



**PRESS RELEASE**

**HCL Technologies Annual Revenues at US\$ 3.5 billion, up 31% YoY  
Q4 Revenues at US\$ 963 mn, up 5.3% QoQ**

**Rest of World Region's Annual Revenues at US\$ 600 mn, up 69%  
YoY**

**Noida, India/ Singapore July 28<sup>th</sup>, 2011** – HCL Technologies Ltd. (HCL), a leading global IT services provider, today announced results for the year and quarter ended June 30 2011. For the full year, HCL's global revenues increased by 31.1% to US\$ 3,545 mn. During the quarter, HCL posted strong growth with global revenues increasing by 30.5% YoY to US\$ 963 mn.

Rest of the world (RoW) region, which comprises of APAC, Middle East, ASEAN, ANZ and Africa, posted a revenue increase of 69% YoY in FY 2010-11 and 3.8% QoQ in the fourth quarter of FY 2011.

The growth in RoW region continues on the back of robust demand for enterprise services in CRM, ERS, data warehousing and infrastructure services. HCL's investment in emerging technologies like cloud computing and mobile technologies is beginning to create visibility and subsequent interest from enterprises for use of these models to gain greater flexibility, innovation and to maximize ROI.

Commenting on the results, **Mr. Virender Aggarwal, President and Head of APAC-MEA region for HCL Technologies**, said, "FY11 marks another year of significant revenue growth for the RoW region. Revenue growth at 69% YoY reflects customers' confidence and our continued focus on helping them address their IT priorities by leveraging next generation disruptive technologies like mobile computing to drive innovation."

**RoW's highlights for Q4 FY 2011:**

- HCL and Etisalat, a leading telecommunications corporation, signed a Memorandum of Understanding (MoU) agreement to bilaterally cooperate and explore collaborative opportunities for offering innovative ICT services to customers in the areas of mobility, cloud computing and advanced ICT services.
- A global investment bank has entered into an engagement with HCL to provide support and maintenance services for its business critical IT Infrastructure.
- A leading manufacturer of inspection and measurement systems in Japan has entered into an engagement with HCL for the development of a new Graphical User Interface (GUI) platform.
- HCL won a deal from a global medical company for designing its orthopedics products for Japan.
- HCL has been chosen to develop a Mobility Framework for a leading Polytechnic based out of Singapore. HCL will be using the Sencha Platform for the framework development, and will leverage its global enterprises mobility lab, The MERLIN, to provide these services.



- HCL organized an exclusive luncheon workshop at the 'CloudAsia 2011' Summit in Singapore on the theme 'Quantifying Cloud Readiness'. The workshop centered on HCL's Cloud Readiness Index value proposition which was attended by 30+ top executives from across industries.
- Finzsoft Solutions Limited, New Zealand finance and banking specialist and one of Australasia's leading proprietary Banking and Finance software solution companies and HCL extended their global partnership to deliver new high value technology solutions to the region's banking and finance sector. The signing ceremony was witnessed by New Zealand's Prime Minister Rt. Hon John Key.

### **HCL Technologies - Financial Highlights**

- Q4 Revenues at US\$ 963 mn; up 5.3% QoQ
- Annual Revenues at US\$ 3,545 mn; up 31.1% YoY
- Net Income at US\$ 378 mn; up 34.9% YoY
- Gross Employee addition of 9,572 during the quarter taking total headcount to 77,046

### **Rest of World (RoW) - Financial Highlights**

- Q4 Revenues at US\$ 177.7 mn, up 3.8% QoQ
- Annual Revenues at US\$ 612.7 mn, up 69% YoY

### **About HCL Technologies**

HCL Technologies is a leading global IT services company, working with clients in the areas that impact and redefine the core of their businesses. Since its inception into the global landscape after its IPO in 1999, HCL focuses on 'transformational outsourcing', underlined by innovation and value creation, and offers integrated portfolio of services including software-led IT solutions, remote infrastructure management, engineering and R&D services and BPO. HCL leverages its extensive global offshore infrastructure and network of offices in 26 countries to provide holistic, multi-service delivery in key industry verticals including Financial Services, Manufacturing, Consumer Services, Public Services and Healthcare. HCL takes pride in its philosophy of 'Employee First, Customer Second' which empowers our 77,046 transformers to create a real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US\$ 3.5 billion (Rs. 16,034 crores), as on 30 June 2011 (on LTM basis). For more information, please visit [www.hcltech.com](http://www.hcltech.com)

### **About HCL Enterprise**

HCL is a \$5.9 billion leading global technology and IT enterprise comprising two companies listed in India - HCL Technologies and HCL Infosystems. Founded in 1976, HCL is one of India's original IT garage start-ups. A pioneer of modern computing, HCL is a global transformational enterprise today. Its range of offerings includes product engineering, custom & package applications, BPO, IT infrastructure services, IT hardware, systems integration, and distribution of information and communications technology (ICT) products across a wide range of focused industry verticals. The HCL team consists of over 80,000 professionals of diverse nationalities, who operate from 31 countries including over 500 points of presence in India. HCL has partnerships with several leading global 1000 firms, including leading IT and technology firms. For more information, please visit [www.hcl.com](http://www.hcl.com)

### **Forward-looking Statements**

*Certain statements in this release are forward-looking statements, which involve a number of risks, uncertainties, assumptions and other factors that could cause actual results to differ materially from those in such forward-looking statements. All statements, other than statements of historical fact are statements that could be deemed forward looking statements, including but not limited to the statements containing the words 'planned', 'expects',*



*'believes', 'strategy', 'opportunity', 'anticipates', 'hopes' or other similar words. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding impact of pending regulatory proceedings, fluctuations in earnings, our ability to manage growth, intense competition in IT services, Business Process Outsourcing and consulting services including those factors which may affect our cost advantage, wage increases in India, customer acceptances of our services, products and fee structures, our ability to attract and retain highly skilled professionals, our ability to integrate acquired assets in a cost effective and timely manner, 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, the success of our brand development efforts, liability for damages on our service contracts, the success of the companies /entities in which we have 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, other risks, uncertainties and general economic conditions affecting our industry. There can be no assurance that the forward looking statements made herein will prove to be accurate, and issuance of such forward looking statements should not be regarded as a representation by the Company, or any other person, that the objective and plans of the Company will be achieved. All forward looking statements made herein are based on information presently available to the management of the Company and the Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.*

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