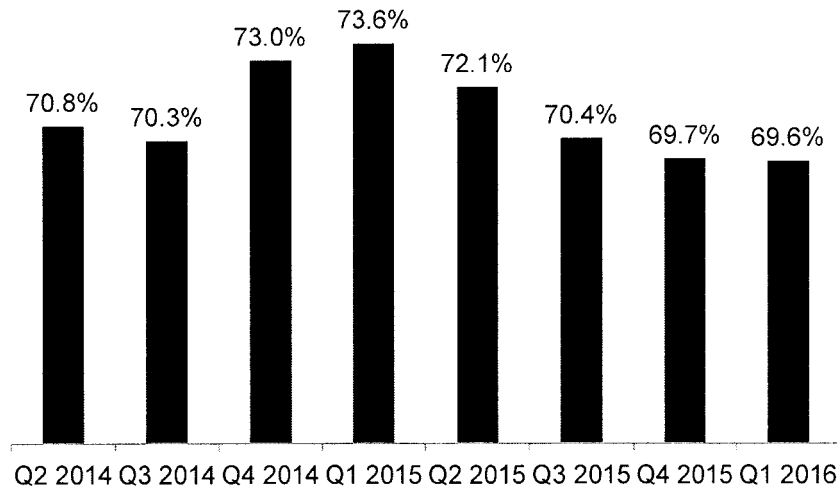


Employee Metrics



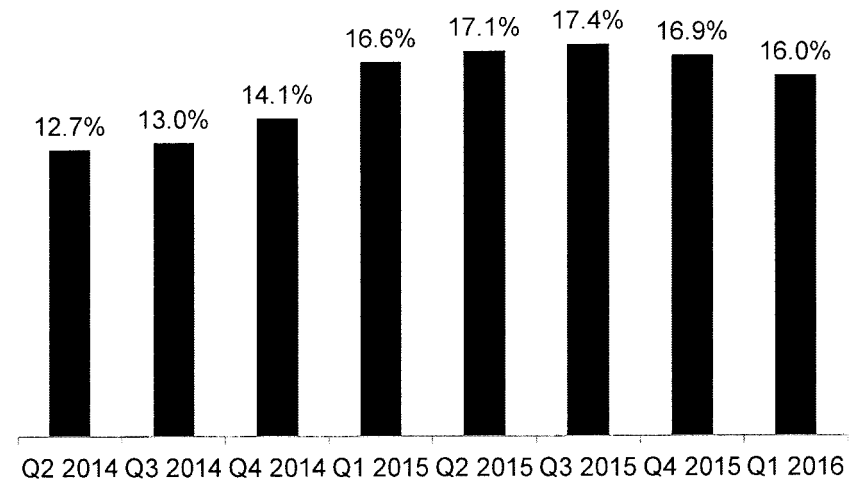
UTILIZATION

Range Bound



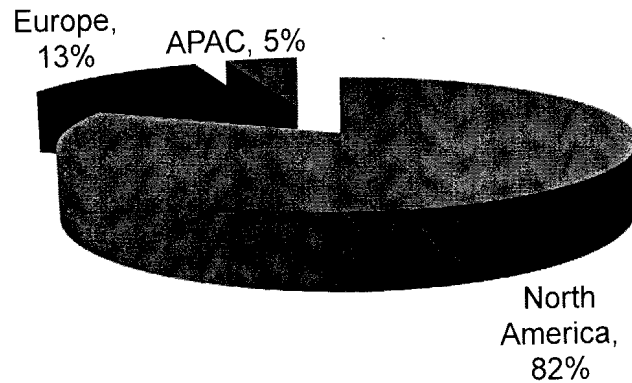
EMPLOYEE ATTRITION

Significant efforts taken to contain attrition



Net headcount addition during the quarter (incl. trainees) - 224

North America led YoY Growth



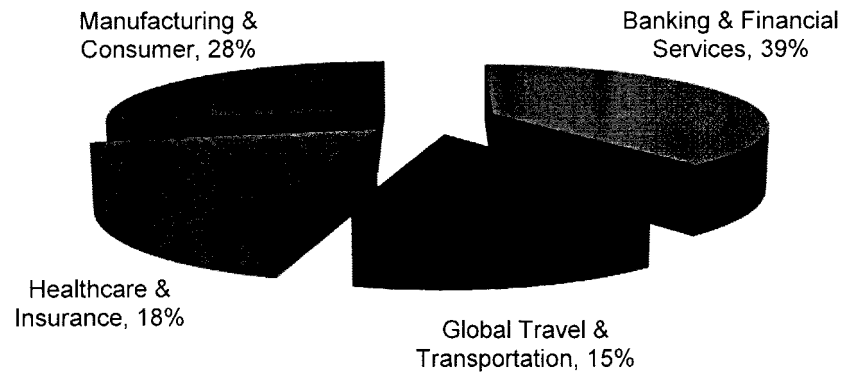
GEOGRAPHY	GROWTH QoQ	GROWTH YoY
North America	-1.0%	7.5%
Europe	-5.9%	1.7%
APAC	-6.5%	-7.2%
TOTAL	-2.0%	5.9%

Geo	Q1 2016 Reported	Adjustments	Q1 2016 Underlying	QoQ Growth	YoY Growth
Americas	81.4%	0.7%	82.1%	-1.0%	7.5%
Europe	12.0%	0.6%	12.6%	-5.9%	1.7%
Asia Pacific	6.6%	-1.3%	5.3%	-6.5%	-7.2%
Total	100.0%	0.0%	100.0%	-2.0%	5.9%

While reporting the earnings for quarter ending March 31, 2016 (Q1 2016), Hexaware had provided a growth distribution by region. Underlying this was a transfer of customers from North America and Europe to APAC for better customer management.

