



PRESS RELEASE

HCL Japan Signs Transformational engagement with D&M Group, including Denon and Marantz

Providing Enterprise Application Implementation Services for SAP® Solutions

Noida, Tokyo 21st January 2013: The Enterprise Application Services (EAS) division of HCL Technologies (HCL), a leading global IT services provider, today announced that it has signed a transformational engagement with D+M Group (D&M Holdings, Inc.) to provide services in support of the deployment of SAP® solutions. With a strong heritage built over 100 years, D+M's high-quality consumer audio brands include Denon and Marantz. Under the agreement, apart from reconfiguring D+M Japan's implementation of financial solutions from SAP and other related applications and helping to align the company's code structure, HCL will also consolidate the company's financial data.

This was won based on a Global Delivery model, through which HCL Japan will support D+M entities in Japan, the U.S., China and Europe. The EAS group of HCL has over 17 years' experience with SAP and more than 6,000 consultants across 31 countries. EAS is a global pioneer in leveraging leading technologies to provide a range of services that are necessary to define, realize and sustain real business change. With a significant number of multi-national companies in Japan re-implementing SAP solutions due to globalisation, HCL provides true global delivery capabilities.

Commenting on the engagement, **Sandeep Kishore, Corporate Representative, HCL Technologies Ltd. Japan**, said, "We are proud to partner with D+M Group for the global rollout of SAP solutions. Our unique Global Delivery model, proven success in the Hi Tech and Manufacturing industries and experienced bilingual team will help D+M Group realize its planned business benefits in line with its global requirements."

Through the engagement, D+M expects that its closing activities, which currently require substantial manual interventions related to accounts receivable and payable activities, will be simplified with the implementation of SAP solutions. HCL will also address issues such as lack of organized tools for capital budgeting and cash flow forecasting.

"Innovation is a core value at the D+M Group," said **Scott Strickland, Global CIO for the D+M Group**. "Our Information Technology team looks for innovative partners with a history of strong execution. We believe HCL, with its experience in global implementations, expertise with SAP solutions, and demonstrated customer focus fits the profile of an innovative partner."

Other elements of the engagement will include reconfiguration of cost center accounting, improvement of product costing, cash flow management and profitability analysis. Approximately 400 end users are expected to benefit from the results of this agreement and the services will be provided in English and Japanese.

Despite very strong global and local competitors, HCL's global capability came through as a big differentiator helping in seizing this transformational deal. HCL's Global Delivery model helps in accelerating deployments while reducing costs and optimizing commercial



leverage in multi-vendor relationships while managing key risks through a standardised and proven method. HCL also invests in creating Japanese language capability, and has an experienced bilingual delivery team for SAP solutions.

About D+M Group

D+M Group is a global company dedicated to enhancing life through inspired sound solutions delivered anytime, anywhere. With a strong belief that “Performance is everything,” D+M is focused on innovation to meet the needs of customers in an increasingly digital world. Serving the consumer, professional and automotive markets, D+M Group brands include Allen & Heath, Boston Acoustics®, Calrec Audio, Denon®, Denon DJ, Denon Professional, Marantz®, Marantz Professional and Premium Sound Solutions. D+M Group has approximately 2,000 employees worldwide, with products and services marketed in more than 45 countries. D+M Group is a Bain Capital portfolio company.

All product and brand names with a trademark symbol are trademarks or registered trademarks of D&M Holdings, Inc., or its subsidiaries. For more information please visit <http://www.dmglobal.com/Pages/Home.aspx>.

About HCL Technologies

HCL Technologies is a leading global IT services company, working with clients in the areas that impact and redefine the core of their businesses. Since its inception into the global landscape after its IPO in 1999, HCL focuses on ‘transformational outsourcing’, underlined by innovation and value creation, and offers integrated portfolio of services including software-led IT solutions, remote infrastructure management, engineering and R&D services and BPO. HCL leverages its extensive global offshore infrastructure and network of offices in 31 countries to provide holistic, multi-service delivery in key industry verticals including Financial Services, Manufacturing, Consumer Services, Public Services and Healthcare. HCL takes pride in its philosophy of ‘Employees First, Customers Second’ which empowers our 85,194 transformers to create a real value for the customers. HCL Technologies, along with its subsidiaries, had consolidated revenues of US\$ 4.4 billion (23,499 crores), as on 31st Dec 2012 (on LTM basis). For more information, please visit www.hcltech.com

The Enterprise Application Services (EAS) division of HCL Technologies (HCL), is a Business Transformation consultancy that delivers significant value to large, complex organizations through the innovative implementation and support of enterprise applications. EAS has a significant number of the industry’s most experienced professionals specializing in the delivery of sustained business improvement through technology enabled transformation programs. EAS consultants bring in-depth industry expertise alongside best practice functional knowledge to address the strategic, operational, information management and organizational effectiveness challenges faced by organizations today. EAS is renowned for its global ability to help clients define more ambitious strategies, build more effective organizations and shape more successful futures. For more information, please visit: www.hcltech.com/enterprise-application-services

About HCL Japan

HCL Japan is the Japanese arm of HCL Technologies. HCL has been doing business in Japan for several years, and today HCL Japan has grown to be the largest amongst the technology companies from India. HCL Japan profoundly understands the business practice in Japan, and it brings HCL’s global experience and practices to Japanese companies, which are more than 90% of its customers. HCL Japan has successfully implemented India offshore model of outsourcing, and this has been made possible by the strong presence of onsite bilingual bridge engineers, and that of bilingual engineers and managers at offshore in India. HCL’s focus is mainly in Engineering and R&D Services (ERS) and Enterprise Application Services (EAS) in Japan. In ERS, following are the focused Industries in Japan: Consumer Electronics, Medical Devices, Office Automation (Multi-function printers and projectors), Automotive, Industrial Equipment, ISV, Networking & Telecom Equipment and Semiconductor Companies. HCL also provides Value Engineering and Re-Engineering services for Japanese companies who want to expand the market for their products outside of Japan. In EAS, HCL brings its global capabilities and serves Japanese customers in Global Rollouts, IT transformation, Application Support and Maintenance. HCL Japan is especially strong at SAP related engagements (HCL is the 3rd largest SAP service



provider in the world) in such areas as Global Rollouts, System Maintenance Service, and SAP Upgrades. For more information, please visit www.hcljapan.co.jp

About HCL Enterprise

HCL is a \$6.2 billion leading global technology and IT enterprise comprising two companies listed in India – HCL Technologies and HCL Infosystems. Founded in 1976, HCL is one of India's original IT garage start-ups. A pioneer of modern computing, HCL is a global transformational enterprise today. Its range of offerings includes product engineering, custom & package applications, BPO, IT infrastructure services, IT hardware, systems integration, and distribution of information and communications technology (ICT) products across a wide range of focused industry verticals. The HCL team consists of over 90,000 professionals of diverse nationalities, who operate from 31 countries including over 500 points of presence in India. HCL has partnerships with several leading global 1000 firms, including leading IT and technology firms.

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-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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All other product and service names mentioned are the trademarks of their respective companies.

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