

March 28, 2018

BSE Limited
Corporate Relation Dept.
P. J. Towers, Dalal Street
Mumbai 400 001.
Scrip Code : 532859

National Stock Exchange of India Ltd.
"Exchange Plaza",
Bandra Kurla Complex, Bandra (E)
Mumbai - 400 051.
Symbol : HGS

Dear Sirs,

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015

This is to inform that HGS Population Health LLC, USA, a subsidiary of the Company has, late evening March 27 US Time / this morning India time, entered into definitive agreement to acquire CMH Services Subsidiary LLC, USA, operating under the trade name of AxisPoint Health, a leading population health management company.

As required under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015 read with SEBI Circular No. CIR/CFD/CMD/4/2015, dated September 9, 2015, we submit the details of the proposed acquisition in the attached SEBI prescribed format.

Also enclosed is the Press Release on this matter.

We request you to kindly take the above on record.

Thanking you,

Yours truly,
For Hinduja Global Solutions Limited


Makarand Dewal
Company Secretary

Encl : a/a.

HINDUJA GLOBAL SOLUTIONS LIMITED

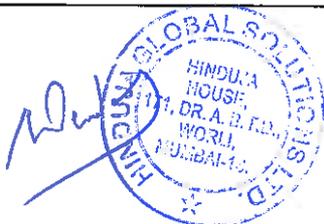
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Corporate Office: Gold Hill Square Software Park, No. 690, 1st Floor, Hosur Road, Bommanahalli, Bengaluru - 560 068, India. Telephone: 91-80-4643 1000 / 4643 1222 Website: www.teamhgs.com

Corporate Identity Number: I 92199MH1995PLC084610

Information required under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/CMD/4/2015, dated September 09, 2015

S. No.	Details of events	Information of such events
1.	Name of the target entity, details in brief such as size, turnover etc.	CMH Services Subsidiary LLC, USA operating under the trade name of AxisPoint Health. The Company, with a headcount of around 400, is engaged in providing health management solutions to payers in the United States of America. Revenue for the twelve months ended December 2017 was around USD 60 million.
2.	a. whether the acquisition would fall within related party transaction(s) b. whether the promoter/ promoter group/ group companies have any interest in the entity being acquired? c. If yes, nature of interest and details thereof and whether the same is done at "arm's length"	Not applicable The promoter / promoter group does not have any interest in the entity being acquired. Not applicable
3.	Industry to which the entity being acquired belongs	Healthcare
4.	Objects and effects of acquisition (including but not limited to, disclosure of reasons for acquisition of target entity, if its business is outside the main line of business of the listed entity);	Expansion of offerings in the healthcare segment and in specific, clinical services. The target entity operates in population healthcare management segment and has a proven analytics capability and clinical protocols.
5.	Brief details of any governmental or regulatory approvals required for the acquisition	Not applicable.
6.	Indicative time period for completion of the acquisition	The transaction is expected to close within next 15 days.
7.	Nature of consideration - whether cash consideration or share swap and details of the same	Cash
8.	Cost of acquisition or the price at which the shares are acquired	USD 14 Million
9.	Percentage of shareholding / control acquired and / or number of shares acquired	100% shareholding of CMH Services Subsidiary LLC, USA to be acquired by HGS Population Health LLC, USA a subsidiary of the Company
10.	Brief background about the entity acquired in terms of products/line of business acquired, date of incorporation, history of last 3 years' turnover, country in which the acquired entity has presence and any other significant information (in brief);	AxisPoint Health has been predominantly servicing insurance companies / health care plans in the United States of America for the last 20+ years and has two service units – <ul style="list-style-type: none"> • Care Point provides care management services to members of health plans with predictive intelligence, focused targeting and a digital health experience & • Guide Point comprises nurse triage and advice line contact centre support to the members of the insurance companies/ plans. <p>The reported revenue for the business being acquired was USD 87 million, USD 74 million and USD 60 million in calendar years 2015, 2016 and 2017, respectively.</p>



HGS acquires AxisPoint Health

Acquisition to strengthen Healthcare portfolio with new capabilities in Clinical Services segment

Bangalore, India, March 28, 2018: Hinduja Global Solutions Limited ([HGS](#)) (Listed on NSE & BSE, India), announced that its subsidiary, HGS Population Health LLC, USA, has today entered into a definitive agreement to acquire CMH Services Subsidiary LLC, USA, operating under the trade name of [AxisPoint Health](#), a leading population health management company. The transaction is expected to close in the next 15 days.

AxisPoint Health offers industry-leading care management, nurse advice line and analytics services, including [CarePoint](#), [GuidePoint](#) and [Analytix](#). The company has around 400 employees including over 280 US registered nurses in the US providing condition and case management programs, a 24/7 nurse advice line, and powerful tools for member identification, stratification and reporting. HGS gains access to over 20 new clients across leading commercial plans, Blues plans and state Medicaid programs.

“The acquisition of AxisPoint adds a strategic capability to our Healthcare portfolio by strengthening our presence in the Clinical Services segment, and specifically in the population health management space. Combined with our existing services, we see a huge opportunity to cross-sell solutions to the Payer industry,” said **Partha DeSarkar, Chief Executive Officer, HGS**.

The newly-added portfolio of services opens up an addressable market opportunity of US\$ 3 billion for HGS.

Ramesh Gopalan, President - Global Healthcare and Head of India business, HGS said, “The population health management segment is an attractive market, with Healthcare Payers looking to simplify and personalize the care experience while reducing costs and improving health outcomes. HGS already has a significant presence in the US Healthcare market, and we see a lot of synergies with AxisPoint Health’s portfolio of services.”

HGS’ acquisition of, and new investment in, AxisPoint Health’s services will allow the latter to further strengthen its offerings.

“With the support of a global powerhouse behind us, we’ll have the resources we need to continue to provide our clients with the best, most innovative and most efficient solutions that empower members to make the right choices for their health,” said **Christopher A. Long, President of AxisPoint Health**. “We are excited about the opportunities ahead and remain committed to working closely with our clients to meet their specific business needs.”

About Hinduja Global Solutions (HGS):

A global leader in business process management (BPM) and optimizing the customer experience lifecycle, HGS is helping make its clients more competitive every day. HGS combines technology-powered services in automation, analytics and digital with domain expertise focusing on back office processing, contact centers and HRO solutions to deliver transformational impact to clients. Part of the multi-billion dollar conglomerate Hinduja Group, HGS takes a true “globally local” approach, with over 46,000 employees across 69 delivery centers in seven countries making a difference to some of the world’s leading brands across nine key verticals. For the year ended 31st March 2017, HGS had revenues of Rs. 3,711 crore (US\$ 555 million).

Log in to <https://www.teamhgs.com/> to know how we can help make you more competitive.

About AxisPoint Health:

AxisPoint Health is a population health management company that combines innovative technology with outstanding care management services to reduce costs, improve outcomes and boost consumer satisfaction – the Triple Aim of healthcare. We make a difference in people’s lives by effectively engaging them to improve their health. Our expert care teams leverage predictive analytics, innovative condition and case management programs, and consumer engagement technology to guide, impact and personalize the care experience. We believe that consumers are people, not just conditions. For more information visit www.axispointhealth.com.

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