

“Transcript of the 29th Annual General Meeting of
HCL Technologies Limited”

August 27, 2021

11:00 A.M. (IST)

Moderator :

Dear Shareholders, Good morning and welcome to the 29th Annual General Meeting of HCL Technologies Limited through video conferencing.

For smooth conduct of the meeting, the speaker shareholders will be in listen-only mode. Audio and video will be switched on only when they will speak at the AGM as per the pre-registration.

Those shareholders who have not registered themselves as speakers can communicate and share their comments or queries, if any, to the 'Q&A' tab available on screen for online communication.

We start today's proceedings with a short film evoking our AGM's theme, defining a perspective on how we can shape a better tomorrow.

(Video Plays)

Thank you for watching the video.

I now hand over the proceedings to Ms. Roshni Nadar Malhotra, the Chairperson of HCL Technologies Limited.

Over to the Chairperson.

Roshni Nadar Malhotra

Thank you !

Namaskar and a Very Good Morning, my dear Shareholders, my fellow Board Members, Ladies and Gentlemen. A very warm welcome to you at the 29th Annual General Meeting of HCL Technologies Limited.

We are still going through the unprecedented times. I pray that you and all your loved ones are safe and healthy.

As the continuity of new normal dictates us to connect virtually, this AGM has been convened through video conferencing which is in compliance with the circulars issued by the Ministry of Corporate Affairs, Government of India. The Company has also provided a webcast facility to view the live proceedings of this meeting on NSDL's website.

I am satisfied that the Company has indeed made all efforts feasible under the present circumstances to enable the shareholders to participate in this AGM through video conferencing and to vote electronically on the items being considered at this meeting.

It is my absolute pleasure to introduce you to the Chairman Emeritus, members of the Board and management present with us today.

We have

Mr. Shiv Nadar, Founder HCL and Chairman Emeritus & Strategic Advisor to the Board. He is joining this meeting from New Delhi.

Ms. Robin Abrams, Independent Director. She is a member of the Audit Committee, the Risk Management Committee and the Nomination and Remuneration Committee. She is also the Chairperson of the ESG & Diversity Committee. She is joining this meeting from California, USA.

Dr. Mohan Chellappa, Independent Director. He is a member of the Nomination and Remuneration Committee and the CSR committee. He is joining this meeting from Towson, USA.

Mr. Simon England, Independent Director. He is a member of the ESG & Diversity Committee. He is joining this meeting from London.

Mr. Deepak Kapoor, Independent Director. He is a member of the Audit Committee and the Risk Management Committee. He is joining this meeting from New Delhi.

Mr. Shikhar Malhotra, Non-executive Director. He is a member of the Nomination and Remuneration Committee, the Stakeholders' Relationship Committee and the Finance Committee. And he is joining the meeting from New Delhi.

Ms. Vanitha Narayanan, Independent Director. She is joining this meeting from Texas, USA.

Mr. R. Srinivasan, Independent Director. He is the Chairman of the Nomination and Remuneration Committee and a member of the Finance Committee. He is joining from Singapore.

Professor Shankar Sastry, Independent Director. He is joining this meeting from California, USA.

Mr. Thomas Sieber, Independent Director. He is a member of the Finance Committee and He is joining this meeting from Zurich, Switzerland.

Mr. S. Madhavan, Independent Director. He is the Chairman of the Audit Committee, the Risk Management Committee, the Finance Committee and the Stakeholders Relationship Committee. He is also a member of the CSR Committee. He is joining this meeting from New Delhi.

Ms. Nishi Vasudeva, Independent Director, She is a member of the Audit Committee and the Risk Management Committee. She is joining this meeting from Mumbai.

Mr. C. Vijayakumar, Chief Executive Officer & Managing Director. He is joining this meeting from New Jersey, USA.

Mr. Prateek Aggarwal, Chief Financial Officer of the Company. He is joining this meeting from our Corporate Office at Noida.

Mr. Manish Anand, Company Secretary of the Company. He is joining the meeting from our Corporate Office at Noida.

Mr. Rakesh Dewan, the representative from M/s. B S R & Co. LLP, the Statutory Auditors of the Company.

Mr. Rupesh Aggarwal, the representative from M/s. Chandrasekaran & Associates, the Secretarial Auditors of the Company are also present in this meeting through video conferencing.

