

# **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, 2017. 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 24, 2017, 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.

Infosys 36 ANNUAL GENERAL MEETING

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# **Our Endeavor** Next Generation Services In The Time Of A.I. DR. VISHAL SIKKA, CEO

AUTOMATE | INNOVATE | EDUCATE



# WHAT HOW WHY

AUTOMATE | INNOVATE | EDUCATE

# **Our Endeavor To Build a Next-Generation Services Company**



A Software-led Transformation of Every Company, and Our Company

First Articulated in Oct 2014

**Renew + New + Culture** 

A Simple Strategy to Thrive in Times of Massive Digital Disruption

- Retake the mantle of **iconic**, **bellwether** company
- Committed to consistent and profitable growth
- Further strengthen our founding **culture and values**

# "From reactive problem solvers, to proactive problem finders."

- Mr. Murthy, in conversation, 2016

# Revenue Growth in Constant Currency +8.3% (13.3%, 7.1%)\* Operating Margin 24.7% (25.0%, 25.9%)\*

\*FY17 (FY16, FY15)



\$100M+ Clients: **12** in Q1FY15, **19** in Q4FY17 Large Deals: **\$3.49B** (\$3.86B, \$1.93B)\* Two Quarters of Large Deal TCV > **\$1.2B** 

\*FY17 (FY16, FY15)



### FY17 Utilization 81.7%

### FY17 Revenue per FTE **\$51.4K** | Automation **11,000** Jobs Released

Nia Automation Use Cases (RPA/AE): 81 Clients



### **Standalone Attrition**

### 23.4% in Q1FY15 (18.9% FY15), 15.8% in Q1FY17 (15.0% in FY17)

Single Digit High Performer Attrition



India Income Tax 4.57Cr Returns, 3.5Cr TDAS, Processing Time from 425 days to 31 days
Dept. of Post 23,331 Branches, 67Cr Accounts, 27K Mobile Branches, 25K+ McCamish
GST 90 Lakh Tax Payers, 60K TPS, Largest Open Source, Largest Tax Project

### Zero Bench

41,762 Work Packets Created

23,943 Completed and Closed

~100% Bench Employees Engaged

### **Zero Distance**

16,551 Ideas Created

8,368 Discussed with Client

2,241 Implemented

~40 Town Halls Across Global Locations



### **New Services**

High Growth, High Margin, High RPE

Strong Penetration in Top Accounts

Mainframe Modernization, API Economy, BI Renewal, Salesforce, Netsuite, BPO (New), Cyber Security, ServiceNow, Big Data & Analytics, Infosys Digital, Strategic Design Consulting, ...



### **New Software**

Nia, Panaya, Skava, Edge, Platform

Nia A.I. Use Cases: 70+ Clients, 160+ Scenarios

42%+ Growth FY17

Education: Learning Platforms, MOOC Usage, New Courses ILP 21K Foundation, 46K Continuous Ed, 177 Courses Digital Tutor 110K Unique Users, 3,528 Videos Design Thinking 140K+ | Agile & DevOps 24K+ Machine Learning, NIA ... 3K+ "We chose Infosys for their **ability to deliver on the current IT needs** for Evonik, and for their capabilities to support us on **future technology modernization** programs. Infosys is supporting us in the transformation of our Procurement landscape as part of Evonik's Procurement 2020 vision. In addition, through the ideas generated by the company's **Zero Distance** initiative, we have leveraged **Infosys Artificial Intelligence Platform Nia and its cognitive automation capabilities**, in our platform operations and have been able to analyze and **reduce duplicate system monitoring alerts by 15%**. We look forward to more such ideas from Infosys driving the shape of our partnership in the future."

> Thomas Meinel SVP & Head of Application Management EVONIK INDUSTRIES AG

"Infosys is a **strategic partner for Visa** in our workforce and technology transformation journey. The partnership with Infosys helped Visa in establishing a new technology center in India within 10 months by helping us **hire and onboard critical talent** in the region. We were able to leverage Infosys scale in hiring and training capabilities while at the same time creating our own distinct culture.

Another pillar of our partnership with Infosys is around **technology expertise and resources** in supplementing our R&D efforts. Our collaboration is in the areas of **distributed computing, fault tolerant systems and high performance engineering**. We selected Infosys as one of our strategic partners as they have **global experience across industries, depth in technology and deep customer empath**y. We also benefit from the investments that Infosys makes in **software + services architectures** and **design thinking led service offerings**."

> Michael Ross, Global Head of HR Rajat Taneja, EVP, Technology VISA

"JCI partnered with Infosys to drive **AI-led enterprise automation** and **operational efficiency** using the **Nia platform**. The initial focus was to bring operational efficiency in Enterprise IT covering areas such as ERP, CRM, Database, and Legacy system. Leveraging the platform's **machine learning, Natural Language Processing (NLP) and knowledge model capabilities** Infosys was able to analyze logs, identify the root cause and in turn self-heal various hotspots to reduce the p1 outages. This resulted in SLA compliance for critical business processes which delivered **significant savings** for JCI. The partnership continues to evolve and the focus has shifted significantly into applying the Nia platform within the functional areas of Supply Chain, Field services, Finance and Operations in order to **deliver process improvements and impactful financial benefits**."

