

HCL TECHNOLOGIES LTD.

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December 10, 2018

The General Manager
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Corporate Relationship Department
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400 001

The Manager
National Stock Exchange of India Limited
Listing Department
Exchange Plaza
5th Floor, Plot No. C-1, Block-G
Bandra-Kurla Complex, Bandra(E)
Mumbai-400 051

BSE Scrip Code: 532281

NSE Scrip Code: HCLTECH

Subject: "AEGON signs new five-year IT transformation deal with HCL"

Dear Sir,

Enclosed please find a release on the captioned subject being issued by the Company today.

This is for your information and records.

Thanking you,

Yours faithfully,
For **HCL Technologies Limited**



Manish Anand
Company Secretary

Encl. a/a



Aegon signs new five-year IT transformation deal with HCL

Multi-vendor ecosystem and agile delivery framework adopted to drive innovation and digital at scale

Noida, India and The Hague, Netherlands – 10th December, 2018 – [HCL Technologies \(HCL\)](#), a leading global technology company, today announced a new five-year contract with multinational life insurance, pensions and asset management company [Aegon](#). The application services deal will see HCL continue as Aegon's digital transformation partner, helping to accelerate innovation by establishing and managing a new multi-vendor ecosystem. HCL will also help implement an agile delivery model to reduce Aegon's time to market and introduce greater efficiencies through improved application lifecycle management and automation.

Headquartered in The Hague, Netherlands, Aegon serves nearly 29 million customers and employs over 28,000 people worldwide. HCL has been a strategic IT services partner to Aegon Netherlands since 2004. During that time, it has delivered application services, partnered in transforming Aegon's data and analytics capabilities, and helped the insurer to achieve digital leadership through a joint cXstudio, which fosters co-innovation. Aegon wants to build digital at scale to improve customer self service and extend its leadership position.

"Our business strategy is centred on digital-first, which is paramount to our ability to drive service innovation, attract new customers and to drive efficiencies," said **Anke Schlichting, CTO at Aegon**. "As a result, it's crucial that we continue to accelerate time to market and have a vendor ecosystem that gives us access to the best capabilities the industry has to offer. We've established a strong relationship with HCL over the last 14 years and its intimate knowledge of our business is an important pillar underlying our partnership. HCL's, in-depth understanding of the vendor ecosystem and significant experience being part of multi-vendor environments for other major global organizations were the key deciding factors."

"We're looking forward to continuing our support for Aegon on its successful digital leadership journey," said **Sudip Lahiri, SVP and Head of Financial Services, Europe at HCL Technologies**. "Aegon was one of HCL's first major customers in continental Europe and we are especially proud of what we've accomplished to date. Our relationship with Aegon really demonstrates the scale of the success that can be achieved through a true partnership approach, where both parties have invested heavily in a culture of co-innovation and collaboration."

HCL works with over 100 organizations in the insurance sector globally, providing services that blend an unrivalled depth and breadth of industry knowledge with a rich set of core capabilities in business consultancy, claims management, insurance claims management, integration and applications management.

About Aegon

As an international life insurance, pensions and asset management company based in The Hague, Aegon has businesses in over twenty five markets in the Americas, Europe and Asia. Aegon companies employ over 28,000 people and have millions of customers across the globe. Further information: [aegon.com](#)

About HCL Technologies

HCL Technologies (HCL) is a leading global technology company that helps global enterprises re-imagine and transform their businesses through Digital technology transformation. HCL operates out of 43 countries and has consolidated revenues of US\$ 8.2 billion, for 12 Months ended 30th





September, 2018. HCL focuses on providing an integrated portfolio of services underlined by its Mode 1–2–3 growth strategy. Mode 1 encompasses the core services in the areas of Applications, Infrastructure, BPO and Engineering & R&D services, leveraging DRYiCETM Autonomics to transform clients' business and IT landscape, making them 'lean' and 'agile'. Mode 2 focuses on experience-centric and outcome-oriented integrated offerings of Digital & Analytics, IoT WoRKS™, Cloud Native Services and Cybersecurity & GRC services to drive business outcomes and enable enterprise digitalization. Mode 3 strategy is ecosystem-driven, creating innovative IP-partnerships to build products and platforms business. HCL leverages its global network of integrated co-innovation labs and global delivery capabilities 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 127,875 professionals from diverse nationalities, HCL focuses on creating real value for customers by taking 'Relationships Beyond the Contract'. For more information, please visit 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-timeframe 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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