

HCL TECHNOLOGIES LTD.

Corporate Identity Number: L74140DL1991PLC046369

A 10-11, Sector 3, NOIDA 201 301, UP, India.

T: +91 120 4013000 F: +91 120 2526907

Registered Office: 806 Siddharth, 96, Nehru Place, New Delhi-110019, India.

www.hcltech.com

www.hcl.com

April 28, 2016

Mr. Girish Joshi : **BSE Limited**
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400001

Mr. Avinash Kharkar : **National Stock Exchange of India Ltd.**
Exchange Plaza, 5th Floor
Plot No.C/1, G Block
Bandra Kurla Complex, Bandra (East)
Mumbai 400051

Sub.: Board meeting – Audited Financial Results for the quarter and Financial Year (Nine months) ended March 31, 2016

Dear Sir,

1. The Board of Directors has today approved the Audited Financial results of the Company as a standalone entity as well as the Consolidated Financial results, for the quarter ended March 31, 2016 and financial year (nine months) ended on March 31, 2016. These Financial Results are enclosed at **Annexure- A.**
2. The Auditor's Report on the financial results for the quarter ended March 31, 2016 and financial year (nine months) ended on March 31, 2016, under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 is enclosed at **Annexure- B.**
3. The Board of Directors has declared an Interim Dividend of Rs. 6/- per equity share of Rs.2/- each of the Company for the Financial Year 2016-17.

The Record date of May 6, 2016 fixed for the payment of the aforesaid interim dividend has been confirmed by the Board of Directors. The Payment date of the said interim dividend shall be May 13, 2016.

4. An Investor Release dated April 28, 2016 on the financial results is enclosed at **Annexure- C.**

This is for your information and records.

Thanking you,
Yours faithfully,
For **HCL Technologies Limited**


Manish Anand
Company Secretary

Encl:a/a

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HCL TECHNOLOGIES LTD.

Corporate Identification Number: L74140DL1991PLC046369

B-39, Sector 1, NOIDA 201 301, UP, India.

T: +91 120 4024700, 3337000 F: +91 120 2425833

Registered Office: 806 Siddharth, 96, Nehru Place, New Delhi-110019, India.

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HCL Technologies Limited**CORPORATE IDENTITY NUMBER: L74140DL1991PLC046369****REGISTERED OFFICE: 806, SIDDHARTH, 96 NEHRU PLACE, NEW DELHI, 110 019****CORPORATE OFFICE: A-10 & 11, SECTOR 3, NOIDA, U.P., INDIA****Website: www.hcltech.com; Tel: +91 11 26444812; Fax: +91 11 26436336**

Following are the statement of financial results of HCL Technologies Limited as per Indian GAAP:

(₹ in lacs)

Particulars	Consolidated		Standalone				
	Year ended		Three months ended			Year ended	
	31 March 2016 (Nine months) (Audited) (refer note 3)	30 June 2015 (Twelve months) (Audited)	31 March 2016 (Audited)	31 December 2015 (Unaudited)	31 March 2015 (Unaudited)	31 March 2016 (Nine months) (Audited) (refer note 3)	30 June 2015 (Twelve months) (Audited)
Revenues from operations	3,078,080	3,670,122	461,221	447,142	438,595	1,343,335	1,715,344
Total income from operations	3,078,080	3,670,122	461,221	447,142	438,595	1,343,335	1,715,344
Expenses							
Purchase of traded goods	81,253	130,638	7,788	3,718	16,514	16,266	36,376
Change in inventories of traded goods	(10,875)	(3,565)	(262)	(1,608)	(3,917)	(4,679)	(6,623)
Employee benefits expense	1,509,318	1,772,643	157,664	164,760	153,566	485,422	592,462
Outsourcing cost	487,598	509,664	54,240	51,075	44,490	164,314	196,616
Travel and conveyance	124,326	167,691	20,197	19,512	20,177	62,109	79,692
Exchange (gain)/loss	(6,518)	(7,347)	(3,863)	(3,082)	(2)	(9,652)	(12,476)
Depreciation and amortization expense	39,295	40,375	9,355	9,646	7,452	27,915	29,992
Other expenses	232,414	245,793	39,769	34,164	32,875	107,521	130,861
Total expenses	2,456,811	2,855,892	284,888	278,185	271,155	849,216	1,046,900
Profit from operations before other income, finance costs and exceptional items	621,269	814,230	176,333	168,957	167,440	494,119	668,444
Other income	83,026	106,599	24,358	36,173	25,197	87,224	107,474
Profit from ordinary activities before finance costs and exceptional items	704,295	920,829	200,691	205,130	192,637	581,343	775,918
Finance costs	7,381	9,123	1,443	1,474	1,221	4,582	6,064
Profit from ordinary activities after finance costs but before exceptional items	696,914	911,706	199,248	203,656	191,416	576,761	769,854
Exceptional items	-	-	-	-	-	-	-
Profit from ordinary activities before tax	696,914	911,706	199,248	203,656	191,416	576,761	769,854
Tax expenses	136,389	181,511	31,703	38,296	34,942	103,393	135,259
Net profit from ordinary activities after tax	560,525	730,195	167,545	165,360	156,474	473,368	634,595
Extraordinary items (net of tax expense ₹ Nil)	-	-	-	-	-	-	-
Net profit for the period	560,525	730,195	167,545	165,360	156,474	473,368	634,595
Share of (profit)/loss of associates	(5,620)	(3,990)	-	-	-	-	-
Minority interest	1,841	2,478	-	-	-	-	-
Net profit after tax, minority interest and share of profit/(loss) of associates	564,304	731,707	167,545	165,360	156,474	473,368	634,595
Paid up equity share capital (Par Value ₹ 2 each)	28,208	28,120	28,208	28,186	28,114	28,208	28,120
Reserves and Surplus	2,701,203	2,394,319	2,122,678	1,949,494	1,769,673	2,122,678	1,912,453
Earnings per equity share (before extraordinary items) (₹)							
Basic	40.08	52.09	11.88	11.75	11.13	33.62	45.17
Diluted	39.98	51.79	11.85	11.71	11.08	33.54	44.91
Earnings per equity share (after extraordinary items) (₹)							
Basic	40.08	52.09	11.88	11.75	11.13	33.62	45.17
Diluted	39.98	51.79	11.85	11.71	11.08	33.54	44.91
Dividend per share (par value ₹ 2 each) ₹							
Interim dividend	16.00	30.00	-	6.00	4.00	16.00	30.00
Final dividend	-	-	-	-	-	-	-
Total dividend	16.00	30.00	-	6.00	4.00	16.00	30.00

Notes :

1 Segment Information:-

(₹ in Lacs)

Particulars	Consolidated		Standalone				
	Year ended		Three months ended			Year ended	
	31 March 2016 (Nine months) (Audited) (refer note 3)	30 June 2015 (Twelve months) (Audited)	31 March 2016 (Audited)	31 December 2015 (Unaudited)	31 March 2015 (Unaudited)	31 March 2016 (Nine months) (Audited) (refer note 3)	30 June 2015 (Twelve months) (Audited)
Segment Revenues							
Software services	1,823,437	2,217,916	272,764	265,989	265,708	803,352	1,045,680
Business process outsourcing services	147,268	169,747	29,656	29,838	25,912	89,585	100,355
IT infrastructure services	1,107,375	1,282,459	158,801	151,315	146,975	450,398	569,309
Total	3,078,080	3,670,122	461,221	447,142	438,595	1,343,335	1,715,344
Less : Inter-segment revenue	-	-	-	-	-	-	-
Net revenue from operations	3,078,080	3,670,122	461,221	447,142	438,595	1,343,335	1,715,344
Segment Results							
Software services	369,871	501,960	104,609	96,004	110,639	294,503	412,255
Business process outsourcing services	20,540	16,933	5,806	7,128	3,285	16,939	14,468
IT infrastructure services	235,407	301,680	66,830	63,830	54,849	179,980	231,173
Total	625,818	820,573	177,245	166,962	168,773	491,422	657,896
Less :							
Finance cost	7,381	9,123	1,443	1,474	1,221	4,582	6,064
Other un-allocable expenditure / (income), net	(78,477)	(100,256)	(23,446)	(38,168)	(23,864)	(89,921)	(118,022)
Net profit before tax	696,914	911,706	199,248	203,656	191,416	576,761	769,854

Segmental capital employed

Assets and liabilities are not identified to any reportable segments, since the Company uses them interchangeably across segments and consequently, the Management believes that it is not practicable to provide segment disclosures relating to total assets and liabilities.