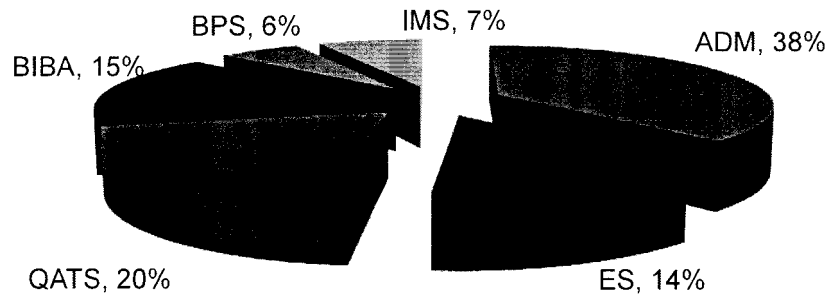
The normalized numbers for each region are as follows, if the accounts had not been transferred. This is provided as a one-time bridge.

Banking & Financial Services led Growth



VERTICAL	GROWTH QoQ	GROWTH YoY
Banking & Financial Services	2.5%	10.9%
Global Travel & Transportation	-9.3%	-1.6%
Healthcare & Insurance	-1.1%	18.8%
Manufacturing & Consumer	-4.1%	-2.9%
TOTAL	-2.0%	5.9%

Business Intelligence & Analytics led Growth



HORIZONTAL	GROWTH QoQ	GROWTH YoY
Application Development & Maintenance (ADM)	-2.6%	6.7%
Enterprise Solutions (ES)	-5.9%	-6.4%
Quality Assurance & Testing Services (QATS)	-4.0%	3.0%
Business Intelligence & Analytics (BIBA)	6.3%	4.7%
Business Process Services (BPS)	-0.6%	28.5%
Infrastructure Management Services (IMS)	-1.7%	27.6%
TOTAL	-2.0%	5.9%

