

Analyst Meet 2006

Energy, Utilities & Resources

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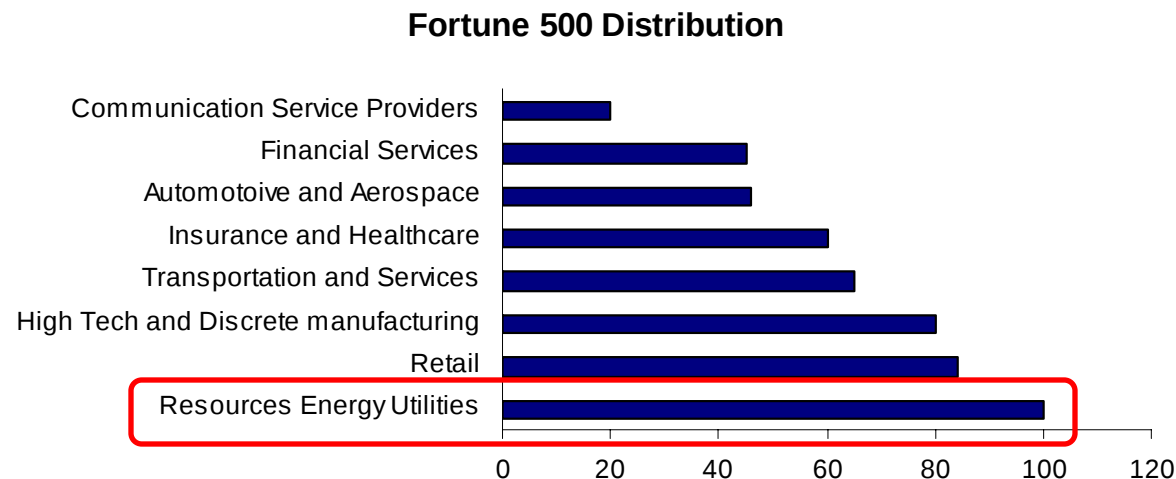


Certain statements in this Analyst meet concerning Infosys' future growth prospects are forward-looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating 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, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, 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, 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, 2006. 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 statement that may be made from time to time by or on behalf of the company.

Large Untapped Market for Infosys

3 Distinct Markets

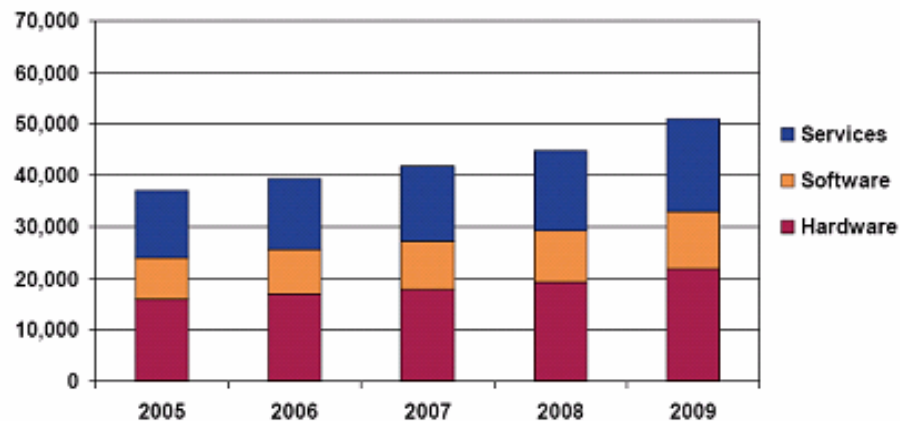
- » Energy (S&T, E&P, R&M) (Integrated global players, E&P service providers, National Oil Companies, Refiners)
- » Utilities (T&D, CS, Gen) (Integrated National Players, Retailers)
- » Resources (Process Manufacturing) (Chemicals, Metals, Mining, Agri, Etc.)