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2 Statement of Assets and Liabilities

(₹ in Lacs)

Particulars	Consolidated		Standalone	
	As at		As at	
	31 March 2016 (Audited)	30 June 2015 (Audited)	31 March 2016 (Audited)	30 June 2015 (Audited)
A EQUITY AND LIABILITIES				
1 Shareholders' funds				
(a) Share capital	28,208	28,120	28,208	28,120
(b) Reserves and surplus	2,701,203	2,394,319	2,122,678	1,912,453
Sub- total- Shareholders' funds	2,729,411	2,422,439	2,150,886	1,940,573
2 Share application money pending allotment	5	2	5	2
3 Minority interest	31,164	8,211	-	-
4 Non-current liabilities				
(a) Long-term borrowings	73,740	16,789	2,816	2,722
(b) Other long-term liabilities	44,290	61,457	14,868	28,294
(c) Long-term provisions	39,789	21,064	27,701	19,877
Sub- total- Non-current liabilities	157,819	99,310	45,385	50,893
5 Current liabilities				
(a) Short-term borrowings	21,444	35,548	3	-
(b) Trade payables	69,959	62,541	45,392	46,858
(c) Other current liabilities	744,193	723,062	328,436	364,367
(d) Short-term provisions	180,372	173,354	89,931	88,813
Sub- total- Current liabilities	1,015,968	994,505	463,762	500,038
TOTAL- EQUITY AND LIABILITIES	3,934,367	3,524,467	2,660,038	2,491,506
B ASSETS				
1 Non-current assets				
(a) Fixed assets	568,485	403,353	365,587	360,818
(b) Goodwill on consolidation	487,658	479,326	-	-
(c) Non-current investments	32,053	10,681	350,258	350,023
(d) Deferred tax assets (net)	82,574	78,971	23,081	21,788
(e) Long-term loans and advances	174,583	144,219	129,004	110,639
(f) Other non-current assets	102,998	103,237	29,751	30,810
Sub- total- Non-current assets	1,448,351	1,219,787	897,681	874,078
2 Current assets				
(a) Current investments	53,474	76,258	47,086	62,473
(b) Inventories	26,448	15,761	12,856	8,365
(c) Trade receivables	768,182	653,869	408,453	357,828
(d) Cash and bank balances	928,545	978,623	866,296	882,941
(e) Short-term loans and advances	333,998	218,884	257,289	165,770
(f) Other current assets	375,369	361,285	170,377	140,051
Sub- total- Current assets	2,486,016	2,304,680	1,762,357	1,617,428
Total- ASSETS	3,934,367	3,524,467	2,660,038	2,491,506

3 Section 2(41) of the Companies Act, 2013 requires all companies to have their financial year ending on 31st March. The Company has adopted this change from the current financial year and accordingly, the current financial year of the Company is for a nine month period from 1 July 2015 to 31 March 2016 (herein after referred as "Year ended 31 March, 2016"). Accordingly, the figures for the current financial year are not comparable to those of the previous year.

4 The financial results for the quarter and year ended 31 March 2016 were approved by the Audit Committee and have been approved and taken on record by the Board of Directors at its meeting held on 28 April 2016. The results for the year and current quarter were audited by the statutory auditors.

5 During the year, the Company has paid interim dividends of ₹ 10 per share for the quarter ended 30 September 2015 and ₹ 6 per share for the quarter ended 31 December 2015 respectively. This takes the total amount of dividend for the financial year to ₹ 225,174 lacs.

The Board of Directors at its meeting held on 28 April 2016, has declared interim dividend of ₹ 6 per share.

6 The figures of the last quarter are the balancing figures between audited figures in respect of the full financial year up to 31 March 2016 (refer note 3) and the unaudited published year-to-date figures up to 31 December 2015 being the date of the end of the second quarter of the financial year which were subjected to a limited review.

7 On 1st April 2016, the Company has entered into an agreement for acquisition of the IT enabled engineering services, PLM ('Product Lifecycle Management') services and engineering design productivity software tools business of Geometric Limited by way of demerger through a Court approved scheme of arrangement under Sections 391 to 394 and other relevant provisions of the Companies Act, 1956 (including those of the Companies Act, 2013) to be effective from 31st March 2016.

The acquisition will be accounted for in the books of the Company on approval of the scheme by the Court and simultaneously with the acquisition of the demerged business, the Company will issue 10 equity shares of ₹ 2 each for every 43 fully paid equity shares of ₹ 2 each held by equity shareholders of Geometric Limited.

8 The figures of previous periods/year have been rearranged to conform to the current period classification.

By the order of the Board of Directors
for HCL Technologies Limited



Shiv Nadar
Chairman and Chief Strategy Officer



Anant Gupta
President and Chief Executive Officer



Anil Chanana
Chief Financial Officer

Auditor's Report on Quarterly Financial Results and Financial Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To
The Board of Directors
HCL Technologies Limited

1. We have audited the quarterly standalone financial results of HCL Technologies Limited for the quarter ended March 31, 2016 and the standalone and consolidated financial results for the financial year ended March 31, 2016, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The quarterly standalone financial results are the derived figures between the audited figures in respect of the financial year ended March 31, 2016 and the published year-to-date figures up to December 31, 2015, being the date of the end of the second quarter of the current financial year, which were subject to limited review. The standalone financial results for the quarter ended March 31, 2016 have been prepared on the basis of the financial results for the six-month period ended December 31, 2015, the audited annual financial statements as at and for the financial year ended March 31, 2016, and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these financial results based on our review of the standalone financial results for the six-month period ended December 31, 2015 which was prepared in accordance with the recognition and measurement principles laid down in Accounting Standard (AS) 25, Interim Financial Reporting, specified under the Section 133 of the Companies Act 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual financial statements as at and for the financial year ended March 31, 2016; and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.



S.R. BATLIBOI & Co. LLP

Chartered Accountants

3. In our opinion and to the best of our information and according to the explanations given to us these quarterly financial results as well as the financial year to date results:
- i. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and
 - ii. give a true and fair view of the net profit and other financial information for the standalone results for the quarter ended March 31, 2016 and for the standalone and consolidated results for the financial year ended March 31, 2016.

For S.R. BATLIBOI & CO. LLP

Chartered Accountants

ICAI Firm registration number 301003E

Tridibes Basu



per Tridibes Basu

Partner

Membership No.: 17401

Gurgaon

April 28, 2016

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Following are the statement of financial results of HCL Technologies Limited as per Indian GAAP:

(₹ in lacs)

Particulars	Consolidated		Standalone				
	Year ended		Three months ended			Year ended	
	31 March 2016 (Nine months) (Audited) (refer note 3)	30 June 2015 (Twelve months) (Audited)	31 March 2016 (Audited)	31 December 2015 (Unaudited)	31 March 2015 (Unaudited)	31 March 2016 (Nine months) (Audited) (refer note 3)	30 June 2015 (Twelve months) (Audited)
Revenues from operations	3,078,080	3,670,122	461,221	447,142	438,595	1,343,335	1,715,344
Total income from operations	3,078,080	3,670,122	461,221	447,142	438,595	1,343,335	1,715,344
Expenses							
Purchase of traded goods	81,253	130,638	7,788	3,718	16,514	16,266	36,376
Change in inventories of traded goods	(10,875)	(3,565)	(262)	(1,608)	(3,917)	(4,679)	(6,623)
Employee benefits expense	1,509,318	1,772,643	157,664	164,760	153,566	485,422	592,462
Outsourcing cost	487,598	509,664	54,240	51,075	44,490	164,314	196,616
Travel and conveyance	124,326	167,691	20,197	19,512	20,177	62,109	79,692
Exchange (gain)/loss	(6,518)	(7,347)	(3,863)	(3,082)	(2)	(9,652)	(12,476)
Depreciation and amortization expense	39,295	40,375	9,355	9,646	7,452	27,915	29,992
Other expenses	232,414	245,793	39,769	34,164	32,875	107,521	130,861
Total expenses	2,456,811	2,855,892	284,888	278,185	271,155	849,216	1,046,900
Profit from operations before other income, finance costs and exceptional items	621,269	814,230	176,333	168,957	167,440	494,119	668,444
Other income	83,026	106,599	24,358	36,173	25,197	87,224	107,474
Profit from ordinary activities before finance costs and exceptional items	704,295	920,829	200,691	205,130	192,637	581,343	775,918
Finance costs	7,381	9,123	1,443	1,474	1,221	4,582	6,064
Profit from ordinary activities after finance costs but before exceptional items	696,914	911,706	199,248	203,656	191,416	576,761	769,854
Exceptional items	-	-	-	-	-	-	-
Profit from ordinary activities before tax	696,914	911,706	199,248	203,656	191,416	576,761	769,854
Tax expenses	136,389	181,511	31,703	38,296	34,942	103,393	135,259
Net profit from ordinary activities after tax	560,525	730,195	167,545	165,360	156,474	473,368	634,595
Extraordinary items (net of tax expense ₹ Nil)	-	-	-	-	-	-	-
Net profit for the period	560,525	730,195	167,545	165,360	156,474	473,368	634,595
Share of (profit)/loss of associates	(5,620)	(3,990)	-	-	-	-	-
Minority interest	1,841	2,478	-	-	-	-	-
Net profit after tax, minority interest and share of profit/(loss) of associates	564,304	731,707	167,545	165,360	156,474	473,368	634,595
Paid up equity share capital (Par Value ₹ 2 each)	28,208	28,120	28,208	28,186	28,114	28,208	28,120
Reserves and Surplus	2,701,203	2,394,319	2,122,678	1,949,494	1,769,673	2,122,678	1,912,453
Earnings per equity share (before extraordinary items) (₹)							
Basic	40.08	52.09	11.88	11.75	11.13	33.62	45.17
Diluted	39.98	51.79	11.85	11.71	11.08	33.54	44.91
Earnings per equity share (after extraordinary items) (₹)							
Basic	40.08	52.09	11.88	11.75	11.13	33.62	45.17
Diluted	39.98	51.79	11.85	11.71	11.08	33.54	44.91
Dividend per share (par value ₹ 2 each) ₹							
Interim dividend	16.00	30.00	-	6.00	4.00	16.00	30.00
Final dividend	-	-	-	-	-	-	-
Total dividend	16.00	30.00	-	6.00	4.00	16.00	30.00

