# Fact Sheet – Consolidated Financial data, First Quarter, 2009-10



### **Profit and Loss Account summary for the Quarter ended**

(As per Indian GAAP)

In Rs. crore, except per share data

Particulars	June	30,	Growth	March 31,	Growth % in Q1 10 over
r di dodidi o	2009	2008	(%)	2009	Q4 09
Income from software services, products and business process management	5,472	4,854	12.7	5,635	(2.9)
Software development and business process management expenses	2,915	2,754	5.8	3,045	(4.3)
GROSS PROFIT	2,557	2,100	21.8	2,590	(1.3)
Selling and marketing expenses	261	257	1.6	270	(3.3)
General and administration expenses	428	364	17.6	429	(0.2)
	689	621	11.0	699	(1.4)
OPERATING PROFIT BEFORE DEPRECIATION	1,868	1,479	26.3	1,891	(1.2)
Depreciation	222	169	31.4	228	(2.6)
OPERATING PROFIT BEFORE TAX AND INTEREST	1,646	1,310	25.6	1,663	(1.0)
Other income, net	269	117	129.9	252	6.7
Provision for investments	_	_	_	_	_
NET PROFIT BEFORE TAX	1,915	1,427	34.2	1,915	-
Provision for taxation	388	125	210.4	302	28.5
NET PROFIT AFTER TAX	1,527	1,302	17.3	1,613	(5.3)
<b>EARNINGS PER SHARE</b> (Equity shares of par value Rs. 5/- each)					
Basic	26.66	22.75	17.2	28.16	(5.3)
Diluted	26.63	22.70	17.3	28.13	(5.3)

REVENUE BY GEOGRAPHICAL SEGMENT							
		Quarter ended LTM					
	Jun 30, 2009	Mar 31, 2009	Jun 30, 2008	Jun 30, 2009	Jun 30, 2008		
	%	%	%	%	%		
North America	64.7	64.6	62.6	63.8	62.0		
Europe	24.7	24.3	27.3	25.7	28.1		
India	0.9	1.6	1.3	1.2	1.2		
Rest of the world	9.7 9.5 8.8 9.3 8						
Total	100.0	100.0	100.0	100.0	100.0		





	REVENUE BY SERVICE OFFERING									
		Quarter ended		LTM						
	Jun 30, 2009	Mar 31, 2009	Jun 30, 2008	Jun 30, 2009	Jun 30, 2008					
	%	%	%	%	%					
Services										
Application Development and Maintenance	42.5	40.9	43.4	42.2	44.8					
Application Development	19.3	19.2	21.4	20.0	21.6					
Application Maintenance	23.2	21.7	22.0	22.2	23.1					
Business Process Management	6.1	6.0	6.3	5.9	5.9					
Consulting Services and Package Implementation	24.4	25.4	23.7	25.0	23.9					
Infrastructure Management	6.6	7.0	5.7	6.5	5.1					
Product Engineering Services	2.4	2.6	2.2	2.3	1.8					
System Integration	3.8	3.7	3.1	3.8	2.9					
Testing Services	6.2	6.3	7.4	6.5	7.4					
Others	4.0	4.1	4.3	3.8	4.5					
Total services	96.0	96.0	96.1	96.0	96.2					
Products	4.0	4.0	3.9	4.0	3.8					
Total revenues	100.0	100.0	100.0	100.0	100.0					

REVENUE BY PROJECT TYPE*									
	Quarter ended LTM								
	Jun 30, 2009	Mar 31, 2009	Jun 30, 2008	Jun 30, 2009	Jun 30, 2008				
	%	%	%	%	%				
Fixed Price	38.1	38.3	32.8	36.7	32.2				
Time & Materials	61.9	61.7	67.2	63.3	67.8				
Total	100.0	100.0	100.0	100.0	100.0				

<sup>\*</sup> Excluding products

	REVENUE BY INDUSTRY									
		Quarter ended		LT	М					
	Jun 30, 2009	Mar 31, 2009	Jun 30, 2008	Jun 30, 2009	Jun 30, 2008					
	%	%	%	%	%					
Insurance, banking & financial	33.0	33.0	34.5	33.6	35.4					
Insurance	7.1	7.3	6.8	7.2	7.2					
Banking & financial services	25.9	25.7	27.7	26.4	28.2					
Manufacturing	20.5	20.8	18.4	20.2	15.9					
Retail	13.2	13.5	12.2	12.8	12.1					
Telecom	16.9	16.7	19.7	17.4	21.0					
Energy & Utilities	5.7	5.9	5.4	5.8	5.3					
Transportation & logistics	2.3	2.3	2.4	2.3	2.5					
Services	4.9	5.0	5.5	5.1	6.1					
Others	3.5	2.8	1.9	2.8	1.7					
Total	100.0	100.0	100.0	100.0	100.0					





