

For immediate release

## **Mr. Hermann-Josef Lamberti, Group COO Deutsche Bank AG, visits HCL's the Capital Market Services Center of Excellence at Bangalore**

*Inaugurates HCL's new facility "Vertex" at Bangalore*

**Noida, March 7th, 2006:** Mr. Hermann-Josef Lamberti - Group COO, Member of Group Board, Deutsche Bank A.G. visited HCL Technologies' ("HCL") Capital Market Services' Center of Excellence on 29<sup>th</sup> November 2005. He unveiled HCL's new facility "Vertex" at Bangalore. From this new facility Vertex, HCL's Capital Market Services Center of Excellence will continue to perform highly complex back office operations. Mr. Lamberti was accompanied by a high level delegation from Deutsche Bank. Mr. Shiv Nadar, Founder, HCL and Mr. Vineet Nayar, President, HCL were also present during the inauguration.



Speaking on the occasion, Mr. Lamberti stated that "We are proud to work with HCL as a partner for 4 years and the work of HCL is highly visible within Deutsche Bank." Mr. Lamberti further reiterated DB's aspirations and ambitions in the highly competitive Banking scenario. The partnership with HCL resulted in multi million

dollar cost savings to Deutsche Bank and reduced time to market. The flexibility in ramp-up and ramp down resulted in cost being variable as against fixed before the outsourcing. Integrated service offering of Technology, Operations and Infrastructure resulted in Economies of Scale, Task Re-engineering, Process Re-engineering, Consolidation and Standardization.



HCL was able to create business value to Deutsche Bank which resulted in organizational transformation because of HCL's Business Practices, Quality and Delivery Process, Engagement Management Structure, Global HR Practices, Engineering Practices and Service Expansion.

Mr. Lamberti said the value added by the engagement led to cost saving which directly impacts the bottom line of the bank.

This unique Customer Partnership with Deutsche Bank led HCL to the creation of Capital Market Services Center of Excellence. This CoE, with the largest pool of domain experts offers Capital Markets services to their clients through functionally aligned micro verticals in Technology & Operations. The insight obtained through multiple successfully managed engagements, has placed HCL ahead of its peers, by offering "transactional value" in addition to "operational efficiency".

HCL brings with it a fusion of domain and technical skills to the Capital Markets space along with the experience of having successfully executed some large, complex and domain intensive projects. Their domain expertise lies in the areas of Equities, Foreign Exchange, Fixed Income, Derivatives, Trading, Sales and Research, Risk Management, Data Management, Cash Management, Asset Management, Wealth Management, Credit Management, Emerging Markets, Corporate Trust, Custody Services, Exchanges Services and Prime Brokerage Services.

HCL's Capital Market Services is a pioneer in providing services for Capital Markets back office operations, having effectively managed outsourcing on a global scale. HCL's proprietary transition framework ARMOR™ has enabled the successful transitioning of several Capital Markets processes from different parts of the world.

#### About HCL Enterprise

HCL Enterprise is a leading Global Technology and IT enterprise with annual revenues of US \$ 3 billion. The HCL Enterprise 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 technology and telecom products. The HCL team comprises 32,000 professionals of diverse nationalities, who operate from 15 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)



### About HCL Technologies

HCL Technologies is one of India's leading global IT Services companies, providing software-led IT solutions, BPO and remote infrastructure management services. Having made a foray into the services domain in 1997-98, HCL Technologies focuses on technology and R&D outsourcing, working with clients in areas at the core of their business. The company leverages an extensive offshore infrastructure and its global network of 26 offices in 15 countries to deliver solutions across select verticals including Banking, Insurance, Retail & Consumer, Aerospace, Automotive, Semiconductors, Telecom and Life Sciences. For the twelve-month period ended 31 December 2005, HCL Technologies, along with its subsidiaries, had revenues of US \$864 million (Rs 3,890 crore) and employed 28,182 professionals. For more information, please visit [www.hcltech.com](http://www.hcltech.com)

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### 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.*

**For further information please contact:**

Manisha Singh HCL Technologies Tel: +91-120-2520917 e-mail: <a href="mailto:singh.manisha@hcl.in">singh.manisha@hcl.in</a>	Nora Pradhan genesis PR Tel: +91 9899878182 e-mail: <a href="mailto:npradhan@genesispr.com">npradhan@genesispr.com</a>
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