



PRESS RELEASE

## **HCL Technologies and Stellar Asia Pacific form strategic partnership to further expand business in Australia and APAC**

Driven by customer demand, market leaders come together to offer a compelling business services outsourcing proposition

**LONDON, STOCKHOLM, SUNNYVALE, CA AND NOIDA, INDIA – MAY 5, 2010** – HCL Technologies Ltd. (HCL), a leading global IT services provider, and Stellar Asia Pacific, a global provider of call centre and business process outsourcing solutions announced that they are entering into a strategic and symbiotic partnership. Through this partnership, HCL and Stellar will jointly offer a compelling business services and outsourcing proposition to clients by leveraging HCL's back office and technology product capabilities which complement Stellar's customer relationship management services.

"We are delighted to partner with Stellar. Our clients will benefit from the combination of HCL's and Stellar's leading technology and services. This initiative is part of HCL's aggressive strategy to expand its global delivery footprint to offer the blended delivery option to global clients. In addition to its 26 BPO delivery centers across APAC, Europe, and the Americas, HCL will leverage Stellar's Australian and Philippines contact centre capabilities to offer near-shore, offshore delivery option to clients," said Rajiv Swarup, Corporate Vice President, HCL Technologies Ltd.

"Stellar and HCL have recognized that their services are complementary to each other and have entered into a strategic alliance to jointly provide solutions and services in the Australasian market. As per the agreement, HCL and Stellar will target new industries and provide an expanded offering to both new and existing clients in the Australasian market," said John Hollingsworth, CEO, Stellar Asia Pacific.

According to Datamonitor, the BPO services sector in Australia which was valued at USD 5,551.5 million in 2008, is expected to grow at a rate of 7.5% between 2008 and 2013, and could reach a value of USD 7,970.7 million by the end of the period. The BPO services sector derives its revenues via five segments; CRM BPO, F&A BPO, HR outsourcing, Procurement BPO and vertical-specific BPO.

"This partnership reinforces HCL's strategy to deepen its presence as a business services provider in ANZ and APAC. Through this partnership HCL will leverage its capabilities in delivering vertical-specific BPO solutions and services to offer cost-effective outsourcing and offshore-able alternatives



to clients," said Virender Aggarwal, Executive Vice President & Head of APAC-MEA Markets, HCL Technologies Ltd.

HCL and Stellar will target specific industry segments such as Banking & Financial Services, Telecommunications, Manufacturing, Utilities Services, Retail and Media.

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## 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' which empowers our 58,129 transformers to create a real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US\$ 2.6 billion (Rs. 12,048 crores), as on 31st March 2010 (on LTM basis). For more information, please visit [www.hcltech.com](http://www.hcltech.com).

## About HCL

HCL is a \$5 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 62,000 professionals of diverse nationalities, who operate from 26 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.in](http://www.hcl.in)

## About Stellar

As a global expert in Managing Customer Relationships (MCR), Stellar provides quality customer interactions for a number of leading global brands. Stellar is privately owned and employs 4,500+ people across 16 locations, managing over 300 million customer interactions on behalf of its clients each year. Its offerings span front office services, such as Customer Service Support and Directory Assistance, to automated back office support services and solutions. For more information, visit [www.stellarBPO.com](http://www.stellarBPO.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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