



Europe

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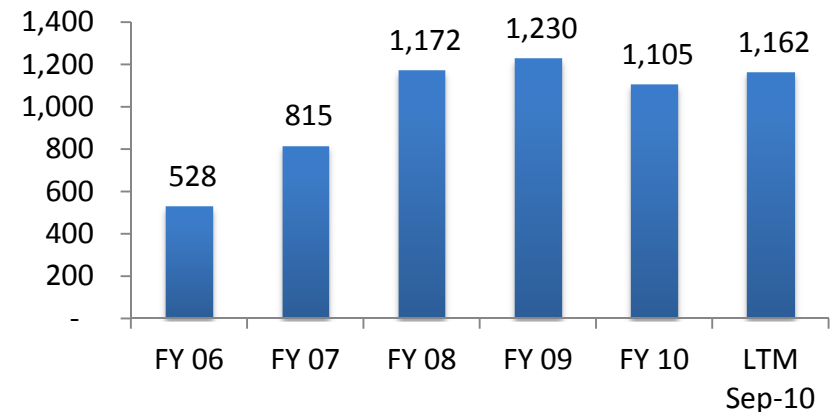


Certain statements made in this Analyst Meet concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating 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, 2010 and on Form 6-K for the quarters ended June 30, 2010 and September 30, 2010. 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.

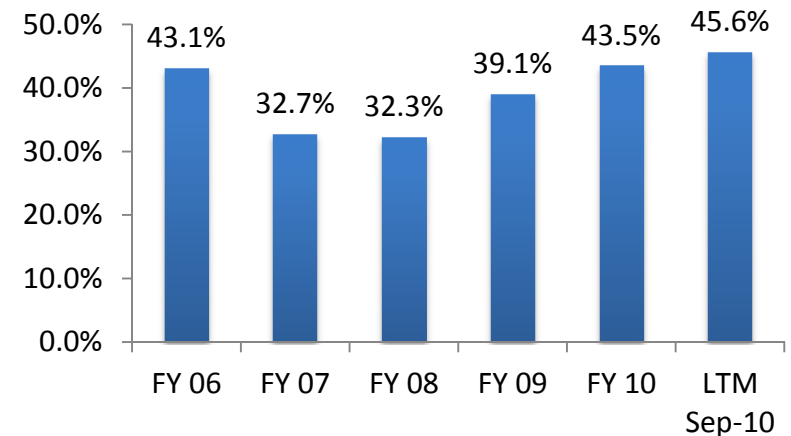
Europe – An overview

- Steady growth over last 5 years. Europe was 21.5% of Infosys revenues in Q2 FY11
- Non-UK revenues have grown from 32% in FY 08 to 46% in the LTM Sep-10
- Over 5,000 onsite employees including 33% European nationals
- Offices in 16 countries. Development centers in UK, France, Germany and Switzerland; Near-shore centers in Brno (Czech Republic) and Lodz (Poland); Mauritius servers French speaking countries
- Blue chip client base – Over 120 clients (includes industry leaders in every vertical and geography)
- Business transformational deals on the rise

