





"Innovation across borders is essential to accelerate the pace of world prosperity."

### N. R. Narayana Murthy

Founder and Chairman Emeritus, Infosys Limited

Every day we ask ourselves how we can deliver greater value to our clients and shareholders. And look for ways to help our clients take on a future that is full of unknown challenges and yet brimming with opportunities to explore. We clearly see that tomorrow's enterprise will be nothing like today's. That is why our mission is to enable our clients to most effectively compete, not just today, but in the years ahead. As we go about our daily business, we keep relentlessly innovating in order to remain relevant to our clients and their customers.

This tireless commitment to new ideas is in our DNA. It has powered our success through the last three decades and continues to guide us as we go about building tomorrow's enterprise for our clients. We believe each great idea that we bring to life can change how business works, eventually cascading to change how the world works. We measure our success by how these solutions help drive the world — and its enterprises — forward.

Infosys — a company of relentless innovators on a mission.



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# **Independent Auditor's Report**

To

### The Members of Infosys BPO Limited

### **Report on the Financial Statements**

We have audited the accompanying financial statements of Infosys BPO Limited ('the Company') which comprise the Balance Sheet as at 31 March 2013, the Statement of Profit and Loss and the Cash Flow Statement for the year then ended and a summary of significant accounting policies and other explanatory information.

# Management's Responsibility for the Financial Statements

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position, financial performance and cash flows of the Company in accordance with the Accounting Standards referred to in sub-section (3C) of section 211 of the Companies Act, 1956 ("the Act"). This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

# **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

# **Opinion**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- (i) in the case of the Balance Sheet, of the state of affairs of the Company as at 31 March 2013;
- (ii) in the case of the Statement of Profit and Loss, of the profit for the year ended on that date; and
- (iii) in the case of the Cash Flow Statement, of the cash flows for the year ended on that date.

# Report on Other Legal and Regulatory Requirements

1. As required by the Companies (Auditor's Report) Order, 2003 ("the Order") issued by the Central Government of India in terms of sub-section (4A) of section 227 of the Act, we give in the Annexure a statement on the matters specified in paragraphs 4 and 5 of the Order.

- 2. As required by section 227(3) of the Act, we report that:
  - a. we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
  - b. in our opinion proper books of account as required by law have been kept by the Company so far as appears from our examination of those books;
  - c. the Balance Sheet, Statement of Profit and Loss and Cash Flow Statement dealt with by this Report are in agreement with the books of account;
  - d. in our opinion, the Balance Sheet, Statement of Profit and Loss and Cash Flow Statement comply with the Accounting Standards referred to in subsection (3C) of section 211 of the Companies Act, 1956; and
  - e. on the basis of written representations received from the directors as on 31 March 2013, and taken on record by the Board of Directors, none of the directors is disqualified as on 31 March 2013, from being appointed as a director in terms of clause (g) of sub-section (1) of section 274 of the Companies Act, 1956.

#### For BSR&Co.

Chartered Accountants
Firm's Registration. No. 101248W

# Natrajh Ramakrishna

Partner Membership No. 32815

Bangalore 8<sup>th</sup> April, 2013

#### ANNEXURE TO THE AUDITORS' REPORT

The Annexure referred to in our report to the members of Infosys BPO Limited ('the Company') for the year ended 31 March 2013. We report that:

- (i) (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets.
  - (b) The Company has a regular programme of physical verification of its fixed assets by which all fixed assets are verified during the year. In our opinion, this periodicity of physical verification is reasonable having regard to the size of the Company and the nature of its assets. No material discrepancies were noticed on such verification.
  - (c) Fixed assets disposed off during the year were not substantial, and therefore, do not affect the going concern assumption.
- (ii) The Company is a service company, primarily rendering business process management services. Accordingly, it does not hold any physical inventories. Thus, paragraph 4(ii) of the Order is not applicable.
- (iii) The Company has neither granted nor taken any loans, secured or unsecured, to or from companies, firms or other parties covered in the register maintained under section 301 of the Companies Act, 1956.
- (iv) In our opinion and according to the information and explanations given to us, there is an adequate internal control system commensurate with the size of the Company and the nature of its business with regard to purchase of fixed assets and sale of services. The activities of the Company do not involve purchase of inventory and the sale of goods. We have not observed any major weakness in the internal control system during the course of the audit.
- (v) (a) In our opinion and according to the information and explanations given to us, the particulars of contracts or arrangements referred to in section 301 of the Act have been entered in the register required to be maintained under that section.
  - (b) In our opinion, and according to the information and explanations given to us, the transactions made in pursuance of contracts and arrangements referred to in (v)(a) above and exceeding the value of Rs 5 lakh with any party during the year have been made at prices which are reasonable having regard to the prevailing market prices at the relevant time.
- (vi) The Company has not accepted any deposits from the public.
- (vii) In our opinion, the Company has an internal audit system commensurate with the size and the nature of its business.
- (viii) The Central Government of India has not prescribed the maintenance of cost records under Section 209(1)(d) of the Act for any of the services rendered by the Company.
- (ix) (a) According to the information and explanations given to us and on the basis of our examination of the records of the Company, amounts deducted/ accrued in the books of account in respect of undisputed statutory dues including Provident Fund, Employees' State Insurance, Income-tax, Sales-tax, Wealth tax, Service tax and other material statutory dues have been regularly deposited during the year by the Company with the appropriate authorities. As explained to us, the Company did not have any dues on account of Investor Education and Protection Fund, Customs duty and Excise duty.
  - According to the information and explanations given to us, no undisputed amounts payable in respect of Provident Fund, Income-tax, Employees' State Insurance, Sales-tax, Wealth tax, Service tax and other material statutory dues were in arrears as at 31 March 2013 for a period of more than six months from the date they became payable.
  - (b) According to the information and explanations given to us, there are no dues of Sales tax,

Wealth tax and Cess which have not been deposited with the appropriate authorities on account of any dispute. However, according to information and explanations given to us, the following dues of Income tax and Service tax have not been deposited by the Company on account of disputes:

Name of the statute	Nature of dues demanded	Amount demanded (Rs.)	Period to which the amount relates	Forum where dispute is pending
Income Tax Act, 1961	Interest/ Tax Demands	4,502,275	AY 2006-07	Deputy Commissioner Income Tax, Bangalore
Income Tax Act, 1961	Interest/ Tax Demands	179,055*	AY 2010-11	Deputy Commissioner Income Tax, Bangalore
Income Tax Act, 1961	Tax deducted at source	11,912,344**	AY 2009-10	Commissioner of Income Tax(Appeals), Bangalore
Income Tax Act, 1961	Tax deducted at source	8,324,020	AY 2012-13	Assistant Commissioner of Income Tax(TDS), Bangalore
Income Tax Act, 1961	Tax deducted at source	194,910	AY 2011-12	Assistant Commissioner of Income Tax(TDS), Bangalore
Finance Act, 1994	Service tax demands/ Penalties	379,826,474	April 2007 to September 2010	Central Excise Service Tax Appellate Tribunal
Finance Act, 1994	Service tax demands/ Penalties	55,405,040	January 2005 to March 2007	Central Excise Service Tax Appellate Tribunal
Finance Act, 1994	Service tax demands/ Penalties	76,415,315	October 2010 to September 2011	Central Excise Service Tax Appellate Tribunal

<sup>\*</sup>net of amounts paid Rs 8,890,900

<sup>\*\*</sup>net of amounts paid of Rs 17,014,316

(x) The Company does not have any accumulated losses at the end of the financial year and has not incurred cash losses in the financial year and in the immediately preceding financial year.

