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Merrill Lynch

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Strengthen's BFSI vertical

Hexaware announced its 85% Joint Venture with Pemtrad International Ltd to foray in the enterprise risk management space. Risk Technology International (RiskTech), the new entity, will provide technology intensive solutions in the domain of enterprise risk and compliance management for financial institutions worldwide. This further strengthens its presence in the Banking Financial Services and Insurance (BFSI) vertical, where Hexaware already operates in niche areas of Asset Management and Wealth Management.

JV to foray in risk management

High downstream revenue potential likely

Management expects the global market for risk technology to be worth US\$5.5bn in 2007, growing at 18-24% yoy. It expects around US\$20mn of revenues in the third year of operation and expects 3x-4x downstream revenue potential from cross selling opportunities for Hexaware. It has already signed four clients and expects to sign six new clients during the next six months.

Appoints industry expert to run venture

Hexaware also appointed Peyman Mestchian as chief executive officer of RiskTech. Peyman Mestchian has vast experience in covering credit risk, market risk, operational risk and financial crime solutions and was formerly the head of enterprise risk management practice at SAS Inc and is an established thought leader in this space.

Maintain Buy; likely weak 2Q

We maintain our Buy on Hexaware. However, we expect the June quarter to be weak led by appreciating rupee and salary hikes. While order inflow was strong last quarter, we would watch out for progress on revenue growth in the testing vertical (Focus Frame), order intake and efforts to ramp up profitability.

Estimates (Dec)

(Rs)	2005A	2006A	2007E	2008E	2009
Net Income (Adjusted - mn)	915	1,242	1,482	2,047	NA
EPS	7.52	9.39	10.22	14.12	NA
EPS Change (YoY)	38.6%	24.8%	8.9%	38.1%	NA
Dividend / Share	1.20	1.50	2.00	2.00	NA
Free Cash Flow / Share	4.44	(2.89)	(0.539)	5.85	NA

Valuation (Dec)

	2005A	2006A	2007E	2008E	2009
P/E	20.99x	16.81x	15.44x	11.18x	NA
Dividend Yield	0.760%	0.951%	1.27%	1.27%	NA
EV / EBITDA*	16.39x	13.56x	10.93x	7.95x	NA
Free Cash Flow Yield*	2.57%	-1.83%	-0.341%	3.71%	NA

^{*} For full definitions of iQmethod SM measures, see page 6

Stock Data

Price	Rs157.80
Price Objective	Rs212.00
Date Established	8-Jun-2007
Investment Opinion	C-1-7
Volatility Risk	HIGH
52-Week Range	Rs125.60-Rs204.90
Mrkt Val / Shares Out (mn)	US\$506 / 130.7
Average Daily Volume	118,270
ML Symbol / Exchange	XFTCF / BSE
Bloomberg / Reuters	HEXW IN / HEXT.BO
ROE (2007E)	18.3%
Net Dbt to Eqty (Jun-2006A)	-39.8%
Est. 5-Yr EPS / DPS Growth	22.0% / 22.0%
Free Float	74.0%



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iQprofile[™] Hexaware Technologies Ltd.

