



July 29, 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 30th June, 2016

This with reference to and in connection of our letter dated 28th July, 2016, wherein we have intimated that the Company will be hosting a conference call with Analyst on 29th July, 2016 at 4.00 pm for discussion on the financial results of the Company for the quarter ended 30th June, 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 30th June, 2016.

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

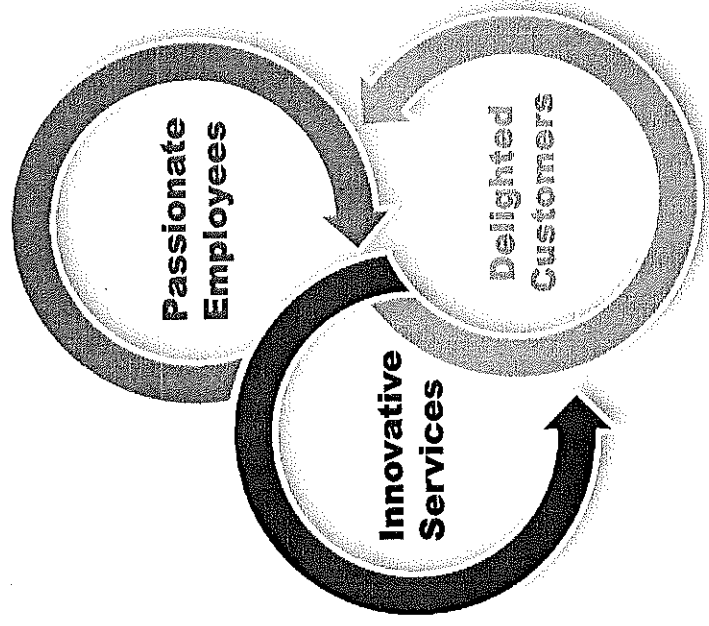
Kindly take the same on your record.

Thanking you,

Yours faithfully,
For **HEXAWARE TECHNOLOGIES LIMITED**

Gunjan Methi
Company Secretary

Encl.: as above



Investor Update Q2 2016

29 July 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 Q2 2016

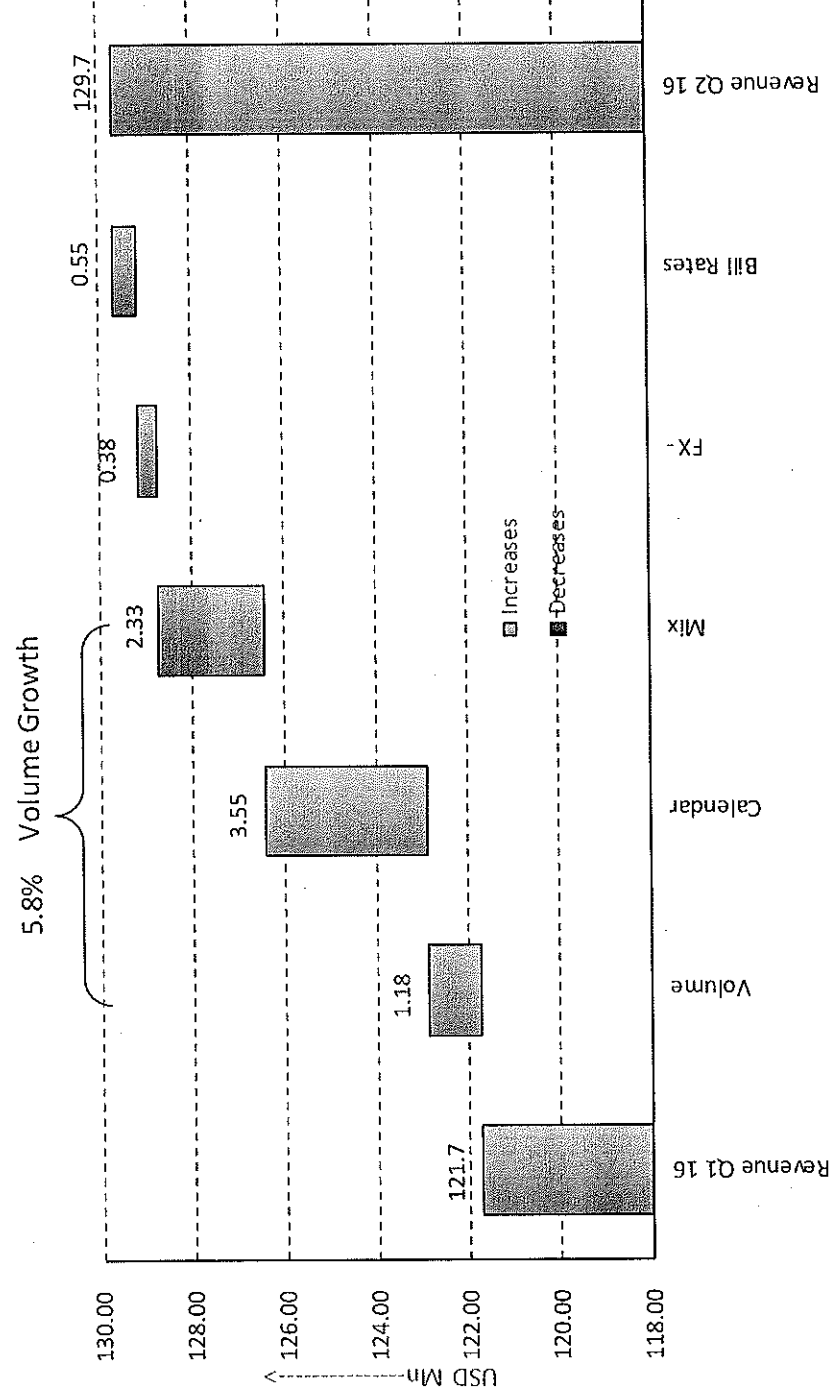
	Q2 2016	Q1 2016	GROWTH QoQ	GROWTH YoY
Revenue	129.68	121.69	6.6%	6.9%
EBITDA* (before ESOP Cost)	20.86	18.91	10.4%	-5.4%
EBITDA (after ESOP Cost)	20.17	17.82	13.2%	-3.0%
PAT	14.90	12.56	18.6%	-4.0%
EPS Diluted **	3.29	2.77	18.8%	1.1%

