

Genpact wins 5-year Contract from Bengal Aerotropolis Projects Limited

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Genpact to design and implement business processes and hosted IT application and Infrastructure services

GURGAON, India, Mar 18, 2010 (BUSINESS WIRE) -- Genpact Limited (NYSE: G), a leader in managing business processes and providing IT services to companies around the world and Bengal Aerotropolis Projects Ltd (BAPL), a specialist company engaged in the development of aerotropolis projects in India, today announced the signing of a five year contract for BAPL's IT operations in India. As part of this engagement, Genpact will provide BAPL with a unique hosted IT application and infrastructure services model that will allow BAPL to focus on its core business of developing aerotropolis projects and scale operations without undertaking large capital investments in IT.

The partnership would enable BAPL to move to a state-of-the-art cloud-based IT model and also help the company shift from a capital-heavy owned model to an operational expense model, thereby freeing up resources and capital, which it needs at this stage of growth. Genpact will further help design and implement a pay-as-you-go business platform that will provide BAPL with land management, sourcing and financial management functionality. This platform is based on the latest technology of Oracle's R12 platform.

"We are delighted to partner with Bengal Aerotropolis Projects Ltd as they scale up their presence in the country. Our deep domain experience in the infrastructure vertical, coupled with our best practices in offering pay-as-you-go platform based IT services will allow BAPL to implement best-in-class business processes and ramp up operations without incurring any capital expenditure," said **Harpreet Duggal**, Senior Vice President and Head of Genpact's India Business. "The functionality of our solution, which involves the design and implementation of a financial and land management SaaS based business platform for BAPL, will enable a faster time-to-market and lower maintenance costs. This would ultimately help BAPL to effectively manage its operations and focus on its core business," he added.

In order to cater to the increasing demand for ready to deploy IT platforms and processes by emerging Indian companies, Genpact aims to develop SaaS based scalable IT platforms designed to implement best-in-class business processes. Genpact has been working with global companies for over a decade, helping them implement ERP led business transformation by tightly integrating data and process across the enterprise. With an experience in managing multiple ERP rollouts across geographies and supporting 450,000-plus users, Genpact effectively ensures process standardization, eliminates IT redundancy cost and enhances internal and external workforce collaboration.

Bengal Aerotropolis Projects Ltd (BAPL) is developing India's first set of Airport Cities - 'Aerotropolis' in Durgapur and Ludhiana by utilizing the best elements of international urban design and operational efficiencies through strategic alliances and partnerships. BAPL's first aerotropolis project, in Durgapur, is expected to be operational by 2011-12. The aerotropolis project, which is expected to be completed in a span of 5 to 7 years, will involve a total investment of approximately Rs.10,000 crores. Changi Airports International (CAI) of Singapore has taken a 26% stake in BAPL and CAI CEO Wong Woon Liong and Deputy CEO Eugene Gan have joined the BAPL board.

"Speaking about the partnership, **Subrata Paul**, CEO of BAPL said, "We are happy to partner with Genpact for the Aerotropolis project under which it will manage our IT applications and infrastructure needs. We truly believe that Genpact's business process and IT expertise will allow us to focus on our core business and also give us the flexibility to rapidly scale our operations." "We will also develop an aerotropolis in Ludhiana, Punjab. BAPL has already received necessary site clearance in accordance with the prevalent policy for setting up of Greenfield airports in India," he added.

About Genpact

Genpact is a leader in managing business processes, offering a broad portfolio of enterprise and industry-specific services. The company manages over 3,000 processes for more than 400 clients worldwide. Putting process in the forefront, Genpact couples its deep process knowledge and insights with focused IT capabilities, targeted analytics and pragmatic reengineering to deliver comprehensive solutions for clients. Lean and Six Sigma are ingrained in the company's culture, which views the management of business processes as a science. Genpact has developed Smart Enterprise Processes (SEPSM), a groundbreaking, rigorously scientific methodology for managing business processes, which focuses on optimizing process effectiveness in addition to efficiency to deliver superior business outcomes. Services are seamlessly delivered from a global network of centers to meet a client's

business objectives, cultural and language needs and cost reduction goals. Learn more at www.genpact.com.

About BAPL

In November 2005, Pragati Social infrastructure and Development Limited - a joint venture initiative of Housing and Urban Development Corporation (HUDCO) with Pragati 47 Development Limited - identified the need for an airport and related infrastructure in the Asansol-Durgapur region.

Bengal Aerotropolis Projects Limited ("BAPL"), which is developing two aerotropolis projects, has entered into a joint venture development agreement with West Bengal Industrial Development Corporation Limited (WBIDC), for developing an Aerotropolis comprising an airport, an industrial park, a logistics hub, an information technology park and a township in the Durgapur-Asansol region of Bardhaman district in West Bengal. The project aims to attract about US\$2.2 billion of investments and will be home to approximately 150,000 people and will generate over 40,000 direct and indirect employment opportunities.

BAPL also would develop another aerotropolis in Ludhiana in Punjab and has already received the site clearance from the Ministry of Civil Aviation & Defence for setting up a greenfield airport at Machhiwara in Ludhiana, Punjab.

Photos/Multimedia Gallery Available: <http://www.businesswire.com/cgi-bin/mmg.cgi?eid=6219284&lang=en>

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