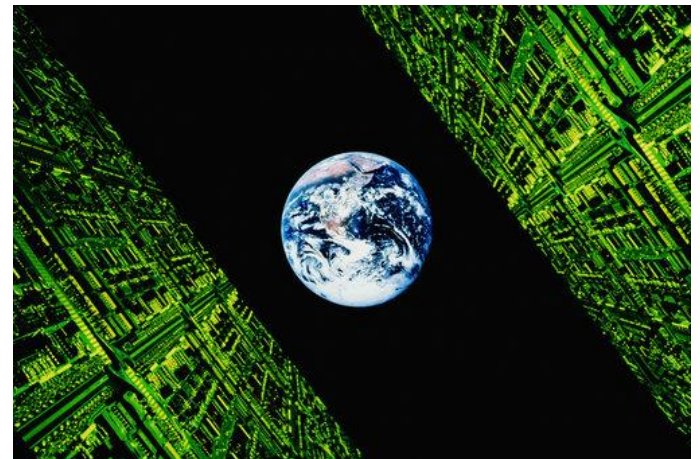


# HCL: Pioneers of Modern Computing

*"Any sufficiently advanced technology is indistinguishable from magic."*

- Arthur C. Clarke



*Building Technologies of the Future*

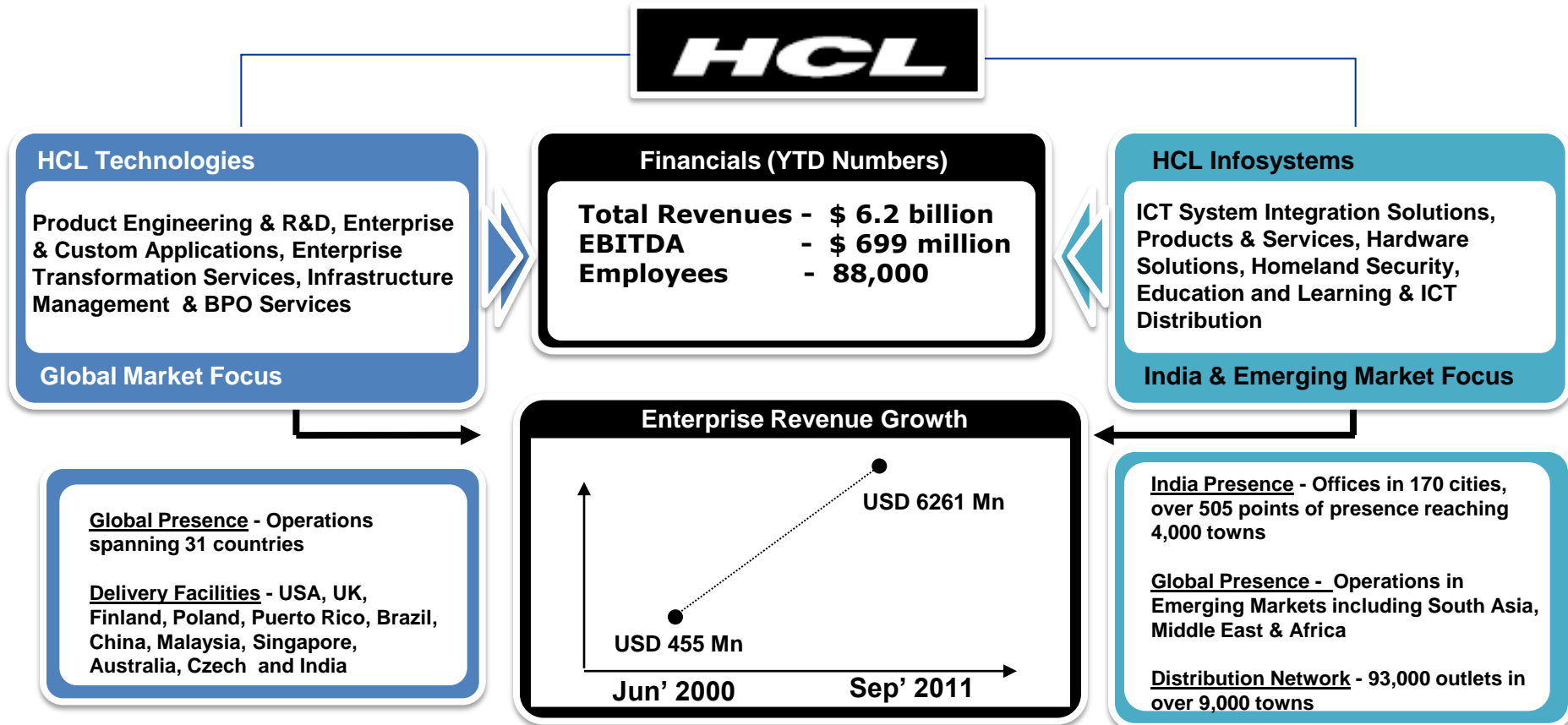
1 December 2011

**HCL**

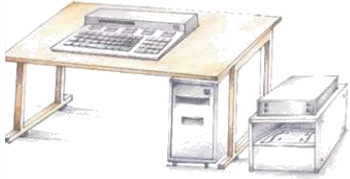
# What's Inside

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# Enterprise Snapshot



# HCL Firsts



1<sup>st</sup> truly indigenous computer 8C. Shipped same time as Apple, three years before IBM PC.



1<sup>st</sup> offshore site started in Belfast - laying the foundations of GDM



1<sup>st</sup> to cross the 100,000 unit milestone in the Indian Desktop PC market.

1<sup>st</sup> home computer for India – “The Beanstalk”



1<sup>st</sup> to offer multi-service delivery



1<sup>st</sup> to value employees over customers



1<sup>st</sup> IT major to start mainstream advertising

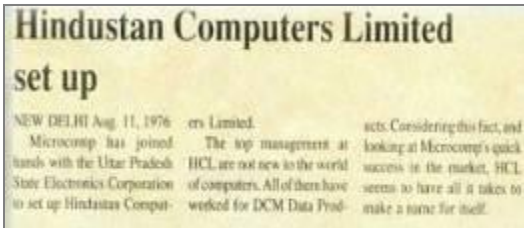


1<sup>st</sup> to engage in mature global partnerships



# HCL in Technology: the Three Eras

## 1976 - Making Dreams a Reality Hindustan Computers Ltd. is born



Develops the first indigenous micro-computer at the same time as Apple and 3 years before IBM's PC in 1978. This micro-computer virtually gave birth to the Indian computer industry



Enters into JV with HP, Nokia and Perot Systems

Launches India's first Home Computer - "The BeanStalk"

Pioneers remote infrastructure management, now one of world's best performing Infrastructure providers

HCL's R&D is spun-off as HCL Technologies - marks advent into software services



Addressing end to end technology solutions in the Security & Surveillance domain

Empowering space research and oilfield exploration with High Performance Computing

