HCL TECHNOLOGIES

FOURTH QUARTER & ANNUAL RESULTS FY 2015

INVESTOR RELEASE

Noida, NCR, India, August 3rd, 2015

Q4'15 RESULTS

Revenue at **₹ 9,777 crores**; up **5.5%** QoQ & **16.1%** YoY
Net Income at **₹ 1,783 crores**; up **5.9%** QoQ & down **2.8%** YoY

Revenue at **US$ 1,538 mn**; up **3.2%** QoQ & **9.3%** YoY
Revenue growth in Constant Currency at **2.9%** QoQ & **16.0%** YoY
Net Income at **US$ 279 mn**; up **3.1%** QoQ & down **8.8%** YoY

FY'15 RESULTS

Revenue at **₹ 37,061 crores**; up **12.6%** YoY
Net Income at **₹ 7,254 crores**; up **13.9%** YoY

Revenue at **US$ 5,952 mn**; up **11.1%** YoY
Revenue growth in Constant Currency at **15.1%** YoY
Net Income at **US$ 1,164 mn**; up **12.2%** YoY

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"My biggest surprise in working with HCL has been the passion and the dedication of the employees. I expected the competence, knowledge, process, but what I really didn't expect was that their willingness and passion to get the job done, their doing the extra effort, their working harder, their creativeness and their dedication to my problems" - SVP, Business Operations - A F500 diversified financial services group of companies.

KEY MILESTONES IN FISCAL 2015

- Infrastructure Revenue exceed **USD 2 bn** milestone
- Engineering and R&D Services Revenue exceed **USD 1 bn** milestone
- Financial Services revenue exceed **USD 1.5 bn**
- Added **1** client in **USD 100mn+** category, **5** Clients in **USD 40mn+** category being driven by increased momentum in large deal signings in ITO and Engineering and R&D Services.
- Added **10** clients in **USD 10 mn+** category, **24** clients in **USD 5 mn+** category and **47** clients in **USD 1mn+** category reflective of our increased participation in engagements in digitalization and modern apps.
- Announces **₹5** dividend per share, being **50th** consecutive quarter of dividend payment

HIGHLIGHTS FOR THE QUARTER & FINANCIAL YEAR ENDED 30th JUNE, 2015

Amount in ₹ Crores

	FULL YEAR		QUARTER ENDED	
	FY'15	YoY	30-Jun-15	QoQ
Revenue	37,061	12.6%	9,777	5.5%
EBIT	8,250	4.0%	1,976	-0.1%
Net Income	7,254	13.9%	1,783	5.9%

Amount in US $ Million

	FULL YEAR		QUARTER ENDED	
	FY'15	YoY	30-Jun-15	QoQ
Revenue	5,952	11.1%	1,538	3.2%
REVENUE GROWTH (in CC)		15.1%		2.9%
EBIT	1,324	2.5%	309	-2.8%
Net Income	1,164	12.2%	279	3.1%



We go beyond the contract through collaboration, applied innovation and next generation partnership models leading to best in-class customer satisfaction benchmarks.

CORPORATE OVERVIEW

"The 21st Century Enterprise is witnessing both new threats and opportunities in an environment which is dynamic. In many ways, culture is becoming increasingly important to navigate these challenging times and HCL's philosophy of 'Relationship Beyond the Contract' has ensured that highly engaged employees have been able to create value in unexpected ways for clients. This has led to a strong growth performance, but more satisfyingly, very high levels of customer delight for us", said **SHIV NADAR, Chairman and Chief Strategy Officer, HCL Technologies.**

"HCL has yet again posted a broad-based performance for the financial year led by a robust revenue growth of 15.1% LTM YoY and 2.9% sequentially in constant currency. All our verticals posted strong double-digit performance in FY15 and industry leading growth in US and Europe with 14% and 18.7% LTM YoY constant currency growth respectively." said **ANANT GUPTA, President & CEO, HCL Technologies.**

"FY15 also saw us signing 58 Transformational engagements with more than US$ 5bn of Total Contract Value and emerging as the top placed Indian Origin Provider in the first competitive report by an industry analyst on Digitalization", he added.

"We have closed the financial year with all round robust performance reflected in revenue milestones achieved in key businesses like Infrastructure, Engineering and Financial Services, impressive movement in customer addition across the categories, efficient working capital management including DSO and healthy net income to Operating cash conversion at 84%. The continuing focus on investments in line with changing technology landscape impacted the margin metrics for the quarter." said **ANIL CHANANA, CFO, HCL Technologies.**

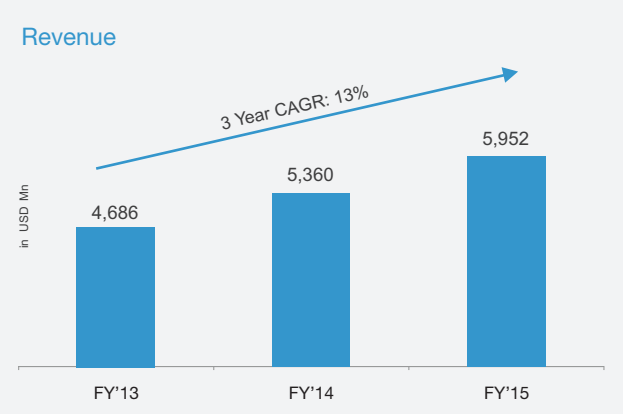
"One of the things that's been most impressive to me about our relationship with HCL is how transparently and closely the teams work together. It's a very close-knit group and it really looks, works and feels like one team" - CIO, One of the world's leading designers and manufacturers of floors and ceilings.