Awards & Recognition

- Hexaware has yet again proven its leadership in the Business Process Outsourcing industry by winning 5 awards at the recently concluded '**Asia Outsourcing Congress & Awards 2015-16**'. The Company received the recognitions and awards in the following categories:
 - Fastest Growing Outsourcing Company of the Year 2015
 - Best Customer Experienced Delivered by a Contact Center
 - Excellence in Customer Services in the Outsourcing Industry
 - Health Insurance BPO Provider
 - Non-Voice Excellence Company of the Year
- Hexaware also won an Award for Excellence in Customer Service and a Certification of Recognition for- Outsourcing organization of the Year at the recently concluded **Golden Globe Tiger Awards** (For Outsourcing Excellence) in Malaysia
- Hexaware has been mentioned as one of the major IT services providers to North American insurers in the Novarica report titled, "**IT SERVICES PROVIDERS FOR INSURERS**", dated February 2016, by analysts Rob McIsaac and Alex Effgen
- Hexaware has been mentioned in the Forrester report titled "**The Future of Consulting Through 2020**", dated 11 February 2016, by analyst Marc Cecere
- Hexaware has been mentioned in High potential quadrant in **HfS Blueprint Grid for Successfactors services**, dated March 2016, by analysts Khada De Souza and Charles Sutherland



