

ANALYST MEET

State of the Business

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**

Infosys BPO

Amitabh Chaudhry

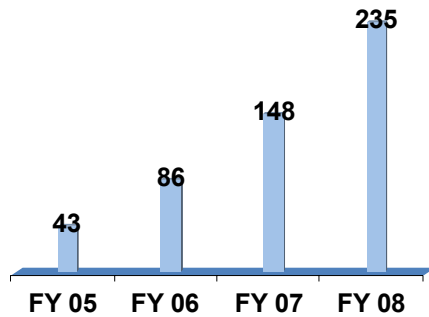
Infosys BPO - CEO

Safe Harbor

Certain statements made here 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, 2008 and the Quarterly Reports on Form 6-K for the fiscal quarters ended June 30, 2007, September 30, 2007 and December 31, 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.

BPO – Key facts & figures

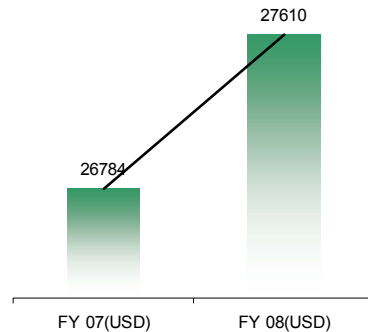
60% growth rate in FY 08



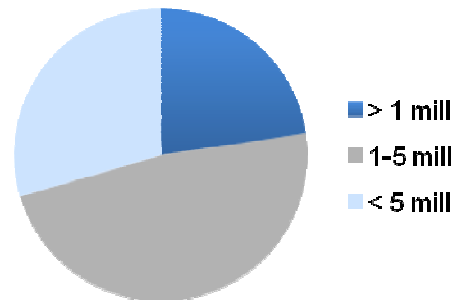
..adding more than 26 new clients in the last 8 quarters



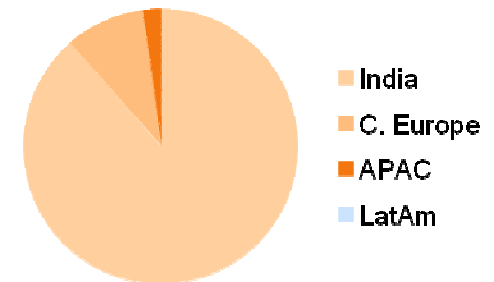
..and an increase of 4% in revenue productivity



.. expanding our share of wallet in existing clients



... and growing our geographical spread across delivery locations



Strategic Themes

Convergence of Operations & Technology

Focus on Vertical BPO

Knowledge Services – focus on higher value-added processes

Leveraging Global Networks

Business outcome-based contracts

Captive spin-off

Employee focus

Integrated Sourcing

- Bundling of legacy applications and BPO
- 10-20% savings over and above the traditional ITO+ BPO savings
- Link to business outcomes

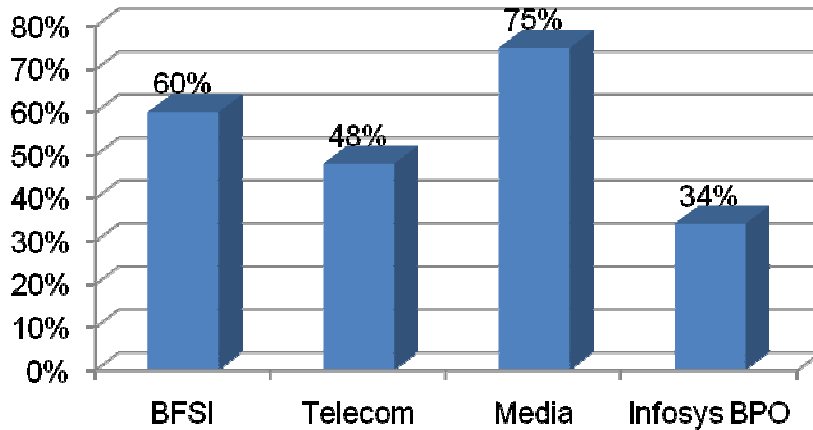
Integrated “Saas+ BPO Model”

- Bundling of Infosys proprietary applications + infrastructure + BPO
- Quicker transactions, enhanced customer experience, reduced TCO
- Finacle (Bank in a Box)
- Pay by the drink
- Moving capex to opex
- Link to business outcomes

Platform BPO

- Partnership with third party product companies for various functional areas such as Procure to Pay, HRO etc
- Infosys BPO transformational offshore delivery model over a common technology backbone
- Process harmonization, technology transformation, scalable ITO+ BPO model
- Pay by the drink
- Moving capex to opex
- Link to business outcomes

