

# Industry leading growth Launch of new strategy

Salil Parekh

Chief Executive Officer and Managing Director

# Safe harbor

Certain statements in this presentation concerning our future growth prospects, financial expectations and plans for navigating the COVID-19 impact on our employees, clients and stakeholders are forward-looking statements intended to qualify for the 'safe harbor' under the Private Securities Litigation Reform Act of 1995, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding COVID-19 and the effects of government and other measures seeking to contain its spread, risks related to an economic downturn or recession in India, the United States and other countries around the world, changes in political, business, and economic conditions, fluctuations in earnings, fluctuations in foreign exchange rates, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which Infosys has made strategic investments, withdrawal or expiration of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, unauthorized use of our intellectual property and general economic conditions affecting our industry and the outcome of pending litigation and government investigation. Additional risks that could affect our future operating results are more fully described in our United States Securities and Exchange Commission filings including our Annual Report on Form 20-F for the fiscal year ended March 31, 2022. These filings are available at [www.sec.gov](http://www.sec.gov). Infosys may, from time to time, make additional written and oral forward-looking statements, including statements contained in the Company's filings with the Securities and Exchange Commission and our reports to shareholders. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company unless it is required by law.

# Industry leading growth in FY22



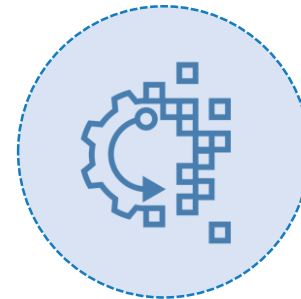
Revenue growth  
**19.7%** year-on-year



Fastest growth  
in **11** years



Digital revenue growth of  
**41.2%** year-on-year



Digital %  
**59.2%** (Q4)

