

# Manufacturing

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### 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 guarter 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.



## Software is re-shaping the world



25 Bn+ Embedded & Intelligent systems \$2.4 Trillion : Economic Impact of IoT 2.2 M TB of data created everyday

6 billion cell phones for 7 billion people 3D Printing disrupts \$10 Trillion MFG industry

## The paradigm shifts in Manufacturing





### Driving growth by enhancing client value

#### MFG SEGMENT AS % OF INFOSYS REVENUE



# Increasing share of Infosys revenues

From 19% to 23% of Infosys revenues, steadily expanding footprint

### **Growing portfolio**

200+ clients and growing

### **Driving thought leadership**

- Microsoft Supplier Award for Market Agility
- Tauber Institute, Michigan
- USC Marshall CGSCM

### Strong presence across all segments

#### Hi-Tech

- Consumer Electronics
- ISVs
- Semiconductors
- Telecom OEMs

#### **Automotive**

- OEMs
- Captive Finance
- Suppliers
- Dealers

#### Aero & Defense

- Aero OEMs
- Defense
- Tier-1 Suppliers

#### Resources

- Agribusiness
- Chemicals
- Metal & Mining

#### Industrial

- Industrial & Farm Equipment
- Electrical / Electronics
- Diversified Mfg



Microsoft, Cisco Philips

One of the largest Hi - Tech practices in industry



Toyota, Volvo, Harley-Davidson

All of the top 12 automotive OEMs in the world



Spirit Aero-Systems, Bombardier

2 largest aerospace OEMs 4 of the top 10 aerospace companies



Syngenta, Rio Tinto

6 out of the top 20 resources companies



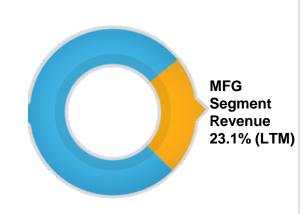
ABB, Cummins

7 out of the top 25 industrial companies



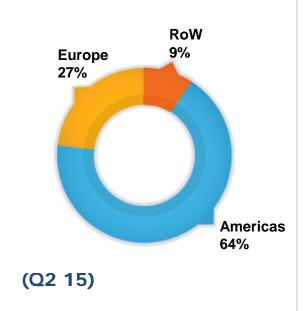


## Manufacturing: state of the business

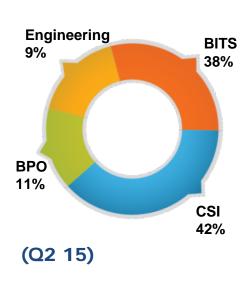


\$1.97bn (LTM)

Increasing revenue share



Revenue from geos



**Strong portfolio of services** 

### Recent news



"The Infosys solution demonstrates the powerful confluence of Data Science and an industry leading Big Data analytics platform in solving some of our biggest service optimization opportunities"

- Andy Mattes, CEO, Diebold

\$ 125 mn TCV with Hi-tech major for managed IT services Multi-million dollar new account win with French auto major for offering application support

Multi-year agreement with Daimler AG for Infrastructure Driving innovation with solutions in Cloud, Big Data, Analytics & IoT Co-creating next generation solutions with our clients — Toyota DARV

## **Duality in the opportunity**



RENEW THE CORE BUSINESS

INNOVATE INTO

NEW

BUSINESSES

A CULTURE OF LEARNING, CREATIVITY & PURPOSE

### **Renewing processes and operations**





 Multi-year transformation through standardized processes, platforms and tools across 90 countries



#### For a global networking major

 Drove process harmonization and operations integration across order management, supply chain, services and sales force integration



## **Building NEW innovative offerings**





 Built a Digital Aviation Platform (DAP) and helped save over >\$5 Mn per airline/year through reduced disruptions in Airline performance

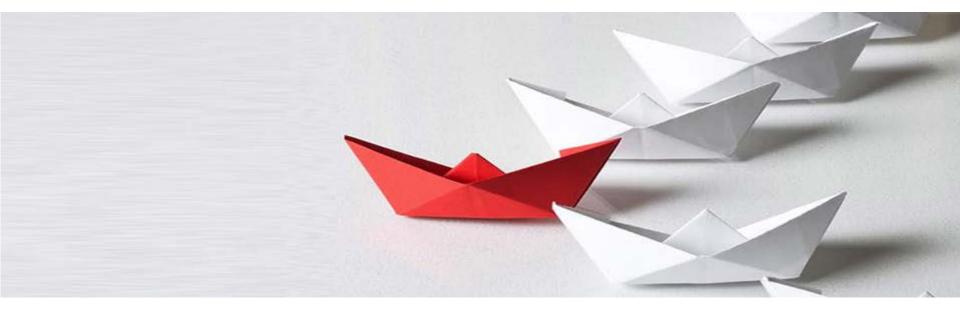


#### For a global automotive major

 Helped develop a next-generation 'connected car' prototype that works to reduce driver distraction using motion control technology.



### What set us apart and will... going forward



Track record of delivering large-scale transformation programs

Ability to scale to all needs across engineering, IT & process

Staying ahead of the curve by investing in new technologies and practices

Customer-centric solutioning and flexibility in deals, delivery models Global vertical structure for seamless delivery across geographies

### Looking ahead... strategic bets for growth



ERP-driven Transformation Cloud & Infrastructure deals

Digital Transformation with Big Data and Analytics Internet of Things & Connected Devices



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