

HCL TECHNOLOGIES

THIRD QUARTER FY 2022

INVESTOR RELEASE

Noida, India, January 14th, 2022

Q3 FY'22 RESULTS

Revenue at **US\$ 2,977 mn**; up **6.7%** QoQ & up **13.8%** YoY

Revenue up **7.6%** QoQ & up **15.0%** YoY in Constant Currency

Services Revenue (ITBS and ERS) up **5.3%** QoQ & up **16.1%** YoY in Constant Currency

EBITDA margin at **23.4%** (Ind AS EBITDA margin at **24.2%**); EBIT margin at **19.0%**

Net Income at **US\$ 458 mn** (Net Income margin at **15.4%**) up **3.8%** QoQ & down **15.2%*** YoY

Revenue at **₹ 22,331 crores**; up **8.1%** QoQ & up **15.7%** YoY

Net Income at **₹ 3,442 crores**; up **5.4%** QoQ & down **13.6%*** YoY

**PAT for Q3 FY21 was higher by US\$ 59.4 mn (₹ 438 crores) due to reversal of a prior years' tax provision due to change in the method of calculating a tax deduction, basis evaluation of judicial rulings. Excluding this, PAT for Q3 FY22 is down 4.7% YoY in dollar terms (down 2.9% YoY in INR terms).*

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FINANCIAL HIGHLIGHTS FOR THE QUARTER ENDED 31st DECEMBER, 2021

(Amount in US\$ Million)

Particulars	Q3 FY'22	Margin%	Growth	
			QoQ	YoY
Revenue	2,977		6.7%	13.8%
Revenue Growth (Constant Currency)			7.6%	15.0%
EBITDA	698	23.4%	6.8%	-5.4%
EBIT	566	19.0%	7.0%	-5.5%
Net Income	458	15.4%	3.8%	-15.2%*

(Amount in ₹ Crores)

Particulars	Q3 FY'22	Margin%	Growth	
			QoQ	YoY
Revenue	22,331		8.1%	15.7%
EBITDA	5,242	23.4%	8.3%	-3.7%
EBIT	4,251	19.0%	8.5%	-3.7%
Net Income	3,442	15.4%	5.4%	-13.6%*

Segment-wise Highlights

(Amount in US \$ Million)

Quarter Ended 31-Dec-2021	Revenue	Revenue Mix	EBIT Margin	Growth (in Constant Currency)	
				QoQ	YoY
IT and Business Services (A)	2,103	70.6%	16.6%	4.7%	15.3%
Engineering and R&D Services (B)	473	15.9%	18.6%	8.3%	19.7%
Services (A + B)	2,576	86.5%	17.0%	5.3%	16.1%
Products & Platforms (C)	402	13.5%	31.9%	24.5%	8.2%
Total (A + B + C)	2,977	100.0%	19.0%	7.6%	15.0%

Mode 1-2-3 Highlights

(Amount in US\$ Million)

Quarter Ended 31-Dec-2021	Revenue	Revenue Mix	Growth (in Constant Currency)	
			QoQ	YoY
Mode 1	1,771	59.5%	5.1%	11.7%
Mode 2	759	25.5%	6.1%	30.2%
Mode 3	448	15.0%	21.6%	6.2%
Total	2,977	100.0%	7.6%	15.0%

*PAT for Q3 FY21 was higher by US\$ 59.4 mn (₹ 438 crores) due to reversal of a prior years' tax provision due to change in the method of calculating a tax deduction, basis evaluation of judicial rulings. Excluding this, PAT for Q3 FY22 is down 4.7% YoY in dollar terms (down 2.9% YoY in INR terms).



Corporate and Financial Highlights

- Stellar revenue growth at **7.6% QoQ** in Constant Currency, **highest in the last 12 years**.
 - Services business has grown at 5.3% QoQ cc this quarter on back of robust 5.2% QoQ cc in Q2.
 - Engineering and R&D Services grew at robust 8.3% QoQ cc (19.7% YoY cc) driven by traction in digital engineering and IoT Works.
 - IT and Business Services grew at healthy 4.7% QoQ cc (15.3% YoY cc), driven by acceleration in cloud transformation and application modernization deals.
 - Products and Platforms revenue grew at 24.5% QoQ cc (8.2% YoY cc) driven by significant traction in HCL DX and HCL Commerce products.
- Strong Booking performance: TCV of New Deal wins at **US\$ 2,135 mn** registering **64% YoY** growth.
 - Services TCV at US\$ 1,968 mn (63% YoY) enabled by **8 net new** large Services deal wins;
 - Products TCV at US\$ 167 mn (70% YoY) enabled by **8 net new** large Product deal wins;
 - Significant number of small deals.
- All round strong double digit growth across verticals and geographies YoY in constant currency.
 - Growth momentum led by Lifesciences & Healthcare (21.3%), Technology & Services (18.1%), Energy, and Utilities & Public Services (14.8%).
 - Geography growth powered by Americas (15%) and ROW (25.8%).
- Mode 2 continues to lead the growth momentum growing at 30.2% YoY in Constant Currency.
- Strong client addition across all categories. On YoY basis, \$50 mn+ clients up by **11**, \$20 mn+ clients up by **13**, \$10 mn+ clients up by **25**, and \$5 mn+ clients up by **34**, \$1 mn+ clients up by **50**.
- Hiring continued at a brisk pace with Net Addition of **10,143** during the quarter. Total headcount now at **197,777**.
- Cash Generation continues to be robust:

Particulars	Quarter Ended (31-Dec-2021)	Last Twelve Months Ended (31-Dec-2021)
Operating Cash Flow (US\$ mn)	584	1,952
Free Cash Flow (US\$ mn)	521	1,699

- Gross Cash stands at **US\$ 2,666 mn** and Net Cash at **US\$ 2,140 mn** at the end of December 31st, 2021.
- New acquisitions
 - HCL is acquiring 100% stake in Starschema, a limited liability company incorporated in Hungary for total cash consideration of US\$ 42.5 mn. With this acquisition, HCL would enhance its capabilities and solutions in Data Engineering which will accelerate the growth of Mode 2 services in Digital Engineering, Near-shore Eastern European presence and ability to scale. The transaction is expected to be closed by March 2022.
 - HCL announced the acquisition of 51% equity stake in the German IT consulting company Gesellschaft für Bankssysteme GmbH (gbs), along with apoBank, who would hold the balance 49% of equity. The strategic partnership would drive digital transformation and innovation for German financial services sector. HCL has paid Euro 99,000 as the purchase consideration for its 51% stake. The transaction has been completed with effect from January 5th, 2022.
- The company has declared a dividend of **₹ 10** /- per share for Q3, being 76th consecutive quarter of dividend pay-out.

FY 2022 Guidance

Revenue expected to grow in double digits in constant currency for FY'22.

EBIT margin expected to be between **19% and 21%** for FY'22.



CORPORATE OVERVIEW

“We are in the disruption phase of our lives, and the world has been dramatically reshaped and transformed. Technology has become all pervasive, in our homes, and livelihoods, and is the epicenter of our lives. Our HCL family has been a catalyst in this change and is helping global enterprises embrace digital transformation, with a unique blend of products and services. As the global economy revives and we emerge from this crisis, we will continue to meet future challenges armed with our core beliefs of innovation and invention, driven by a strong faith in humanitarian values.”, said **Roshni Nadar Malhotra, Chairperson, HCL Technologies Ltd.**

