EXPANSION

Annual Analyst & Investor Meet FY10

SYSTEM INTEGRATION | GLOBAL SOLUTIONS | SI PRACTICES | CLOUD SERVICES | DIGITAL CLASSROOM

Driven by Our People : Pride Passion Performance

HCL INFOSYSTEMS LTD.

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GROWTH & EXPANSION are the values that you expect a leader to adopt and follow

GROWTH & EXPANSION are values central to human identity and existence

GROWTH & EXPANSION are the intangible forces that guide the very flow of life

EXPANSION of capabilities to take on new frontiers and truly 'Enabling Solutions for a Sustainable Future'

Transformed HCL Infosystems laying foundation for 'EXPANSION'

- **EXPANSION** led by the transformation in the Services and System Integration business
  - Introduction of **NEW PRACTICES**:
  - **NEW PRODUCTS:** Product IP creation for diverse System Integration solutions
  - **NEW DOMAINS:** Expansion into new System Integration domains

Transformed HCL Infosystems laying foundation for ‘EXPANSION’

- **EXPANSION** into ‘**Emerging markets**’ and going global with the solutions stack
  - ‘Emerging markets’ including the Middle East, Africa & South East Asia

Transformed HCL Infosystems laying foundation for 'EXPANSION'

- **EXPANSION** into 'Emerging Sectors' with innovative technology frameworks
  - **Access:** Cloud Services with O'zone
  - **Homeland Security:** Security framework with Horizon & end-to-end solutions
  - **Education:** Vocational trainings with HCL CDC and Digital learning with Digital Classrooms & Content

Our People - Making it Happen

Customer First
Our people believe that the customer comes first

Consumer & Enterprise
Expertise into both consumer & enterprise segments

Rural and Global
Our people reach diverse markets

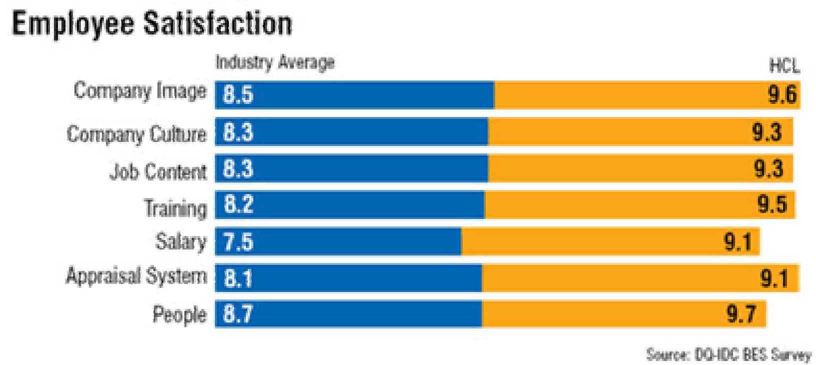
Complete Solutions
Our workforce covers diverse competencies

Alignment with Business = Integration of Customer & Employee

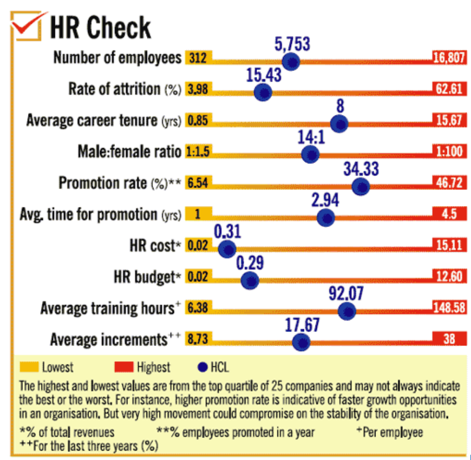
Our Sustainable Competitive Advantage = Bottom Line Impact

Living the Dream : Best Employer ‘HCL Infosystems’

- Ranked **No.1 Employer in 2009** by IDC- Dataquest - Ranked among TOP 3 for **five years** consecutively



- *Ranked among **TOP 3 Best Companies to Work For** in India Survey 2008 by TNS, Mercer & BT*



HCL INFOSYSTEMS LTD.

Building Brands

ME
Mobile Excitement FOR YOU

touch
24x7 Service Support 4000 Cities

Beanstalk
B all U can B

HCL
safe state
SECURITY TECHNOLOGY SOLUTIONS TO KEEP YOU SAFE

HCL O'zone
Because IT matters

HORIZON

HCL Career Development Centre

Building Brands - Recognition

Brand Equity
MOST TRUSTED BRANDS
2010

Selected
BUSINESS
Superbrand
INDIA 2010/11
Industry Validated

Business Standard
Brand Derby

System Integration

Mr. Rajeev Asija
EVP

Selected BUSINESS Superbrand INDIA 2010/11 Industry Validated

HCL INFOSYSTEMS LTD.

SI & Services – Business Portfolio Leverages…

Discrete to total Outsourcing

System Integration

Industry Vertical Practices

Mature

- Telecom
- Power & Utilities
- BFSI & Coop.
- E-Governance

Established

- Railways
- Infrastructure
- Defense
- Health
- Media & Ent.

New

- Manufacturing
- Travel, Transport & Logistics
- Oil & Gas

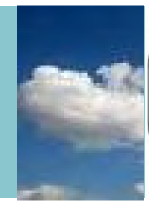
Application Services Practice

APP. DEV. & MAINT.

B I

Content Mgmt.

Cloud



Enterprise Business Solutions Practices

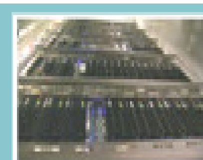
ERP, CRM, SCM

ORACLE SAP Microsoft

IT Infrastructure Practices

DC-DR

NetSec



IMS

EMS

SaaS, BOOT, BOOM

Tools → Process → Soln. (IP) → People → Customer Experience

…Product (IP) created for SI Business

E - GOV

- NREGA, PDS,
- eMunicipality
- File Tracking System
- E-Procurement

In Railways, Successfully processed over Rs. 60,000 Cr. Worth bids in 15,000 Transactions

POWER

- CRM
- Billing
- E-NMS

TELECOM

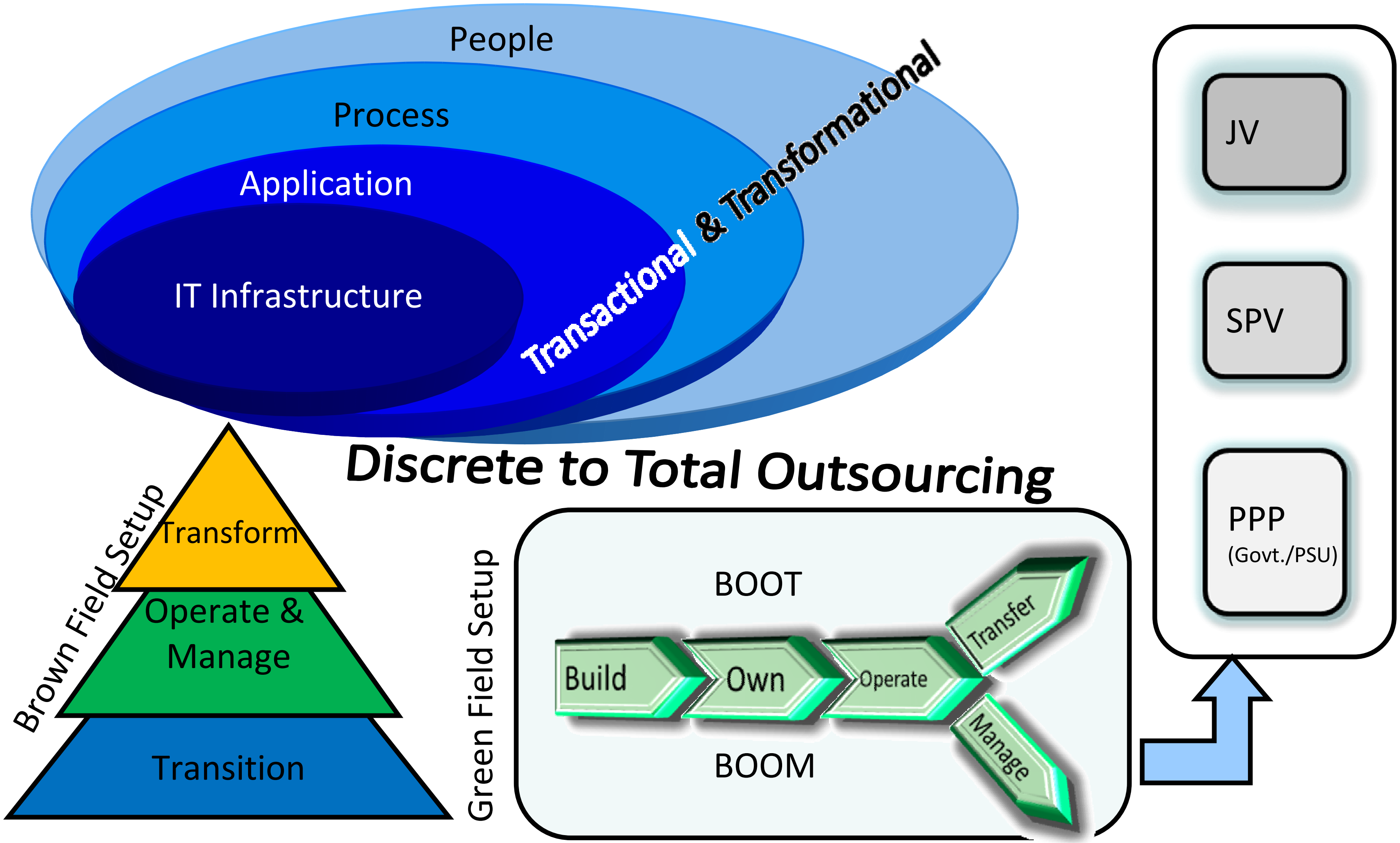
- OSS
- NMS
- Tefilla

BFSI

TBA	CBS	ABB	BankR
PACS	FI	Net-bank	Mob-Bank
Tele-Bank	Retail-lend	CTS	BancScan
Touch-Mate	CallMate	FinMate	HRMate
OffMate	Trac-Mate	BancMate	

Creating differentiation by smarter solutions…

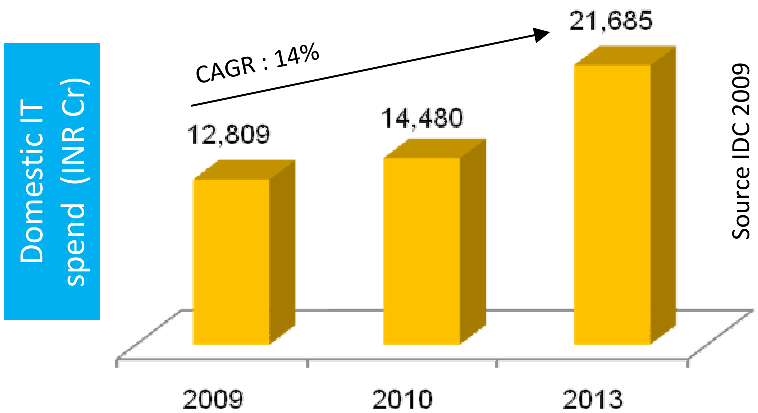
Flexible models in Strategic Outsourcing



Services Growth Propelled by SO Business Models…

SI Telecom

Telecom Market



SI Opportunity Size (HCL Estimates)
INR 10,000 Cr.*

Industry Need

- 3G / GSM
- Defense Networks
- Wireless Broadband (Wimax)
- Number Portability
- IP/MPLS Expansion
- Content Delivery Networks

Solutions

Infrastructure:

- Wimax, Optical Networks
- Billing Solutions:
- Convergent Billing, OSS/BSS Solutions
- Internet Solutions:
- Content delivery, Broadband

Recent Win – Case Study

State of art Converged Network for MTNL (INR 400Cr.+)

Data, Voice, Video Communications Backbone network Metro-wide spanning over 40 sites including 10 Core locations.

Real time uncompressed, High Definition video broadcast for press, TV, Webcast..