* Excludes ESOP Cost of \$0.65 M in Q2 and \$1.09 M in Q1

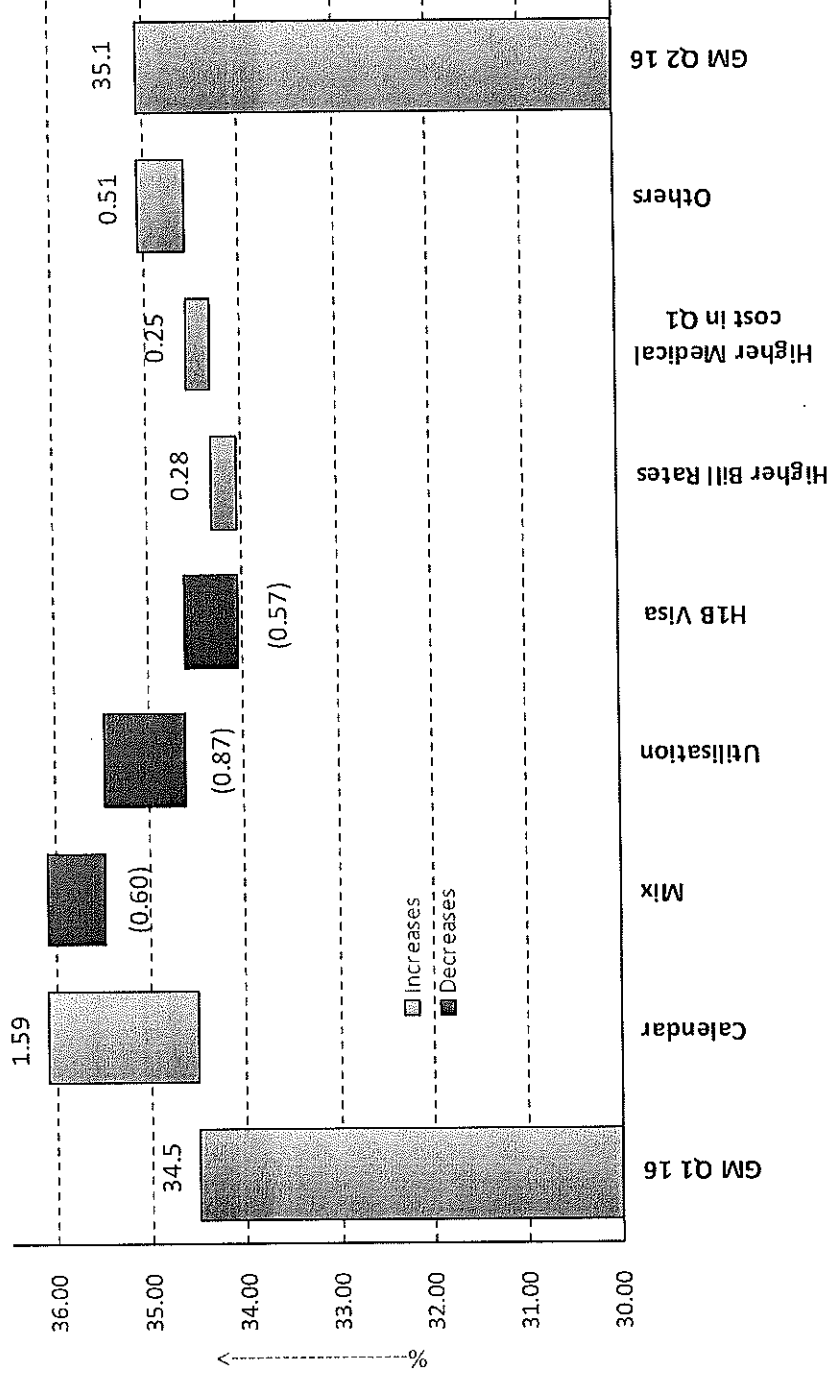
** Amounts in INR

Amounts in USD million

Revenue Analysis - QoQ



Gross Margin Analysis - QoQ



- SG&A ↑ by \$1.5 Mn QoQ which mainly includes branding expenses in Q2-16
- H1B Visa cost for Q2-16 at \$ 1.3 Mn

Movement of Top 20 Customers



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

Q2 2016 vs. Q1 2016



Multinational Insurance company
Fortune 500 Construction &
Mining company



Leading Leasing company
Global Conglomerate firm

Strategy Proof Points

USD 20 million NN Deal wins in Q2-16



Enabling digital transformation for a leading investment firm in education with content management, application development and testing



Building and maintaining an enterprise wide digital platform in the agile model for the world's largest serviced apartments operator