- (xi) The Company did not have any outstanding dues to any financial institution, banks or debentureholders during the year.
- (xii) The Company has not granted any loans and advances on the basis of security by way of pledge of shares, debentures and other securities.
- (xiii) In our opinion and according to the information and explanations given to us, the Company is not a chit fund/ nidhi/ mutual benefit fund/ society.
- (xiv) According to the information and explanations given to us, the Company is not dealing or trading in shares, securities, debentures and other investments.
- (xv) According to the information and explanations given to us, the Company has not given any guarantee for loans taken by others from banks or financial institutions.
- (xvi) The Company did not have any term loans outstanding during the year.
- (xvii) The Company has not raised any funds on short-term basis.
- (xviii) The Company has not made any preferential allotment of shares to parties and companies covered in the register maintained under section 301 of the Act.
- (xix) The Company did not have any outstanding debentures during the year.
- (xx) The Company has not raised any money by public issues during the year.
- (xxi) According to the information and explanations given to us, no material fraud on or by the Company has been noticed or reported during the course of our audit.

#### for B S R & Co.

Chartered Accountants
Firm's Registration. No. 101248W

### Natrajh Ramakrishna

Partner

Membership No. 32815

Bangalore

8<sup>th</sup> April 2013

# Infosys BPO Limited

			(in ₹)
Balance Sheet as at	Note	March 31, 2013	March 31, 2012
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	33,82,77,510	33,82,77,510
Reserves and surplus	2.2	1839,13,02,397	1411,38,90,684
	_	1872,95,79,907	1445,21,68,194
NON-CURRENT LIABILITIES			
Other long-term liabilities	2.3	47,22,66,649	64,39,46,607
	_	47,22,66,649	64,39,46,607
CURRENT LIABILITIES			
Trade payables		42,98,84,164	3,91,35,385
Other current liabilities	2.4	436,76,81,439	367,41,72,076
Short-term provisions	2.5	46,79,22,108	40,53,60,897
	_	526,54,87,711	411,86,68,358
	_	2446,73,34,267	1921,47,83,159
ASSETS	_		
NON-CURRENT ASSETS			
Fixed assets			
Tangible assets	2.6	218,19,87,860	233,01,10,804
Intangible assets	2.6	19,03,70,324	19,03,70,324
Capital work-in-progress	_	1,21,54,846	1,99,41,000
		238,45,13,030	254,04,22,128
Non-current investments	2.7	579,22,30,869	562,77,50,869
Deferred tax assets, net	2.8	31,59,74,636	24,87,62,742
Long-term loans and advances	2.9	87,24,06,365	80,42,82,241
Other non-current assets	2.10	37,93,76,836	31,57,66,640
		735,99,88,706	699,65,62,492
CURRENT ASSETS			
Current investments	2.7	151,36,00,973	20,05,06,473
Trade receivables	2.11	382,26,13,017	264,08,67,908
Cash and cash equivalents	2.12	788,16,36,077	565,82,36,951
Short-term loans and advances	2.13	150,49,82,464	117,81,87,207
	_	1472,28,32,531	967,77,98,539
	_	2446,73,34,267	1921,47,83,159
SIGNIFICANT ACCOUNTING POLICIES	1		
NOTES ON ACCOUNTS	2		

As per our report attached for BSR & Co. Chartered Accountants

Firm Registration No: 101248W

Natrajh RamakrishnaV. BalakrishnanPartnerChairmanMembership No. 32815and Director

Gautam Thakkar Prof. Jayanth R.Varma
Managing Director and Director
Chief Executive Officer

Dr. Omkar Goswami Abraham Mathews
Director Chief Financial Officer

A.G.S. Manikantha *Company Secretary* 

Chandrashekar Kakal

Director

Bangalore April 8, 2013

(in ₹)

Statement of Profit and Loss for the	Note	Year ended M	Year ended March 31,	
		2013	2012	
INCOME				
Revenues from business process management services		1831,33,77,884	1312,41,06,485	
Other income	2.14	139,24,12,604	47,22,33,990	
		1970,57,90,488	1359,63,40,475	
EXPENSES				
Employee benefit expenses	2.15	916,56,85,156	636,35,86,740	
Cost of technical sub-contractors	2.15	84,24,08,481	7,53,19,667	
Travel expenses	2.15	89,16,94,344	56,58,96,154	
Cost of software packages	2.15	30,00,17,955	20,17,20,986	
Communication expenses	2.15	33,31,63,910	26,30,08,209	
Professional charges	2.15	50,74,04,534	42,36,17,234	
Office expenses	2.15	40,74,63,326	33,89,45,942	
Power and fuel	2.15	24,28,29,137	19,75,17,680	
Insurance charges	2.15	8,58,39,729	8,71,65,444	
Rent	2.15	57,11,89,312	43,82,76,358	
Depreciation and amortisation expense	2.6	65,01,37,609	49,69,17,227	
Other expenses	2.15	16,61,19,620	20,15,56,451	
Total expenses		1416,39,53,113	965,35,28,092	
PROFIT BEFORE TAX		554,18,37,375	394,28,12,383	
Tax expense:	2.16			
Current tax		133,16,37,556	90,88,19,005	
Deferred tax		(6,72,11,894)	(1,22,67,959)	
		126,44,25,662	89,65,51,046	
PROFIT FOR THE YEAR		427,74,11,713	304,62,61,337	
EARNINGS PER SHARE				
Equity shares of par value ₹10 each				
Basic		126.45	90.05	
Diluted		126.45	90.05	
Weighted average number of shares used in computing earnings per share:	2.28			
Basic		3,38,27,751	3,38,27,751	
Diluted		3,38,27,751	3,38,27,751	
SIGNIFICANT ACCOUNTING POLICIES	1			
NOTES ON ACCOUNTS	2			

As per our report attached

for BSR&Co.

