

HCL Infosystems Limited

Investor Quarterly Update

7th November 2012



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Business Highlights and Lowlights

Highlights

- QoQ Growth in telecom distribution business
- Partnerships done to enhance multi brand distribution business
- Robust growth in Tablets in India. Also launched in Dubai and Middle East
- RIM Command Center operationalized in Singapore

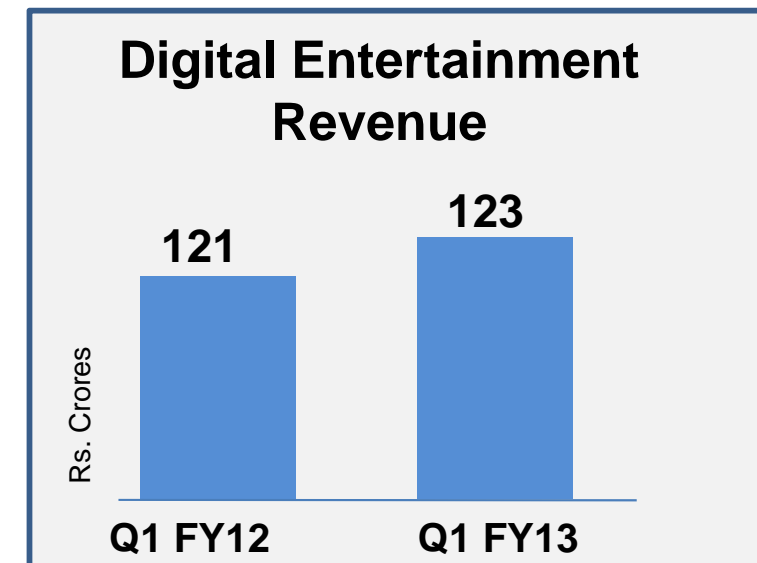
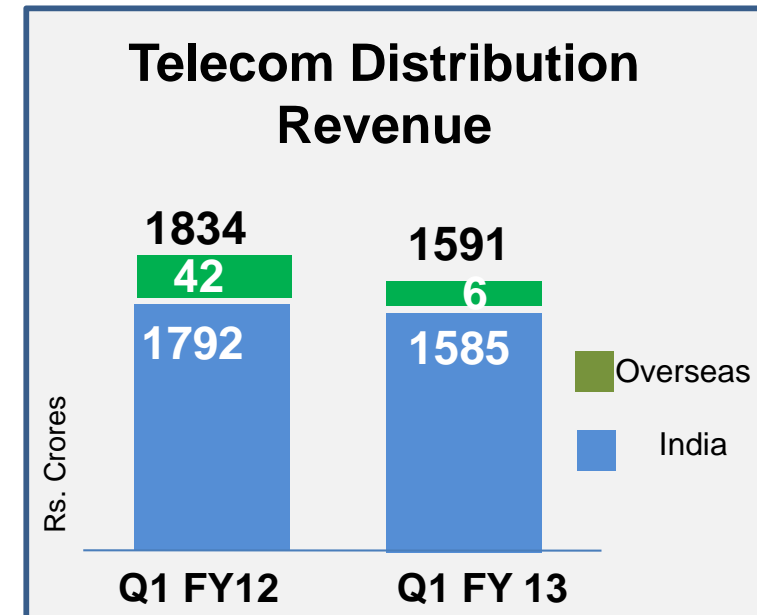
Lowlights

- Impact due to Foreign Exchange volatility
- Low demand in B2B in Hardware & SI businesses
- Continued cycle time delays in System Integration projects
- All of the above continued to impact profitability

