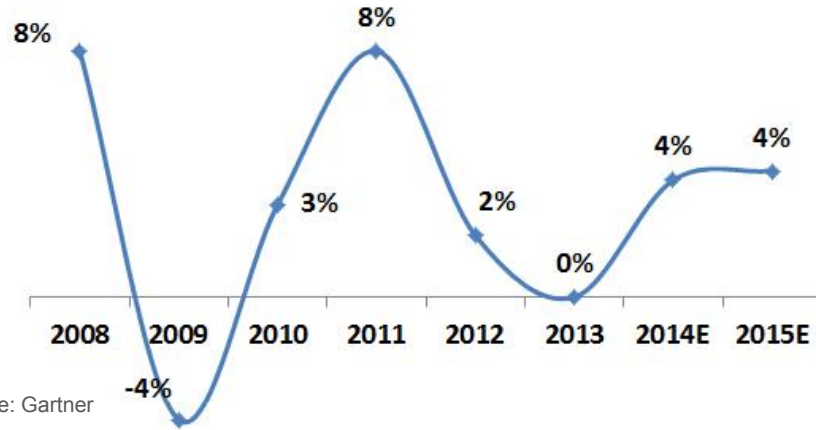


Market Analysis

July 2014

Market Trends – Market is Moving Towards Gen 2.0 Outsourcing

Year 2014 Projected to be Stronger Than 2013 (Gartner)



ISG Record Best Ever 2nd Quarter in Terms of Deal Activity

Scorecard	2Q14 ACV (\$B)*	2Q Y/Y Change	2Q Q/Q Change	1H14 ACV (\$B)*	1H Y/Y Change
Global Market	\$ 6.4	72%	6%	\$ 12.4	34%
New Scope	\$ 4.1	49%	7%	\$ 7.9	41%
Restructurings	\$ 2.3	139%	4%	\$ 4.5	23%
Mega-relationships	\$ 1.6	83%	-9%	\$ 3.4	43%
ITO	\$ 4.9	100%	7%	\$ 9.5	52%
BPO	\$ 1.5	17%	2%	\$ 2.9	-4%
Americas	\$ 2.3	118%	22%	\$ 4.2	21%
EMEA	\$ 3.1	45%	-2%	\$ 6.3	32%
Asia Pacific	\$ 1.0	94%	0%	\$ 1.9	99%

“ISG Outlook – CY2014 ACV to Exceed CY2013 ACV Levels by More Than 25%”

Source ISG

The Digitalization Wave

70%

CIOs will change their technology and sourcing relationships in the next 2 to 3 years for a variety of reasons.

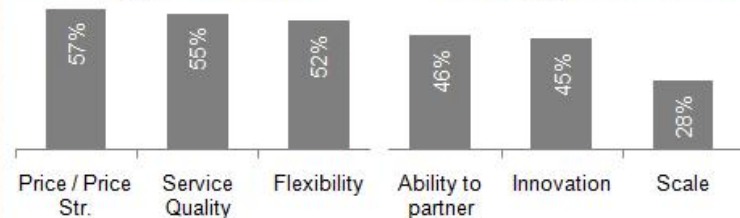
46%

Need to work with new categories of partners, e.g., Mobility, Cloud, Digital Agency, Big Data, Analytics, Social

Issues That Are Driving Change

RTB Engagement Issues

CTB Engagement Issues



SO THE CLEAR DIFFERENTIATORS!!

