# STRATEGIC REPORT, REPORT OF THE DIRECTORS AND AUDITED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2014

**FOR** 

**HEXAWARE TECHNOLOGIES UK LIMITED** 



#### CONTENTS OF THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2014

	Page
Company Information	1
Strategic Report	2
Report of the Directors	3
Report of the Independent Auditors	5
Profit and Loss Account	7
Balance Sheet	8
Cash Flow Statement	9
Notes to the Cash Flow Statement	10
Notes to the Financial Statements	11
Trading and Profit and Loss Account	18

# COMPANY INFORMATION FOR THE YEAR ENDED 31 DECEMBER 2014

**DIRECTORS:** 

A Nishar

P R Chandrasekar

A Singh

**SECRETARY:** 

R Visvanathan

**REGISTERED OFFICE:** 

C/O Butler & Co. LLP

3rd Floor

126-134 Baker Street

London W1U 6UE

**REGISTERED NUMBER:** 

03647007 (England and Wales)

**AUDITORS:** 

Butler & Co LLP Chartered Accountants & Statutory Auditor

Third Floor

126-134 Baker Street

London W1U 6UE

### STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2014

The directors present their strategic report for the year ended 31 December 2014.

#### **REVIEW OF BUSINESS**

Revenue for the year amounted to £ 19,611,423 an increase of 43.65 % over 2013, and the profit after tax for the year amounted to £529,111 an increase of 51.49%.

The company office is at Canary Wharf, London, UK. It has got a branch in Hungary to serve its local customers.

The directors were satisfied with the performance of the company. The company's aggressive sales strategies have helped increase the revenues during the year. The company continued focus on offshore model of delivery and provides solution based delivery to its clients.

#### ON BEHALF OF THE BOARD:

A Singh - Director

Date: 30 January 2015.

### REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2014

The directors present their report with the financial statements of the company for the year ended 31 December 2014.

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of Software development and IT consultancy services.

#### **DIVIDENDS**

No dividends will be distributed for the year ended 31 December 2014.

#### DIRECTORS

The directors shown below have held office during the whole of the period from 1 January 2014 to the date of this report.

A Nishar

P R Chandrasekar

A Singh

#### FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The company's financial instruments comprise cash and liquid resources, balances with group undertakings and various items such as trade debtors, trade creditors etc, that arise directly from its operations. The company's activities expose it to various risks like foreign currency risk and interest rate risk, credit risk and liquidity risk. The company's overall risk management strategy seeks to minimise adverse effects from the unpredictability of financial markets on the company's financial performance.

#### Foreign currency risk

The company's transactions are predominantly in Pound Sterling and incurs foreign currency risk on transactions that are denominated in currency other than Pound Sterling, such as Euro and United States Dollars. The company does not hedge any currency exposures.

#### Interest rate risk

The company finances its operations through a retained profits. The company has no significant exposure to market risk for changes in interest rates.

#### Liquidity risk

The company has no overdraft facilities or requirement, and manages its liquidity risk mainly through funds generated from operations.

#### Credit risk

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in financial loss to the company. The major classes of financial assets of the company are bank deposits, trade receivables and amounts owed by group companies. The company manages its credit risk thorough credit checks, and rigorous debt collection procedures.

### REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2014

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Report of the Directors and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

#### **AUDITORS**

The auditors, Butler & Co LLP, will be proposed for re-appointment at the forthcoming Annual General Meeting.

ON BEHALF OF THE BOARD:

A Singh - Director

Date: 30 January 2015

### REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF HEXAWARE TECHNOLOGIES UK LIMITED

We have audited the financial statements of Hexaware Technologies UK Limited for the year ended 31 December 2014 on pages seven to seventeen. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in a Report of the Auditors and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

#### Respective responsibilities of directors and auditors

As explained more fully in the Statement of Directors' Responsibilities set out on page four, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

#### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Strategic Report and the Report of the Directors to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

#### **Opinion on financial statements**

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2014 and of its profit for the year then ended:
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Strategic Report and the Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements.

### REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF HEXAWARE TECHNOLOGIES UK LIMITED

#### Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

S Phadke (Senior Statutory Auditor) for and on behalf of Butler & Co LLP Chartered Accountants & Statutory Auditor Third Floor 126-134 Baker Street London W1U 6UE

Date: 30 January 2015

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2014

	Notes	2014 £	2013 £
TURNOVER	2	19,611,423	13,652,387
Cost of sales		14,645,317	10,258,862
GROSS PROFIT		4,966,106	3,393,525
Administrative expenses		4,297,151	2,935,946
•		668,955	457,579
Other operating income		1,481	2,095
OPERATING PROFIT	4	670,436	459,674
Interest receivable and similar income		6,175	4,596
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	3	676,611	464,270
Tax on profit on ordinary activities	5	147,500	115,000
PROFIT FOR THE FINANCIAL YEAR	<b>R</b>	529,111	349,270

#### **CONTINUING OPERATIONS**

None of the company's activities were acquired or discontinued during the current year or previous year.

#### TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the profits for the current year or previous year.

The notes form part of these financial statements

#### **HEXAWARE TECHNOLOGIES UK LIMITED (REGISTERED NUMBER: 03647007)**

#### BALANCE SHEET 31 DECEMBER 2014

		2014	<b>,</b>	2013	
	Notes	£	£	£	£
FIXED ASSETS					
Tangible assets	6		113,209		40,687
Investments	7		658		658
			113,867		41,345
CURRENT ASSETS					
Debtors	8	6,811,332		3,186,511	
Cash at bank		800,281		1,894,282	
		7,611,613	•	5,080,793	
CREDITORS					
Amounts falling due within one year	9	4,474,507		2,400,276	
NET CURRENT ASSETS			3,137,106		2,680,517
TOTAL ASSETS LESS CURRENT LIABILITIES			3,250,973		2,721,862
CAPITAL AND RESERVES					
Called up share capital	11		2,167,000		2,167,000
Profit and loss account	12		1,083,973		554,862
SHAREHOLDERS' FUNDS	16		3,250,973		2,721,862

The financial statements were authorised for issue by the Board of Directors on 30 January 2015 and were signed on its behalf by:

A Singh - Director

The notes form part of these financial statements

#### <u>CASH FLOW STATEMENT</u> <u>FOR THE YEAR ENDED 31 DECEMBER 2014</u>

	Notes	2014 £	2013 £
Net cash (outflow)/inflow from operating activities	1	(892,638)	1,240,920
Returns on investments and servicing of finance	2	6,175	4,596
Taxation		(100,205)	(93,894)
Capital expenditure and financial investment	2	(107,333)	(24,807)
(Decrease)/increase in cash in the pe	riod	(1,094,001)	1,126,815
Reconciliation of net cash flow to movement in net funds	3		
(Decrease)/increase in cash in the period	od	(1,094,001)	1,126,815
Change in net funds resulting from cash flows		(1,094,001)	1,126,815
Movement in net funds in the period Net funds at 1 January	I	(1,094,001) . 1,894,282	1,126,815 767,467
Net funds at 31 December		800,281	1,894,282

The notes form part of these financial statements

2.

3.

Total

# NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2014

# 1. RECONCILIATION OF OPERATING PROFIT TO NET CASH (OUTFLOW)/INFLOW FROM OPERATING ACTIVITIES

		2014	2013
		£	£
Operating profit	•	670,436	459,674
Depreciation charges		27,481	23,770
Loss on disposal of fixed assets		7,328	- - (20.105
Amounts owed to group undertakings		1,075,707	638,185
(Increase)/decrease in debtors		(3,624,821)	469,490
Increase/(decrease) in creditors		951,231	<u>(35</u> 0,199)
Net cash (outflow)/inflow from operating activities		(892,638)	1,240,920
ANALYSIS OF CASH FLOWS FOR HEADINGS N	VETTED IN THE CAS	H FLOW STAT	FMFNT
ANALISIS OF CASH FLOWS FOR HEADINGS!	ETTED IN THE CAS	II I LOW STAT	ENIENI
		2014	2013
		£	£
Returns on investments and servicing of finance			
Interest received		6,175	4,596
Net cash inflow for returns on investments and servi	icing of finance	6,175	4,596
Capital expenditure and financial investment			
Purchase of tangible fixed assets		(107,333)	(24,149)
Purchase of fixed asset investments		(107,555)	(658)
Net cash outflow for capital expenditure and financi	al investment	<u>(107,333</u> )	<u>(24,807</u> )
ANALYSIS OF CHANGES IN NET FUNDS			
			At
	At 1/1/14	Cash flow	31/12/14
	£	£	£
Net cash:		(4.00.000)	
Cash at bank	1,894,282	<u>(1,094,001)</u>	800,281
	1 904 292	(1.004.001)	800 201
	1,894,282	(1,094,001)	800,281

The notes form part of these financial statements

1,894,282

(1,094,001)

800,281

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2014

#### 1. ACCOUNTING POLICIES

#### Basis of preparing the financial statements

The financial statements have been prepared on a consistent basis in accordance with applicable Accounting Standards in the United Kingdom, and in compliance with the Companies Act 2006. A summary of the principal accounting policies is set out below.