Distribution – Telecom Distribution, Digital Entertainment

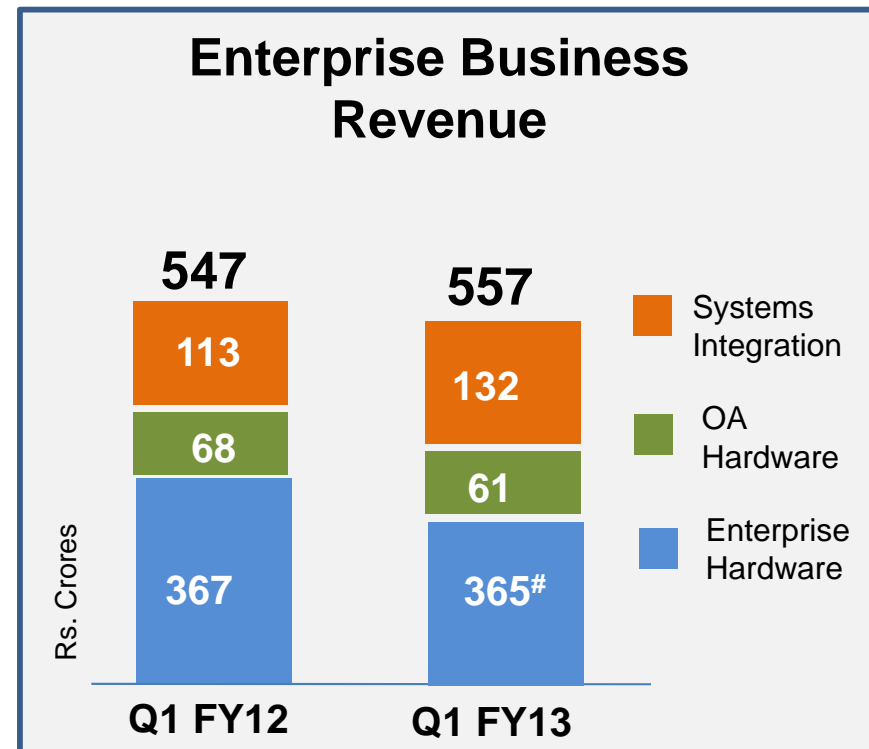
- ❑ QoQ Growth in Handset Business
- ❑ Expansion into rural territory for Distribution
- ❑ Margin compression in Telecom Distribution as per new terms of trade and lower ASP
- ❑ Strategic Partnership with Dell India for distribution of its Enterprise products
- ❑ Launch of Power+ Accessory range
- ❑ Partnered with Silicon Power to distribute storage products across India

Good Funnel underway to build portfolio of distribution: Lexmark, JBL, Omron, DeLonghi, Norton, Supertooth, Accessories



Enterprise Business – Solutions & SI

- ❑ Drop in Enterprise Demand
- ❑ Foreign Exchange remains volatile
- ❑ Delays in SI Projects – lower revenues, locked working capital and cost over runs