RTB

- Flexibility

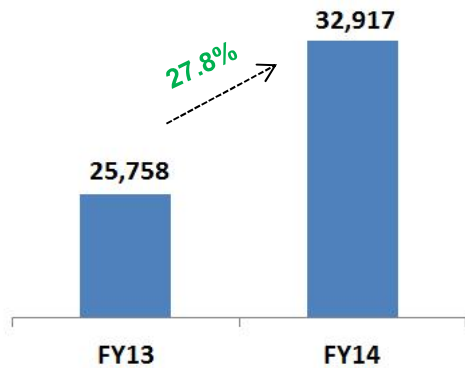
CTB

- Ability to Partner
- Innovation

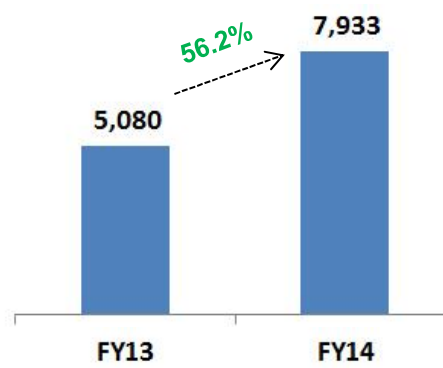
HCL FY14 Performance – Building a Solid Foundation for Sustainable Future Growth

Top-Line and Bottom Line Performance

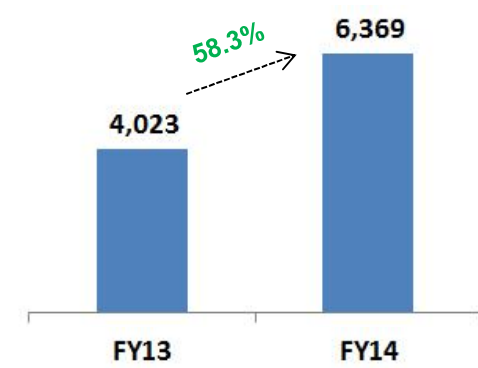
Total Revenues (INR Cr)



EBIT (INR Cr)



Net Income (INR Cr)



Key Milestones

- Annual Revenues Cross \$5Bn
- FY14 Bookings Cross \$5Bn

Customer Acquisition

- HCL Added 1 Client in \$100mn+ Category; 4 in \$50mn+ and 16 in \$20mn+ Category

Operational Performance

- ROE at all time high of 36%
- Contribution from Fixed Price Projects Reaches 56.5% (AMJ14)