	CL	IENT DATA			
		Quarter ended		Year e	nded
	Jun 30, 2009	Mar 31, 2009	Jun 30, 2008	Mar 31, 2009	Mar 31, 2008
Number of Clients					
Active	569	579	567	579	538
Added during the period	27	37	49	156	170
Accounting for > 5% of revenue	_	1	1	1	1
Number of million* dollar clients					
1 Million dollar +	330	327	325	327	310
5 Million dollar +	151	151	146	151	141
10 Million dollar +	104	101	91	101	89
20 Million dollar +	61	59	53	59	47
30 Million dollar +	45	39	33	39	32
40 Million dollar +	30	30	25	30	22
50 Million dollar +	19	20	18	20	18
60 Million dollar +	15	16	16	16	13
70 Million dollar +	12	12	12	12	12
80 Million dollar +	11	10	12	10	10
90 Million dollar +	6	7	8	7	6
100 Million dollar +	4	4	6	4	6
200 Million dollar +	1	1	1	1	1
300 Million dollar +	_	1	1	1	1
Client contribution to revenue					
Top client	4.5%	5.7%	7.9%	6.9%	9.1%
Top 5 clients	16.3%	17.2%	19.9%	18.0%	20.9%
Top 10 clients	25.8%	26.8%	30.1%	27.7%	31.4%
Repeat business	98.7%	95.9%	99.6%	97.6%	97.0%
Account receivables – LTM (in days)	56	62	69	62	72

<sup>&</sup>quot;LTM" - Last Twelve Months

<sup>\*</sup> LTM Revenues

EFFORT AND UTILIZATION								
		Quarter ended		LTM				
	Jun 30, 2009	Mar 31, 2009	Jun 30, 2008	Jun 30, 2009	Jun 30, 2008			
	%	%	%	%	%			
Effort								
Onsite	22.7	23.0	24.3	23.2	24.9			
Offshore	77.3	77.0	75.7	76.8	75.1			
Revenue								
Onsite	46.4	46.2	47.5	46.4	47.9			
Offshore	53.6	53.8	52.5	53.6	52.1			
Utilization								
Including trainees	67.0	67.6	68.9	68.1	69.6			
Excluding trainees	70.9	74.5	72.2	73.4	75.3			





PERSON MONTHS DATA							
		Quarter ended		LT	LTM		
	Jun 30, 2009	Mar 31, 2009	Jun 30, 2008	Jun 30, 2009	Jun 30, 2008		
Billed – Onsite	44,458	45,342	44,680	1,82,339	1,72,026		
– Offshore	1,51,267	1,51,746	1,38,924	6,03,480	5,18,640		
TOTAL	1,95,725	1,97,088	1,83,604	7,85,819	6,90,666		
Non Billable	80,311	67,563	70,614	2,85,332	2,26,850		
Trainee	16,085	26,779	12,395	82,491	75,170		
Sales & Support	17,575	17,106	13,269	64,151	48,485		
TOTAL	3,09,696	3,08,536	2,79,882	12,17,793	10,41,172		

				CONSOL	IDATED IT	SERVICE				
			Quarter	ended				LT	М	
	Jun 30, 2009	Sequential growth%	Mar 31, 2009	Sequential growth %	Jun 30, 2008	Sequential growth %	Jun 30, 2009	Sequential growth %	Jun 30, 2008	Sequential growth %
	Effort - (Po	erson Months	s)							
Onsite	44,231	(2.1)	45,169	(1.5)	44,477	1.1	1,81,565	6.1	1,71,190	19.1
Offshore	1,05,730	(0.6)	1,06,399	(1.3)	96,969	0.2	4,24,310	13.5	3,73,725	26.6
Total	1,49,961	(1.1)	1,51,568	(1.4)	1,41,446	0.5	6,05,875	11.2	5,44,914	24.2
	Revenue -	· (\$ million)								
Onsite	518.30	0.5	515.80	(3.4)	546.70	1.1	2,141.12	2.0	2,099.07	26.4
Offshore	490.35	(0.6)	493.17	(5.3)	490.70	0.1	2,032.72	8.1	1,881.13	34.0
Total	1008.65	0.0	1,008.97	(4.3)	1,037.40	0.6	4,173.84	4.9	3,980.20	29.9