Growth in CC terms

# Strong profitability and cash generation in FY22



Operating margin of  
**23.0%**



Free cash flow of  
**\$3.1 billion**

# Continued growth in large deals in FY 22



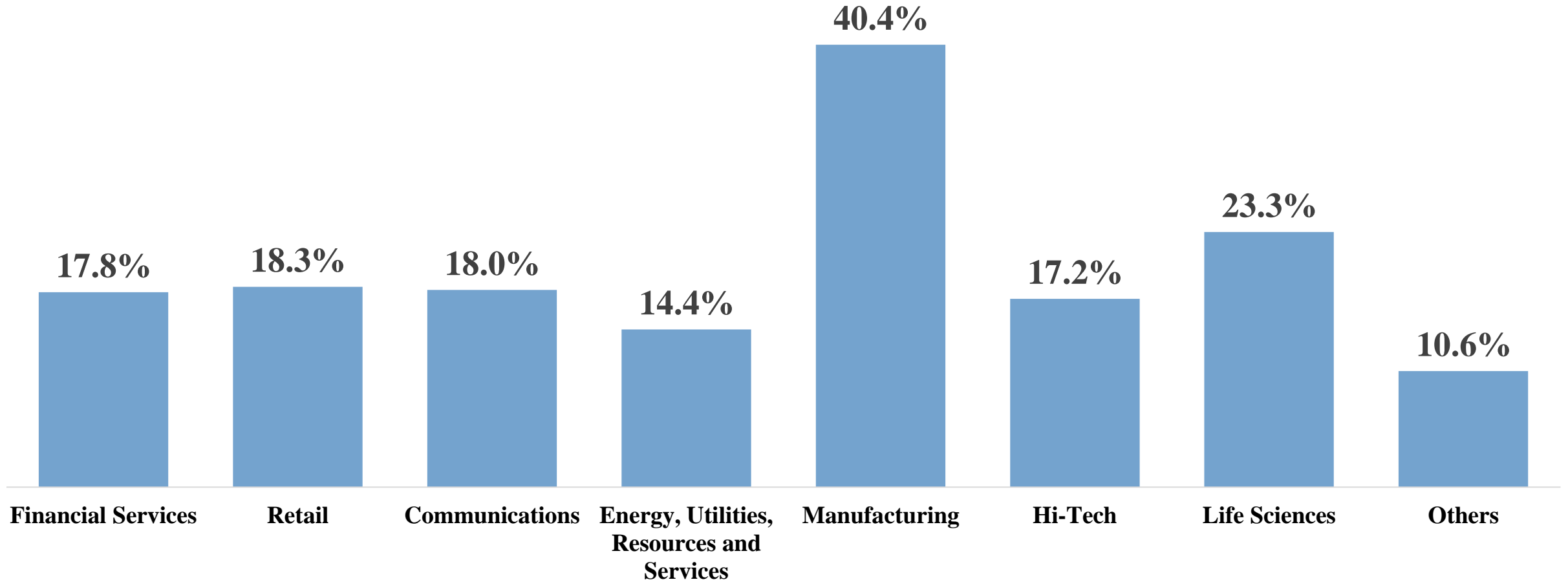
Large deals of  
