



HCL Technologies announces Global Services Partnership with SAP to deliver joint business value through ‘Customer Centric Ecosystem’

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HCL Technologies Ltd. (‘HCL’) today announced an expanded global services partnership with SAP AG (NYSE: SAP), that underscores SAP’s focus on extending its industry lead in ecosystem innovation, and HCL’s focus on delivering value to its customers through collaboration. HCL’s new global services partnership with SAP is aimed at enabling companies of all sizes to access the business benefits of enterprise service-oriented architecture (enterprise SOA) and draws upon HCL’s strengths in emerging geographies, strong domain experience, risk taking and service innovation capabilities. This announcement is a milestone in a rapidly growing relationship between the two organizations, which further evidences their close links.

As part of the agreement, SAP and HCL will now partner to enhance value and accelerate growth for customers in a manner that will reduce implementation costs while providing strong domain-centric solutions to transform their business processes.

“Spansion is investing heavily in SAP applications and enterprise SOA, with HCL Technologies as one of our key partners,” said **Hannelore Stoebbe, CIO of Spansion, Inc.** “HCL’s innovative business model focused on value, combined with SAP’s industry-leading business applications, was the natural choice for us to address our business needs. The expanded relationship between the two companies will help us go beyond just extracting maximum value from our investments and creates new benefits for us as a customer.”

“We have been working closely with HCL in one of the early implementation of the SAP Waste and Recycling Industry Solution and an interfacing custom designed dispatch software and mobile system. These have been leading edge projects and the commitment of HCL has been vital in addressing a program which is so important to our future. These complex and mission critical processes are being delivered using HCL’s skills in SAP, software design and development, hardware design and development, and all the required supporting technologies for an end to end process.”, said **Richard Berry, Executive Director, Veolia Environmental Services .**

HCL Technologies – A New SAP Global Services Partner

HCL Technologies joins a select group of the market’s leading consultancies to join the ‘SAP Global Partner – Services’ program. As a new global services partner, HCL Technologies will invest in significantly enhancing its SAP consulting practice and will create dedicated SAP sales resources and supporting marketing activities across North America, Europe and Asia Pacific. HCL and SAP will create teams for solution definition, long term engagement and will co-develop new and extended functionalities to implement enterprise SOA based services in specific segments and verticals globally.



“Building a vibrant customer-centric ecosystem is key to supporting our customers’ adoption and realization of the benefits of enterprise SOA,” said **Zia Yusuf, executive vice president, Global Ecosystem and Partner Group, SAP AG.** “Having HCL on board as our newest SAP global services partner is testimony to the outstanding performance they have delivered in support of our business imperatives. Through this partnership, we see them bringing their business model innovation of value-over-volume and customer centricity to our ecosystem of global partners and joint customers.”

‘HCL’s global partnership with SAP is a step towards delivering on the promise of a services-based IT approach. By combining SAP’s global market leadership in inter-enterprise solutions with HCL’s domain expertise and focus of creating new markets and solutions through a Blue Ocean strategy- we plan to create and deliver new innovative solutions, that deliver unique customer value”, said **Vineet Nayar, CEO of HCL Technologies.**

About HCL Technologies Ltd.

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 18 countries to deliver solutions across select verticals including Financial Services, Retail & Consumer, Life Sciences & Healthcare, Hi-Tech, Telecom and Media & Entertainment (M&E). For the quarter ended 31st December 2007, HCL Technologies, along with its subsidiaries had last twelve months (LTM) revenue of US \$ 1.6 billion (Rs. 6715 crores) and employed 47,954 professionals. For more information, please visit www.hcltech.com

About HCL Enterprise

HCL Enterprise is a \$4.7 billion (Rs. 19,215 crores) 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, Custom & Package Applications, BPO, IT Infrastructure Services, IT Hardware, Systems Integration, and distribution of ICT products. The HCL team comprises approximately 53,000 professionals of diverse nationalities, who operate from 18 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

Forward-looking Statements

Certain statements in this release are forward-looking statements, which involve a number of risks, uncertainties, assumptions and other factors that could cause actual results to differ materially from those in such forward-looking statements. All statements, other than statements of historical fact are statements that could be deemed forward looking statements, including but not limited to the statements containing the words 'planned', 'expects', 'believes', 'strategy', 'opportunity', 'anticipates', 'hopes' or other similar words. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding impact of pending regulatory



proceedings, fluctuations in earnings, our ability to manage growth, intense competition in IT services, Business Process Outsourcing and consulting services including those factors which may affect our cost advantage, wage increases in India, customer acceptances of our services, products and fee structures, our ability to attract and retain highly skilled professionals, our ability to integrate acquired assets in a cost effective and timely manner, 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, the success of our brand development efforts, 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, other risks, uncertainties and general economic conditions affecting our industry. There can be no assurance that the forward looking statements made herein will prove to be accurate, and issuance of such forward looking statements should not be regarded as a representation by the Company, or any other person, that the objective and plans of the Company will be achieved. All forward looking statements made herein are based on information presently available to the management of the Company and 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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