Acquires AXON - the largest acquisition ever by an Indian IT company



Designs implantable medical devices for pain relief



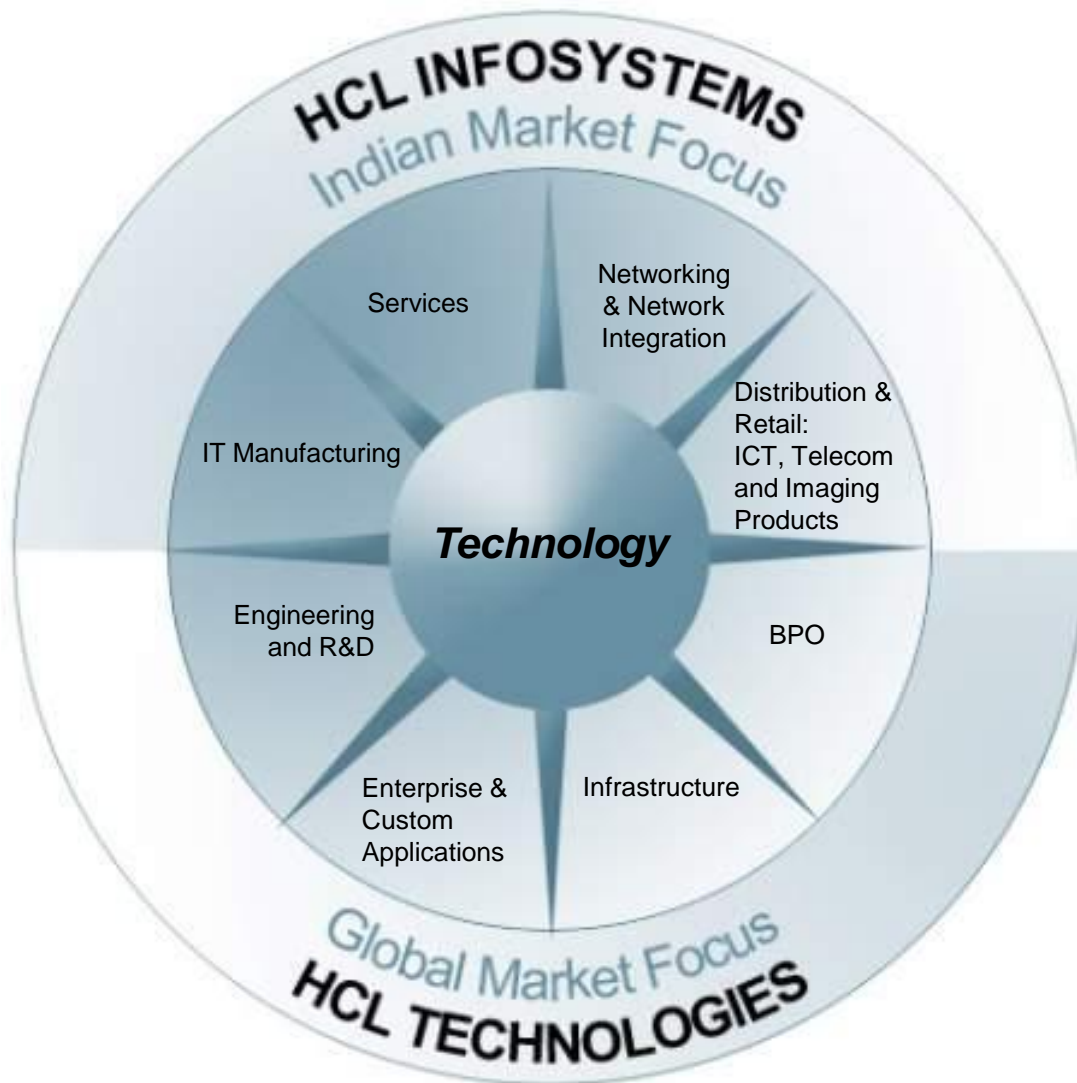
Creates Flight Management systems for the world's most advanced aircraft

1970s & 80s - The Pioneering Years

1990s - Years of Consolidation

Building Technologies of the Future

# HCL Business Model



## Global presence in 31 countries

### Americas

Brazil  
Puerto Rico  
USA  
Mexico

### Asia

China  
Hong Kong  
India  
Israel  
Japan  
Malaysia  
Saudi Arabia  
Singapore  
UAE  
Qatar  
Indonesia

