ANALYST MEET 2014

Building Next Generation Services Model

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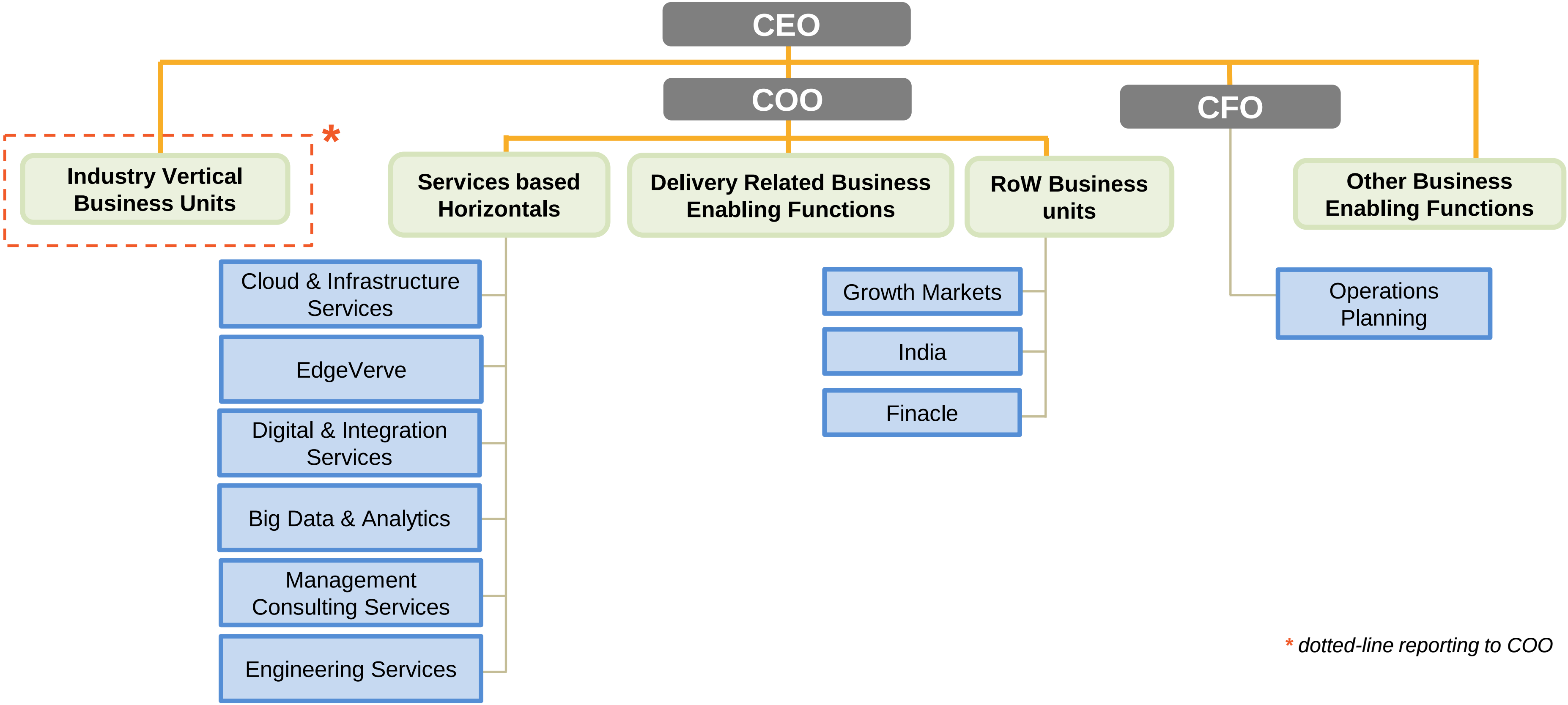
Chief Operating Officer

Safe Harbor

Certain statements in this presentation concerning our future growth prospects are forward-looking statements regarding our future business expectations intended to qualify for the 'safe harbor' under the Private Securities Litigation Reform Act of 1995, 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, 2014 and on Form 6-K for the quarter ended September 30, 2014. 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. In addition, please note that the safe harbor is as of today, and any forward-looking statements contained herein are based on assumptions that we believe to be reasonable as of this date. 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 unless it is required by law.