RAISE IT

Run-Automated-Informed-Secured-Enterprise IT



➤ “RAISE IT” – Unified e2e IT Automation Platform

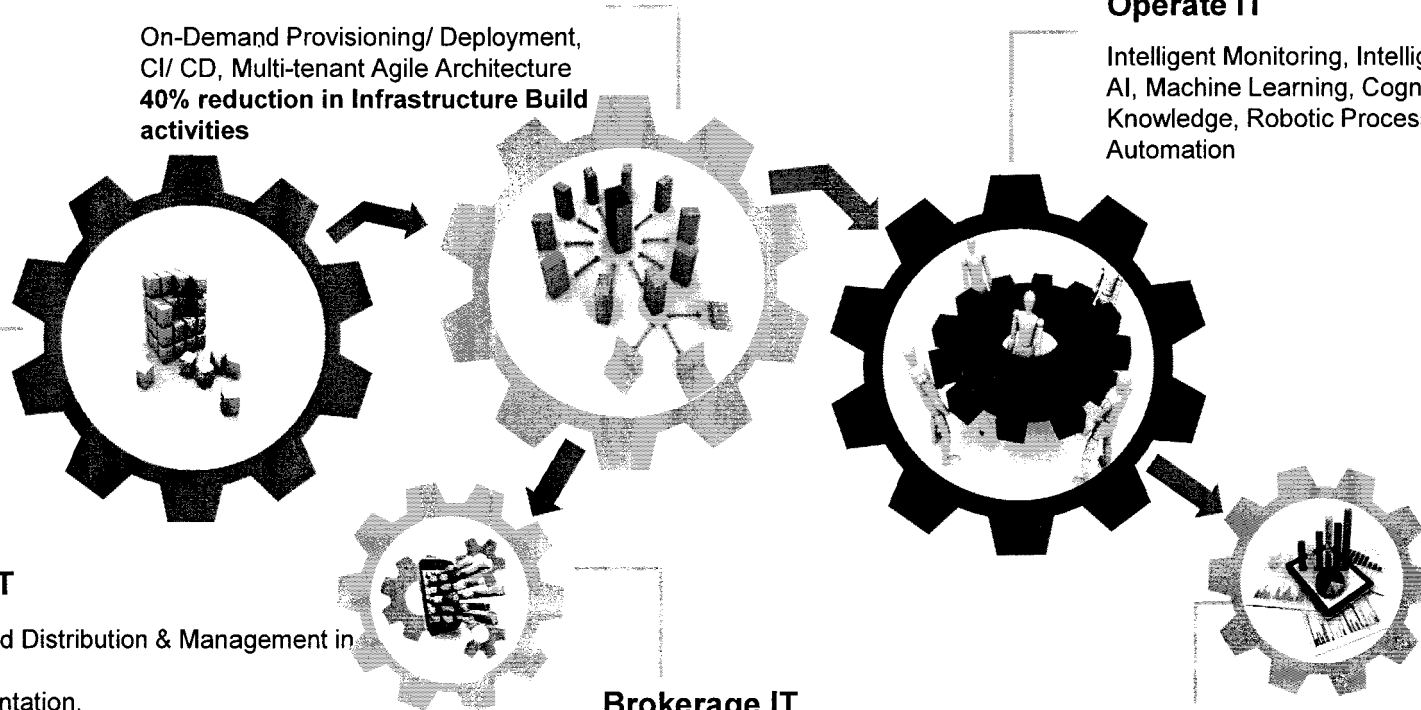


Build IT

On-Demand Provisioning/ Deployment,
CI/ CD, Multi-tenant Agile Architecture
40% reduction in Infrastructure Build activities

Operate IT

Intelligent Monitoring, Intelligence Grid,
AI, Machine Learning, Cognitive
Knowledge, Robotic Process/ Workflow
Automation



Orchestrate IT

Dynamic Workload Distribution & Management in
Hybrid Cloud,
As a Service Orientation,
Release Automation

Brokerage IT

Integration of Multiple Clouds, Single
Pane of View & Performance,
Metering, Show back, Chargeback