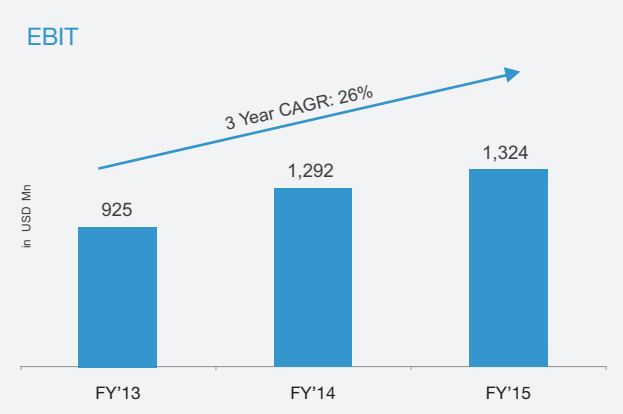
WHERE VALUES DRIVE VELOCITY

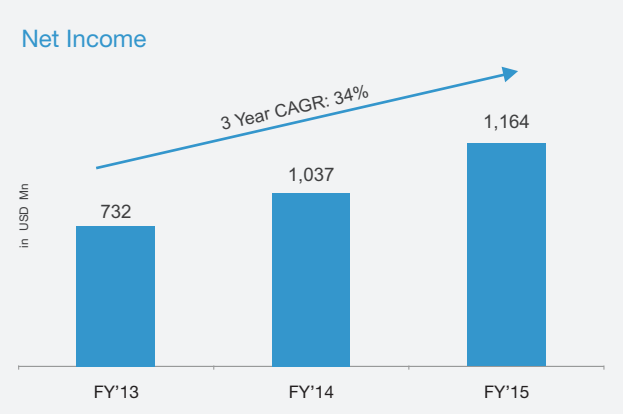
HCL

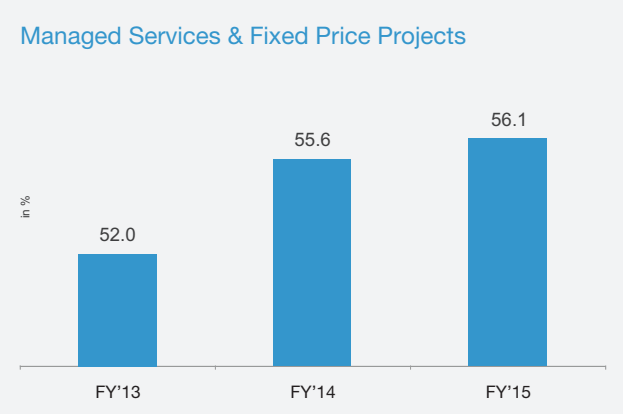
PERFORMANCE HIGHLIGHTS

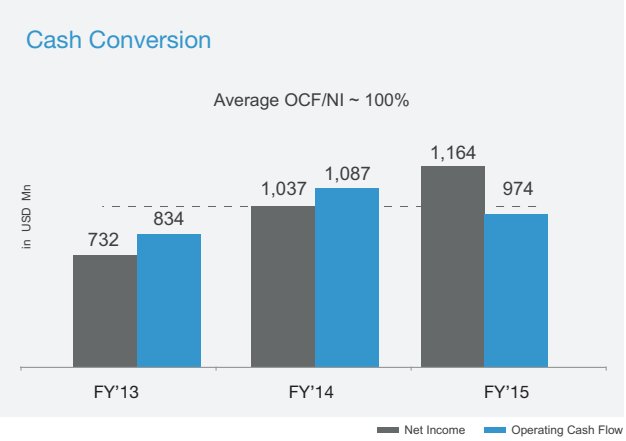
Overall Company Performance - Last 3 Financial Years

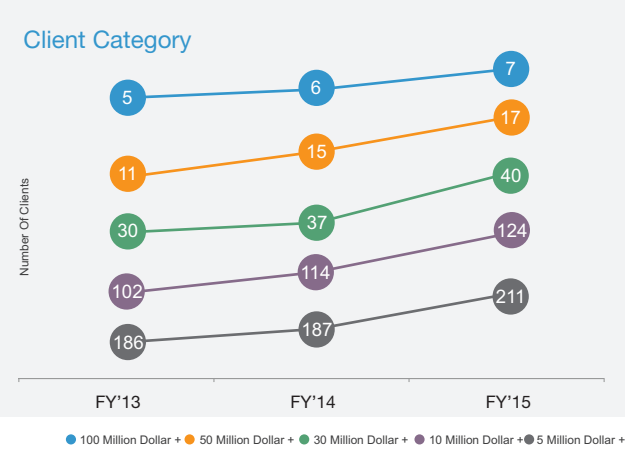












Basis the Interbrand Top 40 Indian Brands rankings 2014 - HCL is ranked 19th and records the highest jump in the brand value with a 35% increase over last year amongst all the 40 brands.

KEY CATALYSTS FOR GROWTH

REVENUE GROWTH FOR FY'15 IN CONSTANT CURRENCY

- Revenue grew by **15.1%**.
- Broad based growth across all segments.
- Americas, Europe and ROW grew by **14.1%**, **18.7%** and **10.3%** respectively.
- Service line growth driven by Engineering and R&D Services at **25.8%**, Business Services at **25.6%**, Infrastructure Services at **18.3%** and Application Services at **7.7%**.
- Vertical growth led by Retail & CPG at **24.7%**, Public Services at **18.1%**, Financial Services at **16.6%**, Lifesciences & Healthcare at **16.3%,** Telecommunications, Media, Publishing & Entertainment at **15.5%** and Manufacturing at **13.9%**.

