

## Press Release

New Delhi, August 19, 2006

# HCL Tech Q4 revenues up 35% and net income up 44% YoY

## Highlights for the Quarter (INR)

- Sequentially, revenues up 12%; EBITDA up 13%; and net income up 21%
- Revenues at Rs. 1254 crore, up 35 % YoY
- EBITDA (before non cash stock option charge) at Rs. 282 crore, up 33% YoY
- Final dividend of 200%, 14<sup>th</sup> consecutive quarterly dividend

## Highlights for the Year (INR)

- Revenues at Rs. 4388 crore, up 31% YoY
- EBITDA (before non cash stock option charge) at Rs. 973 crore; up 27% YoY
- Total dividend for the year at 800%

## Overview

The quarter under review saw **HCL Technologies Ltd. (“HCL”)** record a robust sequential growth of 12% in revenue and a YoY growth of 35% for the quarter at Rs 1254 crore. The growth has been shaped by HCL’s strategic focus on Transformational Initiatives rolled out during the year which enabled it to win some of the largest deals in the Indian IT industry.

“HCL’s **“Transformational Strategy”** set in motion over the last 12 months has led to a significant positive momentum in our business which is reflected in our underlying business numbers. The landmark deals we have won this year, the global recognition of our employee first strategy, and the sharp acceleration in Remote Infrastructure Management services, consolidation of our BPO business as well as the more mature Technology and IT Services business are very positive trends. We now have the leadership, strategy, and infrastructure to fuel future business growth”, said **Shiv Nadar, Chairman and CEO, HCL Technologies.**

“HCL’s strong sequential revenue growth of 13% and YoY growth of 35% in IT services and Infrastructure Management Services for the quarter is a validation of our Blue Ocean and Transformational Strategies adopted over FY 2006. Four large multi service deals with marquee clients against global competitors have validated this. Emerging high growth areas such as Remote Infrastructure Management, where we have virtually created a new market space through our co-sourcing model, has been a key growth driver this financial year with a 65% increase in revenues, and a run-rate that has more than doubled in the last 12 months”, said **Vineet Nayar, President, HCL Technologies.** He added, “We are now in the process of rapidly scaling up our recruitment engine, deepening our talent base, and ensuring our front and back ends are strengthened to ensure we build on this momentum.

“HCL consolidated its position amongst the top five BPO players in India, as endorsed by NASSCOM, and is today the largest BPO operation in Northern Ireland (UK). Revenues from our Indian operations grew by over 50% during 2005-06 and this business remains on a profitable growth track. HCL BPO also created additional capacity with two state-of-the-art facilities in Noida and Chennai, to cater to future growth”. **Ranjit Narasimhan, Head of HCL’s BPO operations** said.

## Consolidation of Large Deal Strategy

*Multi-year, multi-service, multi-million dollar deals to drive growth*

- **Multi-year, multi-service, multi-million-dollar co-sourcing deal** to provide system development, application delivery, infrastructure support and maintenance services to the IS function of **DSG international Plc**. This deal is the **single-largest IT co-sourcing deal of its kind signed by an Indian IT company**
- **A 5 year, multi-services agreement was inked with Autodesk Inc.**, the world's leading software and services company for manufacturing, infrastructure, digital media and wireless data services fields, **to provide offshore application and data center services**
- Won a **business transformational deal with a large Global Bank** in application consolidation and performance optimisation for higher performance at lower operational costs across their IT infrastructure
- Won a new **Technical Support Contract from one of the largest global telecom providers in** to serve its Broadband customers
- **Multi-year and multi-million-dollar deal with a Fortune 1000 logistics & transportation company** for their worldwide application development and management
- HCL **entered into multi-million dollar strategic agreement with EXA Corporation**, a leading System Integrator in Japan, to provide offshore based IT Solutions and System Integration Services to EXA's blue-chip customer base - **first ever partnership of such large scale between a Japanese System Integrator and an Indian offshore vendor**

*Value centric Partnership*

- HCL entered into a unique **Royalty model** with **Cisco Systems, Inc.**, the world leader in the networking space as the two companies celebrated a long standing Product Engineering partnership - one of the **largest and longest** Product Engineering engagements in the history of Indian IT. Under this model, Cisco has licensed HCL the Intellectual Property (IP) for one of its network management products—with HCL being completely responsible for the engineering of the product
- **Strengthening its value based partnership with IBM**, HCL joined **Power.org**, the movement dedicated to accelerating collaborative innovation on the **Power™ microprocessor technology**; opened up the first Power Architecture™ Design Center outside of IBM business line; and became the **first India-based design house validated as 'Ready for IBM Technology'**.