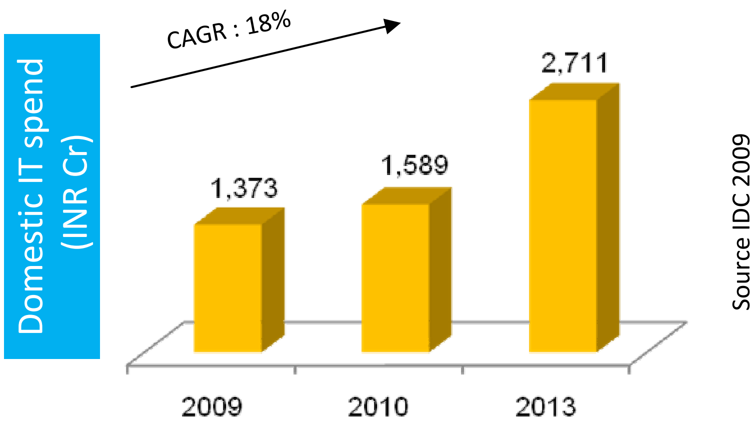
Technology : Core MPLS @ 40Gigabits per sec backbone, deployed over Optic Fiber Cable (provided by MTNL), Network Operations Center, 10 Core locations.

Turnkey project for 7 years including Design, Implementation/Rollout, Integration, O&M

*Over a period of next 3 years

SI Power & Utilities

Power & Utilities Market



SI Opportunity Size (HCL Estimates)
INR 3,500 Cr. *

Industry Need

- APDRP (Part-A) spend of Rs. 10,000 Cr. in XI plan
  - ✓IT Infra
  - ✓IT Apps,
  - ✓GIS,
  - ✓Meter Data Acquisition
- Non-IT areas:
  - ✓Energy Audit
  - ✓Smart Grids

Solutions

- Field Automation
- Smart Metering
- Smart Grid Solution
- Self Healing Solution
- Energy Management & audit
- ERP Solution
- Unmanned Sub-station
- SCADA & GIS

Recent Win – Case Study

R-APDRP (Accelerated Power Development and Reforms Program)
(INR 500Cr+)

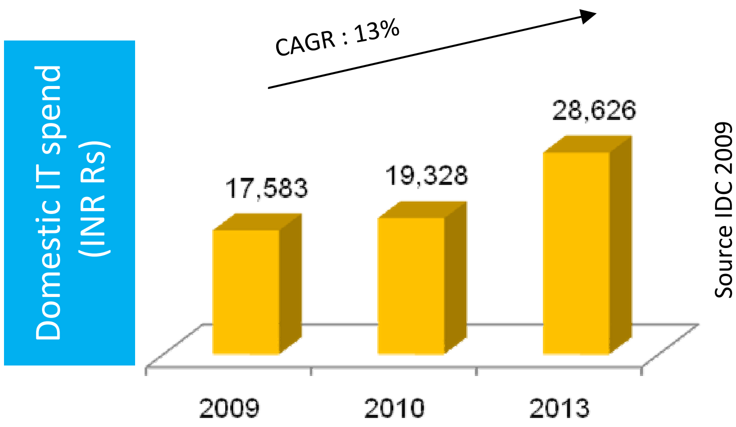
Power sector Business Process Re-Engineering and Automation of the entire Power distribution Chain across one state (Rajasthan) – Turnkey project involving Application, IT Infrastructure, Information Network, GIS, Integration to domain solutions

Turnkey project for 8 years including Design, Implementation/Rollout, Integration, O&M

*Over a period of next 3 years

SI BFSI

BFSI Market



SI Opportunity Size (HCL Estimates)
INR 4,000 Cr.*

Industry Need & Solutions

- Core Insurance Solutions
- Financial Inclusion "Banking to the unbanked"
- Advanced MIS and BI Solution
- Core Banking - Branch Roll Out, Mobile Banking, Bilingual Solutions
- Basel II – Operations Risk Management
- Automating Cheque Processing system of Banks
- Cash Management Solution & Anti-Money Laundering Solution
- Electronic Payment Systems Solution ATM Switches & ATMs

Recent Win – Case Study

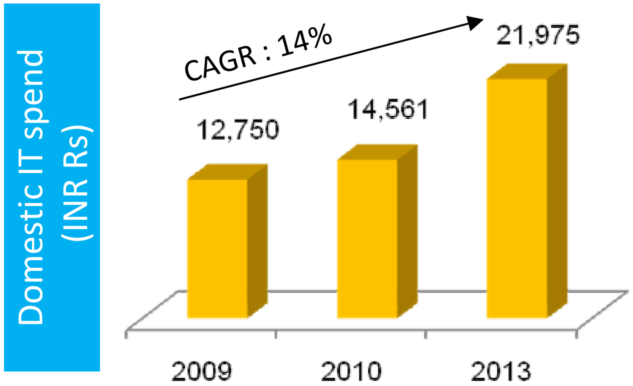
Indian Banks Association

Integrated solution to enable BASEL-II compliance for IBA + Consortium of member banks.
HCL Infosystems will be Data Pool Custodian of IBA for a period of 5 years
Design, Implement and Deploy Operational Risk Management Solution
Turnkey project includes Complete IT Infrastructure including data center, disaster recovery and operational support for the project period

*Over a period of next 3 years

SI E-Governance

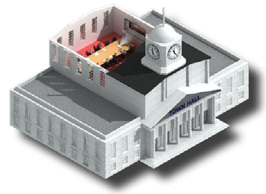
E-Governance Market



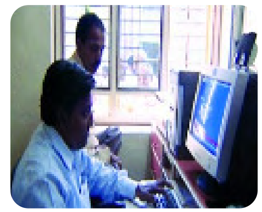
Source IDC 2009

SI Opportunity Size (HCL Estimates)
INR 11,000 Cr.*

Industry Need

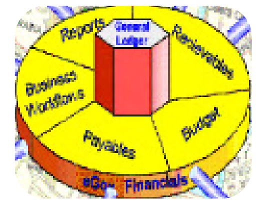


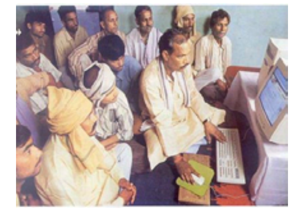
e-Office



Land Records

Solutions





e-Municipality / e-District / e-Panchayat

Biometric Solns.

Citizen ID Cards

AADHAAR

UID Compliant Soln.

Financial Inclusion

Recent Win – Case Study

MP PDS

Food coupon-based targeted public distribution system (TPDS) in the state with expected transactions exceeding 10Mn a month
To cover 50 districts and over 20,000 fair price shops in the state
Model based on the Unique Identification Authority of India (UIDAI) guidelines

BOOT project for 7+ years including Design, Implementation/Rollout, Integration, O&M

*Over a period of next 3 years

UID, a catalyst to drive e-governance solutions…

PDS

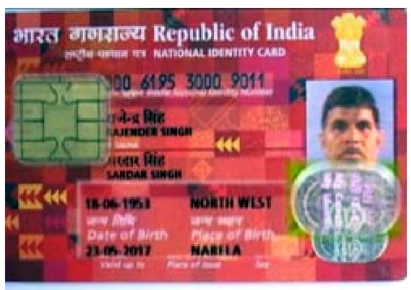
NREGA

Sampark Kendras

FI Solution

Early wins in all these areas

Biometric Solutions



SMART Cards

Hand-held Devices

AADHAAR

UID Infrastructure

Hardware	Software	Services

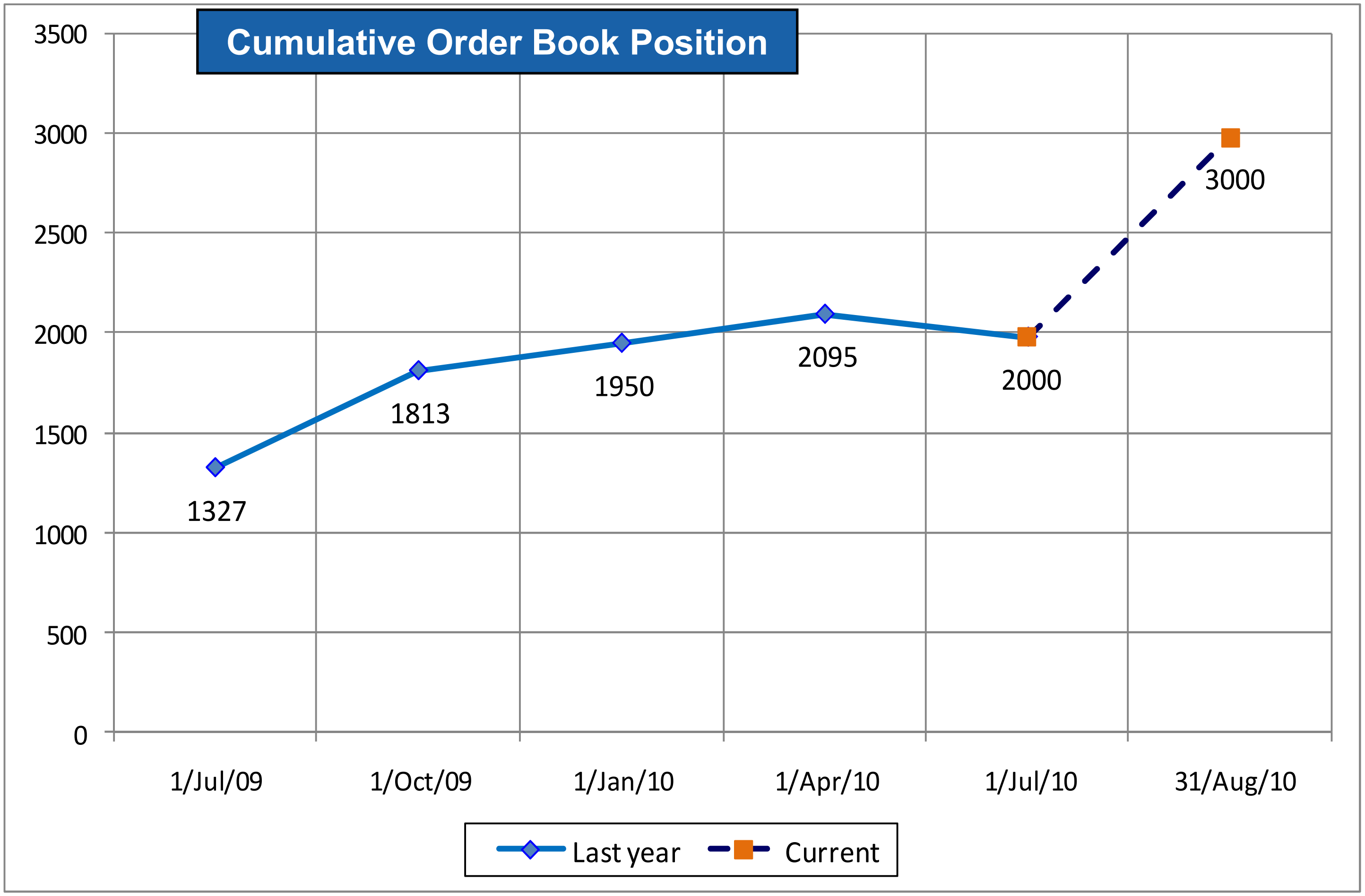
Growth Driven by UID opportunities…

IT Infra, Application & Strategic Outsourcing Services

3PL Logistics Company	10 Year IT Strategic Outsourcing Services – including hosting of application, server, storage, network, security administration, support and sustenance
Healthcare Major	5 Year Total IT Outsourcing Services – HIS, BI, Rollout and Sustenance Services
Automobile Mfg.	10 Year Total IT Outsourcing Services – Operate, Maintain & Manage ICT Infrastructure & ERP Applications in Plant and all offices
State Secretariat	3 Year Managed Services – ICT Infrastructure (Server, Storage, Network, Security, Communication, Messaging..)
Airlines Service Provider	3 Year Managed Services – ICT Infrastructure across all offices, airports in Southern zone
Global Electronics Mfg.	2 Year Managed Services – Testing & Reverse logistics Services

SO & Services Wins across Verticals…

SI Order Book Backlog – Ranging from Infra Centric to Mix of Infra + Apps.



