

# Fact Sheet – consolidated financial data, second quarter, Fiscal 2011



## Statement of Comprehensive Income for three months ended,

(As per IFRS)

In ₹ crore, except share data

Particulars	September 30,		Growth (%)	June 30, 2010	Growth % in Q2 11 over Q1 11
	2010	2009			
Revenues	6,947	5,585	24.4	6,198	12.1
Cost of sales	3,971	3,203	24.0	3,648	8.9
<b>Gross profit</b>	<b>2,976</b>	<b>2,382</b>	<b>24.9</b>	<b>2,550</b>	<b>16.7</b>
Operational expenses:					
<i>Selling and marketing expenses</i>	380	276	37.7	339	12.1
<i>Administrative expenses</i>	498	413	20.6	456	9.2
<b>Total operating expenses</b>	<b>878</b>	<b>689</b>	<b>27.4</b>	<b>795</b>	<b>10.4</b>
<b>Operating profit</b>	<b>2,098</b>	<b>1,693</b>	<b>23.9</b>	<b>1,755</b>	<b>19.5</b>
Other income, net	267	239	11.7	239	11.7
<b>Profit before income taxes</b>	<b>2,365</b>	<b>1,932</b>	<b>22.4</b>	<b>1,994</b>	<b>18.6</b>
Income tax expense	628	397	58.2	506	24.1
<b>Net profit</b>	<b>1,737</b>	<b>1,535</b>	<b>13.2</b>	<b>1,488</b>	<b>16.7</b>
Earnings per equity share					
<b>Basic (₹)</b>	<b>30.41</b>	<b>26.91</b>	<b>13.0</b>	<b>26.06</b>	<b>16.7</b>
<b>Diluted (₹)</b>	<b>30.40</b>	<b>26.87</b>	<b>13.1</b>	<b>26.05</b>	<b>16.7</b>

## Statement of Comprehensive Income for half - year ended,

(As per IFRS)

In ₹ Crore, except share data

Particulars	September 30,		Growth (%)	Year ended March 31, 2010
	2010	2009		
Revenues	13,145	11,057	18.9	22,742
Cost of sales	7,619	6,342	20.1	13,020
<b>Gross profit</b>	<b>5,526</b>	<b>4,715</b>	<b>17.2</b>	<b>9,722</b>
Operational expenses:				
<i>Selling and marketing expenses</i>	719	537	33.9	1,184
<i>Administrative expenses</i>	954	841	13.4	1,628
<b>Total operating expenses</b>	<b>1,673</b>	<b>1,378</b>	<b>21.4</b>	<b>2,812</b>
<b>Operating profit</b>	<b>3,853</b>	<b>3,337</b>	<b>15.5</b>	<b>6,910</b>
Other income, net*	506	508	(0.4)	990
<b>Profit before income taxes</b>	<b>4,359</b>	<b>3,845</b>	<b>13.4</b>	<b>7,900</b>
Income tax expense	1,134	785	44.5	1,681
<b>Net profit</b>	<b>3,225</b>	<b>3,060</b>	<b>5.4</b>	<b>6,219</b>
Earnings per equity share				
<b>Basic (₹)</b>	<b>56.47</b>	<b>53.67</b>	<b>5.2</b>	<b>109.02</b>
<b>Diluted (₹)</b>	<b>56.45</b>	<b>53.60</b>	<b>5.3</b>	<b>108.90</b>

\* In the fiscal year ended March 31,2010, other income includes income from sale of investments in OnMobile systems Inc, USA of ₹48 Crores, net of taxes and transaction costs

# Fact Sheet – consolidated financial data, second quarter, Fiscal 2011



## Statement of comprehensive income for three months ended,

(As per IFRS)

In million dollars, except share data

Particulars	September 30,		Growth (%)	June 30, 2010	Growth % in Q2 11 over Q1 11
	2010	2009			
Revenues	1,496	1,154	29.6	1,358	10.2
Cost of sales	855	662	29.2	800	6.9
<b>Gross profit</b>	<b>641</b>	<b>492</b>	<b>30.3</b>	<b>558</b>	<b>14.9</b>
Operational expenses:					
<i>Selling and marketing expenses</i>	82	57	43.9	74	10.8
<i>Administrative expenses</i>	107	85	25.9	100	7.0
<b>Total operating expenses</b>	<b>189</b>	<b>142</b>	<b>33.1</b>	<b>174</b>	<b>8.6</b>
<b>Operating profit</b>	<b>452</b>	<b>350</b>	<b>29.1</b>	<b>384</b>	<b>17.7</b>
Other income, net	57	49	16.3	53	7.5
<b>Profit before income taxes</b>	<b>509</b>	<b>399</b>	<b>27.6</b>	<b>437</b>	<b>16.5</b>
Income tax expense	135	82	64.6	111	21.6
<b>Net profit</b>	<b>374</b>	<b>317</b>	<b>18.0</b>	<b>326</b>	<b>14.7</b>
Earnings per equity share					
<b>Basic (\$)</b>	<b>0.65</b>	<b>0.56</b>	<b>16.1</b>	<b>0.57</b>	<b>14.0</b>
<b>Diluted (\$)</b>	<b>0.65</b>	<b>0.56</b>	<b>16.1</b>	<b>0.57</b>	<b>14.0</b>