**\$9.5 billion**

**94** deals with TCV  
>\$50 million

# Expansion of large client relationships

	<u>FY 20</u>	<u>FY 21</u>	<u>FY 22</u>
Larger than US\$ 100 million	28	32	38

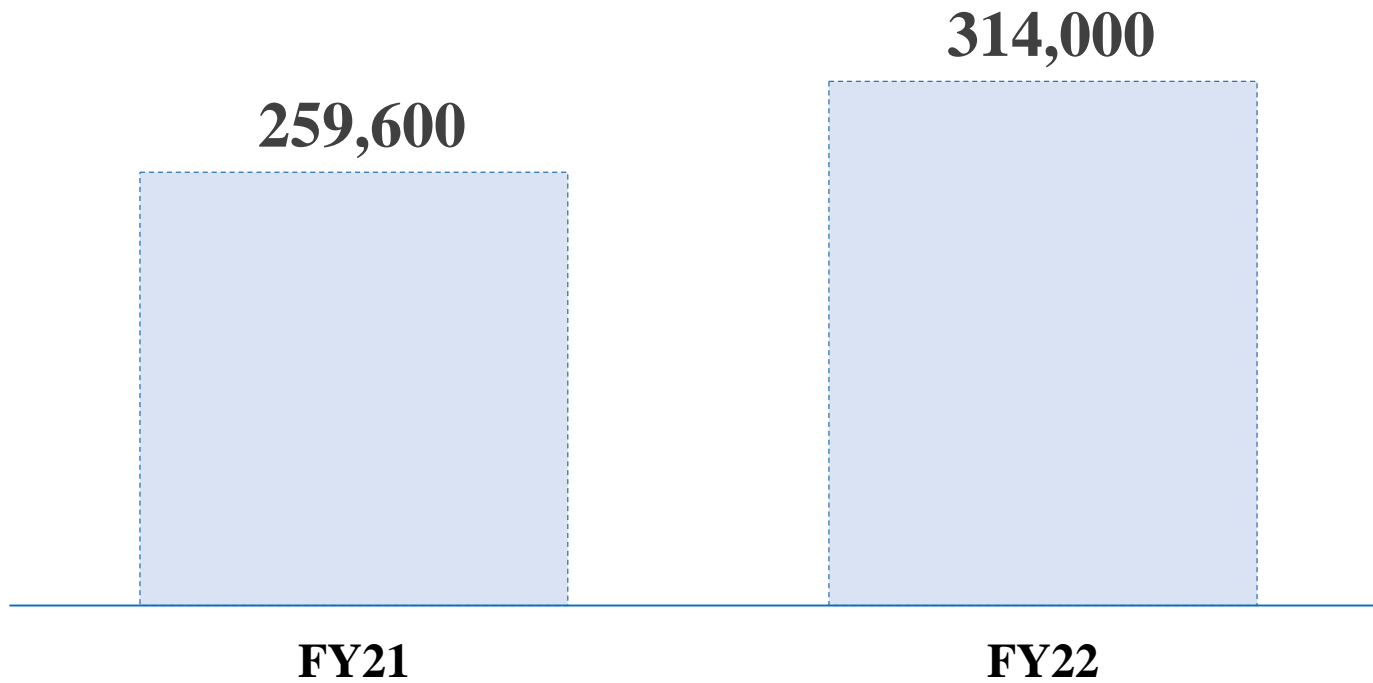
# Broad-based growth across industries



Year on year growth in CC terms