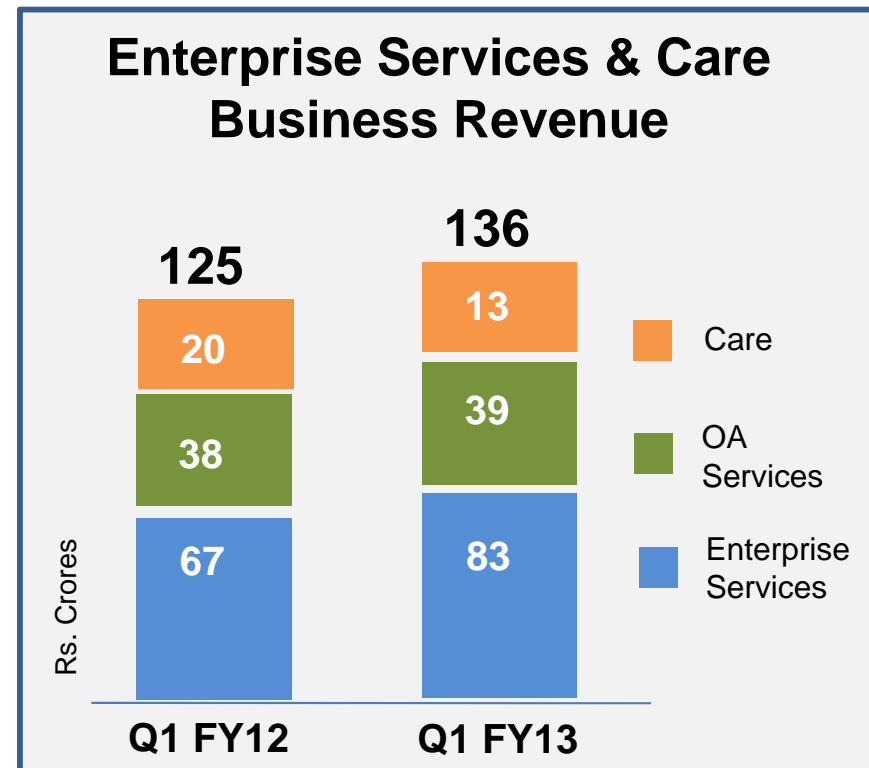


- Focus on increasing services in the business mix and
- Selective in Hardware & SI deals

includes Overseas revenues

Enterprise Services & Care

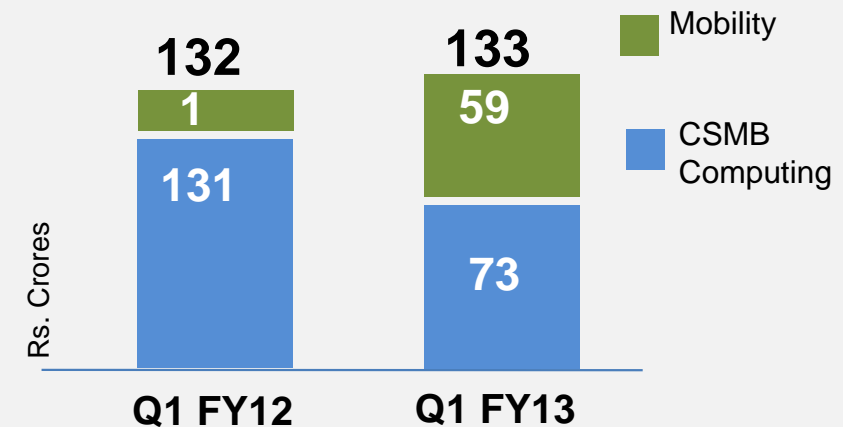
- ❑ New Wins in IMS and Cloud businesses
- ❑ RIMs being set up in Pondicherry & Hyderabad
- ❑ Drop in OA services levels
- ❑ New Clients added – Philips, RIM & Lenovo.



Mobility, Consumer & SMB Computing

- ❑ HCL Ultra book Launched
- ❑ Margin impact due to Fx Volatility
- ❑ Growth in Mobility Business
- ❑ Successful global launch in Dubai & Middle East
- ❑ New partnerships - Spice, Croma, TMS, Sangeetha, Univercell & Poorvika