## Statement of comprehensive income for half-year ended,

(As per IFRS)

In million dollars, except share data

Particulars	September 30,		Growth (%)	Year ended March 31, 2010
	2010	2009		
Revenues	2,854	2,276	25.4	4,804
Cost of sales	1,655	1,305	26.8	2,749
<b>Gross profit</b>	<b>1,199</b>	<b>971</b>	<b>23.5</b>	<b>2,055</b>
Operational expenses:				
<i>Selling and marketing expenses</i>	156	110	41.8	251
<i>Administrative expenses</i>	207	173	19.7	344
<b>Total operating expenses</b>	<b>363</b>	<b>283</b>	<b>28.3</b>	<b>595</b>
<b>Operating profit</b>	<b>836</b>	<b>688</b>	<b>21.5</b>	<b>1,460</b>
Other income, net*	110	104	5.8	209
<b>Profit before income taxes</b>	<b>946</b>	<b>792</b>	<b>19.4</b>	<b>1,669</b>
Income tax expense	246	162	51.9	356
<b>Net profit</b>	<b>700</b>	<b>630</b>	<b>11.1</b>	<b>1,313</b>
Earnings per equity share				
<b>Basic (\$)</b>	<b>1.23</b>	<b>1.10</b>	<b>11.8</b>	<b>2.30</b>
<b>Diluted (\$)</b>	<b>1.23</b>	<b>1.10</b>	<b>11.8</b>	<b>2.30</b>

\* In the fiscal year ended March 31, 2010, other income includes income from sale of investments in OnMobile systems Inc, USA of \$11Million, net of taxes and transaction costs.

**REVENUE BY GEOGRAPHICAL SEGMENT**

	Quarter ended			LTM	
	Sep 30, 2010	June 30, 2010	Sep 30, 2009	Sep 30, 2010	Sep 30, 2009
	%	%	%	%	%
North America	65.8	67.3	65.9	66.4	64.9
Europe	21.8	20.3	23.2	21.6	24.4
India	2.1	1.7	1.2	1.6	1.2
Rest of the world	10.3	10.7	9.7	10.4	9.5
<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**

	Quarter ended			LTM	
	Sep 30, 2010	June 30, 2010	Sep 30, 2009	Sep 30, 2010	Sep 30, 2009
	%	%	%	%	%
<b>Services</b>					
Application development and maintenance	39.1	40.8	40.8	40.4	41.6
<i>Application development</i>	15.6	16.9	18.1	16.7	19.3
<i>Application maintenance</i>	23.5	23.9	22.7	23.7	22.3
Business process management	5.6	5.7	6.2	5.9	6.0
Consulting services and package implementation	25.8	24.9	23.8	25.0	24.7
Infrastructure management	6.2	6.9	7.8	6.8	7.0
Product engineering services	2.5	2.1	2.3	2.2	2.4
System integration	5.7	4.2	4.4	4.7	4.0
Testing services	7.6	7.3	6.2	7.0	6.3
Others	3.3	3.4	4.4	3.5	4.0
<b>Total services</b>	<b>95.8</b>	<b>95.3</b>	<b>95.9</b>	<b>95.5</b>	<b>96.0</b>
Products	4.2	4.7	4.1	4.5	4.0
<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\***

	Quarter ended			LTM	
	Sep 30, 2010	June 30, 2010	Sep 30, 2009	Sep 30, 2010	Sep 30, 2009
	%	%	%	%	%
Fixed price	39.9	39.0	38.0	39.2	37.7
Time & materials	60.1	61.0	62.0	60.8	62.3
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