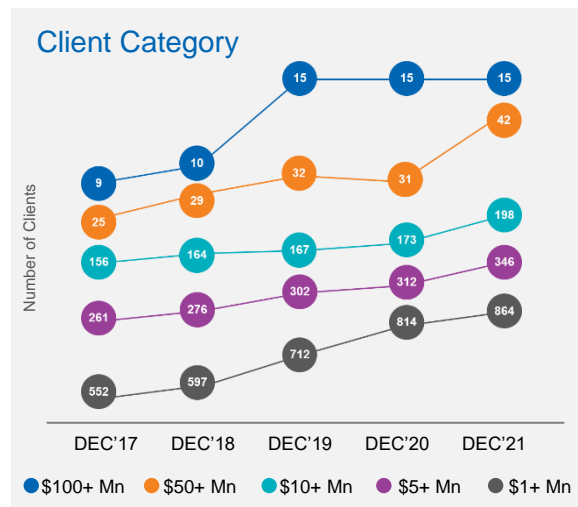
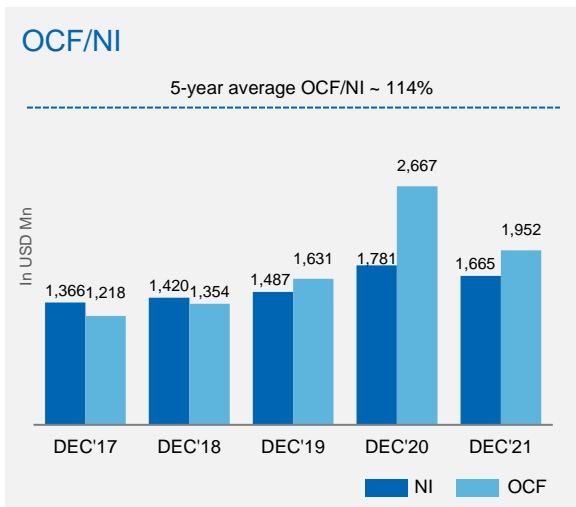
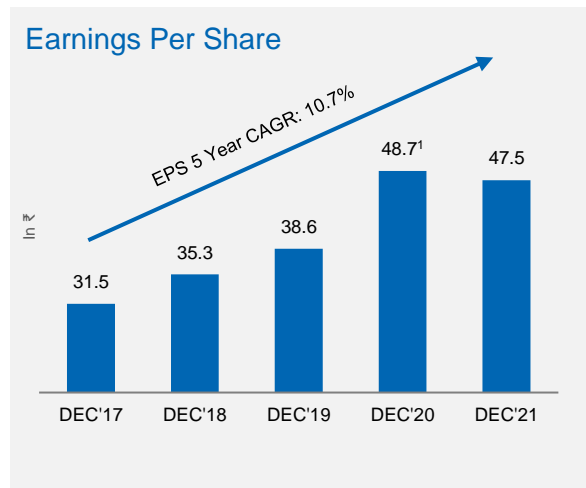
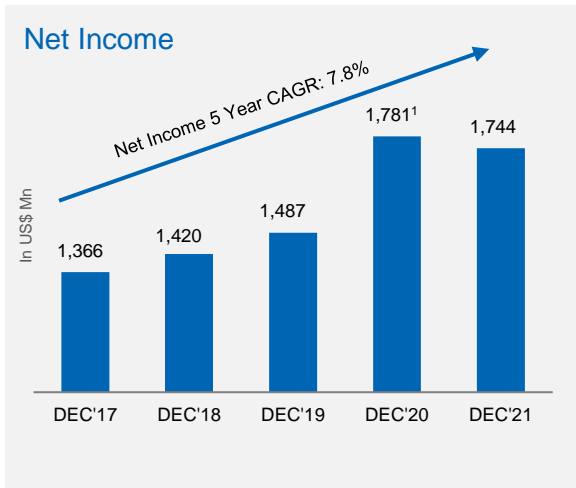
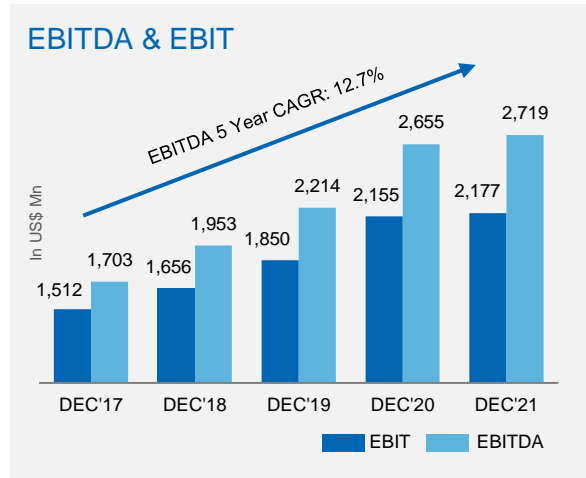
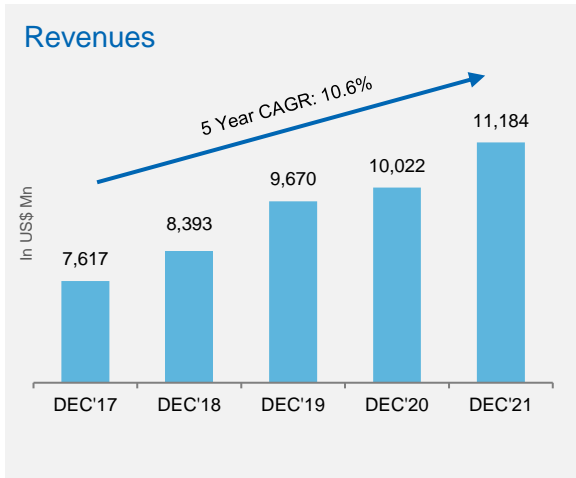
“We have delivered all round stellar performance this quarter with a revenue growth of 7.6% in constant currency QoQ, the highest recorded in the last 46 quarters. Our Products & Platforms segment led the growth with 24.5% followed by Engineering and R&D Services with 8.3% and IT & Business Services with 4.7%, all in QoQ cc. Our future looks bright as we had a very strong net new booking of \$ 2.1B, a 64% YoY increase. We also added more than 10,000 to our employee strength this quarter. I believe we continue to be in a vantage position to address sustained demand momentum as our investments on strategic priorities like digital, cloud & engineering capabilities and our talent development plans are showing strong returns.”, said **C Vijayakumar, Chief Executive Officer & Managing Director, HCL Technologies Ltd.**

“This was clearly a quarter of record growth. Revenue achievement was at \$ 2,977 Mn, up 7.6% QoQ & 15.0% YoY in constant currency. Profitability was maintained at EBITDA of 24.2% and EBIT of 19.1% (both Ind AS). Net Income Margin for the quarter was 15.4%. Free Cash Flow (FCF) increased 33.7% QoQ at \$ 521 Mn, 114% of Net Income. LTM FCF is at 102% of Net Income. We closed the quarter with Gross Cash at \$ 2.7 Bn and Net Cash at \$ 2.1 Bn, despite higher dividend payout, purchase of shares by the RSU Trust and acquisition of balance shareholding in Actian during the quarter.”, said **Prateek Aggarwal, Chief Financial Officer, HCL Technologies Ltd.**



PERFORMANCE TRENDS

Overall Company (Past 5 Calendar Years)



- PAT for Q3 FY21 was higher by US\$ 59.4 mn (₹ 438 crores) due to reversal of a prior years' tax provision due to change in the method of calculating a tax deduction, basis evaluation of judicial rulings.
- LTM performance trends with respect to profits and profit margins are excluding the impact of onetime milestone bonus in Q4 FY'21: \$99.8 mn (\$78.8 mn net of tax); ₹ 728 crores (₹ 575 crores net of tax).



REVENUE GROWTH (IN CONSTANT CURRENCY)

Particulars	Details	Quarter Ended 31-Dec-21	
		QoQ	YoY
Consolidated	For the Company	7.6%	15.0%
Geography	Americas	7.3%	15.0%
	Europe	9.1%	12.0%
	ROW	4.5%	25.8%
Segments	IT and Business Services (A)	4.7%	15.3%
	Engineering and R&D Services (B)	8.3%	19.7%
	Services (A+B)	5.3%	16.1%
	Products & Platforms	24.5%	8.2%
Verticals	Financial Services	6.3%	13.5%
	Manufacturing	5.7%	12.2%
	Technology and Services	14.0%	18.1%
	Retail & CPG	11.5%	11.5%
	Telecommunications, Media, Publishing & Entertainment	11.3%	12.4%
	Lifesciences & Healthcare	0.9%	21.3%
	Public Services [#]	6.1%	14.8%

Note:

[#] Public Services include Oil & Gas, Energy & Utilities, Travel - Transport - Logistics and Government.



