



INFOSYS TECHNOLOGIES LTD.

## Safe Harbor

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## An overview

- LTM June 10 Revenues / 5-year CAGR: \$5.04 billion / 21%
- LTM June 10 Net Income / 5-year CAGR: \$1.33 billion / 21%
- Employees (Jun-10): 114,822 from 84 nationalities
- Market cap (Jun- 10)\*: \$ 34.38 billion
- Global Presence: 65 Sales Offices  
63 Global Development Centers  
Operating in 33 countries
- Business Model: Next Generation business model  
combining best of Consulting &  
Global Delivery

\* as of last day of the quarter based on closing NASDAQ price

## Q1 actuals; Q2 and FY 11 guidance

|                                       | Q1 Actuals | Q2 guidance   | FY 11 guidance |
|---------------------------------------|------------|---------------|----------------|
| <b>Revenue (US \$ bn)</b>             | 1.36       | 1.41 – 1.43   | 5.72– 5.81     |
| <b>Revenue growth-yoy</b>             | 21.0%      | 22.4% - 23.7% | 19.0% – 21.0%  |
| <b>Operating margins change (yoy)</b> | (180 bps)  | (180 bps)     | (150 bps)      |
| <b>EPADS (\$)</b>                     | 0.57       | 0.59 – 0.60   | 2.42 – 2.52    |
| <b>EPADS growth-yoy</b>               | 3.6%       | 5.4% – 7.1%   | 5.2% - 9.6%    |
| <b>Employee additions (Gross)</b>     | 8,859      | 14,000        | 36,000         |

# Business trends

## Demand-side

- Short-term outlook positive; uncertainty over medium-long term. Client spending more focused on short-term
- North America leading the recovery. Continental Europe pursuing offshoring more actively, however decision-making still slow
- Financial services, retail and hi-tech strong; telecom lagging
- Infrastructure Management and BPO to be growth drivers; higher spend on discretionary services vs CY 09
- Stable pricing on new deals; impact of pricing renegotiations in CY 09 still flowing in

## Supply-side

- Compensation increase of 14% offshore and 2-3% onsite effective April 2010
- Uptick in attrition in recent quarters; expected to moderate over the next few quarters

## Extraneous factors

- Currency moves – positive compared to the rates assumed in the guidance
- Tax rates to increase to 25%-25.5% in FY 11; Impact of recent DTC in India – stable to positive
- Minimal impact on margins of recent increase in visa fee



Thank You

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