



## **Press Release**

### **HCL AXON signs Global IT Services Agreement deal with GlaxoSmithKline**

**London, Stockholm, Sunnyvale, CA and Noida, India 16<sup>th</sup> December 2009** – HCL AXON, a division of HCL Technologies and the world's largest services provider dedicated to SAP® solutions, has today announced that it has signed a five year Global Strategic Information Technology Master Services Agreement with GlaxoSmithKline (GSK), one of the world's largest pharmaceutical companies. This agreement describes how HCL AXON and HCL Technologies will provide systems integration, SAP implementation and IT consulting services to GSK globally.

The first activity under this agreement, is to be GSK's systems integration partner for a large SAP-enabled business transformation programme the scope of which is in development

The GSK agreement is one more major global SAP transformation win for HCL AXON since HCL Technologies' acquisition of AXON in December 2008, a success achieved against stiff competition.

"This is an important win for us," said Steve Cardell, President, HCL AXON. "It keeps our strategy of becoming the largest global SAP-based business transformation provider firmly on track and confirms the rationale behind the merger with HCL."

David Mitchell, SVP, IT Research at analyst firm Ovum, commented "SAP continues to be a strategic application choice for many companies seeking to transform their business through an enterprise technology and services platform. Ensuring that such transformation programmes deliver true value needs a technology partner who understands the technology in-depth but who also truly understands business. HCL, amplified by their Axon acquisition, has a strong blend of technology and business expertise to support GSK through the years ahead."

This win further accelerates HCL's rapid growth in the life science industry which is one of its fastest growing industry verticals.



### **About HCL**

HCL is a \$5 billion leading global Technology and IT Enterprise that comprises two companies listed in India - HCL Technologies & HCL Infosystems. Founded in 1976, HCL is one of India's original IT garage start-ups, a pioneer of modern computing, and a global transformational enterprise today. Its range of offerings spans Product Engineering, Custom & Package Applications, BPO, IT Infrastructure Services, IT Hardware, Systems Integration, and distribution of ICT products across a wide range of focused industry verticals. The HCL team comprises over 60,000 professionals of diverse nationalities, who operate from 26 countries including over 500 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 a leading global IT services company, working with clients in the areas that impact and redefine the core of their businesses. Since its inception into the global landscape after its IPO in 1999, HCL focuses on 'transformational outsourcing', underlined by innovation and value creation, and offers integrated portfolio of services including software-led IT solutions, remote infrastructure management, engineering and R&D services and BPO. HCL leverages its extensive global offshore infrastructure and network of offices in 26 countries to provide holistic, multi-service delivery in key industry verticals including Financial Services, Manufacturing, Consumer Services, Public Services and Healthcare. HCL takes pride in its philosophy of 'Employee First' which empowers our 54,443 transformers to create a real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US\$ 2.3 billion (Rs. 11,270 crores), as on 30th September 2009 (on LTM basis). For more information, please visit [www.hcltech.com](http://www.hcltech.com)

### **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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