Chartered Accountants

Firm Registration No: 101248W

Natrajh Ramakrishna	
Partner	
Membership No. 32815	

V. Balakrishnan Chairman and Director

Gautam Thakkar Managing Director and Chief Executive Officer Prof. Jayanth R.Varma *Director* 

Chandrashekar Kakal Director

Dr. Omkar Goswami Director Abraham Mathews Chief Financial Officer A.G.S Manikantha
Company Secretary

Bangalore April 8, 2013

(in ₹)

Cash Flow Statement		Year ended March 31,		
		2013	2012	
CASH FLOWS FROM OPERATING ACTIVITIES				
Profit before tax		554,18,37,375	394,28,12,383	
Adjustments to reconcile profit before tax to cash provided by operating activ	ities			
Depreciation		65,01,37,609	49,69,17,227	
Interest income		(60,96,16,770)	(60,12,07,528)	
Dividend income		(6,79,42,191)	(3,13,13,961)	
Non cash item included in other income (refer note 2.3)		(57,57,31,200)	-	
Profit on sale of fixed assets		(10,67,447)	(19,82,876)	
Effect of exchange differences on translation of foreign currency cash and case	h equivalents	1,48,522	69,92,505	
Changes in assets and liabilities				
Trade receivables		(118,17,45,109)	(53,41,62,184)	
Loans and advances	2.32.1	(49,79,29,013)	2,07,52,113	
Other assets	2.32.2	(6,36,10,196)	(7,07,01,032)	
Liabilities	2.32.3	110,55,80,366	14,26,35,520	
Trade payables	2.32.4	38,84,09,550	94,79,368	
Provisions	2.32.5	8,91,58,956	5,56,06,114	
		477,76,30,452	343,58,27,649	
Income tax paid during the year, net	2.32.6	(130,95,91,422)	(80,87,54,875)	
Other receivables from subsidiary			-	
NET CASH GENERATED BY OPERATING ACTIVITIES		346,80,39,030	262,70,72,774	
CASH FLOWS FROM INVESTING ACTIVITIES				
Purchase of fixed assets and change in capital work-in-progress/advances	2.32.7	(50,29,04,540)	(95,91,79,912)	
Proceeds from sale of fixed assets		92,68,393	28,89,978	
Interest received	2.32.8	65,87,77,074	54,74,94,473	
Dividend received		6,79,42,191	3,13,13,961	
Purchase of units in liquid mutual funds		(828,52,99,643)	(504,72,11,345)	
Proceeds from sale of units in liquid mutual funds		697,22,05,143	505,26,39,631	
Investment in subsidiary	2.32.9	(16,44,80,000)	(242,51,26,750)	
Proceeds from repayment of investment in subsidiary	2.32.9	-	-	
Loans given to subsidiaries	2.32.10	-	(22,92,713)	
Loans repaid by subsidiaries	2.32.10	-	22,92,713	
NET CASH GENERATED/(USED) IN INVESTING ACTIVITIES		(124,44,91,382)	(279,71,79,964)	
CASH FLOWS FROM FINANCING ACTIVITIES		-	-	
NET CASH FLOWS FROM FINANCING ACTIVITIES		-	-	
Effect of exchange differences on translation of foreign currency cash and cas	sh equivalents	(1,48,522)	(69,92,505)	
NET CHANGE IN CASH AND CASH EQUIVALENTS		222,33,99,126	(17,70,99,695)	
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIO	OD	565,82,36,951	583,53,36,646	
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD*	2.32.11	788,16,36,077	565,82,36,951	

<sup>\*</sup> Cash and cash equivalents aggregating ₹ 788,16,36,077 (₹ 565,82,36,951 as at March 31, 2012) comprises cash on hand amounting to ₹ 87,691 (₹ 90,589 as at March 31, 2012), balances with banks amounting to ₹ 708,15,48,386 (₹ 555,81,46,362 as at March 31, 2012) and deposits with financial institution/body corporate amounting to ₹ 80,00,00,000 (₹ 10,00,00,000 as at March 31, 2012)

This is the Cash Flow Statement referred to in our report of even date.

for BSR&Co.

Chartered Accountants

Firm Registration No: 101248W

Natrajh Ramakrishna <i>Partner</i> Membership No. 32815	V. Balakrishnan Chairman and Director	Gautam Thakkar Managing Director and Chief Executive Officer	Prof. Jayanth R. Varma Director
	Chandrashekar Kakal	Dr. Omkar Goswami	Abraham Mathews
	Director	<i>Director</i>	Chief Financial Officer

A.G.S. Manikantha *Company Secretary* 

Bangalore April 8, 2013

#### Schedules to the financial statements year ended March 31, 2013

#### Significant accounting policies and notes on accounts

#### Company overview

Infosys BPO Limited ("Infosys BPO" or "the Company") was incorporated as Progeon Limited on April 3, 2002 to provide business process management services to organizations that outsource their business processes. Infosys BPO is a majority owned and controlled subsidiary of Infosys Limited ("Infosys", NASD NM: INFY). The Company helps clients improve their competitive positioning by managing their business processes in addition to providing increased value. The name of the Company was changed from Progeon Limited to Infosys BPO Limited with effect from August 29, 2006.

#### 1 Significant accounting policies

#### 1.1 Basis of preparation of financial statements

These financial statements are prepared under the historical cost convention, in accordance with Generally Accepted Accounting Principles in India ("GAAP") on an accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises accounting standards as specified in rule 3 of the Companies (Accounting Standards) Rules 2006, and the relevant provisions of the Companies Act, 1956, to the extent applicable. Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

#### 1.2 Use of estimates

The preparation of the financial statements in conformity with GAAP requires that the management of the Company makes estimates and assumptions that affect the reported amounts of income and expenses of the period, reported balances of assets and liabilities and disclosures relating to contingent assets and liabilities as of the date of the financial statements. Examples of such estimates includes computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provision for doubtful debts, future obligations under employee retirement benefit plans, provision for income taxes, provision for service level agreement ("SLA") and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

#### Revenue recognition

The Company derives its revenues primarily from business process management services, on time-and-material, fixed-price, fixed-time frame and unit-price basis. Revenue on time-and-material contracts is recognized as the related services are rendered and revenue from the end of the last billing to the balance sheet date is recognised as unbilled revenues. Revenue from fixed-price, fixed-time frame contracts, where there is no uncertainty as to measurement and collectibility of consideration, is recognized as per the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Revenues from unit-priced contracts are recognized as transactions are processed based on objective measures of output. Cost and earnings in excess of billings are classified as unbilled revenue while billing in excess of cost and earnings is classified as unearned revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates. When the Company receives advances for its services, such amounts are reflected as advance received from clients until all conditions for revenue recognition are met. The Company presents revenues, net of service taxes, and value added taxes in its statement of profit and loss.