\* Excluding products

**REVENUE BY INDUSTRY**

	Quarter ended			LTM	
	Sep 30, 2010	June 30, 2010	Sep 30, 2009	Sep 30, 2010	Sep 30, 2009
	%	%	%	%	%
Insurance, banking & financial	35.4	36.1	33.5	35.3	33.6
<i>Insurance</i>	8.5	8.4	7.4	8.3	7.4
<i>Banking &amp; financial services</i>	26.9	27.7	26.1	27.0	26.2
Manufacturing	18.9	19.5	19.3	19.4	20.0
Retail	14.4	13.2	14.1	13.4	13.3
Telecom	13.3	14.1	16.2	14.7	16.6
Energy & Utilities	6.3	6.0	5.9	6.0	5.9
Transportation & logistics	1.8	1.8	2.3	1.8	2.3
Services	5.2	4.8	5.0	5.0	5.1
Others	4.7	4.5	3.7	4.4	3.2
<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**

	Quarter ended			Year ended	
	Sep 30, 2010	June 30, 2010	Sep 30, 2009	Mar 31, 2010	Mar 31, 2009
Number of clients					
Active	592	590	571	575	579
Added during the period	27	38	35	141	156
Accounting for > 5% of revenue	–	–	–	–	1
Number of million* dollar clients					
1 million dollar +	337	341	330	338	327
5 million dollar +	173	170	150	159	151
10 million dollar +	113	103	96	97	101
20 million dollar +	66	60	59	59	59
30 million dollar +	48	43	41	41	39
40 million dollar +	37	34	32	33	30
50 million dollar +	27	26	21	26	20
60 million dollar +	18	17	15	16	16
70 million dollar +	15	13	11	12	12
80 million dollar +	12	11	9	10	10
90 million dollar +	11	10	6	8	7
100 million dollar +	10	8	5	6	4
200 million dollar +	2	1	1	1	1
300 million dollar +	–	–	–	–	1
Client contribution to revenue					
Top client	4.7%	4.9%	4.6%	4.6%	6.9%
Top 5 clients	15.8%	15.4%	16.5%	16.4%	18.0%
Top 10 clients	26.7%	26.1%	26.2%	26.2%	27.7%
Repeat business	98.4%	99.4%	98.0%	97.3%	97.6%
Account receivables – LTM (in days)	63	60	56	59	62

LTM – Last Twelve Months

\* LTM Revenues

**EFFORT AND UTILIZATION**

	Quarter ended			LTM	
	Sep 30, 2010	June 30, 2010	Sep 30, 2009	Sep 30, 2010	Sep 30, 2009
	%	%	%	%	%
<b>Effort</b>					
Onsite	24.5	22.9	22.6	23.2	22.9
Offshore	75.5	77.1	77.4	76.8	77.1
<b>Revenue</b>					
Onsite	50.2	48.0	46.0	47.7	46.1
Offshore	49.8	52.0	54.0	52.3	53.9
<b>Utilization</b>					
Including trainees	74.3	73.0	67.3	71.4	67.6
Excluding trainees	81.2	78.7	73.2	78.4	73.2

**PERSON MONTHS DATA**

	Quarter ended			LTM	
	Sep 30, 2010	June 30, 2010	Sep 30, 2009	Sep 30, 2010	Sep 30, 2009
Billed – Onsite	61,396	53,519	44,804	2,11,186	1,80,616
– Offshore	1,89,043	1,80,237	1,53,707	7,00,676	6,09,640
<b>TOTAL</b>	<b>2,50,439</b>	<b>2,33,756</b>	<b>1,98,511</b>	<b>9,11,862</b>	<b>7,90,256</b>
Non Billable	57,834	63,121	72,760	2,51,131	2,88,824
Trainee	28,863	23,333	23,785	1,13,565	89,831
Sales & Support	19,765	17,743	17,253	70,983	67,257
<b>TOTAL</b>	<b>3,56,901</b>	<b>3,37,953</b>	<b>3,12,309</b>	<b>13,47,541</b>	<b>12,36,168</b>

**CONSOLIDATED IT SERVICES**

	Quarter ended						LTM			
	Sep 30, 2010	Sequential growth%	June 30, 2010	Sequential growth %	Sep 30, 2009	Sequential growth %	Sep 30, 2010	Sequential growth %	Sep 30, 2009	Sequential growth %
<b>Effort – (person months)</b>										
Onsite	58,650	11.4	52,630	7.0	44,435	0.5	2,07,149	15.3	1,79,685	1.7
Offshore	1,38,828	5.5	1,31,649	7.9	1,08,953	3.0	5,08,596	18.6	4,28,910	9.9
<b>Total</b>	<b>1,97,478</b>	<b>7.2</b>	<b>1,84,279</b>	<b>7.6</b>	<b>1,53,388</b>	<b>2.3</b>	<b>7,15,745</b>	<b>17.6</b>	<b>6,08,595</b>	<b>7.3</b>
<b>Revenue – (\$ million)</b>										
Onsite	736.40	14.9	640.71	8.2	527.43	1.8	2,534.40	20.9	2,095.63	(3.7)
Offshore	610.80	5.7	577.85	3.3	508.21	3.6	2,293.21	13.9	2,012.53	2.0
<b>Total</b>	<b>1,347.20</b>	<b>10.6</b>	<b>1,218.56</b>	<b>5.8</b>	<b>1,035.64</b>	<b>2.7</b>	<b>4,827.61</b>	<b>17.5</b>	<b>4,108.16</b>	<b>(1.0)</b>

