



Infosys

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# Analyst Meet

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2018

# Safe Harbor

“Certain statements mentioned 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, 2017. 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. 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.”

# STRATEGY PILLARS

i

**Scale Agile Digital**

ii

**Energize the Core**

iii

**Re-skill our People**

iv

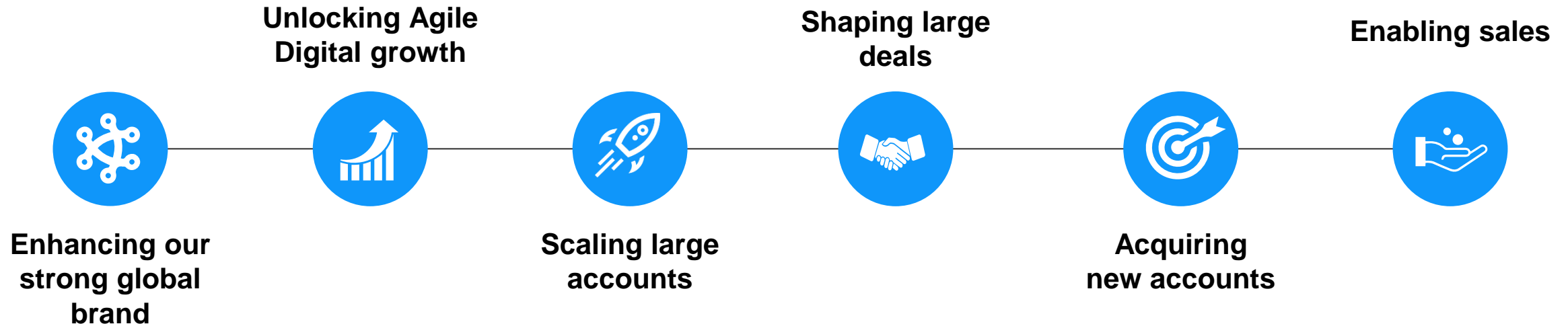
**Expand Localization**

# GO-TO-MARKET

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Mohit Joshi  
*President*

# Our investments in Sales & Marketing will further strengthen our ability to help clients “Navigate your Next”





## Enhancing a strong global brand

- Brand differentiation in Agile Digital
- Compelling global employer brand



## Unlocking Agile Digital growth

- Front-end capability
- Industry specific digital stacks, studios, & labs



## Scaling large accounts

- Augment account teams with digital experts
- Proactive partnering



## Shaping large deals

- Amplify deal origination
- Deal specialists
- Differentiated solutions



## Acquiring new accounts

- Geo & sub-segment BDMs
- Differentiated incentives



## Enabling Sales

- Infosys Sales Academy
- Lex: learn on the go
- Systems to connect & collaborate



Thank You