

Sales acceleration and Financial Services Digital transformation

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**Being Resilient
That's Live Enterprise**

Safe harbor

Certain statements in this presentation concerning our future growth prospects, financial expectations and plans for navigating the COVID-19 impact on our employees, clients and stakeholders are forward-looking statements 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 COVID-19 and the effects of government and other measures seeking to contain its spread, risks related to an economic downturn or recession in India, the United States and other countries around the world, changes in political, business, and economic conditions, 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, unauthorized use of our intellectual property and general economic conditions affecting our industry and the outcome of pending litigation and government investigation. 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, 2020. 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 unless it is required by law.

Infosys sales transformation is being driven by

5 key initiatives...

Market facing strategies



Large Deals

Account Expansion



New Account Openings



Foundational capabilities



Sales Force Transformation

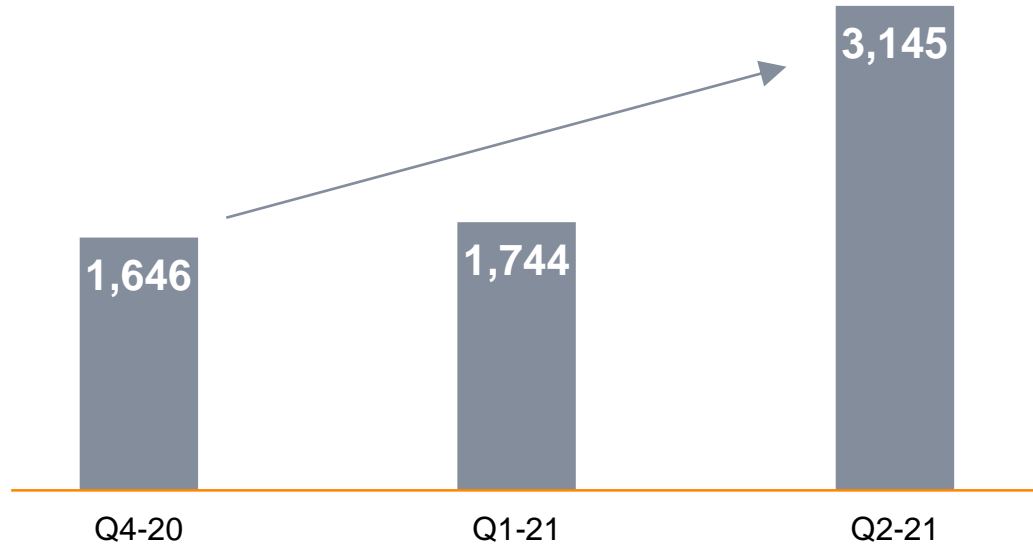
Reimagine Processes

Sales Enablement

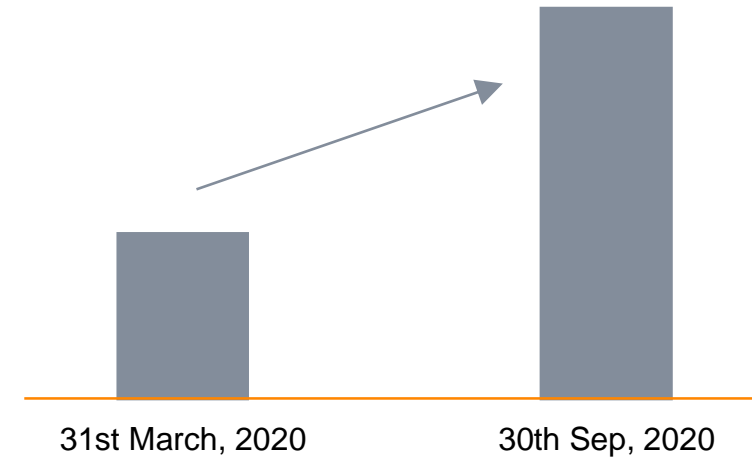


Reimagine Experience
Shared Digital Infrastructure

We have just concluded our strongest-ever quarter for large deals, driven by Net New Digital Revenue



Quarterly TCV wins, \$M



Large deal qualified pipeline movement

- Over \$5B large deal contracts signed since second half of March, indicating continued confidence by our clients
- Most of the deals signed in the quarter were Net New
- All net new deals have a digital share over 50%
- Significant growth in large deal qualified pipeline led by:
 - Cloud-led infrastructure transformation deals
 - Full-stack vertical platforms
 - Ecosystem play leveraging Alliances and Partnerships

We quickly adapted our strategy to help our clients not only deal with the short term, but to also address their longer-term imperatives...