**EMPLOYEE METRICS**

	Quarter ended			Year ended	
	Sep 30, 2010	June 30, 2010	Sep 30, 2009	Mar 31, 2010	Mar 31, 2009
Total employees	1,22,468	1,14,822	1,05,453	1,13,796	1,04,850
S/W professionals	1,15,972	1,08,495	97,594	1,06,864	97,349
<i>Billable</i>	99,667	95,863	87,798	93,254	86,306
<i>Banking product group</i>	5,178	5,029	2,800	4,730	2,349
<i>Trainees</i>	11,127	7,603	6,996	8,880	8,694
Sales & Support	6,496	6,327	7,859	6,932	7,501
Gross addition	14,264	8,859	6,069	27,639	28,231
Net addition	7,646	1,026	1,548	8,946	13,663
Lateral employees	4,138	2,942	1,064	4,895	5,796
Attrition % (LTM)*	17.1%	15.8%	10.9%	13.4%	11.1%

\* Excluding subsidiaries

**EMPLOYEE METRICS – SUBSIDIARIES**

	Quarter ended			Year ended	
	Sep 30, 2010	June 30, 2010	Sep 30, 2009	Mar 31, 2010	Mar 31, 2009
<b>Total employees</b>					
Infosys BPO Limited – consolidated	18,560	18,609	16,033	17,932	17,080
Infosys Technologies (Australia) Pty. Limited – consolidated	443	394	341	362	341
Infosys Technologies (China) Company Limited	2,729	1,898	1,285	1,765	1,053
Infosys Consulting, Inc. – consolidated	654	605	429	594	304
Infosys Technologies, S.De R.L. De C. V., Mexico	454	414	283	346	221
Infosys Technologies (Sweden) AB	17	17	20	20	–
Infosys Tecnologia DO Brasil LTDA	133	116	–	89	–

**INFRASTRUCTURE (as on Sep 30, 2010)**

	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	42,94,728	28,905	–	–	–
Bhubaneswar	8,79,721	4,018	–	–	–
Chandigarh	12,26,033	6,089	–	–	–
Chennai	26,72,569	15,326	9,08,753	6,300	–
Gurgaon	96,406	1,168	–	–	–
Hyderabad	21,83,342	12,282	3,46,836	2,800	–
Jaipur	4,52,139	4,337	–	–	–
Mangalore	8,31,192	4,682	5,16,202	2,500	–
Mauritius	7,275	60	–	–	–
Mysore (including ILI)*	88,94,958	8,619	4,10,743	3,750	–
Pune	46,24,170	24,314	3,07,121	3,800	–
Thiruvananthapuram	4,15,625	3,131	1,96,060	1,975	–
<b>Total</b>	<b>2,65,78,158</b>	<b>1,12,931</b>	<b>26,85,715</b>	<b>21,125</b>	

\*Infosys Leadership Institute

RUPEE DOLLAR RATE (₹)					
	Quarter ended			Year ended	
	Sep 30, 2010	June 30, 2010	Sep 30, 2009	Mar 31, 2010	Mar 31, 2009
Period closing rate	44.94	46.45	48.11	44.90	50.72
Period average rate	46.48	45.58	48.39	47.44	46.54

PERFORMANCE AS AGAINST GUIDANCE – IFRS			
For quarter ending Sep 30, 2010		Guidance	Actual
Revenue (₹ crore)		6,563 – 6,626	6,947
EPS (₹)		27.42 – 27.95	30.41

PERFORMANCE AS AGAINST GUIDANCE – IFRS				
For quarter ending Sep 30, 2010		Guidance	Guidance restated for constant currency*	Actual
Revenue (US \$ million)		1,413 – 1,427	1,425 – 1,439	1,496
Basic EPADS (US \$)		0.59 – 0.60		0.65

\*Currency rates:

Currency	Rate assumed in guidance	Average rate for the quarter
GBP	1.50	1.55
EURO	1.23	1.29
AUD	0.86	0.90