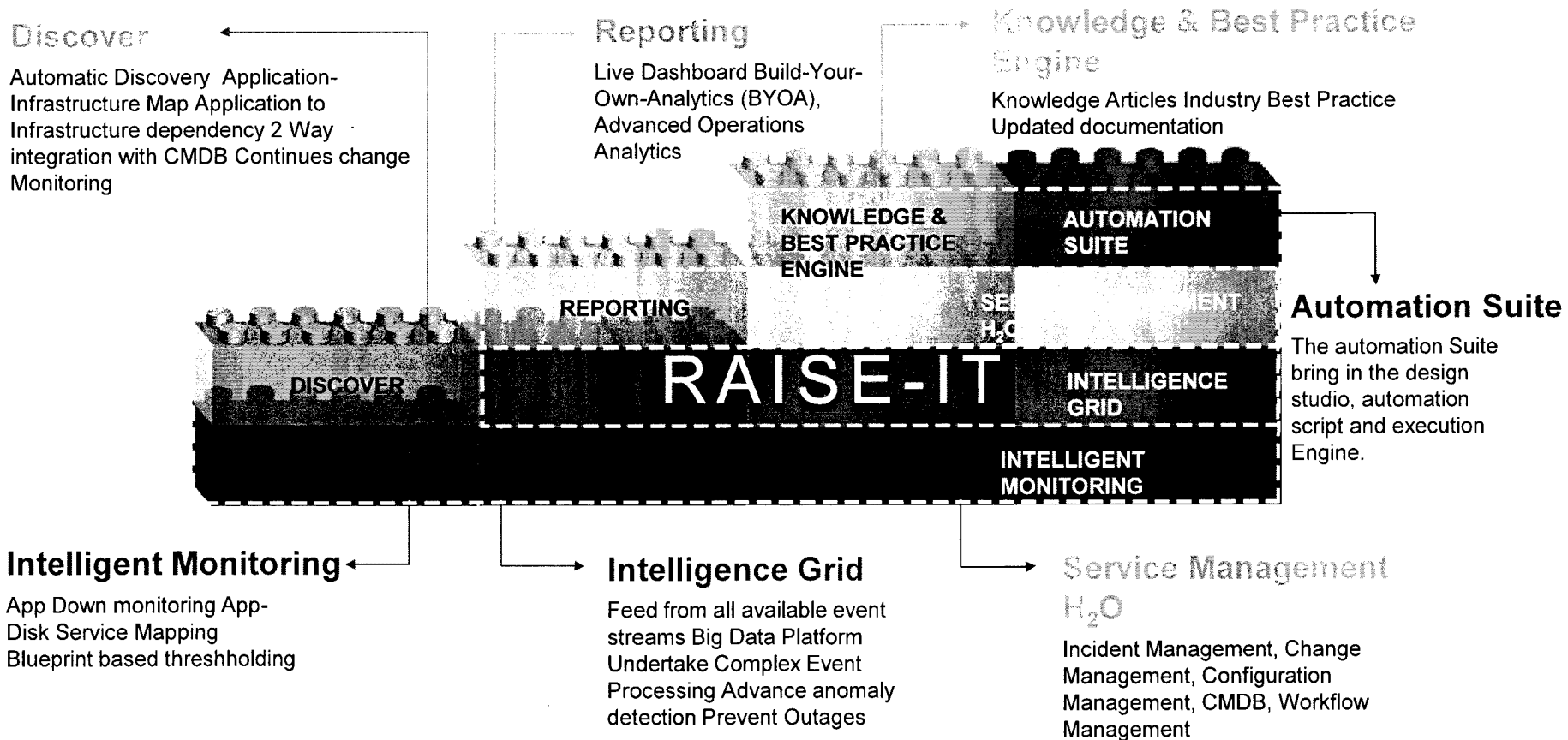
Reporting

Bring your own Analytics (BYOA),
Advanced Analytics, Live Dashboard



How do we deliver ? – Operate IT

Run Automated Informed Secured Enterprise IT



> RAISE IT Benefits



Focus is on Application down visibility : Application to Disk mapping for all applications.

Increase prevention of outages by at least **20%** in Year 1 through early anomaly detection via machine learning

Dramatically drop lapsed time from response to Resolve (r to R) to less than 15 minutes for over **50-70%** of the situations.

Reduce human intervention **for 50-70%** of the incidents/changes via AI driven automation, thereby the cost of the service by upto 2X.

Far quicker, certain RCA's significantly reduce human errors and 24x7 dependence on Level 3 SMEs for operational activities
Free up your critical people to focus on business centric functions

Composable Open Architecture

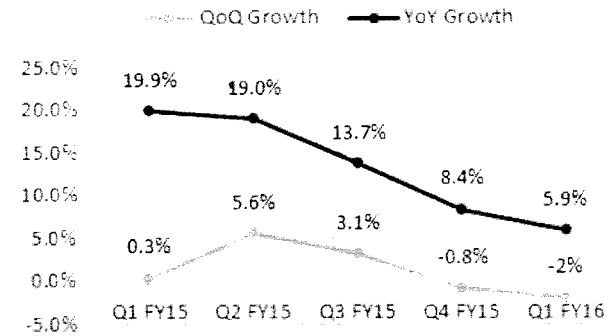
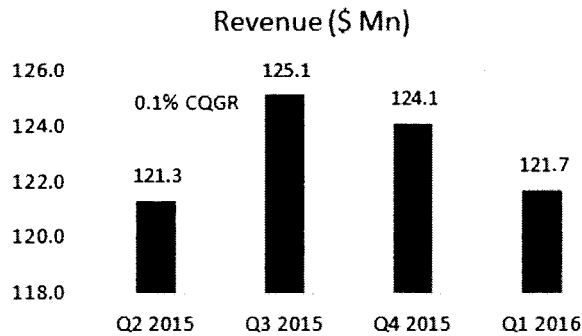
Plug and Play Approach

