



Europe, Middle East and Africa

B. G. Srinivas

Senior Vice President – Europe, Middle East and Africa

Analyst
Meet 2007

Think Flat

INTELLECT

MEET 2007

Safe harbor

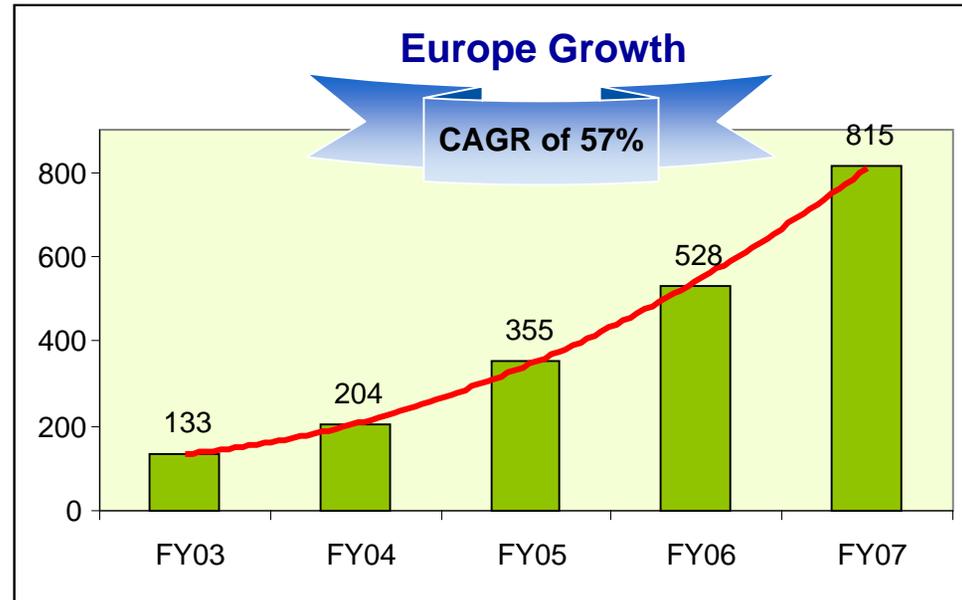
Certain statements made in this Analyst Meet concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, 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 of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. 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, 2007 and quarterly report on Form 6-K for the quarter ended June 30, 2007. These filings are available at 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.

Agenda

- Infosys Europe
 - Growth drivers
 - Strategy
- Winning in the Flat world
- Case studies

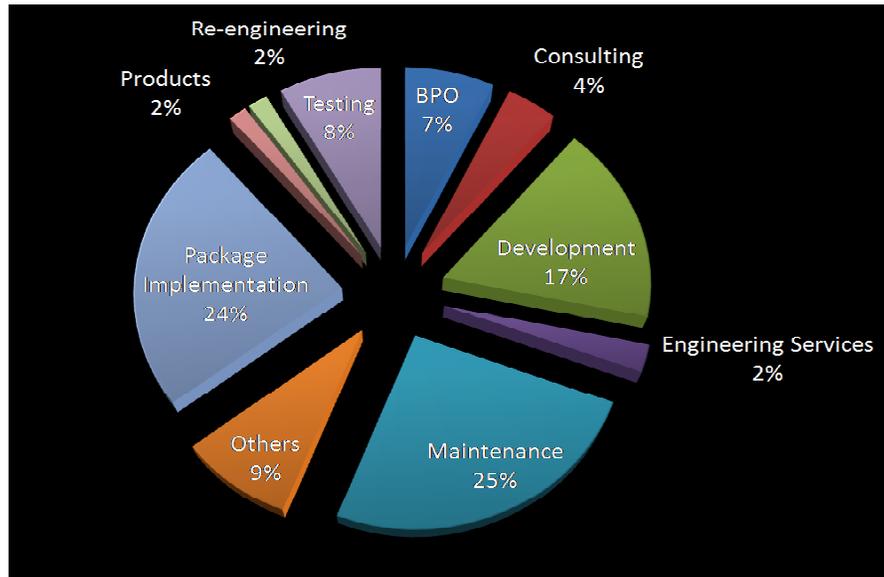
Europe – An overview

- Continuous journey of growth and success
- Over 100 clients across 20 countries
 - many marquee names
- Enhanced client relationships
 - Infosys' first \$ 200 m client is from Europe
- A very healthy portfolio of clients, vertical spread and geo reach
- Over 15,000 people engaged in servicing our clients in Europe
- Success beyond IT services
 - Consulting, Finacle and BPO contributing to the success



	FY 2005	FY 2006	FY 2007
Offices	10 offices	16 offices	17 Offices
Vertical Reach	Retail, FS, Telecom, Insurance, Services and Manufacturing, Energy and Utilities	Pharma, Public Sector, Hitech, Resources	Airlines, CPG, Media
Geo Reach	UK, France, Belgium, NL, Sweden, Germany, Czech Republic, Switzerland	Ireland, Norway, Finland, Spain, Austria	Denmark, Greece, Hungary