FY14 and AMJ14 Performance

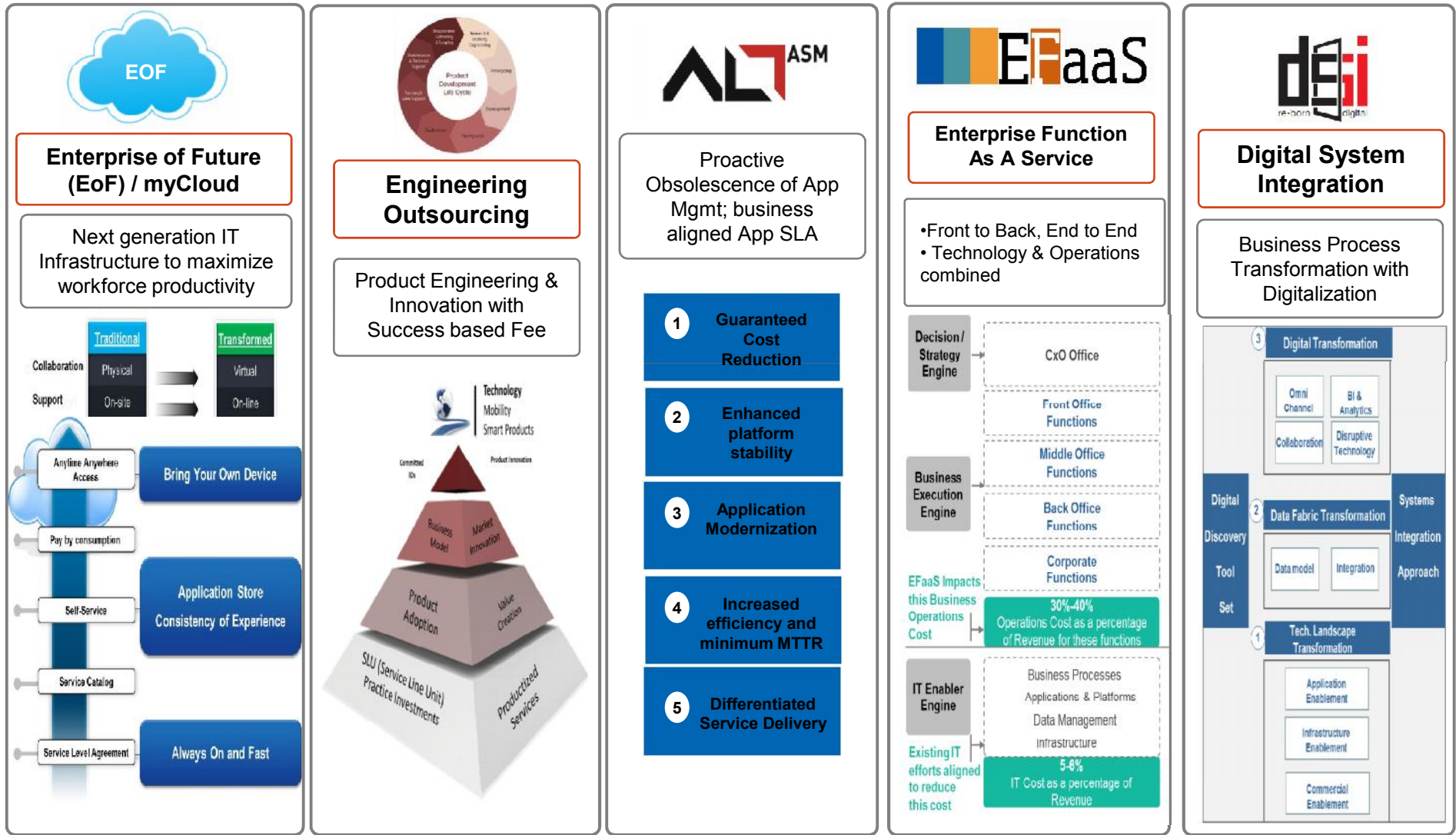
Reported Currency USD

	Growth Rates	AMJ'14 QoQ	AMJ'14 YoY	FY YoY
FY14 Revenues – \$5360 Mn	Revenues	3.4%	14.6%	14.4%
	Service Lines			
	Application Services:	1.5%	7.9%	5.1%
Growth engines – Infra and BServ	EAS	0.5%	8.5%	3.7%
	Custom Applications	2.2%	7.6%	5.9%
	ERS	3.8%	7.5%	7.4%
	Infrastructure Services	3.7%	25.6%	33.2%
	Business Services	17.7%	35.4%	20.8%
	Verticals			
	Financial Services	9.3%	28.7%	22.4%
	Manufacturing	-2.1%	10.7%	18.1%
	Retail & CPG	2.9%	12.9%	8.5%
	Telecom, Media Publishing & Entertainment *	10.0%	1.5%	-1.3%
Growth engines – Public Services and Financial Services	Life Sciences & Healthcare	0.9%	3.7%	5.8%
	Public Services	2.8%	44.7%	43.5%
	Geos			
	Americas	1.3%	9.2%	12.2%
	Europe	7.4%	24.3%	24.9%
	RoW	2.5%	15.4%	1.5%