Notes :

1 Segment Information:-

(₹ in Lacs)

Particulars	Consolidated		Standalone				
	Year ended		Three months ended			Year ended	
	31 March 2016 (Nine months) (Audited) (refer note 3)	30 June 2015 (Twelve months) (Audited)	31 March 2016 (Audited)	31 December 2015 (Unaudited)	31 March 2015 (Unaudited)	31 March 2016 (Nine months) (Audited) (refer note 3)	30 June 2015 (Twelve months) (Audited)
Segment Revenues							
Software services	1,823,437	2,217,916	272,764	265,989	265,708	803,352	1,045,680
Business process outsourcing services	147,268	169,747	29,656	29,838	25,912	89,585	100,355
IT infrastructure services	1,107,375	1,282,459	158,801	151,315	146,975	450,398	569,309
Total	3,078,080	3,670,122	461,221	447,142	438,595	1,343,335	1,715,344
Less : Inter-segment revenue	-	-	-	-	-	-	-
Net revenue from operations	3,078,080	3,670,122	461,221	447,142	438,595	1,343,335	1,715,344
Segment Results							
Software services	369,871	501,960	104,609	96,004	110,639	294,503	412,255
Business process outsourcing services	20,540	16,933	5,806	7,128	3,285	16,939	14,468
IT infrastructure services	235,407	301,680	66,830	63,830	54,849	179,980	231,173
Total	625,818	820,573	177,245	166,962	168,773	491,422	657,896
Less :							
Finance cost	7,381	9,123	1,443	1,474	1,221	4,582	6,064
Other un-allocable expenditure / (income), net	(78,477)	(100,256)	(23,446)	(38,168)	(23,864)	(89,921)	(118,022)
Net profit before tax	696,914	911,706	199,248	203,656	191,416	576,761	769,854

Segmental capital employed

Assets and liabilities are not identified to any reportable segments, since the Company uses them interchangeably across segments and consequently, the Management believes that it is not practicable to provide segment disclosures relating to total assets and liabilities.

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2 Statement of Assets and Liabilities

(₹ in Lacs)

Particulars	Consolidated		Standalone	
	As at		As at	
	31 March 2016 (Audited)	30 June 2015 (Audited)	31 March 2016 (Audited)	30 June 2015 (Audited)
A EQUITY AND LIABILITIES				
1 Shareholders' funds				
(a) Share capital	28,208	28,120	28,208	28,120
(b) Reserves and surplus	2,701,203	2,394,319	2,122,678	1,912,453
Sub- total- Shareholders' funds	2,729,411	2,422,439	2,150,886	1,940,573
2 Share application money pending allotment	5	2	5	2
3 Minority interest	31,164	8,211	-	-
4 Non-current liabilities				
(a) Long-term borrowings	73,740	16,789	2,816	2,722
(b) Other long-term liabilities	44,290	61,457	14,868	28,294
(c) Long-term provisions	39,789	21,064	27,701	19,877
Sub- total- Non-current liabilities	157,819	99,310	45,385	50,893
5 Current liabilities				
(a) Short-term borrowings	21,444	35,548	3	-
(b) Trade payables	69,959	62,541	45,392	46,858
(c) Other current liabilities	744,193	723,062	328,436	364,367
(d) Short-term provisions	180,372	173,354	89,931	88,813
Sub- total- Current liabilities	1,015,968	994,505	463,762	500,038
TOTAL- EQUITY AND LIABILITIES	3,934,367	3,524,467	2,660,038	2,491,506
B ASSETS				
1 Non-current assets				
(a) Fixed assets	568,485	403,353	365,587	360,818
(b) Goodwill on consolidation	487,658	479,326	-	-
(c) Non-current investments	32,053	10,681	350,258	350,023
(d) Deferred tax assets (net)	82,574	78,971	23,081	21,788
(e) Long-term loans and advances	174,583	144,219	129,004	110,639
(f) Other non-current assets	102,998	103,237	29,751	30,810
Sub- total- Non-current assets	1,448,351	1,219,787	897,681	874,078
2 Current assets				
(a) Current investments	53,474	76,258	47,086	62,473
(b) Inventories	26,448	15,761	12,856	8,365
(c) Trade receivables	768,182	653,869	408,453	357,828
(d) Cash and bank balances	928,545	978,623	866,296	882,941
(e) Short-term loans and advances	333,998	218,884	257,289	165,770
(f) Other current assets	375,369	361,285	170,377	140,051
Sub- total- Current assets	2,486,016	2,304,680	1,762,357	1,617,428
Total- ASSETS	3,934,367	3,524,467	2,660,038	2,491,506

3 Section 2(41) of the Companies Act, 2013 requires all companies to have their financial year ending on 31st March. The Company has adopted this change from the current financial year and accordingly, the current financial year of the Company is for a nine month period from 1 July 2015 to 31 March 2016 (herein after referred as "Year ended 31 March, 2016"). Accordingly, the figures for the current financial year are not comparable to those of the previous year.

4 The financial results for the quarter and year ended 31 March 2016 were approved by the Audit Committee and have been approved and taken on record by the Board of Directors at its meeting held on 28 April 2016. The results for the year and current quarter were audited by the statutory auditors.

5 During the year, the Company has paid interim dividends of ₹ 10 per share for the quarter ended 30 September 2015 and ₹ 6 per share for the quarter ended 31 December 2015 respectively. This takes the total amount of dividend for the financial year to ₹ 225,174 lacs.

The Board of Directors at its meeting held on 28 April 2016, has declared interim dividend of ₹ 6 per share.

6 The figures of the last quarter are the balancing figures between audited figures in respect of the full financial year up to 31 March 2016 (refer note 3) and the unaudited published year-to-date figures up to 31 December 2015 being the date of the end of the second quarter of the financial year which were subjected to a limited review.

7 On 1st April 2016, the Company has entered into an agreement for acquisition of the IT enabled engineering services, PLM ('Product Lifecycle Management') services and engineering design productivity software tools business of Geometric Limited by way of demerger through a Court approved scheme of arrangement under Sections 391 to 394 and other relevant provisions of the Companies Act, 1956 (including those of the Companies Act, 2013) to be effective from 31st March 2016.

The acquisition will be accounted for in the books of the Company on approval of the scheme by the Court and simultaneously with the acquisition of the demerged business, the Company will issue 10 equity shares of ₹ 2 each for every 43 fully paid equity shares of ₹ 2 each held by equity shareholders of Geometric Limited.

8 The figures of previous periods/year have been rearranged to conform to the current period classification.

By the order of the Board of Directors
for HCL Technologies Limited



Shiv Nadar
Chairman and Chief Strategy Officer



Anant Gupta
President and Chief Executive Officer



Anil Chanana
Chief Financial Officer

HCL TECHNOLOGIES

THIRD QUARTER FY'16 RESULTS

INVESTOR RELEASE

Noida, India, April 28th, 2016

Q3 FY'16 RESULTS

Revenue at **₹ 10,698 crores**; up **3.4%** QoQ & up **15.4%** YoY

Net Income at **₹ 1,926 crores**; up **0.3%** QoQ & up **14.4%** YoY

Revenue in constant currency up 1.7% QoQ & up 8.1% YoY

Revenue at **US\$ 1,587 mn**; up **1.3%** QoQ & up **6.5%** YoY

Net Income at **US\$ 285 mn**; down **2.0%** QoQ & up **5.5%** YoY

RESULTS FOR 12 MONTHS ENDED 31st MARCH'16

Revenue at **₹ 40,913 crores**; up **14.6%** YoY

Net Income at **₹ 7,354 crores**; up **0.7%** YoY

Revenue at **US\$ 6,235 mn**; up **7.1%** YoY

Revenue growth in Constant Currency at 11.6% YoY

Net Income at **US\$ 1,118 mn**; down **6.1%** YoY

TABLE OF CONTENTS

Financial Highlights	2
Corporate Overview	3
Performance Highlights	4
Financials in US\$	11
Revenue Analysis at Company Level	14
Constant Currency Reporting	15
Client Metrics	16
Headcount & Utilization	17
Facilities	17
Cash and Cash Equivalents, Investments & Borrowings	17
Financials in ₹	18

Note: The current financial year of the Company is for 9 months' period from July 01, 2015 to March 31, 2016. To ensure meaningful comparison, results for 12 months ended 31st March, 2016 and 31st March, 2015 have been given. Henceforth, the financial year of the Company will be from 1st April to 31st March.

