

## Profit and Loss Account summary for the Quarter ended

(Consolidated as per Indian GAAP)

in Rs. crore, except per share data

Particulars	March 31,		Growth (%)	December 31, 2003	Growth % in Q4 FY 2004 over Q3 FY 2004
	2004	2003			
INCOME					
Software services, products and business process management					
Overseas	1,333.28	1,001.00	33.19	1,249.09	6.74
Domestic	16.17	28.67	(43.60)	7.92	104.17
<b>TOTAL INCOME</b>	<b>1,349.45</b>	<b>1,029.67</b>	<b>31.06</b>	<b>1,257.01</b>	<b>7.35</b>
Software development and business process management expenses	707.09	534.27	32.35	656.70	7.67
<b>GROSS PROFIT</b>	<b>642.36</b>	<b>495.40</b>	<b>29.66</b>	<b>600.31</b>	<b>7.00</b>
Selling and marketing expenses	91.67	71.12	28.89	94.89	(3.39)
General and administration expenses	101.52	82.30	23.35	92.33	9.95
	193.19	153.42	25.92	187.22	3.19
<b>OPERATING PROFIT (EBIDTA)</b>	<b>449.17</b>	<b>341.98</b>	<b>31.34</b>	<b>413.09</b>	<b>8.73</b>
Interest	-	-	-	-	-
Depreciation and amortization	64.42	53.40	20.64	63.75	1.05
<b>OPERATING PROFIT AFTER INTEREST, DEPRECIATION AND AMORTIZATION</b>	<b>384.75</b>	<b>288.58</b>	<b>33.33</b>	<b>349.34</b>	<b>10.14</b>
Other income	1.82	27.16	(93.30)	46.46	(96.08)
Provision for investments	0.80	-	-	2.29	(65.07)
<b>PROFIT BEFORE TAX</b>	<b>385.77</b>	<b>315.74</b>	<b>22.18</b>	<b>393.51</b>	<b>(1.97)</b>
Provision for taxation	50.54	56.00	(9.75)	65.00	(22.25)
<b>NET PROFIT AFTER TAX</b>	<b>335.23</b>	<b>259.74</b>	<b>29.06</b>	<b>328.51</b>	<b>2.05</b>
<b>EARNINGS PER SHARE</b> (Equity shares, par value Rs. 5/- each)					
Basic	50.36	39.21	28.44	49.49	1.76
Diluted	49.37	38.70	27.57	48.59	1.61

NOTE: Unless otherwise stated all numbers are on a consolidated basis

## Profit and Loss Account summary for the year ended

(Consolidated as per Indian GAAP)

in Rs. crore, except per share data

Particulars	March 31,		Growth (%)
	2004	2003	
<b>INCOME</b>			
Software services, products and business process management			
Overseas	4,786.72	3,564.36	34.29
Domestic	66.23	75.62	(12.42)
<b>TOTAL INCOME</b>	<b>4,852.95</b>	<b>3,639.98</b>	<b>33.32</b>
Software development and business process management expenses	2,538.67	1,822.96	39.26
<b>GROSS PROFIT</b>	<b>2,314.28</b>	<b>1,817.02</b>	<b>27.37</b>
Selling and marketing expenses	350.90	271.73	29.14
General and administration expenses	369.19	275.67	33.92
	<b>720.09</b>	<b>547.40</b>	<b>31.55</b>
<b>OPERATING PROFIT (EBIDTA)</b>	<b>1,594.19</b>	<b>1,269.62</b>	<b>25.56</b>
Interest	-	-	-
Depreciation and amortization	236.73	190.34	24.37
<b>OPERATING PROFIT AFTER INTEREST, DEPRECIATION AND AMORTIZATION</b>	<b>1,357.46</b>	<b>1,079.28</b>	<b>25.77</b>
Other income	123.38	100.26	23.06
Provision for investments	9.67	23.77	(59.32)
<b>PROFIT BEFORE TAX</b>	<b>1,471.17</b>	<b>1,155.77</b>	<b>27.29</b>
Provision for taxation	227.54	201.00	13.20
<b>NET PROFIT AFTER TAX</b>	<b>1,243.63</b>	<b>954.77</b>	<b>30.25</b>
<b>EARNINGS PER SHARE</b> (Equity shares, par value Rs. 5/- each)			
Basic	187.40	144.20	29.96
Diluted	185.07	142.89	29.52

