

April 5, 2018

Mr. Girish Joshi : **BSE Limited**
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400001

Mr. Avinash Kharkar : **National Stock Exchange of India Ltd.**
Exchange Plaza, 5th Floor
Plot No.C/1, G Block
Bandra Kurla Complex, Bandra (East)
Mumbai 400051

Sub: HCL Technologies Acquires Life Sciences and Consumer Services Provider C3i Solutions

Dear Sir,

Enclosed please find a release on the captioned subject being issued by the Company today.

Further, in terms of Regulation 30 (4) of the SEBI (Listing Obligations and Disclosures Requirements) Regulations 2015, enclosed are the details of the aforesaid acquisition.

This is for your information and records.

Thanking you,

Yours faithfully,
For **HCL Technologies Limited**


Manish Anand
Company Secretary

Encl: a/a

HCL Technologies Acquires Life Sciences and Consumer Services Provider C3i Solutions

Acquisition will accelerate HCL's growth in life sciences and consumer services

Noida, India, and Horsham, PA, April 5, 2018 – [HCL Technologies Limited](#) (HCL), a leading global IT services company, today announced the acquisition of C3i Solutions, a leader in multi-channel customer engagement services for the life sciences and consumer packaged goods (CPG) industries, from Merck & Co., Inc., Kenilworth, New Jersey, U.S.A. (known as MSD outside of the United States and Canada).

With this acquisition, HCL will complement its broad-based IT and business services capability with the additional depth that C3i has in the life sciences and CPG verticals. C3i's expertise in the clinical, pharmacovigilance, and pharma sales support domains and strong partnership with industry leading products in these respective areas will enable HCL's life sciences customers to become more patient-centric and offer services to IT and business stakeholders to improve healthcare outcomes. The acquisition also builds on HCL's 13+ year relationship with Merck & Co., Inc., Kenilworth, New Jersey, U.S.A. across enterprise and divisional IT and with services across HCL's Mode 1-2-3 offerings.

The deal will also build on HCL's footprint in consumer services, especially as an early leader in applying advanced analytics, IOT and creating digitised operations to create a better customer experience. The contributions of C3i Solutions will become even more important as the industry moves toward digital connections and becomes reliant on a strong, personalized experience.

"C3i's capabilities provide HCL with an innovative and complementary services portfolio and a vast customer base to further strengthen HCL's position as a leading technology solutions provider to the life sciences and consumer industries. This acquisition will allow HCL to help its life sciences customers become more patient-centric and develop solutions to address the digital revolution happening within their industry," said C Vijayakumar, President and CEO, HCL Technologies. "We were also attracted to C3i based on the strength of its management team and employee base, and we are excited to welcome them to the HCL family."

"HCL shares C3i Solutions' vision of offering innovative services with a focus on an excellent customer experience, which is why we viewed HCL as an ideal fit for C3i Solutions," said Joel Morse, President, C3i Solutions. "In addition to gaining the strength of the HCL product and services portfolio, our employees and customers will also benefit from HCL's deep technological capabilities and innovative approach, allowing us to continue delivering high-quality, value-added support that has been our hallmark."



About C3i Solutions

C3i Solutions is multi-channel customer engagement services provider, specializing in global, high-touch consumer, patient, and end-user management . For the past 35 years, our unique, multi-channel approach and experience in highly regulated industries have made us the partner-of-choice for some of the world's most trusted brands. With a strategic focus on innovation, we excel at protecting our clients' brands, while maximizing productivity and cost efficiency. C3i Solutions, the business name of Telerx Marketing, Inc., is part of Healthcare Services & Solutions, LLC, a wholly owned subsidiary of Merck & Co., Inc., Kenilworth, New Jersey, USA (known as MSD outside the United States and Canada), is headquartered in Horsham, PA. For more information, visit www.c3isolutions.com.

