

## **PRESS RELEASE**

### ***Advanced Electronics Company (AEC) and India's leading IT player HCL Technologies announce a strategic partnership in Saudi Arabia***

#### ***HCL pioneers a state-of-the-art IT Management Centre (IMC) in Saudi Arabia***

Tuesday, 17 April 2007, Riyadh – Saudi Arabia: Advanced Electronics Company (AEC), a Riyadh-based Economic Offset Program Company, and HCL Technologies, a global IT player based in India, have signed an agreement to implement IT (Information Technology) projects in Saudi Arabia.

Under the agreement AEC and HCL Technologies (through its wholly owned subsidiary) will jointly work to implement and execute Integrated IT Solutions and Services for business transformation covering the end-to-end of the IT spectrum including systems integration, package implementation, application development and maintenance, IT infrastructure Management, and BPO. This strategic alliance offers the most comprehensive IT folio in the Saudi market.

The HCL-AEC alliance announcement coincides with the inauguration of HCL's IT Management Centre (IMC) in Riyadh, which brings HCL's pioneering Remote IT Management delivery model to the Middle East. The IMC will enable delivery of strong, process-based IT service management with predictable and consistent end-user performance, covering the technology domains of data centre, systems, storage, networks, security & end-user support.

"This agreement represents a milestone in AEC diversification strategy. Our association with HCL highlights AEC's growing capabilities as an IT provider in the region which compliments AEC's existing strong capabilities in the area of Telecom" stated Dr. Ghassan AlShibl, President & CEO of AEC. He added "By working with an IT leader like HCL, AEC can expand its services to address the needs of the customers in the Kingdom and provide more development and job opportunities to qualified Saudis in the IT field".

Commenting on the agreement, Mr. Kiran Bhagwanani, Country Manager – India and Middle East, HCL Technologies said, "We are delighted to partner with AEC to present our IT Transformation folio to the Saudi market. This alliance is indeed an important milestone for the Saudi IT space as it merges HCL's global thought leadership in IT with AEC's strong roots, rich experience and business leadership in the local market"

"HCL has been at the forefront in delivering integrated, multi-service projects with transformational benefits to our customers. Our IMC in Riyadh will introduce a world class IT Management delivery model to the region with its globally benchmarked processes and integrated service delivery framework, providing 24X7 proactive and predictable IT service management, which is truly reliable and scalable", he added.

Hon. Minister of Communications & Information Technology, Kingdom of Saudi Arabia, H. E. Mohammad Jameel Mulla congratulated HCL and AEC on this alliance, "It gives me great happiness to welcome HCL Technologies, a globally recognized and respected IT player, in the Saudi market. I am confident that businesses in our country can benefit a lot from HCL's globally renowned IT services. I see this alliance with AEC not only generating employment for the Saudi nationals but also significantly contributing to Indo-Saudi economic ties", he said.

"HCL's alliance with AEC is an important landmark for the Saudi IT market. India has already proved its mettle as the world's preferred IT supplier and with this new alliance the Saudi companies can also benefit from the experience of a global IT leader like HCL who has a 3 decade old history of thought leadership behind it", added the Indian Ambassador to Saudi Arabia, MOH Farook.

#### **About AEC**

AEC is the leading company in the region capable of providing sophisticated systems exceeding the most demanding standards. AEC is AS9100B (Aerospace Quality Management System – Manufacturing), AS9110 (Aerospace Quality Management System – Repair), and ISO 9001 certified. AEC is involved in a number of important national defense, telecom, and industrial projects. Currently more than 80% of AEC employees are Saudi nationals working in a variety of

challenging technical and professional positions. AEC Charter includes the full value chain of services for advanced Electronic Products and Systems for a variety of customers. [www.aecl.com](http://www.aecl.com)

### 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 Aerospace, Automotive, Semiconductors, Telecom and MPE (Media Publishing & Entertainment). For the quarter ending 31<sup>st</sup> December 2006, HCL Technologies, along with its subsidiaries had revenue (TTM) of US \$ 1.155 billion (Rs. 5220 crore) and employed 38,317 professionals. For more information, please visit [www.hcltech.com](http://www.hcltech.com)

### About HCL Technologies Infrastructure Services Division

HCL ISD is a leading IT services company (known and registered as HCL Comnet in the Indian market and a subsidiary of HCL Technologies Ltd.). A focused player in the IT services arena, HCL ISD seeks to provide simplified infrastructure solutions through delivering high-performance management services for complex, distributed infrastructure environments encompassing the Internet, Client and legacy based infrastructures. HCL ISD addresses the growing demand for the cost-effective management of technology infrastructure across geographically dispersed locations. With a mission to develop innovative solutions for enterprises worldwide, the company has developed a unique model for Remote IT infrastructure management that enables customer organizations to achieve superior infrastructure performance and significantly reduced costs through a global delivery model. For more information, please visit [www.hclisd.com](http://www.hclisd.com)

### About HCL Enterprise

HCL Enterprise is a leading global technology and IT enterprise with annual revenues of US \$3.9 billion (Rs. 17,374 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 over 43,000 professionals of diverse nationalities, who operate from 17 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](http://www.hcl.in)