No rip and replace

Financial Update

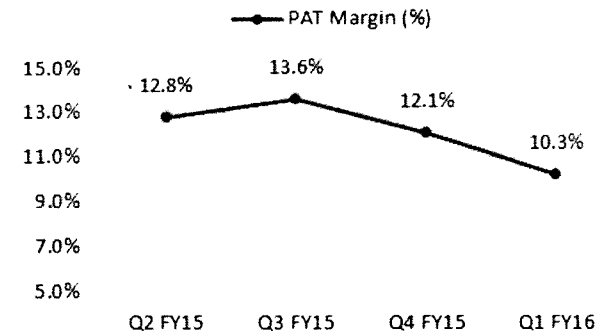
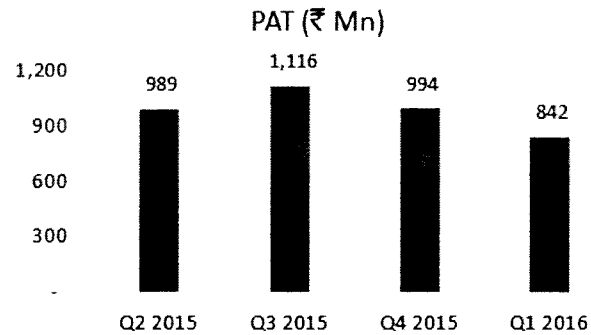
Revenue

Q1 2016 constant currency revenue at \$121.8 mn; down 1.8% QoQ; up 6.5% YoY
Q1 Revenue at \$121.7 mn; down 2.0% QoQ; up 5.9% YoY



