# Successful Financial Year 2020 Stability in the time of crisis Live enterprise in action

Salil Parekh

Chief Executive Officer and Managing Director

## 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, 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.



## Financial year 2020 was successful

9.8%

revenue growth in constant currency

21.3%

Operating margin

8.3%

Earnings per share growth in US dollar terms

37.8%

Digital revenue growth

41.9%

Digital as a percentage of our business in Q4

**US\$ 9B** 

Large deal wins

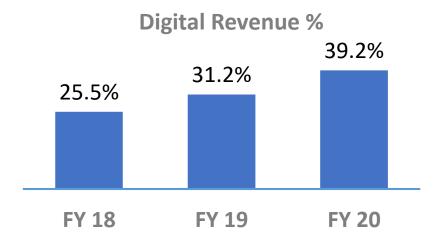
US\$ 12.8B

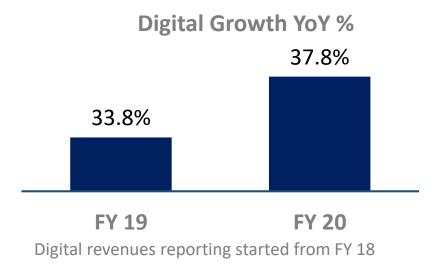
in size, with 242,000+ employees, across 46 countries



## Our digital journey has been rewarding

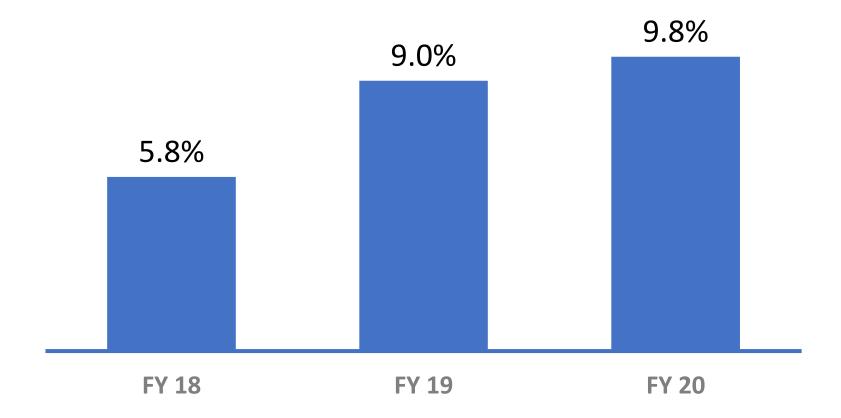








# Strong revenue growth over 2 years





# Sustained account expansion

Client Scale	FY 18	FY 19	FY 20
Larger than US\$ 100 million	20	25	28
Larger than US\$ 50 million	<b>57</b>	60	61

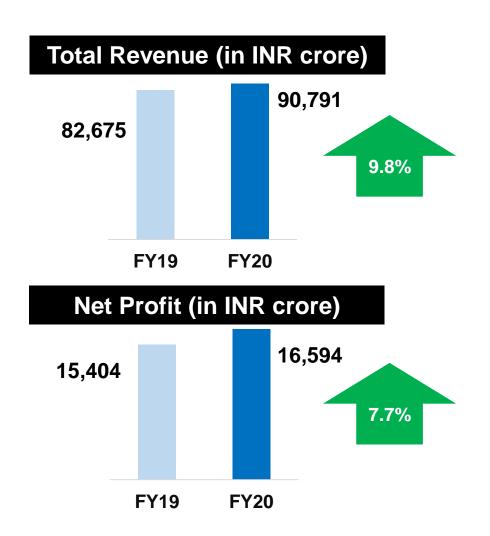


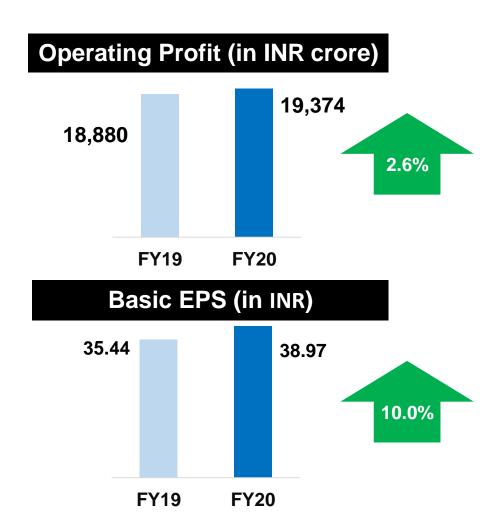
## Strong large deals growth





## Summary of our strong financial performance







## Global, leading awards and recognition





in the Forbes list of The World's Best Regarded Companies for 2019



Won the UN
Global Climate
Action Award
in the 'Climate
Neutral Now'

category



2019 Global
Alliance SI
Partner of the
Year
by Microsoft



**Leader in Gartner Magic Quadrant** 

for Public Cloud Infrastructure Managed Service Providers for IT Services for Communications Service Providers, Worldwide



Recognized as a **Leader in IDC MarketScape**:

Worldwide Automation Services 2019 Vendor Assessment



## **Excellent financial strength**

US\$ 3.6B of cash on our balance sheet, with zero debt

US\$ 1.1B in dividends

97.8%

of our revenue in non-Rupee currency



## Balance sheet is strong, debt free, and liquid

In INR crore

	FY20	FY19
Property, plant & equipment including CWIP	13,389	12,867
Goodwill and intangibles	7,186	4,231
Other non-current assets	13,645	10,267
Cash and investments*	27,276	30,690
Other net working capital	10,416	8,045
	71,912	66,100
Less: Non-current liabilities	6,068	1,094
Total Equity	65,844	65,006

