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welcomes you to the

INFOSYS 3.0

Building Tomorrow's Enterprise

**ANALYST
MEET 2011**

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India Business Unit (IBU)

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Certain statements in this presentation 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, fluctuations in foreign exchange rates, 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 or expiration 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, 2011 and on Form 6-K for the quarter ended June 30, 2011. 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.

Where are we today?

- Formed in October 2007, to focus on India geography for entire suite of offerings (except Finacle)
- 40 active clients
 - New customers added in every quarter
 - Customer in every segment of focus
- Booked business over a longer time horizon
- Executing some of the most complex and exciting projects across the organization

Operations

- Employees - 650
- Revenue split - FY11
 - Energy, Communication & Services 63%
 - Government 34%
 - Others 3%

Industry component	2007	2008	2009	2010	2011	2012	CAGR 07-12
Domestic Hardware & Others	10,547	12,373	14,403	16,538	18,653	20,810	14.6%
Domestic IT Services	4,509	5,459	6,577	7,908	9,447	11,201	20.0%
Domestic Packaged Software	1,764	2,173	2,655	3,205	3,834	4,554	20.9%
Domestic ITeS	2,580	3,741	5,050	6,413	7,504	8,629	27.3%
Domestic IT/ ITeS market	19,400	23,745	28,685	34,063	39,438	45,194	18.4%
IT/ ITeS exports revenue	33,749	40,117	47,006	53,898	61,350	69,025	15.4%
India IT/ ITeS industry size	53,148	63,862	75,691	87,961	100,788	114,219	16.5%

All figures in \$ mn, Source : IDC India Limited (NASSCOM)

India spend dynamics

- Technology leapfrog to align with the economic growth of last decade
- Inclusivity is a key driver, reaching the growth benefits to people at the bottom of the pyramid
 - National eGovernance Programme (NeGP) to bring reach, transparency, scalability and speed
- Private sector is under-invested in IT by global standards and is investing for productivity gains to achieve scale, global competitiveness and consolidation
 - sophisticated buyer keen to deal with single/ limited partners
 - extremely price-conscious market

Government

- Large e-Governance projects, special focus on projects with repeat implementations across states
 - 27 Mission Mode Programmes (MMP) identified, some are already in implementation stage
- Strategic focus on large spend departments like India Post, Income Tax, Indian Railways
- Innovative business models to drive non-linear revenue where possible – Public Private Partnership (PPP), transaction-based pricing

Energy & Utility

- Energy : Supply side – Optimizing well production, Demand side – Policy interventions to provide focused subsidy
- Utility : Supply side – “Smart Grid”, Demand side – “Energy efficiency”

Communication

- Focus on transformational deals or strategic outsourcing opportunities
- Strong focus on revenue generation opportunities for the operators (m-Commerce etc.)

Banking

- Transformational opportunities around Finacle core-banking platform

Financial Services & Insurance

- Business specific solutions and products for niche and differentiated needs
- Opportunity to define Cloud strategies for Insurance adoption across various products and services