#### Accounting convention

The financial statements have been prepared under the historical cost convention.

#### Turnover

Turnover represents the invoiced amounts of services provided and it is stated net of Value Added Tax.

Revenue for software services is recognised on the basis of services rendered. In case of time and material contracts, invoices are raised on the basis of customer approved timesheets. In case of fixed price projects, invoices are raised for prescribed milestones achieved on the basis of acceptance / sign-off received from customer. Revenue on fixed price contracts is recognised on percentage completion method until an invoice is raised to the customer.

#### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Short leasehold

- over the lease term

Plant and machinery Fixtures and fittings - 20% on cost - 12.5% on cost

Computer equipment

- 33.33% on cost

#### Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

#### Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

#### Pension costs and other post-retirement benefits

The company operates a group stakeholder pension scheme. Contributions payable to the company's pension scheme are charged to the profit and loss account in the period to which they relate.

#### Going concern

The directors believe that the company is well placed to manage its business risks successfully despite the current uncertain economic outlook. The directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. The Directors consider it appropriate to adopt the going concern basis in preparing the annual financial statements.

Page 11 continued...

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

#### 2. TURNOVER

The turnover and profit before taxation are attributable to the one principal activity of the company.

An analysis of turnover by class of business is given below:

		2014	2013
		£	£
	BFS	4,553,639	1,194,603
	Emerging Market	2,703,308	2,635,731
	Insurance	3,997,022	3,243,626
	TTHL	2,197,297	1,929,827
	Others	6,160,157	4,648,600
	Oulers	0,100,137	<del></del>
		19,611,423	13,652,387
	An analysis of turnover by geographical market is given below:		
		2014	2013
		£	£
	UK	12,413,919	8,193,281
	Belgium	1,722,762	1,533,879
	Switzerland	3,801,685	2,480,937
	Netherlands	1,270,960	1,030,066
	Ireland	177,544	357,500
	Norway	93,830	56,724
	Sweden	113,100	•
	Denmark	17,623	-
		19,611,423	13,652,387
2	CTA DE COCTO		
3.	STAFF COSTS	2014	2012
		2014	2013
		£	£
	Wages and salaries	6,512,791	4,370,659
	Social security costs	467,642	339,773
	Other pension costs	71,252	102,775
		7,051,685	4,813,207
	The average monthly number of employees during the year was as follows:		
	The average monthly number of employees during the year was as follows.	2014	2013
	Office Management	24	21
	Software consultants	99	63
	Software consumants		
	·	123	84

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

#### 4. **OPERATING PROFIT**

The operating profit is stated after charging:

Depreciation - owned assets	2014 £ 27,483	2013 £ 23,771
Loss on disposal of fixed assets	7,328	-
Auditors' remuneration	17,250	16,100
Audit-related assurance services	7,000	6,800
Taxation compliance services	10,080	9,448
Other non-audit services	1,000	913
Foreign exchange differences	<u>74,191</u>	49,774
Directors' remuneration	351,823	19,095

Information regarding the highest paid director for the year ended 31 December 2014 is as follows:

#### 5. TAXATION

Analysis of the tax charge

UK corporation tax has been charged at 21.50% (2013 - 23%).

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

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#### 5. TAXATION - continued

#### Factors affecting the tax charge

The tax assessed for the year is higher than the standard rate of corporation tax in the UK. The difference is explained below:

	2014 £	2013 £
Profit on ordinary activities before tax	<u>676,611</u>	464,270
Profit on ordinary activities multiplied by the standard rate of corporation tax		
in the UK of 21.500% (2013 - 23%)	145,471	106,782
Effects of:		
Excess of capital allowance over depreciation	(17,168)	(1,269)
Expenses disallowed for tax purposes	11,512	14,546
Difference in tax rates for Jan to March 2013	(44)	1,287
Over/Under provision of tax	7,729	(6,346)
		<del></del>
Current tax charge	147,500	115,000

UK corporation tax has been charged @ 23% from January to March 2014 and at 21% from April to December 2014.

