HCLSoftware

Business Update



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HCLSoftware Journey

We started with 2 key objectives

Market Permission
To become a credible enterprise software player

Market Access
To global customer base and sales channels

Our Presence in Software Today

Global Customers[1]
6800+

Fortune 100	Fortune 500	Global 500
67	224	236

Global 2000	Public Sector Customers[2]
550	276

Business Partners[3]	Countries	GTM Strength
775	132+	750+

75+ Software Products including well known brands like **AppScan, Bigfix, Commerce, Unica** etc.

1 - Above customer data represents $10K+ annual revenue customers only
2 - Public Sector includes Govt. Defense, Public Sector, etc.
3 - Business partners >$100K

Four Pillars of HCLSoftware Business

1. Digital Transformation

Key Differentiators

Platform of Trust

# of Customers

4700+

Business Impact

- $200B in online sales transactions annually
- Marketing messages Touch 1/3 of the Earth's population every day
- 1B+ digital experience users daily

2. AI and Intelligent Automation

Key Differentiators

Digital Operations, Assurance in the Hybrid Multi-Cloud & Edge Env.

# of Customers

500+

Business Impact

- 1M jobs executed daily on a single engine
- 1M+ instances managed via AIOPS & 2M+ CAI interactions/ day
- 1B cellular users managed

3. Data, Analytics and Insights

Key Differentiators

Fastest data warehouse on the cloud

# of Customers

650+

Business Impact

- Lowest TCO across Data/Analytics/Integration

4. Enterprise Security

Key Differentiators

Rock-solid trusted Enterprise Security

# of Customers

3500+

Business Impact

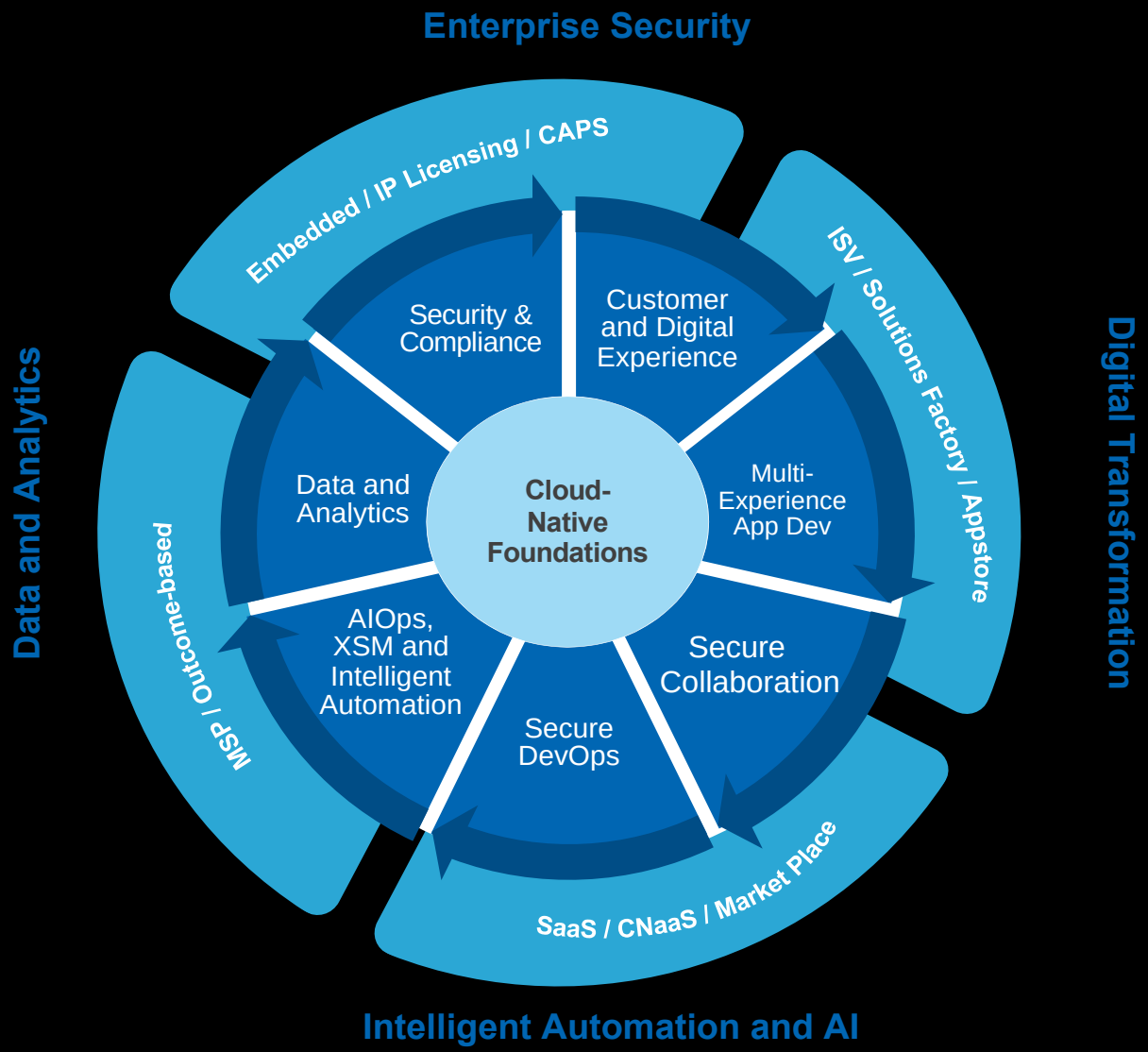
- 100M endpoints managed and secured daily
- 1M+ Secure App scans every day

