



HCL selected by Skandia UK for \$200m deal

HCL to oversee transformation of software and infrastructure ready for SOA development

NOIDA, 20 December 2006: HCL Technologies Ltd. ("HCL"), one of India's leading global IT services companies, today announced a \$200 million, multi-service, five-year contract with Skandia UK, a leading independent provider of long-term savings solutions.

As part of the deal, Skandia UK will outsource application optimization, including development, maintenance and support (across all platforms) and remote infrastructure management to HCL. Skandia UK will retain all customer-facing activities.

HCL will enable and accelerate Skandia UK's move to a Service Orientated Architecture (SOA) as part of an initiative to make Skandia UK's IT landscape a world class, agile infrastructure that will make the savings provider more competitive. The new architecture will deliver productivity improvements and gains guided by an extensive service level agreement (SLA) and periodic external benchmarking.

250 Skandia UK roles will be transferred to HCL and HCL will work with this team to ensure a smooth transition. This will be augmented by one of HCL's leading offshore insurance industry delivery centres based in Chennai.

Nick Poyntz-Wright, CEO, Skandia UK says: "The deal with HCL will enable us to have the scalable IT required to grow our business, develop our products and support the key services provided by our customer support team in the UK. We looked very carefully at a range of options and HCL offered the capability and flexible capacity for our business going forward."

Stuart Drew, Senior Vice President, HCL explains: "This is another watershed deal for HCL in UK financial services. This Managed Services deal was won against a shortlist of Western multi-nationals and demonstrates our domain expertise, flexibility and



innovative, value-centric approach to enabling transformation for our customers. As two companies leading their respective fields the chemistry between HCL and Skandia UK has been remarkable and provides a solid foundation for helping Skandia UK maintain their market leadership position.”

Vineet Nayar, President, HCL commented on the deal: “This deal is the latest in a series of large-scale wins for HCL. Like DSG International, Autodesk and Teradyne before it, this contract with Skandia UK demonstrates our premise of delivering significant value-add transformational deals.

“Our focus on these multi-service, value-centric arrangements remains consistent and we are very pleased to count Skandia UK amongst our top customers.”

Ends

Notes to Editors

It is important to distinguish between roles and actual jobs impacted by this deal. 250 roles will be transferred to HCL. However as some 94 of these roles are contractors, or current vacancies, there is a transfer of only 156 active Skandia UK jobs to HCL. These are 126 Southampton-based jobs with a further 30 from Skandia UK’s Isle of Man operations.

About Skandia UK

Skandia in the UK launched in 1979 and is now one of the leading international long term savings groups providing pensions, investment and protection products through intermediaries in the UK and overseas, with assets under management of £33bn (as at 30.09.06). Creators of the MultiManager approach, Skandia has teamed up with the world's top fund managers to create a range of funds tailored for investors' individual needs.

Skandia UK is part of an international group founded in Sweden in 1855. The group is a leading, independent provider of long-term savings solutions.

Skandia UK is a division of the Skandia Group, itself owned by Old Mutual plc. Old Mutual is an international financial services group, listed on the London Stock Exchange where it is a FTSE 100® company, making it one of the largest 100 companies listed on the London Stock Exchange. Old Mutual is headquartered in London.

About HCL Technologies

HCL Technologies is one of India’s leading global IT Services companies, providing software-led IT solutions, remote infrastructure management services and BPO. Having made a foray into the global IT landscape in 1999 after its IPO, HCL Technologies focuses on Transformational Outsourcing, working with clients in areas that impact and re-define the core of their business. The company leverages an extensive global offshore infrastructure and its global network of offices in 16 countries to deliver solutions across select verticals including Financial Services, Retail & Consumer, Life Sciences, Hi-tech and Manufacturing, Telecom and, Media



and Entertainment. HCL Technologies, along with its subsidiaries had revenue of US \$ 1.058 billion (Rs. 4797 crore) for the twelve month period ending 30th September 2006, and employed 36,452 professionals. For more information, please visit www.hcltech.com

About HCL Enterprise

HCL Enterprise is a leading global technology and IT enterprise with annual revenues of US \$3.7 billion (Rs. 16,789 crores). The HCL Enterprise comprises two companies listed in India - HCL Technologies & HCL Infosystems. The 3-decade-old enterprise, founded in 1976, is India's original IT garage start-up. Its range of offerings span Product Engineering, Technology and Application Services, BPO, Infrastructure Services, IT Hardware, Systems Integration, and distribution of ICT products. The HCL team comprises 40,999 professionals of diverse nationalities, who operate from 16 countries including 300 points of presence in India. HCL has global partnerships with several leading Fortune 1000 firms, including leading IT and Technology firms. For more information please visit www.hcl.in

Forward Looking Statements

Certain statements in this release are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, 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, 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 and general economic conditions affecting our industry. 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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