Manish, Can you please confirm if we have the requisite quorum for this meeting?

Manish Anand

Thank you !

We have the requisite quorum for the meeting

Over to the Chairperson, Please !

Roshni Nadar Malhotra

Thank you !

Dear Shareholders, as we have the requisite quorum to conduct the proceedings of this meeting, I now call this meeting to order.

The ‘Register of Directors and Key Managerial Personnel & their shareholding’, the ‘Register of Contracts or Arrangements in which the Directors are interested’ are available electronically for inspection during the meeting at the NSDL e-voting platform.

Ladies and Gentlemen, the Notice dated August 3, 2021, convening this Annual General Meeting and a copy of the Annual Report for the financial year ended March 31, 2021, have already been circulated to the Shareholders of the Company electronically. With your permission, I shall take them as read.

The Statutory Auditors’ Reports on the standalone and consolidated financial statements and the Secretarial Audit report of the Company for the financial year ended March 31, 2021 do not contain any qualification, reservation, adverse remarks or disclaimer. Accordingly, these reports are not required to be read out as provided in the Companies Act, 2013.

Now, with your permission, I will begin my formal address to the Shareholders.

Dear Shareholders,

Good Morning, and a warm welcome to our Company’s 29th Annual General Meeting. I am Roshni Nadar Malhotra, Chairperson of HCL Technologies. I trust that you and your families are safe and keeping well amid the ongoing COVID-19 pandemic. On behalf of the Board of Directors, I would again like to thank you for joining us today.

Before I begin, I would like to thank our COVID warriors who are going beyond the call of duty to make sure we stay safe in our homes. I would also like to take this opportunity to pay homage to our colleagues we lost to COVID-19. Our thoughts and prayers are with their families and loved ones. I assure you that 176,000 strong HCL family stands with each one of them as they navigate these difficult times.

I would also like to share an important announcement with you – our beloved founder Shri Shiv Nadar decided to step down as the Managing Director of HCL Technologies. We will continue to benefit from his vast knowledge, experience, and wisdom in his role as the Chairman Emeritus and Strategic Advisor to the Board. It gives me great pleasure to announce the elevation of our CEO, Mr. C Vijayakumar as the Managing Director & CEO of HCL Technologies. CVK has been an integral part of HCL’s growth journey, and I am confident he will continue to take HCL to greater heights.

A visionary, Shri Shiv Nadar made HCL an engine of innovation and invention turning dreams into reality. Under his leadership, HCL is credited with the first ‘Made in India’ IT product innovations– the first 8-bit microprocessor-based computer in 1978, the first Relational Database Management System in 1983, Client- Server architecture in 1984, World’s first fine-grained multi-processor UNIX installation in 1989, amongst others. A pioneer in Remote Infrastructure Management, HCL was instrumental in implementing and managing the infrastructure backbone of one of India’s tallest financial institutions – the National Stock Exchange. HCL played a key role in supporting India’s telecom revolution through the creation of the largest mobile distribution network with Nokia. HCL Technologies, which spun out of HCL’s R&D unit, is currently the third largest IT Services firms headquartered out of India.

With his strategic vision and leadership, HCL Technologies has achieved the distinction of the Number 1 position in 2 out of the 4 large service lines that power the Indian IT services industry - Engineering & R&D Services and Infrastructure Management Services. Its stellar success in next generation Digital Services and its recent foray into Software Products, helped HCL Technologies surpass the 10 B\$ Revenue milestone in FY21. With this, HCL Technologies is now among the Top 10 Global IT Services firms in the world.

Shri Shiv Nadar firmly believes that it is an absolute essential for organizations to watch, mitigate and improve their impact on environment, people, communities, their health, and overall well-being. HCL Foundation established in 2011, continues to work towards building inclusive growth and development of the larger social consciousness, which is essential for the unified progress of mankind. In 2015, he launched Project Samuday, under which HCL adopted villages to transform them by developing a sustainable, scalable, and replicable model – a source code for economic and social development of rural areas in partnership with Central and State Governments, local communities, NGOs, through optimal interventions across Agriculture, Education, Health, Infrastructure, Livelihood, and WASH (Water, Sanitation & Hygiene) in selected villages.