EMPLOYEE METRICS								
		Quarter ended		Year ended				
	Jun 30, 2009	Mar 31, 2009	Jun 30, 2008	Mar 31, 2009	Mar 31, 2008			
Total Employees	1,03,905	1,04,850	94,379	1,04,850	91,187			
S/W professionals	96,334	97,349	87,816	97,349	85,013			
Billable	88,061	86,306	82,368	86,306	79,494			
Banking Product Group	2,664	2,349	2,076	2,349	2,053			
Trainees	5,609	8,694	3,372	8,694	3,466			
Sales & Support	7,571	7,501	6,563	7,501	6,174			
Gross Addition	3,538	4,935	7,182	28,231	33,177			
Net Addition	(945)	1,772	3,192	13,663	18,946			
Lateral Employees	390	659	2,013	5,796	8,523			
Attrition % (LTM)*	11.1%	11.1%	13.6%	11.1%	13.4%			

<sup>\*</sup> Excluding subsidiaries





EMPLOYEE METRICS – SUBSIDIARIES								
		Quarter ended		Year ended				
Total Employees	Jun 30, 2009	Mar 31, 2009	Jun 30, 2008	Mar 31, 2009	Mar 31, 2008			
Infosys BPO Limited – consolidated	16,670	17,080	17,284	17,080	16,295			
Infosys Technologies (Australia) Pty. Limited – Consolidated	338	341	353	341	363			
Infosys Technologies (China) Company Limited	1,112	1,053	730	1,053	699			
Infosys Consulting, Inc.	316	304	296	304	265			
Infosys Technologies, S.De R.L. De C V., Mexico	241	221	128	221	75			
Infosys Technologies(Sweden) AB	5	_	_	_	_			

IN	INFRASTRUCTURE (as on June 30, 2009)								
	Compl	eted	Work in I	Land					
	Built-up Area (Sq. Ft.)	No. of Seats	Built-up Area (Sq. Ft.)	No. of Seats	acquired during the Qtr (acres)				
Bangalore	40,24,911	25,025	_	_	_				
Bhubaneshwar	8,79,721	3,957	_	_	_				
Chandigarh	11,66,335	6,116	_	_	_				
Chennai	22,93,311	14,244	9,96,160	6,000	_				
Gurgaon	96,406	1,168	_	_	_				
Hyderabad	18,22,523	9,430	2,65,253	2,600	_				
Jaipur	2,34,000	2,696	1,84,016	1,394	_				
Mangalore	6,87,213	4,766	1,35,000	_	8.35				
Mauritius	28,000	400	_	_	_				
Mysore (including ILI)*	78,61,295	5,784	7,56,688	3,000	_				
Pune	40,87,648	20,804	4,29,471	2,831	_				
Thiruvananthapuram	1,24,442	1,549	4,85,949	3,515	_				
Total	2,33,05,805	95,939	32,52,537	19,340	8.35				

<sup>\*</sup>Infosys Leadership Institute

RUPEE DOLLAR RATE (Rs)								
Quarter ended Year ended								
	Jun 30, 2009 Mar 31, 2009 Jun 30, 2008 Mar 31, 2009 Mar 3							
Period closing rate	47.91	50.72	43.04	50.72	40.02			
Period average rate	48.82	50.24	42.00	46.54	40.00			





PERFORMANCE AS AGAINST GUIDANCE – INDIAN GAAP						
For Quarter ended Jun 30, 2009  Guidance provided on April 15, 2009  Actua						
Revenue (Rs. Crore)		5,379 – 5,480	5,472			
Indian GAAP	EPS (Rs.)	23.55	26.66			

PERFORMANCE AS AGAINST GUIDANCE – IFRS								
For Quarter ended Jun 30, 2009  Guidance provided on April 15, 2009  Guidance restated for constant currency *								
IEDO	Revenue (US \$ Million)	1,060 – 1,080	1,076–1,096	1,122				
IFRS	Basic EPADS (US \$)	0.47	0.48	0.55				

\* Currency rates:

Currency	Rate assumed in guidance	Average rate for the quarter
GBP	1.43	1.55
EURO	1.33	1.36
AUD	0.69	0.76

SUBSIDIARIES PERFORMANCE (US \$ Mn)								
	Quarter ended,	Jun 30, 2008						
	Revenue	Net Income	Revenue	Net Income				
Infosys BPO Limited – consolidated	68.47	12.34	72.57	6.96				
Infosys Technologies (Australia) Pty. Limited – Consolidated	31.94	2.68	34.13	3.38				
Infosys Consulting, Inc.	14.29	(2.79)	17.68	(1.53)				
Infosys Technologies (China) Company Limited	8.22	0.41	5.85	(0.05)				
Infosys Technologies, S.De R.L. De C V., Mexico	3.74	0.63	1.20	(0.35)				
Infosys Technologies (Sweden) AB	0.17	0.00	_	-				