- » 100 of Fortune 500 companies
- » 196 of the Fortune 1000 companies

Large Untapped Market for Infosys

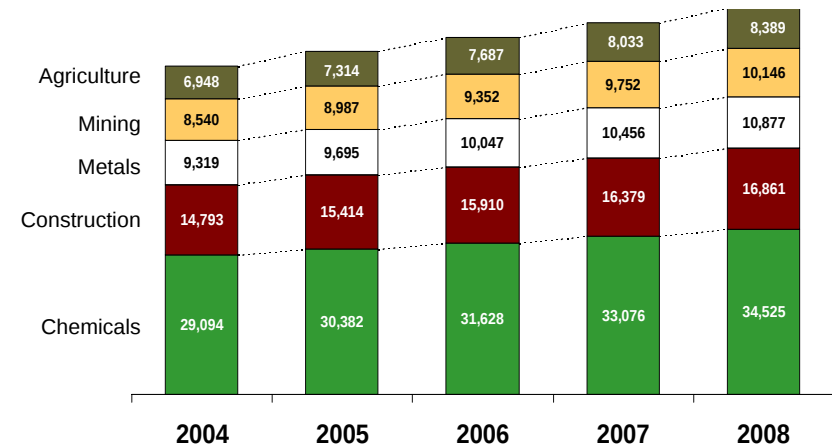
Worldwide Oil and Gas IT Spending (\$M)



Energy - \$15B+ addressable market spend

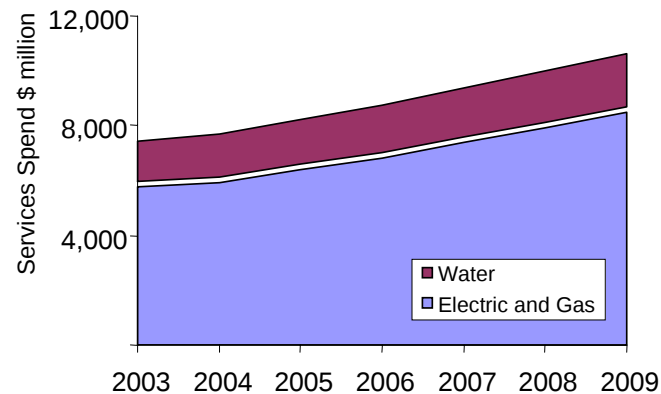
Source: Energy Insights & Infosys analysis