*Resourcing for growth:*

- Annual addition of 8536 employees; 3713 added in the IT Services business, 1352 in Infrastructure Services and 3471 in BPO
- Quarterly addition of 2678 employees; 1709 added in the IT Services business, 529 in Infrastructure Services and 440 in BPO

## Business Highlights

- Commenting on HCL winning 3 out of 4 biggest deals, **Eamonn Kennedy, Research Director, Ovum**, said, " To all the remaining doubters out there: **HCL has just whipped away your comfort blanket. This deal is proof that Indian based outsourcers have what it takes to beat the established players**".
- **Fortune magazine** acknowledged **HCL Technologies as the world's most modern management** – "HCL Technologies is empowering its employees and pointing the way to the future."

### IT Services:

- Strengthening its 2 year old partnership, HCL announced setting up of a **dedicated design center for product engineering services in Bangalore (India) for Augmentix Corporation**, one of the leading worldwide suppliers of mission critical solutions for rugged environments
- **HCL début at this year's Farnborough Airshow**. It also won a contract to supply DO-178B software to Turbo Power Systems, for equipment in support of the Boeing 787 Dreamliner programme. HCL is the only offshore IT services partner to the 787 programme.
- **Forrester** in its recent report **classified HCL's SAP offering as "strong"**. It particularly recommended HCL for migration, customisation, integrated application and infrastructure development and NetWeaver-related projects.
- HCL and Wavesat, a leading silicon developer of WiMAX silicon and development platform, announced a partnership which will leverage Wavesat's award-winning Evolutive WiMAX DM256 Series, along with HCL's WiMax MAC IP and Datacom engineering expertise to develop high-performance and low-cost 802.16 compliant solutions.

### Infrastructure Management Services

- **Forrester rated HCL's Infrastructure Services as a 'Strong Performer'** in Remote Infrastructure Management
- **IDC endorsed HCL's remote infrastructure management** capabilities as being "more mature than those of the major offshore vendors." IDC views HCL as a "leading contender to win the large-scale strategic outsourcing contracts" and puts it in the same league as the global IT services giants
- Crossed a milestone of Rs. 500 crore revenue in FY 05-06

### BPO

- NASSCOM rated HCL BPO as **the fourth largest third party offshore service provider** in India for 2005-06
- Ranked 8th amongst Global Business Service Providers by Gartner.
- **IDC Dataquest survey ranked HCL BPO among the top 5 Dream Companies to work for** in December 05.
- HCL NI BPO Services in Northern Ireland, UK named as a "Top ICT Employer in the UK"

### 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 twelve-month period ended 30<sup>th</sup> June 2006, HCL Technologies, along with its subsidiaries, had revenues of US\$ 976 million (Rs. 4,388 crore) and employed 32,626 professionals. For more information, please visit [www.hcltech.com](http://www.hcltech.com)

### About HCL Enterprise

HCL Enterprise is a leading Global Technology and IT enterprise that comprises two companies listed in India - HCL Technologies & HCL Infosystems. The 3-decade-old enterprise, founded in 1976, is one of India's original IT garage start-ups. 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 approximately 36,000 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](http://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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## FINANCIALS

### Financials in INR as per convenience translation

(The financials are based on a convenience translation using the closing rate US\$ rates for the last day of the quarter and weighted average for the year ended June'05 and June'06: US\$ 1=Rs. 46.03 for Q4FY'06; US\$1 = Rs.44.61 for Q3FY'06; US\$ 1=Rs 43.51 for Q4FY'05; US\$ 1=Rs. 44.96 for FY'2006; US\$ 1=Rs. 44.13 for FY'2005)