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Key Income Statement Data (Dec)	2005A	2006A	2007E	2008E	2009
(Rs Millions)					
Sales	6,787	8,482	11,257	14,581	NA
Gross Profit	2,609	3,164	4,195	5,289	NA
Sell General & Admin Expense	(1,514)	(1,842)	(2,554)	(3,033)	NA
Operating Profit	874	1,122	1,415	2,000	NA
Net Interest & Other Income	139	241	283	340	NA
Associates	NA	NA	NA	NA	NA
Pretax Income	1,012	1,363	1,698	2,340	NA
Tax (expense) / Benefit	(97)	(120)	(216)	(292)	NA
Net Income (Adjusted)	915	1,242	1,482	2,047	NA
Average Fully Diluted Shares Outstanding	122	132	145	145	NA
Key Cash Flow Statement Data					
Net Income (Reported)	915	1,242	1,482	2,047	NA
Depreciation & Amortization	221	200	226	257	NA
Change in Working Capital	(574)	(113)	(572)	(695)	NA
Deferred Taxation Charge	NA	NA	NA	NA	NA
Other Adjustments, Net	12	35	(1)	(35)	NA
Cash Flow from Operations	574	1,364	1,135	1,574	NA
Capital Expenditure	(43)	(1,742)	(1,205)	(809)	NA
(Acquisition) / Disposal of Investments	(7)	(25)	(25)	(24)	NA
Other Cash Inflow / (Outflow)	NA	NA	0	0	NA
Cash Flow from Investing	(50)	(1,767)	(1,230)	(833)	NA
Shares Issue / (Repurchase)	1	43	0	0	NA
Cost of Dividends Paid	(143)	(196)	(261)	(261)	NA
Cash Flow from Financing	(137)	2,634	(268)	(266)	NA
Free Cash Flow	531	(378)	(70)	764	NA
Net Debt Change in Net Debt	(716) (377)	(2,986) (2,293)	(2,682) 363	(3,156) (474)	NA NA
•	(311)	(2,293)	303	(474)	IVA
Key Balance Sheet Data					
Property, Plant & Equipment	933	2,501	3,420	3,973	NA
Other Non-Current Assets	430	425	457	521	NA
Trade Receivables	1,852	2,063	2,635	3,330	NA
Cash & Equivalents	778	2,989	2,683	3,157	NA
Other Current Assets	805	1,234	1,434	1,634	NA
Total Assets	4,797	9,211	10,629	12,614	NA
Long-Term Debt Other Non-Current Liabilities	62	0	0	0	NA
Short-Term Debt	NA NA	NA NA	NA NA	NA NA	NA NA
Other Current Liabilities	1,182	1,708	1,908	2,108	NA
Total Liabilities	1,162	1,708	1,909	2,100	NA
Total Equity	3,554	7,500	8,720	10,506	NA NA
Total Equity & Liabilities	4,797	9,211	10,630	12,615	NA
<i>iQmethod</i> [™] - Bus Performance*	7,171	7,211	10,030	12,010	147
	20.00/	22.10/	10.00/	24.20/	NIA.
Return On Capital Employed	28.9%	22.1%	18.3%	21.3%	NA
Return On Equity	29.4%	22.5%	18.3%	21.3%	NA
Operating Margin	12.9%	13.2%	12.6%	13.7%	NA
EBITDA Margin	16.1%	15.6%	14.6%	15.5%	NA
<i>iQmethod</i> ^{sм} - Quality of Earnings*					
Cash Realization Ratio	0.6x	1.1x	0.8x	0.8x	NA
Asset Replacement Ratio	0.2x	8.7x	5.3x	3.2x	NA
Tax Rate (Reported)	9.6%	8.8%	12.7%	12.5%	NA
Net Debt-to-Equity Ratio	-20.1%	-39.8%	-30.8%	-30.0%	NA
Interest Cover	NM	NM	NM	NM	NA
Key Metrics					

^{*} For full definitions of *iQmethod* SM measures, see page 6.

Company Description

Hexaware is a mid-tier Indian IT services company. Under the leadership of chairman Atul Nishar and vice chairman and CEO Rusi Brij (ex-Satyam Computers), Hexaware has differentiated itself from its mid-tier peers and built up niche positions in Germany, the airlines vertical, and PeopleSoft implementation and support services. Banking, financial services, and insurance (BFSI) is the largest vertical, contributing more than 42.2% of revenues.

Stock Data

Price to Book Value 2.4x

Financials

Table 1	۱٠	Profit and	П	Loss Statement	
Lable	Ι.	FIUIII and		LUSS Statement	

Year to December	CY04	CY05	CY06	CY07E	CY08E
Revenues	5,459	6,787	8,482	11,257	14,581
Cost of sales	3,395	4,178	5,318	7,062	9,292
Gross profit	2,064	2,609	3,164	4,195	5,289
SG&A	1,293	1,514	1,842	2,554	3,033
EBIDTA	771	1,094	1,322	1,641	2,257
Other Income	113	139	241	283	340
Depreciation	161	221	200	226	257
EBIT	610	874	1,122	1,415	2,000
Profit before Tax	724	1,012	1,363	1,698	2,340
Provision for Tax	91	97	120	216	292
Tax rate	12.6%	9.6%	8.8%	12.7%	12.5%
PAT before share of associate	632	915	1,242	1,482	2,047
Profit share of associate	-	-	-	-	-
Profit before extraordinary items	632	915	1,242	1,482	2,047
Extraordinary items	5	-	-	-	-
Adjusted Net Profit	637	915	1.242	1.482	2.047