Revenues - Million US\$

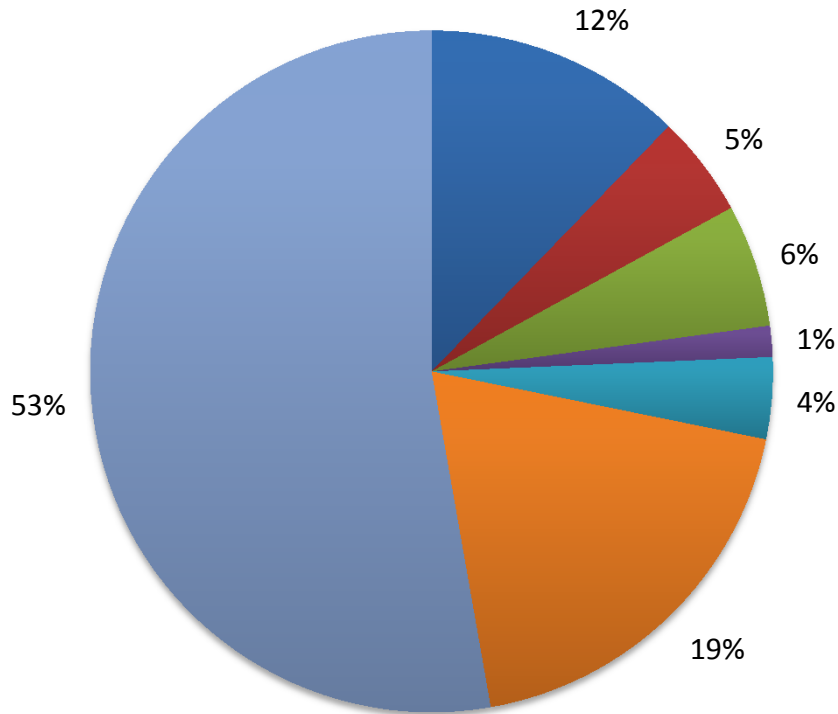


Non-UK Revenues

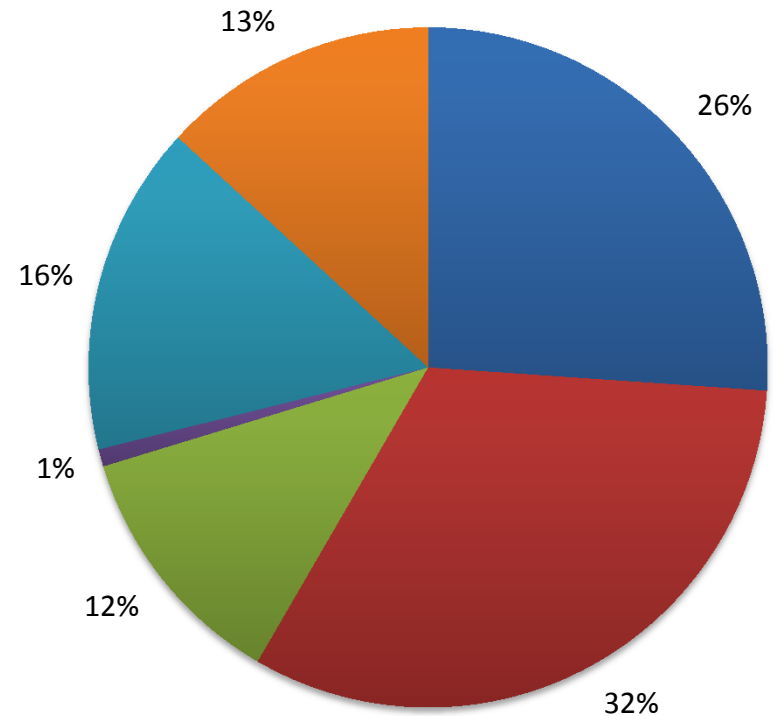


Less than 0.2% of global revenues from 'PIIGS' countries; Manufacturing is the largest vertical

Revenue by Geography (Q2 11)



Revenue by Industry vertical (Q2 11)

