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# Infosys Consulting

Stephen Pratt

*Chief Executive Officer and Managing Director  
– Infosys Consulting*

Certain statements in this analyst meet concerning our future growth prospects are forward-looking statements, within the meaning of Section 27A of the U.S. Securities Act of 1933, as amended, and Section 21E of the U.S. Securities Exchange Act of 1934, as amended, 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 the success of our investments, risks and uncertainties regarding fluctuations in earnings, our ability to sustain our previous levels of profitability including on account of the appreciation of the rupee against the US dollar, our ability to manage growth, intense competition in information technology, business process outsourcing and consulting 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 we have 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 and our other recent filings. These filings are available at [www.sec.gov](http://www.sec.gov). We may, from time to time, make additional written and oral forward-looking statements, including statements contained in our filings with the Securities and Exchange Commission and our reports to shareholders. We do not undertake to update any forward-looking statements that may be made from time to time by or on our behalf.

# Clients and recruits recognize the power of our model



- Strategy + technology = Higher value to clients
- Resulting financials are strong
- Streamlining organization to build on successes – next phase of growth
- Clients tell us they see the difference in business value delivered

## Our Infosys Consulting subsidiary is the tip of the business transformation spear



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- Currently running 20 high end business transformation programs with over \$ 1 m in quarterly revenue
- Average rate per hour is increasing slightly to over \$230/hr
- Opened over 25 new client accounts for Infosys in the last year
- Headcount is 260 – heavy senior mix (mostly the top of the pyramid)

# We are leading 20 programs over \$ 1m in quarterly revenue



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<b>Client</b>	<b>Program</b>
Large Electronics Company	Core Process Transformation
Oil & Gas Supermajor	Information Governance Transformation
Large Utility	Core Process Transformation
Global Software Company	Sales & Mktg Transformation Programs
Oil & Gas Supermajor	Core Process Transformation
Professional Services Firm	Process Design and Automation
Oil & Gas Supplier	IT Strategy
Agribusiness	IT Strategy
Large Grocery	Core Process Transformation
Diversified Financial	IT Strategy
Life Sciences	Rebate Program Redesign
Petrochemicals	Sales Force Transformation Program
Financial Institution	Credit Process Transformation
Consumer Electronics Supplier	Reverse Logistics Transformation
Global Infrastructure Company	Core Process Transformation
Leading Network Equipment Supplier	Product Innovation Strategy
Global Chain	Core Process Transformation
Large Grocery	Web-Store Integration
Global Diversified Financial Major	Global IT Strategy
Large Insurance Company	Customer Loyalty Transformation

# Our vertical solutions/domain consulting units are the tip of the business innovation spear



- Headcount is approximately 500
- Responsible for market facing solutions, e.g.
  - Web-Store integration
  - Customer data management
  - Quote to cash transformation
  - Procurement transformation
- Tremendous industry depth
- Client focused innovation allows 35% utilization
- Global delivery
- Average billing rate is \$130/hr

- Global electronics company
- Wireless consumer electronics company
- Global fashion & apparel company
- Global software company

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Thank You

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