About HCL Technologies

HCL Technologies (HCL) is a leading global IT services company that helps global enterprises re-imagine and transform their businesses through digital technology transformation. HCL operates out of 32 countries and has consolidated revenues of US\$ 7.6 billion, for 12 Months ended 31st December 2017. HCL focuses on providing an integrated portfolio of services underlined by its Mode 1–2–3 growth strategy. Mode 1 encompasses the core services in the areas of Applications, Infrastructure, BPO and Engineering & R&D services, leveraging DRYiCETM Autonomics to transform clients' business and IT landscape, making them 'lean' and 'agile'. Mode 2 focuses on experience-centric and outcome-oriented integrated offerings of Digital & Analytics, IoT WoRKS™, Cloud Native Services and Cybersecurity & GRC services to drive business outcomes and enable enterprise digitalization. Mode 3 strategy is ecosystem-driven, creating innovative IP-partnerships to build products and platforms business.

HCL leverages its global network of integrated co-innovation labs and global delivery capabilities to provide holistic multi-service delivery in key industry verticals including Financial Services, Manufacturing, Telecommunications, Media, Publishing, Entertainment, Retail & CPG, Life Sciences & Healthcare, Oil & Gas, Energy & Utilities, Travel, Transportation & Logistics and Government. With 119,291 professionals from diverse nationalities, HCL focuses on creating real value for customers by taking 'Relationships Beyond the Contract'. For more information, please visit www.hcltech.com.



Forward-looking Statements

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-timeframe 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.

For details contact

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C3i Solutions

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Details of acquisition – C3i Solutions

<p>Name of the target entity, details in brief such as size, turnover etc.;</p>	<p>HCL Technologies Limited, through its step down wholly owned subsidiary viz. HCL America Inc., a company incorporated in USA shall acquire 100% stock of Telerx Marketing, Inc. (<i>doing business as C3i Solutions</i>) (“Target Company”) by way of a Stock Purchase Agreement.</p> <p>The Revenue of the Target Company for the Financial Year Ended 31st December 2017 was US \$199 Million.</p> <p>The Target Company has 3,700+ people located in the US, India, Bulgaria, China, UK, and Japan.</p>
<p>Whether the acquisition would fall within related party transaction(s) and whether the promoter/ promoter group/ group companies have any interest in the entity being acquired? If yes, nature of interest and details thereof and whether the same is done at “arm’s length”;</p>	<ul style="list-style-type: none"> • Not a Related Party Transaction
<p>Industry to which the entity being acquired belongs;</p>	<p>IT Industry (Multi-channel customer engagement services for the life sciences and consumer packaged goods (CPG) industries)</p>
<p>Objects and effects of acquisition (including but not limited to, disclosure of reasons for acquisition of target entity, if its business is outside the main line of business of the listed entity);</p>	<p>With this acquisition, the Company would be able to enhance its life sciences and CPG services offerings with the solutions of a company that is also committed to driving innovation and adding customer value over time. The Target Company’s clinical, sales support, and pharmacovigilance expertise, along with its roster of life sciences clients that include 30 of top pharmaceutical companies, would enable to augment the Company’s growing life sciences vertical.</p>
<p>Brief details of any Governmental or regulatory approvals required for the acquisition;</p>	<p>None</p>



Indicative time period for completion of the acquisition;	April 2018
Nature of consideration - whether cash consideration or share swap and details of the same;	Cash consideration
Cost of acquisition or the price at which the shares are acquired;	US \$60 Million
Percentage of shareholding / control acquired and / or number of shares acquired;	100% shareholding / control of the Target Company being acquired.
Brief background about the entity acquired in terms of products/line of business acquired, date of incorporation, history of last 3 years' turnover, country in which the acquired entity has presence and any other significant information (in brief);	<ul style="list-style-type: none"> ➤ The Target Company is a leader in multi-channel customer journey services for the life sciences and consumer packaged goods (CPG) industries. ➤ It operates in six countries with 11 facilities worldwide. ➤ The services offered includes specialized IT & Business services for Life sciences and Consumer Packaged goods (CPG) industries. ➤ The Target Company was a wholly owned, independently operated subsidiary of Merck & Co., Inc., Kenilworth, New Jersey, USA (known as MSD outside the United States and Canada) with 3,700+ people located in the US, India, Bulgaria, China, UK, and Japan. ➤ It's last three years' revenues are: <ul style="list-style-type: none"> FY ended • 31st Dec 2017: US \$ 199 million • 31st Dec 2016: US \$ 217 million • 31st Dec 2015: US \$ 220 million ➤ EBITDA for FY ended 2017: 6%.