The Company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount/incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount/incentive. Also when the level of discount varies with increase in levels of revenue transactions, the Company recognizes the liability based on its estimate of the customer's future purchases if it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably. The Company recognizes changes in the estimated amount of obligation for discount using a cumulative catch-up approach. The discounts are passed on the customer either as direct payments or as a reduction of payments due from customer.

Profit on sale of investment is recorded on the transfer of title from the Company and is determined as the difference between the sale price and the carrying value of the investment. Interest on deployment of surplus funds is recognised using time proportion method, based on underlying interest rates. Dividend income is recognized when the Company's right to receive dividend is established.

#### 1.4 Expenditure

The cost of software user licenses purchased for rendering business process management services is charged to revenue when put to use. Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the profit and loss account over the lease term.

#### 1.5 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, after reducing accumulated depreciation and impairment upto the date of the balance sheet. Direct costs are capitalized until the assets are ready for use and include financing costs relating to any borrowing attributable to acquisition or construction of those fixed assets which necessarily take a substantial period of time to get ready for their intended use. Capital work-in-progress includes the cost of fixed assets that are not yet ready for their intended use. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment. Goodwill, recorded on amalgamation in the nature of purchase is tested periodically for impairment.

#### 1.6 Depreciation

Depreciation on fixed assets is determined using the straight-line method based on useful lives of assets as estimated by the Company. Depreciation on assets purchased/sold during the period is proportionately charged. Individual assets costing ₹5,000 or less are depreciated within a year of acquisition. Leasehold improvements are written off over the lower of the lease term or the useful life of the asset. Leasehold land is amortised over the lease period. Intangible assets are amortised over their useful life on a straight line basis commencing from the date the asset is available to the Company for its use. Management estimates the useful life for the various fixed assets as follows:

Buildings	Fifteen years
Computer equipment	Two years
Plant and machinery	Five years
Furniture and fixtures	Five years
Office equipment	Five years

#### 1.7 Retirement benefits to employees

#### 1.7a Gratuity

In accordance with the Payment of Gratuity Act, 1972, Infosys BPO provides for gratuity, a defined benefit retirement plan (the "Gratuity Plan") covering all employees. The Gratuity Plan provides a lump sum payment to vested employees at retirement, death, incapacitation or termination of employment, of an amount based on the respective employee's eligible salary and the tenure of employment. Liabilities with regard to the Gratuity Plan are determined by an actuarial valuation, carried out at the period end by an independent actuary using the projected unit credit method, based upon which Company contributes to the Infosys BPO employees Gratuity Fund Trust (the 'Trust'). The trustee administers contributions made to the Trust and invests the corpus with LIC of India.

The Company recognizes the net obligation of the gratuity plan in the balance sheet as an asset or liability, respectively in accordance with Accounting Standard (AS) 15, "Employee Benefits". The discount rate is based on the Government securities yield. Actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions are recognised in the profit and loss account in the period in which they arise.

#### 1.7b Superannuation

Certain employees of Infosys BPO are eligible for superannuation benefits. The Company contributes ₹ 100 annually for the superannuation benefits of the employees. The Company has no further obligations to the superannuation plan beyond the yearly contribution to the trust fund, the corpus of which is invested with the LIC of India.

#### 1.7c Provident fund

Eligible employees receive benefits from a provident fund, which is a defined contribution plan. Both the employee and the Company make monthly contributions to this provident fund plan equal to a specified percentage of the covered employee's salary. Amounts collected under the provident fund plan are deposited in a Government administered provident fund. The Company has no further obligations under the provident fund plan beyond its monthly contributions.

#### 1.7d Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by an actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognised in the period in which the absences occur.

#### 1.8 Foreign currency transactions

Revenue from overseas clients and collections deposited in bank accounts are recorded at the exchange rate as of the date of the respective transactions. Expenditure in foreign currency is accounted at the exchange rate prevalent when such expenditure is incurred. Disbursements made out of bank accounts are reported at a rate that approximates the actual monthly rate. Exchange differences are recorded when the amount actually received on sales or actually paid when expenditure is incurred is converted into Indian rupees. The exchange differences arising on foreign currency transactions are recognized as income or expense in the period in which they arise.

Monetary assets and monetary liabilities denominated in foreign currency are translated at the exchange rate prevalent at the date of the balance sheet. The resulting difference is also recorded in the profit and loss account.

Non-monetary assets & non-monetary liabilities denominated in a foreign currency and measured at fair value are translated at the exchange rate prevalent at the date when the fair value was determined.

#### 1.9 Forward contracts and option contracts in foreign currencies

The Company uses forward contracts and options contracts to hedge its exposure to movements in foreign exchange rates. The use of these forward contracts and option contracts reduces the risk or cost to the Company and the Company does not use the forward contracts and option contracts for trading or speculation purposes.

Effective April 1, 2008, the Company adopted Accounting Standard AS 30 " Financial Instruments: Recognition and Measurement", to the extent that the adoption does not conflict with existing mandatory accounting standards and other authoritative pronouncements, Company law and other regulatory requirements.

Forward and options contracts are fair valued at each reporting date. The Company records the mark to market gain or loss on effective hedges in the foreign currency fluctuation reserve until the transactions are complete. On completion, the gain or loss is transferred to the profit and loss account of that period. To designate a forward contract or option contracts as an effective hedge, management objectively evaluates and evidences with appropriate supporting documents at the inception of each contract whether the contract is effective in achieving offsetting cash flows attributable to the hedged risk. In the absence of a designation as an effective hedge, a gain or loss is recognized in the profit and loss account. Currently the hedges undertaken by the Company are all ineffective in nature and the resultant gain or loss consequent to fair valuation is recognised in the Statement of profit and loss at each reporting date.

#### 1.10 Income tax

Income taxes are computed using the tax effect accounting method, where taxes are accrued in the same period the related revenue and expenses arise. A provision is made for income tax for the period based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. Minimum Alternative Tax (MAT) paid in accordance with the tax laws, which gives rise to future economic benefits in the form of adjustment of future income tax liability, is considered as an asset if there is convincing evidence that the Company will pay normal tax after the tax holiday period and the resultant asset can be measured reliably. Accordingly, it is recognized as an asset in the balance sheet when it is probable that the future economic benefit associated with it will flow to the Company and the asset can be measured reliably. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount being considered. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on prevailing enacted or substantively enacted regulations. Deferred tax assets in situation of unabsorbed depreciation and carry forward business losses exist, are recognised only to the extent that there is virtual certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business losses are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each balance sheet date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.11 Provisions and contingent liability

The Company recognises a provision when there is a present obligation as a result of a past event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation. A disclosure for a contingent liability is made when there is a present obligation that cannot be estimated reliably or a possible or present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation that the likelihood of outflow of resources is remote, no provision or disclosure is made. Provisions are made for all known losses and liabilities and future unforeseeable factors that may affect the profit on fixed-price business process management contracts.