Different Verticals have different Conversion Ratios

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Emerging Market Business Outlook

HCLI acquires NTS Group in Middle East:

- 60% stake in Co. for $ 6.5 mn.
- NTS, a 'total solutions' provider of IT
- Will focus on Middle East and African Market.
- Will augment existing NTS business with its SI & Services Portfolio

IDC Report Q2 09 IT market forecast (in US $ Mn)

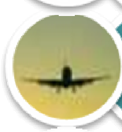
Geo	2010	2011	2012	2013	CAGR
UAE	4,459	5,197	5,946	6,717	12.84%
RoME/Africa	16,253	18,463	20,598	23,147	11.83%
Total	20,712	23,660	26,544	29,864	12.03%


Core Banking & Insurance, BI, MIS Reporting, FI, Payment Solutions & ATM's — BFSI


Infrastructure (MPLS, Data Center), BSS, OSS, Data Migration, MNP, VAS — Tele


Billing, Energy Audit, AMR, Managed Services, System Integration, Data Center — Util.


E-Procurement, G2C services, ULB Solution, Fin. Inclusion, National ID — Gov.


Managed Services, System Integration, Security, Networking and Applications — Air.


IT Training Labs, ERP for Universities, Software Content for Schools, Tele Education — Edu.

“Why broadband, not roads, will transform Africa”

Mr. Ajai Chowdhry in an exclusive interview with CNN

Facetime with Ajai Chowdhry

- Access to broadband internet is key for Africa's future
- African countries should 'come together' like the European Union

HCL Infosystems at the World Economic Forum for Africa 2010

The recently concluded, World Economic Forum on Africa 2010 saw participation from 1000 leaders from 85 counties and was Co-chaired by Mr. Ajai Chowdhry, representing INDIA on this critical platform.

“India has a billion people so does Africa, we have very similar problems therefore we could have similar solutions which we in India can enable to bring into Africa,” said Mr. Ajai Chowdhry.

www.hcl.in | $ 5 BILLION ENTERPRISE | 62,000 PROFESSIONALS | OPERATIONS IN 26 COUNTRIES | HCL

Africa – Waiting to Happen..

Initial Investments of Rs. 10Cr. & Rs. 22 Cr. Opex p.a.

Network & Security	Oracle, SAP, Microsoft	Enterprise Content Management	Clo...	...erprise ...ement	Data Center & DR/BCP




Investments in
- Build up of practice and delivery centers
- Hiring & training / certification of over 250 resources
- Augmentation of domain resources
- Creation of Centers of Excellence
- Proof of Concept Centres

Customer Recognitions

IDC CSA #1 in 2008-09 & 2009-10,

Springboard Research CSA #1 in 2010

...0:2008

...001 (ERC/ITOC, MIS, IOBAS)

ISO20000 & 27001 (Infinet)

SEI CMMi L3 (CMMi L5 by OND'10)

People Certifications

CCNA, CCNP, CCSP, CCVP, CCIE

MCSE

CCSA, CISA

ITIL, ITSM

PMP

Practices, CoEs and Certifications Driving SI & Services Growth

IT Products & Services

Mr. D. Baskar
VP

Selected BUSINESS Superbrand INDIA 2010/11 Industry Validated

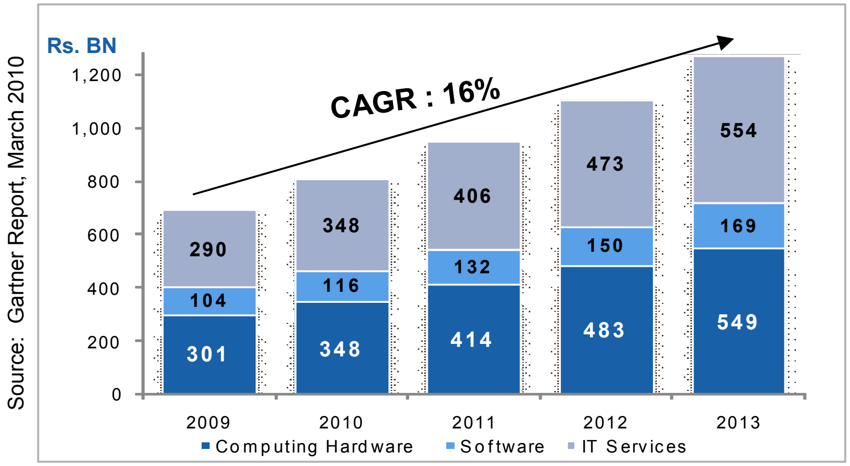
IT Products and Related Services

Products	▪ Desktops, Notebooks & Mobile Computing ▪ S4N (Servers, Storage, Security, Software & Network)	▪ Middleware – Messaging, Enterprise Management System, Virtualization, Unified Communication
Services	▪ IT Infrastructure Services –AMC –FM –Managed Services ▪ VPN & Co-hosting Services	

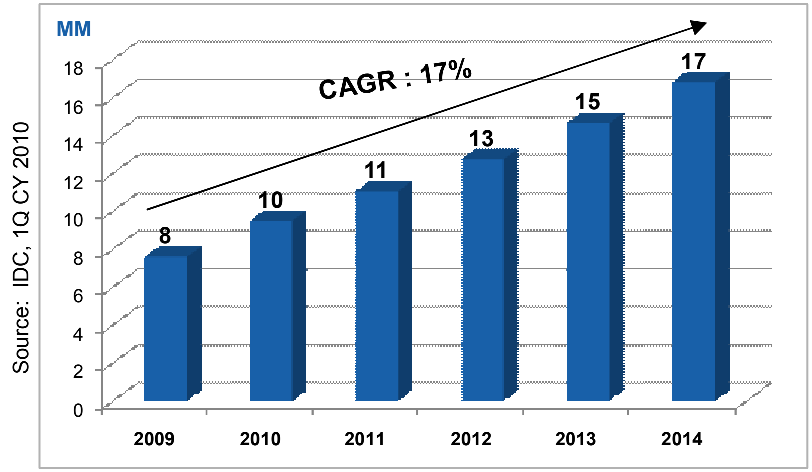
Key Partner Relationships

Industry Overview: IT Products

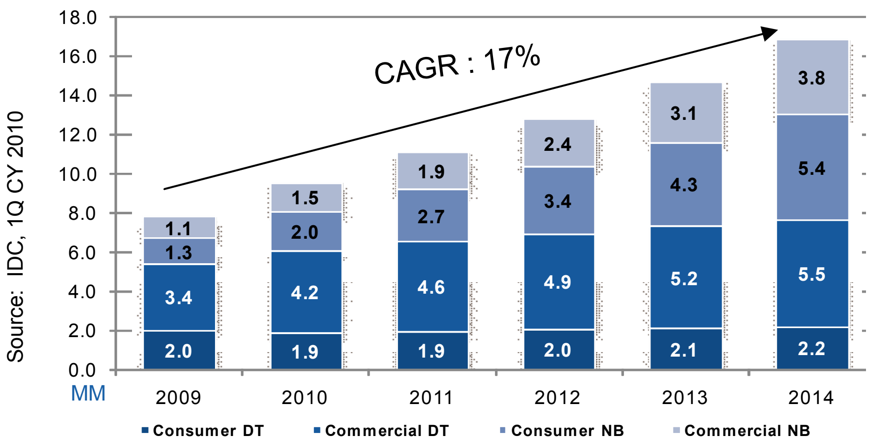
Domestic IT Market



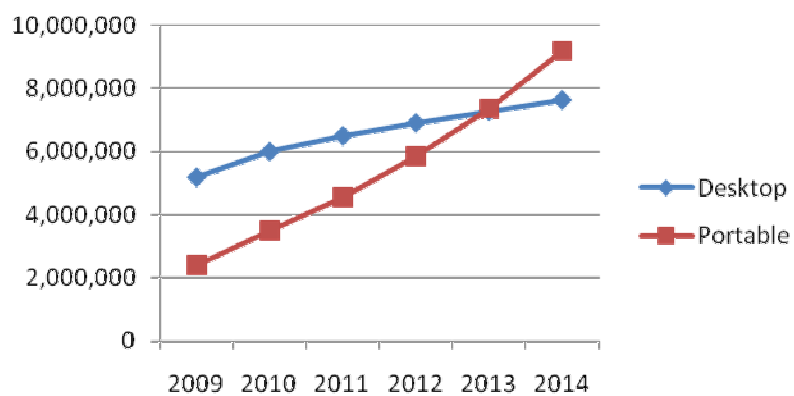
Domestic PC Shipment



PC Form Factor Shipments



Desktop Vs. Laptop

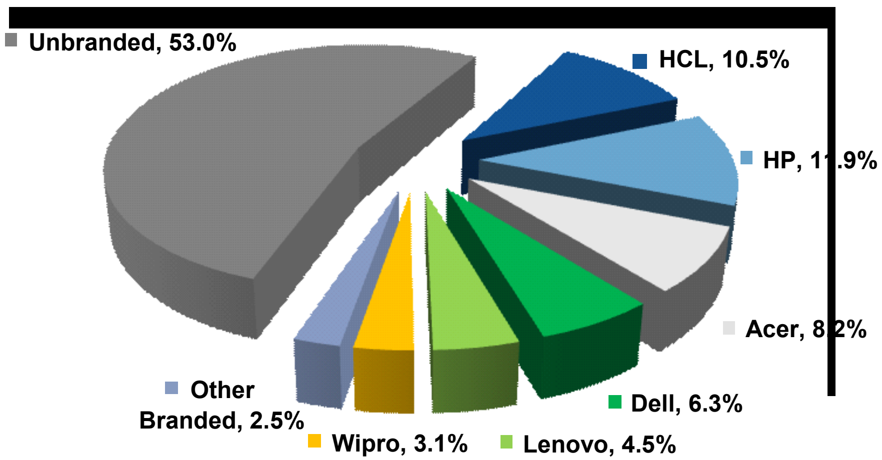


IDC PC Tracker : Q1,10

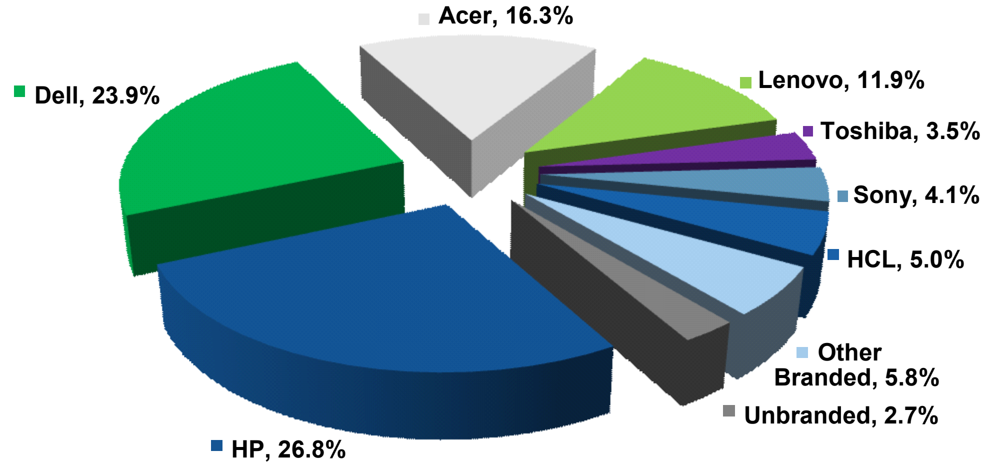
The Ratio between Enterprise Desktop & Laptops will move from 3:1 to 3:2 over the next 3 yrs.

