

FOR IMMEDIATE RELEASE

HCL Comnet captures the emerging segments, becomes the No#1 VSAT service provider

- Records the highest installed base of 12623, 78% increase since March '03
- A 100% capture of the commodities exchange sector and a deciding 53% market share in the competitive ATM segment.
- Behind 2 of every 3 network implementations in e-broking segment

New Delhi, May 19, 2004:

Pioneering new applications and segments HCL Comnet, country's leading IT Services Management Company, has emerged as India's number #1 VSAT service provider as per the latest DOT data. The company has achieved leadership position in emerging segments like commodity exchange, ATM and e-broking which fuelled its installed base to a phenomenal 12623, **an increase of 5530** since March last year, clocking a **record setting growth of 78%**.

HCL Comnet completely captured the commodity exchange market by setting up satellite connectivity for ALL the three exchanges – MCX, NMCE & NCDEX - in the country. The e-broking segment too saw Comnet implementing 2 of every 3 networks installed in this sector. Banking & Finance segment continued to be the company's strength with Comnet networking more ATMs than any other competitor in the fray and going home with a deciding 53% market share. Importantly, the expansion of ITC's e-chaupal initiative to include more centres also significantly contributed to the increase in the company's VSAT base.

Owing to such positive activity in these segments HCL Comnet's installed base on Shared Hub increased to 8376 VSATs during this period. In addition to this Comnet has installed and is managing other 8 Hubs and 4247 VSATs for Private VSAT Networks for NSE, Eastern Command, STPI-KhajaneNet, IOCL, ERNET, Karnataka Power Transmission Corporation (KPTCL) and NIC.

Commenting on HCL Comnet's leadership position in VSAT services, Sanjeev Nikore, COO, HCL Comnet said, "It is our unique service offerings backed by our decade long understanding of the VSAT space that has once again reinforced our dominant position in the industry. We understand our customers' requirements and develop service solutions best suited to their needs, offering them intelligent networks clubbed with a competitive cost advantage. "

HCL Comnet's pioneering foray into the commodity trading segment saw it installing a total of 700 VSATs in the first phase of expansion for the three commodity exchanges, namely NCDEX, MCX and NMCE, enabling trading and

information exchange between dealers, stock brokers, exchange members, and the end users. The other big project undertaken last year was partnering ITC's e choupal program where HCL Comnet installed 1600 VSATs connecting thousands of farmers across the country. Comnet also enabled VSAT connectivity for ATMs for the State Bank of India and its associates some of them being State Bank of Patiala, State Bank of Bikaner & Jaipur, State Bank of Indore, State Bank of Travancor etc.

A company that pioneered VSAT connectivity in the country, HCL Comnet has developed unique initiatives. In the education segment, at IIT Mumbai HCL Comnet has set up a VSAT based video interactive, two-way distance education network. This will enable Mini IITs to be created across the country with quality education reaching remote Learning centers. Currently the company is promoting the pioneering multi-services model that combines DVB (Digital Video Broadcast) multicasting services to offer traditional VSAT services, Internet services and emerging applications relevant for remote/rural locations

About HCL Comnet:

A 100% subsidiary of HCL technologies, HCL Comnet is India's leading IT infrastructure management company. A focused player in the IT services arena, HCL Comnet seeks to provide simplified infrastructure solutions through delivering high-performance management services for complex, distributed infrastructure environments encompassing the Internet, Client and legacy based infrastructures.

HCL Comnet addresses the growing demand for the cost-effective management of technology infrastructure across geographically dispersed locations. With a mission to develop innovative solutions for enterprises worldwide, the company has developed a unique model for Remote IT infrastructure management that enables customer organizations to achieve superior infrastructure performance and significantly reduced costs.

For further information:

Rashmi Chaudhary/Karishma Gupte
PR Pundit
Tel: 011 2656 0415, 2651 3075
E mail: rashmi.c@prpundit.com

Gloria Thadani
HCL Comnet
Tel: 0120 2535071
E mail: Gloriat@hclcomnet.co.in