



## **HCL TECHNOLOGIES OPENS GLOBAL DEVELOPMENT CENTER IN BRAZIL TO SERVICE GROWING CLIENT BASE IN LATIN AMERICA, NORTH AMERICA AND EUROPE**

### **New Center to Serve as Strategic Gateway to Latin America, Strengthens Company's Expanding Global Service Delivery Network**

**Sunnyvale, CA; Noida, India** – Nov. 19, 2009 - HCL Technologies Ltd. (HCL), a leading global IT services provider, today announced the official opening of a new world-class, Global IT development center in Sao Leopoldo, Brazil, expanding its global footprint. This center compliments HCL's operations in Sao Paulo and will offer a range of services including Enterprise Application Services, Custom Applications Development and Maintenance, and Remote Infrastructure Management to clients primarily in Latin America, North America and Europe. The company expects to hire over 300 engineers to work at the center by 2012.

With this center HCL will service a growing number of HCL clients and prospects in the Financial services, Insurance, Healthcare/Pharmaceutical, Public sector and Manufacturing industries. The plan for the development center was also influenced by the strong, growing economy and rapidly increasing demand forecasted for IT services in this region. According to IDC, spending in IT Services activities in Latin America will be more than US \$20B in 2009 and will grow to more than US \$25B+ in 2012. Brazil is the leading country in IT services spending in Latin America, accounting for more than 40 percent of the overall IT spending in the region.

"Brazil offers the perfect balance of cost savings and talent base that allows HCL to serve clients not only in this fast-growing region, but also in the U.S. and Europe," said Dr. Shami Khorana, president, HCL America, Inc. a wholly owned subsidiary of HCL. "In addition there is tremendous potential in Latin America and we view Brazil as our beachhead for the region. HCL's operation in Brazil is the first in a series of locations we will establish in Latin America to help HCL provide superior service and delivery to our local and global clients from the geography they desire."

HCL has already started servicing several new customers in Brazil, including a leading global pharmaceutical major, a global publishing company, a large telecom infrastructure company and a top local retailer and has nearly 100 engineers across Brazil.

The new development center will be officially opened this evening at an inauguration event attended by HCL employees, executives, customers, prospects and government officials. Serving as the keynote speaker at the event is Alessandro Teixeira, president of APEX - Brazilian Trade and Investment Promotion Agency and one of the founders and a chairman of the Brazilian Agency for Industrial Development – ABDI. Apex played a key role in bringing HCL to Brazil coupled with the strong support provided by State Government of Rio Grande do Sul, Municipality of Sao Leopoldo and Unisinos university.



**Commenting on the Inauguration, President of Apex, Alessandro Teixeira said** “HCL's start of operations in Brazil is a great milestone for our IT industry. The presence of a company that is a world reference in IT, strengthens Brazilian IT industry gains and makes even more solid the foundation for the ongoing growth of a sector which is essential to technological development. Furthermore, it is an acknowledgment of the excellence of Brazilian companies and professionals already working in the sector.”

The company has also recently expanded its local sales teams in Sao Paulo and in Southern Brazil. In addition, as it has done in the US with its North Carolina and New Jersey centers, HCL will rely on local hires to lead its growth and staff client projects, thus creating jobs for the local communities.

#### **About HCL**

HCL is a \$5 billion leading global Technology and IT Enterprise that comprises two companies listed in India - HCL Technologies & HCL Infosystems. Founded in 1976, HCL is one of India's original IT garage start-ups, a pioneer of modern computing, and a global transformational enterprise today. Its range of offerings spans Product Engineering, Custom & Package Applications, BPO, IT Infrastructure Services, IT Hardware, Systems Integration, and distribution of ICT products across a wide range of focused industry verticals. The HCL team comprises over 60,000 professionals of diverse nationalities, who operate from 26 countries including over 500 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](http://www.hcl.in)

#### **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 54,443 transformers to create a real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US\$ 2.3 billion (Rs. 11,270 crores), as on 30th September 2009 (on LTM basis). For more information, please visit [www.hcltech.com](http://www.hcltech.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.

**For details, contact** 

**Kirsten Paragona**

Direct Line +1-978-356-3342

Email: [kparagona@hcl.in](mailto:kparagona@hcl.in)