

Infosys \_\_\_\_\_  
**analyst meet**  
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## Sales Effectiveness

Mohit Joshi

*President and Head – Financial Services*

# 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, 2016. These filings are available at [www.sec.gov](http://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 date of this presentation is August 26, 2016, 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.

A person in a dark suit is shown from the chest up, holding a black marker in their right hand. They are drawing a green dashed line on a whiteboard. The line starts from the bottom left, moves horizontally, then curves upwards and to the right, ending near the person's hand. On the left side of the image, there is a dark teal square with a white border containing white text.

# **SALES EFFECTIVENESS**

**– KEY OBJECTIVES**

# **SALES EFFECTIVENESS**

**– KEY OBJECTIVES**

**Large Deals**

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**Top Accounts**

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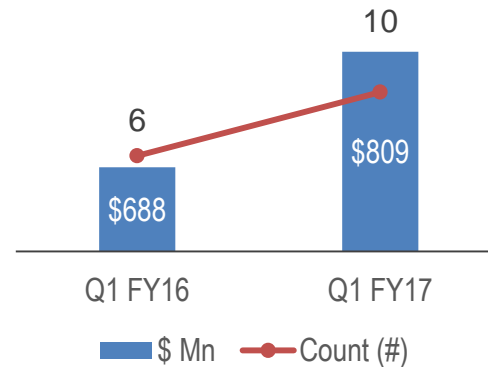
**Technology enabled Sales**

# THE GROWTH DRIVERS...

## Large Deals

- Pan Service Line Solutions
- Desirability, Feasibility, Viability Interventions

### Large Deal Wins



# THE GROWTH DRIVERS...

## Top Accounts

- Helping Clients Reimagine Business
- Leveraging the “New”

Avg. size of  
top 10 accounts \$ Mn

201

217

Q1 FY16

Q1 FY17

# 100 Mn+ accounts

14

17

Q1 FY16

Q1 FY17

# TECHNOLOGY ENABLED SALES...

## CRM

- Simple Process, Integration of Lead channels
- Machine learning interventions

## Social Selling

- Maximising Network strength
- Engaging with Insights



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Thank you