### Results Analysis based on the US GAAP financial results for Q4 and FY 2005-06

#### Consolidated Income Statement (as per US GAAP)

(in Rs. Crores)

	Quarterly details			Growth		Year Ended		Growth
	Q4FY'05	Q3FY'06	Q4FY'06	QoQ	YoY	Jun 30'05	Jun 30'06	YoY
<b>Revenues</b>	<b>927.6</b>	<b>1,122.0</b>	<b>1,253.8</b>	<b>11.8%</b>	<b>35.2%</b>	<b>3,362.7</b>	<b>4,388.2</b>	<b>30.5%</b>
Direct Costs	575.7	697.8	794.6			2,116.8	2,757.1	
<b>Gross Profits</b>	<b>351.9</b>	<b>424.2</b>	<b>459.2</b>	<b>8.3%</b>	<b>30.5%</b>	<b>1,245.9</b>	<b>1,631.1</b>	<b>30.9%</b>
SG & A	140.7	174.4	177.7			481.5	658.2	
<b>EBITDA</b>	<b>211.2</b>	<b>249.8</b>	<b>281.5</b>	<b>12.7%</b>	<b>33.3%</b>	<b>764.4</b>	<b>972.9</b>	<b>27.3%</b>
Depreciation & Amortisation	46.3	53.0	56.2			148.2	191.6	
<b>EBIT</b>	<b>164.9</b>	<b>196.8</b>	<b>225.3</b>	<b>14.5%</b>	<b>36.7%</b>	<b>616.2</b>	<b>781.3</b>	<b>26.8%</b>
Foreign Exchange Gains/ (Loss)	5.2	(1.3)	(16.6)			5.2	(34.6)	
Other Income, net	8.6	26.8	22.2			101.0	91.9	
Provision for Tax	14.0	27.7	(2.3)			67.1	63.2	
Share from equity investments	(1.1)	(0.6)	0.7			(2.6)	(0.6)	
Share of (income) / loss of minority shareholders	(1.6)	(1.1)	(0.8)			(43.8)	(1.6)	
<b>Net Income*</b>	<b>162.0</b>	<b>192.9</b>	<b>233.0</b>	<b>20.8%</b>	<b>43.8%</b>	<b>609.1</b>	<b>773.9</b>	<b>27.1%</b>

Unrealized gains on Treasury Investments as of Jun 30, 2006 stood at Rs. 52.8 crores.

#### Note: \*

Above results for the period ended June 30, 2006 exclude the following charges :

Non-cash Employee Stock Option charge of Rs. 68.52 crore (net of tax Rs. 65.55 crore) computed under the fair value method as required by Statement of Financial Accounting Standard ("SFAS") 123(R), Share-Based Payments, which has become applicable to the Company from fiscal periods beginning after June 15, 2005. The Company has made a change in its accounting policy of treatment of forward cover of foreign exchange. Such forward covers have been discontinued to be treated as accounting hedge under SFAS 133 and have been marked to market. This has resulted in one time additional charge of Rs. 60.47 crore in Net Income. Above two charges together, would have adverse impact on EBITDA and net income by Rs. 68.52 crore and Rs. 126.02 crore respectively.

#### Key ratios

	Quarterly details			Year Ended	
	Q4FY'05	Q3FY'06	Q4FY'06	Jun 30'05	Jun 30'06
Gross Margin	37.9%	37.8%	36.6%	37.1%	37.2%
Opex / Revenue	15.2%	15.5%	14.2%	14.3%	15.0%
EBIDTA Margin	22.8%	22.3%	22.4%	22.7%	22.2%
Net income / Revenue	17.5%	17.2%	18.6%	18.1%	17.6%