PC Market Share: April 09-March 10

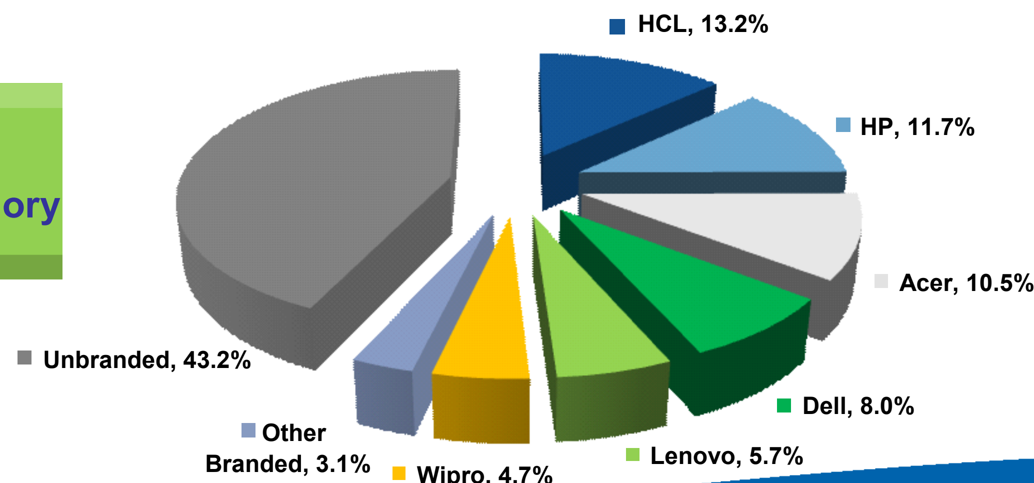
Total Desktop Market Share



Total Laptop Market Share



Commercial Desktop Market Share



HCL is Market Leader in Commercial Desktop Category

Source: IDC, 1Q CY10

HCL INFOSYSTEMS LTD.

Domestic Enterprise IT Market – Growth 2010

IDC view CY 2010

	Growth in 2010	Total 2010
Desktop	15%	6Mn
Laptop	45%	3.5Mn
Servers	6%	129K

Gartner view CY 2010

	Growth in 2010	Total 2010
Desktop	12%	6Mn
Laptop	40%	3.5Mn
Servers	6%	129K

IMRB/MAIT View

	Growth in 2010-11	Total 2010-11
Desktop	12%	6.2Mn
Laptop	26%	3.2Mn
Servers	6%	129K

HCL's PC Strategy

Mobile Excitement FOR YOU

Desktop

•Continued leadership position in commercial space

•Repeat business & creation of new enterprise and SMB accounts

•Launch of new variants including thin clients

•Re-launch of Beanstalk

Laptop

•Continue Brand Building "ME"

•Integrated Mobility Team

•Strategic Tie-up with ODM's for ID's.

•Singapore factory/assembling unit

•USP – HCL TOUCH 24x7xLifetime

•Value added features

IT Products & Services Strategy

Service Deck- AMC, FM, Managed Services, Application Services
Strategic Outsourcing, Cloud Services

E-Governance – Focused addressal of 6 states
(AP, TN, Karnataka, Maharashtra, W.B, Delhi)

EAB (Enterprise Alliance Business) -
Partnering with technology OEM's – Increasing HCL's TAM

Reaching out to Tier 3 & 4 Towns - Expanding Enterprise
Commercial Channel & Consumer Channel Partner Network

Advanced & Emerging Technology Products & Solutions, N/W & IT Security
Data Center – Consolidation, Virtualization, Middleware

Use customer intersection to build SI & Services
(Strategic Outsourcing /ERP /Application) Business

Continued customer focus

Independent Media/ Analyst CSAT Surveys
1.Dataquest CSA
2.Springboard 2010

External
CSS (IDC) 8.16/10 in 2009-10

External - Partner CSS (Cisco)
4.44 to 4.64

IT Services : Place of Pride

Vendors	Rank-09	Rank-10	Overall Scores	Change
HCL Infosystems	1	1	90.3	■ (0)
TCS / CMC	3	2	87.9	▲ (1)
HCL Comnet	2	3	87.7	▼ (-1)
IBM	6	4	87.6	▲ (2)
Wipro	4	5	86.9	▼ (-1)
SIFY	7	6	85.7	▲ (1)
CMS	5	7	85.5	▼ (-2)
HP	8	8	85.4	■ (0)

UP
DOWN

Source : DQ-IDC Survey Customer Satisfacton 2010
Scores are on a scale of 100 with 100 indicating the highest degree of satisfaction

Internal CSS
9.37

ERC CSS
87.9

CSA – Customer Satisfaction Audit
CSS – Customer Satisfaction Survey
ERC – Enterprise Response Center

Office Automation Products & Services

Mr. M. Chandrasekaran
Sr. VP

Selected
BUSINESS
Superbrand
INDIA 2010/11
Industry Validated

Wide Range of Offerings

Products & Solutions

- Copiers & Printing Solutions
- Projection Systems & Solutions
- Digital Duplicators
- Display & Signage Solutions
- Voice Solutions
- Video Conferencing Solutions

System Integration

- Audio Visual System Integration
- Media & Entertainment
- Document Management System Integration
- Police & Vehicle Tracking

Services

- Maintenance
- Facility Management
- Managed print Services
- Design & Consultancy
- Advanced Document Management
- Secured Communications Services

Alliances

Printers: Duplo, TOSHIBA, Kodak, KYOCERA mita, KONICA MINOLTA

Projectors: BenQ, HITACHI Inspire the Next, InFocus

AV System Integration: POLYCOM, Extron, CRESTRON, CHRISTIE

Voice & VC: AASTRA, Tadiran, CISCO, TANDBERG

Media & Entertainment: Apple Computer, Inc., HARRIS, SONY

Police & Tracking: MOTOROLA, NICE

System Integration Portfolio

Audio Visual System Integration	• End to end Audio & Video Solutions for Boardrooms, Conference rooms, Ops room, command & Control Centers ,Network Operation Centers.
Media & Entertainment	• End to End Media & Entertainment technology Provider for Radio & Television Broadcasting. • To expand SI Operations to Transmission Area and be a major integrator in HD TV Broadcast Solutions.
Police & Tracking	• ERC Solutions for Police & Public Services, Secured Communication Solutions, IT Solutions for BRTS & PIS. • To Expand the SI Operations in TETRA, BRTS / PIS areas.
Document Management Solutions	• Data Capture , Digitization , Storage and Retrieval Solutions for Land Records, Libraries, Courts , Telco etc. • To Become the most preferred solution provider in Integrated Document Management Systems (IDMS) Domain.

Recent Wins - Case Studies

Secure Communication Network

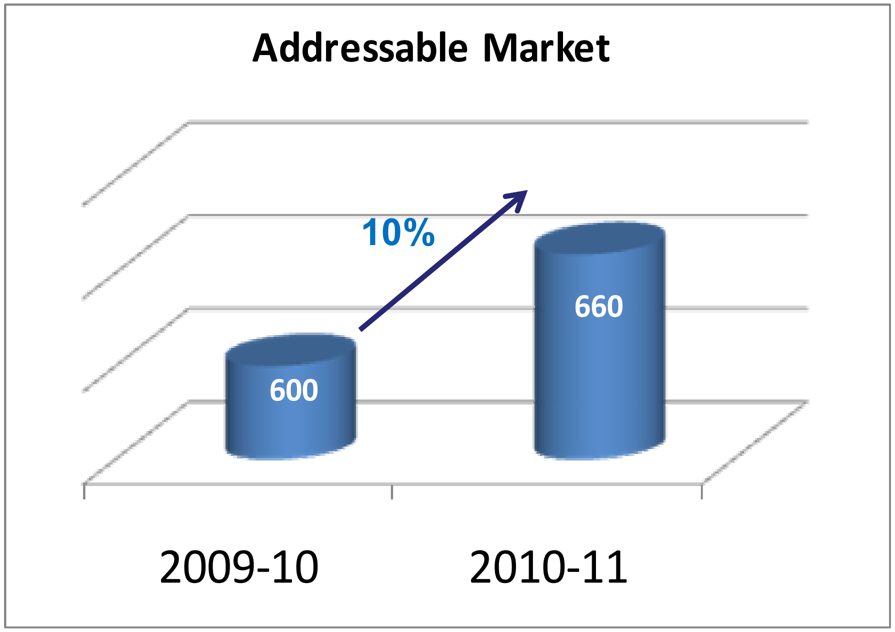
- **Rs. 100 Cr. Services deal spread over 87 months**
- First GRN (Govt. Radio Network) in INDIA
- 18 Govt. Dept. and 10000 users will be using this network including Police
- Most reliable and secured communication for Public Safety
- Fully digital, secured and encrypted communication operational command center and backup command centers
- 42 Base stations to cover nook and corner of Delhi

Census of India

- **Order from Census of India worth Rs 40 Cr**
- Scope involves digitization of information for India Census 2010-11, The largest Census operation in the world
- Project to Spread across the country involving states, towns, districts, Taluk and village level indexing
- Specialized software for innovative system Integration application to be deployed
- Project Involves digitizing information from 55 Cr. survey forms and 111 Cr. images

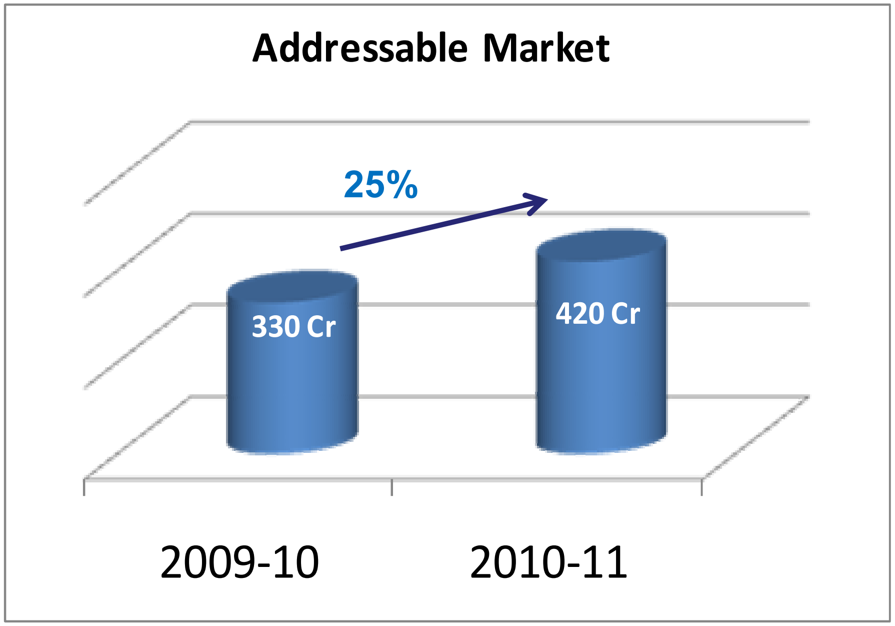
Imaging Products & Solutions

Multi Functional Devices (MFD)