CORPORATE ACHIEVEMENTS

HCL Technologies has embraced next-generation solutions to help enterprises successfully sustain and maintain existing operations – and also transform to be fit for the future. Drawing on its strong legacy of industry expertise, client centricity and a culture of Ideapreneurship™, HCL has also continued to act, adapt, and advance its own journey of transformation.

Business Highlights

- HCL Technologies won eight net new large services deals and eight new significant product deals across technology and services, financial services and life sciences and healthcare.
- Shiv Nadar, Founder of HCL and Chairman Emeritus & Strategic Advisor was honored with the prestigious Philanthropist of the Year (Jury Special) award by the Indo-French Chamber of Commerce and Industry.
- HCL Technologies opened a new center in Hartford, Connecticut, U.S. The facility serves its flagship client - Stanley Black & Decker, as well as several other Northeast U.S. clients, and will expand to support clients across industries including manufacturing, aerospace and defense, insurance, life sciences and healthcare. The Hartford Center will feature a smart manufacturing lab showcasing state-of-the-art technologies from HCL and its ecosystem.
- HCL Technologies expanded its presence in Sri Lanka with the opening of a new facility at Cinnamon Life in Colombo. This is HCL's largest facility in Sri Lanka accommodating 4,000 employees. HCL will provide IT services to global clients in the areas of digital applications, system integration services, and infrastructure management services including digital workplace solutions.
- HCL Technologies announced plans to create 12,000 new jobs in the U.S. in the next five years. The company expects to recruit more than 2,000 graduates over the next 36 months as part of its U.S. early career and training program, Rise at HCL. This is part of the organization's global New Vistas program, designed to establish innovation and delivery centers in emerging cities around the world.
- HCL Technologies was named among the World's Best Employers list by Forbes for the second consecutive year. HCL has also emerged as the top ranked company globally in the professional services sector and one of the top-five India-headquartered multinationals across all sectors.
- HCL Technologies has partnered with Google Cloud to launch innovative healthcare and life sciences solutions. HCL will establish a joint center of excellence for Google Cloud with industry subject matter experts and Google Cloud-certified ideapreneurs to deliver solutions for payer, provider, medtech and biopharma customers.
- HCL Technologies scaled up a dedicated AWS business unit to accelerate enterprise cloud transformation. HCL has 10,000+ professionals trained on AWS. and plans to boost this capacity in future. The AWS business unit is an important part of the larger #HCLCloudSmart strategy to build effective ecosystems that help customers stay ahead of their competitors.
- HCL Technologies has been named a Titanium-level partner by the Intel Network Builders Winner's Circle ecosystem program. HCL has received this recognition for its contribution to the acceleration of 5G, edge and virtual network transformation, and by working closely with Intel and the Intel Network Builders ecosystem.
- HCL Technologies and Innovaccer have partnered to accelerate digital health transformation. HCL uses its next-generation digital and data transformation capabilities to help healthcare enterprises unlock the full potential of siloed - and often complex - data using Innovaccer's Data Activation Platform and analytics-driven applications.
- HCL Technologies has launched the HCL SMARTWiFi platform for communication service providers. HCL SMARTWiFi is a cloud-native, containerized, highly scalable platform that allows for large-scale WiFi access point deployments. The platform offers much lower total cost of ownership, compared with traditional offerings, and includes a selection of access points from several leading WiFi access point manufacturers.
- HCL's Aerospace and Defense (A&D) solution Base90 has been recognized as an SAP-qualified partner-packaged solution in North America. Base90 ensures rapid implementation of standard industry processes, enabling project personnel to focus on business differentiators and value creation.
- Continuing its tradition of 'Ideapreneurship™' and a culture of innovation, 18 patents have been filed and four were granted in OND'21. Patents were filed in the software development area, artificial intelligence, machine learning, next-generation technologies and platforms that included IoT, automation and data analytics, among others.



- HCL's Value Portal, a unique grassroots innovation platform that enables employees to contribute their ideas and create value for HCL and its clients, delivered value worth \$264 M+. In Q3, 9,900+ employees accessed the Value Portal, generating 4,190+ ideas and 1,690+ implementations.

KEY BUSINESS UPDATES

Enterprises globally are undergoing a fundamental change in the wake of digital analytics, cloud, IoT and automation. HCL's unique blend of services and products enables clients to achieve transformation guided by the framework of the company's Mode 1-2-3 strategy, its signature growth blueprint to ensure organizations accelerate their transition into digital enterprises. The Mode 1-2-3 strategy gives clients assurance and confidence in HCL's ability to deliver on their vision of sustainable transformation.

New Large Deals

In Q3, FY'22, HCL Technologies won eight large services deals and eight significant product deals.

Services deals

- A U.S.-based Fortune 500 global life sciences company has selected HCL for supporting and transforming the hybrid cloud environment. HCL's SmartOps solution will help clients' IT meet their rapidly growing business needs. The solution will increase infrastructure availability while eliminating technical debt and enhancing end-user experience.
- A Swiss-based capital markets technology and services company and HCL have entered into a five-year strategic partnership. This will help their global client base meet their digital transformation and cryptocurrency adoption needs faster by accelerated migrations and enable faster delivery of newer versions of their products.
- A Europe-based manufacturing company chose HCL for a new multiyear IT services contract to advance its digital transformation journey by leveraging automation and facilitating an agile and customer-focused workforce. Through this partnership, HCL will establish a world-class IT foundation, enabling the company to enhance its service delivery and user experience with existing infrastructure and application development engagement to deliver leading-edge hybrid cloud management, digital workplace and security services.
- A U.S.-based Fortune 500, global payments company with solutions for banking, and global commerce has chosen HCL as a strategic partner to transform its employee experience and workplace services. HCL will provide service desk, field services and desktop engineering services to help transform, automate and elevate the end-user experience of 60,000+ associates across Americas, Europe and Asia-Pacific.
- A U.S.-based leading manufacturer chose HCL to transform end-to-end technology operations and deliver on programs to scale its services in-line with company's strategic goals. This partnership will allow the manufacturer to have an ally that truly understands its needs and the landscape of the Hi-Tech industry.
- A U.S.-based global healthcare company has expanded its engagement with HCL for global workplace services to significantly enhance the user experience and gain operational efficiencies through business aligned service levels and overall vendor consolidation, which is a part of its IT operations strategy.
- A leading Australian banking organization has chosen HCL to support their digital transformation and modernization initiatives. HCL will help the client in areas of platform engineering and support, automation, modernization of key platforms and cloud transformation.
- A U.S.-based multinational technology conglomerate chose HCL to support their digital transformation initiatives. As part of the engagement, HCL will help develop exciting new technologies that will help billions of people connect and explore.

Product deals

Despite the pandemic representing a challenge, there is consistent growth cadence of companies partnering with HCL Software as the enterprise software products partner of choice. HCL Software's commitment to drive customer success and product innovation is substantiated by 1500+ product releases, and ongoing support and enhancements to enable 20,000+ customers. In Q3, HCL Software issued 14 releases, including 3 major releases per the established roadmap.