Provisions for onerous contracts, i.e. contracts where the expected unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it, are recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle a present obligation as a result of an obligating event based on a reliable estimate of such obligation. The provision is measured at the lower of the expected cost of terminating the contract & the expected cost of fulfilling the contract.

#### 1.12 Impairment of assets

Management periodically assesses using, external and internal sources, whether there is an indication that an asset (including goodwill) may be impaired. An impairment loss is recognised wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use i.e. the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if there has been a change in the estimates used to determine the recoverable amount since the last impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.13 Earnings per share

In determining earnings per share, the Company considers the net profit after tax. The number of shares used in computing basic earnings per share is the weighted average number of shares outstanding during the year. Diluted earnings per share are computed using the weighted average number of basic and dilutive common equivalent shares outstanding during the year, except where the result would be anti-dilutive. Dilutive potential equity shares are deemed converted as of the beginning of the period, unless they have been issued at a later date.

#### 1.14 Investments

Trade investments are investments made to enhance the Company's business interests. Investments are either classified as current or long-term based on the management's intention at the time of purchase. Current investments are carried at the lower of cost and fair value, determined on an individual investment basis. Cost for overseas investments comprises the Indian Rupee value of the consideration paid for the investment. Long-term investments are carried at cost and provisions recorded to recognize any diminution, other than temporary, in the carrying value of each investment.

#### 1.15 Cash and Cash Equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks and corporations. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.16 Cash Flow Statement

Cash flows are reported using the Indirect method, whereby profit before tax is adjusted for the effects of transactions of a non - cash nature and any deferrals or accruals of past or future cash receipts or payments. The cash flows from operating, financing and investing activities of the Company are segregated. Cash flows in foreign currency are accounted at average monthly exchange rates that approximate the actual rates of exchange prevailing at the date of the transaction.

#### 1.17 Employee stock options

The Company applies the intrinsic value-based method of accounting prescribed by Accounting Research Committee of the Institute of Chartered Accountants of India, Accounting for employee share based payments, to account for its fixed plan stock options. Under this method, compensation expense is recorded on the date of grant only if the current market price of the underlying stock exceeds the exercise price. The options vest on a graded basis; however there is no compensation expense since the grants are made at exercise prices equal to or greater than fair market value, as of the date of the grant.

#### 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED MARCH 31, 2013

#### 2.1 SHARE CAPITAL

(in ₹)

Particulars	As at	
	March 31, 2013	March 31, 2012
AUTHORISED		
Equity shares, ₹10 (₹10) par value	123,37,50,000	123,37,50,000
12,33,75,000 (12,33,75,000) equity shares		
	123,37,50,000	123,37,50,000
ISSUED, SUBSCRIBED AND PAID UP		
Equity shares, ₹10 (₹10) par value		
3,38,27,751 (3,38,27,751) equity shares fully paid up	33,82,77,510	33,82,77,510
[Of the above, 3,38,22,319 (3,38,22,319) equity shares are held by the holding Company,		
Infosys Limited]		
	33,82,77,510	33,82,77,510

The Company has only one class of shares referred to as equity shares having a par value₹10. Each holder of one equity share is entitled to one vote per share.

In the event of liquidation of the Company, the holders of shares shall be entitled to receive any of the remaining assets of the Company, after distribution of all preferential amounts. However, no such preferential amounts exist currently. The amount distributed will be in proportion to the number of equity shares held by the shareholders.

#### Reconciliation of the number of shares outstanding

Particulars	As at	
	March 31, 2013	March 31, 2012
Number of share outstanding at the beginning of the year	3,38,27,751	3,38,27,751
Add: Shares issued during the year	-	-
Number of shares outstanding at the end of the year	3,38,27,751	3,38,27,751

#### Shares held by shareholders holding more than 5% shares

Name of the shareholder	Number of shares as at		Percentage of to	tal shares
	March 31, 2013	March 31, 2012	March 31, 2013	March 31, 2012
Infosys Limited	3,38,22,319	3,38,22,319	99.98%	99.98%

There has been no buy-back of shares, issuance of bonus shares or shares issued for consideration other than cash during the last 5 years.

#### Employee stock option plan

Guidance note on "Accounting for employee share based payments" (the guidance note) issued by Institute of Chartered Accountants of India establishes financial accounting and reporting principles for employee share based payment plans. The guidance note applies to employee share based payment plans, the grant date in respect of which falls on or after April 1, 2005.

The Company applies the intrinsic value-based method of accounting to account for its fixed plan stock options. Under this method, compensation expense is recorded on the date of grant only if the current market price of the underlying stock exceeded the exercise price on this date. The options vest on a graded basis; however there is no compensation expense since the grants are made at exercise prices equal to or greater than fair market value, as of the date of the grant.

#### **Infosys BPO Employee Stock Option Plan 2002**

The Company's 2002 Plan provides for the grant of stock options to employees of the Company and was approved by the Board of Directors and shareholders in June 2002. All options under the 2002 Plan are exercisable for equity shares. The 2002 Plan is administered by a Compensation Committee comprising three members, all of whom are directors of the Company. The 2002 Plan provides for the issue of 52,50,000 equity shares to employees, at an exercise price, which shall not be less than the Fair Market Value ("FMV") on the date of grant. Options may also be issued to employees at exercise prices that are less than the FMV only if specifically approved by the members of the Company in general meeting. Options granted under the 2002 plan vests over 1-6 years.

On March 12, 2007, Infosys Limited purchased 12,19,532 unvested options held by the employees of Infosys BPO Limited for a cash consideration of ₹ 57.87 crore. As at March 31, 2013, nil (March 31,2012:4,76,250) options are held by Infosys Limited. Options held by Infosys Limited cannot be exercised due to legal restrictions and will expire in due course. Accordingly these options have not been considered while computing dilutive earnings per share of the Company from the date Infosys Limited owned these options.