#### 6. TANGIBLE FIXED ASSETS

t Totals
193,014
107,333
(110,350)
189,997
152,327
27,483
(103,022)
76,788
113,209
40,687

### NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

#### 7. FIXED ASSET INVESTMENTS

	Shares in group undertakings
COST At 1 January 2014 and 31 December 2014	658
NET BOOK VALUE At 31 December 2014	658
At 31 December 2013	658

The company's investments at the balance sheet date in the share capital of companies include the following:

#### Hexaware Technologies DO Brazil Limited

Country of incorporation: Brazil

Class of shares: Ordinary

Nature of business: Software development and IT consultancy services

% holding 100.00

As at 31 December 2014, the amount due from the subsidiary in Brazil is £13,735 (2013:£13,735).

These financial statements contain information about Hexaware Technologies UK Limited as an individual company and do not contain consolidated financial information as the parent of a group. The company is exempt under section 401 of the Companies Act 2006 as the company itself is a subsidiary undertaking and its parent undertaking is not established under the law of an EEA state. The company is included in consolidated accounts of its parent company.

#### 8. **DEBTORS**

	2014	2013
	£	£
Amounts falling due within one year:		
Trade debtors	4,315,485	2,254,226
Other debtors	2,253,104	770,128
Amounts owed by group undertak		
ings	47,281	48,770
Prepayments	86,162	79,087
	6,702,032	3,152,211
Amounts falling due after more than one year: Amounts recoverable on completion of		
contract	109,300	34,300
Aggregate amounts	6,811,332	3,186,511
· -000		

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

		FOR THE YE	AR ENDED 31 DECEMBER 2014		
9.	CREDITORS:	AMOUNTS FALLING	DUE WITHIN ONE YEAR	1	
7.	CILIDATIONS.	inio civio i ilibrii o	DOL WITHIN ONE TERM	2014	2013
				£	£
	Trade creditors			270,267	88,545
		to group undertakings		1,823,941	748,236
	Tax	and athor tares		108,509 179,198	61,214 137,963
	Social security VAT	and other taxes		519,845	317,436
	Other creditors			52,155	4,990
	Accrued expens	ses		1,520,592	1,041,892
	•				
				4,474,507	2,400,276
			•		
10.	OPERATING	LEASE COMMITMEN	ITS		
	The following of	pperating lease payments a	are committed to be paid within one year	ar:	
				Land and	d buildings
				2014	2013
				£	£
	Expiring:	_		102 175	69.600
	Within one year Between one an			103,175 683,747	68,600
	Between one an	id live years		005,747	
				786,922	68,600
11.	CALLED UP S	SHARE CAPITAL			
	Allotted, issued	and fully paid:			
	Number:	Class:	Nominal	2014	2013
			value:	£	£
	2,167,000	Ordinary	£1	2,167,000	2,167,000
				2,167,000	2,167,000
12.	RESERVES				
					Profit
					and loss
					account
					£
	At 1 January 20	)14			554,862
	Profit for the ve				520 111

554,862 529,111 1,083,973

#### 13. PENSION COMMITMENTS

At 31 December 2014

Profit for the year

At the year end the amount payable towards pension is £45,237 (2013: £4,990).

#### NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2014

#### 14. ULTIMATE PARENT COMPANY

Ultimate Holding Company and its subsidiaries - Baring Private Equity Asia GP V. LP, Cayman Island.

- The Baring Asia Private Equity Fund V, LP, Cayman Island.
- Baring Private Equity Asia V Mauritius Holding (4) Limited, Mauritius.
- Parel Investment Holding Limited, Mauritius.
- HT Global IT solutions Holding Limited, Mauritius.

Holding Company - Hexaware Technologies Limited, India.

#### 15. RELATED PARTY DISCLOSURES

In accordance with Financial Reporting Standard No. 8 "Related Party Transactions", transactions with other group undertakings have not been disclosed in these financial statements.

#### 16. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2014 £	2013 £
Profit for the financial year Reduction in share capital	529,111	349,270
Net addition to shareholders' funds	529,111	349,270
Opening shareholders' funds	2,721,862	2,372,592
Closing shareholders' funds	3,250,973	2,721,862

#### 17. BANK GUARANTEE

The company's bankers, Royal Bank of Scotland Plc, have given a guarantee to a third party of £ 75,000 and has a lien on a deposit with the bank of a similar amount.