REVENUE GROWTH (IN CONSTANT CURRENCY)

PARTICULARS	SEGMENTS	30-Jun-15		Full Year YoY (FY'15 over FY'14)
		QoQ	YoY	
Consolidated	**For the Company**	**2.9%**	**16.0%**	**15.1%**
Geography	Americas	5.1%	17.9%	14.1%
	Europe	0.1%	16.1%	18.7%
	ROW	-0.1%	7.5%	10.3%
Services	Application Services	1.4%	7.7%	7.7%
	- Industry Application Services	-0.2%	7.3%	7.5%
	- Enterprise System Integration	4.6%	8.5%	8.0%
	Infrastructure Services	5.2%	19.4%	18.3%
	Business Services	4.0%	19.1%	25.6%
	Engineering and R&D Services	1.9%	30.5%	25.8%
Verticals	Financial Services	2.1%	9.3%	16.6%
	Manufacturing	1.1%	19.0%	13.9%
	Lifesciences & Healthcare	10.2%	32.5%	16.3%
	Public Services	-4.0%	9.9%	18.1%
	Retail & CPG	7.1%	22.0%	24.7%
	Telecommunications, Media, Publishing & Entertainment	9.6%	22.6%	15.5%

TRANSFORMATIONAL AND BLUE CHIP CUSTOMER ACQUISITION

HCL has signed 58 transformational engagements during the Fiscal 2014-15 with US$ 5bn+ of Total Contract Value. These Bookings saw significant momentum driven by Next-gen ITO, Engineering Services Outsourcing, Digital and Modern Apps deals, each of which had a component of new technology constructs like Digitalization, Cloud etc. These engagements reflected a broad-based spread across verticals, service lines and geographies.

CORPORATE EXCELLENCE

In FY 15 HCL continued to be recognized for its best-in-class customer and employee engagement practices and commitment to create sustainable impact on society.

- Shiv Nadar, Founder & Chairman, HCL and Shiv Nadar Foundation has been awarded the 'AIMA Managing India Corporate Citizen Award 2014' by the All India Management Association. Mr. Nadar has also been named India's Outstanding Philanthropist of the Year 2014 by Forbes India Magazine.
- Anant Gupta, CEO, HCL Technologies, has been appointed as the Chair of World Economic Forum's Steering Committee on Industrial Internet of Things.
- HCL has been ranked in Forbes Asia's prestigious annual listing of the 50 best publicly traded companies in Asia-Pacific called 'Asia's Fab 50 Companies'. HCL has made it to this list for the sixth consecutive year.
- HCL has formally inaugurated its two new Global Delivery Centres in Oslo, Norway and Frisco, Texas (U.S.). The Centres will function as onshore hubs to provide transformational IT Infrastructure and Application Services to its customers.
- HCL also won the European Outsourcing Association's 'IT Outsourcing Project of the Year Award' for its successful IT Transformation project for a leading multinational pharmaceutical firm.
- HCL has launched 'My School', an employee-led education project wherein 100 HCLites have adopted 100 schools in urban slums and rural communities in 12 states in India. The company also launched "A Mile for Her" initiative to empower underprivileged women through digital literacy and life skills coaching.
- HCL has been recognized as a Top Employer in UK for the ninth consecutive year for HR best practices by the Top Employers Institute .

MARKET LEADERSHIP

Modern Apps & Digitalization

Milestones

- HCL has been positioned as a 'Major Player' in IDC MarketScape for Worldwide Digital Transformation and Consulting and Systems Integration Services 2015 Vendor Assessment, May 2015. (IDC #255870).
- HCL and CSC have signed a definitive joint venture agreement to form a banking software and services company. The joint venture will invest in platform modernization and product functionality enhancement and will capitalize on the proven capabilities of both companies in addressing the multi-billion-dollar, global core banking software market.
- HCL has extended its partnership with SAP to include a wide scope of services around core business analytics, including Big Data, the SAP 360 Customer solution, customer analytics and digital services.
- HCL has won Frost & Sullivan's 2015 CIO Impact Awards in the categories Enterprise Social Networking, Mobility and Cloud Computing.
- HCL signed several strategic partnerships this year with leading IT players like:
    - Moogsoft, a leading enterprise service assurance player, to address Service Assurance Modernization Market for Cloud, SDI and IoT.
    - Tele2, a leading European Telecommunications Operator, to address substantial market opportunities for Machine-to-Machine (M2M) and Internet of Things (IoT) solutions in Europe.
    - Blue Prism, a leading Robotic Process Automation technology, for delivering Next Generation Business Services through Robotic Process Automation.
    - AppDynamics to help enterprises transform application operations as part of its Digitalization offering.

Engagements

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

- HCL has signed a deal to implement next-generation platforms across front, middle and back office functions of one of the top Insurance Companies in Asia.
- HCL has won a deal with a Multinational Financial Services Company for developing Digital Security utility to be leveraged globally across their multiple lines of businesses.
- HCL has signed a deal with one of the world's leading B2B events business company to provide enhanced service offerings in Digital Engagement and Media products.

Overall in FY15 the company brought home many lighthouse engagements in this space:

- HCL has signed an engagement with a large US based multi-state gas utility for an application modernization program on its legacy mainframe billing software. This digital transformation initiative will focus on improving the customer experience for the company across multiple channels.
- HCL will implement a B2B Digital Platform for one of the world's leading global hygiene and forest products company. The platform will be rolled out in 50 countries.
- HCL has won a deal to design and implement an intelligent platform to study customer behavior for one of Japan's largest software companies.
- HCL has won a first of its kind multi-service delivery engagement with a top financial services leader to build and support its digital IT platform and transform the company to be a true digital enterprise. HCL will deliver these services globally from multiple locations.
- HCL has won a digital marketing transformation deal from one of the largest fast food giants in the world.
- HCL has won a deal to support the Supply Chain IT organization of a global ICT leader. HCL will bring in its expertise in integrating Digital Systems using diverse technology platforms to differentiate and create next gen systems for the company.
- HCL has won a multi-year deal from a leading marketing services agency. HCL will be taking over the technology support and data operations for its key marketing solution that supports data driven marketing decisions for multiple global brands.
- HCL has signed an engagement with one of the world's leading Internet-related services and products company to develop advanced decision support and process automation tools using Web 2.0/Big Data technologies.
- HCL has won a deal to manage and maintain digital platform including web and mobile platforms for a leading American Financial Services company.
- HCL has been selected by a US headquartered multinational telecom giant to build a next generation digital platform to support one of its strategic acquisitions. The engagement will entail integration of e-commerce platforms and building new business process flows for the company.
- HCL has signed an IoT engagement with a leading European Manufacturer to implement its next-gen business strategy. As a part of this multi-year engagement, HCL will develop a client specific platform and harness the intelligence from its industrial equipments commissioned globally. HCL's IoT solutions and approach will aim to enable the customer's drive for significant growth of their Services Business.