## Fact Sheet - Consolidated Financial data, First Quarter, 2009-10



#### **Unaudited Consolidated Statements of Income (IFRS)**

(Dollars in millions except share data)

	Three mor Jun		Year ended March 31, (Audited)	
	2009	2008	2009	2008
Revenues	\$1,122	\$1,155	\$4,663	\$4,176
Gross profit	479	458	1,964	1,723
Operating income	338	310	1,374	1,159
Income before income taxes	393	338	1,475	1,334
Net income	313	308	1,281	1,163
Earnings per equity share				
Basic (\$)	0.55	0.54	2.25	2.04
Diluted (\$)	0.55	0.54	2.25	2.04

#### Reconciliation of accounts as per Indian GAAP and IFRS

In Rs. Crore

	Three mon	ths ended	Year ended (Audited)		
	Jun 30, 2009	Jun 30, 2008	March 31, 2009	March 31, 2008	
Consolidated Net Profit as per Indian GAAP	1,527	1,302	5,988	4,659	
Share-based compensation (IFRS)	_	(2)	(7)	(13)	
Amortization of intangible assets	(2)	(2)	(6)	(3)	
Consolidated Net income as per IFRS	1,525	1,298	5,975	4,643	

#### Reasons for differences in net income as per Indian GAAP and IFRS

#### **Share- based compensation (IFRS 2)**

Under IFRS, the company recorded share-based compensation expense using the fair value recognition provisions of IFRS 2.

#### **Amortization of intangible assets**

IFRS requires the purchase price in business combination transactions to be allocated to identifiable assets and liabilities, including intangibles assets. Intangible assets are amortized over the estimated useful life.





Constant Currency Reporting							
Reported revenues	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10		
Revenue (\$ mn)	1,155	1,216	1,171	1,121	1,122		
Sequential growth %	1.1	5.3	(3.7)	(4.3)	0.1		
YoY growth %	24.4	19.0	8.0	(1.8)	(2.9)		
Constant currency – Q-o-Q	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10		
Revenue (\$ mn)	1,152	1,236	1,228	1,134	1,100		
Sequential growth (%)	0.8	7.1	1.0	(3.2)	(1.9)		
Constant currency – YoY	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10		
Revenue (\$ mn)	1,135	1,221	1,242	1,209	1,186		
YoY growth (%)	22.2	19.3	14.6	5.9	2.6		

#### Notes:

#### Basis of computation

Rates are as per the noon buying rate of Federal Reserve New York till March 2008 and as per FEDAl rates beginning April 1,

#### 2. Average rates for major global currencies:

Average rate of USD	Q1 09	Q2 09	Q3 09	Q4 09	FY 09	Q1 10
AUD	0.95	0.87	0.67	0.66	0.78	0.76
EURO	1.56	1.49	1.32	1.29	1.41	1.36
GBP	1.98	1.87	1.54	1.43	1.69	1.55

#### 3. Proportion of revenues from major global currencies:

Revenues by currency (%)	Q1 09	Q2 09	Q3 09	Q4 09	FY 09	Q1 10
AUD	4.9	4.4	4.2	4.8	4.6	5.1
EURO	7.0	7.2	6.7	7.7	7.1	7.8
GBP	16.5	13.3	11.0	9.8	12.7	10.0

## Fact Sheet - Consolidated Financial data, First Quarter, 2009-10



#### Q1 2010

#### **Geographical Segment - Growth**

North America grew by 0.2% sequentially; flat in constant currency.

Europe grew by 1.5% sequentially; and declined by 3.4% in constant currency.

Rest of the world grew by 2.7% sequentially; declined by 4.6% in constant currency.

#### **Industry Segment - Growth**

BFSI was flat sequentially; declined by 1.5% in constant currency.

Manufacturing declined by 1.3% sequentially; declined by 2.2% in constant currency.

Retail declined by 1.8% sequentially; declined by 3.1% in constant currency.

Telecom grew by 0.8% sequentially; declined by 4.6% in constant currency.

Others grew by 2.9% sequentially; grew by 1.7% in constant currency.

#### Q4 2009

#### **Geographical Segment - Growth**

North America declined by 4.14% sequentially; 4.06% in constant currency.

Europe declined by 8.77% sequentially; 5.31% in constant currency.

Rest of the world grew by 3.32% sequentially; grew by 5.03% in constant currency.

#### **Industry Segment – Growth**

BFSI declined by 9.69% sequentially; 9.04% in constant currency.

Manufacturing grew by 1.44% sequentially; 2.02% in constant currency.

Retail grew by 2.61% sequentially; 3.53% in constant currency.

Telecom declined by 4.35% sequentially; 1.20% in constant currency.

Others declined by 4.88% sequentially; 4.23% in constant currency.