HCLSoftware has presence in 22 out of 81 cells covering 30% of $800Bn software market as classified by McKinsey

Integrated Solutions Offering

	Customer	Customer	Customer	Customer
Consumption Models for Customers	**License** • ISV • Solutions factory • Appstore	**XaaS** • SaaS • CNaaS • Marketplace/VPC	**MSP** • Outcome Based • HCLTech or GSI/MSP Partner • BPaaS/BFaaS++	**OEM** • Embedded • IP Licensing • CAPS
Markets	**Digital Transformation**	**Intelligent Automation**	**Data and Analytics**	**Enterprise Security**
HCLSoftware – Functional Domains	Commerce/Marketing/ CX Cloud Secure Sovereign Collaboration Pro and Low Code Platform Industry Solutions	IntelliOps /AIOPS Digital Workplace EX Augmented Network Automation (Telco & IP) XaaS Service Integration	Data Management Data Integration Data Analytics	Endpoint Mgmt Policy & Compliance Secure Apps Testing

Integrated Solutions Offering



Key initiatives to drive an integrated portfolio

1. Bringing discrete entities within software products under one umbrella for rationalization and better leverage in sales and marketing
2. Product bundling and consolidation to enable better cross-selling opportunities and reduction in overlaps
3. Enhanced reusability across the portfolio and address operational challenges more effectively and efficiently

HCLSoftware Positioning Update – Fuelling the Digital+ Economy

New Brand Launch

Proximity to HCLTech, harnessing the benefits and heritage of the HCL brand



Brand Partnerships

Partnership launched with

- Scuderia Ferrari
- ECN (European Cricket Network)
- Activation at MetLife Stadium



Business Partners

- MSP/GSIs
- Hyperscalers
- ISV & OEMs
- Resellers/VARs
- Dev Community & Open Source

Impact

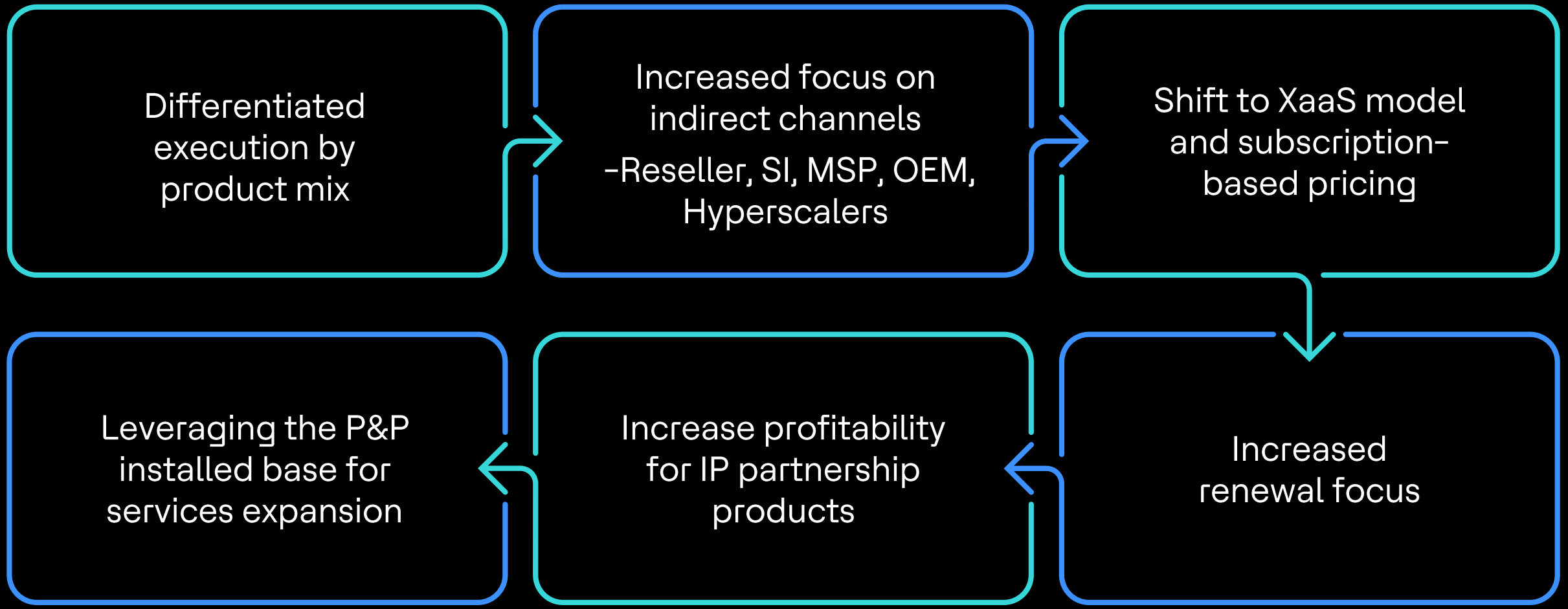
2B+
Media Coverage Impressions

1.5M+
Social Media Impressions

172K+
Clicks

169+
Engagement

Update on Key Initiatives



Differentiated Execution by Product Mix

Horizon 1
Core

(These are predominantly on-premise products)