- One of the largest European insurance companies chose HCL Software's Digital Solutions products, including HCL Domino, HCL Connections, HCL Sametime and HCL Volt MX to fuel the acceleration of its digital transformation journey.
- A Brazil-based banking services company selected HCL Software to help advance its fintech digital transformation journey to develop transformative customer life cycle experiences with HCL Digital Experience, deliver critical business applications with HCL Domino, scan its applications with HCL AppScan and proactively manage endpoints with HCL BigFix for security automation and vulnerabilities remediation.
- A U.S.-based manufacturing company expanded its partnership with HCL including HCL Commerce and HCL Digital Experience. HCL will support and align with their market objectives and bring them the best value for their investments. This partnership will benefit the customer by growing their market reach, increasing engagement and building new interactive capabilities for their customers.
- A large US company specialized in mission-critical business process outsourcing solutions and services selected HCL Digital Experience to develop transformative customer lifecycle experiences.
- A global technology leader chose HCL Appscan for security application testing, HCL BigFix for unified endpoint management security and automation, HCL Commerce to deliver unmatched e-commerce experiences and performances, and HCL Unica to leverage the latest marketing automation and customer engagement platform capabilities.
- A large British retail and commercial bank selected HCL Digital Experience to support its fintech journey and enhance its customer experience.
- A Mexican retailer chose a suite of HCL Software products and solutions to help advance its digital transformation journey. The HCL Commerce platform enables the customer's e-commerce platform performance stability, sales revenue model consolidation and revenue growth projections. HCL Unica provides it with marketing automation and operations capabilities to enhance customer engagement and HCL DevOps empowers them with continuous delivery, automated testing and security scanning capabilities.
- A global consumer banking leader chose combination of HCL Software platforms to advance its digital transformation journey - HCL AppScan for security app testing, HCL BigFix for unified endpoint management security and automation, HCL Digital Experience to deliver business-critical digital experiences, HCL Domino and Domino Volt to build robust business applications, and HCL Sametime for highly secure real-time communication through instant messaging, online meetings, audio and video.

Other Deal Wins/ Renewals

- One of the world's global leaders in consumer goods has chosen HCL as their Digital IT partner as they transform their business by adding additional capabilities to drive growth. HCL will partner with the customer in creating a global delivery model to accelerate the build-out of their next-generation digital platform resulting in improved time to market and accelerate growth.
- A U.S.-based manufacturer has expanded its product engineering services partnership with HCL. Through this partnership, HCL will help the customer transform its product and service experience. HCL will leverage its global delivery network to provide next-gen digital enterprise content management services to create, digitize and refresh product-related content consumed by the client's ecosystem. It will also provide the complete life cycle product engineering and support services and will also deliver digital content management as a managed service.
- A Europe-based exchange chose HCL to modernize the customer's digital channel landscape and help accelerate innovation in its digital channels by harnessing automation, unified end-customer experience and DevOps delivery models. It will establish a co-innovation lab to work on sustainable innovation to answer market problems and new digital initiatives that drive business value.
- A leading global information services company has signed with HCL as their exclusive partner for digital capability build and service transition in India. HCL will help to build capabilities across their platform development and modernization, cloud migration and back-office support. HCL will also build a nearshore center for this customer in South America to support their digital capabilities.
- A Europe-based consumer goods company has expanded its partnership with HCL to help them establish a Global In-house Center (GIC) in Bucharest. Through this partnership, HCL will support the customer to build long term competence in data analytics, cybersecurity and sales and marketing functional areas as part of this set up.
- A leading U.S.-based telecom operator has signed a deal with HCL for network quality engineering. As part of this deal, HCL will help the operator with consumer and business VoIP, mobility and collaboration services, network lab certification, and network verification to enhance customer experience, reduce cycle times and optimize cost.



- A Europe-based leading automotive manufacturer has expanded its strategic partnership with HCL to drive their overall digitalization and transformation program and meeting their cost efficiency targets in workplace services.
- A Fortune 500 company specializing in real estate and investment management chose HCL to improve its operational efficiencies and modernization in the delivery of digital workplace services. HCL will help improve real-time performance management and user experience. This will help in near-term and long-term cost efficiencies.
- HCL has expanded its strategic engagement with one of the largest African mining companies. As part of this engagement HCL will manage the complex transition and migration of applications and users of the acquired entities onto the client's centralized systems. HCL will also be responsible for co-defining and executing the client's long-term IT objectives.
- A France-based leading energy production and distribution company has expanded its deal with HCL for creating an end-to-end private cloud service. HCL will help the customer to build and operate the private cloud infrastructure, to pursue digital transformation initiatives that will enhance business experience.
- A U.S.-based retail company chose HCL to enable their core B2B platform. HCL will be the key technology partner in transforming their digital commerce platform enabling buyers and sellers to interact and transact seamlessly, driving business model transformation and significantly enhancing client's competitive positioning in the marketplace.
- A U.S.-based leading financial services company chose HCL for supporting all application modernization and technology consolidation effort for the next two years. Through this expansion, HCL will be able to support all technology initiatives of the company.
- A leading multinational Hi-Tech company has partnered with HCL to set up global content shared services. The strength of HCL's content life cycle capabilities along with proven transformation experience through artificial intelligence and machine learning will help HCL deliver and partner globally for this scope.

PRODUCT AND SOLUTION LAUNCHES

As clients are adopting new technologies at the core of their business models, HCL's service offerings, products and platforms are designed to solve key business and technology challenges. This quarter, HCL launched various new products and solutions, including the following:

- **Unica Winter Release (12.1):** The newest update to the cloud native integrated marketing platform helps marketers accelerate their time to market and broaden their customer engagement.
- **Accelerate 3.0.0:** HCL Accelerate 3.0.0 continues to reduce complexity to manage software delivery processes through the introduction of an in-browser Value Stream JSON editor and the adoption of Safe Feature modeling.
- **VoltMX 9.2:** HCL Volt MX 9.2 enables organizations to create game-changing apps, unlock the power of any device, and increase developer velocity across the software delivery life cycle. This release provides exciting new features such as event triggered workflow service, RedHat PAM integration and enhanced augmented reality capabilities.
- In addition to this AppScan10.0.6, Commerce 9.1.8, and Domino Volt1.0.4 were also released.

HCL's Industry Software Division is chartered with developing a next generation software portfolio leveraging AI to transform industries such as Telecom /5G and Industry 4.0.

- **DFX:** DFMPPro for Creo Parametric v8.11 - The release helps design engineers to avoid manufacturability issues related to tubes at the design stage, thus reducing rework cost, and accelerating time to market.
- **CAMWorks 2022:** The update includes support for Barrel tools, which enables productivity gains and surface quality improvements. CAMWorks 2022 launches a new method of online license activations.
- **ANA 21B.0.:** This version brings extended Huawei 4G support introducing SONFlex applications, dynamic configuration management, dynamic performance management, etc.



For HCL's DRYiCE™ Software, in addition to the major version releases, three new organic IPs were also launched for the marketplace.

- **DRYiCE Connect:** A SaaS application designed to provide a unified 'platform of engagement' to effectively orchestrate cross-supplier Service Integration and Management (SIAM) function.
- **DRYiCE Gold Blueprint on SX:** A ready-to-use core service management process ecosystem of industry best practices that delivers true enterprise service management by unifying IT and non IT services in a single catalog.
- **DRYiCE IntelliOps:** A full-stack, out-of-box, domain-agnostic advanced AIOps and observability solution that enables enterprises to predict and optimize their infrastructure, applications, service delivery, and cloud innovations.
- DRYiCE iAutomate 6.1; DRYiCE MyCloud 10.5; DRYiCE Lucy 6.1; DRYiCE SX R8; DRYiCE ROAR R7 and DRYiCE iControl Business Flow Observability solution for manufacturing industry was also launched.

TALENT MANAGEMENT

HCL believes in a culture that fosters grassroots innovation and is committed to providing its employees with an equitable, safe, and inclusive work environment. HCL focuses on talent attraction, growth, and retention that work together to ensure a unified experience across the enterprise. HCL's core belief of employee-centricity aims to enhance employees' experience and accelerate their professional growth by creating an amenable, aspirational and friendly work environment.

As of Dec. 31, 2021:

- Full-time head count is 197,777, with a net addition of 10,143.
- 27.7% of global employees are women.
- Localization in U.S. stands at 71.2%.
- 163 nationalities represented.

HCL has plans to hire 20,000-22,000 fresher graduates this fiscal year. 16,000 freshers already hired till Q3.