### Africa

South Africa

### ANZ

Australia  
New Zealand

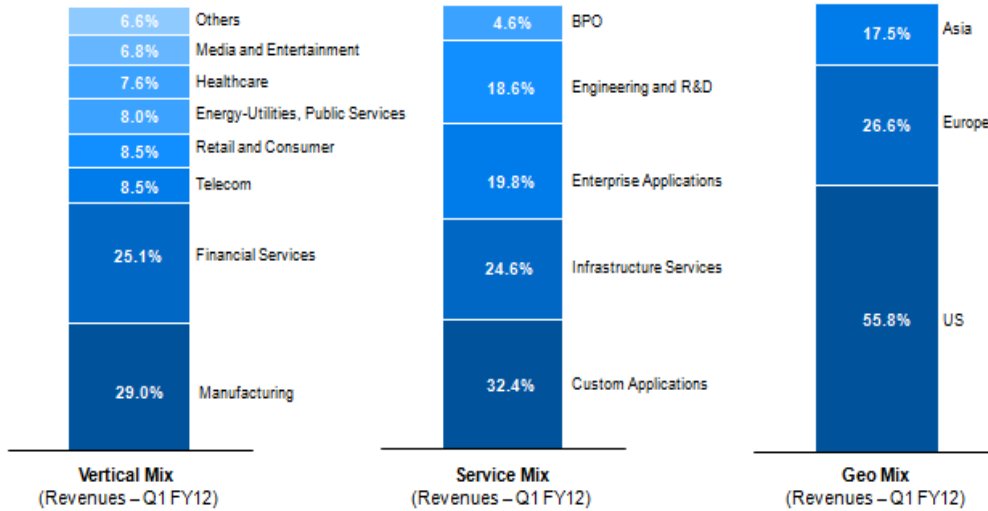
### Europe

Belgium  
Czech Republic  
Finland  
France  
Germany  
Italy  
Netherlands  
Poland  
Sweden  
Switzerland  
UK  
Norway  
Denmark

**HCL**

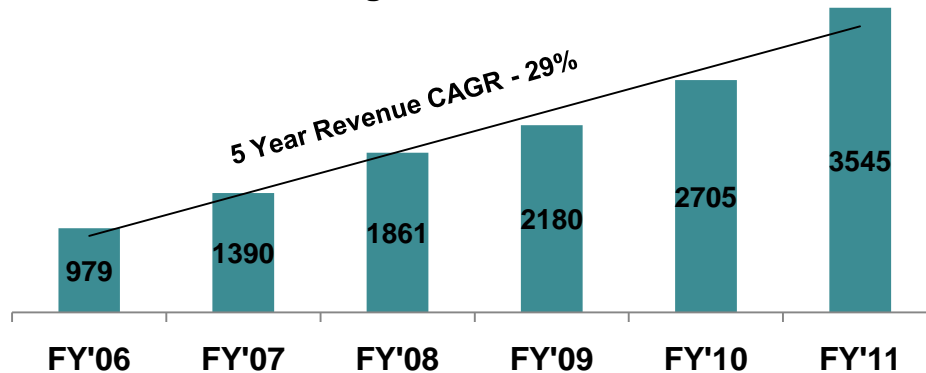
# HCL Technologies – The Magic of the Empowered Employee

*Diversified and De-risked portfolio*



*HCL's five year CAGR of 29% exceeds the average of top 3 Indian players at 23%*

## HCL Technologies - 5 Year Revenue Growth



### 1 Value-centricity driven by customer insight

Customer centric value offerings establish the difference between a provider and a partner. The difference comes from unique customer insights backed by competencies and validated by customer experience

### 2 HCL understands transformational challenges

Performance  
Business Alignment  
Cost and ROI  
Predictability

### 3 How we do it...

Multi-Service Delivery - Only organization with full service range of IT infrastructure, applications & BPO services



# HCL Infosystems – On a Transformation Journey

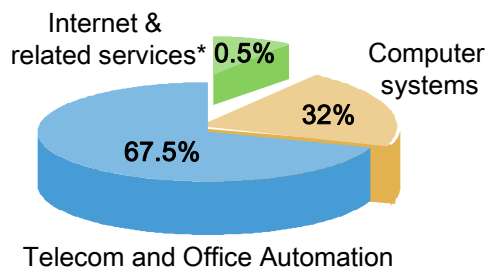


**Ajai Chowdhry**  
 Founder HCL & Chairman, HCL Infosystems  
 Padma Bhushan Awardee, 2011



**Harsh Chitale**  
 Chief Executive Officer, HCL Infosystems Limited

**Revenue: USD 2.6 Billion**



\* Discontinuing Operations



HCL Infosystems continues its transformation Journey:

- Ranked No. 1 Employer of the Year by DQ-CMR Best Employer Survey 2011
- Won DDI's "Grow your Own Leaders Award" for overall management culture & effectiveness of the organization's talent management system.
- Topped IDC-Dataquest Customer Satisfaction Charts for consecutive years

## Growth Drivers

### Life Cycle Services

- Infrastructure managed services
- Facility Management
- Managed print services
- Multi-brand Repair
- Remote Technical support (domestic/overseas)

### Multi-brand Distribution

- Mobile & Mobile Accessories
- Edutainment & Gaming
- USB, Memory Cards
- Digital Imaging & Cameras

