

Infosys®

33rd

Annual
General
Meeting

www.infosys.com

Financial updates

Rajiv Bansal

Chief Financial Officer

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-timeframe 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 December 31, 2013. 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 date of this presentation is June 14, 2014, 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.

- Revenues grew 24.2% to ₹50,133 crore
- In US dollar terms, revenue growth rate doubled to 11.5% (12.4% in constant currency)
- Net profit grew 13.0% to ₹10,648 crore
- Dividend policy changed to up to 40% of consolidated post-tax profits
 - Recommended final dividend of ₹43 per share
 - Total dividend for the year will be ₹63 per share amounting to ₹3,618 crore

- Cash and cash equivalents ⁽¹⁾ of ₹30,251 crore as at March 31, 2014, up from ₹23,958 crore as at March 31, 2013
- Net cash from operations at 114% of net profits
- DSO improved from 64 days to 61 days
- 238 clients added during the year
- 39,985 employees (gross) added during the year

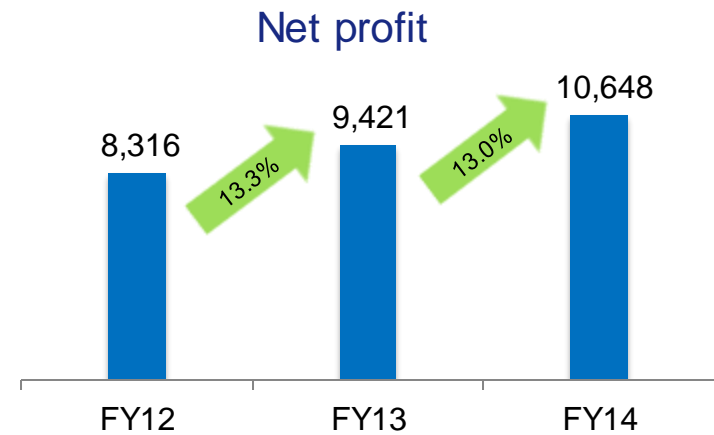
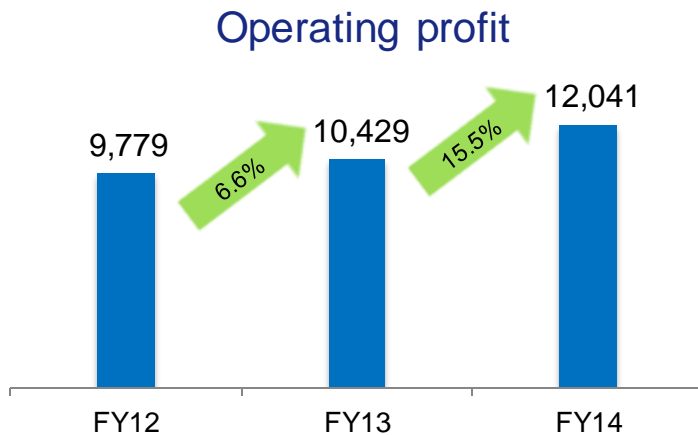
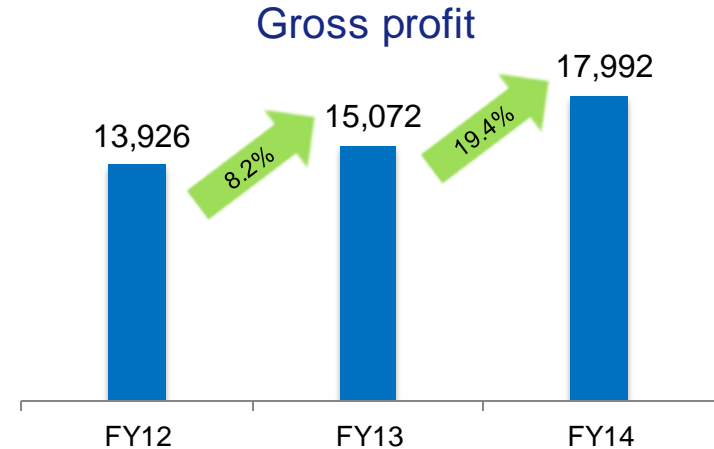
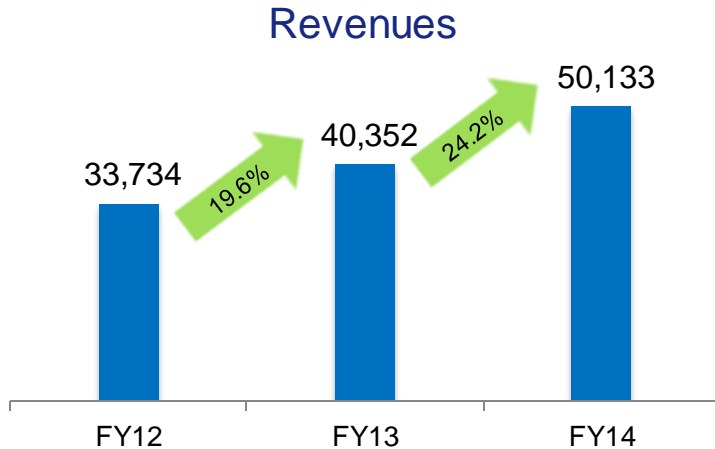
Based on IFRS INR financials