HCL - Market share 20%

Projectors

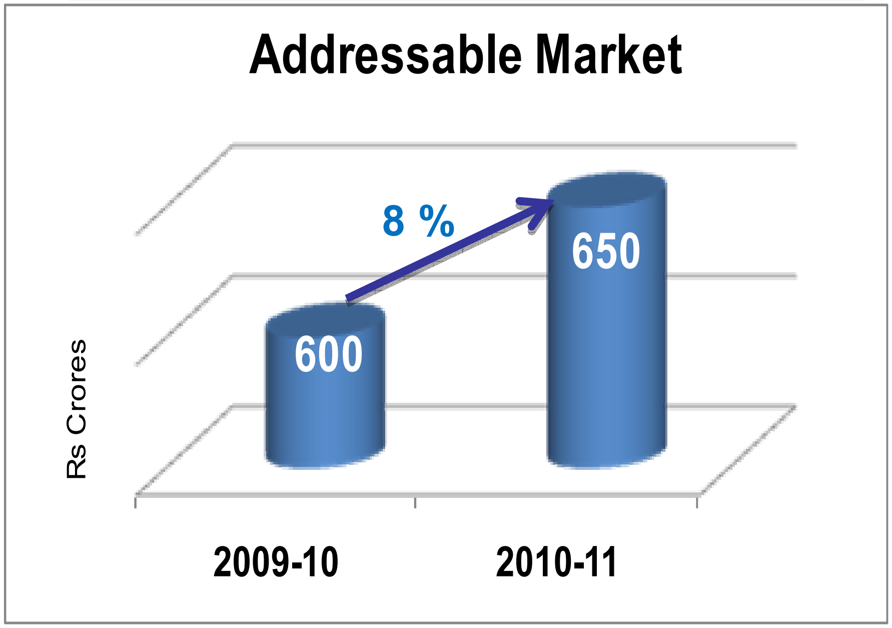


- No 1 player in Projectors Market
- HCL - Market share 19.6%

Source: Industry Estimates

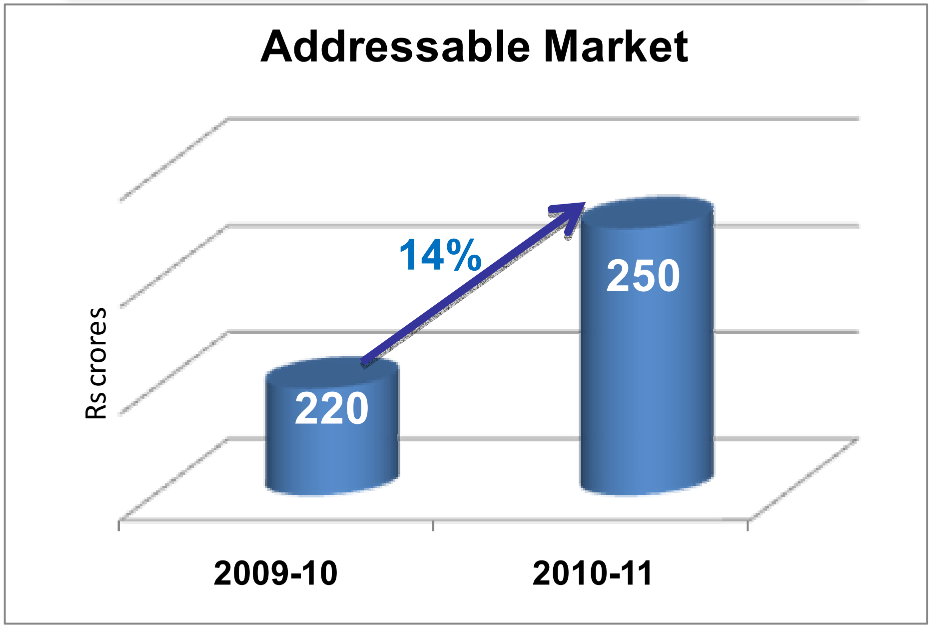
Voice & Video Conferencing

Voice Solutions



HCL -Market share 6.5%

Video Conferencing



- HCL - Market share 18 %
- No 1 In Video Conferencing Solutions

Source: Industry Estimates

Distribution & Marketing Services

Mr. Hari Baskaran
EVP

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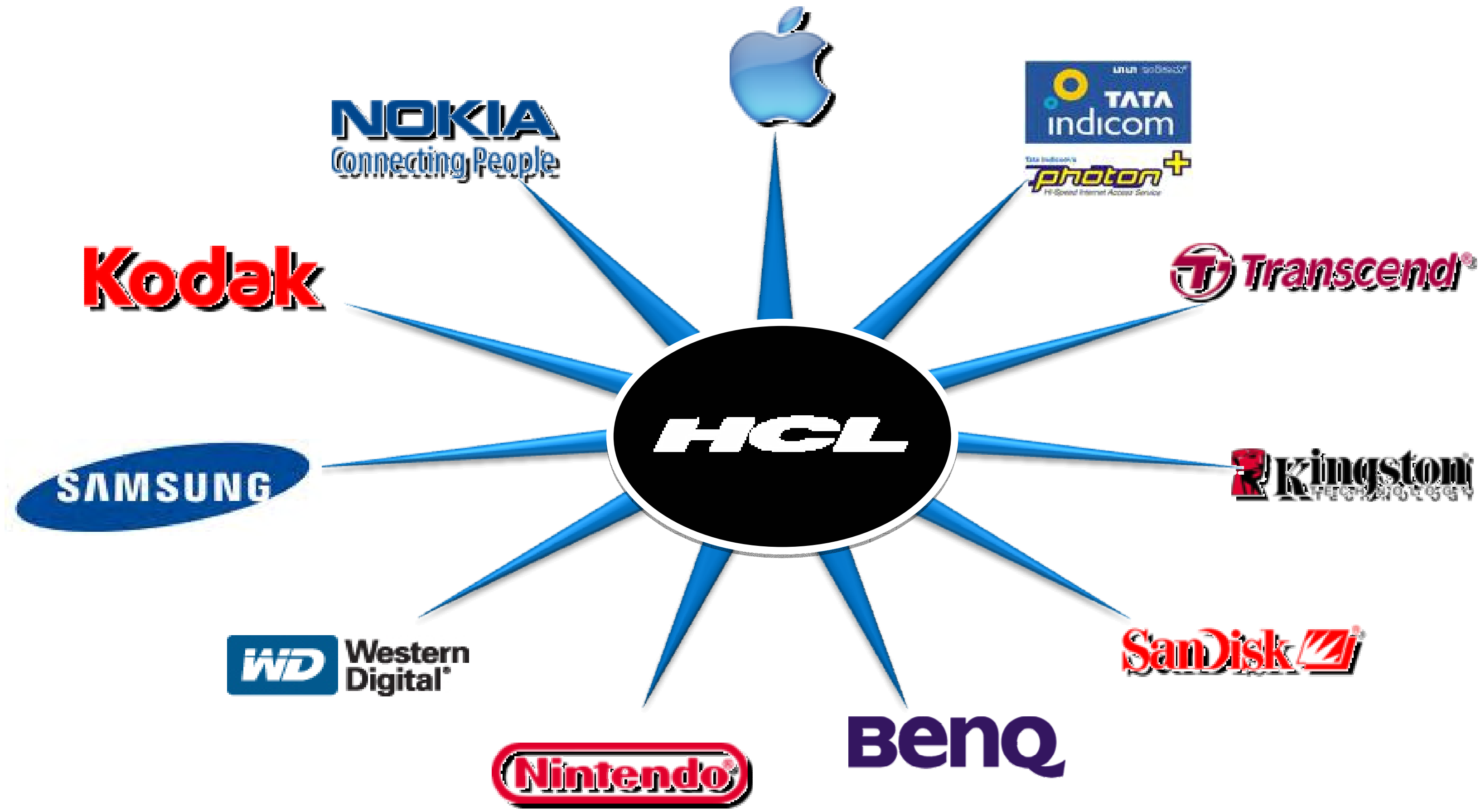
INDIA 2010/11
Industry Validated

Distribution Alliances – Power Brands



- Non-mobile phone revenue growth of ~38% over FY'09
- HCL becomes No. 1 partner for Nokia Mobile Accessories worldwide
- HCL becomes largest partner in India for Western Digital hard disks, Kingston memory products as well as SanDisk memory products

Distribution Organization

Distribution Verticals

Telecom

- Towns Covered – 12000+
- Outlets Covered – 112000
- No. of distributors – 425

Products

- Nokia Mobile Phones
- Nokia Gears
- Kingston Flash products
- SanDisk Flash products
- Tata Photon & Walky

IT Components

- Towns Covered – 200+
- Partners Covered – 1150

Products

- HCL TFT Monitors
- Western Digital Hard Disks
- ViewSonic TFT Monitors
- Foxconn Motherboards
- HCL UPS
- Samsung Hard Disks
- Transcend & Kingston DRAM

Consumer Electronics

- Towns Covered – 63
- Outlets Covered –2050
- No. of distributors – 134

Products

- HCL Gaming Consoles
- Kodak Digital Cameras
- Apple iPod
- Nintendo Wii Gaming Consoles
- BenQ LCD Televisions

Nokia Business

Business Dynamics & Market Potential

- Net Subscriber Additions expected to be 112 Million in 2010-11
- Nokia expected to storm the market with new array of phones
- QWERTY form-factor preference for messaging / email
- 3G roll-out expected in 1st quarter of 2011
- Mobile penetration expected to go up from 49% to 55% on account of rural push by operators

Key Growth Strategies

- Aggressive product portfolio
  - Dual-SIM phone
  - Entry-level QWERTY phone
  - Entry Touch phones
  - Entry-level expandable memory phones
- Music / Messaging Solutions
- ASP Growth
  - 3G
  - Product range

*Source: Industry Estimates, Gartner, IDC, COAI

Telecom Business

Business Dynamics

- Nokia Gears
  - Expansion of distribution network
  - Grey market still exists for categories like chargers, bluetooth headsets and even batteries
  - Tax incentives by the government encouraging local manufacturing
- Memory Cards & USB flash drives
  - Multi-distributor/multi-brand environment
  - Demand and supply driving market pricing

Market Potential

Category	Market Size (Rs) (Cr.)	HCL Market Share
Nokia Gears	3000	13.00%
Flash Memory	1551	19.00%

Key Growth Strategies

- Products for the Indian market
  - Extend range of products offered
- Leverage buying efficiencies
- Expand distribution channel

Source: Industry Estimates

IT Components Business

Market Potential

Category	Market Size (Rs) (Cr.)	HCL Share
IT Components	4353	6%

Business Dynamics

- Demand from assembled market segment
- Distribution environment is multi-brand at all layers in the channel

Key Growth Strategies

- Become a supplier of choice to dealers by providing a wide bouquet of products
- Operational efficiency with quick turn-around time
- Enhancing partner base in tier-3/tier-4 towns

Source:Industry Estimates

Consumer Electronics Business

Key Growth Strategies

- Consolidation of HCL gaming business through product introduction
- Leverage relationships with large format Retail stores
- Aggressively target the tier 3/4 markets

Market Potential

Category	Market Size (Rs) (Cr.)	HCL Market Share
MP3 Player	600	15%
Gaming	500	3%
Digital Camera	1050	15%

Source:Industry Estimates

HCL Security

Mr. Rothin Bhattacharya
CEO, HCL Security

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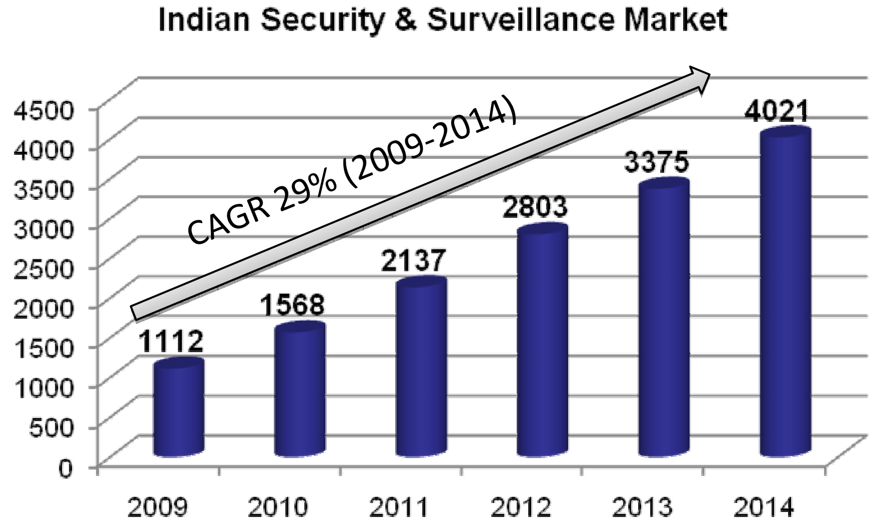
HCL Security laying foundation for 'EXPANSION'

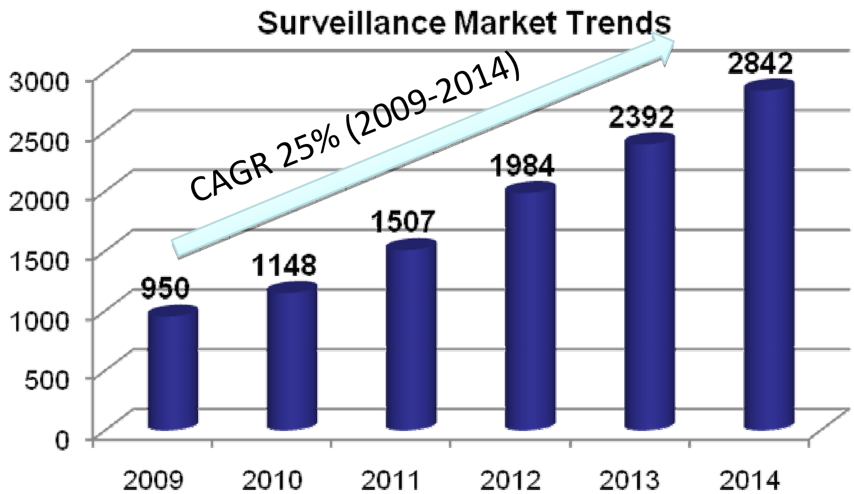
EXPANSION through delivering best-in-class research, development & systems integration of Security Solutions powered by R&D initiatives and global alliances.