Developed targeted propositions relevant to our clients



Enabled our sales teams to remain effective in the virtual selling environment

Cost Take Out

Captive Carve Out

ITaaS and other XaaS models

Vendor Consolidation

Digital Transformation

Successful closure and implementation of large deals won to maintain **delivery excellence**

Infosys Meridian

Virtual facility tours, interactive presentations, collaboration

Virtual Selling Playbook

New buyer and buying process, Best practices for virtual selling

Remote Enablement

Using InfyMe:
Remote learning, Remote Onboarding, CRM updates & tagging

Leadership

Communication

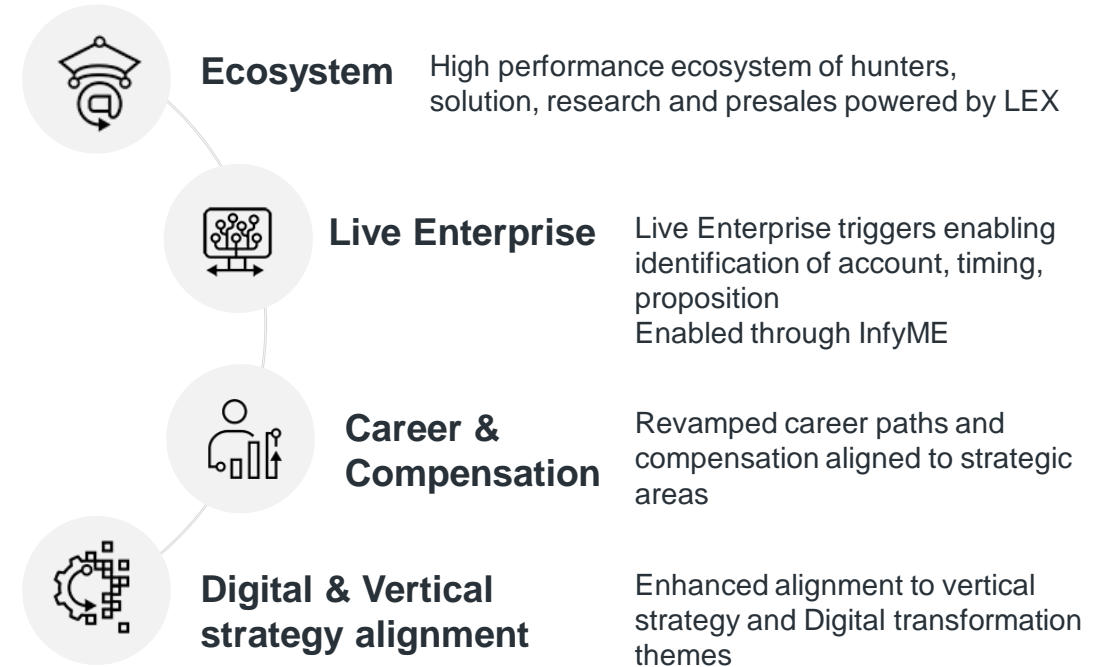
Weekly meetings with CEO on deals, tracking trends, response to client situations

Over **90% offer acceptance** on large rebadge deals during this period

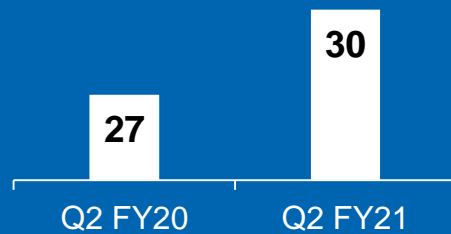
In **close and regular connect** with stakeholders on deals to mitigate any transition issues and risks; more rigorous transition tracking

Flexibility in contractual discussions to cater to requirements as a result of the pandemic: Insurance, Focus on Business Continuity, Force Majeure

The strong focus on execution also helped open new accounts and scale existing relationships



>\$100M accounts



The partnership with Vanguard embodies our strategy...