Engineering and R&D Services (ERS)

Milestones

- HCL has entered into a definitive asset purchase agreement to acquire certain assets of the privately held Trygstad Technical Services Inc., a US based company with deep expertise in the areas of core engineering, IoT, Embedded and Intelligent Systems. With this strategic acquisition, HCL enhances its ability to provide additional value and turnkey solutions to ecosystems of large independent software vendors.
- HCL has been ranked as a 'Leader' in Global R&D Services by leading analyst firm Zinnov in its 'Global Service Providers Ratings, 2014'.
- HCL has launched 'CTO Straight Talk', a first of its kind interactive magazine and application created especially for Product Engineering professionals. The inaugural issue of the magazine featured the theme of Enterprise Digitalization with a special focus on 'Internet of Experiences'.

Engagements

In Q4 HCL signed many multi-year, multi-million engagements in ERS with global leaders across industries.

- HCL has won a deal from a leading global multifunctional devices company to provide niche printer driver software solution.
- HCL has been selected by a leading global Financial Technology company for product engineering, testing, automation and product support operation.
- HCL has been selected by a large Japanese digital TV manufacturer to develop broadcasting applications for their products.

HCL's ERS business saw a lot of momentum throughout FY 15 led by large, structured outsourcing engagements:

- HCL has been selected as an Engineering Services Partner for a leading US based medical devices organization. As part of this engagement HCL will support and provide services in the areas of new product development, product sustenance, end of life management and compliance to regulations. This will enable the client to increase overall R&D throughput in its various divisions.
- HCL has been chosen as a strategic Engineering and Technology Partner by a leading Aerospace company. As part of this engagement, HCL will take up the turnkey engineering responsibility for several flight critical systems and subsystems of the company. HCL will also set up Centers of Excellence for Embedded Firmware, Software and Test Engineering which will help the client strengthen its existing and future aircraft programs.
- HCL has signed a large deal with an enterprise software company to provide complete end-to-end Product Development Life Cycle services.
- HCL has signed a deal to provide engineering services to a global leader of commercial vehicles manufacturer. HCL will be a partner in the client's R&D transformation journey, by providing product development and sustenance engineering to help the client in customizing existing products or launching new products for these markets.
- HCL has signed a large, multi-year Engineering and IT Services engagement with a Fortune 50 Manufacturer.
- HCL has been selected by a leading global networking equipment firm to develop and sustain the security product line.

Next-gen IT Outsourcing (ITO)

Milestones

- HCL Technologies has been positioned as a Leader in Gartner* Magic Quadrant for SAP Implementation Services, Worldwide, 23 July 2015 by Susan Tan.
- HCL has been positioned as a 'Leader' in Gartner* Magic Quadrant for Data Center Outsourcing and Infrastructure Utility Services, North America, 28 July 2015 by William Maurer, David Edward Ackerman, Christine Tenneson.
- HCL has been positioned as a 'Leader' in Gartner* Magic Quadrant for End-User Outsourcing Services, North America, 26 Aug 2014 by David Edward Ackerman, William Maurer, Bryan Britz.*

- HCL has been positioned as a 'Leader' in Gartner* Magic Quadrant for Communications Outsourcing and Professional Services, 4 November 2014 by Christine Tenneson, Eric Goodness, Bjarne Munch.
- HCL has been rated as a 'Leader' in The Forrester Wave™ for Global Infrastructure Outsourcing, Q1 2015William Martorelli and Wolfgang Benkel, January 13, 2015, Forrester Research Inc. According to the report, "HCL enjoys a solid reputation for flexibility, cost-effectiveness, and technological capability, which gives it an extremely strong value proposition."
- HCL has been named a 'Leader' in IDC MarketScape: Worldwide Datacenter Transformation Consulting and Implementation Services 2014 Vendor Assessment, December 2014, (IDC #252910).
- HCL has been positioned as a 'Leader' in IDC MarketScape for Worldwide Cloud Professional Services 2014 Vendor Assessment, doc #250238, August 2014. According to the report "HCL offers an enterprise-class cloud services delivery platform that covers the entire range of customer requirements from dedicated infrastructure stack to hybrid cloud environment".
- HCL has been positioned as a 'Major Player' in IDC MarketScape for Asia/Pacific Managed Security Services 2015 Vendor Assessment, May 2015. (IDC #Ap251064)
- For the 10th consecutive year, HCL has been positioned as a 'Leader' in IAOP's Global Outsourcing 100. This recognition places HCL as a Leader across all key parameters – Revenue, Employees and Global Presence.

Engagements

HCL continued its dominant leadership in next-gen ITO in Q4 FY15. The business saw some rejuvenated action fuelled by its propriety platforms and IPs in Cloud Computing, Automation and Service Integration.

- HCL has been chosen by a leading Pharmaceutical Company to deliver a global SAP transformation program for deploying commercial and manufacturing process.
- HCL has won a deal to support Global IT Support Services for a large multilateral Financial Institution. The engagement touches close to 170 international offices of the customer.
- HCL has been selected by a global leader in locomotive design and manufacturer for an IT Infrastructure Transformation engagement. As part of the engagement, HCL will be responsible not only for build, operate and transfer a multi-sourcing services integration and management (SIAM) function but also for providing global end user support through multilingual service desk, end user hardware provisioning & workplace engineering services across 360+ locations in 62 countries.
- HCL has been selected as a global preferred supplier for offshore services by a multi-national Insurance Company. As part of the engagement HCL will provide integrated solutions across all its stacks.
- HCL has won a deal to implement a distribution management solution for a major FTSE100 firm. This 'track and trace' solution will transform the client's service for both its private and business customers.
- HCL has won a deal to support IT infrastructure for the North American offices of one of the world's leading global insurance brokerage firm.
- HCL has won a deal from a leading payment services provider to deliver an integrated platform support across multiple service lines of Apps, Infrastructure & BPO for its issuer payments process.