- HCL ERS won the Leader Award: Business Impact, at the 2021 Skillssoft Perspectives conference for its highly effective Learning and Development programs that ensures consistent and strategic upskilling of its employees across levels.
- HCL won the 2022 Excellence in Practice Award from ATD (Association for Talent Development) in Diversity and Inclusion (Incl. Cultural competence)

COVID-19 Initiatives

With the evolving realities of the new Covid-19 variant "Omicron" across the world, HCL continues to monitor the emergence and impact with utmost priority and fully complying with all government advisories and recommendations. Proactive and continuous monitoring is in place on the infection trend of the new Covid-19 variant "Omicron" in conjunction with medical experts. A holistic vaccination approach is in place to assist employees and their dependents, and third-party personnel across all geographies. Given the extended nature of this situation, the management has looked at ensuring that the company puts medium-term sustainable measures in place to ensure continuity of all operations and client deliverables. HCL's virtual governance and collaboration, both with internal and external stakeholders, allows us to execute our business with minimal interruption. At HCL, our approach continues to be driven by empathy and compassion while ensuring that all our stakeholders remain resilient during the crisis.

PARTNER ECOSYSTEM

Google Ecosystem

- HCL Google Cloud Ecosystem achieved the Google Cloud partner specialization for data analytics which recognizes partners with proven success from data ingestion to data preparation, storage, and analysis.



- HCL Google Cloud Ecosystem has achieved 40 Google Cloud expertise across – application migration and modernization, SAP, infrastructure modernization, data analytics, data lake modernization, machine learning, visual intelligence and high-performance computing. Google Cloud expertise recognizes partners for their deep Google Cloud knowledge through validated skills in select products and solutions.

Microsoft Ecosystem

- HCL entered into a joint skilling initiative with Microsoft on cloud technologies – “Cloudspiration.” Sessions were delivered by thoughtleaders from Microsoft and HCL covering every aspect of Microsoft cloud computing, including: infrastructure modernization, cybersecurity, modern application development, AI, ML, Dynamics, Power Platform and M365.
- HCL has joined Microsoft as a launch partner for "Code; Without Barriers" program across nine Asia-Pacific countries. This program aims to help close the gender gap in the region's fast-growing cloud, artificial intelligence and digital technology sectors. As part of this initiative, HCL is working with Microsoft to provide skilling and certification in cloud and artificial intelligence to increase the technical talent pools in Singapore, Malaysia, Indonesia, Vietnam, Thailand, the Philippines, South Korea, and Sri Lanka.
- HCL joins the Microsoft Intelligent Security Association (MISA) and achieves all four advanced security specializations available to Microsoft partners

AWS Ecosystem

- HCL has been announced as a Mainframe Migration Service launch partner during the AWS Reinvent '21. By leveraging AWS Mainframe Modernization service, HCL will ensure least risk transformation, while managing the change that impacts business value chains, people, and organization policies.
- HCL got onboarded as a service delivery partner (SDP) for EMR and IOT Core. HCL demonstrated strengths in both the fields through ongoing trainings and skills, with deployment experience across multiple customers. HCL aims to help customers build and deploy large scale solutions leveraging these SDPs.
- HCL has joined the AWS ISV Partner Path to expand the horizon of software and solutions on AWS. HCL is the first India headquartered GSI to join as ISV acceleration Partner of AWS.

SAP Ecosystem

- HCL/SAP signed a strategic ISV/OEM Agreement. This collaboration builds on HCL and SAP's alliance to help enterprises accelerate digital transformation and transition to the cloud using RISE with SAP. Pursuant to this, HCL aims to bring its suite of products and IPs to support complete business transformation for its customers leveraging the SAP Business Technology Platform.
- HCL was recognized by NetApp as the 'SAP Customer Experience Partner of the Year' at the NetApp Summit. This award is a true reflection of HCL's values, focus on customer-centricity, and unwavering commitment to the partnership.
- HCL has successfully launched industry cloud apps for telecom and life sciences verticals. Intuitive eXperience Management Solutions (iXm) is an all in one cloud native solution for telecom operations managers providing intelligent insights into network and device monitoring capabilities. Supply Chain Regulatory Compliance Plan is a life sciences solution available on SAP Marketplace. It automates the regulatory approval lifecycle across the supply chain and seamlessly orchestrates supply chain with regulatory approvals, allowing business stakeholders to collaborate digitally.

IBM Ecosystem

- HCL IBM ecosystem launched Migr8NXT, which is an end-to-end migration framework for upgrading Legacy RHEL OS to Latest RHEL OS and ensure that all known risks are mitigated while confirming to service SLAs without disrupting the as-is business. HCL's Migr8NXT performs the upgradation in three phases, beginning with understanding the entire infrastructure and application pattern to ending it with handing over to the business for support.
- IBM and HCL signed a global strategic partnership focused on enabling HCL to build a Practice/Center-of-Excellence dedicated to the IBM and HCL Telco Initiative program. This initiative will help communications service providers (CSPs) accelerate the modernization of their network infrastructure, transform service delivery and simplify their operations. HCL and IBM are enabling CSPs' cloud platform by incorporating all leading IBM and Red Hat software in private cloud for virtualization, for assurance and orchestration, and for the journey toward 5G and Edge.
- The HCL ADvantage Code offering helps enterprises enhance productivity into application development through automation. HCL is OpenShift-certified and is part of the Red Hat Marketplace. HCL ADvantageCode



is the flagship accelerator for Cloud Native Application Development, which helps in code scaffolding and architecture standardization.

Intel Ecosystem

- HCL Technologies has been named a Titanium-level partner by the Intel Network Builders Winner's Circle ecosystem program. HCL has received this recognition for its contribution to the acceleration of 5G, Edge and virtual network transformation, and by working closely with Intel and the Intel Network Builders ecosystem.
- HCL's Intelligent Secure Edge solution has been recognized as an Intel Market-ready Solution.

ANALYST RECOGNITIONS

The most recent quarter has not only proved that HCL Technologies is one of the fastest growing IT services organization but has also certified its capabilities in the next-gen technologies space. HCL received 60+ analyst recognitions for the quarter which we believe further strengthens our credentials to be a partner of choice for large enterprises in their cloud and digital transformation journey.

Digital Business

HCL Technologies positioned as Leader in the IDC MarketScope: Worldwide B2B Commerce Services for Industrial Manufacturing 2021 Vendor Assessment (Doc #EUR148242121, Oct 2021)

HCL Technologies positioned as Leader in the Everest Group Enterprise Quality Assurance (QA) Services PEAK Matrix® Assessment 2022

HCL Technologies positioned as Leader in the Everest Group Insurance Platforms IT Services PEAK Matrix® Assessment 2022

HCL Technologies positioned as Leader in the Everest Group Enterprise Blockchain Services PEAK Matrix® Assessment 2022

HCL Technologies positioned as Leader in the Avasant Canada Digital Services 2021-2022 RadarView™

HCL Technologies positioned as Leader in the Avasant SAP S/4HANA Services 2021–2022 RadarView™

HCL positioned at No.4 in the HFS Top 10: People & Process Change 2021

HCL positioned at No.5 in the HFS Top 10: Pega Services 2021

HCL Technologies positioned as a Leader in

ISG Provider Lens™ Next-Gen Application Development and Maintenance Services - Application Development and Scaled Agile - U.S., U.K., Nordics 2021

ISG Provider Lens™ Next-Gen Application Development and Maintenance Services - Managed Application Services -U.S., U.K., Nordics 2021

ISG Provider Lens™ Next-Gen Application Development and Maintenance Services - Application Quality Assurance - U.S., U.K. 2021

ISG Provider Lens™ Next-Gen Application Development and Maintenance Services - Application Quality Assurance and Continuous Testing - Nordics 2021

ISG Provider Lens™ Analytics - Services - Data Lifecycle Management Services - U.S. 2021

Digital Foundation

HCL Technologies positioned as a Leader in the 2021 Gartner® Magic Quadrant™ for Managed Network Services*

HCL ranked highest in the 2021 Gartner Critical Capabilities for Managed Network Services report: HCL is rated with highest Product Scores in the 2021 Gartner Critical Capabilities for Managed Network Services report for all the categories such as Multicarrier WAN Environment Use Case (3.71/5), Heavy Cloud End Users Use Case (3.77/5), Heavy Work-at-Home End Users Use Case (3.77/5), MNS Overall Competency Use Case (3.74/5) as well as Managed Network Services for LAN/WLAN Use Case (3.62/5)*