Resources Market Worldwide IT Spend



Resources - \$10B addressable market spend

Source: Gartner and Infosys analysis

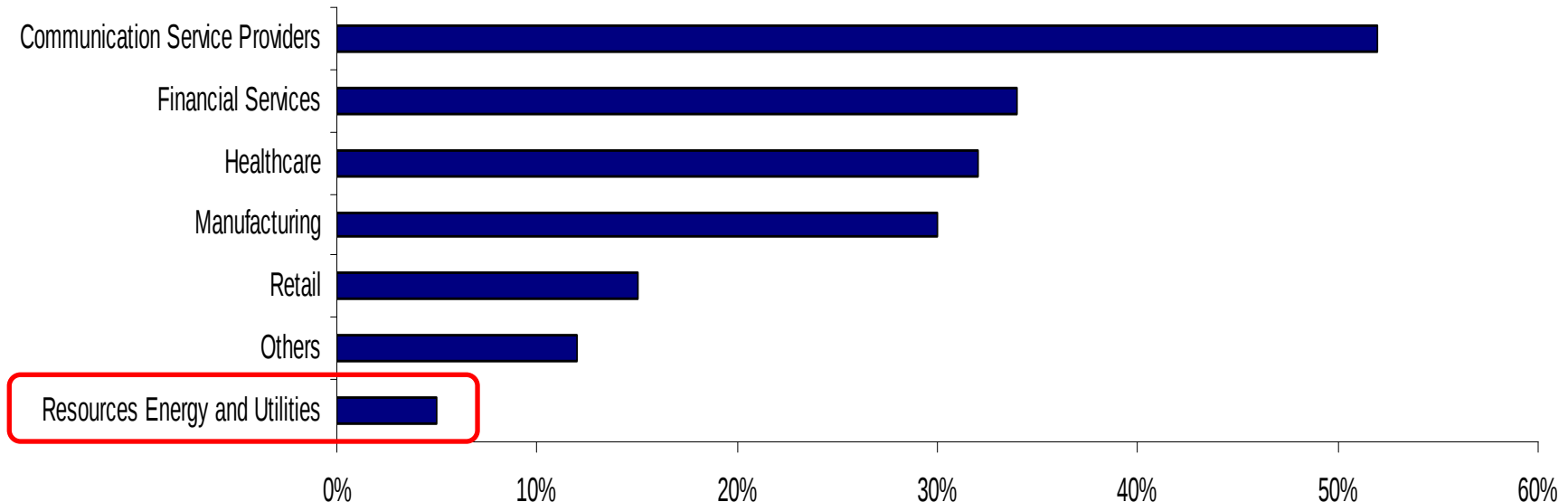


Utilities - \$7B addressable market spend

Source: Chartwell, Gartner and Infosys analysis

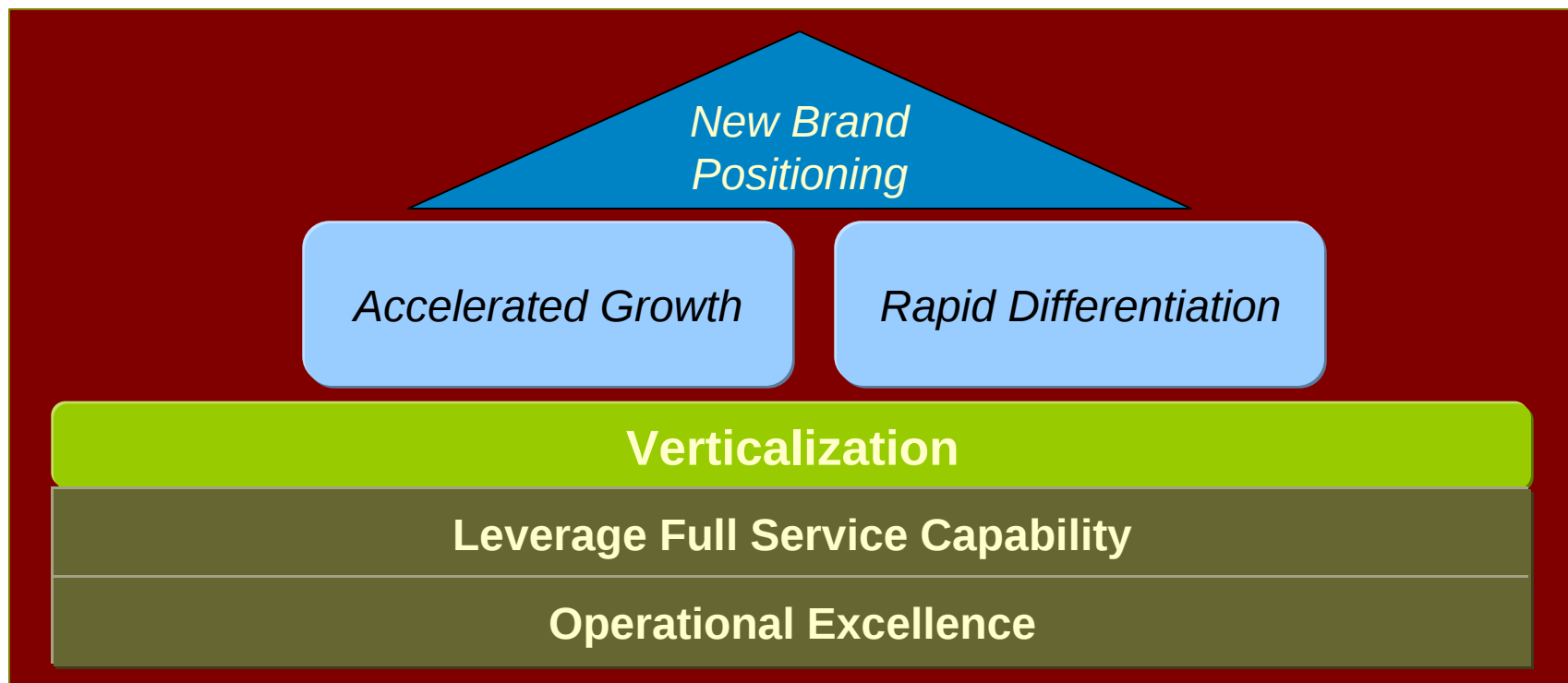
- » **Energy** : Global scalability, high oil prices, regulatory and environmental constraints, replenishment & creation of assets, emerging markets, new business lines, aging workforce, supply & trading efficiencies, real-time information
- » **Utilities** : Regulatory changes, US Energy bill 2005, aging workforce, M&A, high fuel costs, business process integration
- » **Resources** : Global scalability challenges, regulatory and environmental changes, emerging markets, Aging workforce, R&D spend