⁽¹⁾ Includes current available-for-sale financial assets, certificates of deposit and tax-free bonds

Summary financial performance

	FY14		FY13		YoY Growth
IFRS – in USD million					
Revenues	8,249		7,398		11.5%
Gross profit	2,957	35.8%	2,761	37.3%	7.1%
Operating profit	1,979	24.0%	1,909	25.8%	3.7%
Net income	1,751	21.2%	1,725	23.3%	1.5%
EPS (\$)	3.06		3.02		1.3%
IFRS – in INR crore					
Revenues	50,133		40,352		24.2%
Gross profit	17,992	35.9%	15,072	37.4%	19.4%
Operating profit	12,041	24.0%	10,429	25.8%	15.5%
Net income	10,648	21.2%	9,421	23.3%	13.0%
EPS (INR)	186.35		164.87		13.0%
USD – INR (average rate)	60.75		54.54		11.4%
Constant currency revenues					
Constant currency growth	12.4%				

Our revenues and profit growth accelerated **33rd** Annual General Meeting



(in IFRS INR)

We grew across all segments & geographies

(in ₹ crore)

Business segment	FY14	% of Rev	FY13	% of Rev	Growth
Financial Services and Insurance (FSI)	14,698	29.3%	12,240	30.3%	20.1%
Manufacturing (MFG)	10,853	21.6%	8,352	20.7%	29.9%
Energy & Utilities, Communication and Services (ECS)	7,932	15.8%	6,407	15.9%	23.8%
Retail, Consumer Packaged Goods and Logistics (RCL)	8,346	16.7%	6,845	16.9%	21.9%
Life Sciences and Healthcare (LS & HC)	3,399	6.8%	2,363	5.9%	43.8%
Growth Markets (GMU)	4,905	9.8%	4,145	10.3%	18.3%
Total	50,133	100.0%	40,352	100.0%	24.2%

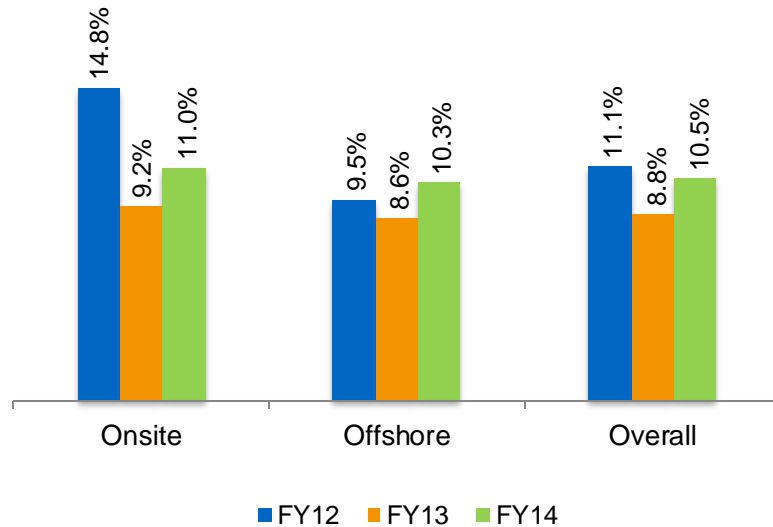
(in ₹ crore)

