Release

HCL leads into top position amongst offshore vendors in Japan

Report says the company is aligned to Global Development of Japanese Companies*

Japan/ Noida, India – 13th May, 2013. An IDC 2012 Japan CIO Survey report* states that the Japan sales of HCL Technologies Ltd. (HCL), a leading global IT services provider, have led the company into its top position among offshore vendors in Japan.

According to the report, typically, Indian offshore vendors' Japan IT services businesses are developed for foreign Japan subsidiaries with which the vendor already has a global relation with the parent company; however, HCL has many Japan company clients. This presents a major opportunity for HCL to expand its business together with the global development of Japan companies both of IT and Engineering Services.

Speaking about the findings, **Akiko Takei** Market Analyst, IT Services, IDC Japan said, "HCL's Japan sales have led the company into its top position among offshore vendors in Japan. Moreover HCL's large base of Japanese clients presents a major opportunity for HCL to expand its business together with the global development of these Japan companies. "

The report also mentions that compared with embedded software, sales of IT services though small has witnessed steady growth especially with new customers. By industry, the majority of sales are from the manufacturing industry. Hi-tech, Industrial, Automotive and pharmaceutical companies have become a large customer base for HCL. HCL expects to grow its services to this segment to expand its businesses in the Japan market. HCL is focused on driving innovation at the edge through mobility, social and analytics offerings to the Japanese enterprises and also providing IT operational excellence through integrated application and operations delivered by its global delivery model.

Commenting on this report, **Sandeep Kishore,** Corporate Vice President, ERS & Japan, HCL Technologies Ltd.**,** said, "We are very proud to be recognized by International Data Corporation (IDC) as the leader amongst offshore vendors in Japan. Our leadership position comes from our ability to dovetail our Global Best Practices with our understanding of the uniqueness of Japanese business procedures and practices.

"With over 90% of our clients being Japanese companies and proven success in the Manufacturing and Financial Services we lead with a combination of very experienced bilingual local team and a focused strategic Japan business unit ." He added.

Japan is one of the strategic development markets for HCL. Right from the beginning HCL had a clear focus that it should create relationships with Japan originated companies. HCL is committed to supporting and servicing Japanese companies which are the true foundation for the Japanese economy. Operating in Japan for nearly 20 years, HCL deeply understands Japanese business procedures and practices, and especially over the decade HCL Japan has built an image of a reliable and a trust-worthy company with its customers.

***-** IDC Report: The Business Situation of Major India Vendors in the Japan IT Service Market 2012 , Doc # JP2578611U, Dec 2012



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 31 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 'Employees First, Customers Second' which empowers our 84,403 transformers to create a real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US$ 4.5 billion (Rs 24,709 crores), as on 31st March 2013 (on LTM basis). For more information, please visit www.hcltech.com

About HCL Enterprise

HCL is a $6.2 billion leading global technology and IT enterprise comprising two companies listed in India – HCL Technologies and HCL Infosystems. Founded in 1976, HCL is one of India's original IT garage start-ups. A pioneer of modern computing, HCL is a global transformational enterprise today. Its range of offerings includes product engineering, custom & package applications, BPO, IT infrastructure services, IT hardware, systems integration, and distribution of information and communications technology (ICT) products across a wide range of focused industry verticals. The HCL team consists of over 90,000 professionals of diverse nationalities, who operate from 31 countries including over 500 points of presence in India. For more information, please visit www.hcl.com

About HCL Japan

HCL Japan is the Japanese arm of HCL Technologies. HCL has been doing business in Japan for more than 15 years, and today HCL Japan has grown to be the largest amongst the technology companies from India. HCL Japan profoundly understands the business practice in Japan, and it brings HCL's global experience and practices to Japanese companies, which are more than 90% of its customers. HCL Japan has successfully implemented India offshore model of outsourcing, and this has been made possible by the strong presence of onsite bilingual bridge engineers, and that of bilingual engineers and managers at offshore in India. HCL's focus is mainly in Engineering and R&D Services (ERS) and Enterprise Application Services (EAS) in Japan. In ERS, following are the focused Industries in Japan: Consumer Electronics, Medical Devices, Office Automation (Multi-function printers and projectors), Automotive, Industrial Equipment, ISV, Networking & Telecom Equipment and Semi-conductor Companies. HCL also provides Value Engineering and Re-Engineering services for Japanese companies who want to expand the market for their products outside of Japan. In EAS, HCL brings its global capabilities and serves Japanese customers in Global Rollouts, IT transformation, Application Support and Maintenance. HCL Japan is especially strong at SAP related engagements (HCL is the 3rd largest SAP service provider in the world) in such areas as Global Rollouts, System Maintenance Service, and SAP Upgrades. For more information, please visit www.hcljapan.co.jp

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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