ANALYST MEET 08
State of the Business

Enterprise Solutions

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Infosys®
POWERED BY INTELLECT
DRIVEN BY VALUES

Most Admired Company for the Sixth Time – *Asia Wall Street Journal*, 2006.
Most Respected Company – *Businessworld* Survey, 2006. Best Outsourcing
Partner – *Waters Readers'* Survey, 2007. Best Company to Work for in
India – *Business Today-Mercer-TNS Survey*, 2006. Leader in Global IT Infrastructure
Outsourcing – *Forrester*, 2007. Among the World's Top 3 IT Services
Companies – *BusinessWeek*, 2004. Among the Top 10 Companies for
Leaders – *Fortune* Magazine, Hewitt Associates and the RBL Group Survey, 2007.
Among the 200 Most Respected Companies in the World – *The Reputation
Institute*, 2007. NASSCOM - *India Today* Woman Corporate Award for Excellence
in Gender Inclusivity, 2007. Global MAKE Award, 2003-05 and 2007. Helen Keller
Award for Diversity Hiring for Infosys BPO, 2006-07. Balanced Scorecard Hall of
Fame for Executing Strategy – *Palladium Group, Inc.*, 2008. One of the World's
Most Innovative Companies in APAC – *BusinessWeek*, 2006. CNBC - TV18 Viewers
Choice – New Age Employer of Choice Award, 2007. One of the World's Most

Safe Harbor

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, 2007 and quarterly report on Form 6-K for the quarter ended June 30, 2007. 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.
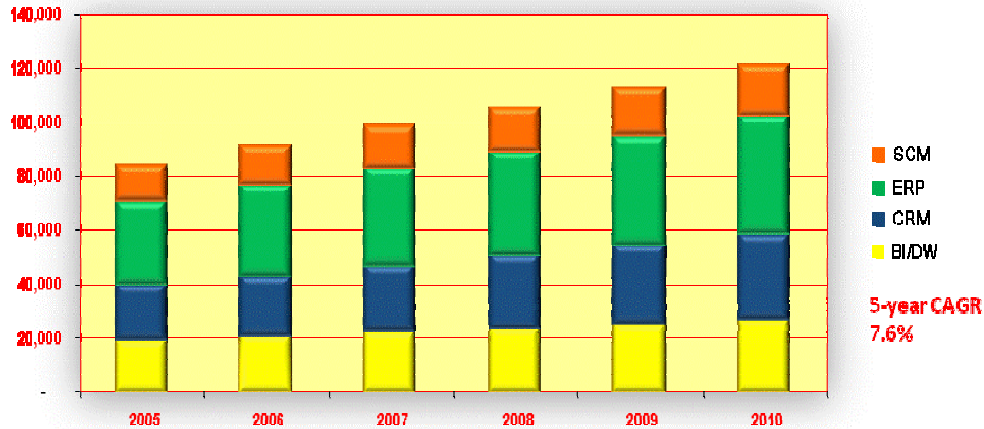
Agenda

- **State of the business – Summary**
  - Market Update
  - Market trends
- **Enterprise Solutions (ES) overview**
  - ES at a glance
  - Vision
  - Transformation solutions for the end-to-end enterprise
  - 'Innovation' & 'Execution excellence'

Packaged applications are all pervasive…

- Nervous system of enterprise business globally

- Foundation on which the entire IT system is built

- Successfully extended the coverage from 'core enterprise' to the entire 'eco system'

- Essential to provide '360 degree view of business' to be competitive in the flat world

In BUSD	2006	2007	2008	2009	2010
ERP	28.8	32.8	35.8	39.4	43.4
CRM	19.5	22.3	24.6	25.7	27.2
HCM	6.3	7.1	7.9	8.8	9.6
BPM-EAI*	5.5	6.6	8.2	10.0	12.1
SCM	6	6.4	6.7	7.1	7.5
	66.1	75.2	83.2	92	99.8

Source: Gartner Research 2007
*Does not include SOA and associated services

FY09: $ 83.2 b market Services = $ 57 b**

- **Globalization, centralization and regulatory compliances** will be the top drivers for driving Enterprise solutions investment in 2007-2010

- **Software-as-a-Service, Platform based BPO**

- **ERP : fastest growth - 11%**

- **Emerging geographies** grow faster than industry average

- **HR transformation deals**

- **Mid-market segment shows huge potential**

** FY09 services estimated at 69% of total revenues
Source: AMR Research 2007

Market environment becoming more intense..