# Employee base scaling up

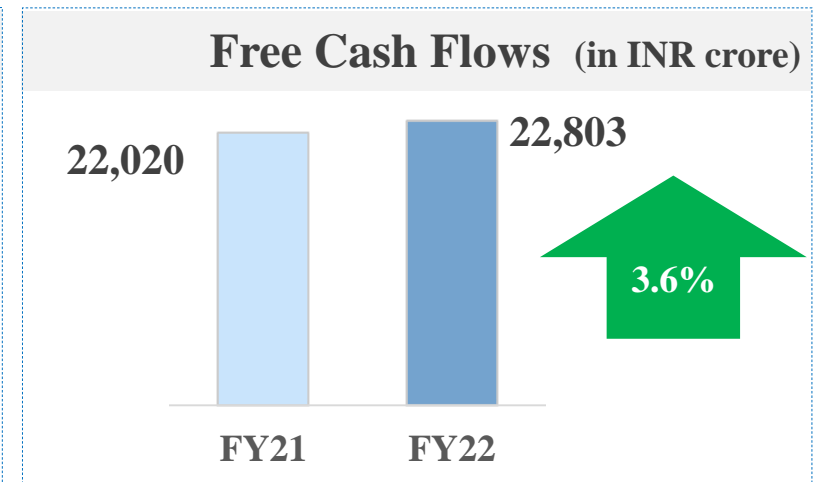
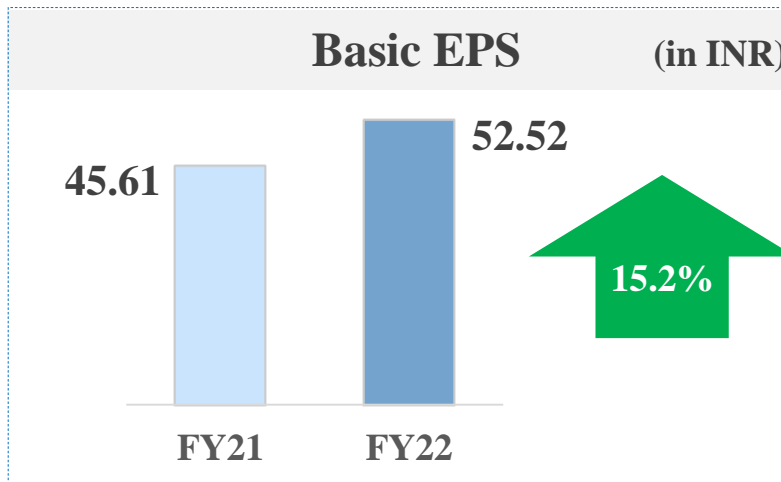
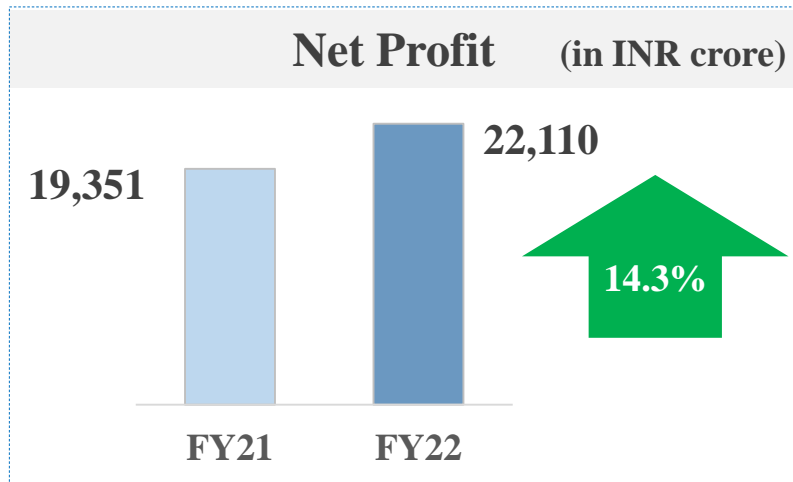
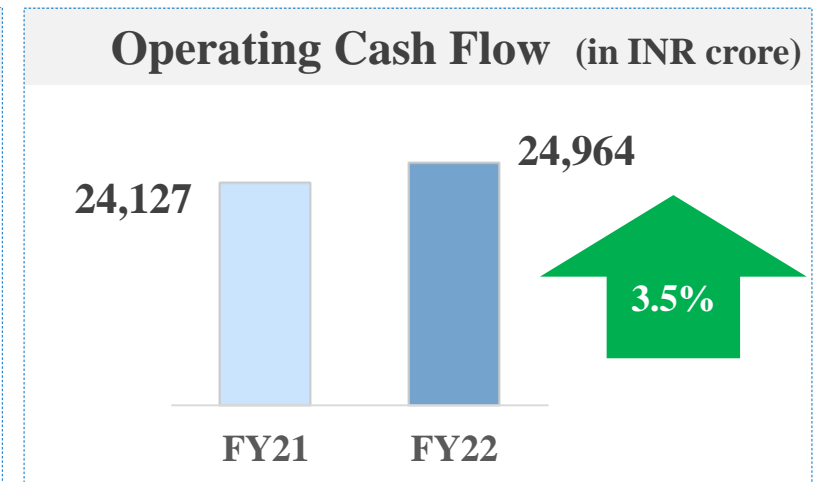
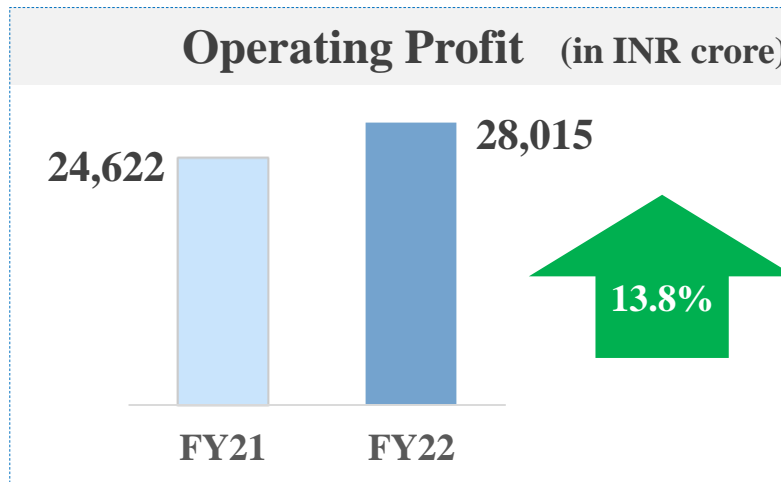
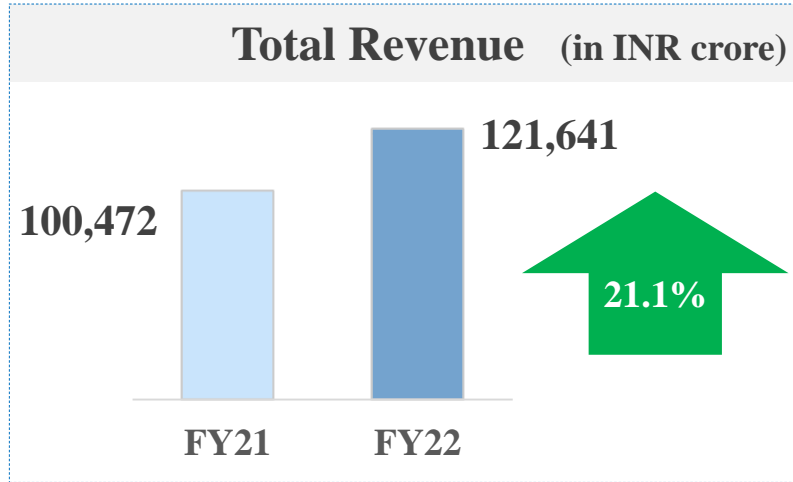
■ Total Headcount