Vanguard and Infosys Announce Strategic Partnership

Partnership will advance digital transformation of Vanguard's defined contribution recordkeeping business

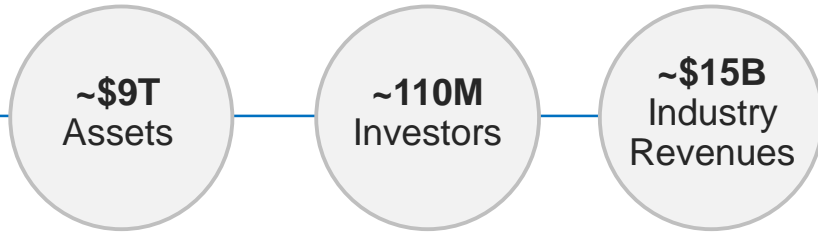
VALLEY FORGE, PA (July 14, 2020) – Vanguard today announced it will partner with Infosys as part of its ongoing strategy to enhance and evolve its full-service defined contribution (DC) business. This strategic partnership will deliver a technology-driven approach to plan administration and fundamentally reshape the corporate retirement plan experience for its sponsors and participants.



... building a retirement center of excellence

The workplace retirement industry faces an imperative for digital transformation

US Workplace Retirement



Disruptive Forces

Rising expectations for service and digital experience

Demand for greater cost efficiency

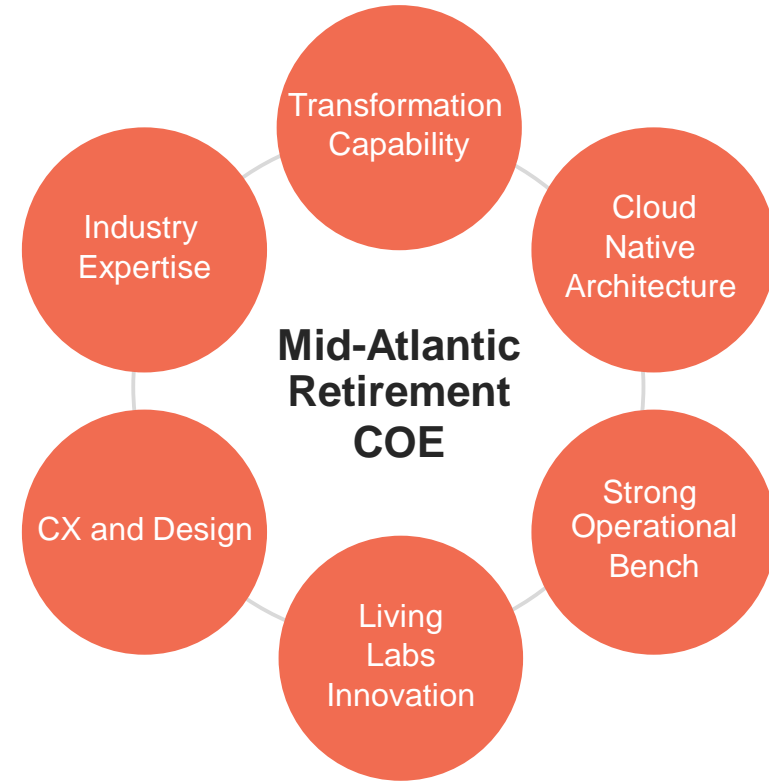
Demand for customization and integration

Provider consolidation and threats from new entrants

Regulatory changes adding complexity

Legacy, mainframe technology throughout the industry

Infosys has a unique set of capabilities to help clients in this rapidly changing industry



THANK YOU

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