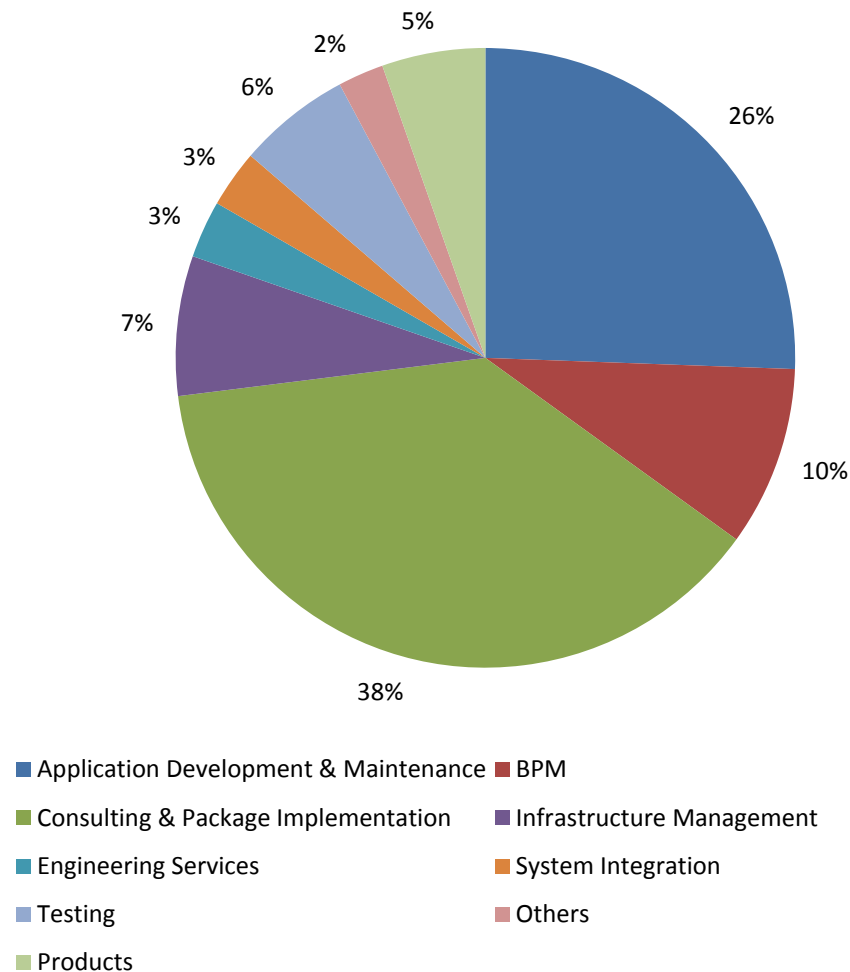


■ Benelux ■ France ■ Germany ■ Nordics ■ Others ■ Switzerland ■ UK

■ BFSI ■ Retail ■ Telecom ■ Manufacturing ■ Services ■ Utilities

Non-ADM led growth in Europe

Revenue by Service Offering (Q2 11)



Market characteristics

- Fragmented, no homogeneous behaviour
- Large internal IT teams
- Tough labour and other regulations (e.g. re-badging in outsourcing deals)
- Lower risk appetite in Continental Europe
- Longer decision making cycles (6-9 months on average and 9-15 months for large deals)
- Low penetration of offshoring (several G1K companies yet to do meaningful offshoring)
- High adoption of packaged software; potential for engineering services to pick-up
- Recent competitive pressures have led to changes in attitude to offshoring

Market strategy

- Vertical-aligned with focus on key verticals in - UK, Nordics, Switzerland, Benelux
- Geo Country Head and front office, led by local hires in Germany, France
- On site +near-shore +offshore delivery model - leveraging near-shore development centers in Poland, Czech Republic
- Evolutionary increase in offshore ratios, longer road map for offshore adoption
- Sales and accounts management coverage in every vertical and geo assisted by pre-sales resources
- Differential structuring of large deals; some of the largest deals for Infosys have happened in EMEA
- Targeting large local competitors in key markets for displacement
- Differentiation levers
 - Transformational partner with global capabilities
 - 'Building Tomorrow's Enterprise'

- Enterprise collaboration-based transformation project for a large global wireless provider across multiple countries globally
- Digital Marketing platform for one of the world's largest drinks and beverages company
- Post-merger integration and de-merger projects for financial services clients
- Global consolidation, process harmonisation and SAP implementation for 100+ countries for a large global agri-business

Market characteristics

- German GDP growth Q3 of 2.2% - leading in Europe
- Unemployment rate decreasing by 0.4% to 7.2%
- IT market for outsourcing services approx. € 14bn, growth rate 5% in 2010
- 75% of IT-providers reported growth in 2010 (source: BITKOM 10/2010)
- Fragmented market – Top 10 have 44% of market share (source: Gartner 05/2010)
- Large internal IT-captives
- Longer decision making cycles (6-9 months on average and 9-15 months for large deals)
- Low penetration of offshoring (several G1K companies yet to do meaningful offshoring)
- High adoption of packaged software
- Recent competitive pressures have led to changes in attitude to offshoring

Market strategy

- Industry focus on growth verticals Manufacturing, Financial services, Retail, Energy & Utilities
- German speaking front-office
- Over 20 alliance partners including SAP, Oracle and Microsoft; solutions built on their technologies
- On site +near-shore +offshore delivery model - leveraging near-shore development centers in Poland, Czech Republic
- Sales and accounts management coverage in every vertical and geo assisted by pre-sales resources
- Differentiation levers
 - Innovation and Advisory led positioning
 - Transformational partner with global capabilities
 - 'Building Tomorrows Enterprises'

- Infosys has been in German market for 11 years
- Infosys Germany currently contributes 1-2% of global revenues
- Changed go-to-market strategy in FY10 to enable local growth
- Initiated business with 4 new top-clients in the last few months and has grown the business with existing clients
- Strong performance and increase in demand in Manufacturing, Retail, Energy & Utilities and Telecom

- Investment into local German speaking sales, consulting (front-office) and delivery
- Plan to add 300 new resources in the next 3 years
- Significant talent has joined and is building the German front-office as well as strengthening sales
- Growing local delivery capability (as project-based delivery capability and as a local delivery centre) to bridge language and cultural challenges
- New offices in Frankfurt – a Leed Gold Building



Thank You

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