■ Businesses with Growth Above Overall HCL's Growth

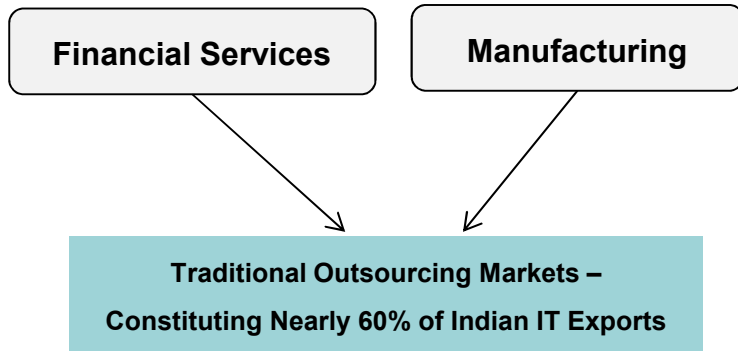
4 | Note: Telecom vertical revenue consisted of revenue from Telecom Equipment manufacturers and from telecom service providers. Effective 1st July, 2013, Revenue from Telecom Manufacturing part has been classified under 'Manufacturing' vertical while revenue from Telecom Service Providers has been clubbed with 'Media, Publishing & Entertainment'.

Record \$5Bn+ Bookings Fuelled by Gen 2.0 Propositions

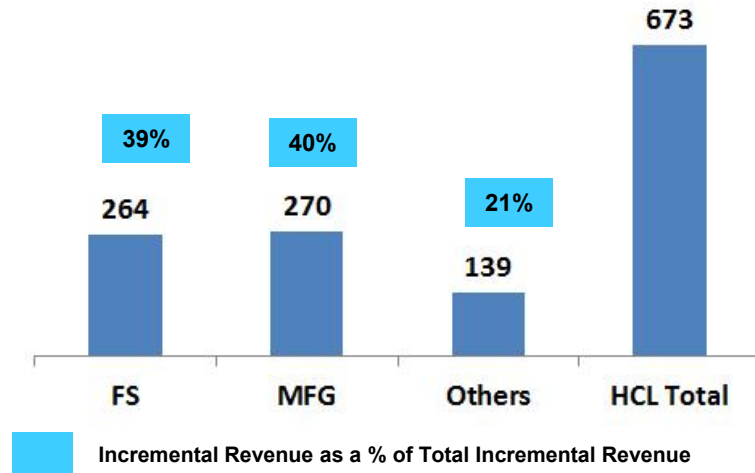


Industry Leading Performance Across Early Adopters of Gen 2.0

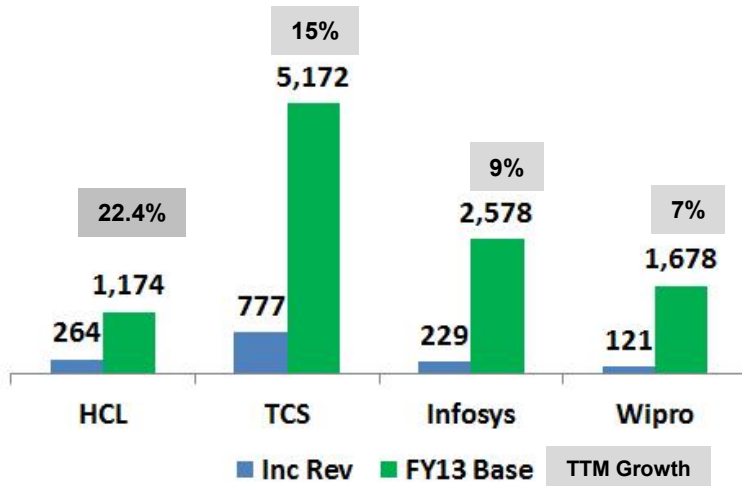
Early Adopters of Gen 2.0



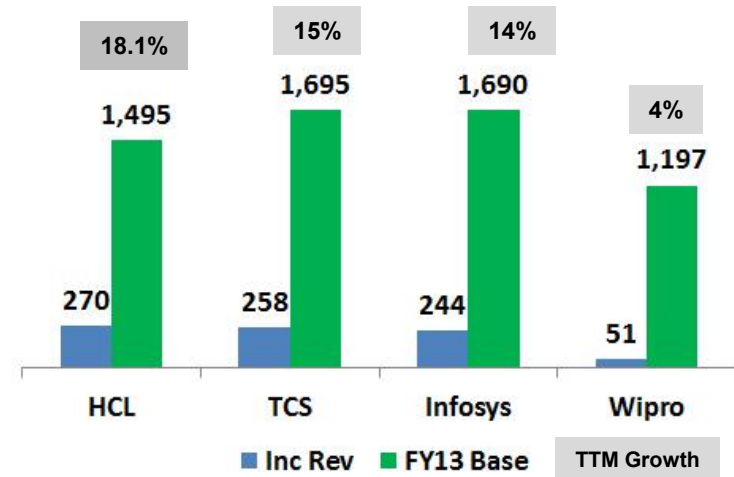
HCL – FY14 Incremental Revenue (\$Mn.) and % Contribution