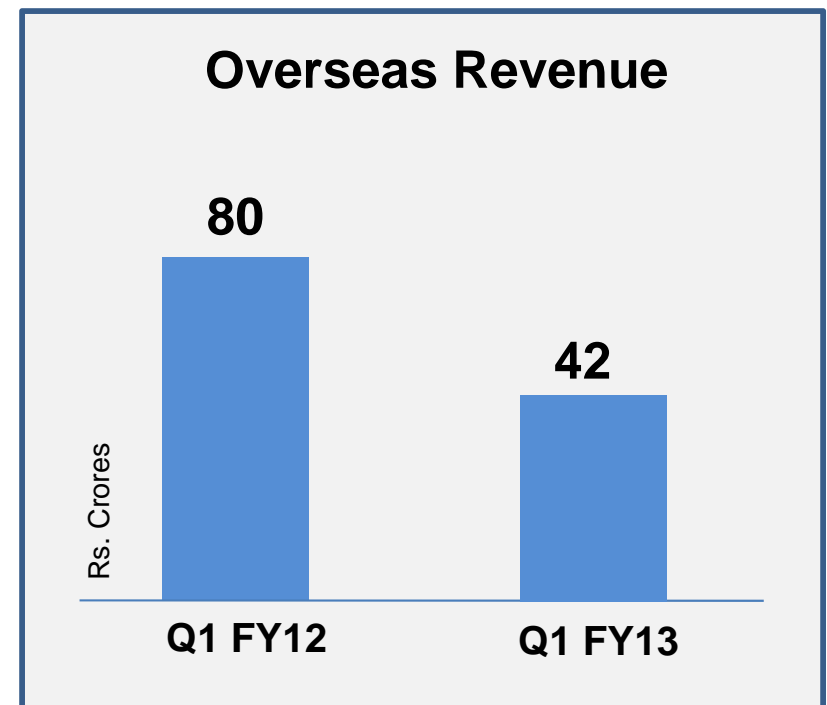
Consumer Computing & Mobility Revenues



New Products : Tablets, AIO, Ultrabooks, Smartbooks
Rapid Growth in Tablets

Overseas market

- ❑ Bagged IMS contracts from 10 prestigious Singapore Government agencies
- ❑ Singapore RIM centre in operation
- ❑ HCL MEA won major orders from Etisalat BTO, Gems Education, Qatar International Bank and Abu Dhabi Police

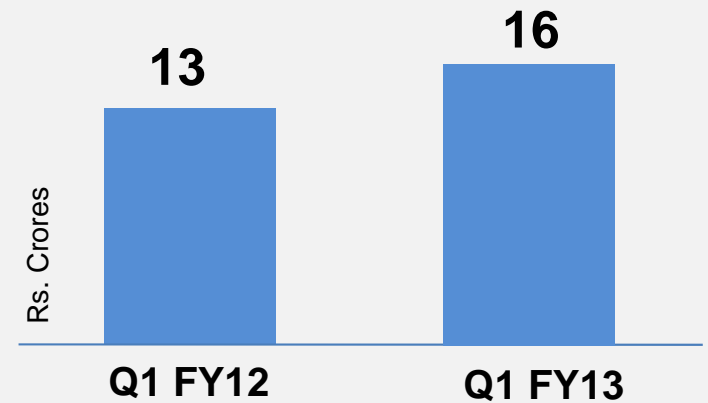


Learning

- ❑ Introduced tablets & PC dongles for students bundled with course content
- ❑ Courses on Mobile application development in ILT (Instruction Led Training) & online mode introduced
- ❑ New partnerships – schools in Tamil Nadu & Maharashtra