Our structure is aligned for growth



dotted-line reporting to COO

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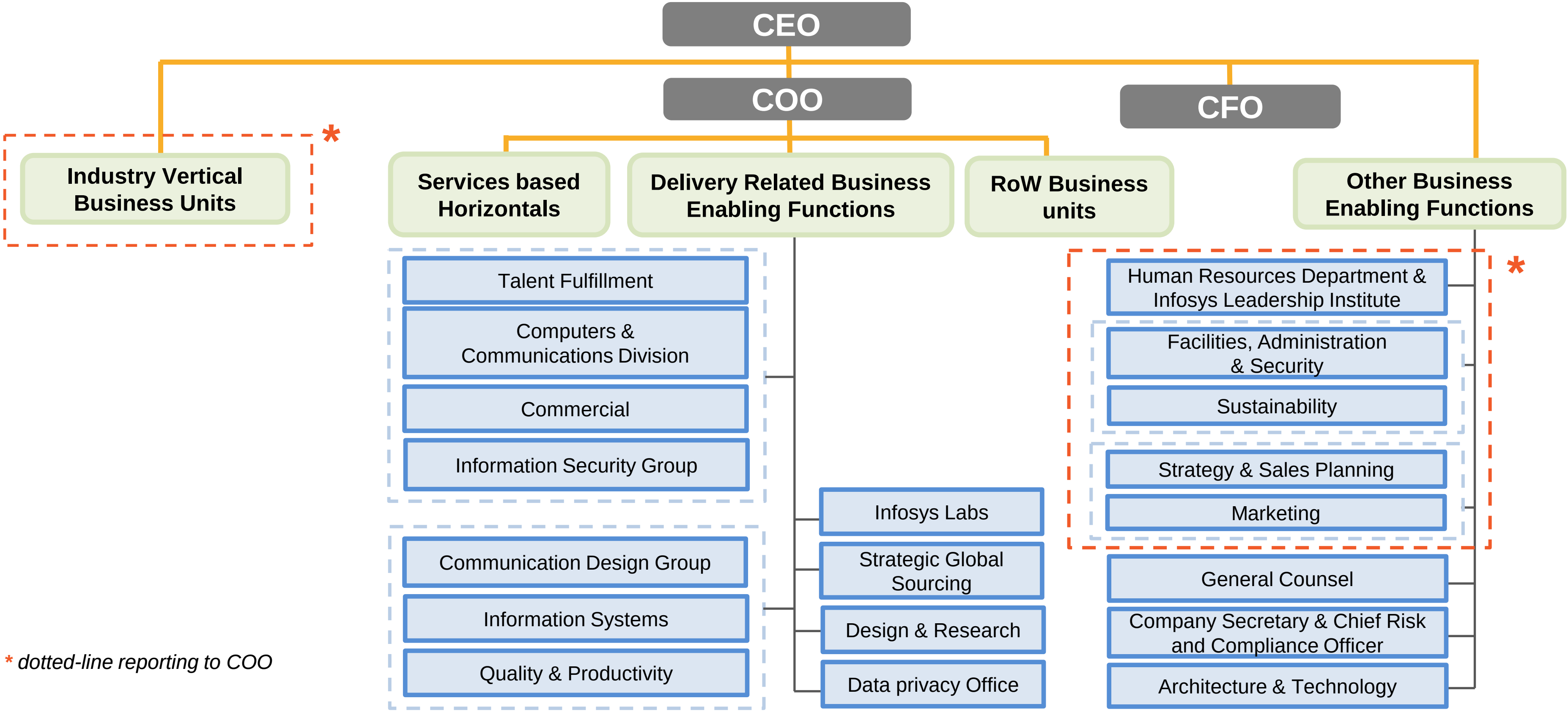

* *dotted-line reporting to COO*

We are strengthening our Sales engine – (1 / 2)

More feet on ground	**Sales Headcount additions** 207* · **Americas** 104* · **Europe** 42* · **RoW** 61*
Improve quality through sales training	• **Sales Effectiveness training program** by world-class professionals rolled out – 30% of the sales force covered till now • Deployed an **Sales readiness assessment framework** to assess and enhance sales force competency – 40% of the sales force covered till now • Introduced a sales Induction program spanning over 10 weeks for all new hires • Plan to introduce Design Thinking training for entire sales force in coming quarters
Enhanced Solution/ Proposal quality	• Adopted a proposal quality management framework to ensure high quality of proposals – **100% coverage of all large deals –** Early trends show positive improvement • Plan to **cover 40% of sales support team** on the proposal quality framework by Q4FY15

* New hires in last 2 quarters

We are strengthening our Sales engine – (2 / 2)