HCL Technologies positioned as a Leader in the IDC MarketScope: Worldwide Managed Multicloud Services 2021 Vendor Assessment (Doc # US45977020, Oct 2021)



HCL Technologies positioned as Leader in the Everest Group Software-Defined Wide Area Network (SD-WAN) Services PEAK Matrix® Assessment 2021

HCL Technologies positioned as Leader in the Everest Group Cloud Services PEAK Matrix® Assessment 2022 – North America & Europe

HCL Technologies positioned as Leader in the Everest Group Digital Workplace Services PEAK Matrix® Assessment 2022

HCL Technologies positioned as Leader in the Everest Group Finastra IT Services PEAK Matrix® Assessment 2022

HCL Technologies positioned as Leader in the Everest Group Mainframe Services PEAK Matrix® Assessment 2022

HCL Technologies positioned as Leader in the Avasant SD-WAN Managed Services 2021-2022 RadarView™

HCL Technologies positioned as a Leader in

ISG Provider Lens™ Future of Work – Services and Solutions - Managed Digital Workplace Services - Nordics, Germany, Australia 2021

ISG Provider Lens™ Future of Work – Services and Solutions - Managed Employee Experience Services - U.S., U.K., Nordics, Germany 2021

ISG Provider Lens™ Future of Work – Services and Solutions - Workplace Strategy Transformation Services - U.S., U.K., Nordics 2021

ISG Provider Lens™ Future of Work – Services and Solutions - Managed Digital Workplace Services – Large Accounts - U.S., U.K. 2021

ISG Provider Lens™ Future of Work - Services and Solutions - U.S. Public Sector 2021

ISG Provider Lens™ Container Services and Solutions - Managed Container Services - U.S., Europe 2021

ISG Provider Lens™ Public Cloud - Services & Solutions - Managed Public Cloud Services for Large Accounts - U.S., U.K., Nordics 2021

ISG Provider Lens™ Public Cloud - Services & Solutions - Consulting and Transformation Services for Large Accounts - U.S., U.K., Nordics, France 2021

ISG Provider Lens™ Public Cloud - Services & Solutions - Consulting and Transformation Services for Large Accounts - France 2021

ISG Provider Lens™ Intelligent Automation - Solutions & Services - Intelligent Business Automation - U.S., U.K., Nordics 2021

ISG Provider Lens™ Intelligent Automation - Solutions & Services - Artificial Intelligence for IT Operations (AIOps) - U.S., U.K., Nordics 2021

Digital Operations:

HCL Technologies positioned as Leader in the Everest Group Banking Operations – Services PEAK Matrix® Assessment 2022

HCL Technologies positioned as Leader in the Everest Group Platform IT Services in BFS PEAK Matrix® Assessment 2022

HCL Technologies positioned as Leader in the Avasant Intelligent Document Processing Platforms 2021-2022 RadarView™

HCL Technologies positioned as Leader in the ISG Provider Lens™ Digital Finance and Accounting Outsourcing Services - Order-to-Cash (O2C) Services - Global 2021

HCL Technologies positioned as Leader in the ISG Provider Lens™ Digital Finance and Accounting Outsourcing Services - Procure-to-Pay (P2P) Services - Global 2021

HCL Software

HCL Software was named a 2021 Technology Leader in Quadrant Knowledge Solutions' SPARK Matrix for Digital Experience Platform (DXP), 2021. HCL Software's DXP technology excellence and customer impact capabilities, positioned the platform as the technology leader. The platform's DXP ecosystem is inclusive of comprehensive campaign management, CDP, journey insights and management, and digital commerce capabilities to help



organizations address their digital transformation needs and optimize digital customer experiences across all touchpoints.

Engineering and R&D Services

HCL positioned as top player in Zinnov Zones 2021 Engineering R&D Services – U.S. geography. In addition, our balanced portfolio of offerings makes us the only service provider to be positioned in the top two in both segments i.e., Digital Engineering and Overall Engineering R&D Services.

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CORPORATE SOCIAL RESPONSIBILITY

HCL has a well-defined Corporate Social Responsibility (CSR) policy, aligned to sustainable development goals (SDGs) as well as priorities of the local geographies in which it operates. Equity in all forms is central to the way HCL approaches its CSR. We live in an ecosystem where balance is critical. Through our CSR, not only do we help build human lives, but also invest in environmental and technological capital, through inclusive and convergent models. This has enabled HCL Foundation (HCLF) to reach out to 2.8 million human lives, protect and treat 18,000+ animals, plant 540,000+ saplings and enable ~5,200 liters increase in water holding capacity.

Flagship Programs

HCL Foundation continues to work toward holistic community development across rural and urban geographies. HCL contributed progressively to the socio-economic and environmental advancement of the people and planet, with CSR at the very core of its existence.

Rural Programs

HCL Samuday

In the district of Hardoi, Uttar Pradesh 14,000 agriculture farmers were trained, eight Mobile Health Clinics inaugurated to serve 126,720 people, two PSA (Pressure Swing Absorption) oxygen plants established with capacity of supporting 90 beds and 833,500 kg waste managed with 512 households adopting composting practices.

HCL Grant

- HCL Grant edition VII has been rolled out.
- Till date HCL Grant has reached over 1,191,459 beneficiaries in 81 districts across 18 states and two union territories of India.

Urban Programs

HCL Uday

HCL Uday reached out directly to 341,285 beneficiaries through out of which 60% were females, through integrated and inclusive community development services and initiatives.

Clean NOIDA:

HCL Foundation's flagship program Clean Noida collaborated with Noida city authorities to implement high impact initiatives. Supported by these efforts Noida has emerged as the India's Cleanest Medium City in the Swachh Survekshan 2021, an annual survey of cleanliness, hygiene and sanitation in India.

Environment Action

HCL Harit

17,250 saplings planted in the OND quarter

- Two new MoUs were signed with Indian Institute of Information Technology, Nagpur (IIITN) and Karnataka Forest Department (KFD). These MoUs will help in mass afforestation and plantation of native species and habitat improvement.

Special Initiatives by HCL Foundation

- **My E-Haat:** My E-Haat Android app launched; 1,000+ products.
- **HCL Foundation Academy:** HCLF Academy successfully completed its third batch of 350 students in certificate course on CSR.
- **Power of One (Po1):** 1,700+ on-ground and e-volunteering hours clocked by 942 HCLites, across 364 business accounts.
- **Sports for Change (SFC):** 350+ children from nine districts participated in first pan India residential winter camp.



Disaster Risk Reduction, Response and Management (DRRM)

- 300 beneficiaries advanced under Cash for Work (CFW); restoration of two roads were completed and animal shelter restoration was initiated in flood affected regions in Majuli and Jorhat districts of Assam.
- 65 sessions were conducted on the COVID-19 Academy; 6,340 participants attended these sessions from 28 States.
- Damage and loss assessment was conducted for Cyclone Tauktae, Cyclone Yaas, and floods in Bihar, Maharashtra, Uttarakhand, Kerala, Tamil Nadu, and Andhra Pradesh.

Geo CSR

HCL Technologies was a Silver Bull sponsor for the 18th SGX Cares Bull Charge Charity Run, a Singapore Exchange (SGX) flagship initiative that raises money for charities with an aim to create positive impact by supporting the needs of underprivileged children and families, persons with disabilities and the elderly. This year's SGX Cares Bull Charge Charity Run drew more than 4,000 participants virtually from around the world.