	Year en	Year ended		
	March 31, 2013			
Particulars	Shares arising out of options	Weighted average exercise prices (in ₹)		
Outstanding at the beginning of the period	4,76,250	483.73		
Granted during the period	-	-		
Forfeitures during the period	4,76,250	483.73		
Exercised during the period	-	-		
Outstanding at the end of the period	-	-		
Exercisable at the end of the period	-	-		

	Year ended			
	March 31, 2012			
Particulars	Shares arising out of options	8		
Outstanding at the beginning of the period	6,79,250	397.44		
Granted during the period	-	-		
Forfeitures during the period	2,03,000	195.00		
Exercised during the period	-	-		
Outstanding at the end of the period	4,76,250	397.44		
Exercisable at the end of the period	4,48,750	398.89		

The following table summarizes information about stock options as at March 31, 2013 and March 31, 2012

Range of exercise prices (in ₹)	Stock options outstar the ye	8	Weighted average remaining contractual life		
	March 31, 2013	March 31, 2012	March 31, 2013	March 31, 2012	
33.12-58.33	-	-	-	-	
58.34-77.89	-	-	-	-	
77.90-99.20	-	-	-	-	
99.21-162.23	-	-	-	-	
162.24-195.00	-	-	-	-	
195.01-214.00	-	-	-	-	
214.01-230.00	-	1,05,000	-	(0.58)	
230.01-310.00	-	61,250	-	0.26	
310.01-604.00	-	3,10,000	-	0.71	
	-	4,76,250	=	0.36	

# Infosys 1999 Employee Stock Option Plan ('1999 Plan'')

On March 12, 2007, Infosys Limited purchased 12,19,532 unvested options held by the employees of Infosys BPO Limited for a cash consideration of ₹ 57.87 crore and has swapped 5,18,360 unvested options with 1,51,932 unvested stock options of Infosys. In addition, certain employees were granted additional 4,86,828 Infosys stock options under the Infosys 1999 Employee Stock Option Plan. The Infosys 1999 Employees Stock Option Plan was approved by the Board of Directors and stockholders in June 1999. All options under the 1999 Plan are exercisable for equity shares. The options granted under the 1999 plan vests over 2-6 years.

Particulars		Year ended March 31, 2013			
	Shares arising out of options	Weighted average exercise prices (in ₹)			
Outstanding at the beginning of the period	11,684	2,120.95			
Granted during the period	-	-			
Forfeitures during the period	5,518	2,120.95			
Exercised during the period	6,166	2,120.95			
Outstanding at the end of the period	-	-			
Exercisable at the end of the period	-	-			

	Year en	Year ended			
	March 31	March 31, 2012			
Particulars	Shares arising out of options	Weighted average exercise prices (in ₹)			
Outstanding at the beginning of the period	14,961	2,120.95			
Granted during the period	-	-			
Forfeitures during the period	-	2,120.95			
Exercised during the period	3,277	2,120.95			
Outstanding at the end of the period	11,684	2,120.95			
Exercisable at the end of the period	7,429	2,120.95			

The following table summarizes information about stock options as at March 31, 2013 and March 31,2012:

Range of exercise prices (in ₹)	Stock options outstar the y	8	Weighted average remaining contractual life		
	March 31, 2013	March 31, 2012	March 31, 2013	March 31, 2012	
0- 2120.95	-	11,684	-	0.30	
	-	11,684	-	0.30	

# 2.2 RESERVES AND SURPLUS

		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Securities premium reserve - Opening balance	25,48,97,789	25,48,97,789
Add: Transferred from Surplus	-	-
Securities premium reserve - Closing balance	25,48,97,789	25,48,97,789
Capital redemption reserve - Opening balance	1,13,94,690	1,13,94,690
Add: Transferred from Surplus	-	-
Capital redemption reserve - Closing balance	1,13,94,690	1,13,94,690
General reserve - Opening balance	1000,00,00,000	1000,00,00,000
Add: Transfer from profit and loss account during the year	-	-
General reserve - Closing balance	1000,00,00,000	1000,00,00,000
Balance in statement of profit and loss - Opening balance	384,75,98,205	80,13,36,868
Add: Net profit after tax transferred from statement of profit and loss	427,74,11,713	304,62,61,337
Less: Amount transferred to General reserve	-	-
Balance in statement of profit and loss - Closing balance	812,50,09,918	384,75,98,205
	1839,13,02,397	1411,38,90,684

#### 2.3 OTHER LONG-TERM LIABILITIES

(in ₹)

Particulars	As at	
	March 31, 2013	March 31, 2012
Accrued salaries and benefits		
Bonus and incentives	3,22,79,649	3,49,02,225
Earnest money deposit received**	20,92,54,500	2,92,54,500
Contingent consideration payable*	23,07,32,500	57,97,89,882
	47,22,66,649	64,39,46,607

<sup>\*</sup>On December 4, 2009, Infosys BPO acquired 100% of the voting interests in McCamish Systems LLC (McCamish), a business process solutions provider based in Atlanta, Georgia, in the United States. The business acquisition was concluded by entering into Membership Interest Purchase Agreement for a cash consideration of ₹173 crores and a contingent consideration of ₹67 crores.

The Company has reassessed the contingent consideration payable during the current period, after receiving the revised revenue and net margin projections from McCamish. McCamish has not been able to meet the targets till date for this payment, and as per the revised projections received, it is still not expected to meet the critical future targets, inspite of their acquisition of a business process outsourcing division from the Marsh Inc. Group in the USA. Accordingly, the Company has reduced the liability payable by ₹ 57,57,31,200 with a credit to other income, since it is not considered payable. The liability for contingent consideration payable as at the balance sheet date represents the expected payment to be made by the Company only for the extended payout period.

#### 2.4 OTHER CURRENT LIABILITIES

(in ₹)

Particulars	As at	As at		
	March 31, 2013	March 31, 2012		
Accrued salaries and benefits				
Salaries	47,07,27,190	32,47,02,527		
Bonus and incentives	106,14,18,291	85,45,65,084		
Other liabilities				
Provision for expenses*	247,14,12,009	199,18,35,862		
Retention money payable	7,27,96,773	8,08,16,534		
Withholding and other taxes	11,77,52,030	62,32,804		
Other payables*	7,37,47,217	3,69,66,702		
Mark to market loss on forward contracts	-	15,14,86,359		
Advances received from customers	26,75,516	1,52,14,893		
Unearned revenue	9,71,52,413	4,98,01,993		
Contingent consideration payable	-	16,25,49,318		
	436,76,81,439	367,41,72,076		

<sup>\*</sup>Includes dues to subsidiaries & other group companies (refer to note 2.22)

# 2.5 SHORT-TERM PROVISIONS

(in ₹)

Particulars	As at	As at			
	March 31, 2013	March 31, 2012			
Provision for employee benefits		_			
Unavailed leave	37,08,73,452	29,60,26,987			
Others					
Provision for					
Income taxes	2,34,93,319	5,00,91,064			
SLA compliance	7,35,55,337	5,92,42,846			
	46,79,22,108	40,53,60,897			

<sup>\*\*</sup>Includes dues to subsidiaries & other group companies (refer to note 2.22)

# Provision for SLA compliance

The provision for service level agreement compliance is based on estimates made by the management for on going contracts. In accordance with paragraphs 66 and 67 of the Accounting Standard 29 (Provisions, contingent liabilities and contingent assets) the movement in provision for service level agreement is given below:

(in ₹)

Particulars	As at			
	March 31, 2013	March 31, 2012		
Balance at the beginning of the year	5,92,42,846	5,03,86,611		
Additional provision made during the year	6,24,16,550	8,90,46,607		
Provisions used during the year	27,02,693	2,20,96,984		
Unused amount reversed during the year	4,54,01,366	5,80,93,388		
Balance at the end of the year	7,35,55,337	5,92,42,846		

Management believes that the aforesaid provision will be utilised within a year.

