Strong performance in a changing environment
Leading capabilities in Generative AI

Salil Parekh
Managing Director and Chief Executive Officer
Safe harbor

Certain statements in this presentation concerning our future growth prospects, or our future financial or operating performance 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 or outcomes 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 the execution of our business strategy, our ability to attract and retain personnel, our transition to hybrid work model, economic uncertainties, technological innovations such as Generative AI, the complex and evolving regulatory landscape including immigration regulation changes, our ESG vision, our capital allocation policy and expectations concerning our market position, future operations, margins, profitability, liquidity, capital resources, and our corporate actions including acquisitions. Important factors that may cause actual results or outcomes to differ from those implied by the forward-looking statements are discussed in more detail in our US Securities and Exchange Commission filings including our Annual Report on Form 20-F for the fiscal year ended March 31, 2023. 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.
FY 23 was a strong year for our business

Revenue growth at 15.4% YoY

Digital growth at 25.6%

$100M clients at 40

Growth in CC terms (as of 31st March 2023)
Strong profitability and cash generation in FY23

Operating margin of **21.0%**

Free cash flow of **$2.5 billion**
Continued momentum in large deals in FY 23

Large deals of $9.8 billion

95 deals with TCV >$50 million
## Expansion of large client relationships

<table>
<thead>
<tr>
<th></th>
<th>FY 21</th>
<th>FY 22</th>
<th>FY 23</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>32</td>
<td>38</td>
<td>40</td>
</tr>
</tbody>
</table>

Larger than US$ 100 million
### Broad-based growth across industries

<table>
<thead>
<tr>
<th>Industry</th>
<th>Year on year growth in CC terms</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Services</td>
<td>7.3%</td>
</tr>
<tr>
<td>Retail</td>
<td>15.2%</td>
</tr>
<tr>
<td>Communications</td>
<td>14.7%</td>
</tr>
<tr>
<td>Energy, Utilities, Resources and Services</td>
<td>22.8%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>38.8%</td>
</tr>
<tr>
<td>Hi-Tech</td>
<td>8.8%</td>
</tr>
<tr>
<td>Life Sciences</td>
<td>11.3%</td>
</tr>
<tr>
<td>Others</td>
<td>21.1%</td>
</tr>
</tbody>
</table>

Year on year growth in CC terms
Employee base expanding

- Total Headcount
- Over 50,000 college hires

End of the year Headcount

FY 22: 314,015
FY 23: 343,234
Overview of our financial performance

<table>
<thead>
<tr>
<th>FY 22</th>
<th>FY 23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue (in INR crore)</td>
<td>121,641</td>
</tr>
<tr>
<td>Operating Profit (in INR crore)</td>
<td>28,015</td>
</tr>
<tr>
<td>Operating Cash Flow (in INR crore)</td>
<td>24,964</td>
</tr>
<tr>
<td>Net Profit (in INR crore)</td>
<td>22,110</td>
</tr>
<tr>
<td>Basic EPS (in INR)</td>
<td>52.52</td>
</tr>
<tr>
<td>Free Cash Flows (in INR crore)</td>
<td>22,803</td>
</tr>
</tbody>
</table>

Note: Above numbers are based on IFRS Consolidated financials
Free Cash Flows is defined as net cash provided by operating activities less capital expenditure
Balance sheet is strong, debt free, and liquid

<table>
<thead>
<tr>
<th></th>
<th>FY22</th>
<th>FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Property, plant &amp; equipment including CWIP</td>
<td>13,491</td>
<td>13,634</td>
</tr>
<tr>
<td>Goodwill and intangibles</td>
<td>7,902</td>
<td>8,997</td>
</tr>
<tr>
<td>Other non-current assets</td>
<td>16,033</td>
<td>20,100</td>
</tr>
<tr>
<td>Cash and investments*</td>
<td>37,419</td>
<td>31,286</td>
</tr>
<tr>
<td>Other net working capital</td>
<td>9,437</td>
<td>12,613</td>
</tr>
<tr>
<td></td>
<td>84,282</td>
<td>86,630</td>
</tr>
<tr>
<td>Less: Non-current liabilities</td>
<td>8,546</td>
<td>10,835</td>
</tr>
<tr>
<td>Total Equity</td>
<td>75,736</td>
<td>75,795</td>
</tr>
</tbody>
</table>