Shiv Nadar also gave wings to the aspirations of young men and women in India when he co-founded NIIT in 1981, to deliver low-cost quality technical education. He firmly believes that access to quality education is the most potent tool of transformation and therefore, in 1994, he established the philanthropic - Shiv Nadar Foundation.

He was named the Forbes Outstanding Philanthropist of the year in 2015 by Forbes India and The Economic Times- Philanthropist of the Year 2019. He was listed amongst Forbes' 48 Heroes of Philanthropy in Asia Pacific in 2011. Shri Shiv Nadar was awarded the Padma Bhushan in 2008 for his pioneering role in India's IT sector and philanthropy.

Board of Directors

The Board composition of our Company has an optimum mix of skills, industry experience and gravitas to discharge its obligations that would be instrumental in strengthening its performance in the years ahead. Today, the Company has a healthy Board strength of 13 Directors of which 10 are independent. There are 4 women Directors on Board. The diversity on our Board in terms of nationalities, genders, perspectives, experiences, expertise and skills are very relevant and important for our business.

The Year gone by

2020 was a very difficult year for the world. Even today as I speak to you, many countries are battling second or third waves of the pandemic. However, it has also been a year of learnings, global collaborations, and countless examples of the undaunted human spirit. The year has been one of the greatest re-affirmations that science and technology are and will continue to be powerful engines of human progress.

This integration of technology with the human spirit has become “The New Essential” for ensuring continuity and progress across ecosystems.

The radical changes resulting from the pandemic have spurred the acceleration of digital transformation in business enterprises around the world. And HCL – with its strong domain industry expertise, its culture of Ideapreneurship, and a vibrant ecosystem of innovation – is helping businesses steer smoothly through this transition. Your company has worked relentlessly during these difficult times to support clients in their digital transformation journeys.

It was a testament to our clients' trust in HCL and HCLites' unwavering commitment to excellence that your company was able to deliver industry-leading performance in FY21. Exceeding the \$10 billion annual revenue milestone was a pivotal milestone for the Company. Our robust growth is proof of the Company's Mode 1-2-3 strategy and execution capabilities.

In FY21, we posted a strong financial performance with revenue growth of 6.7% YoY in INR, net income was up by 17.6% YoY with an outstanding EBIT performance. Our Board also declared a Special Interim Dividend of Rs. 10/- per share as a milestone to mark the Company crossing the \$10 B milestone, apart from the usual quarterly dividends. Looking forward, we have strong guidance and expect revenue to grow in double digits in constant currency for FY22. We also registered an all-time high pipeline and the highest ever net new deal booking of \$7.3billion in FY21 spanning across verticals such as Financial Services, Life Sciences and Healthcare, Telecommunication, Manufacturing, and Technology. This solid performance was driven by robust momentum in our Mode 2 and Mode 3 businesses led by the Digital, Cloud, and Products and Platform segments. Our results reflect the success of the strategic investments we have made over the years and the ones that we continue to make.

As COVID continues to change the global business and technology landscape, HCL continues to help clients around the globe transition from the old to the new and emerging. As part of HCL's global expansion strategy, the Company continues to focus on growing its business and organizational strength in New Frontier countries, including Brazil, Mexico, Spain, Portugal, South Korea, Taiwan, and Vietnam. With its next-generation services and products, HCL continues to accelerate its growth with regional leadership appointments and local partnerships.

The pandemic has been a sobering reminder the world can change in unexpected ways. As the global economy revives and we emerge from this crisis, we will continue to meet future challenges armed not only with a core belief in the power of technology innovation but also in the importance of people centricity bound together by a strong faith in humanitarian values.

That core belief in employee-centricity has also helped us create opportunities to enhance employees' experience and accelerate their professional growth through an amenable, aspirational, and friendly work environment. As of March 31, 2021, HCL's full-time headcount was 168,977, with employees representing 157 nationalities. We continue to focus on our diversity ratio which currently stands at 27.18%. HCL was also included in the Bloomberg Gender-Equality Index (GEI) and was rated amongst the 100 best

companies for women in India. Our continued emphasis on learning and development resulted in 120,652 employees collectively take advantage of 6.6 million hours of training to enhance their current skills and learn new skills, while 47,232 employees were also trained in digital skills during this period.