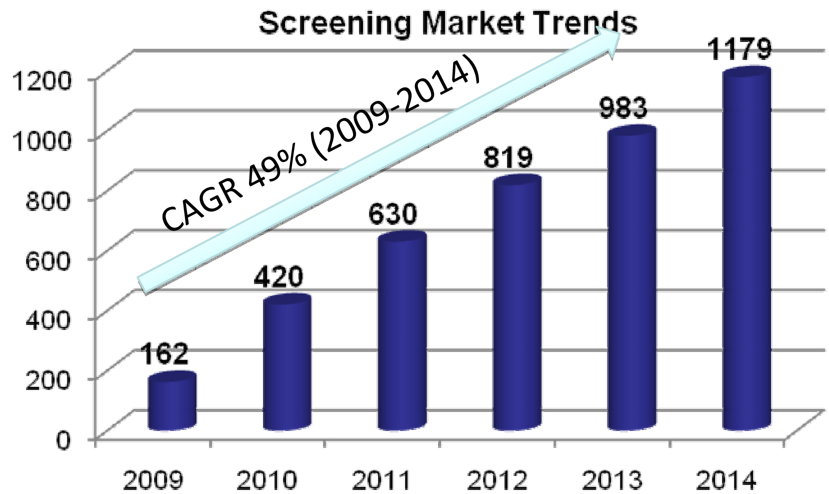
HCL Security leverages various alliances to offer the best in integrated technologies ensuring safety & security in our motherland and the world over.

TECHNOLOGY
that touches lives

Industry Overview







- Highly fragmented homogeneous market with approx. 100 players
- On supply side estimates market size is Rs. 2137 Cr approx
- Approx growing by 29% annual growth
- HCLS already the largest SI player

All figures in Rs. Crs.

HCL Security Ecosystem

Organic Play

Inorganic Play

HOMELAND SECURITY	CRITICAL INFRASTRCTURE	ENTERPRISE
MHA Police Defense Para-military	Airports Seaports Railways & Metros Power Plants Refineries Nuclear Oil And Gas Strategic Installations	Corporate Hotels Banks Hospitals Campus Religious Spots Factories
Customized Solutions	Customized Solutions	Customized Solutions

Integrated Command & Control Center- HORIZON

Surveillance

Video Surveillance	PIDS	UVSS / ANPR
Electronic Access Control	Physical Access Control	

Screening

Portable Digital X-ray	X-ray Baggage screening	Explosive Detector
Body Scanners	Metal Detectors	Vehicle and Cargo Screening

HORIZON

Safe City

Integrated Vehicle Management System

HCL
HCL INFOSYSTEMS LTD.

2009-10 Key Achievements

Customer

- Key wins for: Airport Command & Control Centers, Securing Public places of high footfall, Safe City, Securing Sensitive installations – Ports, Research Institutions & Enterprise Infrsatructure

Brand

- Seen by the industry experts as a key player in the Security business
- 'Safe State' concept became a part of Government policy after successful advocacy efforts

Operational

- Became an ISO:9001 Certified Security Company
- Leveraged partnerships to bid for large security products
- Expanded partner ecosystem

Key Opportunities

Homeland Security	Critical Infrastructure	Enterprise
• Safe City • Identity Screening • City Surveillance • Dial 100 • Command & Control Centers	• Airports • Ports • Railways • Research Labs	• Securing enterprise Infrastructure • Identity Screening • SME's - Security and Surveillance

Growing Revenues

- Increase Managed Services Business
- Enter new markets & geographies
- Grow Inorganically

Growing Profitability

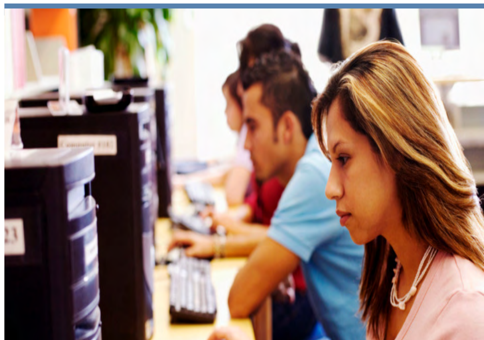
Forge strategic partnerships
Focus on in-house product development & sales

HCL Learning

Mr. Anand Ekambaram
Head – Training & Education Business

Selected BUSINESS Superbrand INDIA 2010/11 Industry Validated

Key Highlights



- DigiSchool pilots in 50 schools successfully completed
- CDC enabled technology driven learning solutions for Retail, Enterprise, Government
- CDC present in 75 locations through 128 centre network; HCL K-2 Academies present in 82 Engineering colleges
- CDC focused on K-12, IT Training & Skill Development
- Over 50,000 people trained and 22,000 certified since 2006 in HCL CDC
- Strong placement focus
- Trained over 5000 people on basic IT skills through Government 'Skill Development & Capacity Building' projects

Key Achievements

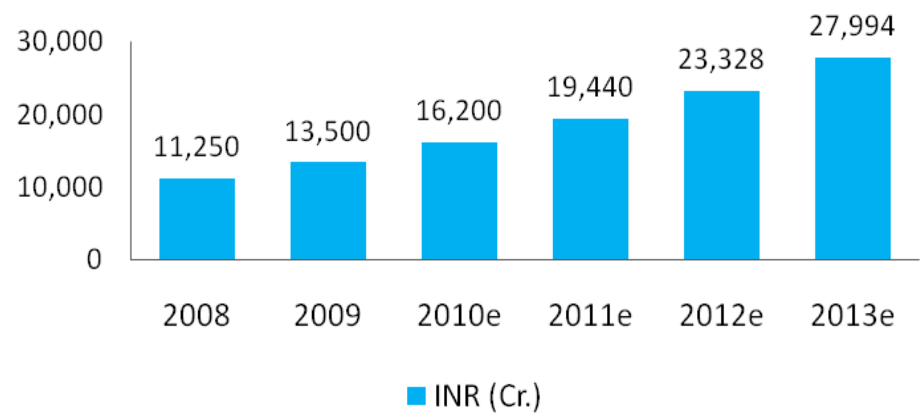
- DigiSchool wins: Aditya Vidyashram; La Chateliene; GRD; Air Force Schools
- 11 new CDCs made operational in AMJ . Total 128 CDCs till date
- 82 Active Sign-ups in Institutional Alliances as on date under HCL CDC
- Wins: Chennai Corporation, INS Valsara, DIT Air Force, CRIS, KVT, Dept. of Posts
- Successful Project Launches: Bhilai Steel Plant, Webel, CRIS, CNRI, BSNL
- CDC witnessed 78% growth in enrolments as compared to AMJ 09
- Over 7500 placements in the last year

School Educational Services

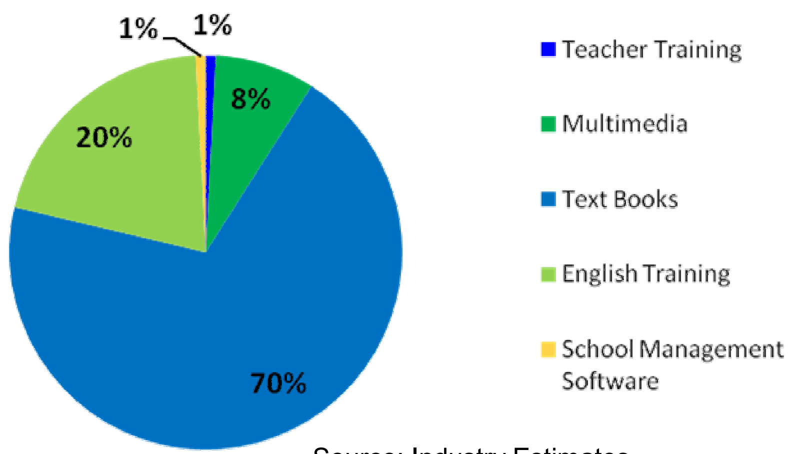
Market Overview

- Educational service market is estimated to be $2.5 bn
- Text Books market is estimated to be ~$1.7 b
- Market of Multimedia in school ~$200m and a potential to be ~$1.7b by 2015 . High entry barrier, because of BOOT model. English training market ~$600 m and a high growing segment. No major market leader.

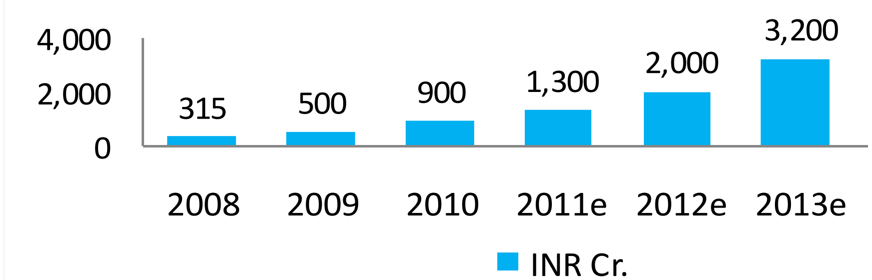
Market Size and Growth



Market Segmentation



Multimedia in Schools Market



Source: Industry Estimates

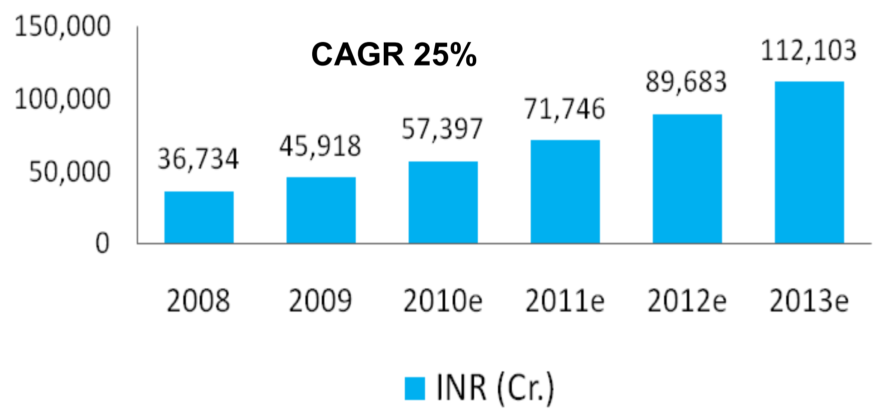
HCL INFOSYSTEMS LTD.