SUBSIDIARIES PERFORMANCE (US \$ Mn)								
	Quarter ended						Year ended	
	Sep 30, 2010		June 30, 2010		Sep 30, 2009		Mar 31, 2010	
	Revenue	Net Income	Revenue	Net Income	Revenue	Net Income	Revenue	Net Income
Infosys BPO Limited – consolidated	79.72	10.33	78.14	6.42	71.30	16.30	293.38	50.75
Infosys Technologies (Australia) Pty. Limited – consolidated	51.46	4.57	43.88	2.21	35.70	2.40	150.40	9.79
Infosys Consulting, Inc. – consolidated	46.81	5.27	38.55	3.25	22.50	1.30	98.65	23.26
Infosys Technologies (China) Company Limited	19.28	2.03	15.81	1.69	9.50	1.10	47.88	9.23
Infosys Technologies, S.de R.L. de C V., Mexico	4.65	(0.76)	5.22	0.35	3.30	(0.02)	14.86	(0.10)
Infosys Technologies (Sweden) AB	0.72	0.03	0.65	0.02	0.70	0.03	2.22	0.07
Infosys Tecnologia DO Brasil LTDA	2.69	(0.47)	1.29	(1.17)	–	(0.40)	1.78	(1.61)
Infosys Public Services Inc	–	–	–	(0.12)	NA	NA	–	(0.03)

**Constant Currency Reporting**

<b>Reported revenues</b>	<b>Q1 10</b>	<b>Q2 10</b>	<b>Q3 10</b>	<b>Q4 10</b>	<b>Q1 11</b>	<b>Q2 11</b>
Revenue (\$ mn)	1,122	1,154	1,232	1,296	1,358	1,496
Sequential growth %	0.1	2.8	6.8	5.2	4.8	10.2
YoY growth %	(2.9)	(5.1)	5.2	15.6	21.0	29.6

<b>Constant currency – Q o Q</b>	<b>Q1 10</b>	<b>Q2 10</b>	<b>Q3 10</b>	<b>Q4 10</b>	<b>Q1 11</b>	<b>Q2 11</b>
Revenue (\$ mn)	1,100	1,136	1,221	1,307	1,374	1,485
Sequential growth (%)	(1.9)	1.2	5.8	6.1	6.0	9.3

<b>Constant currency – Y o Y</b>	<b>Q1 10</b>	<b>Q2 10</b>	<b>Q3 10</b>	<b>Q4 10</b>	<b>Q1 11</b>	<b>Q2 11</b>
Revenue (\$ mn)	1,186	1,177	1,194	1,253	1,354	1,501
YoY growth (%)	2.6	(3.2)	1.9	11.8	20.7	30.1

**Notes:**

**Basis of computation**

1. Foreign exchange rates are as per FEDAI.
2. Average rates for major global currencies:

Average rate of USD	<b>Q1 10</b>	<b>Q2 10</b>	<b>Q3 10</b>	<b>Q4 10</b>	<b>FY 10</b>	<b>Q1 11</b>	<b>Q2 11</b>
AUD	0.76	0.83	0.91	0.90	0.85	0.88	0.90
EURO	1.36	1.43	1.48	1.39	1.41	1.27	1.29
GBP	1.55	1.64	1.64	1.56	1.60	1.49	1.55

3. Proportion of revenues from major global currencies:

Revenue by currency (%)	<b>Q1 10</b>	<b>Q2 10</b>	<b>Q3 10</b>	<b>Q4 10</b>	<b>FY 10</b>	<b>Q1 11</b>	<b>Q2 11</b>
AUD	5.1	5.9	6.3	5.9	5.8	5.7	6.5
EURO	7.8	7.3	6.6	6.2	6.9	6.0	6.7
GBP	10.0	9.7	8.4	8.7	9.2	6.8	7.0



**Q2 2011**

**Geographical segment – growth**

North America grew by 7.5 % sequentially; and 7.5% in constant currency.

Europe grew by 18.1 % sequentially; and 15.6 % in constant currency.

Rest of the world grew by 6.8 % sequentially; and 4.7 % in constant currency.

**Industry segment – growth**

BFSI grew 8.0 % sequentially; and 7.4% in constant currency.

Manufacturing grew by 6.9 % sequentially; and 6.1% in constant currency.

Retail grew by 20.5 % sequentially; and 19.9 % in constant currency.

Telecom grew by 3.9 % sequentially; and 2.2 % in constant currency.

Others grew by 15.1% sequentially; and 14.7 % in constant currency