Celebrating our tradition of “ideapreneurship” and a culture of innovation, in FY21, HCL received approval for 29 Patents. These were in areas such as AI, machine learning, next-generation technologies, and platforms including IoT, automation, and data analytics. HCL’s Value Portal, a unique grassroots innovation platform that enables employees to contribute their ideas and create value for clients and HCL, delivered client-endorsed value worth \$2.8 billion and generated more than 14,700 ideas with more than 7,200 implementations in FY21.

In tandem with our strong financial and business performance, we have initiated a comprehensive and creative response to the pandemic, providing a range of timely support provisions to our employees and their families. Based on each country’s point-in-time need, our support provisions have been in three areas: Policy, Prevention, and Response.

Policy provisions include work-from-home enablement, a family assistance program for dependents of deceased employees, and comprehensive pandemic leave.

Our employees’ health and safety are top priorities, and we have implemented numerous prevention measures to protect employees. Our top-most priority remains to vaccinate all our employees and their families. And to this end, we have committed more than Rs 100 crores to ensure free vaccination services. A holistic vaccination program continues to be rolled out, and we aim to administer approximately 700,000 doses (including two doses per person) at the completion of the drive.

Our #TakeCareHCL program continues to be active in spreading awareness among employees about the pandemic. HCL’s dedicated COVID-19 portal, which provides one-point access for any emergency, has continued to be enhanced with additional safety information, support facilities, and resources.

Our initiatives in response to the pandemic have targeted not only our employees but also the communities where we live and work.

The onset of the second wave of COVID-19 has caused irreparable damage to the families of some of our employees. Hence, we introduced employee benefits under our Family Assistance program that include

Compassionate Allowance, Medical Insurance Coverage, and Child Education Support, among other benefits, to provide financial assistance for the dependents of a deceased employee. This will help these families, when they most critically need it, rebuild their lives and get a better place for their children. We also offer employment opportunities to the unemployed spouse or dependent children above the age of 18 years of a deceased employee, subject to their qualifications, open position availability and trainability.

At the same time, we have responded to the pandemic needs of our communities in numerous ways. For example, while India faced unprecedented challenges and widespread devastation due to the second wave of the COVID-19 pandemic, our corporate social responsibility arm, the HCL Foundation, collaborated with the National and Local governments to meet needs on the ground, including oxygen beds and oxygen plants to ensure adequate oxygen support to COVID-19 patients in various hospitals. More than 3,000 PPE kits, 10,000 N-95 Masks, 15,000 three-layered surgical masks, and other items were donated to healthcare workers, sanitation workers, and children.

Over the years, our commitment and adherence to ESG – Environment, Social and Governance – guidelines has continued to evolve. We firmly believe the integration of ESG programs into our strategies and Company goals is critical as we chart a path towards creating sustainable value for our clients, employees, investors, and the communities where we live and work.

I am proud to inform you that as a recognition of our efforts, HCL was declared a leader in the Edelweiss ESG Scorecard & Ratings in the IT/ITES, BFSI and Consumer sectors. HCL received the highest overall score among its peers in the IT/ITES and Internet segment and among the NSE 100.

HCL also received the 2021 ESG Industry Top Rated Badge by Sustainalytics, a leading independent ESG and corporate governance research, ratings and analytics firm. HCL was ranked 15th out of 167 in the sub-industry of IT consulting.

In addition, HCL's Noida Special Economic Zone campus was certified as a Platinum-rated green building by the Indian Green Building Council, while our Nagpur campus received the platinum-rated green building certification from the U.S. Green Building Council. These ratings recognize HCL's holistic approach to environment-friendliness, which includes sustainable architectural design, water efficiency, effective handling of waste, and energy efficiency initiatives.

HCL has aggressively taken steps to combat global warming by cutting greenhouse gas emissions and reducing our carbon footprint, as well as promoting ethical waste management and energy efficiency. We achieved 55.9% reduction in per capita carbon footprint between 2010 and 2020, increased the renewable energy portion of our overall energy consumption to 10.4% in FY20, and decreased per capita water consumption by 23.5% since 2013.

But we are not resting on our laurels. We strongly believe a Sustainable Business Approach – for ourselves and clients – will form the bedrock of growth. This commitment embodies our promise of a “Relationship Beyond the Contract” – not only to our clients but to the planet, its people, and prosperity for its communities.