Geography Segment	FY14	% of Rev	FY13	% of Rev	Growth
North America	30,413	60.7%	25,103	62.2%	21.2%
Europe	12,250	24.4%	9,338	23.1%	31.2%
India	1,294	2.6%	841	2.1%	53.9%
Rest of the World	6,176	12.3%	5,070	12.6%	21.8%
Total	50,133	100%	40,352	100%	24.2%

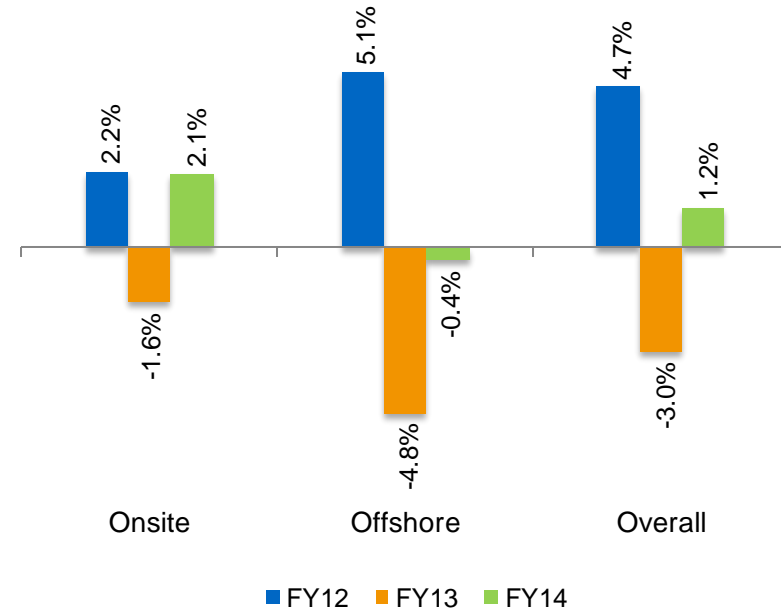
Based on IFRS financials

Our volumes grew while realization was stable...

Volume growth

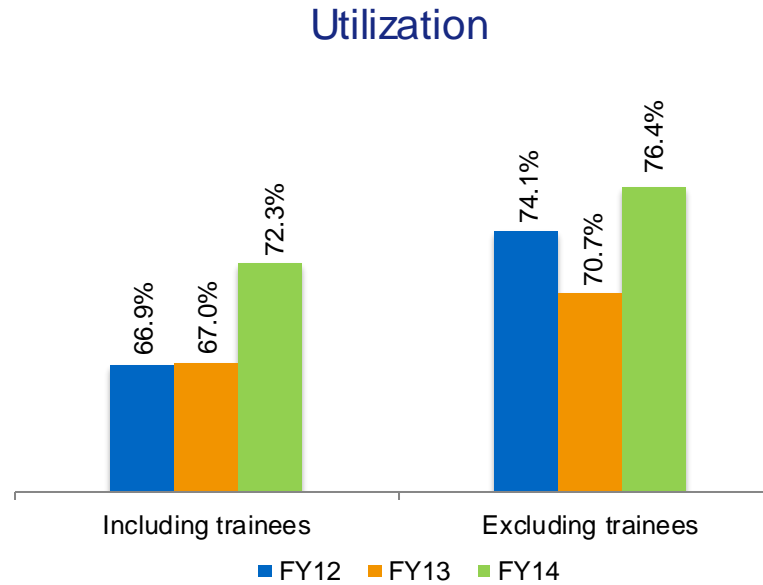


Change in realization



Data presented for IT services only

... and utilization improved



Data presented for IT services only

Global currencies were highly volatile and the INR depreciated against the USD

Revenues by currency	FY14	FY13	FY12
USD	68.8%	70.6%	71.7%
AUD	7.9%	8.3%	7.6%
EUR	10.3%	8.8%	7.7%
GBP	5.9%	6.4%	6.8%

Average rate of USD vs.	FY14	FY13	Appreciation / (Depreciation)
INR	60.75	54.54	-11.4%
AUD	0.93	1.03	-9.7%
EUR	1.35	1.29	4.7%
GBP	1.60	1.58	1.3%

Other income and hedges

Other income

(in ₹ crore)

	FY14	FY13	FY12
Interest and dividend	2,380	2,022	1,834
Exchange gain / (loss)	230	258	52
Others	59	79	18
Total	2,669	2,359	1,904

Hedge positions

(in \$ million)