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- HCL has been selected by a leading European firm for managing its Applications and end-to-end IT Infrastructure environment.

HCL continued to see the Re-bid market driving non-linearity and proactive obsolescence in the ITO segment throughout FY15:

- HCL has been selected by one of the world's largest engineering firms for delivering next-gen datacenter services. As part of this engagement HCL will be implementing a cloud based IaaS solution for the client's presence across the globe.
- HCL has been selected by a leading global logistics provider for end-to-end cloud implementation with orchestration, next-gen service desk platform, DR on cloud and enterprise mobility management.
- HCL has signed a multi-year engagement with a Fortune 100 Health Plan Provider for its Application Monitoring, DevOps and Mainframe Tools deployment.
- HCL has signed an IT infrastructure deal with world's leading integrated steel and mining company. As part of this engagement, HCL will be responsible for providing service desk and end-user computing services to the client.
- HCL has signed a multi-year IT infrastructure deal with a US based cable & communications services provider. HCL's global delivery center at Raleigh, North Carolina will be leveraged to deliver these services.
- HCL has won an IT Infrastructure contract from one of the world's leading manufacturing company for managing their IT Infrastructure. The scope of the engagement includes new technology roll-out and service provisioning from HCL service delivery centers in Poland, India and China.

FINANCIALS IN US$ FOR THE QUARTER & FINANCIAL YEAR ENDED 30th JUNE, 2015 (US GAAP)

CONSOLIDATED INCOME STATEMENT

Amount in US $ Million

INCOME STATEMENT	QUARTER ENDED			GROWTH		FULL YEAR		GROWTH
	30-Jun-14	31-Mar-15	30-Jun-15	YoY	QoQ	FY'14	FY'15	YoY
Revenue	**1,406.9**	**1,490.5**	**1,537.5**	**9.3%**	**3.2%**	**5,359.8**	**5,952.3**	**11.1%**
Direct Costs	870.6	964.8	1,012.7			3,291.5	3,823.2	
Gross Profits	**536.3**	**525.7**	**524.8**	**-2.1%**	**-0.2%**	**2,068.2**	**2,129.1**	**2.9%**
SG & A	166.0	189.7	196.6			657.1	733.1	
EBITDA	**370.4**	**336.0**	**328.2**	**-11.4%**	**-2.3%**	**1,411.1**	**1,396.0**	**-1.1%**
Depreciation	27.6	16.4	17.7			110.1	64.7	
Amortisation	2.1	1.8	1.9			9.3	7.7	
EBIT	**340.7**	**317.7**	**308.7**	**-9.4%**	**-2.8%**	**1,291.8**	**1,323.7**	**2.5%**
Foreign Exchange Gains/(loss)	(9.4)	(2.9)	5.9			(95.9)	(3.1)	
Other Income, net	34.8	31.5	27.5			93.1	149.5	
Provision for Tax	60.6	76.0	63.5			252.1	306.4	
Net Income	**305.4**	**270.3**	**278.7**	**-8.8%**	**3.1%**	**1,036.9**	**1,163.7**	**12.2%**
Gross Margin	38.1%	35.3%	34.1%			38.6%	35.8%	
EBITDA Margin	26.3%	22.5%	21.3%			26.3%	23.5%	
EBIT Margin	24.2%	21.3%	20.1%			24.1%	22.2%	
Net Income Margin	21.7%	18.1%	18.1%			19.3%	19.6%	
Earnings Per Share								
Annualized in US $								
Basic	0.87	0.77	0.79			0.74	0.83	**11.6%**
Diluted	0.86	0.77	0.79			0.73	0.82	**12.4%**

WEIGHTED AVERAGE NUMBER OF SHARES*	QUARTER ENDED			FULL YEAR	
	30-Jun-14	31-Mar-15	30-Jun-15	FY'14	FY'15
Basic	1,399,367,704	1,405,452,270	1,405,802,745	1,397,233,894	1,404,808,456
Diluted	1,413,139,738	1,411,317,770	1,412,640,360	1,413,598,490	1,411,663,430

OUTSTANDING OPTIONS (in equivalent no of shares)*	30-Jun-14	31-Mar-15	30-Jun-15
Options at market price	2,764,216	-	-
Options at less than market price	13,755,088	7,121,128	8,218,232

The options will vest in tranches till 2018.

** Number of shares and outstanding options have been adjusted for bonus issue made on March 21, 2015. These have been restated for previous quarters to facilitate like to like comparison.*



"The unique thing about working with HCL has been their willingness to come to the tale and work with us to make it successful. We've always been on schedule and are very pleased with the process that we have in place for providing support" - CIO, One of the Leading American manufacturers and retailers of outdoor wears.