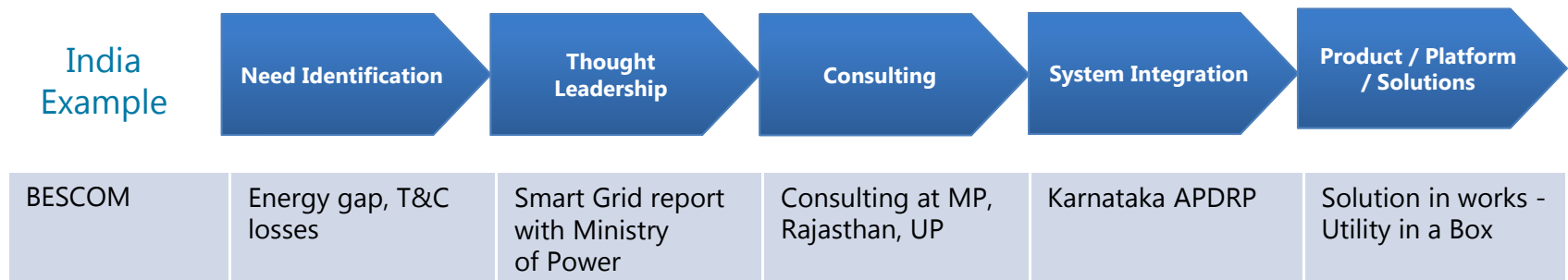
Big bets

	Opportunity	Our strengths
Smart Grid	<ul style="list-style-type: none"> To enable operational efficiency in utilities value chain \$ 500 mn market in 3-5 years 	<ul style="list-style-type: none"> Infosys, as a system integrator, will play a significant role in bringing together the electrical, operations and information technologies Leverage point solutions built and delivered globally
Digital Oilfield	<ul style="list-style-type: none"> Need for better utilization of oil assets 	<ul style="list-style-type: none"> Vast experience in E&P IT services as well as involvement in various areas of Digital Oil Field Transformation programs of global oil companies
m-Commerce	<ul style="list-style-type: none"> To enable an alternate payment mechanism and drive financial inclusion in India \$ 300 mn market in the 3-5 years 	<ul style="list-style-type: none"> Finacle Inclusion Services (FIS) as core platform Leverage Infosys' strong presence in banking industry
e-Governance	<ul style="list-style-type: none"> GOI has approved the NeGP (National eGovernance Programme) comprising of 27 Mission Mode Projects (MMPs) \$ 5 bn market in the 2-5 years 	<ul style="list-style-type: none"> Substantial resident experience through execution of multiple eGovernance programs (including Income Tax Department Central Processing Center)
Inclusivity	<ul style="list-style-type: none"> Financial inclusion Leakage management – NGEGA, direct subsidy 	<ul style="list-style-type: none"> Engaged with the wide spectrum of decision makers Organizational credibility

Vast geographical expanse, distributed inhabitation makes reach the key challenge for deployment of any nationally significant project

- Products & Platform are natural choice in overcoming some of the challenges
 - India in the third phase of IT deployment – Phase 1 was Infrastructure development, Phase 2 was value extraction
 - In Phase 3, the distributed cloud environment will play a key role in low cost access, both in government and private sector (primarily SME)

India market maturity trajectory



IP under development

XBRL : A financial accounting tool that enables companies to report their financial results in XBRL format

National innovation portal : A portal at a national level where in multiple stakeholders can interact and exchange information. This was launched nationally on 15th August (<http://innovation.gov.in>)

National Academic Depository with CDSL and CBSE : A prototype has already been showcased to the MHRD minister (press coverage (<http://www.mydigitalfc.com/it/cdsl-infy-team-depository-certificates-357>)

India Example	Need Identification	Thought Leadership	Consulting	System Integration	Product / Platform / Solutions
BESCOM	Energy gap, T&C losses	Smart Grid report with Ministry of Power	Consulting at MP, Rajasthan, UP	Karnataka APDRP	Solution in works - Utility in a Box
ITDCPC	Quicker IT processing	BPR	Consulting Department	Central Processing Center	Potential platform
Telecom major	mCommerce	Market need	Service offerings	Proprietary Platform build	Potential generic platform
E&P major	Knowledge retention	Best practices	Implementation roadmap	Services	Potential solution

Key challenges & mitigation

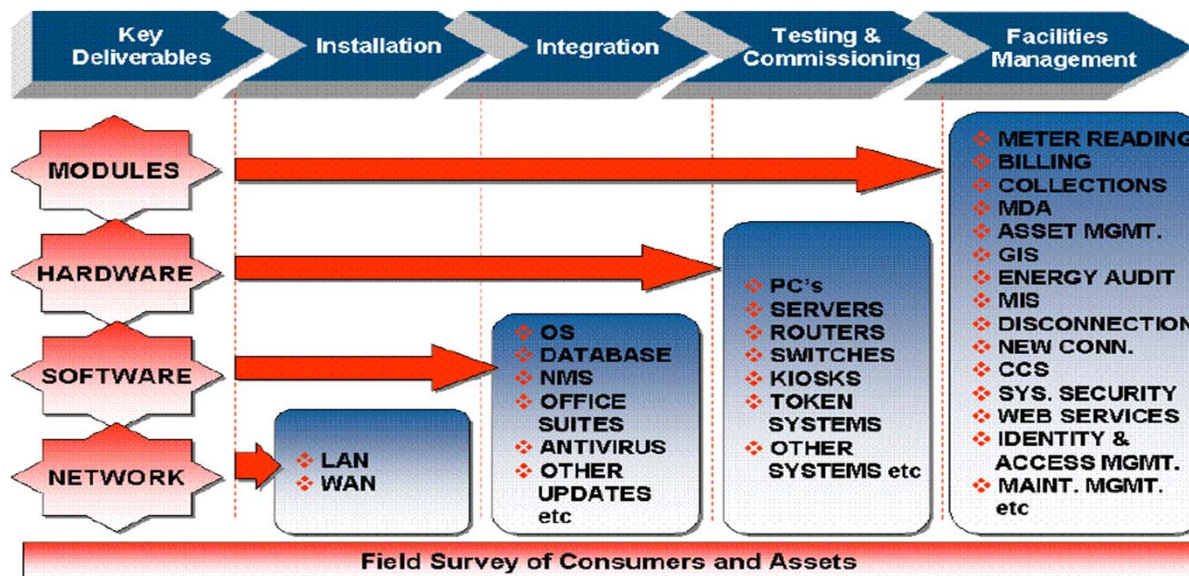
- Understanding the market needs to formulate Product, Platform or Solutions
- High exit barrier
- Ability to predict revenue, specially in case of new pricing models like transaction-based or end-user based
- Ability to manage front-loaded costs with back-loaded revenue – managing working capital and profitability with a 3-5 years business outlook
- Strong domain knowledge
- Maximize success potential of bets
- Estimation team, models perfected with historical data
- Portfolio management