- Strategy is to protect the business and increase profitability
- % of H1 FY'23 revenue: 31%
- H1 FY'23 YoY degrowth: -10.2%

Horizon 2
Growth

(These are products with shift to XaaS model and subscription-based pricing)

- They support accelerating growth momentum with bundled offerings
- % of H1 FY'23 Revenue: 66%
- H1 FY'23 YoY Growth : 5.1%

Horizon 3
Incubate

(These are products on SaaS model)

- They are investment orientation for future growth and also act as accelerator for Horizon 2
- % of H1 FY'23 revenue: 3%
- H1 FY'23 YoY growth: 4.7%

- Above represents trend based over first half of the year
- Trend may change during second half of the year, because of seasonality in our business with higher bookings, renewals over second half of the year

Analyst Recognitions

Enterprise Security

BigFix

Contender – Forrester Wave: Unified Endpoint Management

FORRESTER®

3 Leadership Positions – IDC MarketScape Series: Unified Endpoint Management

IDC Analyse the Future

AppScan

Leader – Gartner Magic Quadrant for Application Security Testing

Customer's Choice – Gartner Peer Insights for Application Security Testing

Gartner

Digital Transformation

Unica

Contender – Forrester Wave: Real-Time Interaction Management

Strong Performer – Forrester Wave: Enterprise Marketing Suites

FORRESTER®

Gartner Peer Insights – Strong Performer: MMH

Niche – Gartner Magic Quadrant for MMH

Gartner

Commerce

Challenger – Gartner Magic Quadrant for Digital Commerce

Customer's Choice – Gartner Peer Insights: Digital Commerce

Gartner

IDC Link – HCL Commerce Global Summit 2022: Weathering the Storms of Digital Disruption

IDC Analyse the Future

DX

Challenger – Gartner Magic Quadrant for Digital Experience Platforms

Gartner

DevOps

3 Leadership Positions – IDC MarketScape Series: Application Security Testing, Code Analytics, and Software Composition Analysis

IDC Analyse the Future

Intelligent Automation

DRYiCE

Forrester Now Tech: Artificial Intelligence for IT Operations

FORRESTER®

Key player in **Market Guide** for Digital Experience Monitoring

Included in Conversational AI (CAI) **Selection tool:** Lucy

Gartner

Business Partners Update

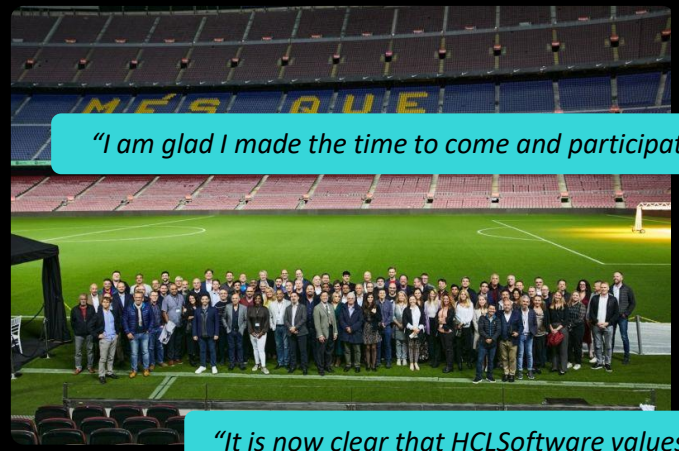
Business Partners

- New partner program launched
- Expanded Solarwinds partnership to revolutionize IT operations for enterprises
- Hosted global partner conference in Barcelona
- Partners excited about program , new positioning and branding
- 40% of pipeline is through business partners

86 Partner executives attended

67 Different partner organizations

30 Countries represented



"I am glad I made the time to come and participate."



"It is now clear that HCLSoftware values partners and is ready to invest in joint success."





"I didn't know HCLSoftware had this breadth of product portfolio. I plan to do more business with HCL."

Update on Other Strategic Initiatives

Shift to XaaS model

- Positive movement already observed in few Services deal already signed
- New SaaS propositions being launched in partnership with Hyperscalers

Renewal Focus

- Evolution of customer success program with focus on higher product adoption, renewals and increased net retention
- Results will be visible in next 3 to 6 quarters

IP Program Update

- We have restructured our agreement/ contract and are already seeing minor impact. Expect to have larger impact by next quarter/ calendar year.

Leveraging Installed base for Services expansion

- A $1B worth of services opportunity pipeline has been created
- Large portion of this pipeline has been converted already in FY'23

HCLSoftware

http://www.hclsoftware.us