HIGHLIGHTS FOR THE QUARTER AND 12 MONTHS ENDED 31st MARCH, 2016

Amount in ₹ Crores

	12 Months Ended		Quarter Ended	
	31-Mar-2016	YoY	31-Mar-2016	QoQ
REVENUE	40,913	14.6%	10,698	3.4%
EBIT	8,226	-1.0%	2,222	7.2%
NET INCOME	7,354	0.7%	1,926	0.3%

Amount in US \$ Million

	12 Months Ended		Quarter Ended	
	31-Mar-2016	YoY	31-Mar-2016	QoQ
REVENUE	6,235	7.1%	1,587	1.3%
REVENUE GROWTH (in CC)		11.6%		1.7%
EBIT	1,251	-7.7%	329	4.9%
NET INCOME	1,118	-6.1%	285	-2.0%

Corporate highlights

- For 12 months ended March 31, 2016, Americas grew by 14.4% YoY, the highest growth in last 4 Years.
- On YoY basis, US\$ 100 mn+ clients up by 1; US\$ 50 mn+ clients up by 2; US\$ 40 mn+ clients up by 7; US\$ 10 mn+ clients up by 22 and US\$ 5 mn + clients up by 27.
- Healthy profit to cash conversions: Net Income (NI) to Operating Cash Flow (OCF) at 97% for 12 months ended March 31, 2016 , up from 76% for same period last year.
- Announces dividend of ₹6 per share, 53rd consecutive quarter of dividend payout.
- Return on Equity (ROE) at 28% for 12 months ended March 31, 2016.



“Every relationships has up and downs, but the ability to flex and actually work with customers like us, and take the extra step in trying to make the customers happy is one of the key things, at least for the people, with the people that I worked with at HCL.” - SVP & CTO of a American Media & Entertainment company

CORPORATE OVERVIEW

“A new set of 21st century enterprises are emerging, posing a threat to the dominance of traditional leaders. These 21st century enterprises are experience centric, services oriented, agile, lean and ecosystem driven. The market is undergoing a tectonic shift as sales and earnings of blue chip majors are under pressure, while average life spans are declining. I am glad that HCL has caught the pulse of the market, and has become a partner of choice to world's leading enterprises, enabling them to lead in the new digital age. HCL is taking the lead in contributing to a sustainable ecosystem. This year we launched HCL Grant – an initiative to empower NGOs and individual social leaders through a grant, management capabilities and strong governance frameworks”, said **Shiv Nadar, Chairman & Chief Strategy Officer, HCL Technologies Ltd.**

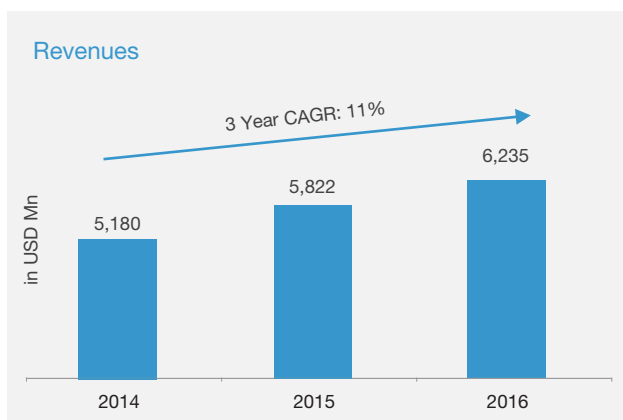
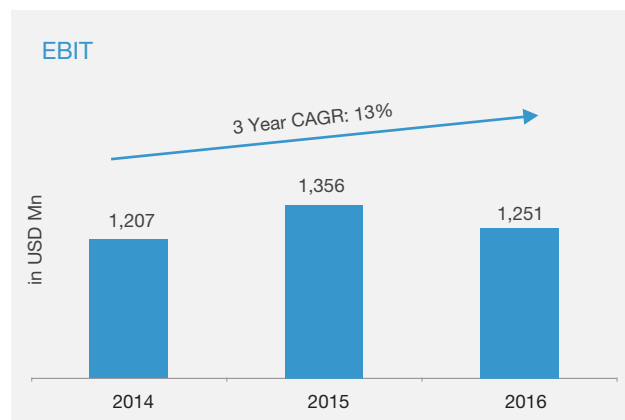
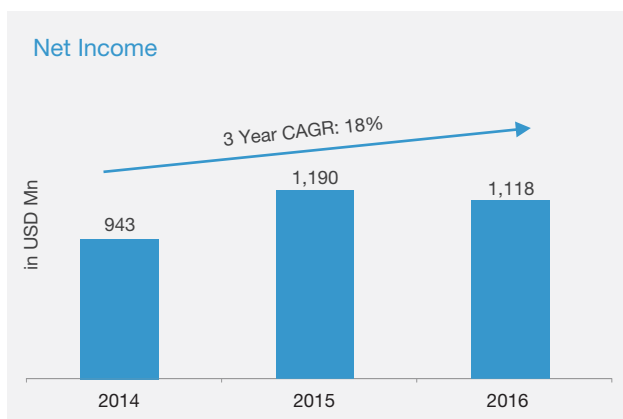
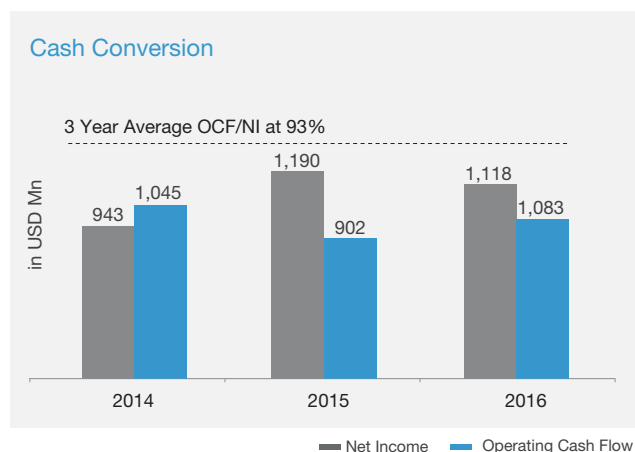
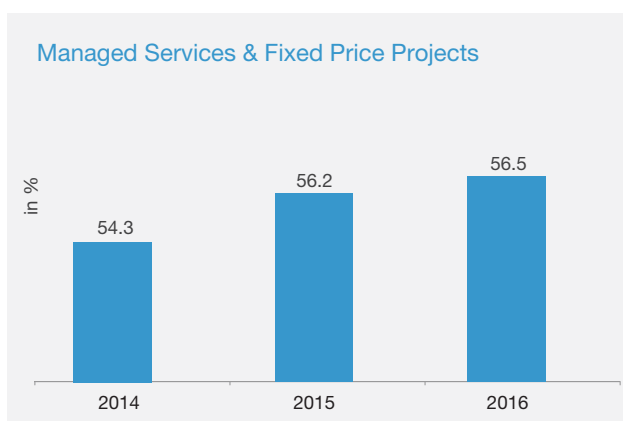
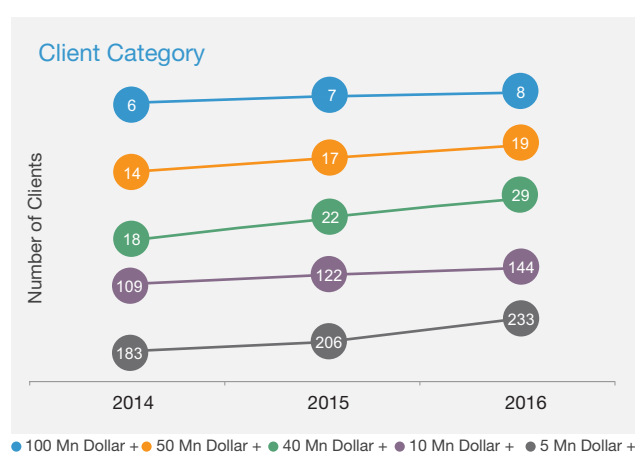
“Our investments in BEYONDigital, IoT WoRKS and Next-Gen ITO helped us close FY'16 year with a robust growth of 11.6% LTM YoY in constant currency. This nine month financial year, we signed 25 transformation deals with more than USD 4 billion of TCV. Our quality of revenue, coupled with best-in-class delivery and DryICE automation platform, enabled us to consistently increase our revenue per employee ahead of the industry. We have significantly enhanced our strengths in new age services and domain leadership through strategic client acquisitions.”, said **Anant Gupta, President & CEO, HCL Technologies Ltd.**

“We are happy with the overall performance reported by the Company. Healthy cash generation in the last 12 months is reflected in 97% of the Net Income getting converted to Operating Cash Flow. We have pursued a well-balanced capital allocation strategy through a combination of capital expenditure, dividends and acquisitions. Return on Equity for the Year continues to be robust at 28%.”, said **Anil Chanana, CFO, HCL Technologies.**



PERFORMANCE HIGHLIGHTS:

12 MONTHS ENDED 31st MARCH, 2016



KEY CATALYSTS FOR GROWTH

12 MONTHS ENDED 31ST MARCH, 2016 YEAR ON YEAR REVENUE GROWTH IN CONSTANT CURRENCY

- Revenue grew by **11.6%**.
- Broad based growth across all revenue segments:
 - Americas, Europe and ROW grew by **14.4%**, **9.8%** and **3.2%** respectively.
 - Driven by Engineering and R&D Services at **16.3%**, Infrastructure Services at **15.8%**, and Application Services at **5.5%**.
 - Across verticals led by Lifesciences & Healthcare at **27.6%**, Telecommunications, Media, Publishing & Entertainment at **22.4%**, Public Services (include Oil & Gas, Energy & Utilities, Travel - Transport - Logistics and Government) at **17.9%**, Retail & CPG at **13.5%**, Manufacturing at **8.8%** and Financial Services at **7.4%**.