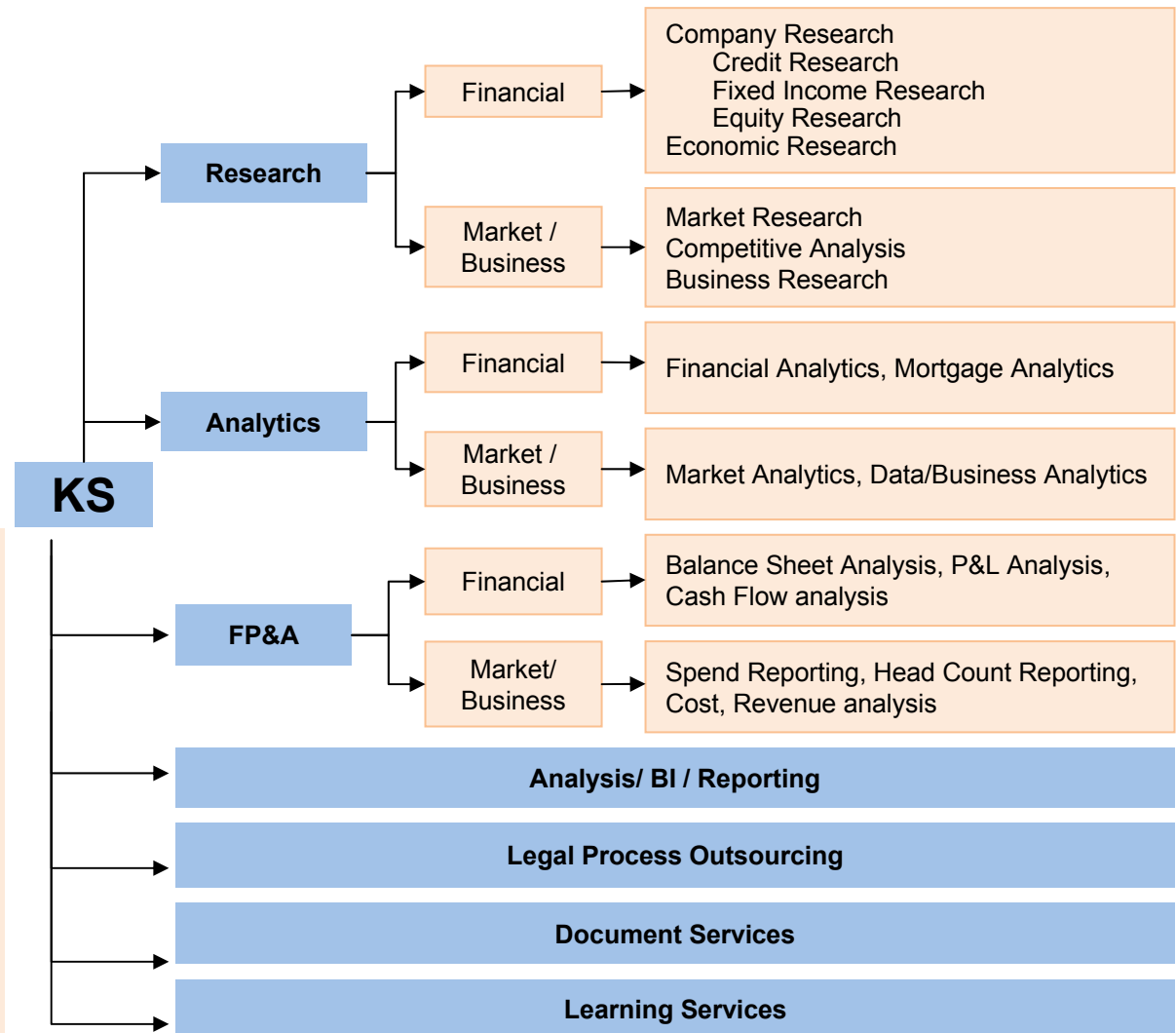
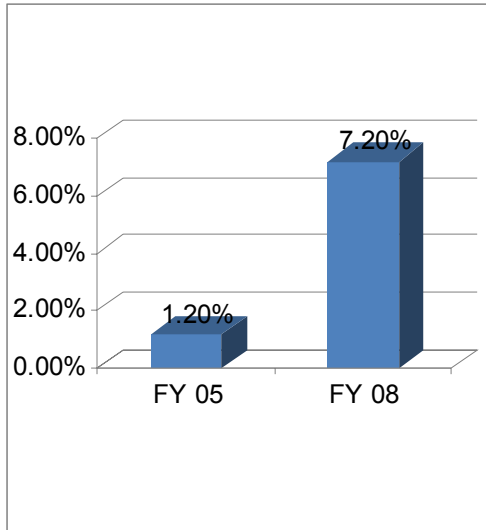
Focus on Vertical BPO