	FY14	FY13	FY12
Forwards	1,038	1,102	839
Options	20	–	50
Total	1,058	1,102	889

Income taxes

(in ₹ crore)

	FY14	FY13	FY12
Tax expense	4,062	3,367	3,367
Profit before tax	14,710	12,788	11,683
Effective tax rate	27.6%	26.3%	28.8%

We have a strong Balance Sheet

(in ₹ crore)

Assets	FY14		FY13	
Current assets				
Cash & cash equivalents ⁽¹⁾	29,006	51%	23,571	51%
Trade receivables	8,351	15%	7,083	15%
Unbilled revenues	2,811	5%	2,435	5%
Pre-payments and other current assets	2,636	4%	2,123	5%
Derivative financial instruments	215	0%	101	0%
Total current assets	43,019	75%	35,313	76%
Non-current assets				
Property, plant and equipment	7,887	14%	6,468	14%
Goodwill	2,157	4%	1,976	4%
Intangible assets	342	1%	368	1%
Available-for-sale financial assets ⁽²⁾	1,252	2%	394	1%
Deferred income taxes	656	1%	503	1%
Income tax assets	1,522	3%	1,092	2%
Other non-current assets	220	0%	237	1%
Total assets	57,055	100%	46,351	100%

Based on IFRS financials

⁽¹⁾ Includes financial assets available-for-sale and certificates of deposit

⁽²⁾ Includes tax-free bonds of ₹ 1,245 crore and ₹ 387 crore as of March 31, 2014 and March 31, 2013 respectively

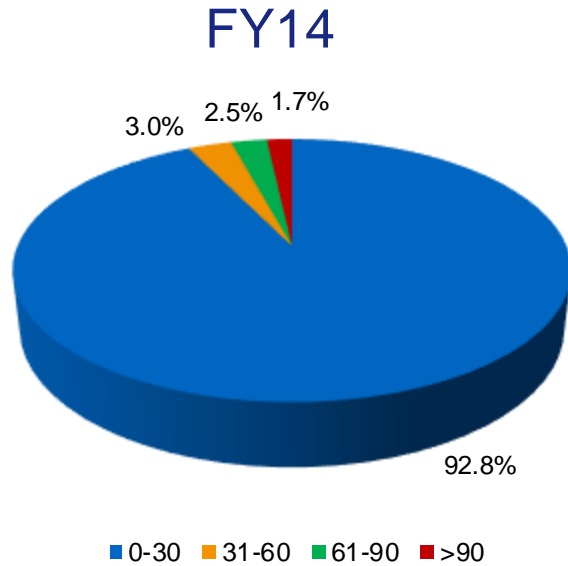
We have a strong Balance Sheet (contd.)

(in ₹ crore)

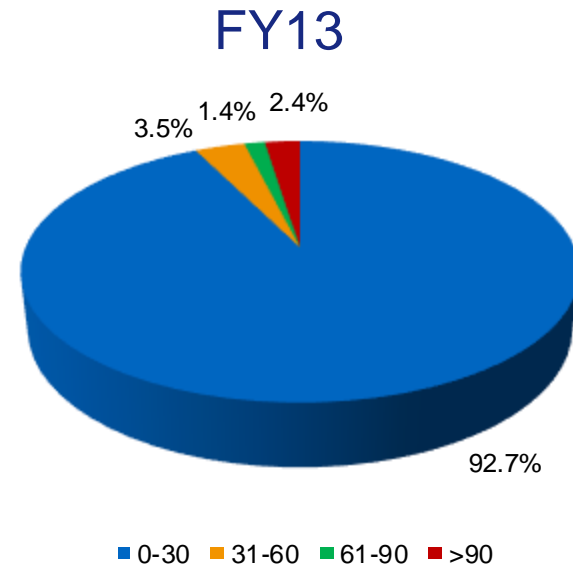
Liabilities and stockholders equity	FY14		FY13	
Current liabilities				
Current income tax liabilities	2,187	4%	1,329	3%
Unearned revenue	660	1%	823	2%
Employee benefit obligations	954	2%	614	1%
Accrued compensation to employees	1,594	3%	723	1%
Accrued expenses	1,846	3%	1,283	3%
Withholding taxes	912	1%	699	1%
Other current liabilities	985	2%	815	2%
Total current liabilities	9,138	16%	6,286	13%
Non-current liabilities	387	1%	268	1%
Stockholders equity				
Share capital	286	1%	286	1%
Share premium	3,090	5%	3,090	6%
Retained earnings	43,584	76%	36,114	78%
Other components of equity	570	1%	307	1%
Total liabilities and equity	57,055	100%	46,351	100%