CONSOLIDATED BALANCE SHEET

Amount in US $ Million

PARTICULARS	AS ON	
	30-Jun-14	30-Jun-15
Assets		
Cash and Cash Equivalents	169.6	212.3
Accounts Receivables, net	944.4	1,031.2
Unbilled Receivables	336.3	459.2
Fixed Deposits	1,390.7	1,519.2
Investment Securities, held to maturity	35.2	-
Investment Securities, available for sale	66.0	120.6
Other Current Assets	353.0	367.3
Total Current Assets	**3,295.2**	**3,709.8**
Property and Equipments, net	522.8	600.1
Intangible Assets, net	855.5	817.6
Investments in Equity Investee	2.6	1.5
Other Assets	389.8	481.7
Total Assets	**5,065.9**	**5,610.7**
Liabilities & Stockholders Equity		
Current Liabilities	1,361.8	1,450.5
Borrowings	124.8	73.6
Other Liabilities	242.8	197.8
Total Liabilities	**1,729.4**	**1,721.9**
Total Stockholders Equity	**3,336.5**	**3,888.8**
Total Liabilities and Stockholders Equity	**5,065.9**	**5,610.7**

CONSOLIDATED CASH FLOW STATEMENT

Amount in US $ Million

PARTICULARS	FY'14	FY'15	FOR QUARTER ENDED Jun'15
CASH FLOWS FROM OPERATING ACTIVITIES			
Net Income	**1,037.0**	**1,163.7**	**278.6**
Adjustments to Reconcile Net Income to Net Cash provided by Operating Activities			
Depreciation and Amortization	119.3	72.4	19.5
Others	(38.2)	(90.8)	(32.2)
Changes in Assets and Liabilities, net			
Accounts Receivable	(240.9)	(287.0)	45.1
Other Assets	(10.2)	(100.9)	58.1
Current Liabilities	219.7	216.7	81.4
Net Cash provided by Operating Activities	**1,086.7**	**974.0**	**450.5**
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of Property and Equipment	(118.0)	(194.5)	(38.7)
Proceeds from sale of property and equipment (including advance)	38.9	2.0	0.3
(Purchase) / Sale of Investments	12.1	(9.7)	(86.8)
Fixed Deposits (increase) / decrease	(774.8)	(212.7)	(137.5)
Investment in equity afiliates		(1.6)	-
Proceeds from sale of equity investments	-	1.6	1.6
Dividend from affiliates	-	1.0	-
Net Cash used in Investing Activities	**(841.9)**	**(414.0)**	**(261.1)**
CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds from Issuance of Employees Stock Options	5.6	1.7	0.0
Repayment of Debentures	-	(80.3)	0.5
Dividend	(212.3)	(453.5)	(106.4)
Loans	8.3	35.5	3.2
Others	(1.3)	0.9	1.1
Net Cash used in Financing Activities	**(199.7)**	**(495.7)**	**(101.5)**
Effect of Exchange Rate on Cash and Cash Equivalents	1.2	(21.5)	(9.7)
Net Increase in Cash and Cash Equivalents	46.3	42.8	78.2
CASH AND CASH EQUIVALENTS			
Beginning of the Period	123.3	169.6	134.1
End of the Period	**169.6**	**212.3**	**212.3**

REVENUE ANALYSIS AT COMPANY LEVEL (QUARTER ENDED)

GEOGRAPHIC MIX	30-Jun-14	31-Mar-15	30-Jun-15	FY'15
Americas	54.3%	57.5%	58.6%	57.5%
Europe	33.0%	31.0%	30.4%	31.4%
ROW	12.7%	11.5%	11.0%	11.2%

SERVICE MIX	30-Jun-14	31-Mar-15	30-Jun-15	FY'15
Application Services	44.2%	41.5%	40.9%	42.0%
- Industry Application Services	28.8%	27.3%	26.5%	27.1%
- Enterprise System Integration	15.4%	14.2%	14.4%	14.9%
Infrastructure Services	34.5%	34.5%	35.3%	34.7%
Business Services	5.1%	5.1%	5.2%	5.0%
Engineering and R&D Services	16.2%	18.9%	18.7%	18.3%

VERTICAL MIX	30-Jun-14	31-Mar-15	30-Jun-15	FY'15
Financial Services	28.4%	26.1%	26.0%	26.7%
Manufacturing	31.6%	33.4%	32.7%	32.8%
Lifesciences & Healthcare	10.2%	11.2%	12.0%	11.0%
Public Services	10.1%	10.4%	9.7%	9.7%
Retail & CPG	8.5%	8.4%	8.8%	9.1%
Telecommunications, Media, Publishing & Entertainment	8.9%	9.0%	9.5%	8.9%
Others	2.3%	1.5%	1.3%	1.7%

REVENUE BY CONTRACT TYPE	30-Jun-14	31-Mar-15	30-Jun-15
Managed Services & Fixed Price Projects	56.5%	56.3%	56.1%
Time & Material	43.5%	43.7%	43.9%

Basis the Brand Finance Top 10 Indian Brands Study of 2015 - HCL breaks into the top 10 brands at 9th rank and becomes the only brand among the top 10 to climb 3 spots from 2014.

CONSTANT CURRENCY (CC) REPORTING

REPORTED	30-Jun-14	30-Sep-14	31-Dec-14	31-Mar-15	30-Jun-15
Revenue ($ Mn)	1,406.9	1,433.5	1,490.8	1,490.5	1,537.5
Growth QoQ	3.4%	1.9%	4.0%	0.0%	3.2%
Growth YoY	14.6%	12.8%	12.8%	9.5%	9.3%
CONSTANT CURRENCY (QoQ)	**30-Jun-14**	**30-Sep-14**	**31-Dec-14**	**31-Mar-15**	**30-Jun-15**
Revenue ($ Mn)	1,399.2	1,451.6	1,522.0	1,530.4	1,534.4
Growth QoQ	2.8%	3.2%	6.2%	2.7%	2.9%
CONSTANT CURRENCY (YoY)	**30-Jun-14**	**30-Sep-14**	**31-Dec-14**	**31-Mar-15**	**30-Jun-15**
Revenue ($ Mn)	1,387.9	1,432.0	1,535.9	1,571.2	1,632.0
Growth YoY	13.1%	12.7%	16.2%	15.4%	16.0%

AVERAGE RATES FOR QUARTER	30-Jun-14	30-Sep-14	31-Dec-14	31-Mar-15	30-Jun-15
USD INR	59.9	60.9	62.7	62.3	63.6
GBP USD	1.69	1.65	1.58	1.51	1.54
EURO USD	1.37	1.30	1.24	1.11	1.11
SGD USD	0.80	0.80	0.77	0.73	0.75
AUD USD	0.93	0.91	0.85	0.77	0.77