**85,000** college hires



# Overview of our strong financial performance



Note: Above numbers are based on IFRS Consolidated financials

Free Cash Flows is defined as net cash provided by operating activities less capital expenditure

# Balance sheet is strong, debt free, and liquid

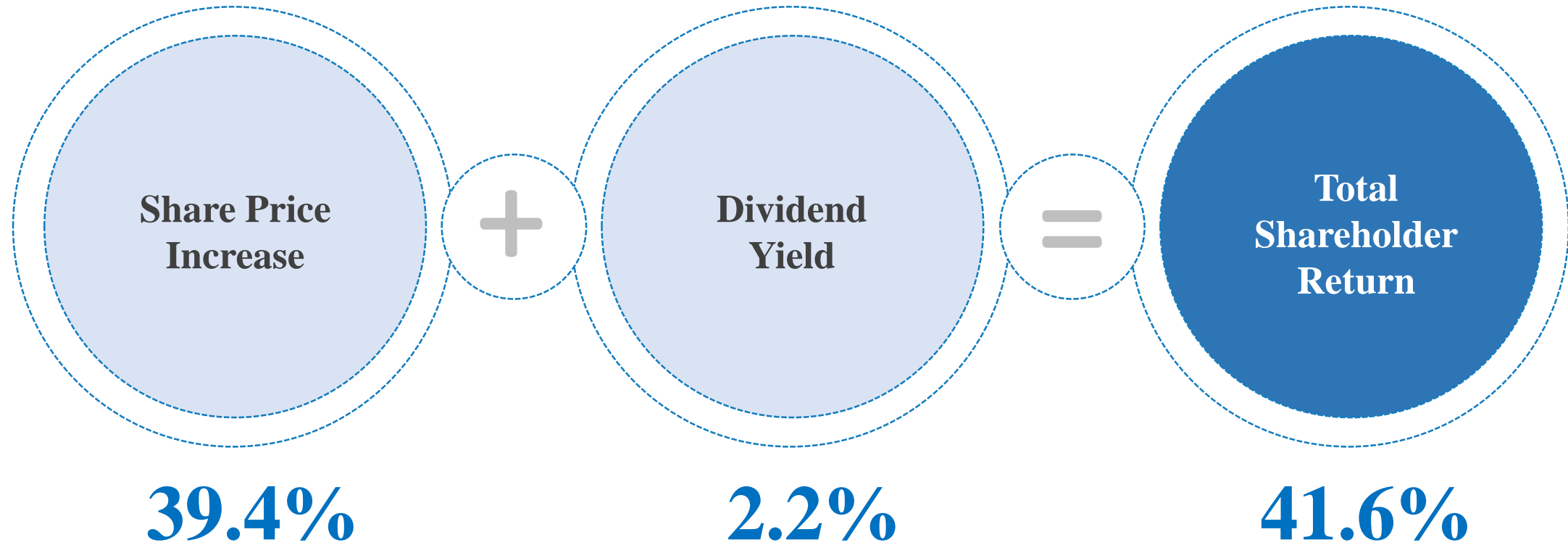
In INR Crore

	FY21	FY22
Property, plant & equipment including CWIP	13,482	13,491
Goodwill and intangibles	8,151	7,902
Other non-current assets	14,416	16,033
Cash and investments*	38,660	37,419
Other net working capital	9,812	9,437
	<b>84,521</b>	<b>84,282</b>
Less: Non-current liabilities	7,739	8,546
Total Equity	<b>76,782</b>	<b>75,736</b>

Above numbers are based on Ind AS Consolidated Financials

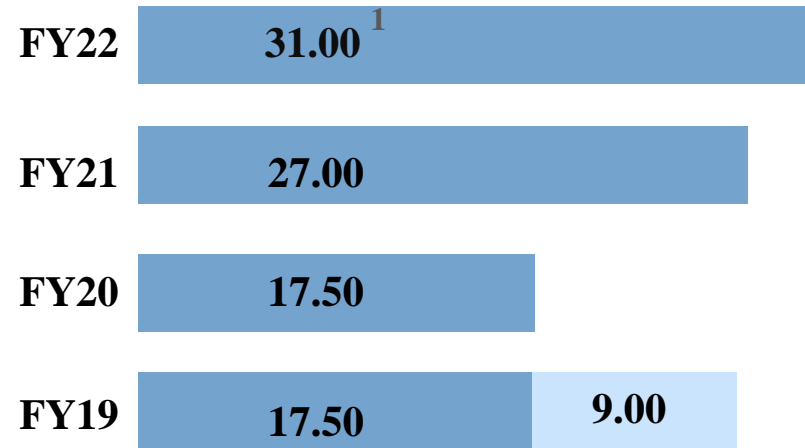
\* Investments includes current investments and non-current investments in Tax-free bonds, FMPs, NCDs and Government Securities