Financial Services – TTM Incremental Revenue (\$Mn.) and Growth*



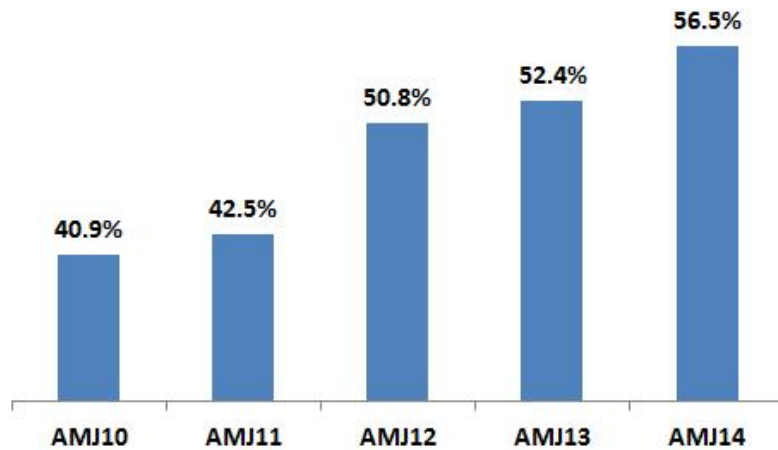
Manufacturing – TTM Incremental Revenue (\$Mn.) and Growth*



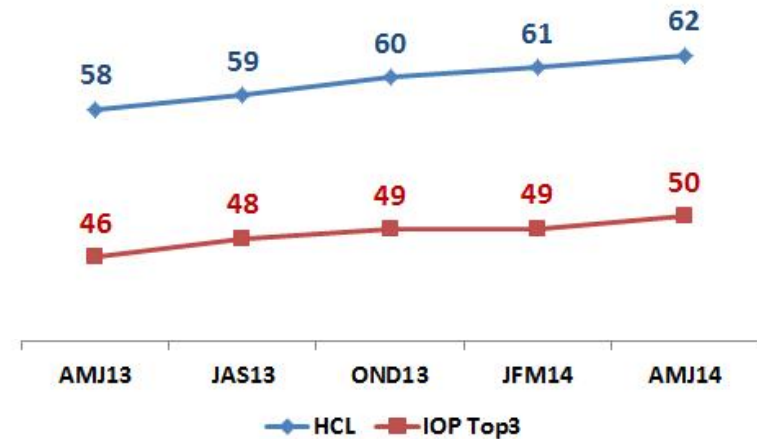
HCL Continues Its Non – Linear Journey

Phased Reduction in Human Intervention Through Automation in RTB

% Contribution of Fixed Price Projects/Managed Services



Revenue Per Employee (Quarterly Annualized) – \$K



Investments in Platforms Enabling Non – Linearity

Infrastructure Services

- Reduction in human interventions through platforms.
- Cross-functional hiring & movement from Ops to DevOps.