REVENUE GROWTH (IN CONSTANT CURRENCY)

PARTICULARS	SEGMENTS	QUARTER ENDED 31-Mar-16		12 MONTH ENDED 31-Mar-16
		QoQ	YoY	YoY
Consolidated	For the Company	1.7%	8.1%	11.6%
Geography	Americas	3.7%	15.8%	14.4%
	Europe	-2.4%	0.8%	9.8%
	ROW	1.3%	-10.2%	3.2%
Services	Application Services	0.5%	4.0%	5.5%
	Infrastructure Services	3.9%	14.0%	15.8%
	Engineering and R&D Services	1.9%	5.9%	16.3%
	Business Services	-4.1%	10.1%	18.1%
Verticals	Financial Services	-1.3%	4.6%	7.4%
	Manufacturing	0.9%	1.1%	8.8%
	Lifesciences & Healthcare	6.4%	22.6%	27.6%
	Public Services	7.1%	16.5%	17.9%
	Retail & CPG	-1.2%	18.5%	13.5%
	Telecommunications, Media, Publishing & Entertainment	4.2%	19.2%	22.4%

Note: Public Services include Oil & Gas, Energy & Utilities, Travel - Transport - Logistics and Government.

TRANSFORMATIONAL AND BLUE CHIP CUSTOMER ACQUISITION

HCL signed 7 transformational deals this quarter with TCV of more than USD 2 billion, taking the number of transformational engagements during the nine month financial year to 25, with TCV of more than USD 4 billion. These wins were broad-based across service lines and industry verticals, led by our next-generation offerings – BEYONDDigital, IoT WoRKS and Next-Gen ITO.

CORPORATE EXCELLENCE

HCL continued to be recognized for creation of unmatched business value, empowering employees and sustained positive impact on the ecosystem in which it operates.

- HCL Foundation launched HCL Grant, aimed at NGOs and individual social leaders doing exceptional work and implementing projects for the development of rural India. The Grant committed a corpus of Rs 100 crores over the next 5 years.
 - HCL signed a significant IT outsourcing deal with the Volvo Group and also acquired Volvo's external IT business, adding 40 new customers and 2,500 highly skilled professionals to its portfolio, further enhancing its market leading position in Continental Europe, and automotive & manufacturing verticals.
 - IT Services Marketing Association (ITSMA) felicitated HCL with its Diamond award for “Delivering an Omnichannel Customer Experience” for its corporate positioning – 'Relationship Beyond the Contract'.
 - Interbrand recognized HCL as the fastest growing brand for the second consecutive year, highlighting its ability to adapt to customers' needs. HCL has also been recognized as one of the most admired corporate brands by The Economic Times, in its study on the Best Corporate brands 2015.
 - Expanding its network of global delivery centres to the Baltics region, HCL added another integrated delivery centre in Tallinn, Estonia. The centre will specialize in cutting-edge digital and transformational IT services for customers across Continental Europe.
 - HCL has been named as a Top Employer in the UK for the tenth consecutive year, in recognition of its exceptional employee offerings and outstanding HR practices.
-

MARKET LEADERSHIP

Modern Apps & Digitalization

'BEYONDDigital by HCL' continues to drive digital transformation for enterprises, enabling front-to-back digitalization, driving significant User Experience and transforming Business Operations to drive growth and efficiencies for the clients.

Milestones:

- HCL has launched 'Process Digitalization' offering to enhance user experience and enable cross border workflows by cutting across silos and allowing users to harness enterprise data for business decision making and action.
- HCL launched a user-centric offering, based on 1-2-3 Design, to drive brand evangelism via digital marketing services. This multi-channel, marketing-at-scale solution enhances customer engagement and includes three sub-offerings: platform set-up, content as a service and data analytics.

- HCL has been positioned among Leaders in [IDC MarketScape for Worldwide Application Modernization Services for Oracle Upgrades](#), February 2016. Earlier this year, HCL was also recognized as a Leader in [IDC MarketScape for Worldwide Application Modernization Services for Digital Transformation 2015 Vendor Assessment, Dec 2015](#).

Engagements:

This quarter HCL inked several significant engagements in Modern Apps & Digitalization:

- HCL implemented a major digital transformation platform for UK's leading foreign currency services provider to financial businesses. Built with a human-centered approach, this solution enables real-time order and inventory management, while providing centralized customer management services.
- HCL has signed large transformational contracts with a Fortune 50 Aerospace & Defense Company to provide SAP transformational and modernization services which will solidify the client's global implementation program, develop and enhance the client's SAP competency center, and expand the center of excellence whose reach will encompass and support all the client's SAP programs.
- For a Fortune 50 telecom service provider, HCL will manage, enhance and test their current end-to-end digital video platform along with collaborating on development of next generation IPTV Video Delivery Platform. HCL will streamline and integrate entire digital operations, contributing to lower costs, reduced customer churn rate and enhanced business performance. Additionally, HCL will also be the sole partner in developing core IoT Platform and integrating solutions for various Industry Verticals as part of this deal.
- HCL has broadened its relationship with a Fortune 20 telecom services provider for their digital transformation program to provide end-to-end services lifecycle management in the areas of digital Sales, enabling client to increase digital adoption and NPS scores.
- HCL has enhanced its relationship with a Fortune 100 aerospace and defense major to re-define, integrate and digitalize its global warehouse operations, while minimizing operational complexities and enhancing user experience.
- HCL signed a multi-year IT transformational deal with a leading Nordics bank to build BI capabilities, EDW strategies and consulting services.
- HCL will provide human-centered user experience design consulting for one of the largest oilfield services companies and transform user experience of the enterprise-wide application platform.
- Earlier this year, HCL partnered with Manchester United to unveil a number of digital initiatives to transform the experience of the club's 659 million global followers.
- HCL completed the planning phase and commenced the delivery phase for next generation digital platform for an engagement with a leading freight railroad Networks in North America .

Internet of Things

'IoT WoRKS by HCL' continues to win deals by offering end-to-end services, leveraging its capabilities to Define, Build and Run IoT ecosystems globally. This allows organizations to experience IoT functioning in their business context, creating customized products and services that deliver measurable business outcomes.

Milestones:

- HCL and Microsoft launched an Internet of Things Incubation Center in Redmond, Washington. The centre will develop and implement innovative models to leverage Microsoft Azure IoT Suite , real-time analytics, sensory data and rapid co-creation, allowing customers to create sustainable business value.

- HCL developed a patented IoT-enabled Warehouse Location Optimizer solution which automates warehouse processes by utilizing IoT-enabled smart devices and sensors to provide real-time location occupancy levels.
- HCL launched IoT-enabled intelligent ULDs that provide station specific real-time utilization of ULDs, thereby eliminating manual allocation and transforms the load planning process.

Engagements:

- A Japanese leading manufacturer of external storage devices has chosen HCL to support certification of their NAS products for IoT markets.
- HCL has been awarded a project from a leading HVAC appliance manufacturer, for developing IoT-based applications for building automation. The intelligent solution includes options to configure devices in building through remote management of devices and floor map representation for enhanced experience.
- HCL has won a deal to develop a new Digital Imaging and Communications in Medicine library for Medical Image Processing devices from the medical devices business of Japanese multinational conglomerate.

Engineering and R&D Services (ERS)

Strengthening its global engineering and R&D services practice, HCL signed a definitive agreement to acquire all of the business of [Geometric Limited](#). The acquisition strengthens HCL's presence significantly in the PLM consulting as well as mechanical and manufacturing engineering space. It also enhances HCL's automotive and industrial practices.