Breakthrough existing client wins

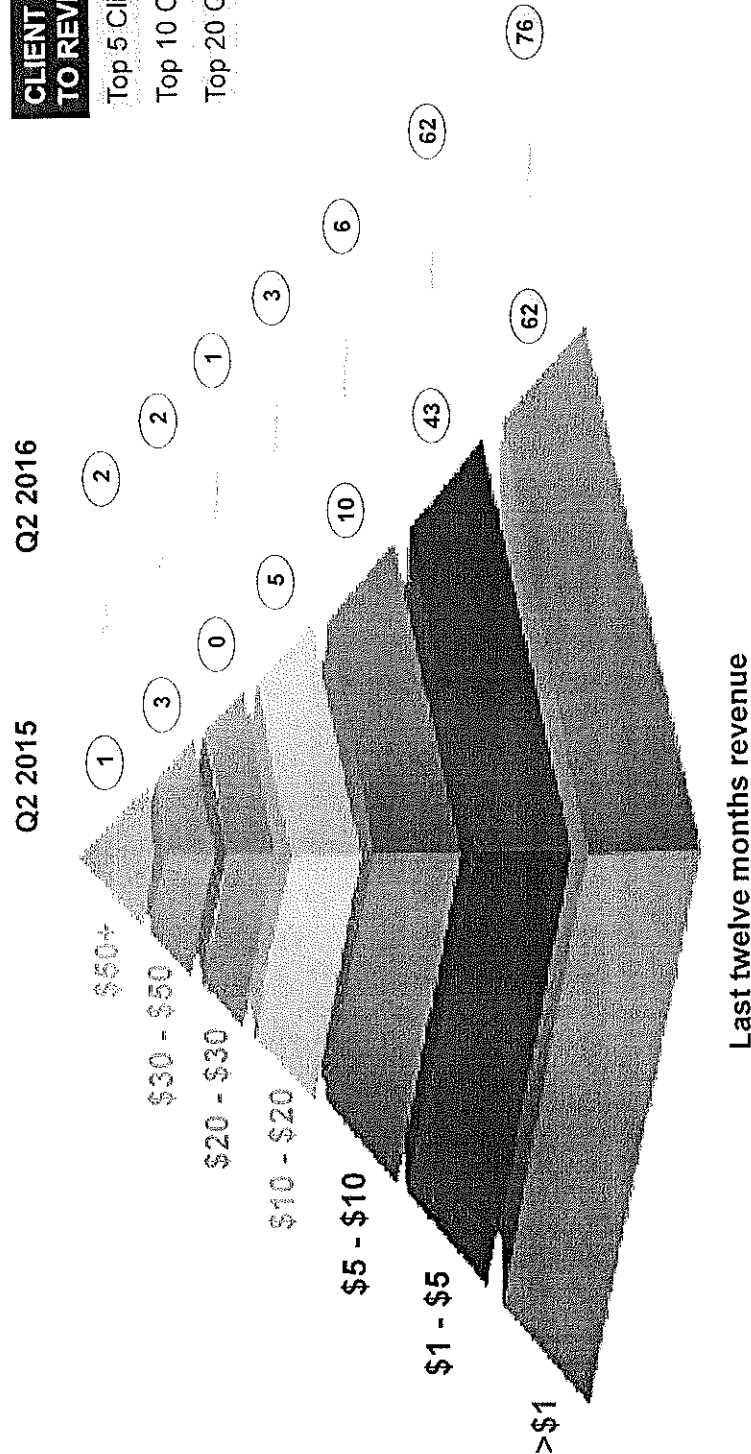


Managed IT services for a multinational life sciences consulting firm to work on core business areas like clinical and informatics



Robotic Automation led digital managed services deal to transform the payment investigation process of a global bank

Improved Depth of Customer Relationships

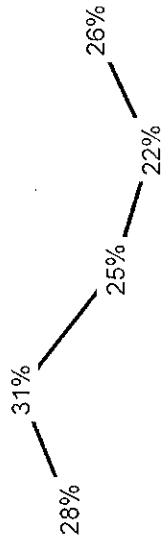


CLIENT CONTRIBUTION TO REVENUE	GROWTH QoQ
Top 5 Clients	14%
Top 10 Clients	13%
Top 20 Clients	11%

Shareholder Metrics



RETURN ON EQUITY



TOTAL SHAREHOLDER RETURNS

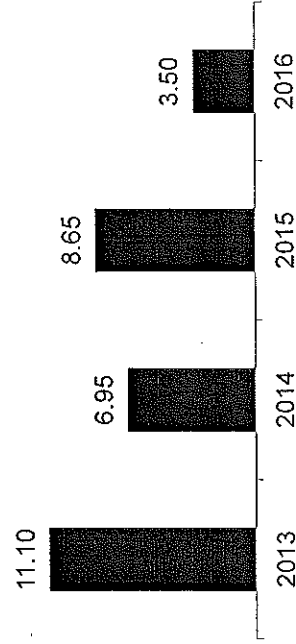
Stock price as at the end of each quarter