Market
- $ 83 b market
- Few big, several small players
- Severe competition
- **Surging demand**
- **ERP as a tool for business 'Transformation'**

Products
- 3 large economies
  - SAP, Oracle, Microsoft
- Consolidation continues
- **Moving towards economy platforms**
- Cross-sell & Up-sell Game
- Partners gain respect

Customers (Demand side)
- **Cost pressure, asking to share their 'pain'**
- Global roll-outs on the increase
- Demanding more off-shore
- Evaluating SaaS, platform solutions options
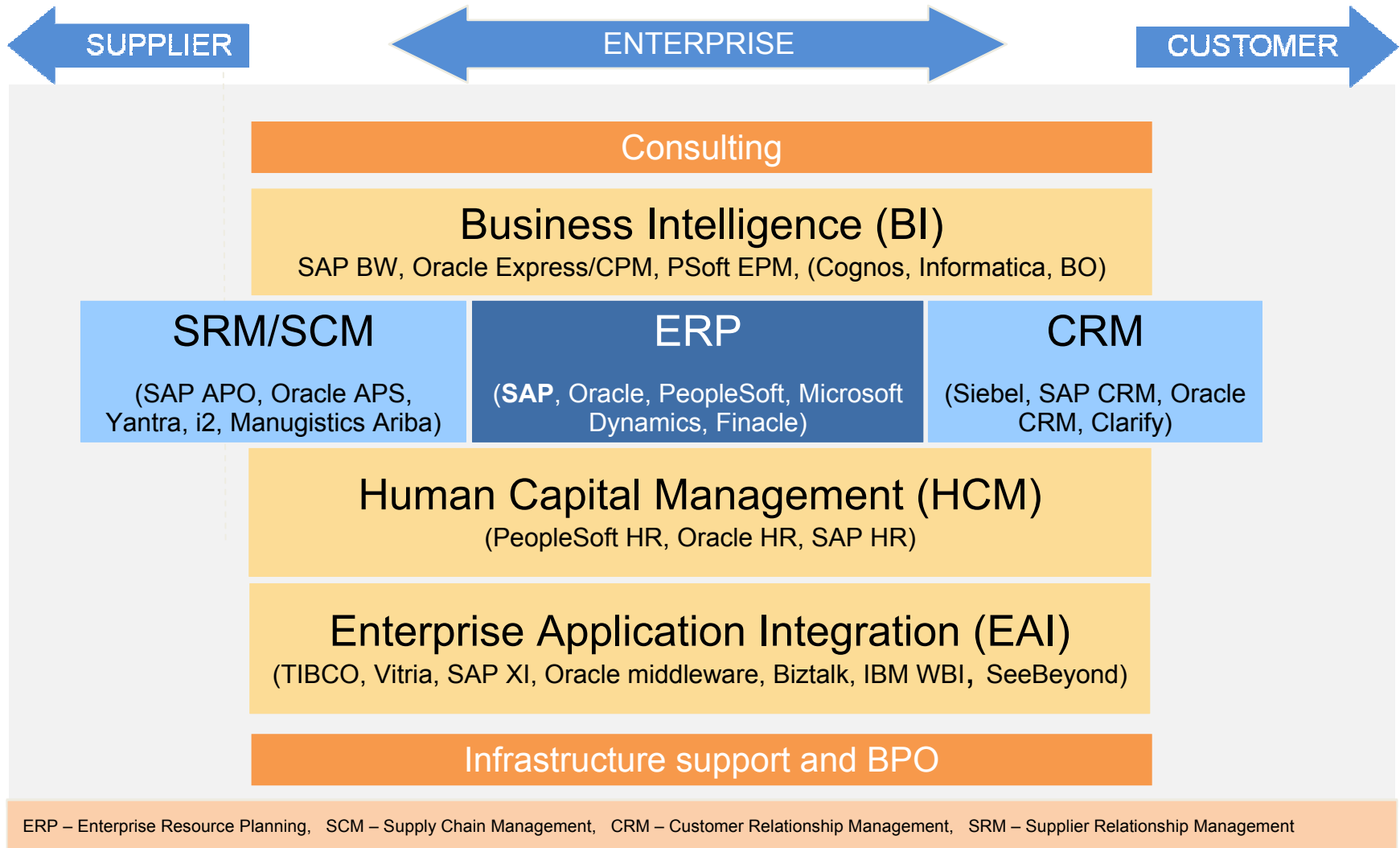- Demanding - as never before

People (Supply side)
- Talent scarcity
- **Specific skills in short supply**
- Attrition on the rise
- Demanding - as never before

In a turbulent environment, continued business leadership will go to the paranoid

Agenda

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    - Market update
    - Market trends
- Enterprise Solutions (ES) overview
    - Consulting and packaged services at a glance
    - Transformation solutions for the end-to-end enterprise
    - 'Innovation' & 'Execution excellence'

Infosys' footprint covers the canvas….