Percentage of Global 1000 Companies Currently Offshoring

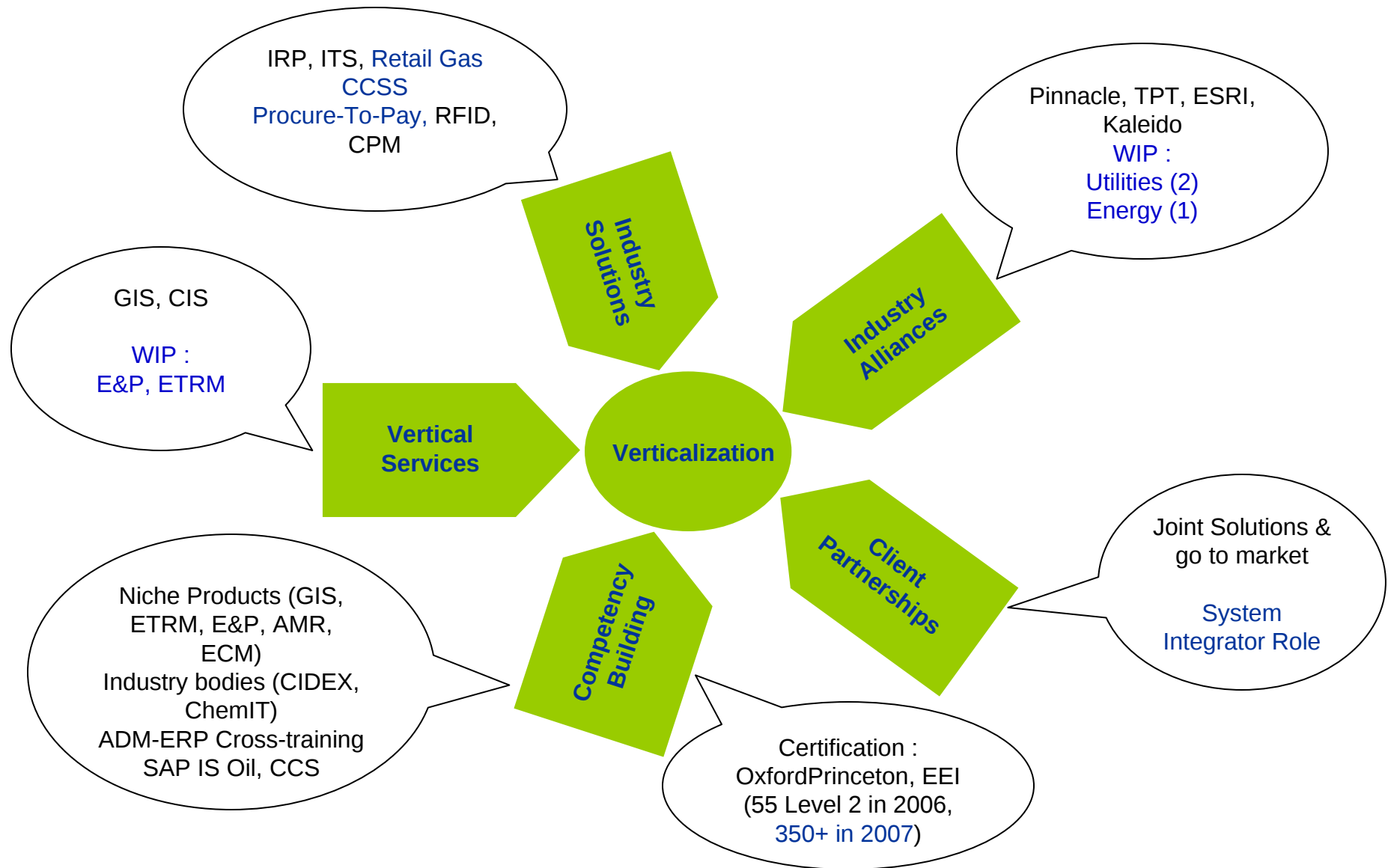


- » Global sourcing & offshoring gaining momentum due to greater acceptance, global scalability challenges, aging workforce, process efficiency initiatives
- » Companies demand partners with deep vertical knowledge and global delivery & full service capabilities