Q2 2015 Q3 2015 Q4 2015 Q1 2016 Q2 2016

DIVIDEND PAYOUT

Dividend declared for the year

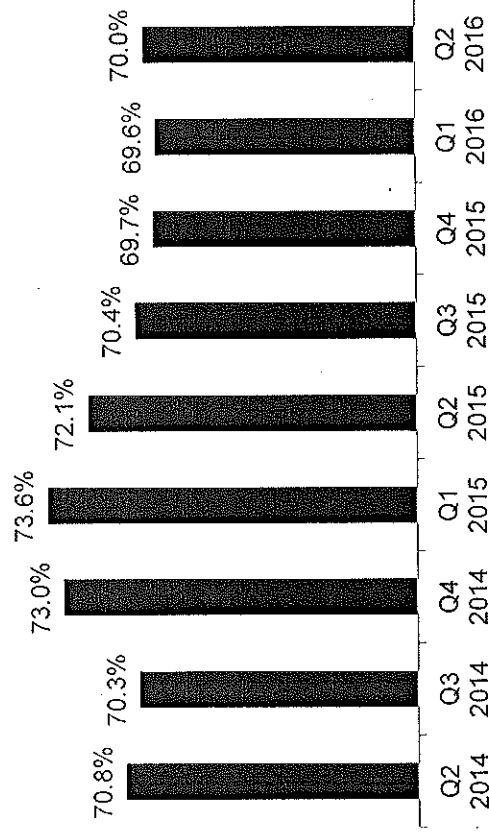


Employee Metrics



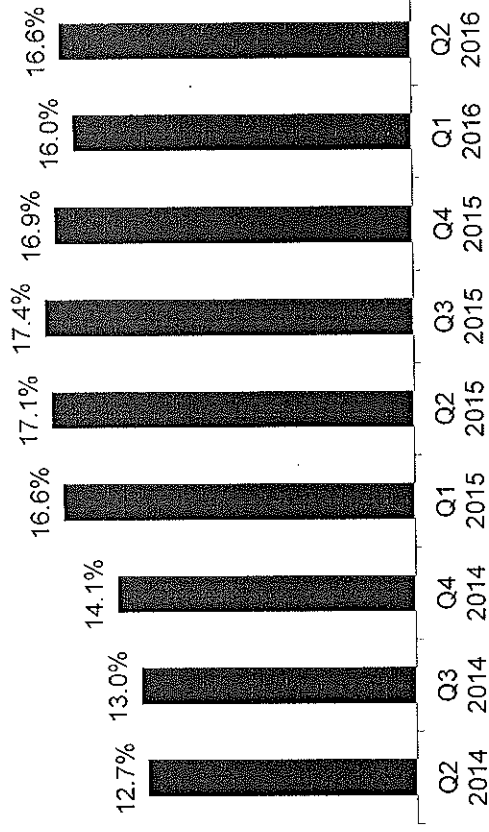
UTILIZATION *

Range Bound



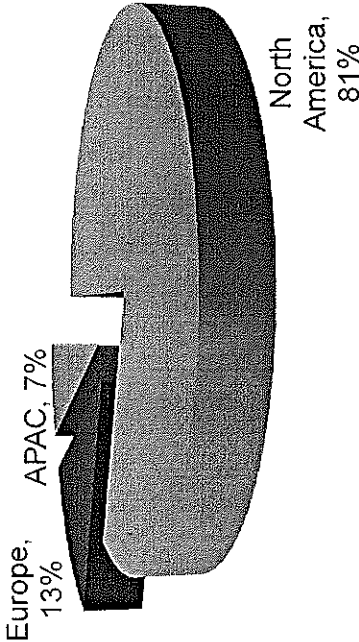
EMPLOYEE ATTRITION

Significant efforts taken to contain attrition



Net headcount addition during the quarter (incl. trainees) - 276

Europe led Growth

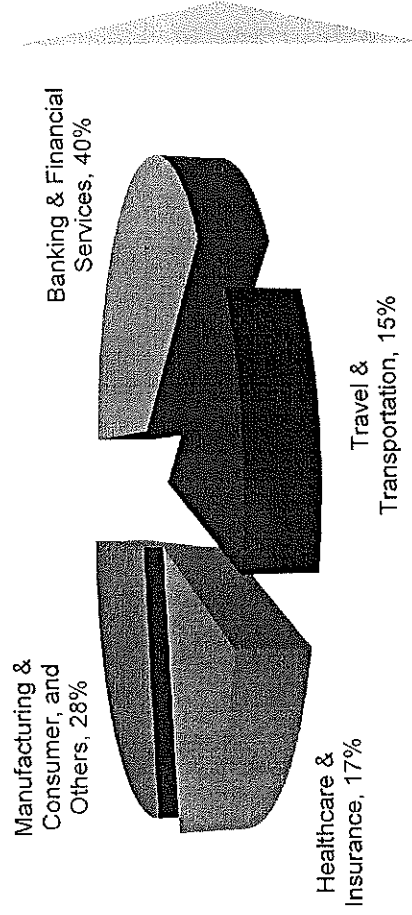


GEOGRAPHY	GROWTH QoQ	GROWTH YoY
North America	5.9%	7.7%
Europe	10.8%	1.1%
APAC	6.7%	9.3%
TOTAL	6.6%	6.9%

Geographies have been reclassified from Q1-16 and previous period figures have been restated
This reclassification represents our current organization structure