ASM Services

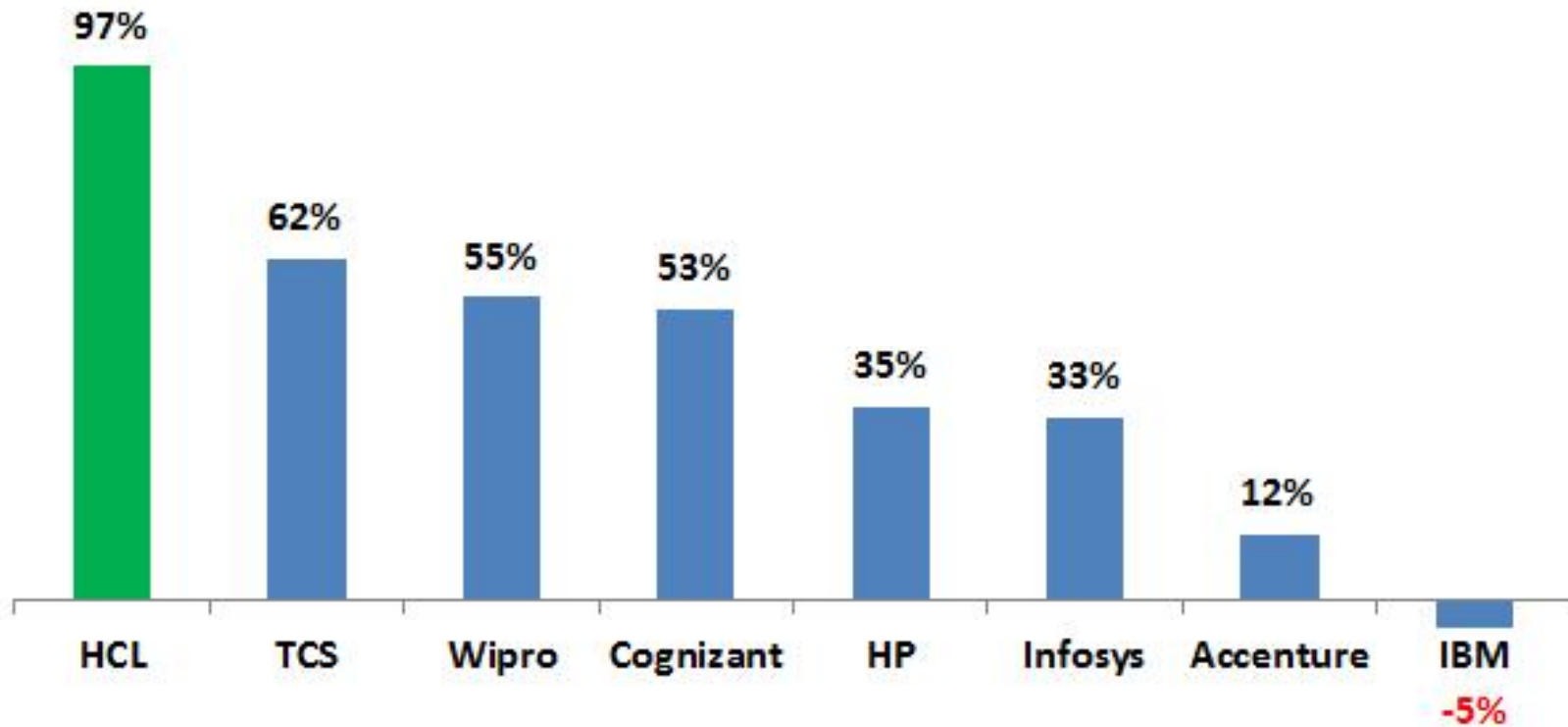
- ALT ASM enabled reduction in human interventions through a consolidated LeanIT methodology and reduced incidents.

Analysts Recognize HCL’s Non – Linear Journey

Quotes From **JP Morgan Report Titled "Indian IT Services"** – 15th Jul'14:

- “We think that **HCLT has been working hard on its automation journey** (particularly on automation in its infra-management practice).”
- “The beneficial impact of increased automation is seen in a rising proportion of fixed price as % of its revenues.”

Industry leading Stock Return During the Last 1 Year



Period: 1st July 2013 to 30th June 2014

Thank You