

## **Etisalat signs MOU with HCL Technologies to offer collaborative ICT services to customers**

**To bilaterally cooperate and explore opportunities in the areas of Cloud Computing, Mobility and ICT services**

**Dubai, UAE, May 9, 2011:** Etisalat today signed a Memorandum of Understanding (MoU) agreement with HCL Technologies, a leading global IT services provider, to bilaterally cooperate and explore collaborative opportunities for offering innovative ICT services to customers. The partnership agreement was signed by Mr. Abdulla Hashim, Senior Vice President, Business Solutions at Etisalat and Mr. Virender Aggarwal, President, APAC & MEA, at HCL Technologies.

As per the agreement, Etisalat and HCL Technologies will work together to explore the possibility of collaboration for offering joint ICT solutions to business customers in the areas of Mobility, Cloud Computing and advanced ICT services. The organizations will endeavor to share intellectual capital and industry expertise, towards developing and offering collaborative ICT value propositions to enable Middle East enterprises leverage new disruptive technologies towards accelerating their business growth.

Commenting on the partnership, Mr. Abdulla Hashim, Senior Vice President, Business Solutions at Etisalat said: "Etisalat is delighted to partner with HCL Technologies in our unswerving commitment to offer new age ICT solutions and provide enhanced value centric services to our customers. Through this intellectual capital driven association Etisalat endeavors to provide a differentiated user experience to its customers while reducing complexity and cost. This unique knowledge based partnership will create unparalleled level of expertise to implement, support and facilitate effective use of ICT applications and technologies."



“In addition to providing avant-garde services for our customers, this partnership will also consolidate Etisalat’s position as the region’s most forward-looking telecommunications and ICT service provider, as we continue to lead innovative developments in the ICT industry and seek to shape the technology and communications market of the future,” Mr. Hashim added.

According to Virender Aggarwal, President, APAC & MEA, for HCL Technologies, “This is a strategic partnership for HCL Technologies and we see great potential in delivering joint solutions around mobility that can drive efficiencies within enterprises. Given the enterprise focus on reducing costs and driving operational efficiency, we see a strong synergy between HCL Technologies and our demonstrated expertise in cloud computing and mobility allied with Etisalat’s world class telecom infrastructure and focus on ICT services. Given our respective strengths, we will be introducing a range of innovative services for enterprises to cement UAE’s position as one of the most advanced nations in terms of Telecom and ICT services in the region.”

The collaboration between HCL Technologies and Etisalat comes at a time when IT solutions are increasingly taking centre stage in organizational business plans to jumpstart growth, enhance productivity and optimize efficiency in line with renewed economic growth in the UAE. Technology trends have also evolved and today the UAE is leading the way in adoption of mobility solutions and cloud computing. The convergence of device connectivity, software innovation and cloud-based services is enabling a greater number of people and organizations to gain access to information and communicate and collaborate in more powerful ways.

#### **About Etisalat**

Etisalat is a leading telecommunications corporation catering to consumers, businesses, international telecommunication companies, ISPs, content providers and mobile operators. Headquartered in Abu Dhabi, UAE, Etisalat is the largest operator in the Middle East and Africa regions with a market value in excess of AED 80 billion (US\$20 billion) and annual revenues of approximately AED 30 billion (US\$8 billion).

Etisalat operates in 18 countries across Asia, the Middle East and Africa, a coverage area which reaches more than two billion people, and to date has 135 million subscribers through mobile and fixed line voice and data services. In December 2010, Etisalat UAE received the CommsMEA awards for ‘Overall Operator of the Year’ and ‘ISP of the Year’. Etisalat Group received awards of ‘Best African Operator’ for Etisalat Misr (Egypt), while Mobily (Etihad Etisalat) won ‘Middle East Operator of the Year’. In June 2009, Etisalat UAE was named ‘Best in Dubai’ for customer service during ITP’s Best in Dubai awards.



Etisalat UAE is pioneering the launch of the first commercial 4G service on its nation-wide LTE network and promises to deliver a compelling mobile broadband experience to customers. Etisalat is an innovative pacesetter which has powered the UAE to be one of the top 10 nations in the world in terms of the availability of new technologies, through its support and strategic vision of a number of government initiatives.

Through the launch of innovative new technologies and its regional growth strategy, Etisalat strives to be amongst the top 10 telecom operators in the world. Through Etisalat's major investment in Thuraya Telecommunications Company, a leading international mobile satellite service provider, the corporation's connectivity coverage reaches the majority of the entire planet.

The corporation offers a variety of hi-tech complimentary services to the telecommunications industry including managerial and technical training, SIM card manufacturing, payment solutions, clearing house services, peering, voice and data transit, and submarine and land cable services.

### 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 73,420 transformers to create a real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US\$ 3.3 billion (Rs. 15,160 crores), as on 31 March 2011 (on LTM basis). For more information, please visit [www.hcltech.com](http://www.hcltech.com)

### About HCL

HCL is a \$5.9 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 80,000 professionals of diverse nationalities, who operate from 31 countries including over 500 points of presence in India. HCL has partnerships with several leading global 1000 firms, including leading IT and technology firms. For more information, please visit [www.hcl.com](http://www.hcl.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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