I am pleased to share with you that as a step forward to strengthen our ESG commitment, your company has instituted a new committee of the Board focused on ESG. This Committee will guide us in cohesively integrating ESG priorities with business goals. As global enterprises and government bodies increasingly become aware of sustainability goals, it becomes imperative that all of us join hands in this journey and make this planet a beautiful and sustainable place to live.

In the words of our founder, Shri Shiv Nadar, “At HCL, we believe in developing an ecosystem which includes both the environment and the community and engaging with diverse communities enables us to collaborate with them to ‘rebalance’ resources for the future.”

At HCL we are firmly committed to growth with social responsibility. The strategic and targeted programs run by our ‘the HCL Foundation’ contribute immensely to alleviate poverty and provide good health to the communities we serve.

Over the years, our commitment to communities and giving back to society has grown manifold. In FY21, HCL Foundation celebrated a decade of stewardship and positive socio-economic-environmental impact. In these 10 years, it has cumulatively invested more than INR 680 crores, the equivalent of about \$90 million, through a network of more than 187 partners. In India, it has impacted more than 2.1 million lives across 21 states and 3 union territories. More than 52,000 acres of land have been greened and brought under sustainable community governance, while 71 water bodies have been rejuvenated and preserved.

As we move into the future, your Company stands in a position of strength. We will continue to invest in areas that both build on our strengths and open new vistas of growth.

I thank you for your unwavering support and encouragement. I am confident that together we will emerge from the pandemic, stronger than ever and head into a future of continued success.

Now, I would like to brief you about the resolutions which are required to be approved today. There are “Seven Resolutions” in the Notice to be approved by the Shareholders at this Annual General Meeting.

- The First Resolution is regarding the consideration and adoption of the Audited Financial Statements (including Audited Consolidated Financial Statements) for the financial year ended March 31, 2021 together with the Reports of the Board of Directors and of the Auditors thereon.
- The Second Resolution is related to the re-appointment of Mr. Shikhar Malhotra as a Director, liable to retire by rotation.
- The Third Resolution is related to the re-appointment of Mr. Deepak Kapoor as an Independent Director of the Company. This Resolution is to be passed as a Special Resolution.
- The Fourth Resolution in the Notice is to appointment of Ms. Vanitha Narayanan as an Independent Director of the Company.
- The Fifth Resolution is for the appointment of Mr. C. Vijayakumar as the Director of the Company.
- The Sixth Resolution is for the appointment of Mr. C. Vijayakumar as the Managing Director of the Company for a period of 5 years and fix his remuneration.
- The Seventh and last resolution of the Notice is for the approval for payment of advisory fee and extension of facilities & benefits to Shiv Nadar as Chairman Emeritus and Strategic Advisor to the Board.

We now move on to the Question & Answer session with the Shareholders who have registered themselves as speakers with the Company for raising their queries or to share their views on any item of the AGM notice.

Before we commence the session, I would request Manish Anand, our Company Secretary, to share a few guidelines for the Q&A session.

Over to you, Manish.

Manish Anand

Thank you, Roshni !

I will quickly share certain norms to the shareholders for the Q&A session.

The Q&A session will be anchored by the Moderator who will call the pre-registered speakers to come up one-by-one.

The Speaker Shareholders are requested to unmute their microphone before speaking and enable their webcam if they wish to appear on the video. Shareholders, please note that your participation through video conferencing is being recorded.

In the interest of time, kindly restrict your comment or query to not more than 2 minutes. It may be noted that the Company reserves the right to limit the number of shareholders asking questions, depending upon the availability of time.

To avoid repetition, the response to the queries raised by the shareholders will be provided once all the speaker shareholders have been heard.

If any shareholders' queries or questions remain unanswered due to paucity of time, such shareholders may write their queries at the designated e-mail id which is investors@hcl.com and we will send our response via e-mail.

I now request the Moderator to invite the speaker Shareholders. Thank you !

Over to you Moderator.

Moderator

Thank You!

Ladies and Gentleman ! we will now begin the Question & Answer Session.

The first speaker Shareholder is Mr. Toni Bhatia. Mr. Bhatia, Please go ahead and ask the questions.