SUPPLIER ◄──── **ENTERPRISE** ────► **CUSTOMER**

Consulting

Business Intelligence (BI)
SAP BW, Oracle Express/CPM, PSoft EPM, (Cognos, Informatica, BO)

SRM/SCM
(SAP APO, Oracle APS, Yantra, i2, Manugistics Ariba)

ERP
(**SAP**, Oracle, PeopleSoft, Microsoft Dynamics, Finacle)

CRM
(Siebel, SAP CRM, Oracle CRM, Clarify)

Human Capital Management (HCM)
(PeopleSoft HR, Oracle HR, SAP HR)

Enterprise Application Integration (EAI)
(TIBCO, Vitria, SAP XI, Oracle middleware, Biztalk, IBM WBI, SeeBeyond)

Infrastructure support and BPO

ERP – Enterprise Resource Planning,   SCM – Supply Chain Management,   CRM – Customer Relationship Management,   SRM – Supplier Relationship Management

Customers
- Arrow Electronics
- BP
- BT
- Toshiba
- Etc…

People
- Best in class
- Consulting companies
- IT companies,
- Best B schools

To be the
" **Partner of choice** "
Globally for
Packaged
Application
Services

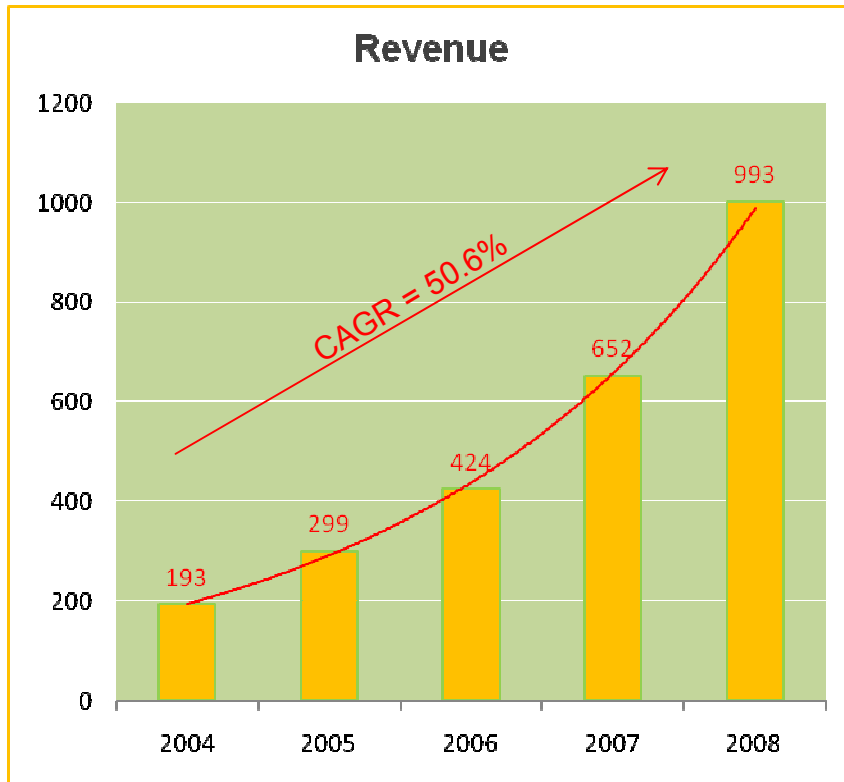**Alliance Partners**
SAP
ORACLE
TIBCO
The Power of Now™

Internal Partners
- Industry Units
- Horizontal units
- Geo units
- BPO

Continuing to grow in the consulting and packaged application space…

Consulting and Packaged Applications Revenue ($ M)