Increase Sales force retention

- Compensation related interventions - **increased fixed salary** component and **increased** average **bonus** payouts
- Over **200 promotions** in H2 FY15
- Improvement in sales performance management
  - Optimization of performance measures (lesser number of metrics, but more objective)
  - Movement from relative to **absolute performance rating** for more control and clarity

Improve Existing Client Relationships & New Client Acquisitions

- Created a focused program to
  - **Expand relationships** with all high potential, underleveraged accounts
  - Improve quality of **new client acquisitions**
  - **Deploy enabling tools** for account management and new client acquisitions

Our Delivery engine is geared up

Building scale in new services	**Big Data & Analytics** 59%*	**Infrastructure** 31%*	**Security** 22%*	**Cloud** 13%*	**Digital** 4%*
Recently announced partnerships	Microsoft	Hitachi	Huawei	Tableau	Amazon Web Services

Structural Improvements

- **Service Innovation Council** comprising of senior delivery leadership to spearhead service innovations
- Senior appointments in Design, Technology, Research and Architecture
- Making Technology career stream more attractive

Operations

- **Utilization** (exc. trainees) improved from 76.7% in Q4 14 to **82.3% in Q2 15**
  - Centralized talent fulfillment team, better forecasting
- Deployed Individual Productivity framework – **coverage of 82% of offshore engineers in traditional services**

* % headcount increase in last 2 quarters

Creating building blocks for Automation

Artificial Intelligence (AI) – Center of Excellence

- 3-week course covering all the key aspects of AI launched
  - 1,000 people trained so far in Machine Learning
  - Plan to train 500 people every quarter
- Plan to leverage startups with specific AI-based IPs of our interest

Design Thinking

- Design Thinking training rolled out – 70% coverage of US based management services consultants
- Design Thinking training introduced as part of induction program – 8,000 freshers trained
- Plan in place to roll out Design Thinking training to the entire organization

Open Source

- Significant investments on capability building, internal processes and infrastructure
- Rapid experimentation and proof of concepts, communities organized around specific focus areas like Big Data, Responsive Web Design, DevOps
- A partner ecosystem to enable innovative solutions for our clients.

Building differentiation through Automation – early results

Application Maintenance, Infrastructure Management	• Developed “**Infosys Automation Platform**” that enables creating intelligent robots to resolve ITSM tickets and support asks without human intervention • Up to **30% faster ticket resolution** achieved
Independent Validation Services	• Developed “**Infosys data testing workbench**” to enable automatic validation of data for quality and completeness in complex testing scenarios involving heterogeneous data sources • About **40% reduction** in testing effort is achieved
Big Data & Analytics	• Open source “**Infosys Information Platform”** based on Apache Spark -- lower cost alternative to proprietary EDW • Multiple customer engagements on Retail, FS and Manufacturing • Insights around customer segmentation, propensity to buy, predictive maintenance, vehicle pricing
Business Process Management	• **Infosys DEEP (Data Extraction and Enrichment Platform)** enable automatic extraction and validation of data from various documents and feed into business applications • **Infosys PARE (Performance Analysis and Reporting Platform)** automates entire data reconciliation and report generation • **70%** touch **less processing** with about **40% reduction** in manual effort

Large transformation deals – few examples

- Technology modernization with data center transformation for a North American automobile manufacturer
- Enterprise Agile transformation and DevOps adoption for a large telecommunication player based out of ANZ region
- Building, managing and governing a Hybrid IT Ecosystem for a financial services company based in ANZ region

Driving growth through Innovation – Infosys Innovation Framework

Key pillars of Innovation @Infosys

A team of specialists to solve the trickiest of business problems

Industry-leading business platforms to accelerate value realization

Working with startups to bring cutting-edge solutions with scale and speed

Creating environments which bring together relevant skills to achieve impact via rapid innovation cycles

Enhancing the creative confidence of every employee to co-innovate with clients

People

Addressing Attrition

- Compensation related intervention – 100% variable payout in Q2 15
- Excellent participation on the annual employee survey at 72% - Actionizing the survey feedback has begun
- SWAT team formed to review internal policies to enhance employee experience
- Multiple interventions to facilitate career mobility through ease of movement
- About 14,000 employees covered in job enrichment program through Experiential learning

Enhancing Employee Engagement

- Created a platform for gathering ideas from all our employees across the board through Murmuration - ~2,650 suggestions / ideas gathered; top ideas being evaluated
- 9 different channels for enhancing employee connect and engagement with leadership

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Thank You