Toni Bhatia

Respected Chairperson! Madam, meri awaz aa rahi hai apko?

Hello, hello!

Moderator

Yes, we can hear you, Mr. Bhatia.

Yes Yes...we can hear you.. Go ahead.

Toni Bhatia

Awaz aa rahi hain? Ok..Ok

I am now coming to the point. Respected Chairperson, Eminent Board of Directors and my co-friends. Sabse pehele main Madam. Apka...You gave a very beautiful speech. Our Company has got a very very bright future. I am happy to know that our Company HCL Tech is number one, and today our Company is in the top ten global IT Companies.

Mujhe bahut khushi hue iss cheez ko sun ke, madam. Really I am thankful to you.

Respected Shiv Nadar Sahab, jo chairman hai unhone jo company me jaan fuki uske liye ma tarif karuga unki aur sabhi employees ka jo iss company ke andar inhonain kadi mehanat kari aur iss company ko kaha se kaha pahuchaiya ma aap sab ka aabhari hu

Yes, I am coming to a few points.

Here is all round progress in the company. Our share capital is Five Hundred and forty three crores. Our reserves and surplus, Forty Three Thousand and Ten Crores. Such a marvelous. Our total shareholder forty Three Thousand Five Hundred and Fifty Three Crores. Such a marvelous, Ms. Chairperson.

[Hindi] Aur HCL tech jo hai, yeh maidam ek world ki leading research and advisory company as a leader in 2021 For Data Centre outsourcing liye ma bahut tarif karuga apki aur (illigible)..such a good manner, I really appreciate it maam. For this credit goes to our respected chairperson, Our CFO and the Company Secretary. Apne CSR activity par bhi kafi dhyan diya iske liye bhi ma apka shukar guzar hu.. jyada waqt nahi luga na.. ek min aur luga.. vijay kumar sahab jo jo MD bane hai, ma unka bhi swagat karta hu.. yes one point I forget, mujhe apne chairman speak me kaha

Today our company is Ten Billion Dollar milestone. Such a marvelous. I appreciate it maam! Respected Chairperson! I appreciate it!

[Hindi] Jyada waqt na lete hue..one thing agar yeh possible agar khuda permit kare and halat permit kare to next year physical meeting kare, hum apko physical meeting me milna chate hai,

matlab, I want to say, we want to see the entire board in the physical meeting agar halat permit kare.. jyada waqt na lete hue main apne respected chairperson Emeritus Chairman saab ke bare me kahuga, unhone jo iss company me jaan fuki mujhe puri umeed hai aage bhi unke guidance unke jo experience company ko milta rahega.. in shabdo ke sath ek baar phir ma apka, pure board ka, sabhi employees ka abhari hu.... With these words I support the balance sheet Once again I support and I support

Thank you chairperson !.

God Bless you ma'am! Thank you !

Moderator

Thank you Mr. Bhatia !

Our next speaker shareholder is Mr. M P Bhutani.

Mr. Bhutani, please turn on your camera and ask questions.

M P Bhutani

Namaskar Chairperson, Board members and management team. Thanks for giving me an opportunity in this platform. My name is M. P. Bhutani and my client ID is 02044054.

First of all, I would like to thanks the Company Secretary and his team for sending AGM Notice cum annual report in time and appreciate their efforts for giving the vast information in the Annual Report. Madam, my almost question has been addressed in your opening remarks and I am happy that you have covered all the points in your speech.

My question is.

Your medium and long-term strategy on the challenges due to the impact of the pandemic situation of the second wave. And also the fear of the third wave.

Madam. How have we readied ourselves for any similar situation in the future? Madam

Moderator

Is that all sorry? Hello? Yes, is that all?

M P Bhutani

no no no not at all. Madam, our company policy is to give a dividend in every quarter. This is a good practice and I hope this trend will be continue. Madam since the situation has been improved. Can we expect more dividends in the coming time?

Madam, after going through the recent journey of the Company. We are happy but not fully contended it because we feel the company has much more potential than what it has delivered. We feel that the company management is very competent in its approach and to achieve the target systematically it's working stronger in its commitment and more responsible.