PARTICULARS	SEGMENT	REVENUE GROWTH IN CONSTANT CURRENCY		
		QUARTER ENDED		Full Year YoY
		31-Mar-15	30-Jun-15	FY'15
Consolidated	For the Company	2.7%	2.9%	15.1%
Geography	Americas	0.2%	5.1%	14.1%
	Europe	4.4%	0.1%	18.7%
	ROW	10.6%	-0.1%	10.3%
Services	Application Services	0.8%	1.4%	7.7%
	- Industry Application Services	4.4%	-0.2%	7.5%
	- Enterprise System Integration	-5.4%	4.6%	8.0%
	Infrastructure Services	3.1%	5.2%	18.3%
	Business Services	7.9%	4.0%	25.6%
	Engineering and R&D Services	4.6%	1.9%	25.8%
Verticals	Financial Services	2.3%	2.1%	16.6%
	Manufacturing	3.6%	1.1%	13.9%
	Lifesciences & Healthcare	2.4%	10.2%	16.3%
	Public Services	11.9%	-4.0%	18.1%
	Retail & CPG	-10.5%	7.1%	24.7%
	Telecommunications, Media, Publishing & Entertainment	10.0%	9.6%	15.5%

"HCL has taken a strong leadership position, and led us through the different opportunities, different ways of doing things and made some pretty bold commitments that encouraged other people to actually do the same thing" - CIO, one of the world's leading investment savings, insurance and banking groups.

CLIENT METRICS

NUMBER OF MILLION DOLLAR CLIENTS (LTM)	30-Jun-14	31-Mar-15	30-Jun-15	QoQ CHANGE	YoY CHANGE
100 Million dollar +	6	7	7	-	1
50 Million dollar +	15	17	17	-	2
40 Million dollar +	18	22	23	1	5
30 Million dollar +	37	38	40	2	3
20 Million dollar +	67	73	73	-	6
10 Million dollar +	114	122	124	2	10
5 Million dollar +	187	206	211	5	24
1 Million dollar +	429	468	476	8	47

CLIENT CONTRIBUTION TO REVENUE (LTM)	30-Jun-14	31-Mar-15	30-Jun-15
Top 5 Clients	14.7%	13.5%	13.2%
Top 10 Clients	23.7%	21.8%	21.7%
Top 20 Clients	33.7%	32.2%	32.4%

CLIENT BUSINESS	30-Jun-14	31-Mar-15	30-Jun-15
New Clients	3.6%	5.8%	7.1%
Existing Clients	96.4%	94.2%	92.9%
Days Sales Outstanding - excluding unbilled receivables	**60**	**62**	**60**

Our Employees First, Customers Second management philosophy turns the traditional organizational pyramid upside down. At HCL, every employee is incentivized to think out of the box and every manager is accountable for nurturing these ideas to fruition with clients. The everyday innovation that this inspires, has helped create sustainable business value for our customers.

HEADCOUNT & UTILIZATION

MANPOWER DETAILS	30-Jun-14	31-Mar-15	30-Jun-15
Total Employee Count	**91,691**	**104,184**	**106,107**
Technical	83,312	95,190	97,135
Support	8,379	8,994	8,972
Gross Addition	8,442	11,041	9,448
Attrition - IT Services (LTM)	16.9%	16.2%	16.5%
Attrition - Business Services (Quarterly)	5.3%	8.3%	7.7%
Blended Utilization (Including Trainees)	84.5%	81.9%	83.5%

Note: Attrition excludes involuntary attrition

FACILITIES

AS ON 30TH JUN 2015	COMPLETED		WORK IN PROGRESS	
DELIVERY LOCATIONS	BUILT UP AREA (SQ. FT.)	NO. OF SEATS	BUILT UP AREA (SQ. FT.)	NO. OF SEATS
National Capital Region	3,152,938	32,852	2,186,391	9,911
Chennai	4,300,531	37,384	-	-
Bangalore	1,693,157	15,265	323,722	1,735
Others - India Delivery Locations	433,962	4,923	-	-
Global - Outside India	1,066,111	10,588	-	-
Total	**10,646,698**	**101,012**	**2,510,113**	**11,646**

CASH & CASH EQUIVALENTS, INVESTMENTS AND BORROWINGS

Amount in US $ Million

	30-Jun-15
Cash & Cash Equivalents	212
Fixed Deposits	1,519
Investment Securities, Available for Sale	121
Total Funds	**1,852**

	30-Jun-15
Short term borrowing	**74**

Note: For details please refer: http://www.hcltech.com/Q4FY2015DetailsOfCashandBorrowings

HCL has been Recognized as a Champion of Women's Empowerment Principles by the UN Women and UN Global Compact.

WHERE VALUES DRIVE VELOCITY

HCL

FINANCIALS IN ₹ FOR THE QUARTER & FINANCIAL YEAR ENDED 30th JUNE, 2015 (US GAAP)