> Anthony O'Callaghan, IT Director Global Analytics and AI Automation JOHNSON CONTROLS

"Infosys is partnering with us in our **key transformational initiatives** spanning SAP implementation, sales, digital and being an insights driven organization. In all of these, Infosys' approach of **Design Thinking** is helping us drive a cultural transformation, while enabling key organizational processes and capabilities with speed."

> Carlos E Amesquita, Chief Information Officer THE HERSHEY COMPANY

In 2016, Kraft Heinz started to make significant investments for our digital future and transformation, and the **Skava platform from Infosys was a key part** of this. We wanted to provide our company with the ability to deliver web content and eCommerce capability to the enterprise with the right **speed**, *efficiency and quality*. We have already started seeing the impact of this, in particular, in the US market. As an example, we recently we had a request to transform one of our barbeque sauce websites (HeinzBBQ.com), and we were able to transform the old website into new content in less than 10 days. This would not have been possible without the Skava platform. The exciting part is this is only the beginning of the journey, and we are confident that we have made the right investment that will take us there.

Francesco Tinto, Global CIO KRAFT HEINZ



### Highest Levels in 12 Years | CXO Satisfaction +22%

### SELECTED CXO SURVEY QUOTES

"I like the zero distance culture and the openness of the people. This makes it easier for us to engage with them and builds trust." Large Bank in Europe

*"I see great potential. Throughout the sales cycle, Infosys demonstrated vision, commitment to excellence."* Large Food Company in US

"Quality, thought leadership, people. Company philosophy and approach - Design Thinking, Zero Distance and the Mana work are all spot-on."

### Large Telecom Company in ANZ

"Outstanding partners that bring new and fresh ideas to the table. They know how to add value, they understand our business and they hit the mark with aggressive ideas to further the partnership" Large Insurance Company in US

## Awards, Recognition & Strong Analyst Endorsement



### Corporate Excellence

Best Company in India (Finance Asia) | Golden Peacock Award (Environment Mgmt & Sustainability)
Silver Award Annual Report (LACP) | Partnership Awards (HPE, Hitachi, EMC, Microsoft, IBM, Tableau)
National Award for Excellence in Corporate Governance (Inst. Of Company Secretaries)
Smart Building Award, Pune SDB (Network 18 & Honeywell) | Global Sustainability Leadership Award
Best In-House Tax Team In Asia (Euromoney) | Model Employer for Managing Good Labour Law Compliance
India Business Leader of The Year Award to CEO (CNBC Asia) | CFO Roll of Honour for Treasury Mgmt (CFO100)

### **Business Excellence**

Market Leader Among Digital Platforms (Ovum) | Leader and Star Performer (Everest Group) 7x Oracle Excellence Awards | Leader SAP (Gartner Magic Q) | Leader Worldwide Oracle Implementation (IDC) 5x Marketing & Innovation Awards (ATP Project) | Design Thinking Winner's Circle (HfS)



### Management Stability, Leadership Development,

### Decentralization and Empowerment of People, Sales Transformation,

### Go-to-market Agility, Process and System Simplifications, Talent Retention, US Hiring,

...



**Process & Execution** 

Managing and Communicating Change

Empowerment, Decentralization, Agility (with Integrity & Accountability)



# WHAT HOW WHY

AUTOMATE | INNOVATE | EDUCATE

MILE- STONES	LAUNCHES	ACQUI- SITIONS	PARTNER- SHIPS								
							#WHYI- MAKE LAUNCHED				
				INFY MAKER LAUNCHED			AWS PARTNER- SHIP				
	IIP LAUNCHED	PANAYA ACQUIRED		50K TRAINED IN DT			EXTENDED MSFT PAR- TNERSHIP				
	PROC IMP SWAT TEAM	\$500M FUND EST- ABLISHED	SKAVA ACQUIRED	AiKiDo PROGRAM LAUNCHED	100M KIDS ON HOUR OF CODE	RSU PLAN UNVEILED	MANA LAUNCHED	1100 CS TEACHERS TRAINED		CROSSED \$10B IN REVENUE	SKYTREE AQUIRED
	ILP LAUNCHED	INFY FOU- NDATION LAUNCHED	YAMMER LAUNCHED	ZB PROGRAM LAUNCHED	SUPPORT FOR OPENAI	12 YR HIGH IN CLIENT SURVEY	ZB 100% BENCH ENGAGED	100K TRAINED IN DT		150 NIA ENGAGE- MENTS	ZD 3.0 LAUNCHED
PARTNER- SHIPS	DT TRG PROGRAM LAUNCHED	ZD PROGRAM LAUNCHED	STANFORD GLP LAUNCHED	GE + ORCL IOT PREDIX PARTSHP	PROC++ LAUNCHED	10K ZB JOBS CREATED	10K ZD IDEAS	ZD 2.0 LAUNCHED	CROSSED \$1B IN LG DEALS	SALES- FORCE PARTSHP	LAUNCH OF NIA
Q2FY15	Q3FY15	Q4FY15	Q1FY16	Q2FY16	Q3FY16	Q4FY16	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18

# **Key Initiatives & Milestones**

KEY





WHAT
 HOW
 WHY

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# **Because The World Around Us Is Changing...**



"The change from atoms to bits is irrevocable and unstoppable. ... [it] is also exponential."