### Mobility Solutions

- B2B applications for Sales Force, Field Force automation, KYC & Hospitality etc
- Tablets for consumers & enterprises

### Learning – DigiSchool

- DigiSchool – Multimedia content around K12 classroom; VAS around DigiSchool
- Xcelerate – Solution for Higher Education
- K12 content, Test prep on Dongle & Tablet
- School ERP products – School Management

### Emerging Markets

- IT Hardware, IT Software
- IT Services & SI
- Security & Learning

### System Integration

- BFSI
- BFSI CO-OP
- Telecom
- Utility
- e-Governance

### Cloud Computing

- Public cloud for SMBs
  - Enterprise Apps – HRMS, CRM, Accounting
  - Mail Collaborative suit – Enterprise class email services
  - HIS – Hospital Information Systems
- Private cloud – Services to set up on private cloud



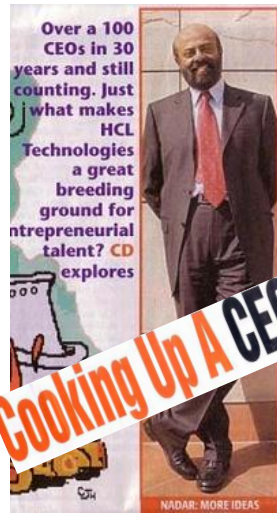
# The Differentiating Factors...

## Entrepreneurship



**1**

Six young entrepreneurs leave their secure corporate jobs with a dream that the microprocessor would change the world



**2**

Instilling confidence and nurturing entrepreneurs internally

### Employee First



**3**

Empowering and enabling employees to take charge completely...thus fostering a culture of Intrapreneurship

## Partnership



**1**

Partnering and living the partnership is in our DNA – we have fostered such relationships right from our inception

**2**

Nurtured and grown with partners

# Partnerships: the Growth Drivers for HCL

## Product Partnerships

**TOSHIBA**

1977  
Leading position in Office Automation in India



1981  
Over 25 years of scripting an ear of computing across the Microprocessor

**Microsoft**

1985  
Over 20 years of strategic relationship that has seen the computer evolve from a computing device to the centre of the Digital World

**NOKIA**

1996  
Dominant position in mobile handset market in India

**AMD**

2004  
Partnering in computing and providing IT Services

## Joint Ventures/ M&A



1991-96  
Created the HP brand for computers in India

**perot systems**

1996-2003  
Significant IT Services with quarter billion dollar enterprise value



2001-05  
First Indian BPO Global Delivery Centre, currently employing 500 UK nationals

**Deutsche Bank**  **NEC**

2002-05  
Largest financial service offering widest range of Capital Market Services



2005  
First Japan- India hi-tech JV for Product Engineering Services

2008  
HCL acquired Axon Group plc. The acquisition is one of the biggest acquisition from an Indian IT company in recent times

## Strategic Alliances

**IBM**

2005  
HCL sets up first Power PC architecture design centre outside of IBM



1996  
Largest development (R&D) facility outside Cisco. Gold partner for the Indian market



**BOEING**

2005  
Partners with Boeing for 787 Dreamliner programme

**MISYS** 

2007  
A Strategic partnership with Misys to open new markets and drive innovation, quality improvements and speed to market for key Misys financial services solutions in high growth economies.



2007  
Partners with CA for Threat Management Solution Products. End to End Product Research, Development & Support.

**HCL**

# Latest Updates...

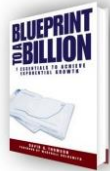
**BusinessWeek**

Declares HCL among world's top 30 most influential companies and one of the world's top five Emerging Companies to Watch



Recognize HCL's Employee First Philosophy as the world's most modern management

**BusinessWeek**  
**FORTUNE**



HCL is featured as a case study in a global best-seller



Ranked as the world's **Best** Managed outsourcing vendor by **Black Book** of Outsourcing **2009**

HCL wins FT ArcelorMittal Boldness in Business Award



**The Economist**

IBM and the other multinationals are becoming increasingly nervous about the fifth-biggest Indian outsourcer, HCL Technologies



Shiv Nadar, Founder - HCL, receives the Padma Bhushan award, third highest civilian recognition bestowed by the President of India



