HCL TECHNOLOGIES LTD.
Corporate Identity Number. L74140DL1991PLC046369
Technology Hub, Special Economic Zone
Plot No : 3A, Sector 126, NOIDA 201 304, UP, India.
T +91 120 6125000 F +91 120 4683030
Registered Office: 806 Siddharth, 96, Nehru Place, New Delhi-110019, India.
www.hcltech.com

March 7, 2017

**Mr. Girish Joshi**

**BSE Limited**
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400 001

**Mr. Avinash Kharkar**

**National Stock Exchange of India Limited**
Exchange Plaza, 5th Floor, Plot No. C/1, G Block
Bandra Kurla Complex, Bandra (East)
Mumbai – 400 051

**Subject: "HCL Announces Three–Stage Internet of Things Maturity Framework"**

Dear Sir,

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

This is for your information and records.

Yours faithfully,
For **HCL Technologies Limited**

M Anand

**Manish Anand**
**Company Secretary**

Encl. a/a

# HCL Announces Three–Stage Internet of Things Maturity Framework

**Noida, India – 7th March, 2017** – 'IoT WoRKS™ by HCL', the Internet of Things (IoT) business unit of HCL Technologies, announces the launch of IoT Maturity framework titled, **"IoT Maturity: Bridging the Gap Between Devices and Value"**, as seen in MIT Sloan Management Review. This Executive Scholar Exchange (ESE) provides a roadmap for large enterprises for IoT–led business transformation and how to exponentially increase the value derived from IoT investments. Among the key findings of this framework are the three stages of enterprise–IoT maturity:

- Maturity level 1: Process efficiency using IoT–enabled data
- Maturity Level 2: Building new revenue streams
- Maturity Level 3: Business transformation leveraging IoT data–led insights

The Executive Scholar Exchange (ESE) describes how moving across different levels of maturity requires an IoT platform at the core. To that end, defining the right IoT platform strategy remains the key. The IoT platform can integrate with enterprise IT & OT systems and centralize data from all instrumented assets, making data visible to key stakeholders so they can make better, faster decisions. In addition, it provides the flexibility to modify the services needs over a period of time as the business needs change and evolve.

"Realizing value through the Internet of Things may begin with simple goals, but it can catapult a business towards new horizons. Full IoT maturity depends on cross–organizational commitment to identify new revenue sources, spurring innovation, investing in supporting technology and nurturing relevant skills," said **Stephanie L. Woerner, Research Scientist, MIT Sloan Center for Information Systems Research.** "The level of commitment to completing the journey depends on organization's willingness to translate threats into opportunity by finding new sources of revenue in the face of changing industry trends, turning to innovation, investing in partnerships or acquisitions in case there is lack of capabilities in any specific area and finally ensuring organizational readiness."

"Many companies have made inroads into use–case based IoT projects, but very few have embarked on transformative programs. It is only by doing so that these firms will reach the intended IoT goals of efficiency, profitable business models and gaining a competitive edge," said **Sukamal Banerjee, CVP & Global Head – IoT WoRKS™, HCL Technologies.** "Defining the IoT platform strategy is the inflection point and there are four key components while choosing the right IoT platform – security, data analytics, scalability and agility."

This Executive Scholar Exchange carries insights from a recently concluded, first–of–its–kind Global IoT Survey 2017, commissioned by HCL Technologies, that captures the challenges and journey of early enterprise–wide adopters of IoT. The ESE articulates how enterprises can link IoT data with mobile apps and real–time analytics to drive faster decision–making and boost revenues.

Enterprises today are seeking transformative value of IoT beyond use-case based IoT projects. This paper provides a blueprint towards driving real business outcomes. To read the full report please click here.

**About IoT WoRKS™**

'IoT WoRKS™ by HCL', the dedicated 'Internet of Things' business unit of HCL Technologies, enables organizations to leverage best-in-class IoT solutions for maximizing returns from their asset investments and create entirely new services that deliver measurable business outcomes. IoT WoRKS™ offers end-to-end IoT services for organizations across the three phases – Define, Build & Run, to help design enterprise IoT programs, develop and implement IoT systems for realizing business value. Recognized as a market leader in IoT by independent analyst firms, IoT WoRKS™ continues to strengthen its leadership position in fast growing global IoT services market. For any further info, please contact: iotworks@hcl.com

**About HCL Technologies**

HCL Technologies (HCL) is a leading global IT services company that helps global enterprises re-imagine and transform their businesses through Digital technology transformation. HCL operates out of 32 countries and has consolidated revenues of US$ 6.7 billion, for 12 months ended 31st December, 2016. 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 DRYiCE™ Autonomics to transform clients' business and IT landscape, making them 'lean' and 'agile'. Mode 2 focuses on experience-centric and outcome-oriented services such as Digital and Analytics Services (BEYONDigital™), IoT WoRKS™, Cloud and Security, utilizing DRYiCE™ Orchestration 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 111,092 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.

**For details contact**
**HCL Technologies**
**Sumit Ranjan Aggarwal**
Sumit.Aggarwal@hcl.com