Milestones:

- According to HfS, leading analyst firm, “HCL Technologies is on high growth trajectory and is now among top five engineering service providers worldwide. HCL is the only Indian ESP among the six global engineering service providers that have made to 'Billion plus' category.” This is as per the report titled “Engineering Services Outsourcing Trends in Q4 2015” by Pareekh Jain, March 2016. In another report by HfS, "Blueprint Report on ISV Engineering Services", HCL has been positioned in the “Winner's Circle” for its Software Product Engineering services capabilities.
- HCL has been recognized as an Outstanding Contributor to the VLSI/Embedded Design Industry in the Corporate Category, by Mentor Graphics Corporation and Silicon India, at the Leadership Awards 2015.

Engagements:

This quarter, HCL signed many transformational engineering services engagements with global leaders across industries:

- HCL has expanded its relationship with a Fortune 100 high-tech major to revamp the products and enhance its quality. HCL will focus on reducing escalations, bringing down the total cost of ownership and improve the speed of adding new features to the product.
- HCL will set up a co-located engineering and R&D offshore development centre for a Fortune 100 heavy equipment and construction machinery manufacturer. The centre will deliver services in areas of embedded software, mechanical engineering and application software development.

- A Fortune 500 medical devices manufacturer chose HCL for a multi-year transformation deal to strengthen their R&D and engineering activities. The deal signifies HCL's strengths in engaging with customers globally on-market products, as well as helping them develop next generation products for all target markets.
- Earlier this year, HCL was selected as a digital devices production partner by a leading US-based independent software vendor, to enhance its digital web campaign quality by providing integrated web production and support services.
- HCL expanded its strategic engagement with a leading US-based telecom service provider earlier this year, to work on "Major Transformation Initiative & One Digital Experience Program", aimed at delivering value in the areas of performance engineering, service and network virtualization.
- Earlier this year, HCL was chosen by world's leading player in the global diagnostics space to launch a Sustenance Engineering Offshore Delivery Centre by setting up a full-fledged Diagnostics lab in HCL Campus, a first of its kind.

Next-Gen IT Outsourcing (ITO)

With continuous focus on enabling best-in-class services and solutions for its clients, HCL continues to gain momentum and win deals through its Next-Gen ITO offerings across various service lines. HCL's DryICE, a third generation framework, combines artificial intelligence, machine learning, Automation, Orchestration and Knowledge Management.

Milestones:

- HCL won Everest Group PEAK Matrix™ 'Service Provider of the Year Award 2016' in categories of 'Overall IT Services' as well as 'Banking, Financial Services and Insurance (BFSI) IT'. In both of these categories, HCL has been recognized as 'Star Performer of the Year'.
- HCL has been positioned in the leadership zone in Zinnov's Media & Entertainment Global Service Providers Rating for Gaming , Entertainment , Marketing & Advertising , Publishing and Information Services (March 2016).
- HCL has been rated as a Leader in The Forrester Wave™: Global Workplace Services, North American Workplace Services, EMEA Workplace Services, Q4 2015 by Wolfgang Benkel and William Martorelli December 17, 2015.
- HCL has completed the acquisition of Point to Point product limited – UK's leading end-user cloud solutions design, implementation and delivery specialists. The acquisition enables HCL to take advantage of the rapidly growing end-user virtualization space.

Engagements:

HCL continued its dominant leadership in Next-Gen ITO this quarter:

- HCL has expanded its relationship with a Fortune 100 pharmaceutical company to provide an end-to-end integrated solution to design, build and run their IT portfolio.
- HCL has been selected by a leading American telecom service provider for large scale global Data Centre and IT infrastructure transformation, leveraging its next-generation services .
- A leading Canada-based communications and media company engaged HCL for end-to-end IT infrastructure solutions, including Data Centre outsourcing, consolidation and migration.
- HCL has been chosen as a prime vendor for Northern European leader in agriculture, machinery, bioenergy and food products to provide Next-Gen integrated infrastructure transformation services to the entire group.

- HCL has made significant progress in optimizing end-to-end infrastructure for a leading global Fortune 500 manufacturer of personal care products, providing Services Integration and Management (SIAM), Complex Security Solutions and Digital services.
- For a leading travel-technology provider with products & solutions across the travel ecosystem, HCL has completed the transition and is leveraging Next-Gen ITO, Automation framework and modern user interface applications development to deliver cutting edge products & solutions targeted for travel's Hospitality enterprises.
- For a multi-year service deal with a leading Media Company in UK, signed in August last year, HCL is providing Next-Gen ITO integrated infrastructure and application services, and has reached steady state in delivery.

FINANCIALS IN US\$ FOR THE QUARTER AND 12 MONTHS ENDED 31st MARCH, 2016 (US GAAP)

CONSOLIDATED INCOME STATEMENT

Amount in US \$ Million

INCOME STATEMENT	QUARTER ENDED			GROWTH		12 MONTHS ENDED		GROWTH
	31-Mar-15	31-Dec-15	31-Mar-16	YoY	QoQ	31-Mar-15	31-Mar-16	YoY
Revenues	1,490.5	1,566.1	1,587.2	6.5%	1.3%	5,821.7	6,235.4	7.1%
Direct Costs	964.8	1,024.9	1,033.0			3,681.1	4,102.2	
Gross Profits	525.7	541.2	554.2	5.4%	2.4%	2,140.6	2,133.2	-0.3%
SG & A	189.7	204.2	201.6			702.5	795.5	
EBITDA	336.0	337.0	352.6	5.0%	4.6%	1,438.2	1,337.7	-7.0%
Depreciation	16.4	20.2	20.6			74.7	77.2	
Amortisation	1.8	2.9	2.7			7.8	9.5	
EBIT	317.7	313.9	329.3	3.6%	4.9%	1,355.6	1,251.0	-7.7%
Foreign Exchange Gains/(loss)	(2.9)	1.7	0.4			(18.4)	11.3	
Other Income, net	31.5	52.3	29.1			156.8	142.5	
Provision for Tax	76.0	77.0	73.8			303.5	286.6	
Net Income	270.3	290.8	285.1	5.5%	-2.0%	1,190.4	1,118.3	-6.1%
Gross Margin	35.3%	34.6%	34.9%			36.8%	34.2%	
EBITDA Margin	22.5%	21.5%	22.2%			24.7%	21.5%	
EBIT Margin	21.3%	20.0%	20.7%			23.3%	20.1%	
Net Income Margin	18.1%	18.6%	18.0%			20.4%	17.9%	
Earnings Per Share								
Annualized in ₹								
Basic	47.9	54.6	54.6			52.0	52.3	0.4%
Diluted	47.7	54.4	54.5			51.8	52.1	0.7%

Note: The current financial year of the Company is for 9 months' period from July 01, 2015 to March 31, 2016. To ensure meaningful comparison, results for 12 months ended 31st March, 2016 and 31st March, 2015 have been given. Henceforth, the financial year of the Company will be from 1st April to 31st March.

WEIGHTED AVERAGE NUMBER OF SHARES	QUARTER ENDED			12 MONTHS ENDED	
	31-Mar-15	31-Dec-15	31-Mar-16	31-Mar-15	31-Mar-16
Basic	1,405,452,270	1,407,635,747	1,409,830,176	1,403,992,963	1,407,337,762
Diluted	1,411,317,770	1,411,549,109	1,412,909,436	1,411,286,456	1,410,405,953

OUTSTANDING OPTIONS (in equivalent number of shares)	31-Mar-15	31-Dec-15	31-Mar-16
Options at less than market price	7,121,128	4,753,416	3,681,176

The options will vest in tranches till 2018.



"We are pleased to broaden our relationship with HCL, as we undertake the next phase of business transformation. We chose HCL for its unique portfolio of integrated infrastructure and applications services, strong commitment of the management, expertise, strengths of solutions and frameworks and experience in this space." - CIO of a Swedish based outdoor power products manufacturer

CONSOLIDATED BALANCE SHEET

Amount in US \$ Million

PARTICULARS	AS ON	
	30-Jun-15	31-Mar-16
Assets		
Cash and Cash Equivalents	212.3	110.1
Accounts Receivables, net	1,031.2	1,165.3
Unbilled Receivables	459.2	453.0
Fixed Deposits	1,519.2	1,597.7
Investment Securities, available for sale	120.6	81.0
Other Current Assets	367.3	363.8
Total Current Assets	3,709.8	3,770.7
Property and Equipments, net	600.1	652.4
Intangible Assets, net	817.6	968.8
Investments in Equity Investee	1.5	24.3
Other Assets	481.7	585.4
Total Assets	5,610.7	6,001.6
Liabilities & Stockholders Equity		
Current Liabilities	1,450.5	1,435.0
Borrowings	73.6	146.9
Other Liabilities	197.8	190.7
Total Liabilities	1,721.9	1,772.5
Total Stockholders Equity	3,888.8	4,229.1
Total Liabilities and Stockholders Equity	5,610.7	6,001.6