Your continuous efforts and centric approach and your step towards creating higher Benchmark and wealth creation. This will enhance the value of all these stakeholder. Madam your strong vision and your leadership our company will more shine. As investors, we hope madam [Hindi]... madam apne roshni ke sath jo apna naam roshan kiya hai, humare desh ka naam roshan kiya hai ek strong lady ke roop me.. aap India me ubharte hue star hai, bahut aacha lagta hai apki meeting me aur apki speech me.. bahut ki sundar tarike se jo apne wakhiya ki hai vo waqe hai abut aachi hai.. pradhan mantri ne Jo 15 aug ko jo bhasan diya, parisharam se parikastha ki aur iss disha me humari company bahut better position me ja rahi hai aur iss shabad parisharam ki parikastha ko sarthak sidh karti hai, ma MP Bhutani, Santosh Bhutani, aur apne anya sathiyon ke sath pune abhinandan, apka tahe dil se shukriya, aur ji humare Shiv Nadar sahab hai, founder hai company ke, jin hone iss company ko jo gati di hai, vishalta di hai, jo company ka naya roop, aur nikharta hua asman ka sitara banaya hai, yeh abhut ki kabele tarif hai aur hum unko naman karte hai aur hum khush hai, ki vo as an advisor humari company me bane hue hai aur unke blessing humari company me disha bani rahe, iss shabdo ke sath ma bahut bahut dhaniyawad deta hu, coordinator apka, company secretary apka aur maidam Roshni ji apka, aap iss he tarha se humari company me apke uch vicharo se roshan karte rahe, roshni bekharti rahe, bahut bahut dhaniyawadm.. madam bahut bahut shukriya.

Moderator

Thanks Mr. Bhutani!

As there are no other registered speaker shareholders, I hand over the preceding back to the Chairperson.

Roshni Nadar Malhotra

Thank you !

We will now check and collect if any queries have been raised by the shareholders on the live chat. I now request the moderator to play a short video on the activities by our HCL Foundation and immediately after this video, we will provide our responses to the queries raised by the shareholders. Short video to be played please. Thank you !

(Video Plays)

Moderator

Thank you !

We may go ahead now, please.

Roshni Nadar Malhotra

Mr. CVK and Prateek our CFO to answer as well.

The first question is medium and long-term strategic on the challenges and due to the impact of the pandemic situation of the second wave of Covid-19 and a fear of third wave.

So, I would just like to say that while the second wave did create some issues for us which were in the short term at a full year level. The pandemic has increased considerable demand from our customers worldwide and our deal wins and pipeline continue to do well.

There was another question on the future growth level in turnover and profitability during the period of FY'21-22. I had addressed this in my speech as well. That we have given guidance of double-digit Revenue

growth in constant currency and EBIT Margin range of 19 percent to 21 percent and we are confident of meeting the same.

I would now like to read out the question which will be answered by our CFO, Prateek. Future steps to increase the assets quality and capital improvement for strengthening the balance sheet in this financial year.

Prateek, please !

Prateek Aggarwal

Thank you, Roshni !

We have a strong Balance Sheet, and our treasury balance at the end of March 2021 was Sixteen thousand five hundred ninety-six crores, which has gone up by 5,462 crores in the last one year. And this is also evident from the fact that our DSO Days Sales Outstanding has actually reduced during this pandemic year by three by six days from 88 days, including upgraded in March'20 to 82 days now in March'21 as per India's statements.

Roshni back to you.

Thank you !

Roshni Nadar Malhotra

Thank you !

There was a question asked by the speaker shareholder on the expectation of more dividends. This is something that the board evaluates very closely quarterly. And such decisions and discussions will be evaluated at the board.

I'd now like to read out another question, which will be answered by CVK.

What are some of the challenges and opportunities that you foresee in the year ahead? IT companies as being a strong pipeline of orders on back of the address, mandate to be digital. What is your observation

on it? How do you look at Talent attrition and Wage inflation? Can this growth sustained beyond 1 to 2 years?

C Vijaykumar

Thank you, Roshni !

Market demand is at an all-time high and with the robust demand, there are obviously challenges from the supply side, specifically related to the available talent in the market, as well as retention of our employees. I want to assure you that your Company is taking all possible steps to meet the supply side demand that is really coming for talent.