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# 2.6 FIXED ASSETS

(in ₹)

		Original	cost			Depreciation and	amortization		Net book	value
Particulars	Cost as at	Additions	Deletions	Cost as at	As at	Charge for the	Deletions	As at	As at	As at
i ai ticuiai s	April 01,	during the	during the	March 31,	April 01,	year	during the	March 31,	March 31,	March 31,
	2012	year	year	2013	2012		year	2013	2013	2012
Tangible assets:										
Land - Leasehold	11,55,00,000	-	-	11,55,00,000	40,75,239	11,93,790	-	52,69,029	11,02,30,971	11,14,24,761
Buildings	139,28,09,316	7,07,20,199	81,98,063	145,53,31,452	19,91,71,769	9,74,40,226	5,44,518	29,60,67,477	115,92,63,975	119,36,37,547
Leasehold improvements	47,14,16,135	7,85,31,054	39,936	54,99,07,253	31,94,65,146	6,36,83,842	39,936	38,31,09,052	16,67,98,201	15,19,50,989
Office equipment	115,59,22,978	5,41,93,594	7,63,335	120,93,53,237	76,03,83,930	17,47,30,753	2,67,825	93,48,46,858	27,45,06,379	39,55,39,048
Plant and machinery	17,95,57,403	4,02,46,677	-	21,98,04,080	94,50,126	4,96,26,662	-	5,90,76,788	16,07,27,292	17,01,07,277
Computer equipment	120,09,75,020	22,46,19,000	3,93,84,248	138,62,09,772	100,35,09,298	20,32,92,350	3,93,60,225	116,74,41,423	21,87,68,349	19,74,65,722
Furniture and fixtures	48,05,91,391	4,19,05,087	17,94,444	52,07,02,034	37,06,05,931	6,01,69,986	17,66,576	42,90,09,341	9,16,92,693	10,99,85,460
	499,67,72,243	51,02,15,611	5,01,80,026	545,68,07,828	266,66,61,439	65,01,37,609	4,19,79,080	327,48,19,968	218,19,87,860	233,01,10,804
Intangible assets:										
Goodwill	19,03,70,324	-	-	19,03,70,324	-	-	-	-	19,03,70,324	19,03,70,324
	19,03,70,324	-	-	19,03,70,324	-	-	-	-	19,03,70,324	19,03,70,324
Total	518,71,42,567	51,02,15,611	5,01,80,026	564,71,78,152	266,66,61,439	65,01,37,609	4,19,79,080	327,48,19,968	237,23,58,184	252,04,81,128
Previous year	405,90,29,754	121,88,68,113	9,07,55,300	518,71,42,567	225,95,92,410	49,69,17,227	8,98,48,198	266,66,61,439	252,04,81,128	

#### 2.7 INVESTMENTS

		(ın ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Non current investments – at cost		
Trade (unquoted)		
Investments in equity of subsidiaries		
Infosys BPO s.r.o, Czech Republic	3,49,78,993	3,49,78,993
Infosys BPO Poland Sp Z o o, 5,000 (5,000) equity shares of PLN 500 each, fully paid	58,68,81,768	58,68,81,768
Portland Group Pty Limited, 17,45,00,000 (17,45,00,000) equity share of AUD 1 each, fully pai	211,05,81,750	211,05,81,750
McCamish Systems LLC	305,97,88,358	289,53,08,358
	579,22,30,869	562,77,50,869
Current investments – at the lower of cost and fair value		
Investment in mutual funds, non-trade (unquoted)		
Investment in liquid mutual fund units	151,36,00,973	20,05,06,473
	151,36,00,973	20,05,06,473
<del></del>	-	
Aggregate amount of unquoted investments	730,58,31,842	582,82,57,342

On January 4, 2012, Infosys BPO acquired 100% of the voting interests in Portland Group Pty Ltd a strategic sourcing and category management services provider based in Sydney, Australia. The business acquisition was conducted by entering into definitive share sale agreement for a cash consideration of ₹211 crores (AUD 36 million).

Details of investment in liquid mutual funds as at March 31, 2013 and March 31, 2012 is as follows:

Particulars	No. of units as at		Amount (in ₹)	
	March 31, 2013	March 31, 2012	March 31, 2013	March 31, 2012
Birla Sun Life AMC Ltd -Liquid Plus	2,27,946	=	2,28,59,227	-
ICICI prudencial-P liquid plus	46,77,205	-	46,81,63,489	-
TATA Asset Management Ltd- Liquid Plus	1,83,682	-	20,47,16,827	-
Reliance Mutual Fund- Liquid Plus	3,34,060	=	33,42,30,589	-
Kotak Mutual Fund- Liquid Plus	1,88,131	-	23,00,49,035	-
Templeton Mutual Fund- Liquid Plus	-	2,00,372	-	20,05,06,473
Religare Mutual Fund- Liquid Plus	2,53,382	-	25,35,81,806	-
	58,64,406	2,00,372	151,36,00,973	20,05,06,473

#### 2.8 DEFERRED TAX ASSETS, NET

Particulars	As at	As at	
	March 31, 2013	March 31, 2012	
Deferred tax assets			
Fixed assets	19,07,64,310	17,26,33,910	
Unavailed leave	9,22,87,143	6,23,73,943	
Trade receivables	52,55,483	54,45,683	
Others	2,76,67,700	83,09,206	

(in ₹)

24,87,62,742

31,59,74,636

#### 2.9 LONG-TERM LOANS AND ADVANCES

(in ₹) **Particulars** As at March 31, 2013 March 31, 2012 Unsecured considered good Capital advances 11,67,577 63,73,026 Other loans and advances Prepaid expenses 1,80,80,648 Rental deposits\* 33,49,54,465 17,87,69,981 Electricity and other deposits 2,32,58,810 72,99,220 MAT credit entitlement 14,88,40,547 38,78,61,534 Advance income taxes 34,61,04,318 22,39,78,480 87,24,06,365 80,42,82,241

<sup>\*</sup>Includes deposits from holding company (refer to note 2.22)

# 2.10 OTHER NON-CURRENT ASSETS

		(111 1)	
Particulars	As at	As at	
	March 31, 2013	March 31, 2012	
Others			
Restricted deposits (refer note 2.29)	37,92,68,992	30,38,63,714	
Advance to gratuity trust (refer note 2.24)	1,07,844	1,19,02,926	
	37,93,76,836	31,57,66,640	

#### 2.11 TRADE RECEIVABLES

(in ₹)

		(111 1)
Particulars	As at	
	March 31, 2013	March 31, 2012
Debt outstanding for a period exceeding six months		
Unsecured		
Considered doubtful	1,48,29,653	1,49,39,901
Other debts		
Unsecured		
Considered good*	382,26,13,017	264,08,67,908
Considered doubtful	8,50,545	67,84,522
	383,82,93,215	266,25,92,331
Less: Provision for doubtful debts	1,56,80,198	2,17,24,423
	382,26,13,017	264,08,67,908

<sup>\*</sup>Includes dues from subsidiaries (refer to note 2.22)

Provision for doubtful debts

Periodically, the Company evaluates all customer dues for collectability. The need for provisions is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer from the invoice date, as at the Balance Sheet date. The Company pursues the recovery of the dues, in part or full.