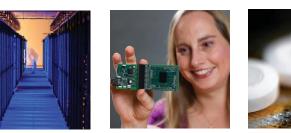
Nicolas Negroponte, Being Digital, 1995







INTELLIGENT INFRASTRUCTURE & MOORE'S LAWS

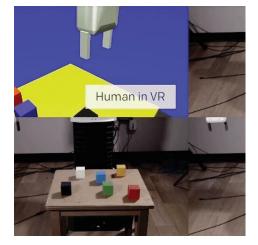






# Because A.I. Is Both Relentlessly Automating & Amplifying Us ...

Infosys



**ROBOTS THAT LEARN (OpenAI)** 



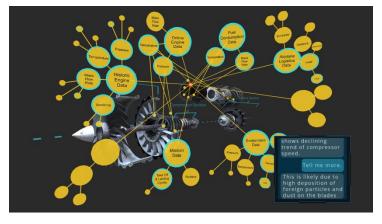
SWARM DRONES



EXOSKELETON (APPLIED MINDS)



AMAZON ECHO



INFOSYS AR CHATBOT



INFOSYS SELF DRIVING GOLF CART

**Because The World Needs A Better Innovation Ecosystem...** 



### The Big 5 vs. F500

# Churn of F500 Since 1995: **42%** in 10 years, **56%** in 15 years\* Churn from 1955 to 2016: **88%** in 60 years

\*Source: Samuel Arbesman, Kauffman Report, WIRED June 2012



# **OUR OPPORTUNITY**

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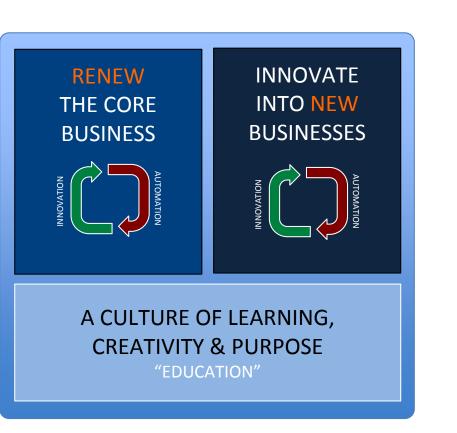
### **Growth Portfolio**

### Core Application Development, New Services, New Software Design Thinking | Digital | Cloud | Analytics

### **Commodity Portfolio**

Run, Maintain & Process Infrastructure | App Support | QA | Process

### **Automation, Innovation & Education**



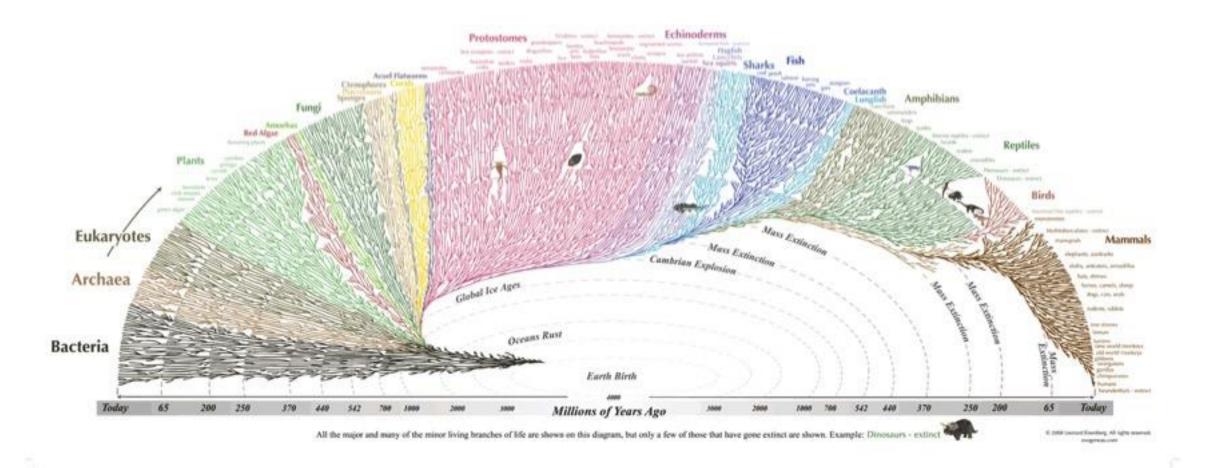
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# "Articulating a problem is half of its solution."

John McCarthy

### **The Cambrian Explosion**



### Our options and opportunities are limitless, once we learn how to see.



Infosys 36 Annual general Meeting

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