Vocational Training

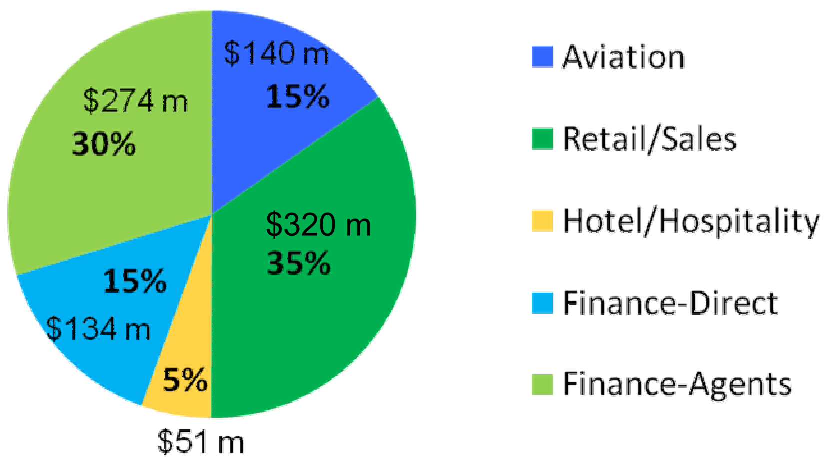
Market Overview

- Relatively new business
- Highly fragmented
- Acute need of employable graduates
- Addressable market of 2 million graduates annually
- Placements is a big pain point for BA, B.Sc and B.Com students
- Retail and Finance are the growth drivers for jobs

Market Size and Growth



Market Segmentation



Source: Industry Estimates

Data Board

- 128 million jobs to be created in India : RBI
- 2.4 million jobs annually : NSDC
- 7 million students enrolled in BA, B.Com, B.Sc courses
- 2 million students pass out from 11500 degree colleges annually
- Only 10% of graduates are employable

HCL INFOSYSTEMS LTD.

Strategy

- Continued focus on K-12, Vocational Training & Skill Development
- K-12 focus to cover multimedia in schools, labs and skill enhancement
- CDC to expand with new offerings delivered through online/supported/instructor-led methodology
- HCL K-2 Academies to reach out to more colleges with vocational courses delivered online/supported/instructor-led methodology
- DigiSchools sign up and roll outs to continue
- Leverage NGO / Aided Projects /CSR initiatives to create rural learning centres
- Develop strategic partnerships to target the Corporate & Government Segments

Financials

Mr. Sandeep Kanwar
CFO

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Industry Validated

Current Financial Trends

Q4 & FY 10 Results Highlights

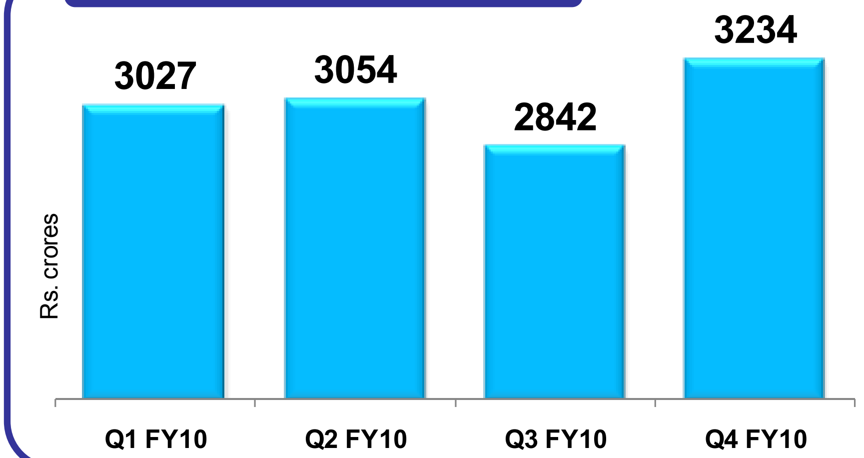
Quarterly Results

- Revenue at Rs. **3234** crores.
- PBT at Rs. **96** crores.
- PAT at Rs. **67** crores.
- **100%** dividend declared.
  28th consecutive quarterly dividend.

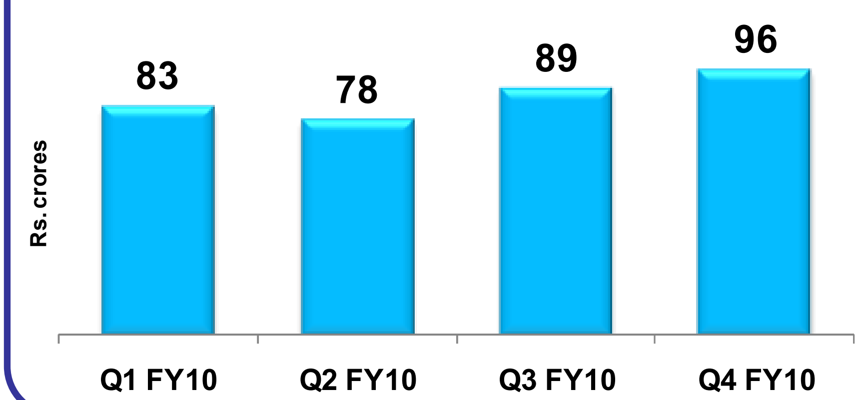
Annual Results

- Revenue at Rs. **12159** crores.
- Services revenue at Rs. **722** crores.
- PBT at Rs. **346** crores.
- PAT at Rs. **242** crores.
- EPS is Rs. **11.9** per share.

Consolidated Revenue



Profit before Tax



HCL INFOSYSTEMS LTD.

Segment Highlights

Computer Systems

Quarterly Results

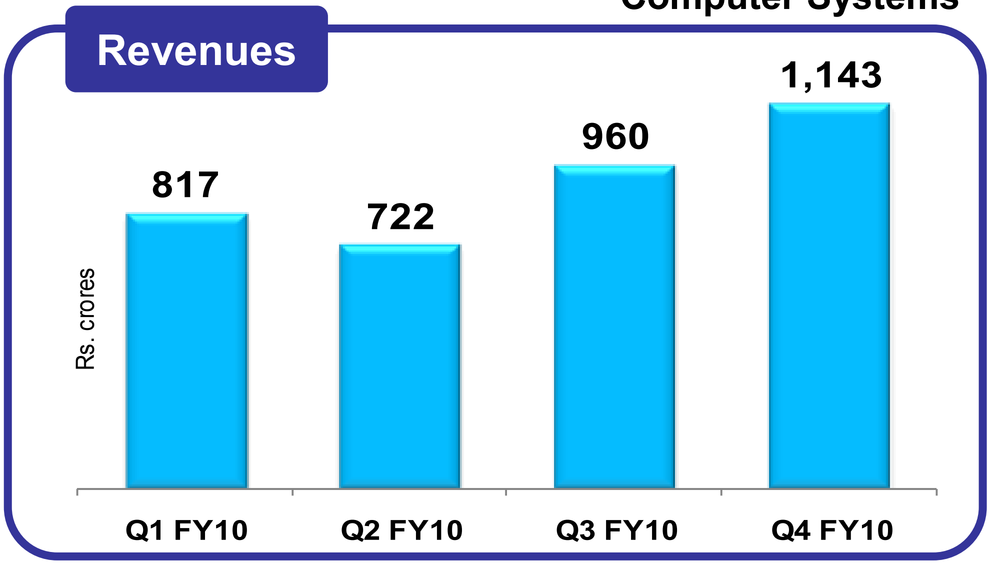
- Revenue at Rs. **1143** crores,
  up **18%** Y-o-Y.
  up **19%** Q-o-Q.

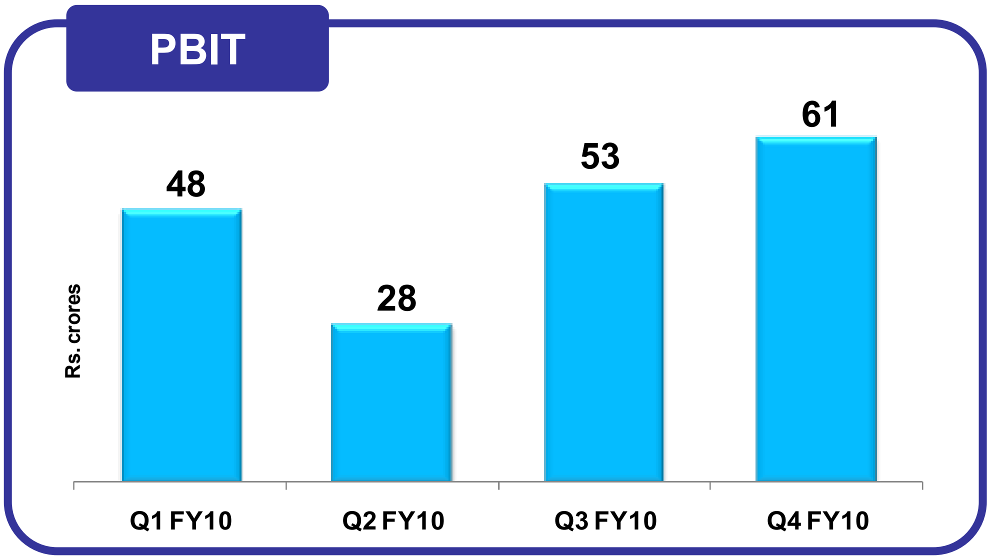
- PBIT at Rs. **61** crores.
  up **17%** Y-o-Y.
  up **16%** Q-o-Q.

Annual Results

- Revenue at Rs. **3643** crores.

- PBIT at Rs. **190** crores.





Segment Highlights

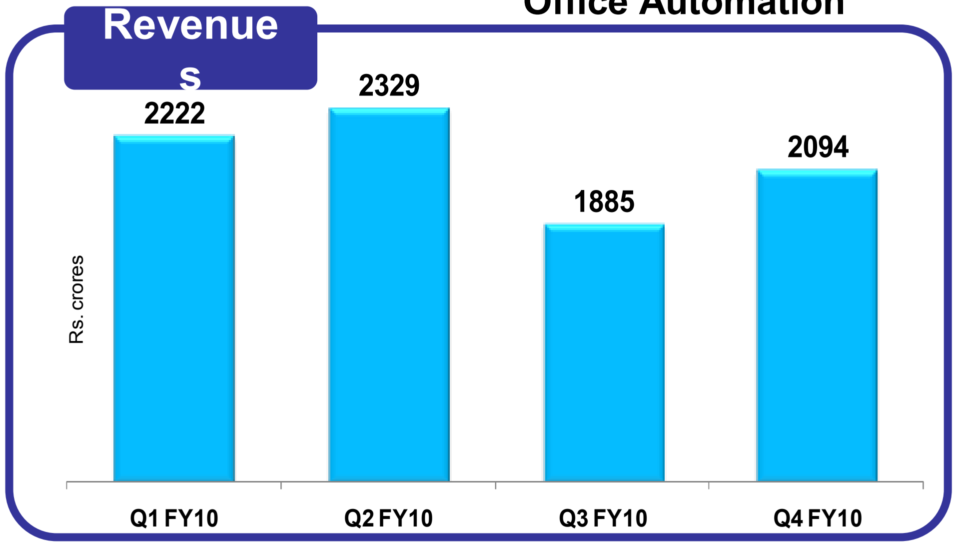
Telecommunication & Office Automation

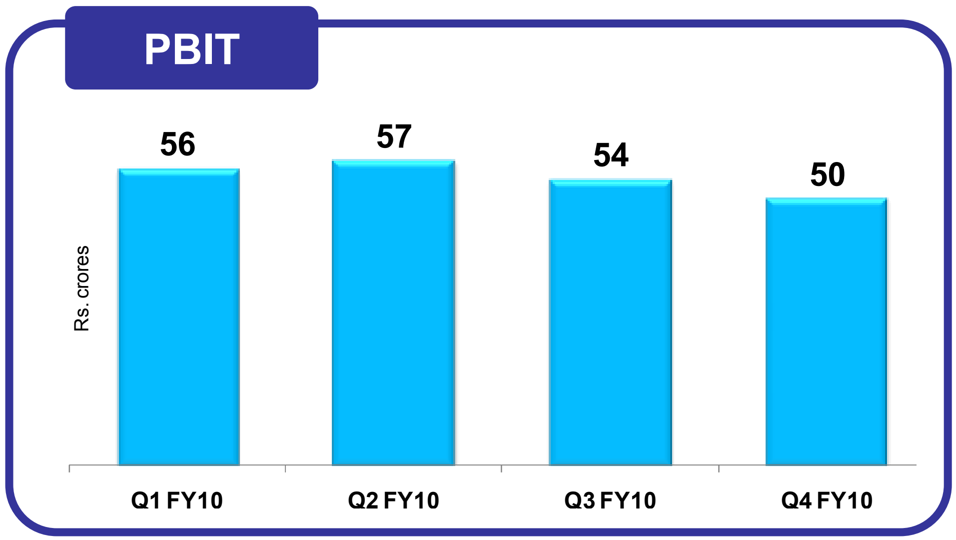
Quarterly Results

- Revenue at Rs. **2094** crores, up **11%** Q-o-Q.
- PBIT at Rs. **50** crores.