## REVENUE BY GEOGRAPHICAL SEGMENT

	Mar 31, 2004	Dec 31, 2003	Mar 31, 2003	LTM Mar 31, 2004	LTM Mar 31, 2003
	%	%	%	%	%
North America	65.5	72.2	71.7	71.2	73.0
Europe	20.3	20.7	18.7	19.2	17.7
India	1.2	0.6	2.8	1.4	2.1
Rest of the world	13.0	6.5	6.8	8.2	7.2
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

## REVENUE BY SERVICE OFFERING

	Mar 31, 2004	Dec 31, 2003	Mar 31, 2003	LTM Mar 31, 2004	LTM Mar 31, 2003
	%	%	%	%	%
Development	25.6	24.2	31.2	25.7	32.1
Maintenance	29.9	31.5	26.3	30.1	28.2
Re-engineering	6.0	5.9	5.4	6.0	5.5
Package implementation	16.5	14.8	14.1	14.5	11.0
Consulting	3.4	3.6	3.9	3.7	4.3
Testing	4.7	5.9	3.7	5.3	3.4
Engineering services	2.0	2.1	2.4	2.2	2.6
Business process management	1.9	1.7	1.0	1.6	0.5
Other services	7.8	7.7	7.2	8.1	7.8
<b>Total services</b>	<b>97.8</b>	<b>97.4</b>	<b>95.2</b>	<b>97.2</b>	<b>95.4</b>
Products	2.2	2.6	4.8	2.8	4.6
<b>Total revenues</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

## REVENUE BY PROJECT TYPE \*

	Mar 31, 2004	Dec 31, 2003	Mar 31, 2003	LTM Mar 31, 2004	LTM Mar 31, 2003
	%	%	%	%	%
Fixed Price	31.0	34.7	37.2	34.1	36.7
Time & Materials	69.0	65.3	62.8	65.9	63.3
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

"LTM" - Last Twelve Months

\* Excluding products and business process management services

## REVENUE BY INDUSTRY

	Mar 31, 2004	Dec 31, 2003	Mar 31, 2003	LTM Mar 31, 2004	LTM Mar 31, 2003
	%	%	%	%	%
Insurance, banking & financial services	33.2	37.7	37.0	36.6	37.6
<i>Insurance</i>	10.2	12.8	12.2	12.9	14.3
<i>Banking &amp; financial services</i>	23.0	24.9	24.8	23.7	23.3
Manufacturing	14.4	14.2	15.1	14.8	16.4
Retail	11.2	12.1	11.1	11.6	11.4
Telecom	20.4	15.0	16.3	16.6	15.2
Energy & Utilities	2.2	3.3	3.5	3.0	2.9
Transportation & logistics	7.3	6.9	7.3	7.1	6.8
Others	11.3	10.8	9.7	10.3	9.7
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

## CLIENT DATA

	Mar 31, 2004	Dec 31, 2003	Mar 31, 2003
Active Clients*	393	357	345
Added during the quarter*	36	30	28
Number of million dollar clients	131	130	115
Number of 5 million+ dollar clients	51	48	41
Number of 10 million+ dollar clients	25	22	16
Number of 20 million+ dollar clients	12	10	9
Number of 30 million+ dollar clients	6	6	3
Number of 40 million+ dollar clients	4	4	2
Number of 50 million+ dollar clients	3	2	-
Clients accounting for >5% of revenue	1	2	2
Revenue – top client	6.5%	5.5%	6.1%
Revenue – top 5 clients	23.3%	22.8%	24.2%
Revenue – top 10 clients	37.1%	36.1%	37.0%
Repeat business	88.6%	92.1%	87.5%
Account receivables – LTM (in days)**	48	56	52

"LTM" - Last Twelve Months

\* Excluding Progeon

\*\* Infosys non-consolidated

**EFFORT AND UTILIZATION \***

	Mar 31, 2004	Dec 31, 2003	Mar 31, 2003
<b>Effort – Services</b>			
Onsite	33.8%	32.2%	36.3%
Offshore	66.2%	67.8%	63.7%
<b>Revenue – Services</b>			
Onsite	55.1%	53.4%	58.3%
Offshore	44.9%	46.6%	41.7%
<b>Utilization</b>			
Including trainees	70.4%	73.1%	77.8%
Excluding trainees	78.9%	82.5%	82.1%