Based on IFRS financials

Our receivables are under control



Days sales outstanding: 61 days



Days sales outstanding: 64 days

Based on IFRS INR financials

We continue to balance liquidity and return

	Threshold	FY14	FY13	FY12
ROCE (%) ⁽¹⁾		35.8%	37.3%	40.9%
Times cost of capital	2.0x	2.7x	2.3x	3.5x

ROIC (%) ⁽¹⁾		62.2%	64.9%	71.5%
Times cost of capital	3.0x	4.7x	4.0x	6.2x

Liquid assets / total assets ⁽¹⁾	40.0%	53.4%	51.8%	55.6%
Liquid assets / revenue ⁽¹⁾	25.0%	63.5%	60.6%	63.7%

Dividend (% to net profits) ⁽²⁾⁽³⁾⁽⁴⁾	Up to 40%	39.7%	29.9%	29.7%
--	-----------	-------	-------	-------

Notes: Based on standalone Indian GAAP financials

⁽¹⁾ Liquid assets include cash and cash equivalents, investment in liquid mutual funds, fixed maturity plan securities, certificates of deposit and tax-free bonds

⁽²⁾ Dividend is calculated as a percentage of consolidated profits

⁽³⁾ Excludes special dividend for FY 2012

⁽⁴⁾ The dividend payout threshold has increased from 30% to 40% effective fiscal 2014

Infosys BPO – Consolidated

	Year ended Mar-14	Year ended Mar-13	Growth
Revenue (₹ crore)	3,278	2,572	27.4%
PAT (₹ crore)	578	458	26.2%
PAT / Revenue	17.6%	17.8%	
No. of employees	27,157	24,634	10.2%

Infosys Lodestone – Consolidated ⁽¹⁾

	Year ended Dec-13	Period ended Dec-12	Growth
Revenue (₹ crore)	2,245	216	939.4%
PAT (₹ crore)	18	14	28.6%
PAT / Revenue	0.8%	6.5%	
No. of employees	1,511	891	69.6%

⁽¹⁾ Lodestone was acquired effective October 22, 2012

Infosys Public services

	Year ended Mar-14	Year ended Mar-13	Growth
Revenue (₹ crore)	1,050	602	74.4%
PAT (₹ crore)	23	-10	330.0%
PAT / Revenue	2.2%	-1.7%	
No. of employees	174	182	-4.4%

Infosys China

	Year ended Dec-13	Year ended Dec-12	Growth
Revenue (₹ crore)	684	556	23.0%
PAT (₹ crore)	-2	-14	85.7%
PAT / Revenue	-0.3%	-2.5%	
No. of employees	2,921	3,066	-4.7%

Infosys Mexico

	Year ended Dec-13	Year ended Dec-12	Growth
Revenue (₹ crore)	217	160	35.6%
PAT (₹ crore)	1	7	-85.7%
PAT / Revenue	0.5%	4.4%	
No. of employees	795	753	5.6%

Infosys Brazil

	Year ended Dec-13	Year ended Dec-12	Growth
Revenue (₹ crore)	187	109	71.6%
PAT (₹ crore)	-33	-12	-175.0%
PAT / Revenue	-17.6%	-11.0%	
No. of employees	601	371	62.0%

Infosys Sweden

	Year ended Dec-13	Year ended Dec-12	Growth
Revenue (₹ crore)	3	8	-62.5%
PAT (₹ crore)	–	–	–
No. of employees	2	6	-66.7%

Infosys Shanghai

	Year ended Dec-13	Year ended Dec-12	Growth
Revenue (₹ crore)	–	1	-100.0%
PAT (₹ crore)	-9	-15	40%
No. of employees	–	55	-100.0%

Infosys Australia ⁽¹⁾

	Year ended Mar-14	Year ended Mar-13	Growth
Revenue (₹ crore)	–	2	–
PAT (₹ crore)	–	2	–
No. of employees	–	–	–

⁽¹⁾ Infosys Australia is in the process of being liquidated

Infosys®

33rd

Annual
General
Meeting

www.infosys.com

Thank You



Infosys[®]

33rd

Annual
General
Meeting

www.infosys.com