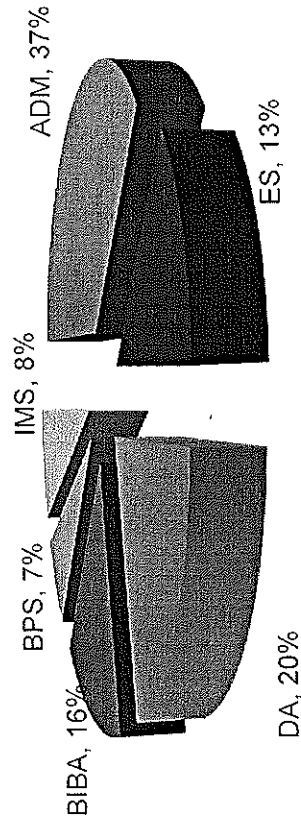
Note:

Manufacturing & Consumer led Growth



VERTICAL	GROWTH QoQ	GROWTH YoY
Banking & Financial Services	8.6%	16.3%
Travel & Transportation	0.5%	-11.1%
Healthcare & Insurance	3.8%	16.0%
Manufacturing & Consumer, and Others	8.8%	1.1%
TOTAL	6.6%	6.9%

BPS and IMS led Growth



HORIZONTAL	GROWTH QoQ	GROWTH YoY
Application Development & Maintenance (ADM)	3.9%	4.3%
Enterprise Solutions (ES)	2.8%	-0.9%
Digital Assurance/ Testing (DA)	6.4%	3.1%
Business Intelligence & Analytics (BIBA)	8.2%	9.3%
Business Process Services (BPS)	19.6%	33.7%
Infrastructure Management Services (IMS)	14.2%	24.1%
TOTAL	6.6%	6.9%

Impact



Brexit Impact

USD 200 K on Revenue
Negligible Impact on Margin



Wage Inflation Impact

USD 600 K on Margin

Two Year Journey



LTM Revenue – USD 500 M

	Q2 2016	Q2 2014	GROWTH
Revenue	129.68	101.96	27.2%
EBITDA *	20.86	17.90	16.5%
PAT	14.90	12.77	16.6%
EPS	3.29	2.54	29.7%