\* Excluding software products and business process management revenue

**PERSON MONTHS DATA \***

	Mar 31, 2004	Dec 31, 2003	Mar 31, 2003
Billed – Onsite	14,796	12,978	10,924
– Offshore	31,011	29,244	20,922
<b>TOTAL</b>	<b>45,807</b>	<b>42,222</b>	<b>31,846</b>
Non Billable	12,278	8,967	6,931
Trainee	7,021	6,607	2,175
Sales & Support	4,171	3,838	3,746
<b>TOTAL</b>	<b>69,277</b>	<b>61,634</b>	<b>44,698</b>

\* Excluding business process management services

**EMPLOYEE METRICS \***

	Mar 31, 2004	Dec 31, 2003	Mar 31, 2003
Total Employees	23,377	21,809	15,356
S/W professionals	21,765	20,253	14,001
<i>Billable</i>	<i>19,205</i>	<i>17,270</i>	<i>12,747</i>
<i>Banking Product Group</i>	<i>604</i>	<i>544</i>	<i>572</i>
<i>Trainees</i>	<i>1,956</i>	<i>2,439</i>	<i>682</i>
Sales & Support	1,612	1,556	1,355
Gross Addition	2,128	3,179	1,539
Net Addition	1,568	2,689	1,298
Lateral Employees	708	545	363
Attrition % (LTM)	10.5	10.0	6.9

\* Excluding subsidiaries

## EMPLOYEE METRICS

	March 31, 2004	December 31, 2003	March 31, 2003
Total Employees	25,634	23,209	15,876
Gross Additions	3,169	3,667	1,652
Net Additions	2,425	3,052	1,411

## INFRASTRUCTURE (as on Mar 31, 2004)\*\*

	Completed		Work in Progress		Land acquired during the Qtr (acres)
	Built-Up Area (Sq Ft)	No. of Seats	Built-Up Area (Sq Ft)	No. of Seats	
Bangalore	16,24,836	9,152	4,52,000	4,000	1.063
Pune	5,89,647	3,626	1,35,000	1,300	-
Chennai	4,21,317	2,906	2,00,000	1,200	-
Hyderabad	4,62,000	2,865	1,54,000	1,100	-
Bhubaneswar	1,89,000	1,200	1,95,000	800	-
Mangalore	1,98,000	1,077	-	-	-
Mysore (including ILI)*	5,18,450	1,484	10,91,000	-	-
Mohali	21,000	200	-	-	-
Trivandrum	22,000	220	-	-	-
<b>Total</b>	<b>40,46,250</b>	<b>22,730</b>	<b>22,27,000</b>	<b>8,400</b>	<b>1.063</b>

\* Infosys Leadership Institute

\*\* Excluding subsidiaries

**Reconciliation of accounts as per Indian GAAP and US GAAP***in Rs. Crore*

	<b>Three months ended March 31, 2004</b>	<b>Year ended March 31, 2004</b>
<b>Consolidated Net Profit as per Indian GAAP</b>	335.23	1,243.63
Amortization of deferred stock compensation	-	(12.87)
Deferred taxes	(5.00)	(5.05)
Gain on forward foreign exchange contracts	15.57	16.01
Amortization of Intangibles	(1.16)	(1.19)
Others	(3.00)	(6.05)
<b>Consolidated Net income as per US GAAP</b>	341.64	1,234.33

**Reasons for differences in net income as per Indian GAAP and US GAAP****Amortization of deferred stock compensation**

The Accounting Principles Board Opinion No. 25 of US GAAP requires the accounting of deferred stock compensation on issue of stock options to employees, being the difference between the exercise price and the fair value as determined by the quoted market prices of the common stock on the grant date.

**Gain on forward exchange contracts**

Under Indian GAAP, premium on forward contract is recognized as income or expenditure over the life of the related contract. Whereas, under US GAAP, the same is marked-to-market as on the reporting date. The resultant gain / loss is recognized immediately in the income statement.

**Amortization of Intangibles**

US GAAP requires the purchase price in business combination transactions to be allocated to identifiable assets and liabilities, including intangible assets. Intangible assets are to be amortized over the estimated useful life. The amortization relates to that of an intangible asset identified in allocation of the purchase price of Expert Information Services Pty Limited, Australia.