Case Study – BESCO

A turnkey business transformation program with a view enable the Karnataka ESCOMs to achieve the following

Key Deliverables

- As-Is process study and To- Be process modelling
- Business process re-engineering; development, configuration and customization of business applications
- End-user training, GIS based consumer indexing and asset mapping, AMI for high value consumers, distribution transformers and feeders
- Establishment of Data Centre (DC), Disaster Recovery Centre (DRC) and IT infrastructure at identified offices
- Setting up office infrastructure, Establishment of LAN, MPLS, VPN in the identified towns
- Establishment of 5 call centres, facilities management of the entire infrastructure for a period of five years



Case Study : Income Tax Department Central Processing Center

Client context

- The client is the Income Tax Department of Government of India
- IT Dept engaged Infosys to establish a Central Processing Center(BPO) of IT returns including a complete IT system to decrease manual intervention and increase efficiency, effectiveness of IT return processing and better tax payer services
- 5 year engagement

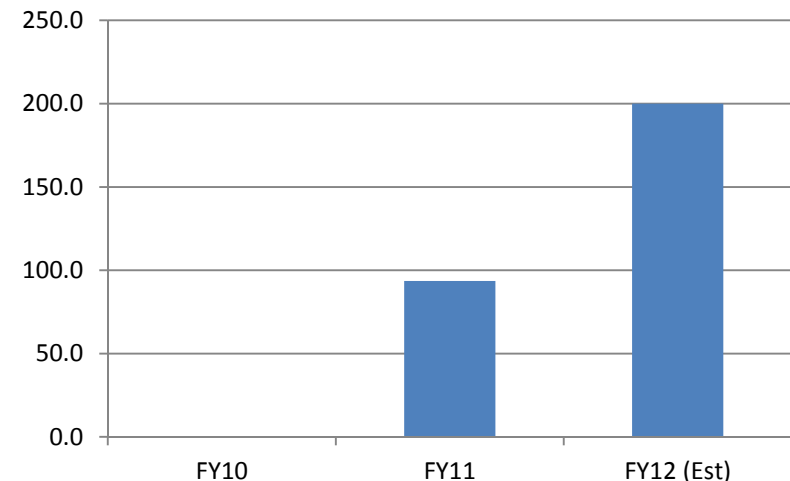
Solution Highlights

- Scope involves design, build, operations and managing the Business process operations of the Centralized Processing Center at Bangalore
- A hierarchical and tiered infrastructure architecture with Primary Data Center, Disaster Recovery Centers – MPLS WAN connectivity. LAN within CPC connects multiple user segments, desktops, printers, scanners etc
- Three-tiered governance models across the relationship. Control and performance layers having a strategic control framework for controlled change and allowing for strategic and tactical alignment

Deal structuring

- Pricing mechanisms : **Transaction-based pricing** which is based on per unit processing of e-Filed ITRs and processing of Physically filed ITRs.
- **Asset ownership** : All assets facility infrastructure, equipment, networking, hardware owned by Infosys

No of Returns (Lakhs)



- Indian market is very important for company's future growth
- India business unit will play a key role in achieving company's medium to long-term goal of achieving 1/3rd revenues from Products, platforms and solutions
- India will be a breeding ground for innovations and will be a big driver for non-linear business
- We are best positioned to create differentiation in this market by leveraging our international experience and innovative solutions

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