

INFOSYS TECHNOLOGIES LTD INDIA ANALYST MEET

AUG 27, 2008 CHENNAI

MAHINDRA CITY DC

Mr. Thothathri Visvanathan

Apologies for starting this about 20 minutes late. The flight from Bombay was late and hence we had to wait for other people to come. I am Thothathri, the DC Head of Mahindra City. On behalf of Infosys and all of us here, a very warm welcome to all of you to the 2008 analyst meet. We are very glad that you are here today and we appreciate your time and effort to get here. We would also like to extend a warm welcome to all the people attending our live web cast through the Infosys Investor Relation side. The various presentations, transcripts from today's events would be made available for replay on our websites. So, please take advantage of that when you get back to your office. All of you must have received the analyst kit and you would find the agenda enclosed. We will start the event with a brief presentation about Mahindra City DC, that will be followed by an update on the state of the business by our CEO, Kris Gopalakrishnan. That will be followed by an update on our strategic initiatives by our COO, Mr. Shibulal. After that, head of various business units will give a presentation on their respective units. An executive Q&A session has been organized for all of you at the end of the day where you can ask questions to our CEO, CFO, COO, Board Members, and the various other members of our senior management team. The agenda of the day is drafted in such a way that you will be able to attend all the sessions which are being done today. We would also like to take a couple of minutes to brief you on the logistics. Outside this room, we have a help desk and a travel desk which is there for any assistance you need. Additionally, a business center has been set up in building 3 where you will have some of the presentations held today. Our folks at various desks will be glad to help you. We also will have volunteers who will be happy to assist you in case of need. Tea and coffee would be served throughout the day. Lunch would be served in the Food Court and you will be guided to that location. Please use the lunch and coffee break as an occasion to interact with our speakers and also people in the senior management team. All buildings in this campus are nonsmoking. Smoking areas have been demarcated outside the campus and you will be guided if you require to use them. We request you all to turn off your cell phones and pagers or keep them in silent mode. If you want to ask a question, kindly raise your hand and we would provide with the microphone. Since this event is being web cast live, we request you to speak into the microphone. We would request you to mention your name and the name of your organization before placing your question. Included in the analyst kits are the feedback forms. We request you to take some time and complete the form as we value your feedback on the proceedings. Your feedback will help us improve this event and will give valuable suggestions to the speakers on the various aspects. Lastly, this entire event is being webcast live over the internet. This event would be archived and you can view it on the investor relation sections of our homepage www.infosys.com. I would now like to move over to give a brief presentation on the Mahindra City DC.

The vision statement of Mahindra City is to be the most preferred DC with a vibrant culture that encourages execution excellence and innovation through highly satisfied socially conscious professionals in a value-based work environment. So, we dovetail a lot into the vision statement of Infosys like what other DCs do as well. A small history, we started operations on the 17th of August 2005. We have just completed about three years in this place. This is the first private SEZ for Infosys. It is located on a 129 acre campus and the approved area is about 110 acres. It is going to be in a campus style environment which you would have seen so far when you came into the buildings. It has a capacity to accommodate about 35,000 software engineers when it is fully built up. It is a state-of-art facility designed by the Japanese architect Nikken Sekkei. It is very



well connected to all the development centers in India and abroad through high speed bandwidth and has self-sufficiency in power generation for which we have a 22.5 megawatts power generation. We have also received the best exporter award for the last three years in a row from the Ministry of Commerce, MEPZ and we have been doing this right since its inception.

A glimpse of how we have grown. We started operations in 2006, financial year 2006. We did about Rs. 70.7 crores. 2007, we did Rs. 436 crores and in 2008, we just completed with Rs. 680 crores and the growth rate of the employees we have seen, we started with about 150 people in 2005 and today we are close to about 6,100 people here. A spread by the various business units that the entire set of business units in Infosys is available here. The largest percentage being banking and capital market which is about 33% of the employees, followed by retail with about 16% and manufacturing with 9%, and the other units in that, and every unit is in the growth phase at Mahindra City. Some additional metrics in terms of the employees. We have about 56% of our projects being executed in the maintenance space, about 30% in development and 10% in testing. We do work in reengineering and enterprise solutions as well because those are units which have moved in recently and are starting to grow here. We have a very healthy diverse population. About 36% of the employees at Mahindra City are ladies, which is one of the largest in Infosys. Our onsite/offshore ratio for projects, we have about 90% of the people offshore and 10% onsite. That is the ratio in which we execute projects from here. Some of the initiates we work with, threepronged approach, customer obviously is in the front, and then for the employees we have unwind Wednesdays because all work and no play makes Jack a dull boy, so we have other activities which go on every Wednesday after the office hours. Furrows & Ridges, our first tech speak, we hold that as an annual event which is for the employees to participate in technical symposiums here. We also recognize and reward talent at the DC, so we have REAP which is an award which is held once in six months. It is called as an acronym for Recognizing Each Achiever and Performer. This was launched last year. We have the second edition coming up in about two weeks' time. In terms of the interaction with the other companies, we have a lot of interactions that take place with the various companies here and the industry and academies here. We have collaborated with a lot of engineering colleges which are there in the state, close to about 70 colleges. We visit them, we train them, we help them and in order to make this more lively, we have Voice of Youth representing the entire crowd of Infosys in the various forums we have. Even in the MC which we have at the DC, Voice of Youth is represented while they bring a lot of ideas. We also take care a lot in the corporate social responsibility space. We have ICARE which is the social consciousness work which we do out of this DC. We have conducted two successful events which is an yearly event called as 25 in 24. We take 25 community projects and do them in 24 hours. We have a lot of volunteers come in and do this work from the DC. We have done work in the area of healthcare, in the area of education, in the area of schooling, so a lot of things around the villages here. We have done multiple health camps and multiple school initiatives. We have excellent relationship with the neighbors and we do a lot of work with them and training them and we also donate some of the computers from this area to them. Some additional infrastructure detail we have. Currently we have about five software development blocks built which can house 8,400 people and the next one is coming up which is going to be ready in about a month's time. We have two food courts for the employees which can house about 3,500 people at any single time. We have a full-fledged ICICI extension counter here which works in the campus all through the five days and also Saturdays. We have about 370 rooms ready for accommodation for the employees in the campus, for anybody who comes from outstation to stay. It is going to eventually become 1,000-room facility. We have dormitories as well which help the employees in case they need to stay late to accommodate some of the project pressures. We have a doctor on campus working from 8 am to 4 pm on all the working days and we have an ambulance which is ready always and we have a tie-up with various hospitals. We also have recreation and sports facilities in this campus. This is just a glimpse of what we do every Wednesday; enthusiastic participation from all the employees and it is an excellent space for you to see how jubilant they are when they do this. With this, I end my presentation and I would request Kris to address the gathering. Thank you.