# Total shareholder return for FY22

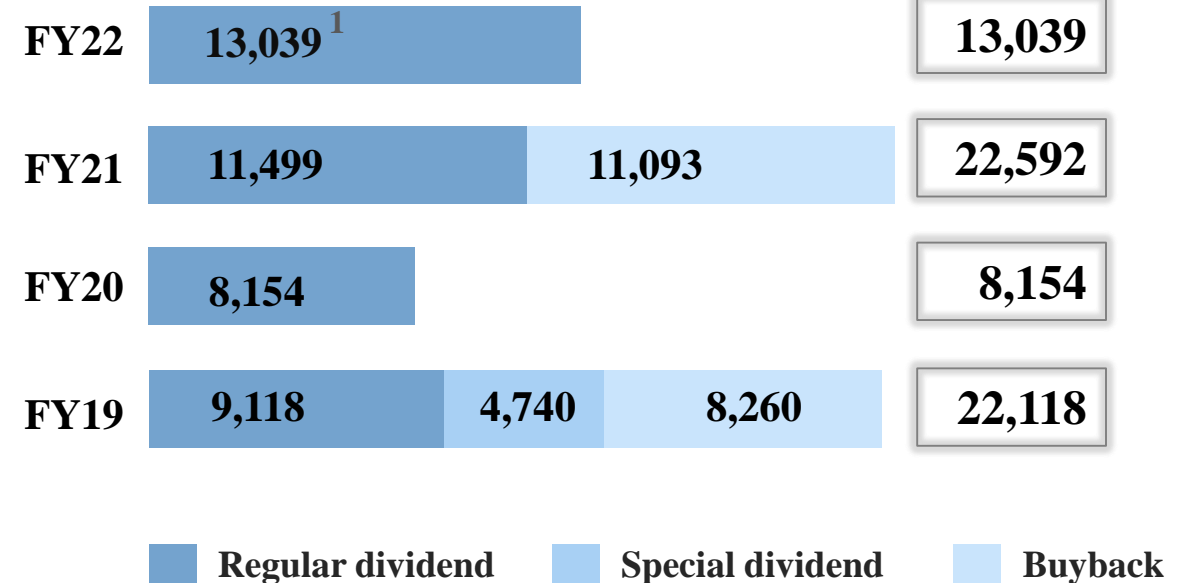


# Returning over INR 65,000 crores in 4 years to shareholders

## Dividend per share (INR)



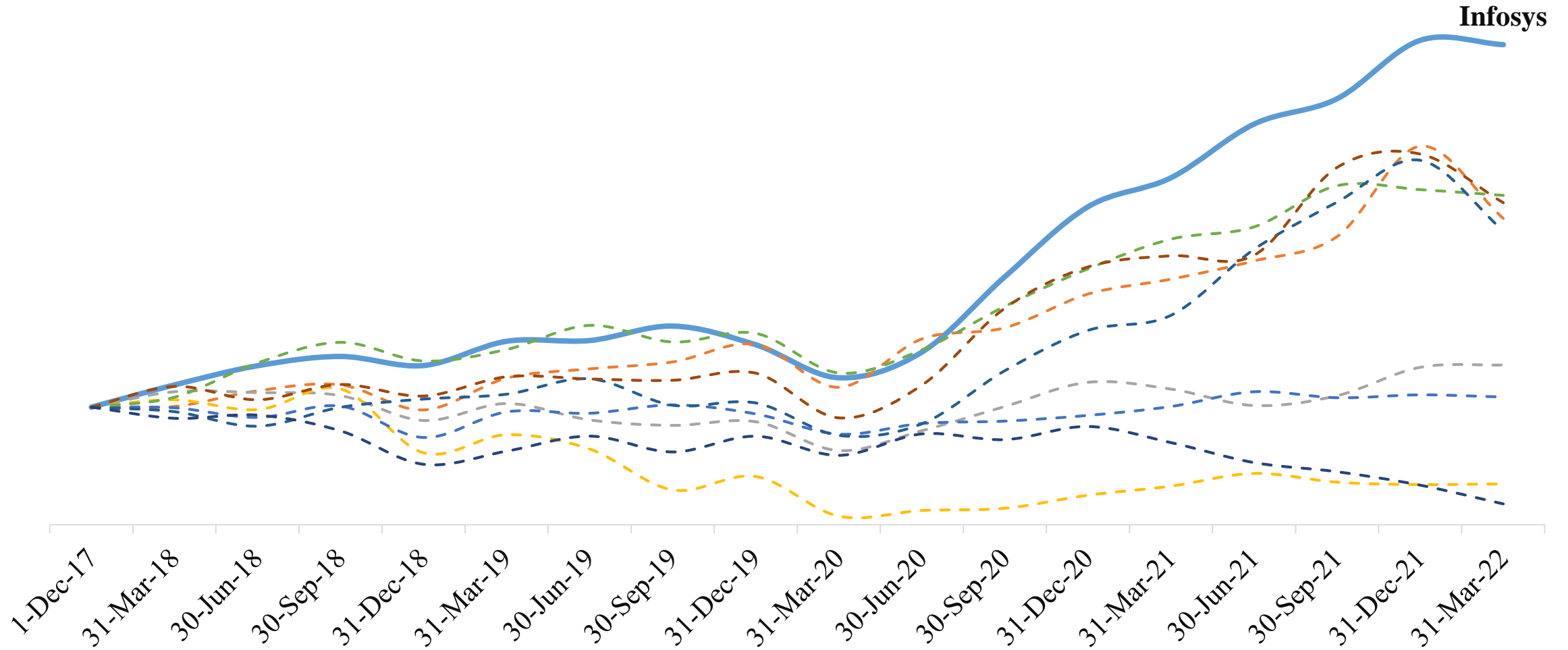
## Capital returned<sup>2</sup> to shareholders (INR Crore)



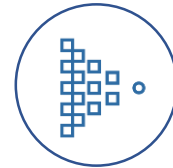
- Including proposed final dividend of INR 16.00 for FY22 subject to shareholders approval in AGM on Jun 25, 2022
- Dividend and buyback includes relevant taxes wherever applicable.

FY20-FY22 dividend and share buyback will be ~73% of FCF

# Total shareholder return Infosys v/s peers



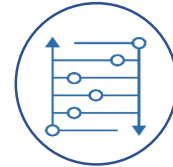
# Strategy put in place in 2018



Scale agile digital



Energize the core



Expand skilling



Drive localization

Focus on client relevance and execution

# Results



**54** “Digital Leader” rating across offerings of Digital Pentagon by industry analysts in **FY 22** (It was **24** in FY 18)

- Digital revenue from 26.8% to 59.2%
- Revenue growth (cc) from 5.8% to 19.7%
- Over \$100M accounts from 20 to 38
- Employees from 204,000 to 314,000
- Significant market share gain
- TSR highest among peers

**One Infosys**

# Strategic elements looking ahead



Scale cloud business



Continue intensity in Digital



Next generation seeding



Advanced automation, modernization



People care and development

Continued focus on client relevance and execution



# Scale cloud business



Market leading capabilities



IaaS/Public



IaaS/Private



SaaS



PaaS



Data on Cloud



Cloud Security

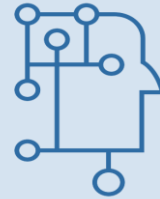


Advisory, Design  
and Migration



Industry solutions

# Continue intensity in Digital



Data, analytics,  
AI



Enterprise tech



Digital  
engineering  
services



IoT



Cybersecurity



Experience

# Next generation seeding

**Digital Natives**

**Europe**

**New  
Technologies**  
( E.g., Metaverse,  
Quantum, Web 3.0,  
Blockchain)

**Sustainability**

# Advanced automation and modernization



## Next generation BPM

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## Advanced ADM

- Bridge between core services and digital/cloud
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## Modernization