Source: Company, Merrill Lynch Research

Table 2: Balance Sheet

As at 31st December	CY04	CY05	CY06	CY07E	CY08E
Share Capital	233	239	282	282	282
Reserves & Surplus	2,431	3,314	7,217	8,437	10,223
Shareholders funds	2,670	3,554	7,500	8,720	10,506
Debt	52	62	0	-	-
Source of funds	2,723	3,616	7,503	8,721	10,507
Gross Fixed Assets	1,402	1,504	2,696	3,901	4,710
Accumulated depreciation	541	621	795	1,080	1,337
Net Fixed Assets	861	883	1,901	2,820	3,373
Capital WIP	109	50	600	600	600
Investments	393	400	425	450	474
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Sundry Debtors	1,361	1,852	2,063	2,635	3,330
Cash	391	778	2,989	2,683	3,157
Others	564	805	1,234	1,434	1,634
Current Assets:	2,316	3,435	6,286	6,751	8,121
Payables	772	800	1,080	1,180	1,280
Provisions	252	382	628	728	828
Current Liabilities	1,024	1,182	1,708	1,908	2,108
Working Capital	1,293	2,253	4,577	4,843	6,012
Deferred Tax asset	67	30	-	7	47
Others	-	-			
Application of funds	2,723	3,616	7,503	8,720	10,506

Source: Company, Merrill Lynch Research

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Year to December	CY04	CY05	CY06	CY07E	CY08E
PAT	637	915	1,242	1,482	2,047
Depreciation	161	221	200	226	257
Interest paid	3	4	5	6	5
(Inc) / Dec in Working capital	(375)	(574)	(113)	(572)	(695)
Others	(91)	(90)	30	(7)	(40)
Net cash from operations	426	574	1,364	1,135	1,574
Investments	9	(7)	(25)	(25)	(24)
Capital expenditure	(364)	(43)	(1,742)	(1,205)	(809)
Net cash from investing	(356)	(50)	(1,787)	(1,173)	(833)
Free Cash Flow	62	531	(378)	(70)	764
Issue of equity	37	1	43	0	0
Inc / (Dec) in Debt	26	10	(61)	(0)	-
Dividends	(46)	(143)	(196)	(261)	(261)
Interest paid	(3)	(4)	(5)	(6)	(5)
Others			2,853		
Net cash from financing	14	(137)	2,634	(268)	(266)
(Dec) / Inc in cash	75	386	2,211	(306)	474
Cash balance at the beginning	316	391	778	2,989	2,683
Cash balance at the end	391	778	2,989	2,683	3,157

Source: Company, Merrill Lynch Research

Table 4: Ratios

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Year to 31st December	CY04	CY05	CY06	CY07E	CY08E
Growth (%)					
Revenues	61.0	24.3	25.0	32.7	29.5
Net profit	92.3	44.7	35.8	19.3	38.1
EBIDTA	141.1	41.9	20.8	24.1	37.5
Profitability (%)					
Year to 31st December	CY04	CY05	CY06	CY07E	CY08E
EBITDA margin	14.1	16.1	15.6	14.6	15.5
Net Profit margin	11.6	13.5	14.6	13.2	14.0
ROE	26.4	29.4	22.5	18.3	21.3
ROCE	23.2	25.3	16.6	17.0	19.5
Turnover (x)					
Year to 31st December	CY04	CY05	CY06	CY07E	CY08E
Debtor days	91	100	89	85	83
Total Assets	2.0	1.9	1.1	1.3	1.4
Net fixed assets	6.3	7.7	4.5	4.0	4.3
Valuation (x)					
Year to 31st December	CY04	CY05	CY06	CY07E	CY08E
EPS (INR)- yr end shares based	5.4	7.7	9.5	11.3	15.7
EPS (INR)- Basic wtd avg	5.5	7.8	9.9	11.3	15.7
EPS (INR)- Diluted wtd avg	5.2	7.5	9.4	10.2	14.1
CFPS (INR)	6.9	9.6	11.5	13.1	17.6
BVPS (INR)	23.3	30.2	59.6	66.7	80.4
DPS (INR)	1.0	1.2	1.5	2.0	2.0
PER (x)	29.8	20.6	16.5	15.2	11.0
P/ CF (x)	25.5	17.8	14.0	11.9	8.8
P/ BV (x)	6.7	5.1	2.6	2.3	1.9
EV/ EBITDA (x)	22.4	15.8	13.1	10.5	7.7
EV/ Net sales (x)	3.2	2.5	2.0	1.5	1.2
FCF/share INR	0.5	4.5	(3.0)	(0.5)	5.9
Source: Company, Merrill Lynch Research					