**Consolidated Balance Sheet (as per US GAAP)**
**(in Rs. Crores)**

	As on		
	Jun 30'05	Mar 31'06	Jun 30'06
<b>ASSETS</b>			
a. Cash and cash equivalents	230.4	109.6	302.2
b. Accounts receivable, net	640.8	961.9	962.8
c. Treasury Investments	1,759.5	1,557.3	1,577.7
d. Other current assets	335.1	310.2	357.1
<b>A. Total current assets (a+b+c+d)</b>	<b>2,965.8</b>	<b>2,939.0</b>	<b>3,199.7</b>
B. Property and equipment, net	659.6	825.1	874.2
C. Intangible assets, net	842.3	835.2	839.4
D. Investments in Venture Funds / Equity investees	87.4	0.0	11.2
E. Other Assets	69.1	86.4	119.9
<b>Total assets (A+B+C+D+E)</b>	<b>4,624.2</b>	<b>4,685.7</b>	<b>5,044.6</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>			
e. Total current liabilities	663.3	696.4	895.2
f. Long -term debt	130.8	11.6	8.3
g. Other liabilities	31.9	18.1	74.5
<b>E. Total liabilities (e+f+g)</b>	<b>826.0</b>	<b>726.1</b>	<b>978.1</b>
F. Minority Interest	11.1	6.8	10.7
G. Total Stockholders' equity	3,787.1	3,952.8	4,055.7
<b>Total liabilities and stockholders equity (E+F+G)</b>	<b>4,624.2</b>	<b>4,685.7</b>	<b>5,044.6</b>

\* The financials are based on a convenience translation using the closing rate US\$ 1=Rs. 46.03 for FY'2006 US\$ 1= Rs. 43.51 for FY'2005 and US\$ 1=Rs. 44.61 for period ended on March 31, 2006

## Revenue break-up between various business categories

(in Rs. Crores)

	IT Services					Year Ended		Growth
	Q4FY'05	Q3FY'06	Q4FY'06	QoQ	YoY	Jun 30'05	Jun 30'06	YoY
<b>Revenues</b>	707.2	834.8	930.1	11.4%	31.5%	2,619.7	3,296.7	25.8%
Direct Costs	440.2	507.1	582.5			1,640.8	2,049.4	
<b>Gross Profits</b>	267.1	327.7	347.6	6.0%	30.1%	978.9	1,247.2	27.4%
SG & A	103.7	131.7	131.5			357.7	494.1	
<b>EBITDA</b>	163.4	196.0	216.1	10.3%	32.3%	621.2	753.2	21.2%
Depreciation & Amortisation	29.7	30.6	32.3			98.5	108.6	
<b>EBIT</b>	133.7	165.4	183.8	11.1%	37.5%	522.7	644.6	23.3%

	Infrastructure Mgt Services					Year Ended		Growth
	Q4FY'05	Q3FY'06	Q4FY'06	QoQ	YoY	Jun 30'05	Jun 30'06	YoY
<b>Revenues</b>	95.1	130.7	156.5	19.7%	64.7%	305.7	503.8	64.8%
Direct Costs	64.2	88.6	102.8			201.2	337.1	
<b>Gross Profits</b>	30.9	42.1	53.7	27.6%	74.4%	104.5	166.7	59.4%
SG & A	20.1	22.0	26.4			68.9	89.2	
<b>EBITDA</b>	10.8	20.1	27.3	35.7%	155.7%	35.6	77.5	117.4%
Depreciation & Amortisation	5.2	10.0	10.8			17.4	35.3	
<b>EBIT</b>	5.6	10.1	16.5	63.5%	200.9%	18.2	42.2	131.6%

	BPO Services					Year Ended		Growth
	Q4FY'05	Q3FY'06	Q4FY'06	QoQ	YoY	Jun 30'05	Jun 30'06	YoY
<b>Revenues</b>	129.1	156.5	167.2	6.8%	29.5%	463.0	587.8	26.9%
Direct Costs	75.2	102.2	109.3			292.9	370.7	
<b>Gross Profits</b>	53.9	54.3	57.9	6.6%	7.3%	170.2	217.2	27.6%
SG & A	16.9	20.6	19.8			54.8	74.9	
<b>EBITDA</b>	37.0	33.7	38.1	13.1%	2.7%	115.4	142.3	23.3%
Depreciation & Amortisation	11.4	12.4	13.1			39.9	47.7	
<b>EBIT</b>	25.6	21.3	24.9	17.1%	-2.9%	75.5	94.6	25.3%