- Zero Disruption Modernization
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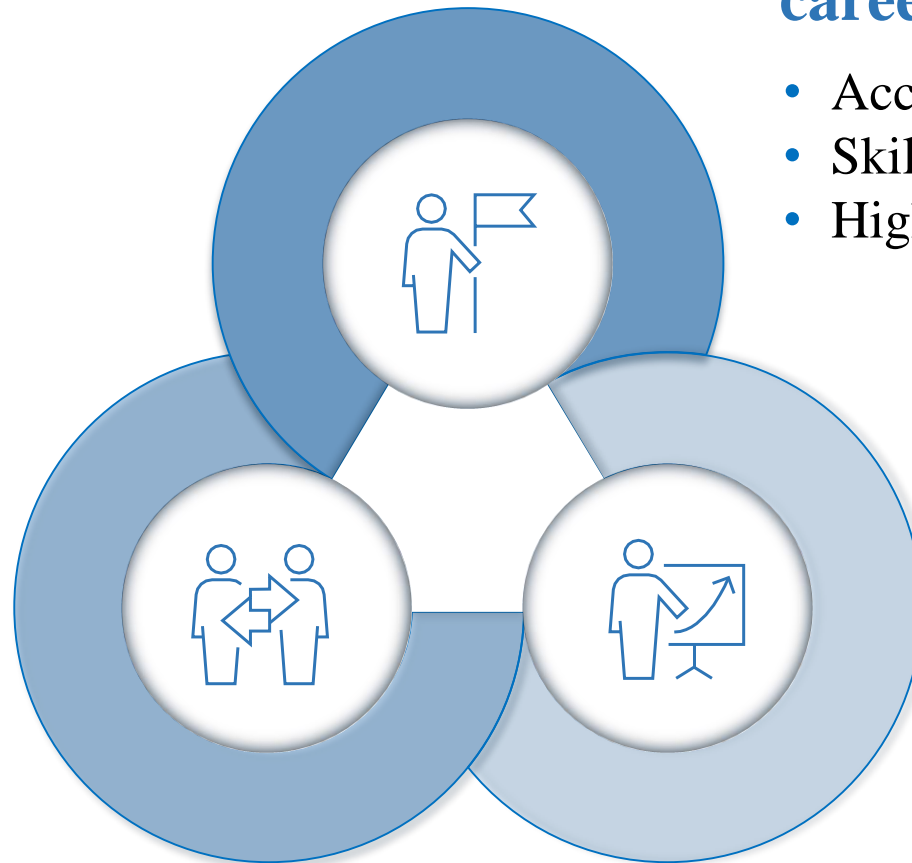
## AI, machine learning, automation

- Automated intelligent processes
- Low touch, high impact ecosystem

# People care and development

## Enhanced employee engagement

- Attract with brand as a talent magnet
- Engage and Empower
- Incentivize learning culture



## Faster and predictable career progression

- Accelerate career growth
- Skill based differential compensation
- Higher internal fulfilment

## Extensive re-skilling

- Digital and Cloud
- Full stack
- Certifications and skill-based recognition

# Levers to drive high margins



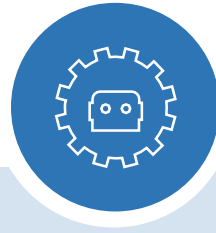
Manage  
pyramid  
ratios and  
delivery  
cost/FTE



Optimize  
onsite/  
offshore  
mix



Optimize  
sub-  
contractor  
usage



Capture  
value from  
automation



Realize  
operating  
efficiencies



Value  
based  
selling

# Conclusion

- Industry leading growth in FY 22, fastest in 11 years
- Last 4 years demonstrated a successful strategic blueprint that we executed well
- We have launched a new strategy
- Going ahead, we see strong opportunities in digital and cloud
- We are well-positioned to gain market share and create value
- Our approach of **One Infosys** is the foundation of this

**Thank you to all our shareholders for your continued trust in the company**