 $Source: Company, Merrill \ Lynch \ Research$

Price Objective Basis & Risk

Our PO of Rs212 is at 15x CY08e (diluted) PE, which we believe is fair given the implied target 2 year PEG of 0.95 (<1), and lower than the current multiple of 16x CY07e (diluted) PE.

Risks: Slower than expected margin expansion, risk to PeopleSoft Implementation revenues (~30%) and industry-wide risks of growing competition, wage pressures and rupee appreciation.

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iQmethod[™] Measures Definitions

Business Performance Numerator Denominator

Return On Capital Employed NOPAT = (EBIT + Interest Income) * (1 - Tax Rate) + Goodwill Total Assets - Current Liabilities + ST Debt + Accumulated Goodwill

Amortization Amortization

Net Income Shareholders' Equity

 Operating Margin
 Operating Profit
 Sales

 Earnings Growth
 Expected 5-Year CAGR From Latest Actual
 N/A

 Free Cash Flow
 Cash Flow From Operations – Total Capex
 N/A

Quality of Earnings

Return On Equity

 Cash Realization Ratio
 Cash Flow From Operations
 Net Income

 Asset Replacement Ratio
 Capex
 Depreciation

 Tax Rate
 Tax Charge
 Pre-Tax Income

 Net Debt-To-Equity Ratio
 Net Debt = Total Debt, Less Cash & Equivalents
 Total Equity

Interest Cover EBIT

Valuation Toolkit

Price / Earnings RatioCurrent Share PriceDiluted Earnings Per Share (Basis As Specified)Price / Book ValueCurrent Share PriceShareholders' Equity / Current Basic Shares

Dividend Yield Annualised Declared Cash Dividend Current Share Price

Free Cash Flow Yield Cash Flow From Operations – Total Capex Market Cap. = Current Share Price * Current Basic Shares

Enterprise Value / Sales EV = Current Share Price * Current Shares + Minority Equity + Net Debt + Sales

EV / EBITDA Enterprise Value Basic EBIT + Depreciation + Amortization

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Interest Expense

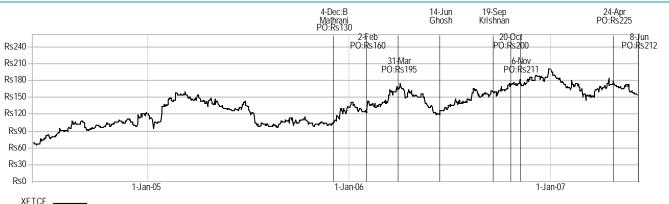
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XFTCF Price Chart



 $B: Buy, \ N: Neutral, \ S: Sell, \ PO: Price \ objective, \ NA: No \ longer \ valid$

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Investment Rating Distribution: Technology Group (as of 31 Mar 2007)

Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent		
Buy	114	41.76%	Buy	21	20.39%		
Neutral	146	53.48%	Neutral	31	22.79%		
Sell	13	4.76%	Sell	1	9.09%		
Investment Rating Distribution: Global Group (as of 31 Mar 2007)							
Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent		
Buy	1562	45.16%	Buy	415	30.09%		
Neutral	1615	46.69%	Neutral	446	30.65%		
Sell	282	8.15%	Sell	49	19.76%		

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