Financial Update

Outstanding Hedge Position and Rates

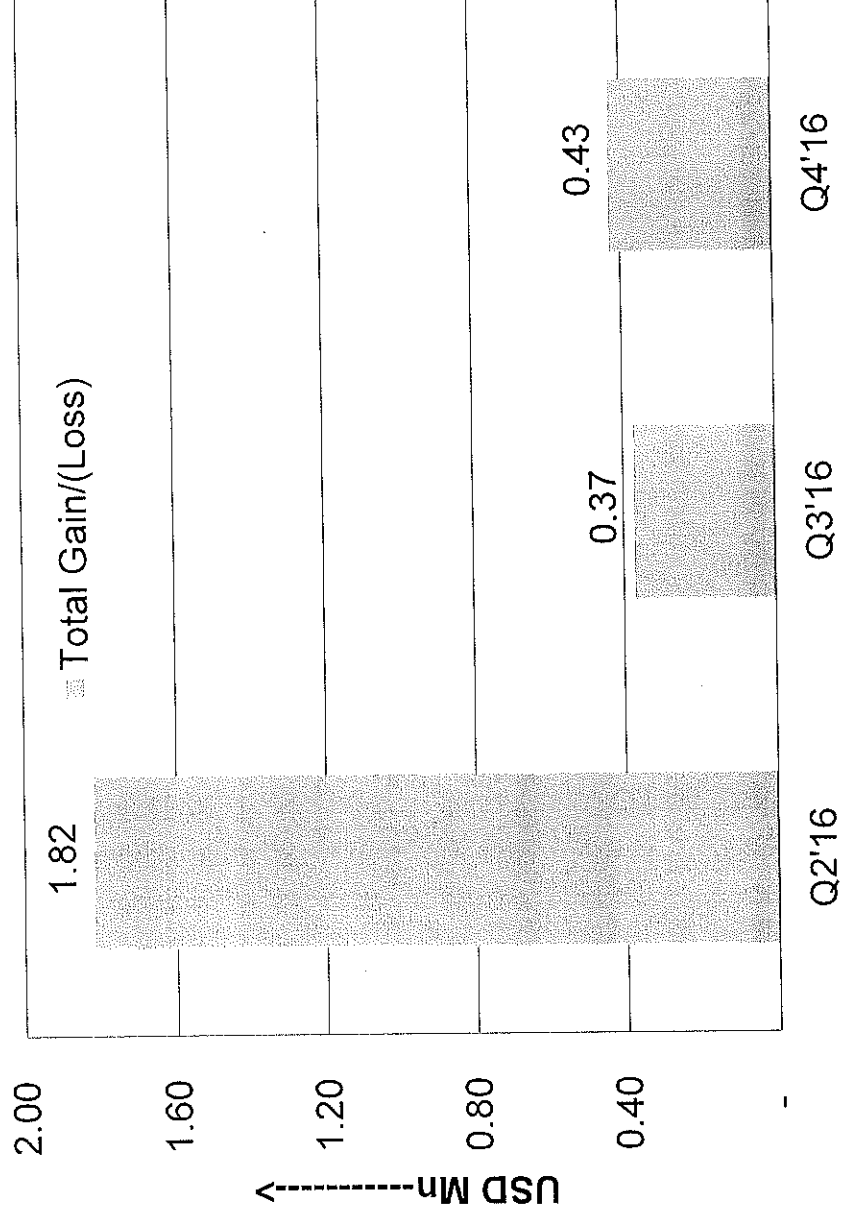
Outstanding Hedge Position

Currency Pair	Amount (Mn.)	Avg. Rate
USDINR (\$)	143.18	71.51
EURNR (€)	4.60	79.34
GBPNR (£)	4.20	106.83
Total (\$)	153.96	

Note -

- 1.Hedges outstanding are full-term hedges.*
- 2. EUR converted @ 1.1141/USD & GBP converted @ 1.3461/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 \$1.82 Mn this quarter as against a gain of \$0.63 Mn in Q1'16.
- Forex gain expected ~ \$ 0.37 Mn in Q3'16 and ~\$ 0.43 Mn in Q4'16 at exchange rate of INR 67.5250/USD.

Balance Sheet Updates



CASH & CASH EQUIVALENTS