Above numbers are based on Ind AS Consolidated Financials



<sup>\*</sup> Investments includes current investments and non-current investments in Tax-free bonds, FMPs, NCDs and Government Securities

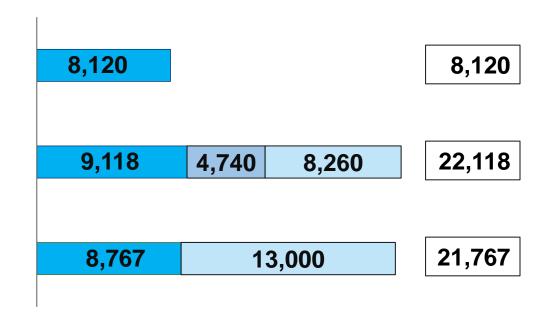
# Returning capital to shareholders – now with an expanded Capital return policy across 5 years

#### Dividend per share<sup>1</sup> (INR)



<sup>&</sup>lt;sup>1</sup> Final dividend of FY20 is subject to shareholders approval in AGM on Jun 27, 2020. Dividend amount is inclusive of Dividend Distribution Tax (if any)
All earlier dividends prior to Sep'18 bonus issue have been adjusted Buyback was completed over FY19 and FY20

#### **Capital returned to shareholders (INR Crore)**

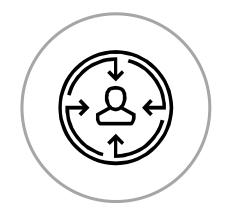


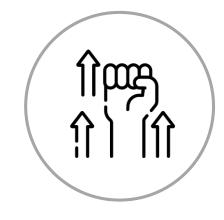
Regular dividend Special dividend Buyback



## We have built a strong foundation for future success









Client trust

Relevant services

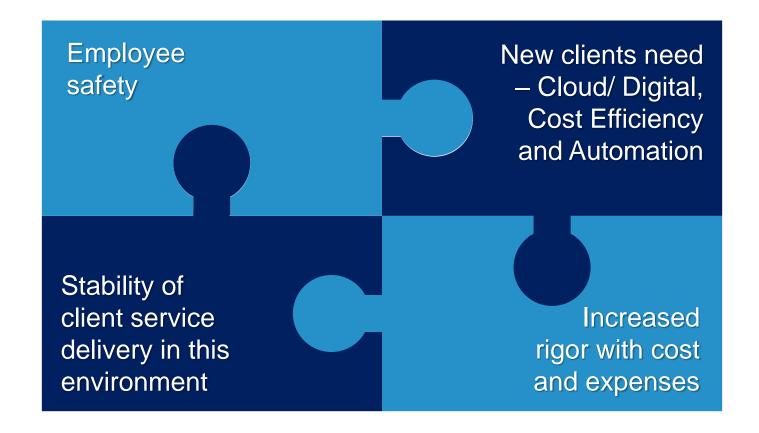
Employee motivation

Aligned leadership team



## We maintained our focus as the crisis started

We redirected our attention quickly to new priorities:





## **Employee safety critical**

### Safe work environment

Social distancing, masks, increased sanitization, temperature checks

99%

of our employees working effectively with technology-enablement











## Excellent client service delivery during these times

#### We have ensured service delivery for our clients and some of the testimonials from our client are:

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Whilst we continue to operate in a very challenging environment, together we are delivering an extraordinary response to some of the significant issues that we've had to confront. Specifically, I would like to call out how you have helped enable all of our off-shore critical resources to work from home for the first time (and within one week!) – it is truly an incredible achievement. I know there is still much to do, thank you for your continued partnership

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Thanks to all of you in this leadership team who have spent countless hours in making the transition to home possible... If you asked me a few months ago if it would be possible to move everyone to WFH in just a few days, I would have said NO. You have truly pulled off a miracle! Thank you all so much for everything you have done to ensure the safety of our people. You are very much appreciated!

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Adding my deepest appreciation for the commitment and professional grit each of you demonstrated through such unparalled times both as professionals and personally. Times like these weren't imagined in a playbook and have truly tested our collective strength and resilience to overcome the unexpected. The work you've been doing to keep our business continuity strong and capable has been very impressive. Thanks to each of you, your teams supporting you and all those

who played a role large or small, in helping us be in a great

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I sincerely thank you for the over-and-above commitment you have all shown in overcoming the personal difficulties during this fight against COVID-19 and still bringing your utmost best to work wherever you are... Because of your Daring to do the Best, we have been successfully shipping every order and literally enabling our Business to Continue on almost normal basis. I am humbled by your dedication and professionalism. Thank you, thank you, thank you.

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position for quarter close

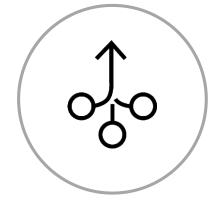
## New areas of interest for our clients



Cloud/Digital



Cost efficiency and Automation



Consolidation



## We are operating with stability during the crisis

We are able to connect with our clients, continue with service delivery, work on transitions, during the crisis. We have managed to transition to a contact-less way of working

We have adopted a massive re-skilling program and launched a move to agile delivery that is making our company more ready for the new future

With our localization approach we have built a more resilient business, helping us navigate better the changing visa regulations



## We are supporting our communities across the world

Infosys Foundation in India – food, medical support, education, healthcare, rural development

Foundation in the US – skill programs, platform, technology

Communities in the UK – technology support for healthcare



## We expect to emerge from this crisis stronger



Entered the crisis strong, growth momentum, financial strength



Changed
direction to adjust
to the crisis —
employee safety,
client service
delivery, new
client needs



Increased trust of our clients



Motivation and commitment of our employees



Support of our aligned leadership team



## Conclusion

Successful financial year 2020

Stability during the first few months of the crisis

Will emerge stronger from the crisis

Thank you to all our shareholders for your trust in the company