FINANCIALS IN US\$ FOR THE QUARTER ENDED 31st DECEMBER, 2021 (US GAAP)

CONSOLIDATED INCOME STATEMENT

(Amount in US \$ Million)

Income Statement	Quarter Ended			Growth	
	31-Dec-20	30-Sep-21	31-Dec-21	YoY	QoQ
Revenues	2,616.6	2,790.7	2,977.5	13.8%	6.7%
Direct Costs	1,517.3	1,723.9	1,857.9		
Gross Profits	1,099.3	1,066.8	1,119.6	1.8%	4.9%
Research & Development	48.2	49.8	50.8		
SG & A	313.0	363.5	370.7		
EBITDA	738.0	653.5	698.1	-5.4%	6.8%
Depreciation & Amortisation	139.0	124.6	132.3		
EBIT	599.0	528.9	565.8	-5.5%	7.0%
Foreign Exchange Gains/(Loss)	0.2	10.7	9.7		
Other Income, net	16.8	17.4	17.3		
Provision for Tax	74.3	114.3	133.2		
Net gain attributable to redeemable non-controlling / non-controlling interest	2.1	1.8	1.9		
Net Income	539.6	440.8	457.7	-15.2%¹	3.8%
Gross Margin	42.0%	38.2%	37.6%		
EBITDA Margin	28.2%	23.4%	23.4%		
EBIT Margin	22.9%	19.0%	19.0%		
Net Income Margin	20.6%	15.8%	15.4%		
Earnings Per Share					
LTM in ₹					
Basic	48.7	49.5 ²	47.5 ²		
Diluted	48.7	49.5 ²	47.5 ²		

Weighted Average Number Of Shares	Quarter Ended		
	31-Dec-20	30-Sep-21	31-Dec-21
Basic	2,713,665,096	2,713,665,096	2,713,246,618
Diluted	2,713,665,096	2,713,665,096	2,713,394,560

- PAT for Q3 FY21 was higher by US\$ 59.4 mn due to reversal of a prior years' tax provision due to change in the method of calculating a tax deduction, basis evaluation of judicial rulings. Excluding this, PAT for Q3 FY22 is down 4.7% YoY.
- LTM EPS (diluted) for period ended Sep'21 and Dec'21, including the impact of onetime milestone bonus, stands at ₹ 47.3 and ₹ 45.4 respectively.



CONSOLIDATED BALANCE SHEET

(Amount in US \$ Million)

Particulars	AS ON	
	31-Mar-21	31-Dec-21
Assets		
Cash and Cash Equivalents	891.0	976.4
Accounts Receivables, net	1,868.6	2,126.5
Unbilled Receivables	528.1	577.3
Term Deposits	985.2	707.6
Investment Securities, available for sale	926.4	967.6
Inventories	12.8	16.2
Other Current Assets	675.9	710.3
Total Current Assets	5,887.9	6,081.9
Property and Equipment, net	854.1	780.9
Operating lease right-of-use assets	327.1	297.5
Intangible Assets, net	3,986.8	3,699.3
Term Deposits	-	14.8
Deferred Income Taxes, Net	326.3	320.2
Investments in Affiliates	6.4	7.6
Other Investments	5.7	5.8
Other Assets	600.2	611.1
Total Assets	11,994.5	11,819.0
Liabilities & Stockholders Equity		
Current Liabilities	2,291.3	2,262.6
Borrowings	534.4	526.1
Operating lease liabilities	310.0	270.5
Other Liabilities	366.9	373.4
Total Liabilities	3,502.6	3,432.6
Redeemable Non-Controlling Interests	80.0	-
Total Stockholders Equity	8,411.9	8,386.4
Total Liabilities, Redeemable Non-Controlling Interests and Equity	11,994.5	11,819.0



CONSOLIDATED CASH FLOW STATEMENT

(Amount in US \$ Million)

Particulars	For Year Ended Mar-21	For Quarter Ended Dec-21
CASH FLOWS FROM OPERATING ACTIVITIES		
Net Income	1,688.2	459.6
Adjustments to Reconcile Net Income to Net Cash provided by Operating Activities		
Depreciation, amortization and impairment	538.2	132.3
Deferred income taxes	(35.6)	(0.5)
Others	(14.9)	(1.5)
Operating Cash Flow before Change in Working Capital	2,176.0	589.9
Changes in Assets and Liabilities, net		
Accounts Receivable and Unbilled Receivable	78.3	(166.3)
Other Assets	87.2	17.7
Other Liabilities	260.7	143.0
Net Cash provided by Operating Activities	2,602.1	584.3
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of property and equipment and intangibles	(262.0)	(63.2)
Proceeds from sale of property and equipment	20.7	8.6
(Purchase) / Sale or maturity of Investment Securities	42.3	29.4
Purchase of other Investments	(0.9)	-
Fixed Deposits (increase) / decrease	(494.7)	(39.8)
Payments for business acquisitions, net of cash acquired	(164.6)	-
Net Cash provided by (used in) Investing Activities	(859.2)	(65.1)
CASH FLOWS FROM FINANCING ACTIVITIES		
Acquisition of treasury stock	-	(94.5)
Payment for Purchase of redeemable non-controlling Interests	(1.6)	(100.2)
Payment for Deferred consideration on Business Acquisition	(864.6)	-
Dividend paid	(440.0)	(361.8)
Loans	(187.8)	1.0
Dividend to redeemable non-controlling Interests	(4.4)	(2.2)
Others	(20.3)	(1.8)
Net Cash used in Financing Activities	(1,518.7)	(559.4)
Effect of exchange rate changes on cash and cash equivalents and restricted cash	26.8	1.3
Net increase (decrease) in cash and cash equivalents and restricted cash	251.0	(38.9)
CASH AND CASH EQUIVALENTS AND RESTRICTED CASH		
Beginning of the Period	641.7	1,016.7
End of the Period	892.6	977.8



CASH & CASH EQUIVALENTS, INVESTMENTS AND BORROWINGS

(Amount in US \$ Million)

	Dec-21
Cash & Cash Equivalents	976
Term Deposits	722
Investment Securities, Available for Sale	968
Total Funds (Gross Cash)	2,666

	Dec-21
Borrowings	526

	Dec-21
Net Cash	2,140

Note: The following three key cash based transactions, aggregating US\$ 341 mn, weighed on the closing Gross and Net Cash Position of the company:

- HCL Tech enhanced stake in Actian from 80.4% to 100% by acquiring the balance 19.6% stake from the minority partner. HCL paid US\$ 100.2 mn in cash as consideration.
- HCL Stock Option Trust, acquired 5.5 million shares of HCL Technologies for cash consideration of US\$ 94.5 mn.
- The company increased the dividend payout as part of the announcement of the new Capital Allocation Policy. Consequent upon the policy, the dividend per share has been increased to ₹ 10 in Q2 FY 22 from the earlier ₹ 6 per share. The incremental outflow on account of dividends, consequent upon the increase, paid in Q3 aggregates to US\$ 146.3 mn.



REVENUE ANALYSIS AT COMPANY LEVEL (QUARTER ENDED)

Geographic Mix	31-Dec-20	30-Sep-21	31-Dec-21
Americas	62.5%	62.8%	63.1%
Europe	29.5%	28.3%	28.3%
RoW	8.0%	8.9%	8.7%

Segment Mix	31-Dec-20	30-Sep-21	31-Dec-21
IT and Business Services (A)	70.4%	72.6%	70.6%
Engineering and R&D Services (B)	15.5%	15.7%	15.9%
Services (A + B)	85.9%	88.3%	86.5%
Products & Platforms	14.1%	11.7%	13.5%

Vertical Mix	31-Dec-20	30-Sep-21	31-Dec-21
Financial Services	21.4%	21.3%	21.1%
Manufacturing	18.1%	17.9%	17.5%
Technology & Services	17.8%	17.2%	18.4%
Retail & CPG	10.5%	9.8%	10.1%
Telecommunications, Media, Publishing & Entertainment	8.3%	7.9%	8.1%
Lifesciences & Healthcare	13.6%	15.3%	14.4%
Public Services [#]	10.4%	10.6%	10.4%

Note: Public Services include Oil & Gas, Energy & Utilities, Travel - Transport - Logistics and Government.