Revenue

Q1 Revenue at ` 8,202 mn; up 0.1% QoQ; up 15.0% YoY



Outstanding Hedge Position and Rates



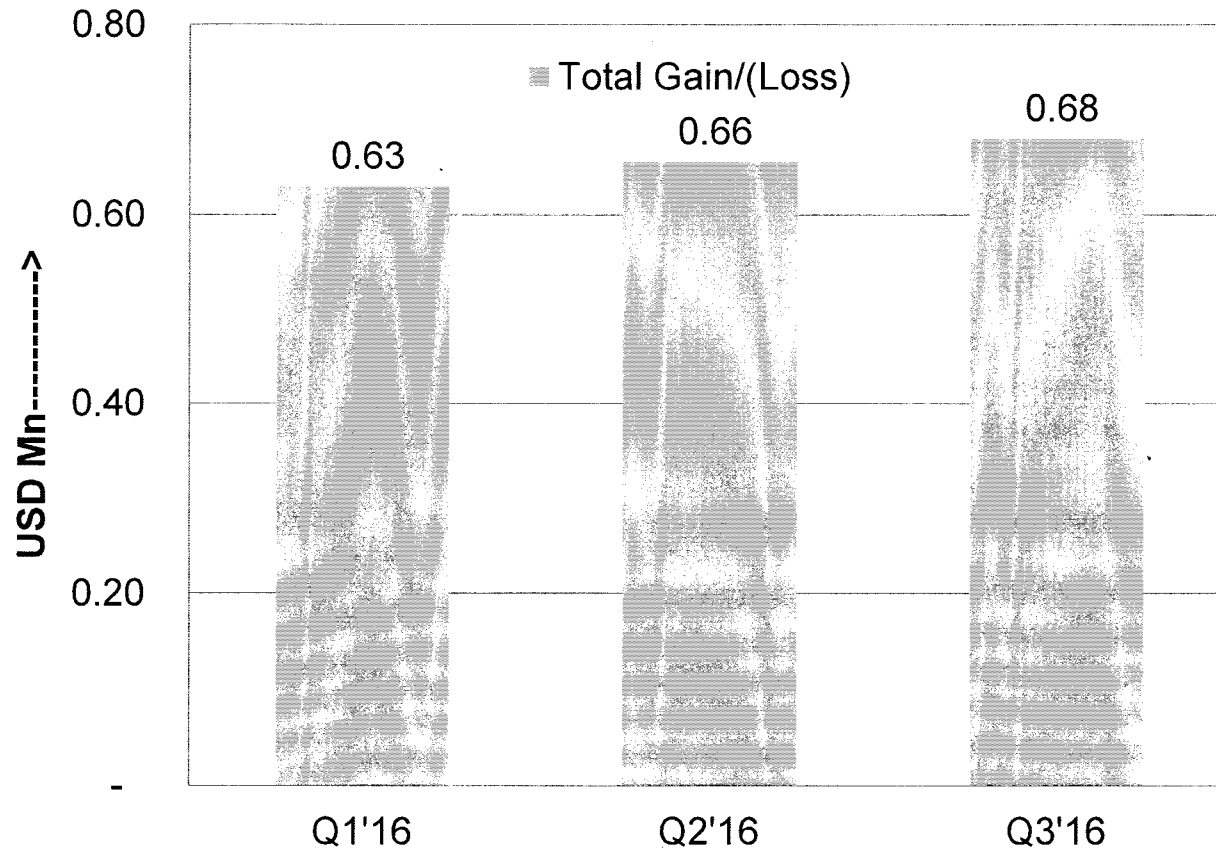
Outstanding Hedge Position

Currency Pair	Amount (Mn.)	Avg. Rate
USDINR (\$)	147.01	70.68
EURNR (€)	5.00	77.95
GBPNR (£)	4.20	106.69
Total (\$)	158.75	

Note -

- 1. Hedges outstanding are full-term hedges.*
- 2. EUR converted @ 1.1380/USD & GBP converted @ 1.4410/USD.*
- 3. Avg. Rate=Average of the forward rate at which the hedges have been booked with the banks.*

Forex Gain/(Loss)



- Forex gain of \$0.63 Mn this quarter as against a gain of \$0.68 Mn in Q4'15.
- Forex gain expected ~ \$ 0.66 Mn in Q2'16 and ~\$ 0.68 Mn in Q3'16 at exchange rate of INR 66.2550/USD.

Balance Sheet Updates

CASH & CASH EQUIVALENTS

Cash and Cash Equivalents* at US\$ 46.47 M (INR 3079 M)

DAYS SALES OUTSTANDING

Days Sales Outstanding (DSO) for Q1 2016 at 49 days; 78 days
including unbilled

DIVIDEND

INR 2.50 per share (125%)

Dividend Payout including taxes INR 908.1 mn (\$ 13.71 Mn)

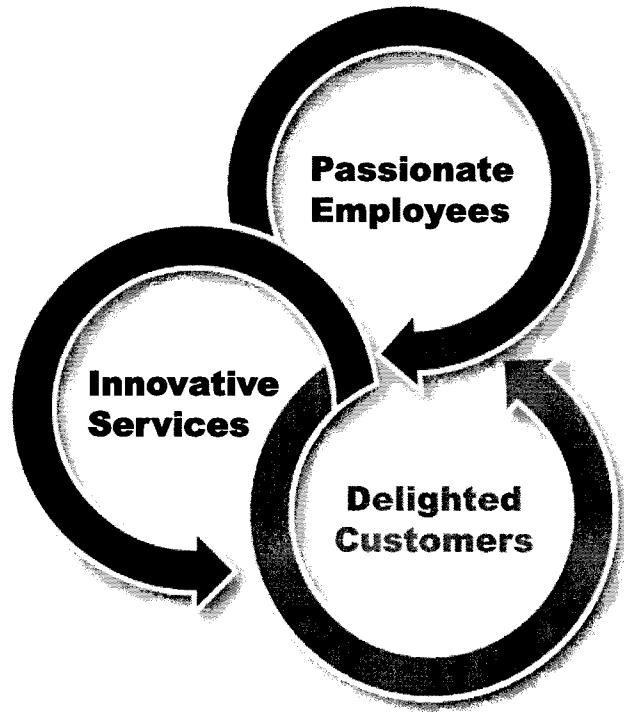
Capex 2015



Item	USD K
	Q1-16 Actual
Siruseri	5,247
Pune Hinjewadi	1,456
Computers & Equipments & Others	2,388
Grand Total	9,091

Overall Likely Capex Spend for 2016 – \$ 40 mn (Rs 268 crs)

Tax: ETR @24.2% vs. 21.0 % in Q4 due to higher profit in SEZ



Thank you