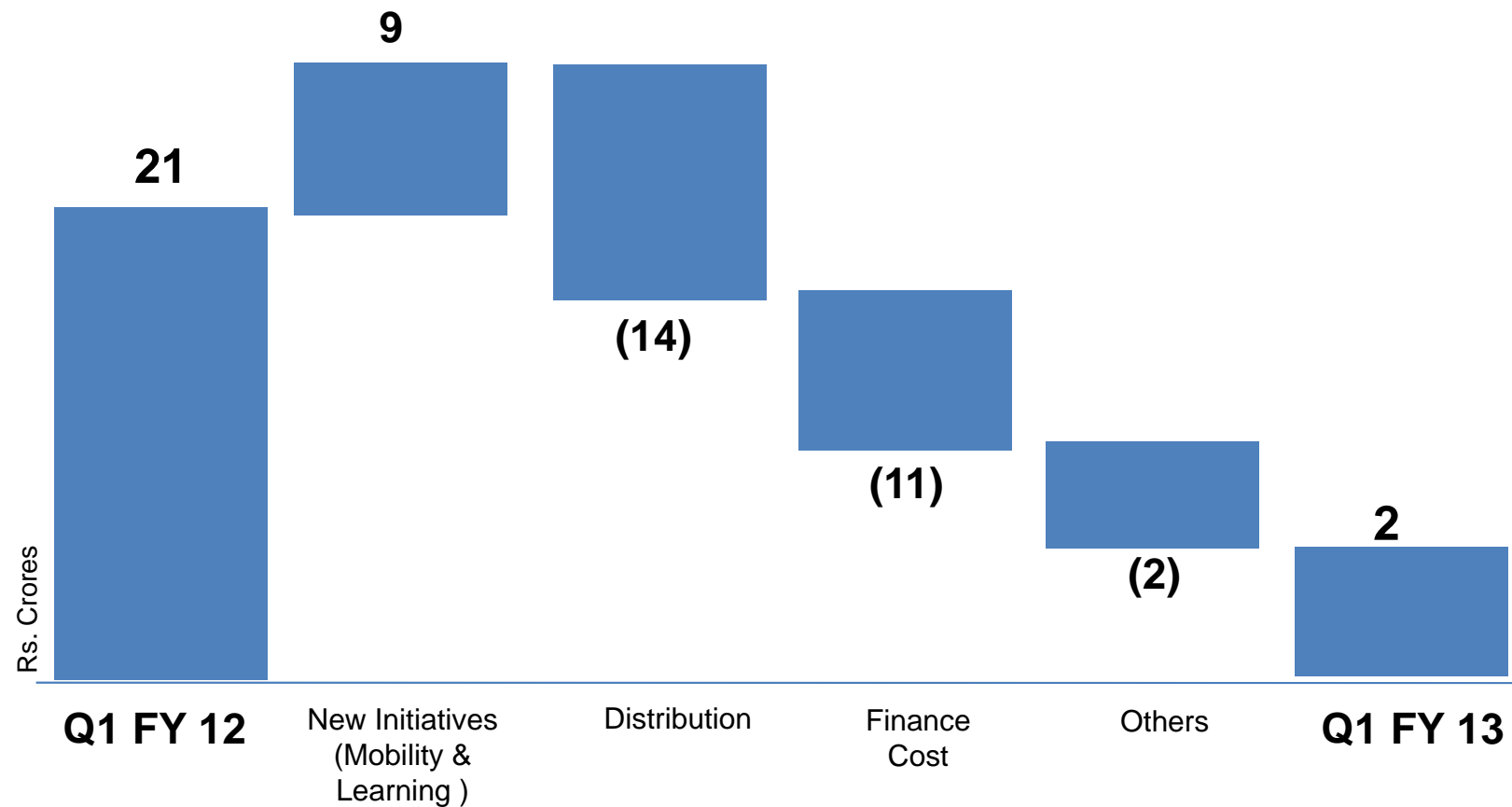
On an accelerated growth path

Learning Revenue



* Schools purchasing peaks in March-June. The Business is highly seasonal

Results Highlights – Consolidated PBT



Business Break up – Revenue

Rs. Crores

Business Revenue Break up	Q1 FY 12	Q1 FY 13	YoY Growth
Enterprise Solutions & SI	547	515	(6%)
Enterprise services & Care	125	136	9%
Overseas (Computing)	80	42	(47%)
CSMB Computing & Mobility	132	133	1%
Learning	13	16	21%
Telecom Distribution	1834	1591	(13%)
Digital Entertainment	121	123	1%
Eliminations & discontinued (Infinet)	(42)	(98)	
Consolidated Revenue	2,810	2,456	(13%)

Key Focus Areas for FY 13

- ❑ Growth of Multi-brand services for Enterprise and Consumer businesses
- ❑ Growth of Multi-brand distribution in Digilife Distribution & Marketing Services
- ❑ Growth of Learning portfolio
 - ❑ Direct to consumer
- ❑ Ramp up of UIDAI MSP project
- ❑ Explore various strategic partnerships for PC hardware & SI Businesses to get reach, portfolio and cost advantage

HCL