Key Strategic Themes

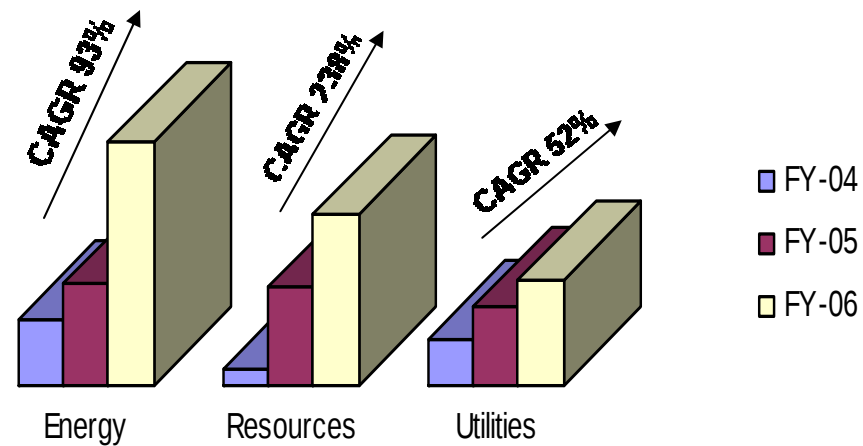


Verticalization – Strategy & Implementation

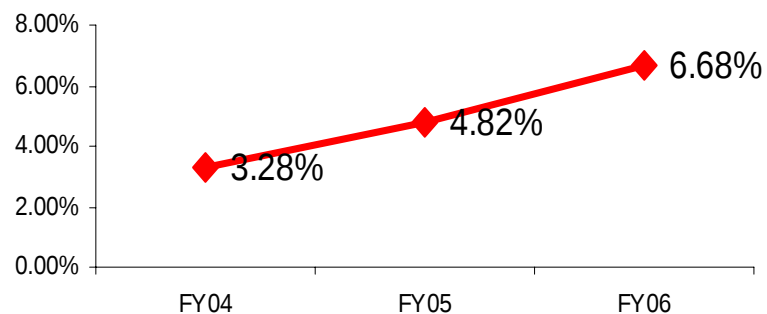


Accelerated Growth

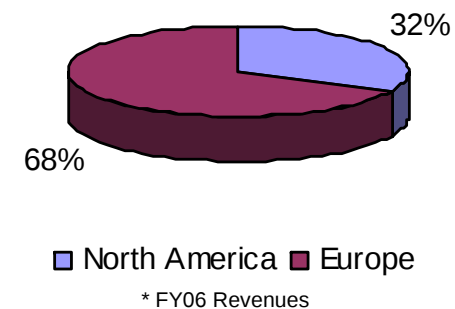
World-Wide Revenue Growth



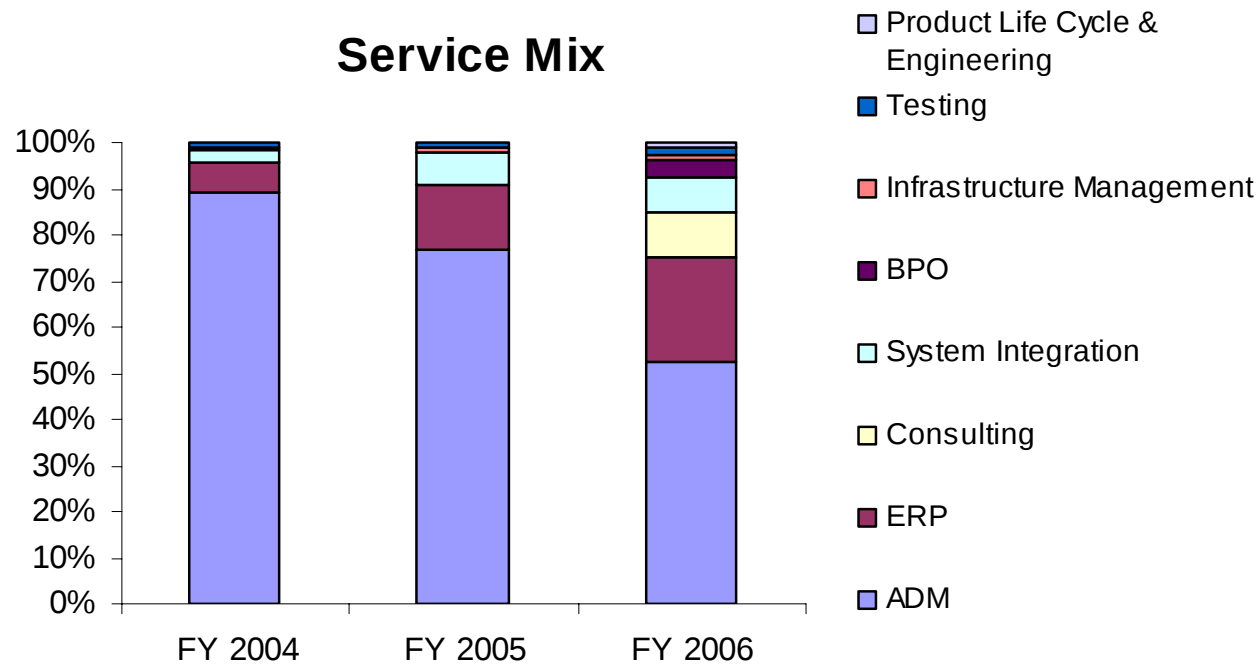
Revenues as % of Infosys



Geo Split Of Revenues



Service Mix



Client	FY 2004	FY 2005	FY 2006
50 Million US \$ +	-	-	1
10 Million US \$ +	2	4	5
5 Million US \$ +	2	5	5
1 Million US \$ +	5	9	15
< 1 Million US \$	9	21	37

Case Study : Business Transformation Engagement for a Global Oil & Gas Major

Customer Overview:

- » Super-major integrated international oil and gas company - the #1 supplier of Natural Gas Liquids (NGL) in North America with rapidly growing Natural Gas Business Unit

Business Problem:

- » The North American NGL business operated in functional and geographic silos and disparate systems with limited integration. Business process was unable to scale up to business growth

Engagement Description:

- » A business transformation project enabled by the implementation of an integrated ERP solution - SAP R/3 IS-Oil Downstream, TSW, Portal (customer-facing), and BW (business intelligence) on a Netweaver platform; XI is the integration layer
- » Infosys responsible for business process blue printing, program management and technology implementation

Program Objectives:

- » To transform the NGL business through common processes across the organization implemented on SAP platform. Provide timely and accurate intelligence in the areas of Supply, Logistics & Sales. Increase operations efficiency and scalability / flexibility for future growth

Value Realization Model (VRM) & Benefits realized :

- » VRM deployed as key governance tool, in conjunction with the SAP/GDM delivery methodology