Revenue

CAGR = 50.6%

- 193 (2004)
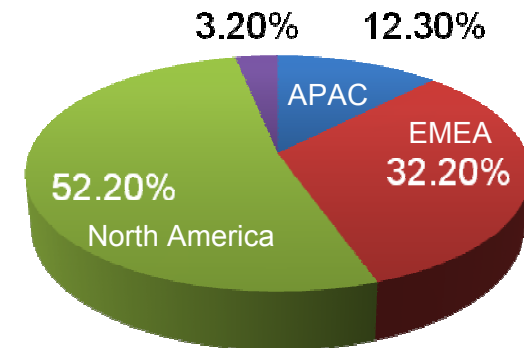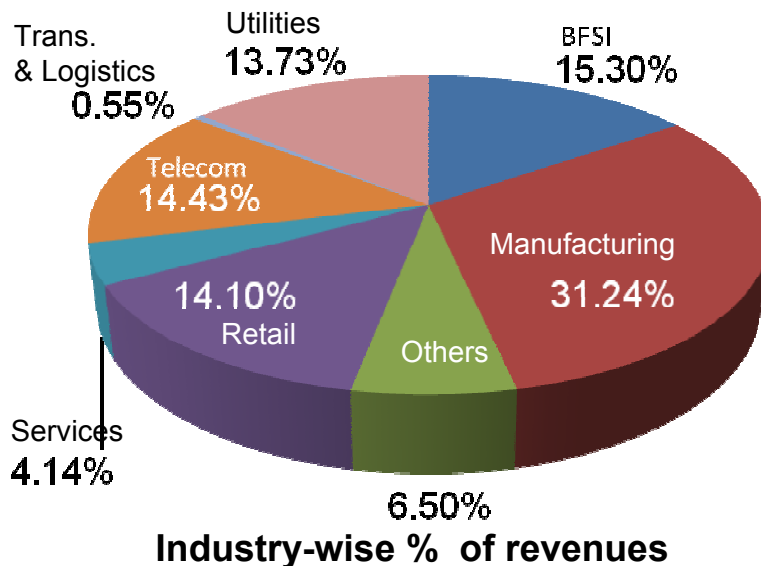- 299 (2005)
- 424 (2006)
- 652 (2007)
- 993 (2008)

Key Metrics

- 280 customers (mostly Global Fortune 2000)

- 10,700+ employees across 31 Global Development Centers worldwide

- $993 m revenues for FY 08 - 24% of Infosys revenues

- 46% revenues from Oracle Economy ; 33% from SAP Economy

- 15 clients > $ 10 m in revenues

- 22 clients with > $ 5 m in revenues

Cutting across industry verticals and geographies…

- Helping business transformation
- Multi-year relationships
- 95% revenues from existing customers

Industry-wise % of revenues

Utilities 13.73%
Trans. & Logistics 0.55%
BFSI 15.30%
Telecom 14.43%
Manufacturing 31.24%
Retail 14.10%
Others 6.50%
Services 4.14%

Geo -wise % of revenues

3.20% APAC
12.30%
EMEA 32.20%
52.20% North America

- Growing faster in Europe
- Additional India focus
- Implemented systems covering over 150 countries

De-risked by a well diversified portfolio

SAP

ORACLE

TIBCO The Power of Now™

FUJITSU | **SAVVION** | **bea** | **INFORMATICA** Turning integration into insight.™ | **infor** be enterprising / workbrain | **sterling commerce**

Sun microsystems | **Microsoft** | **IBM** | **VITRIA** | **webMethods** | **KRONOS**

Innovating through…

- Joint product developments, go-to-market
- Rapid deployment methodologies
- Solution development
- ES academy for product training

Rated "Leader" by independent analyst firm – Forrester for SAP and Oracle ERP Services providers

- Innovation
  - Non-linear models
    - Infosys Business Platforms
      - P2P,HRO,Inquiry to Cash
  - Non-linear pricing
    - Outcome based
    - Ticket/transaction based
    - High-value consulting
  - Partnering with product vendors for
    - New market segments
    - Micro-vertical solutions
    - Co-developing IP
  - Patents filed for methodologies and delivery models

- Execution excellence
  - Delivery excellence
    - 92% of projects on time within budget
    - Tools, re-use and solution accelerators
    - Rapid deployment methodologies
  - Strong alignment
    - Industry aligned delivery units
    - Product vendor alignment to be abreast
  - Generating net new consultants
    - Enterprise Solutions academy – training consultants for the future today

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State of the Business

	Financial transformation for a Global Airline
	Global Electronics Major – entire value chain covering 4 continents, 55 countries, 250 applications
	Service delivery platform creation for a telecom giant
	Global conglomerate of 5 divisions, 15 companies – restructuring and standardization of business
	Integrating Supply chain functions to customer relationship activities – for a global Oil & Gas major
	Engineering & Projects company in India – ERP implementation for process standardization
	Largest PeopleSoft upgrade in the world – 85,000 employees, 91 countries, 16 languages

Thank you

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