CONSOLIDATED CASH FLOW STATEMENT

Amount in US \$ Million

PARTICULARS	12 Months Ended		Quarter Ended
	31-Mar-15	31-Mar-16	31-Mar-16
CASH FLOWS FROM OPERATING ACTIVITIES			
Net Income	1,190.5	1,118.2	285.0
Adjustments to Reconcile Net Income to Net Cash provided by Operating Activities			
Depreciation and Amortization	82.5	86.7	23.3
Others	(79.7)	(84.7)	(11.4)
Changes in Assets and Liabilities, net			
Accounts Receivable	(367.1)	(121.3)	(109.1)
Other Assets	(150.6)	(24.2)	(9.6)
Current Liabilities	225.9	108.4	65.9
Net Cash provided by Operating Activities	901.5	1,083.0	244.0
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of Property and Equipment	(185.4)	(178.1)	(45.9)
Proceeds from sale of property and equipment (including advance)	2.3	29.4	0.1
(Purchase) / Sale of Investments	83.2	(48.6)	12.9
Fixed Deposits (increase) / decrease	(362.1)	(276.1)	(54.4)
Investment in equity affiliate	(1.6)	(3.0)	0.1
Payments for business acquisitions, net of cash acquired	-	(177.8)	(142.3)
Proceeds from sale of equity investments	-	1.6	-
Dividend from affiliates	1.0	-	-
Net Cash used in Investing Activities	(462.6)	(652.6)	(229.6)
CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds from Issuance of Employees Stock Options	3.4	0.1	0.0
Repayment of Debentures	(80.8)	0.5	-
Dividend	(401.9)	(513.8)	(150.9)
Loans	8.6	75.5	120.3
Others	0.5	5.8	0.7
Net Cash used in Financing Activities	(470.3)	(431.8)	(29.9)
Effect of Exchange Rate on Cash and Cash Equivalents	(9.0)	(22.6)	1.3
Net increase/(decrease) in Cash and Cash Equivalents	(40.4)	(24.0)	(14.3)
CASH AND CASH EQUIVALENTS			
Beginning of the Period	174.5	134.1	124.3
End of the Period	134.1	110.1	110.1

REVENUE ANALYSIS AT COMPANY LEVEL (QUARTER ENDED)

GEOGRAPHIC MIX	31-Mar-15	31-Dec-15	31-Mar-16	LTM Mix
Americas	57.5%	61.0%	62.5%	60.2%
Europe	31.0%	29.9%	28.4%	30.1%
ROW	11.5%	9.1%	9.1%	9.7%

SERVICE MIX	31-Mar-15	31-Dec-15	31-Mar-16	LTM Mix
Application Services	41.5%	40.4%	39.9%	40.4%
Infrastructure Services	34.5%	35.5%	36.2%	35.5%
Engineering and R&D Services	18.9%	18.6%	18.7%	18.8%
Business Services	5.1%	5.5%	5.2%	5.3%

REVENUE BY VERTICAL	31-Mar-15	31-Dec-15	31-Mar-16	LTM Mix
Financial Services	26.1%	25.9%	25.0%	25.8%
Manufacturing	33.4%	31.5%	31.4%	32.0%
Lifesciences & Healthcare	11.2%	12.2%	12.8%	12.3%
Public Services	10.4%	10.6%	11.1%	10.3%
Retail & CPG	8.4%	9.5%	9.2%	9.1%
Telecommunications, Media, Publishing & Entertainment	9.0%	9.7%	9.9%	9.7%
Others	1.5%	0.6%	0.5%	0.7%

Note: Public Services include Oil & Gas, Energy & Utilities, Travel - Transport - Logistics and Government.

REVENUE BY CONTRACT TYPE	31-Mar-15	31-Dec-15	31-Mar-16
Managed Services & Fixed Price Projects	56.3%	57.0%	56.8%
Time & Material	43.7%	43.0%	43.2%



"We are always on the look for a partner who is flexible in meeting our demands and HCL is one of them. HCL does not believe in what is written in the contract; it's more on a mutual trust and mutual relationship." - Networks Head of a US based multinational confectionary, food and beverage conglomerate

CONSTANT CURRENCY (CC) REPORTING

REPORTED	31-Mar-15	30-Jun-15	30-Sep-15	31-Dec-15	31-Mar-16
Revenue (\$ Mn)	1,490.5	1,537.5	1,544.5	1,566.1	1,587.2
Growth QoQ	0.0%	3.2%	0.5%	1.4%	1.3%
Growth YoY	9.5%	9.3%	7.7%	5.1%	6.5%
CONSTANT CURRENCY (QoQ)	31-Mar-15	30-Jun-15	30-Sep-15	31-Dec-15	31-Mar-16
Revenue (\$ Mn)	1,530.4	1,534.4	1,555.4	1,577.5	1,592.8
Growth QoQ	2.7%	2.9%	1.2%	2.1%	1.7%
CONSTANT CURRENCY (YoY)	31-Mar-15	30-Jun-15	30-Sep-15	31-Dec-15	31-Mar-16
Revenue (\$ Mn)	1,571.2	1,632.0	1,626.3	1,629.0	1,611.6
Growth YoY	15.4%	16.0%	13.5%	9.3%	8.1%
AVERAGE RATES FOR QUARTER	31-Mar-15	30-Jun-15	30-Sep-15	31-Dec-15	31-Mar-16
USD INR	62.3	63.6	65.6	66.1	67.1
GBP USD	1.51	1.54	1.54	1.51	1.42
EURO USD	1.11	1.11	1.11	1.09	1.11
SGD USD	0.73	0.75	0.71	0.71	0.72
AUD USD	0.77	0.77	0.72	0.72	0.73

REVENUE GROWTH IN CONSTANT CURRENCY

PARTICULARS	SEGMENT	QUARTER ENDED		12 MONTHS ENDED
		31-Dec-15	31-Mar-16	31-Mar-16
		QoQ	QoQ	YoY
Consolidated	For the Company	2.1%	1.7%	11.6%
Geography	Americas	5.5%	3.7%	14.4%
	Europe	-2.4%	-2.4%	9.8%
	ROW	-3.4%	1.3%	3.2%
Services	Application Services	2.0%	0.5%	5.5%
	Infrastructure Services	3.4%	3.9%	15.8%
	Engineering and R&D Services	-1.5%	1.9%	16.3%
	Business Services	8.0%	-4.1%	18.1%
Verticals	Financial Services	1.9%	-1.3%	7.4%
	Manufacturing	-1.3%	0.9%	8.8%
	Lifesciences & Healthcare	0.3%	6.4%	27.6%
	Public Services	8.4%	7.1%	17.9%
	Retail & CPG	10.3%	-1.2%	13.5%
	Telecommunications, Media, Publishing & Entertainment	3.4%	4.2%	22.4%

Note: Public Services include Oil & Gas, Energy & Utilities, Travel - Transport - Logistics and Government.



"Today we've a more robust collaboration and HCL goes Beyond the Contract and comes up with innovation & deliverables that are even further than the expectations and what is there in the contract." – CIO of a Denmark based manufacturer, seller and installer and servicer of wind turbines

CLIENT METRICS

NUMBER OF MILLION DOLLAR CLIENTS (LTM)	31-Mar-15	31-Dec-15	31-Mar-16	QoQ CHANGE	YoY CHANGE
100 Million dollar +	7	7	8	1	1
50 Million dollar +	17	19	19	-	2
40 Million dollar +	22	26	29	3	7
30 Million dollar +	38	42	43	1	5
20 Million dollar +	73	74	75	1	2
10 Million dollar +	122	140	144	4	22
5 Million dollar +	206	227	233	6	27
1 Million dollar +	468	494	482	(12)	14

CLIENT CONTRIBUTION TO REVENUE (LTM)	31-Mar-15	31-Dec-15	31-Mar-16
Top 5 Clients	13.5%	13.6%	13.6%
Top 10 Clients	21.8%	21.7%	21.8%
Top 20 Clients	32.2%	32.4%	32.2%

CLIENT BUSINESS	31-Mar-15	31-Dec-15	31-Mar-16
New Clients	5.8%	4.0%	3.5%
Existing Clients	94.2%	96.0%	96.5%
Days Sales Outstanding - excluding unbilled receivables	62	62	66



HEADCOUNT & UTILIZATION

MANPOWER DETAILS	31-Mar-15	31-Dec-15	31-Mar-16
Total Employee Count	104,184	103,696	104,896
Technical	95,190	94,652	95,649
Support	8,994	9,044	9,247
Gross Addition	11,041	6,234	9,280
Attrition - IT Services (LTM)	16.2%	16.7%	17.3%
Attrition - Business Services (Quarterly)	8.3%	6.4%	6.9%
Blended Utilization (Including Trainees)	81.9%	84.7%	85.6%

Note: Attrition excludes involuntary attrition

FACILITIES

AS ON 31 st MARCH, 2016	COMPLETED		WORK IN PROGRESS	
DELIVERY LOCATIONS	BUILT UP AREA (SQ. FT.)	NO. OF SEATS	BUILT UP AREA (SQ. FT.)	NO. OF SEATS
India	9,369,173	88,286	2,822,667	13,311
Global	1,068,325	11,239	51,748	722
Total	10,437,498	99,525	2,874,415	14,033