Non-ADM services are driving growth in Europe



- Our non-traditional services have achieved great success with 54% of revenue coming from new services
- New services grew at 92% year on year
- Package implementation growing in importance in Europe, strengthening our competitive position and profitability
- Infrastructure Management Services - EMEA continue to be strongest growth regions. EMEA growth ahead of the rest of the regions (32 clients in Europe)
- Clients commended Infosys Consulting Inc. for its highly competitive consulting business model. Clients reported that it has delivered more than the expected business value
- Independent Validation Services continues to demonstrate sustained growth and value differentiation (~ 150% Year on Year growth)

Infosys' European Strategy



Market Conditions

- High element of diversity – a fragmented market place
- Regional autonomy in decision making and business practices
- Continues to be a regulated market
- Competitive pressure from the flat world forces
- Demographic shift makes it an ideal services market
- High adoption of packaged software
- Europe late in leveraging offshoring - still catching up
- Risk appetite is somewhat lower

Our Approach

- Matrix Structure – to blend regional uniqueness with industry vertical expertise
 - Regional Clusters creating multiple channels of growth
- Targeted approach – not “Big Bang” – region specific focus
 - UK – Financial Services, Telecom, Retail, Pharmaceuticals and Energy & Utilities
 - Benelux and Nordics – Financial Services, Telecom and Energy & Utilities
 - France, Spain & Italy – Manufacturing and Financial Services
 - Austria, Switzerland & Germany – Manufacturing, Financial Services and Pharmaceuticals
- Creating a balance between leveraging global talent and local capability
 - combination of Global Delivery centres, near-shore centres and local hiring
- Focused approach on structuring and winning large deals
- Concerted effort on differentiation and branding
 - Among top 3 in media impact across focus countries – Ahead of Indian competitors in almost every category in every country
- Leveraging alliances for package and technology change led solutions viz. Microsoft, SAP and Oracle
- Industry solutions for speedy and repeatable resolution of our customer needs in Financial Services, Retail, Telecom, Manufacturing and Energy sectors

Winning in the Flat World

- Fuel growth by
 - Leveraging repeatable solutions for faster and cost effective resolution of common issues/trends in client's industry
 - Advising customers on their offshore/emerging market strategy
 - Utilizing an effective network of delivery centers – Nearshore (Czech republic, Mauritius and now Poland) and Global Delivery Centres (India, China and soon Mexico)
- Loyalty through faster innovation
 - Utilizing Infosys 'GoSpeed' Agile methodology for expedited system delivery
 - System consolidation and redundancy reduction to achieve easier data integration
- Making money from Information
 - Implementing and supporting Business Intelligence and analytics and decision support tools for enabling integration and use of captured data
 - Data Integration across multiple lines of business to achieve “customer single view” and enable better engagement of our clients' customers
- Winning in the turns
 - Proactive identification of cost saving opportunities in our clients' processes

Client Case Studies

- Infosys helped British Energy Power & Energy Trading (BEPET) to adopt a Process Driven Architecture (PDA) approach - a more process centric view of Service-Oriented Architecture (SOA)- to increasing efficiencies by aligning business processes with its IT infrastructure.
- Infosys was engaged by a leading European retailer to assess and analyze the issues plaguing their Architecture organization and define a new operating model for the Enterprise Architecture
- Infosys managed pan-European roll out of patient care program for one of the leading Pharma companies
- Infosys managed and executed an IT integration program for acquired unit of one of the leading financial services companies in Europe to consolidate the applications across different acquired subsidiaries of the bank
- Infosys assisted a leading telecom service provider in its initiative to launch a portal to provide a unified customer experience with seamless user journeys to cater to critical functions – ordering, billing, ticketing, reporting
- Infosys won multiple awards from our marquee European Customers:
 - Royal Bank of Scotland named Infosys as 'Best Technology Supplier of 2006'
 - DaimlerChrysler's "IPS Supplier of the Year 2006" (International Procurement Services) in the category of Information Technology
 - Sainsbury's IT Supplier of the Year for 2006
- Infosys developed Website for a European retailer named among the top 20 corporate websites in Europe



Thank You

www.infosys.com

Analyst
Meet 2007

Think Flat

INTELLECT

“The contents of this document are proprietary and confidential to Infosys Technologies Ltd. and may not be disclosed in whole or in part at any time, to any third party without the prior written consent of Infosys Technologies Ltd.”

“© 2007 Infosys Technologies Ltd. All rights reserved. Copyright in the whole and any part of this document belongs to Infosys Technologies Ltd. This work may not be used, sold, transferred, adapted, abridged, copied or reproduced in whole or in part, in any manner or form, or in any media, without the prior written consent of Infosys Technologies Ltd.”