CONSOLIDATED INCOME STATEMENT

Amount in ₹ Crores

INCOME STATEMENT	QUARTER ENDED			GROWTH		FULL YEAR		GROWTH
	30-Jun-14	31-Mar-15	30-Jun-15	YoY	QoQ	FY'14	FY'15	YoY
Revenue	**8,424**	**9,267**	**9,777**	**16.1%**	**5.5%**	**32,917**	**37,061**	**12.6%**
Direct Costs	5,215	5,997	6,429			20,215	23,798	
Gross Profits	**3,208**	**3,270**	**3,348**	**4.3%**	**2.4%**	**12,701**	**13,264**	**4.4%**
SG & A	992	1,179	1,248			4,036	4,563	
EBITDA	**2,216**	**2,091**	**2,100**	**-5.2%**	**0.4%**	**8,666**	**8,701**	**0.4%**
Depreciation	165	102	112			676	403	
Amortisation	12	11	12			57	48	
EBIT	**2,038**	**1,977**	**1,976**	**-3.1%**	**-0.1%**	**7,933**	**8,250**	**4.0%**
Foreign Exchange Gains/(loss)	(53)	(18)	36			(589)	(19)	
Other Income, net	211	197	176			572	931	
Provision for Tax	362	473	406			1,547	1,908	
Net Income	**1,834**	**1,683**	**1,783**	**-2.8%**	**5.9%**	**6,369**	**7,254**	**13.9%**
Gross Margin	38.1%	35.3%	34.2%			38.6%	35.8%	
EBITDA Margin	26.3%	22.6%	21.5%			26.3%	23.5%	
EBIT Margin	24.2%	21.3%	20.2%			24.1%	22.3%	
Net Margin	21.8%	18.2%	18.2%			19.3%	19.6%	
Earnings Per Share								
Annualized in ₹								
Basic	52	48	51			46	52	**13.3%**
Diluted	52	48	50			45	51	**14.0%**

WEIGHTED AVERAGE NUMBER OF SHARES*	QUARTER ENDED			FULL YEAR	
	30-Jun-14	31-Mar-15	30-Jun-15	FY'14	FY'15
Basic	1,399,367,704	1,405,452,270	1,405,802,745	1,397,233,894	1,404,808,456
Diluted	1,413,139,738	1,411,317,770	1,412,640,360	1,413,598,490	1,411,663,430

OUTSTANDING OPTIONS (in equivalent no of shares)*	30-Jun-14	31-Mar-15	30-Jun-15
Options at market price	2,764,216	-	-
Options at less than market price	13,755,088	7,121,128	8,218,232

The options will vest in tranches till 2018.

** Number of shares and outstanding options have been adjusted for bonus issue made on March 21, 2015. These have been restated for previous quarters to facilitate like to like comparison.*

Ideapreneurship™, HCL's culture of grassroots innovation, featured as a case study in the Cambridge University Students' Union (CUSU) publication titled Strategies for Success.

CONSOLIDATED BALANCE SHEET

Amount in ₹ Crores

PARTICULARS	AS ON	
	30-Jun-14	30-Jun-15
Assets		
Cash and Cash Equivalents	1,021	1,352
Accounts Receivables, net	5,684	6,563
Unbilled Receivables	2,024	2,923
Fixed Deposits	8,370	9,670
Investment Securities, held to maturity	212	-
Investment Securities, available for sale	397	767
Other Current Assets	2,124	2,338
Total Current Assets	**19,833**	**23,613**
Property and Equipments, net	3,147	3,820
Intangible Assets, net	5,149	5,204
Investments in Equity Investee	12	8
Other Assets	2,346	3,066
Total Assets	**30,487**	**35,711**
Liabilities & Stockholders Equity		
Current Liabilities	8,197	9,232
Borrowings	751	469
Other Liabilities	1,462	1,259
Total Liabilities	**10,409**	**10,960**
Total Stockholders Equity	**20,078**	**24,751**
Total Liabilities and Stockholders Equity	**30,487**	**35,711**

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 emergence on global landscape after its IPO in 1999, HCL has focused on 'transformational outsourcing', underlined by innovation and value creation, offering an integrated portfolio of services including software-led IT solutions, remote infrastructure management, engineering and R&D services and Business services. 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 & Life sciences. HCL takes pride in its philosophy of 'Employees First, Customers Second' which empowers its 106,107 transformers to create real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenue of US$ 6.0 billion, for the Financial Year ended on 30th June 2015. 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 31 countries. How can I help you?

CASH & CASH EQUIVALENTS, INVESTMENTS AND BORROWINGS

Amount in US $ Million

	30-Jun-15
Cash and Cash Equivalents	212.3
Fixed Deposits	1,519.2
Investment Securities, available for Sale	120.6
Total	**1,852.1**

	30-Jun-15
Borrowings	**73.6**

A. DETAILS OF CASH & CASH EQUIVALENTS

Amount in US $ Million

BANK NAME	COUNTRY	30-Jun-15
Citi bank	India	23.0
Citi bank	Ireland	13.5
Deutsche Bank AG	America	12.5
Citi bank	Sweden	10.3
Citi bank	Singapore	9.6
Bank of America	Canada	8.6
Deutsche Bank AG	Netherland	8.2
Deutsche Bank AG	United Kingdom	7.5
Citi bank	China	7.4
Citi bank	Australia	4.6
Citi bank	Italy	4.5
Deutsche Bank AG	France	4.1
Wells Fargo Bank	America	4.1
BNP Paribas	Russia	3.2
JPMorgan Bank	America	2.9
Citi bank	Chile	2.7
Citi bank	New Zealand	2.7
Deutsche Bank AG	Switzerland	2.6
BNP Paribas	Saudi Arabia	2.6
Citi bank	Philippines	2.3
Standard Chartered Bank	South Africa	2.0
Citi bank	Malaysia	1.9
Citi bank	Finland	1.6
Citi bank	Japan	1.4
Santander Santiago	Chile	1.3
Bank of America	Mexico	1.2
Others	Others	65.9
Total		**212.3**

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

B. FIXED DEPOSITS

Amount in US $ Million

	30-Jun-15
Bank of Baroda	187.6
Bank of India	148.1
Canara Bank	198.4
Corporation Bank	141.4
HDFC Ltd	187.4
Oriental Bank of Commerce	114.8
Punjab National Bank	103.7
State Bank of Bikaner & Jaipur	92.2
State Bank of Hyderabad	25.1
State Bank of India	67.5
State Bank of Mysore	25.0
State Bank of Patiala	20.0
State Bank of Travancore	47.1
Union Bank of India	15.7
IDBI Bank	145.2
Total Fixed Deposit	**1,519.2**

C. INVESTMENT SECURITIES, AVAILABLE FOR SALE

Mutual Funds Liquid Schemes	120.6
Total Investment Securities, available for Sale	**120.6**