- » Key Benefits / Performance Metrics achieved : Reduction in use / cost of 3rd Party systems and external resources; A/R and Cash Flow - Customer Disputes, Outstanding A/R as % Sales, Days to Invoice, Netting; Inventory Management - increased visibility to positions, inventory carrying costs
- » Project live within budget & timeline (15 months end-to-end)

Case Study : Award Winning Customer Care Solution For A Utilities Client



“Customer Experience Partner of the Year Award (Global) 2006”

– Joint award by CRN magazine with Microsoft.

Client background

- » A leading electric utility in North America serving 1.1 M customers. Energy generation, delivery and customer services are primary lines of business

Business drivers

- » Improve average call handle time and productivity of call service representatives
- » Reduce operational and training cost of call centre
- » Reduction of repeat calls
- » Increase first time resolves

- » Improvement of customer service and reduction of cost was key criteria for rate case 2006

Infosys solution and engagement

- » Reengineer the call workflow process for optimal call work-flow. Replace existing application
- » Infosys architected, designed and implemented a highly flexible & user-friendly solution on Microsoft platform

Benefits realized

- » “Average Call Handle” time reduced by up to 20%, increase in productivity
- » Reduction in “Repeat Calls” by 1.5% through increased “First Time Resolve” for customer calls
- » Reduction in Training Time by 20% through easy and auto navigations and system assisted research/analysis
- » Enhancement of Customer Satisfaction through Customized Service and elimination of “Hold Time”

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Thank You

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