



Press Release

HCL Announces its Vision for Transformation with the Launch of Enterprise Transformation Services

ETS' mission to provide Enterprise Transformation Services to customers strengthens HCL's focus on driving business value in every engagement

Bangalore, India, September 6th, 2006 — Meeting the growing demand for strategic, transformational services in the IT sector, HCL Technologies Ltd ("HCL"), India's leading global IT Services company, today announced its vision for Transformational Strategy and Services with the introduction of **Enterprise Transformation Services (ETS)**. The launch of ETS further strengthens HCL's focus on value centric leadership. This is reflected in the landmark deals won by the company this year, the global recognition of its "Employee First" strategy and its commitment to providing customers with the transformational business value that will reinforce its strategic relevance to end-users.

Business organizations, worldwide, are undergoing significant transformation due to increasing global competition. They are now looking at Indian vendors to provide value beyond cost and improve their business competitiveness. This has created opportunities to provide IT services that will impact core of customers' business and help them transform and evolve. HCL has identified the following key services that will help architect transformation for customer's organization:

- **Business and IT Consulting**
- **Legacy Modernization**
- **Application Architecture Services**
- **Business Analytics Services**

An industry first, this business-led initiative is aimed at tapping the market potential of key verticals, providing premium domain services that have been structured under one business unit. The structure of ETS and the services being offered are an extension of the vision HCL has demonstrated on its path to becoming a thought leader for its customers. Furthermore, a team of competitive engineering solution specialists were carefully selected to develop cutting edge technology and world-class process excellence for ETS that have resulted in these service offerings.

HCL will leverage its existing growth verticals, such as **Financial Services, Retail, Life Sciences and Healthcare, Telecom, Hi-Tech and Manufacturing and Media and Entertainment**, where the company has deep expertise and a lengthy track record.

HCL's world-class capabilities in design, quality systems and manufacturing processes, coupled with the company's strong presence in key domains, will fuel its growth in this segment. As part of this initiative, HCL will analyze market and industry trends on an ongoing basis, and develop and market a set of **Premium Domain Services**.



Speaking on the occasion, **Vineet Nayar, President, HCL** said, "Currently, there is a void in the high-end services global market. We have recognized this '*uncontested market space*,' and will leverage HCL's superior IT and product engineering capabilities and strong presence in key domains, to help create transformational value to our customers. HCL will continue to pioneer new business models such as these to grow our share in emerging opportunities."

"The ETS line of business is trend setter and consists of carefully chosen premium service offerings which will help our clients, in each of key verticals, realize benefits of transformation across IT platforms, business processes and technology architecture. Partnering with our customers and executing the critical components of their IT projects have always been an emphasis for growth for us. Besides strengthening our relationship with existing customers through this new line of business, it also gives us access to new markets and customers. **Ramakrishna V, Corporate Vice President, HCL and Head - Enterprise Transformation Services.**

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 30th 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

About HCL Enterprise

HCL Enterprise is a leading global technology and IT enterprise with annual revenues of US \$3.5 billion (Rs. 15,000 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 36,949 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

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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