Cash and Cash Equivalents* at US\$ 47.10 M (INR 3180 M)

DAYS SALES OUTSTANDING

Days Sales Outstanding (DSO) for Q2 2016 at 46 days; 74 days including unbilled

DIVIDEND

INR 1.00 per share (50%)

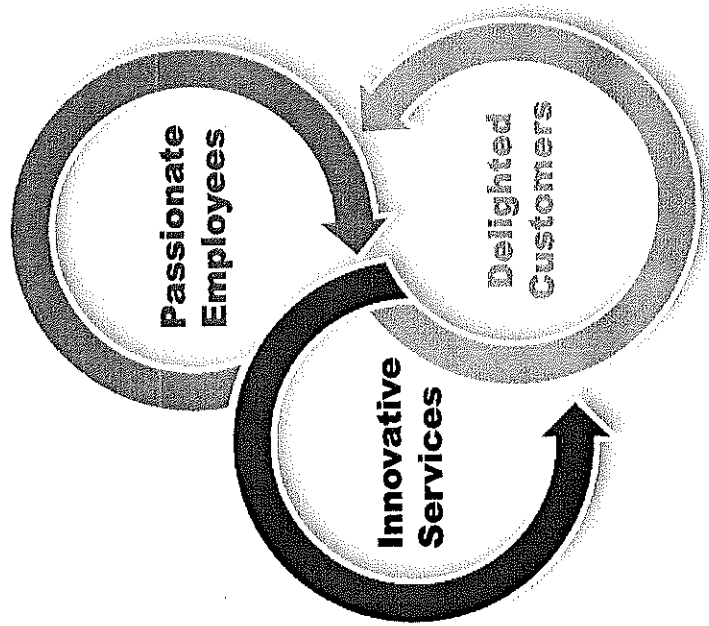
Dividend Payout including taxes INR 363.26 mn (\$ 5.38 Mn)

Capex 2016

	US\$mn	US \$K	
		Q216	Actual
Siruseri		4,574	
Pune		1,331	
Computers & Equipments & Others		2,065	
Grand Total		7,970	

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

Tax: ETR @25.8% vs. 24.2 % in Q1; one of the SEZ centre tax benefit came down to 50% from 100% as 5 years of operation is over and increase in income in Non SEZ centres



Thank you