Above numbers are based on Ind AS Consolidated Financials

* Investments includes current investments and non-current investments in Tax-free bonds, FMPs, NCDs and Government Securities
Total shareholder return for 5 years

INR - From 31 Mar 2018 to 31 Mar 2023

Share Price Increase: 152.3%
Dividend Yield: 35.6%
Total Shareholder Return: 187.9%
Returning over INR 69,000 crores in 4 years to shareholders

### Dividend per share (INR)

| FY23 | 34.00 |
| FY22 | 31.00 |
| FY21 | 27.00 |
| FY20 | 17.50 |

1. Including proposed final dividend of INR 17.50 for FY23 subject to shareholders approval in AGM on Jun 28, 2023

### Capital returned\(^2\) to shareholders (INR Crore)

| FY23 | 14,203 | 11,466 | 25,669 |
| FY22 | 13,040 | 11,093 | 24,133 |
| FY21 | 11,504 | | 11,503 |
| FY20 | 8,153 | | 8,153 |
| Total | 46,900 | 22,559 | 69,459 |

1. Dividend and buyback includes relevant taxes wherever applicable.

~86% of FCF over 4-years
Total shareholder return Infosys v/s peers

From 1 Dec 2017 to 31 Mar 2023
Leadership in Digital rankings

Digital Leader ratings in 56 categories FY 23
Our Cobalt capabilities for the cloud continue to resonate with our clients

- We have partnered in defining and executing their next-generation complex cloud transformation journey for several Fortune 500 customers.

- We have become a partner of choice for defining Cloud Architecture, for developing tools & frameworks, Data/Application migration, Cloud Administration and Platform Support.
Cobalt has accelerated cloud-led business innovation

Elements of Cobalt

- Infrastructure Led Transformation – Compute, Network, Storage
- Business Transformation Led by Industry Clouds
- Business Transformation Led By SaaS
- Workplace of the Future – Any Device, Any App, Any Place
- Data & AI Transformation- Leveraging Cloud

Key partnerships and Analyst mentions

- Microsoft Azure
- AWS
- Google Cloud
- Oracle Cloud
- IBM Cloud
- ServiceNow
- SAP
- Salesforce
- LogicMonitor
- MongoDB
- Ansible

Rated as Leader by Various A&A Firms

Secure By Design
Superior Experience
We are leading on Generative AI

Our comprehensive AI offering including Generative AI to accelerate business value for global enterprises

12,000+ AI assets
150+ pre-trained AI models; 10+ platforms
AI-first specialists and data strategists
‘Responsible by design’ approach to ethics, trust, privacy, security, and compliance
We have a robust ecosystem of partners for AI

- **AIOps**
  - Dynatrace
  - Splunk
  - Elastic
  - ServiceNow
  - BMC
  - Broadcom

- **Generative AI**
  - OpenAI
  - Runway
  - Stability.ai
  - Test.ai
  - Codegen
  - Synthesia

- **AI Hyperscalers**
  - Microsoft
  - AWS
  - Databricks
  - Salesforce
  - Oracle
  - IBM
  - Google
  - ThoughtSpot
  - SAP
  - NVIDIA
  - Snowflake

- **AI Vision**
  - Invafresh
  - Lemnisk
  - Stylumia
  - Sewio
  - Trigo
  - HyperVSN
  - Motive.io
  - Dataloop

- **AI Startups**
  - Cape Phios
  - Nextthink
  - Yellowai
  - Fiddler
  - Vue.ai
  - Quintessence Labs
  - Toloka
  - Wizard
  - Kyndi
  - Whoop
We are working well together as One Infosys

- Working across boundaries, departments, functions
- Continue to strongly support each other for winning new large transformation work
- Continue to enable successful delivery across multiples service lines, entities, and geographies
Conclusion

• Financial year 2023 was a strong year for our business.
• We have positioned our company to work with clients for their digital transformation as well as their cost efficiency and automation programs
• We have developed a strong set of capabilities in Generative AI with Topaz
• Our Cobalt capabilities for the cloud continue to resonate with our clients
• Our approach of One Infosys is the foundation of this

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