

HCL Tech forms JV with Management Consulting firm

Initiative to strengthen HCL Tech's presence in financial services

New Delhi, August 16, 2002– HCL Tech announced today that it has entered into a joint venture with *m.a.partners* - a management consulting firm - to address software services opportunities in Global Financial Markets, especially in the areas of Investment Banking, Asset Management and Private Banking. *m.a.partners* brings a wealth of domain expertise and clients including many of the top Global Investment Banking firms, to the JV.

The new company, christened HCL *m.a.* Limited will be headquartered in London. HCL *m.a.* will leverage HCL Techs' considerable resources in project execution and delivery and provide customers in the global financial market space, an end-to-end offering, ranging from solution design to software services delivery and maintenance.

HCL Tech will hold a 51% stake in the new company while the balance 49% will be owned by *m.a.partners*. The initial funding will be £800,000. The Board of the company will be constituted of 2 Directors from each shareholder, with one of the HCL Tech nominated Directors, appointed Chairman of the new company. HCL *m.a.* Limited will be managed by experienced consulting professionals familiar with the financial markets, primarily from *m.a.partners*.

m.a.partners is an independent management consulting firm, with a proven track record in managing change for leading institutions in the Global Financial Markets. Revenues for FY March 2002 stood at \$ 26 Million.

The firm has offices in London and New York and a team of 22 partners in a total of more than 80 experienced professionals, with backgrounds from Investment Banking and the "Big Four" consulting firms. Unlike the big four consultancies, *m.a.partners* entry level consultants have a minimum of five years experience in managing change projects within the Global Financial Markets.

The JV will enable HCL Tech to leverage its capabilities in software development and applications engineering to target *m.a.partners*' client base, whilst enabling *m.a.partners* to provide end-to-end solutions.

Shiv Nadar, Chairman, President & CEO HCL Tech commented, "As part of our strategy to strengthen the Banking and Financial Services vertical, this JV will facilitate HCL Technologies to craft an entry into the largest banks and financial services companies globally. HCL *m.a.* also marks our enhanced focus on the European market, where we intend consolidating our presence."

Jon Moore, London Managing Partner of *m.a.partners* said, "IT services is a major focus area for our clients and we believe that this JV with HCL Technologies will help us offer a more complete range of services to our clients. Our clients value service providers who understand their business and can deliver complete and appropriate solutions. HCL *m.a* will better equip us to take on larger projects, that combine consulting and IT services expertise. We anticipate significant growth and broadening of our capabilities as a consequence of this new venture."

HCL Tech has an established record of partnering successfully with global companies and a reputation for high-quality execution among blue chip corporations worldwide. Perot Systems, Deutsche Bank and British Telecom are amongst some of the other successful joint venture relationships that HCL Tech has previously forged and consolidated. This JV with *m.a.partners* is another endorsement of HCL Tech's stated objective of strengthening and growing its presence in Europe, as well as reinforcing its expertise in the high potential banking and financial services vertical.

About HCL Technologies

HCL Technologies is one of India's leading global IT services and product engineering companies, providing value-added, software-led IT solutions and services to large and medium-scale organizations. Founded in 1991, HCL Technologies focuses on technology as well as R&D outsourcing, with the objective of working with clients in areas at the core of their business. HCL Technologies delivers these services through an extensive offshore software development infrastructure and a vast global marketing network that enables scalable, flexible and cost-effective delivery. As of March 31, 2002, HCL Technologies Limited along with its subsidiaries had 5,945 employees. The HCL Technologies team today has operations spanning 25 locations in 14 countries — covering over 80% of the world's IT market. Together with its knowledge of embedded systems, core technologies and applications development expertise, HCL Technologies is positioned, as a composite solutions provider equipped to cater to the entire gamut of IT needs. For more information, visit HCL Technologies at www.hcltech.com

About *m.a.partners*

m.a.partners is an independent management consulting firm, which specializes in managing change for leading institutions in the global financial markets. The firm was founded in London and services clients in the most significant financial markets centers in North America and Europe. All consultants at *m.a.partners* have considerable industry knowledge with an average of 10+ years of experience and a proven track record of managing change within leading institutions. *m.a.partners'* expertise is concentrated in four sectors: Investment Banking, Asset Management, Private Banking and Exchanges. Services provided range from business strategy and architecture formulation through to management of systems integration and implementation. For more information, visit *m.a.partners* website at www.ma-p.com

Certain statements in this release are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, 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, 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 and general economic conditions affecting our industry. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

For further information please contact:

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