



Independent Research Firm names HCL Technologies as a SAP Implementation Leader in Australia and New Zealand

Sydney, 12th May, 2008: HCL Technologies Ltd. ("HCL"), a leading global IT services company, has been named as one of five leading SAP Implementation Providers in "The Forrester Wave: Australia/New Zealand SAP Implementation Providers, Q2 2008" (May 2008).

The Forrester report, which evaluated nine of the leading SAP implementation providers in the Australia and New Zealand region, highlighted HCL Technologies as "a Leader that leverages its offshore capabilities very well for its SAP clients." HCL also earned the highest score for the overall value of their current SAP offering, the second highest scores for vertical expertise and low-cost remote global delivery, and the highest scores for their plans of growth for horizontal and vertical SAP capabilities.

"In ANZ, HCL has demonstrated offshore-model benefits that extend beyond simple price arbitrage for its SAP implementation clients. It won a number of its projects due to its capabilities implementing niche solutions (i.e., waste management) in other markets around the world. Clients of HCL typically use the company for its deep SAP technical expertise as opposed to its business consulting capabilities," wrote Tim Sheedy of Forrester Research.

"While HCL's heritage is in offshore service provision, HCL conducts much of its local work onshore using local resources or offshore resources relocated to ANZ. The company has deep vertical expertise across a broad range of industries and experience across many SAP products and solutions. HCL has also developed a number of xApps that can provide specific benefits to its target industries and clients," Sheedy also wrote.

HCL has had a long relationship with SAP, announcing a partnership with SAP in Australia and New Zealand in November 2007 and a Global Services partnership in February 2008. HCL has implemented 18 SAP projects in Australia in the last 12 months, including Australia's Veolia Environmental Services.

"We have been working closely with HCL in one of the early implementation of the SAP Waste and Recycling Industry Solution and an interfacing custom designed dispatch software and mobile system. These have been leading edge projects and the commitment of HCL has been vital in addressing a program which is so important to our future. These complex and mission critical processes are being delivered using HCL's skills in SAP, software design and development, hardware design and development, and all the required supporting technologies for an end to end process", said Richard Berry, Executive Director, Veolia Environmental Services.

The Forrester Wave report also identified access to skills as being the biggest challenge for SAP implementation in Australia and New Zealand going forward, writing that "The ability to attract and retain skilled, quality staff members is becoming a challenge for SAP implementation providers in Australia and New Zealand."

HCL currently employs 3,000 + SAP trained staff globally and also follows the Employee First philosophy leading to the attraction and retaining of staff, proof of which is their declining attrition rates over 5 consecutive quarters..

"One of HCL's most successful ventures has been our superior Distributed Delivery Model for SAP applications, implementation and support services. The key benefits of the relationship for the customer are a lower total cost of ownership (TCO), a broader mix of skills, and the use of tried and tested tools and methodologies to ease the entire process of implementing,



supporting ad upgrading SAP," said Brian Pereira, Vice President and Head, HCL - ANZ region.

"By combining HCL's rich industry and domain expertise in the SAP product line-up along with ready-to-use tools, accelerators and methodologies, HCL offers SAP customers the fast track services and solutions they need to help capitalise on existing investments", added Pereira.

Expanding beyond ANZ shores, HCL has been honoured with the SAP Distinguished Partner Award for two consecutive years (2005 /2006) in Singapore, and has a strong alliance with SAP globally.

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 18 countries to deliver solutions across select verticals including Financial Services, Retail & Consumer, Life Sciences & Healthcare, Hi-Tech & Manufacturing, Telecom and Media & Entertainment (M&E). For the quarter ended 31st March 2008, HCL Technologies, along with its subsidiaries had last twelve months (LTM) revenue of US \$ 1.8 billion (Rs. 7083 crores) and employed 49,802 professionals.

About HCL Enterprise

HCL Enterprise is a \$4.8 billion (Rs. 19,640 crores) leading Global Technology and IT Enterprise that comprises two companies listed in India - HCL Technologies Ltd. and HCL Infosystems Ltd. The 3-decade-old enterprise, founded in 1976, is one of India's original IT garage start-ups. Its range of offerings spans Product Engineering, Custom & Package Applications, BPO, IT Infrastructure Services, IT Hardware, Systems Integration, and distribution of ICT products. The HCL team comprises approximately 55,703 professionals of diverse nationalities, who operate from 18 countries including 360 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, 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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