HCL ranked 3rd in India by Brand Equity's Most Trusted Brands Survey 2010



Harsh Chitale - Appointed as CEO, HCL Infosystems



Shiv Nadar, Founder - HCL, conferred the DataQuest IT Lifetime Achievement Award, 2010



Shiv Nadar, Founder - HCL, declared the NewsX Businessman of the year 2010



Shiv Nadar, Founder - HCL, conferred the ET Corporate Excellence Award for CSR for his outstanding philanthropic endeavours



Ajai Chowdhry, Founder - HCL, receives the Padma Bhushan award, third highest civilian recognition bestowed by the President of India



Shiv Nadar, appointed Chairman, Board of Governors, IIT Kharagpur by the President of India

# Technology that Touches Lives...

## Corporate Governance

HCL believes that strong corporate governance practices should be integral to all activities of its Group Companies to ensure efficient conduct of the affairs of the Companies, while upholding the core values of **transparency, integrity, honesty, and accountability**

## Volunteer driven social activities



School Intervention Programs (SIP)



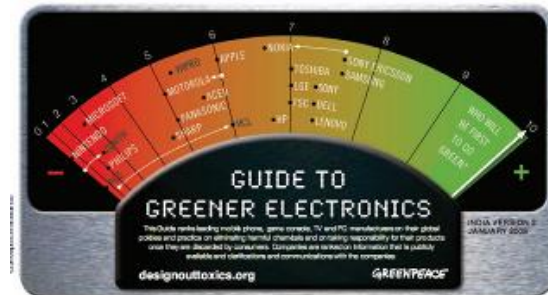
Environmental Conservation and Healthcare Campaigns

## Caring for nature



HCL has one of the most progressive policies promoting sustainability in operations to have least stress on the environment

HCL tops Greenpeace e-waste management chart  
HCL tops major Indian companies progressively deploying policies & practices to eliminate harmful chemicals from e-products



# The Shiv Nadar Foundation



## Vision

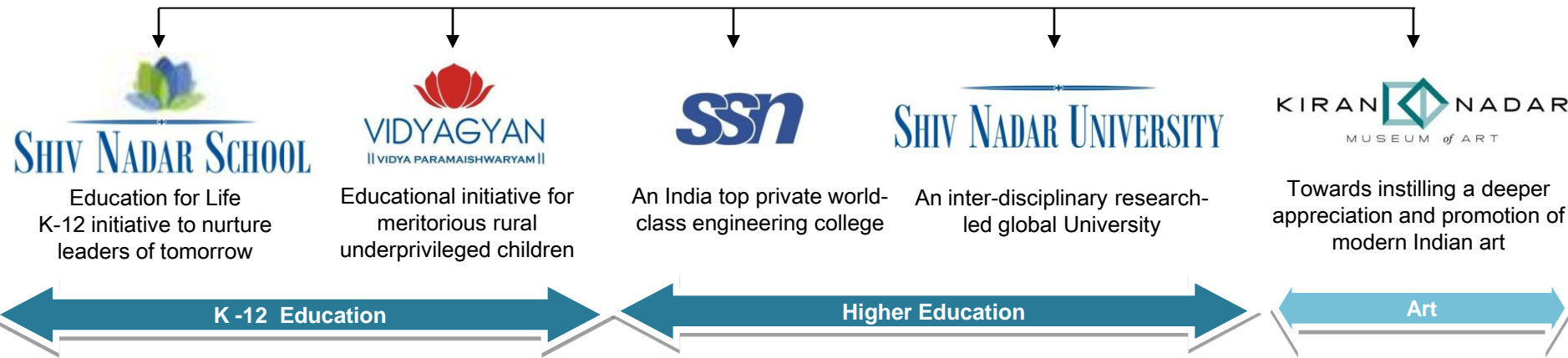
Leadership for Change.  
Through Transformational Education.

## Mission

Creating equitable opportunities for leadership, through focused philanthropy in research-led education, creativity and art.

SHIV NADAR FOUNDATION

[www.ShivNadarFoundation.org](http://www.ShivNadarFoundation.org)



[www.hcl.com](http://www.hcl.com)

***HCL***