We are well prepared to meet in terms of the order book and pipeline as we called out in the last quarterly results announcement. Our pipeline is at an all-time high. It is been increasing in the last few quarters and it is at an all-time high. Our bookings also increased significantly in the last quarter compared to the same quarter in the previous year and last year booking was again, a very strong performance. If you look at the market, the focus on digitization is getting entrenched across all Industries. Traditionally it was the front office digitization, which was taking the maximum amount of Investments, but now the integration of back office and the middle office and also the digitization and the industrial segment with industry 4.0 and similar opportunities, we expect the pipeline to continue to be robust, especially for the new technologies and this augurs well for the long-term growth of the Company. Thank you !

Over to you Roshni.

Roshni Nadar Malhotra

Thank you Vijay !

Another question. CVK.

In one of the interviews, you told that the industry size would double in the next five years. Would our growth match that?

C. Vijaykumar

Yes, I think if you look at the industry, as I mentioned in response to the previous question. Technology is becoming the code for almost every industry that you can think of. For example, the Tech industry contributes to 5 percent of US GDP and it is expected to go to 10 percent in the next five years and the same trend is expected to be reflected across all the geographies, across the globe. So what this means is every industry is getting technified or tech intensity is growing. So obviously, it augurs very well for the industry and specifically when you come to HCL Technologies, we have given an annual guidance, we are confident of a double-digit growth, and we will take it year by year, and we will keep you updated on the progress that we are making.

We remain very confident of our growth outlook in the coming years.

Roshni Nadar Malhotra

Thank you, Vijay!

Prateek, there are two questions.

What is your investment into R&D? Why do you think India could not create other Google, Microsoft or Facebook, through run by Indians? What is your investment into future and Technologies and products? And the second question is, will our margins go lower as we're investing in new geographies, as well as with travel coming back over the next three to four years?

Prateek Aggarwal

Thank you Roshni !

To address the first question in our US GAAP results, which you must be seeing every quarter. We actually started breaking up the research and development expenses as a separate line item, and you'll be pleased to know that your company now has a revenue stream of 1.3 billion dollars as P&P segments, as products and platforms which are all software products and platforms and on a wider note mode 3, which includes the organic products and platforms as well. The total is close to 1.6 six billion dollars for the financial year and going back to the R&D spent question that you had we have been spending about close to 200 million

dollars, in rupee terms that would be between 1,450 to 1,500 crores on a per annum basis in the last couple of years and that is the kind of spend that is going behind our R&D.

To address the second question regarding the margins on a 3 to 5 years basis. As you know, you know, our guidance for this year is a range of 19 to 21 percent. And it is always your Company's endeavor and aspiration to remain within that range of, you know, 20%, plus minus 1 percent kind of things.

Thank you, Roshni. Back to you.

Roshni Nadar Malhotra

Thank you, CVK ! Thank you Prateek !.

Thank you, Shareholders, for all your questions. This completes the Q&A session.

I will now move on to the e-voting. I'm pleased to bring to your notice that as required under the Companies Ac, 2013, the Company had provided the facility to cast your vote through remote e-voting on all the resolutions set forth in the Notice. Those Shareholders who have not cast their votes through remote e-voting and are otherwise not barred from doing so but are participating in this meeting will have an opportunity to cast their votes through the e-voting system provided by NSDL .

Shareholders may please note that there will be no voting by show of hands.

The instructions for e-voting can be read by clicking on the e-voting tab on your screen. M/s. Nityanand Singh & Co., Company Secretaries has been appointed as a scrutinizer for conducting the e-voting process, including remote e-voting in a fair and transparent manner. Mr. Nityanand Singh, representative of this firm is present at AGM through video conferencing. The decision of the Scrutinizer will be final regarding the validity and results of the e-voting including remote e-voting.

The results of voting on the Resolutions shall be hosted on the websites of the Company and NSDL on or before Monday, August 30, 2021. The results shall also be communicated to the Stock Exchanges.

As all the items of business, as part of the notice of the AGM have been taken up. I now declare the proceedings of this meeting to be closed immediately after the end of the e-voting period.

The e-voting is now open, and I request the scrutinizer to supervise the e-voting process and ensure that e-voting should close after 30 minutes.

To cast your vote, please go to the previous NSDL page or login again.

Thank you Once again, to everybody, to the board, to the shareholders for joining us today.

Be safe and take care.

Thank you !