Industry solutions as a % of revenue

- Focus on cost of revenues side of the P&L
- Vertical BPO segment growing faster than horizontal BPO segment
- Clear opportunity to add true business value
- Examples include revenue assurance (telecom carriers), advertising (media and entertainment), mortgage (banking and capital markets), claims (insurance carriers)
- Emergence of utilities (horizontal within vertical offerings – example fraud, risk, reconciliation in financial services)

Knowledge Services – focus on higher value -added processes



Highly skilled team

- More than 700 CA/CPAs, MBAs, Engineers, Statisticians, Economics grads, mostly from the industry

Highlights

- Strong presence in Financial Markets Research and FP&A**
- Presence across multiple sectors – Banking and Capital Markets, Insurance, Energy, Telecom, Media, Utilities

Leveraging Global Networks

Client: One of the largest financial news and data company in the world, covering more than 5 million financial instruments, offering an array of sophisticated trading tools and services.

Client Requirements

Accurate information
Real-time updates and high speed information
More than 10 European, 6 Asian and English languages covered
Round the clock coverage of financial markets
Scalability & flexibility of operations

Infosys Solution

Extraction of estimates of financial measures of companies and industries from broker reports.

Extraction of Analyst Recommendations on stocks from Broker reports

Extraction of Key Management Profiles and their holdings from annual company filings.

Updating of Key Management Profiles from annual company filings on the Client application.

Global Networked Delivery Model

Operations are carried out of 2 locations – India (Bangalore) & China (Hangzhou)

Asian and European Languages and Asia-Pacific and European markets covered from Hangzhou (China)

English Language and US, EMEA, APAC, LATAM covered from Bangalore (India)

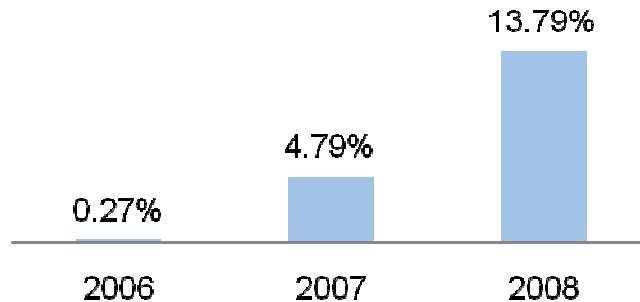
All the processes can be carried out of both the locations

Key Client Benefits

Client gained significant cost arbitrage (approx 88% of the fully loaded costs saved)
Leveraging the global delivery model enabled the client to go for rapid product launches
Drive operational efficiencies in the Client organization by bringing down queue backlogs
Multiple Language Coverage: 11 European and 6 Asian languages covered between India and China
Global Market coverage: China center provides coverage for the APAC and EMEA region, India provides coverage for US, EMEA, LATAM
Operational Flexibility of hiring temporary staff in the China office to tide over seasonal flux in volumes
BCP: In case of disasters at any one location the other remains functional providing for natural failover and continuity
Improved time to market for the client through rapid product introduction

Business outcome-based Contracts

Transaction Pricing as %age of Revenue



Emergence of multiple commercial models

- Transaction pricing
- Gain sharing
- Business outcome focused
- Fixed pricing
- FTE based

Client: One of the world's leading manufacturer of construction and mining equipment, diesel and natural gas engines, industrial gas turbines

Challenges	Solution	Benefits
<p>Non standard & decentralized processes</p> <p>Lack of category level spend visibility, supplier portfolio</p> <p>Duplicate Supplier & Part Numbers exist in the system- Data too huge to handle</p> <p>Legacy and multiple version of source systems</p> <p>Challenged to ensure QCLDM metrics deployment for the spend bucket</p>	<p>Leveraged managed spend analysis solution ,analyzed the entire spend data to complete a multiple track analysis for actionable cost reduction projects –</p> <ul style="list-style-type: none"> • Identify Supplier Duplicates from supplier master • Identify part duplicates from part master • Price Variance Analysis • Supplier Aggregation Analysis • Process Optimization Assessment <p>Prioritized the identified opportunities for implementation based on Benefits-Realization matrix that compared the projected savings with ease of realization</p> <p>Outcome Based Pricing: % Gain Sharing based on Savings (Variable) + % based on Spends (Fixed)</p>	<p>Identified up to</p> <ul style="list-style-type: none"> •\$3Mn savings opportunity in addressable direct material spend •15% supplier duplicates identified •Benefits case developed and roadmap agreed for implementation of identified spend reduction projects in multiple phases

Captive spinoff – The Philips Experience

Captive Spinoff-Rationale

- Create financial value through sale of asset
- Staff engagement levels in a captive is difficult to sustain – it drops from launch of captive to the time the captive matures
- Better ability to manage risk – global footprint of provider for BCP, stronger emphasis on quality of process and operations approach mitigates process risk
- Ability to absorb acquisitions and divest faster
- Greater drive towards commoditization of processes
- Accelerate scope expansion to other processes / functions and generate more value

The Philips Deal

- 7 year, Global BPO Contract to provide F&A and non-product related transactional procurement BPO services to Philips
- Philips' F&A and Procurement Global Shared Services Centers in India, Poland and Thailand sold to Infosys BPO
- About 1400 FTEs (between F&A and Procurement) including all management positions taken over by Infosys BPO & significantly increasing the availability of senior management in Europe and APAC.