CASH & CASH EQUIVALENTS, INVESTMENTS AND BORROWINGS

Amount in US \$ Million

	31-Mar-16
Cash & Cash Equivalents	110
Fixed Deposits	1,598
Investment Securities, Available for Sale	81
Total Funds	1,789

	31-Mar-16
Long Term Debts	109
Short Term Debts (including Current Portion of Long Term Debts)	38
Total Loan Fund	147

*Note: For details please refer: <http://www.hcltech.com/Q3FY16DetailsCashBorrowings>



"Doing something different than you normally do that's my definition of going beyond the current relationship and they did it with the creation of cXstudio. To be honest, HCL is doing a perfect job right now." – Deputy CIO of one of the world's leading insurance companies

FINANCIALS IN ₹ FOR THE QUARTER AND 12 MONTHS ENDED 31st MARCH, 2016 (US GAAP)

CONSOLIDATED INCOME STATEMENT

Amount in ₹ Crores

INCOME STATEMENT	QUARTER ENDED			GROWTH		12 MONTHS ENDED		GROWTH
	31-Mar-15	31-Dec-15	31-Mar-16	YoY	QoQ	31-Mar-15	31-Mar-16	YoY
Revenues	9,267	10,341	10,698	15.4%	3.4%	35,708	40,913	14.6%
Direct Costs	5,997	6,768	6,961			22,583	26,901	
Gross Profits	3,270	3,573	3,737	14.3%	4.6%	13,124	14,012	6.8%
SG & A	1,179	1,348	1,358			4,308	5,217	
EBITDA	2,091	2,225	2,378	13.8%	6.9%	8,817	8,795	-0.2%
Depreciation	102	134	139			456	506	
Amortisation	11	19	18			48	63	
EBIT	1,977	2,072	2,222	12.4%	7.2%	8,313	8,226	-1.0%
Foreign Exchange Gains/(loss)	(18)	11	3			(109)	72	
Other Income, net	197	344	197			965	937	
Provision for Tax	473	508	497			1,864	1,883	
Net Income	1,683	1,920	1,926	14.4%	0.3%	7,305	7,354	0.7%
Gross Margin	35.3%	34.5%	34.9%			36.8%	34.2%	
EBITDA Margin	22.5%	21.5%	22.2%			24.7%	21.5%	
EBIT Margin	21.3%	20.0%	20.8%			23.3%	20.1%	
Net Income Margin	18.1%	18.6%	18.0%			20.5%	18.0%	
Earnings Per Share								
Annualized in ₹								
Basic	47.9	54.6	54.6			52.0	52.3	0.4%
Diluted	47.7	54.4	54.5			51.8	52.1	0.7%

Note: The current financial year of the Company is for 9 months' period from July 01, 2015 to March 31, 2016. To ensure meaningful comparison, results for 12 months ended 31st March, 2016 and 31st March, 2015 have been given. Henceforth, the financial year of the Company will be from 1st April to 31st March.

WEIGHTED AVERAGE NUMBER OF SHARES	QUARTER ENDED			12 MONTHS ENDED	
	31-Mar-15	31-Dec-15	31-Mar-16	31-Mar-15	31-Mar-16
Basic	1,405,452,270	1,407,635,747	1,409,830,176	1,403,992,963	1,407,337,762
Diluted	1,411,317,770	1,411,549,109	1,412,909,436	1,411,286,456	1,410,405,953

OUTSTANDING OPTIONS (in equivalent number of shares)	31-Mar-15	31-Dec-15	31-Mar-16
Options at less than market price	7,121,128	4,753,416	3,681,176

The options will vest in tranches till 2018.



"We are pleased to broaden our relationship with HCL, as we undertake the next phase of business transformation. We chose HCL for its unique portfolio of integrated infrastructure and applications services, strong commitment of the management, expertise, strengths of solutions and frameworks and experience in this space." - CIO of a Swedish based outdoor power products manufacturer

CONSOLIDATED BALANCE SHEET

Amount in ₹ Crores

PARTICULARS	AS ON	
	30-Jun-15	31-Mar-16
Assets		
Cash and Cash Equivalents	1,351.6	729.3
Accounts Receivables, net	6,563.2	7,721.3
Unbilled Receivables	2,922.7	3,001.5
Fixed Deposits	9,669.6	10,587.1
Investment Securities, available for sale	767.5	536.5
Other Current Assets	2,338.1	2,410.3
Total Current Assets	23,612.7	24,985.9
Property and Equipments, net	3,819.7	4,323.1
Intangible Assets, net	5,203.9	6,419.4
Investments in Equity Investee	8.0	160.1
Other Assets	3,066.2	3,878.9
Total Assets	35,710.6	39,767.3
Liabilities & Stockholders Equity		
Current Liabilities	9,232.4	9,508.5
Borrowings	468.6	973.2
Other Liabilities	1,259.0	1,263.5
Total Liabilities	10,960.0	11,745.2
Total Stockholders Equity	24,750.6	28,022.1
Total Liabilities and Stockholders Equity	35,710.6	39,767.3

ABOUT HCL TECHNOLOGIES

HCL Technologies is a leading global IT services company working with clients in areas that impact and redefine the core of their businesses. Since its emergence on global landscape after its IPO in 1999 and listing in 2000, HCL Technologies, along with its subsidiaries, today operates out of 32 countries and has consolidated revenues of US\$ 6.2 billion, for 12 Months Ended 31st March, 2016. HCL focuses on 'transformational outsourcing', underlined by innovation and value creation, offering an integrated portfolio of services including BEYONDigital, IoT WoRKS, Engineering Services Outsourcing and Next-Generation IT Outsourcing that focuses on transformation-led integrated infrastructure services, applications services and business services. HCL leverages its extensive global delivery capabilities and integrated innovation labs across the world to provide holistic, multi-service delivery in key industry verticals including Financial Services, Manufacturing, Telecommunications, Media, Publishing & Entertainment, Retail & CPG, Life sciences & Healthcare, Oil & Gas, Energy & Utilities, Travel, Transportation & Logistics and Government. With 104,896 professionals from diverse nationalities, HCL Technologies focuses on creating real value for customers by taking 'Relationships Beyond the Contract'. For more information, please visit www.hcltech.com

SAFE HARBOR STATEMENT

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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Hi, I am an ideapreneur. I believe that sustainable business outcomes are driven by relationships nurtured through values like trust, transparency and flexibility. I respect the contract, but will do whatever it takes, over and above it, to ensure your success. Right now 100,000+ ideapreneurs are in a Relationship Beyond the Contract™ with 500+ customers in 32 countries. How can I help you?

CASH & CASH EQUIVALENTS, INVESTMENTS AND BORROWINGS

Amount in US \$ Million

	31-Mar-16
Cash and Cash Equivalents	110.1
Fixed Deposits	1,597.7
Investment Securities, available for Sale	81.0
Total	1,788.7

	31-Mar-16
Total loan fund	146.9

A. DETAILS OF CASH & CASH EQUIVALENTS

Amount in US \$ Million

BANK NAME	COUNTRY	31-Mar-16
Citi bank	China	18.9
Citi bank	Singapore	15.3
Deutsche Bank AG	United Kingdom	9.6
Standard Chartered Bank	South Africa	6.8
Citi bank	India	6.4
Citi bank	Finland	3.8
Citi bank	United Kingdom	2.8
Deutsche Bank AG	America	2.7
Citi bank	Malaysia	2.6
Wells Fargo Bank	America	2.3
Bank of America	Canada	2.0
Citi bank	Japan	2.0
Axis Bank Ltd	India	1.6
Citi bank	UAE	1.6
Citi bank	Ireland	1.4
Citi bank	Philippines	1.3
Deutsche Bank AG	Switzerland	1.7
Citi bank	Denmark	1.0
Others	Others	26.1
Total		110.1

CASH & CASH EQUIVALENTS, INVESTMENTS AND BORROWINGS (CONTD).

B. FIXED DEPOSITS

Amount in US \$ Million

	31-Mar-16
Bank of Baroda	132.3
Bank of India	12.1
Canara Bank	301.5
Corporation Bank	70.0
HDFC Ltd	299.6
HDFC Bank	120.7
Oriental Bank of Commerce	99.6
Punjab National Bank	116.7
State Bank of Bikaner & Jaipur	28.7
State Bank of Hyderabad	60.2
State Bank of India	120.6
State Bank of Mysore	36.4
State Bank of Patiala	30.1
State Bank of Travancore	35.0
Union Bank of India	134.2
Total Fixed Deposit	1,597.7

C. INVESTMENT SECURITIES, AVAILABLE FOR SALE

Mutual Funds Liquid Schemes	81.0
Total Investment Securities, available for Sale	81.0

D. DETAILS OF LOANS

Long term debts	108.6
Short term Debts (including Current portion of long term debts)	38.3
Total loan fund	146.9