Annual Results

- Revenue at Rs. **8529** crores.
- PBIT at Rs. **216** crores.





Consolidated Balance Sheet

Particulars	Consolidated	
	Rs. crores	
	As at June 30, 2010 (Audited)	2009 (Audited)
Shareholder's funds		
Share Capital	**44**	34
Share Warrant Application Money	**18**	
Reserves and Surplus	**1,831**	1,088
Loan funds		
Secured loans	**163**	102
Unsecured loans	**358**	125
Total	**2,413**	1,349
Fixed Assets	**287**	185
Investments	**854**	260
Deferred Tax Assets	**14**	6
Current assets, loans and advances		
Inventories	**840**	889
Sundry Debtors	**1,967**	1,506
Cash and Bank Balance	**300**	210
Other Current Assets	**253**	105
Loans and advances	**255**	201
	3,615	2,912
Less: Current liabilities and provisions		
Current liabilites	**2,227**	1,935
Provisions	**129**	78
Net Current Assets	**1,259**	898
Total	**2,413**	1,349

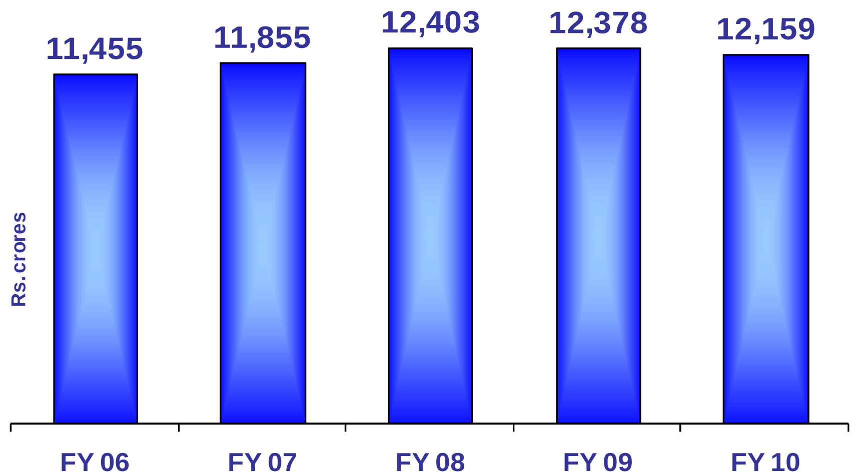
FY 10 highlights

- Investments and Cash Balances stands at over Rs. 1150 crores.
- Net worth of the company stands at Rs. 1893 crores
- Gearing ratio is 22%.
- Current ratio is 1.5.
- ROCE is 16%
- RONW is 13%

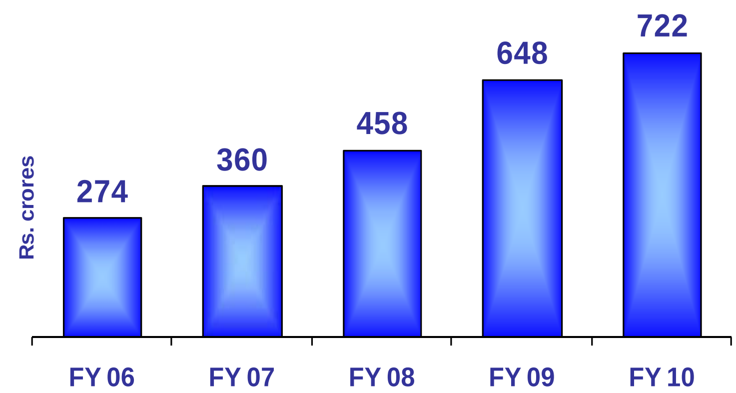
Historical Financial Trends

Financial Trends

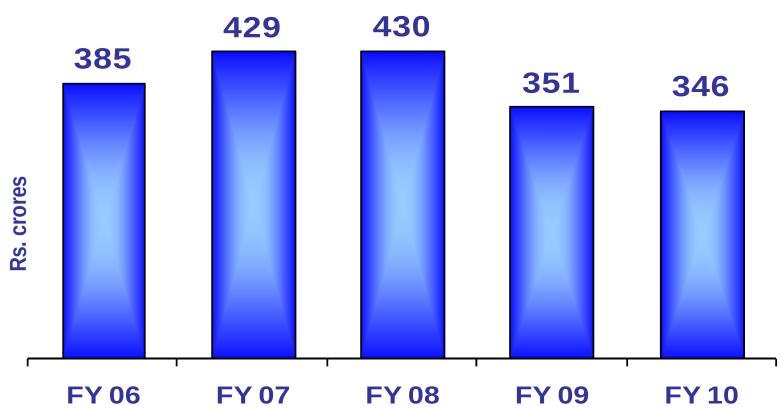
Consolidated Revenue



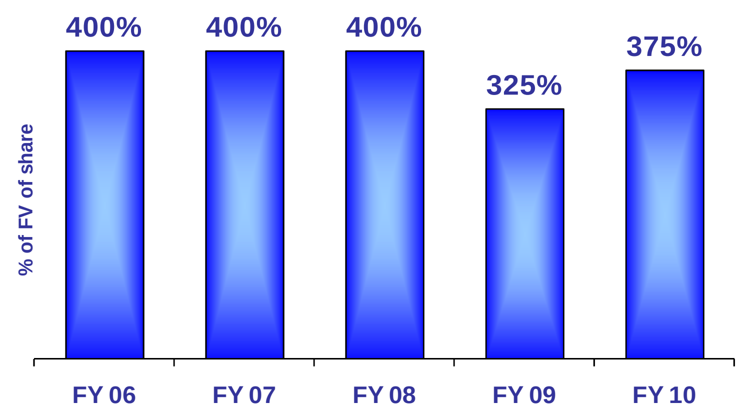
Services Revenue



Consolidated Profit before tax



Dividend

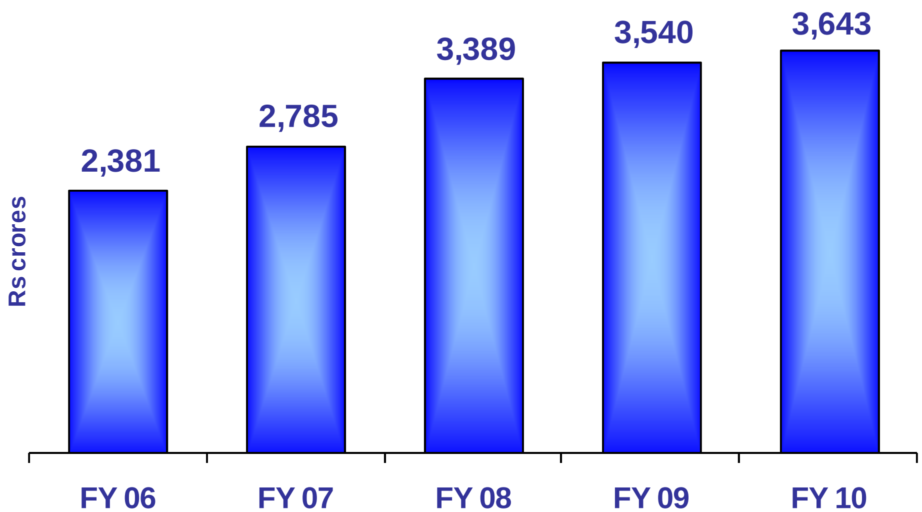


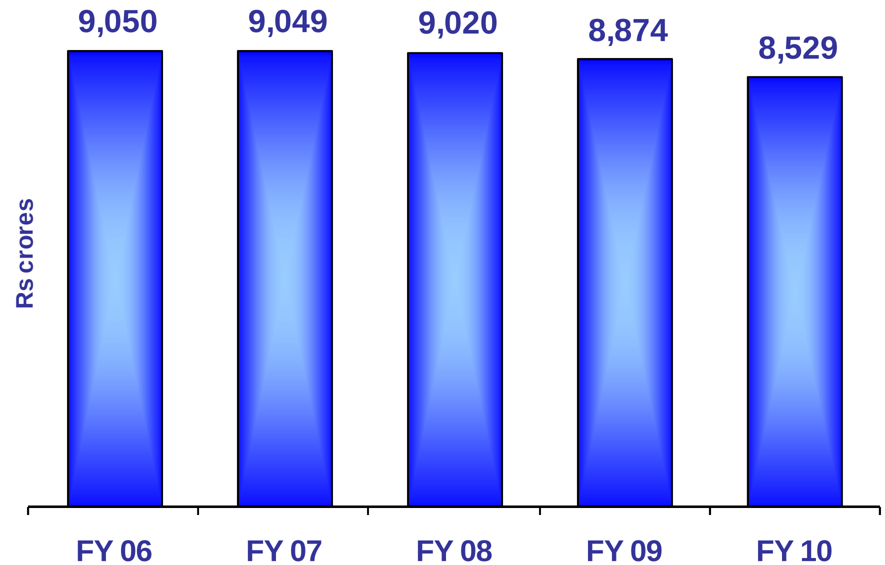
Segment Trends

Computer Systems

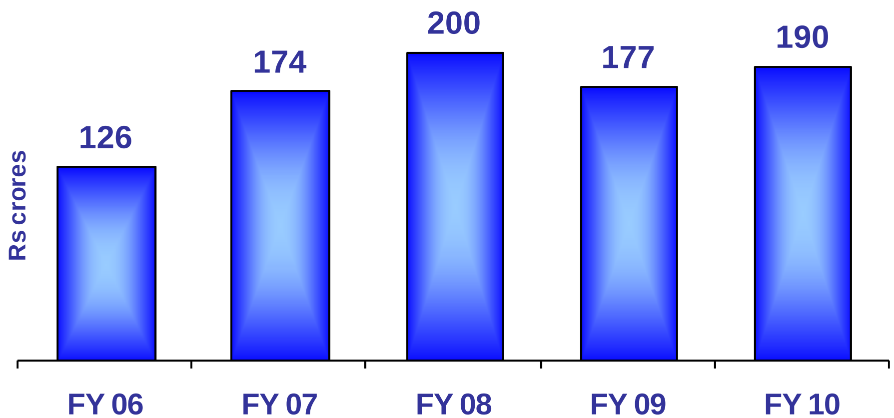
Telecom & OA

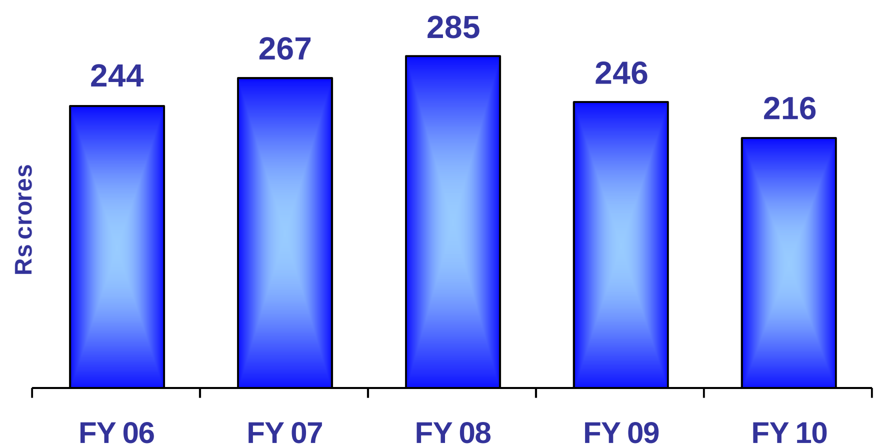
REVENUE





PBIT





HCL