Scoped Processes

- E2E Finance & Accounting functions including European specific VAT processing, Statutory reporting in more than 25 countries, SOX compliance consulting for over 15 business units, activities related to book closure and complex inter group accounting
- Managed services in Purchasing functions (in more than 25 countries) including transactional procurement, ownership of underlying P2P SAP platform

Countries in Scope

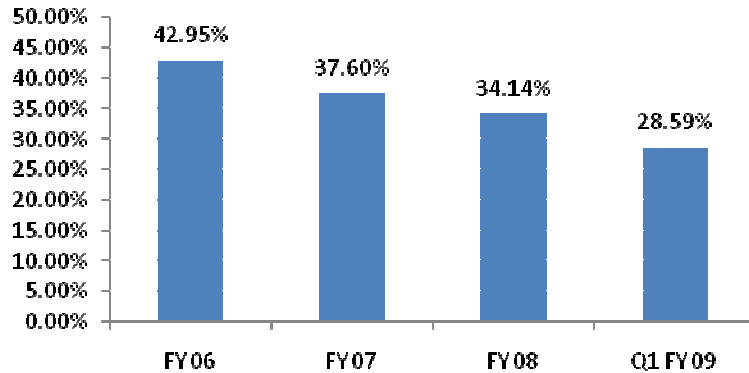
- 25 countries globally across Europe, APAC, North America

One Year Later

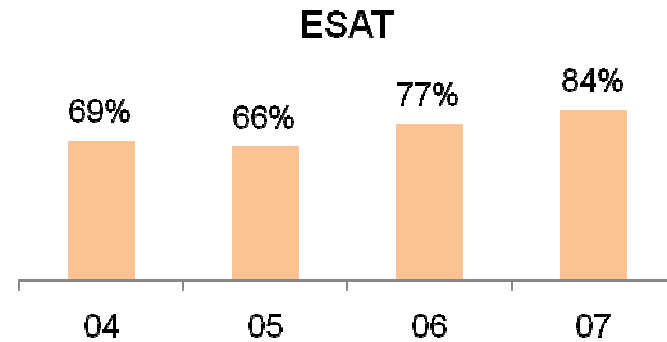
- One Year Later
- People: Integration of people successfully achieved with no disruption to business and delivery. Best HR practices being implemented
- Operations: Infosys best practices on operations excellence implemented in all 3 centers including CSAT measurement
- Transformation: Action plans, teams and governance to improve productivity and reduce cost identified and implemented
- Certifications: ISO 9000 certification completed for Lodz. Chennai planning for July (ISO 9000, ISMS - Information Security Management System)
- Capability Enhancement: Value proposition for each center defined and healthy pipeline for new clients into delivery centers

Employee focus

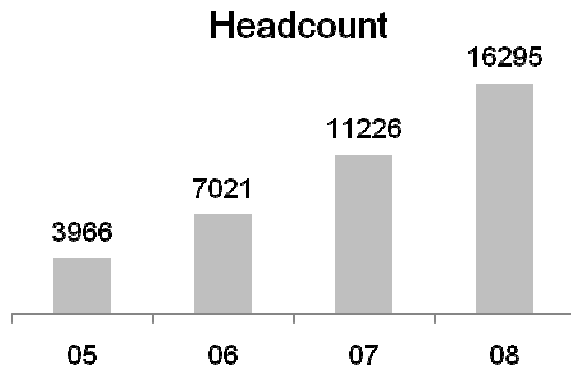
Declining attrition rates



Consistent increase in ESAT since FY 06



Consistent ramp-up in employee base



Key HR Initiatives

- Project Genesis
- Diversity Initiative
- Middle Management Development Program
- Awards
 - Asia Pacific HRM Congress Award for
 - Employee Branding Initiatives,
 - Role Model HR Professional (Nandita Gurjar)
 - Recruitment and Staffing Practice, Feb '08
 - NCPEDP - Hellen Keller Award Dec 2007
 - National Centre for Promotion of Employment for Disabled People, Dec 2007

Thank you

www.infosys.com

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