Contract Type	31-Dec-20	30-Sep-21	31-Dec-21
Managed Services & Fixed Price Projects	68.4%	64.6%	65.5%
Time & Material	31.6%	35.4%	34.5%



CONSTANT CURRENCY REPORTING

Reported	31-Dec-20	31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21
Revenue (\$ Mn)	2,616.6	2,695.9	2,719.6	2,790.7	2,977.5
Growth QoQ	4.4%	3.0%	0.9%	2.6%	6.7%
Growth YoY	2.9%	6.0%	15.5%	11.3%	13.8%
Constant Currency (QoQ)	31-Dec-20	31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21
Revenue (\$ Mn)	2,593.1	2,682.0	2,715.4	2,814.6	3,002.1
Growth QoQ	3.5%	2.5%	0.7%	3.5%	7.6%
Constant Currency (YoY)	31-Dec-20	31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21
Revenue (\$ Mn)	2,572.2	2,610.4	2,630.6	2,770.9	3,008.3
Growth YoY	1.1%	2.6%	11.7%	10.5%	15.0%

Average Rates For Quarter	31-Dec-20	31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21
USD - INR	73.80	72.97	73.78	73.96	74.94
GBP - USD	1.33	1.38	1.40	1.37	1.35
EUR - USD	1.20	1.20	1.20	1.18	1.14
USD - SEK	8.44	8.44	8.39	8.66	8.92
AUD - USD	0.73	0.77	0.77	0.73	0.73



CLIENT METRICS

Number of Million Dollar Clients (LTM)	31-Dec-20	30-Sep-21	31-Dec-21	QoQ Change	YoY Change
100 Million dollar +	15	15	15	-	-
50 Million dollar +	31	41	42	1	11
20 Million dollar +	97	109	110	1	13
10 Million dollar +	173	190	198	8	25
5 Million dollar +	312	329	346	17	34
1 Million dollar +	814	836	864	28	50

Client Contribution to Revenue (LTM)	31-Dec-20	30-Sep-21	31-Dec-21
Top 5 Clients	13.5%	12.7%	12.2%
Top 10 Clients	21.0%	20.7%	20.3%
Top 20 Clients	30.9%	29.9%	29.4%

Days Sales Outstanding	31-Dec-20	30-Sep-21	31-Dec-21
Days Sales Outstanding - excluding unbilled receivables	61	64	64

HEADCOUNT

Headcount Details	31-Dec-20	30-Sep-21	31-Dec-21
Total Employee Count	159,682	187,634	197,777
Technical	147,740	174,541	184,430
Sales and Support	11,942	13,093	13,347
Attrition (LTM)*	10.2%	15.7%	19.8%

*Note: Attrition excludes involuntary attrition and Digital process operations.



FINANCIALS IN ₹ FOR THE QUARTER ENDED 31st DECEMBER, 2021 (US GAAP)

CONSOLIDATED INCOME STATEMENT

(Amount in ₹ Crores)

Income Statement	Quarter Ended			Growth	
	31-Dec-20	30-Sep-21	31-Dec-21	YoY	QoQ
Revenues	19,302	20,655	22,331	15.7%	8.1%
Direct Costs	11,195	12,758	13,928		
Gross Profits	8,108	7,897	8,403	3.6%	6.4%
Research & Development	356	369	381		
SG & A	2,309	2,690	2,780		
EBITDA	5,443	4,838	5,242	-3.7%	8.3%
Depreciation & Amortisation	1,027	922	991		
EBIT	4,416	3,916	4,251	-3.7%	8.5%
Foreign Exchange Gains/(Loss)	2	79	73		
Other Income, net	124	128	130		
Provision for Tax	544	846	997		
Net gain attributable to redeemable non-controlling / non-controlling interest	16	13	14		
Net Income	3,982	3,265	3,442	-13.6%¹	5.4%
Gross Margin	42.0%	38.2%	37.6%		
EBITDA Margin	28.2%	23.4%	23.4%		
EBIT Margin	22.9%	19.0%	19.0%		
Net Income Margin	20.6%	15.8%	15.4%		
Earnings Per Share					
LTM in ₹					
Basic	48.7	49.5 ²	47.5 ²		
Diluted	48.7	49.5 ²	47.5 ²		

Weighted Average Number Of Shares	Quarter Ended		
	31-Dec-20	30-Sep-21	31-Dec-21
Basic	2,713,665,096	2,713,665,096	2,713,246,618
Diluted	2,713,665,096	2,713,665,096	2,713,394,560

1. PAT for Q3 FY21 was higher by ₹ 438 crores due to reversal of a prior years' tax provision due to change in the method of calculating a tax deduction, basis evaluation of judicial rulings. Excluding this, PAT for Q3 FY22 is down 2.9% YoY.

2. LTM EPS (diluted) for period ended Sep'21 and Dec'21, including the impact of onetime milestone bonus, stands at ₹ 47.3 and ₹ 45.4 respectively.



CONSOLIDATED BALANCE SHEET

(Amount in ₹ Crores)

Particulars	AS ON	
	31-Mar-21	31-Dec-21
Assets		
Cash and Cash Equivalents	6,515	7,259
Accounts Receivables, net	13,663	15,808
Unbilled Receivables	3,862	4,292
Term Deposits	7,202	5,260
Investment Securities, available for sale	6,773	7,193
Inventories	94	120
Other Current Assets	4,943	5,280
Total Current Assets	43,052	45,213
Property and Equipment, net	6,245	5,805
Operating lease right-of-use assets	2,392	2,212
Intangible Assets, net	29,150	27,502
Term Deposits	-	110
Deferred Income Taxes, Net	2,386	2,380
Investments in Affiliates	47	57
Other Investments	42	43
Other Assets	4,389	4,542
Total Assets	87,702	87,864
Liabilities & Stockholders Equity		
Current Liabilities	16,755	16,820
Borrowings	3,907	3,911
Operating lease liabilities	2,267	2,011
Other Liabilities	2,683	2,776
Total Liabilities	25,612	25,517
Redeemable Non-Controlling Interests	585	-
Total Stockholders Equity	61,506	62,347
Total Liabilities, Redeemable Non-Controlling Interests and Equity	87,702	87,864



ABOUT HCL TECHNOLOGIES

HCL Technologies (HCL) empowers global enterprises with technology for the next decade, today. HCL's Mode 1-2-3 strategy, based on its deep-domain industry expertise, customer-centricity and entrepreneurial culture of Ideapreneurship™, enables businesses to transform into next-gen enterprises.

HCL offers its services and products through three business units: IT and Business Services (ITBS), Engineering and R&D Services (ERS) and Products & Platforms (P&P). ITBS enables global enterprises to transform their businesses through offerings in the areas of applications, infrastructure, digital process operations and next generational digital transformation solutions. ERS offers engineering services and solutions in all aspects of product development and platform engineering. P&P provides modernized software products to global clients for their technology and industry specific requirements. Through its cutting-edge co-innovation labs, global delivery capabilities and broad global network, HCL delivers holistic services in various industry verticals, categorized as Financial Services, Manufacturing, Technology & Services, Telecom & Media, Retail & CPG, Life Sciences & Healthcare and Public Services.

As a leading global technology company, HCL takes pride in its diversity, social responsibility, sustainability and education initiatives. For the 12 months ended Dec 31, 2021 HCL had consolidated revenue of US\$ 11.18 billion. Its 197,777 ideapreneurs operate out of 52 countries.

For more information, visit www.hcltech.com

SAFE HARBOR STATEMENT

Certain statements in this release are forward-looking statements, which involve a number of risks, uncertainties, assumptions and other factors that could cause actual results to differ materially from those in such forward-looking statements. All statements, other than statements of historical fact are statements that could be deemed forward looking statements, including but not limited to the statements containing the words 'planned', 'expects', 'believes', 'strategy', 'opportunity', 'anticipates', 'hopes' or other similar words. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding impact of pending regulatory proceedings, fluctuations in earnings, our ability to manage growth, intense competition in IT services, Business Process Outsourcing and consulting services including those factors which may affect our cost advantage, wage increases in India, customer acceptances of our services, products and fee structures, our ability to attract and retain highly skilled professionals, our ability to integrate acquired assets in a cost effective and timely manner, 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, the success of our brand development efforts, 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, other risks, uncertainties and general economic conditions affecting our industry. There can be no assurance that the forward-looking statements made herein will prove to be accurate, and issuance of such forward looking statements should not be regarded as a representation by the Company or any other person that the objective and plans of the Company will be achieved. All forward-looking statements made herein are based on information presently available to the management of the Company and 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.





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