# 2.12 CASH AND CASH EQUIVALENTS

(in ₹)

Particulars	As at	
	March 31, 2013	March 31, 2012
Cash on hand	87,691	90,589
Balances with bank		
In current and deposit accounts	708,15,48,386	555,81,46,362
Others		
Deposit with body corporate/financial institutions	80,00,00,000	10,00,00,000
	788,16,36,077	565,82,36,951

The deposits maintained by the Company with banks comprise of time deposits, which can be withdrawn by the Company at any point without prior notice or penalty on the principal portion.

The details of balances with banks as at March 31, 2013 and March 31, 2012 are as follows :

(in ₹)

Particulars	As at	
i ai tettiai s	March 31, 2013	March 31, 2012
In current accounts	,	<u> </u>
Bank of America, California, USA	14,16,28,165	5,89,35,213
Bank of America, California- Trust account, USA	2,71,450	2,54,400
Citibank, India	5,26,484	3,96,652
Citi Bank, South Africa	19,29,644	-
Citi Bank, Costa Rica	1,18,73,754	-
Deustche Bank, India	25,91,464	1,33,01,562
Deustche Bank- EEFC (Euro account)	69,734	36,26,701
Deustche Bank- EEFC (UK Pound Sterling account)	-	20,40,654
Deustche Bank- EEFC (U.S. Dollar account)	30,97,696	73,57,516
Deutsche Bank, Netherland	1,09,57,203	-
Deutsche Bank, London, UK	18,86,424	59,22,492
Deutsche Bank, Philippines	3,70,71,799	3,03,81,792
ICICI Bank, India	2,11,77,080	1,90,77,185
ICICI Bank- EEFC (Euro account)	1,86,17,005	35,35,092
ICICI Bank- EEFC (UK Pound Sterling account)	5,75,11,901	1,46,74,222
ICICI Bank- EEFC (U.S. Dollar account)	4,40,81,260	17,64,39,122
ICICI Bank, London, UK		1,72,30,789
PNC Bank, New Jersey, USA	2,71,450	2,54,400
Royal Bank of Canada, Ontario, Canada	27,96,567	44,52,200
State Bank of India, India	2,66,306	2,43,370
	35,66,25,386	35,81,23,362
In deposit accounts		
Axis Bank	60,00,00,000	60,00,00,000
Canara Bank	80,00,00,000	80,00,00,000
Central Bank of India	-	52,00,00,000
Corporation Bank	80,00,00,000	-
ICICI Bank	98,00,00,000	50,00,00,000
IDBI Bank	-	30,00,00,000
Kotak Mahindra Bank	80,00,00,000	80,00,00,000
Oriental Bank of Commerce	74,00,00,000	14,00,00,000
Punjab National Bank	-	28,50,00,000
State Bank of Hyderabad	-	80,00,00,000
State Bank of India	23,000	23,000
South Indian Bank	40,50,00,000	35,50,00,000
Union Bank	80,00,00,000	-
Vijaya Bank	79,99,00,000	-
Yes Bank	-	10,00,00,000
	672,49,23,000	520,00,23,000
Other deposits with body corporate/financial institutions	<u></u>	
HDFC Limited	80,00,00,000	10,00,00,000
	80,00,00,000	10,00,00,000
	788,15,48,386	565,81,46,362

# 2.13 SHORT-TERM LOANS AND ADVANCES

<u>(in ₹)</u>

Particulars	As at	
	March 31, 2013	March 31, 2012
Unsecured, considered good		
Prepaid expenses	4,90,37,926	2,21,90,968
Advances for goods and services	11,67,36,532	14,51,70,401
Withholding and other taxes receivable	26,39,10,445	19,10,03,175
	42,96,84,903	35,83,64,544
Unbilled revenue*	23,95,69,481	22,19,91,120
Interest accrued but not due	6,39,13,393	11,30,73,697
Loans and advances to employees	18,33,53,038	14,95,97,145
Rental deposits	13,11,53,719	8,60,54,777
Electricity and other deposits	83,34,885	82,88,195
Mark to market gain on forward contracts	12,49,52,225	-
MAT credit entitlement	22,55,87,670	15,73,36,400
Loans and advances to group companies*	9,84,33,150	8,34,81,329
	150,49,82,464	117,81,87,207
Unsecured, considered doubtful		
Loans and advances to employees	65,98,881	26,93,311
	151,15,81,345	118,08,80,518
Less: Provision for doubtful loans and advances	65,98,881	26,93,311
	150,49,82,464	117,81,87,207

<sup>\*</sup>Includes dues from subsidiaries & other group companies (refer to note 2.22)

# 2.14 OTHER INCOME

		(in ₹)	
Particulars	Year ended Ma	Year ended March 31,	
	2013	2012	
Interest received on deposits with bank and others	60,96,16,770	60,12,07,528	
Dividend received on investment in mutual fund units	6,79,42,191	3,13,13,961	
Miscellaneous income, net (refer note 2.3)	71,35,09,093	5,34,05,489	
Profit on sale of fixed assets	10,67,447	19,82,876	
Gains/(losses) on foreign currency, net	2,77,103	(21,56,75,864)	
	139,24,12,604	47,22,33,990	

# 2.15 EXPENSES

ın	

		(in ₹)
Particulars	Year ended Ma	
	2013	2012
Employee benefit expenses		
Salaries and bonus including overseas staff expenses	866,80,87,084	599,52,71,750
Staff welfare	9,06,49,303	5,84,63,241
Contribution to provident and other funds	40,69,48,769	30,98,51,749
	916,56,85,156	636,35,86,740
Cost of technical sub-contractors		
Consultancy charges	84,24,08,481	7,53,19,667
	84,24,08,481	7,53,19,667
Travel expenses		
Overseas travel expenses	64,60,29,989	41,63,34,570
Traveling expenses	24,56,64,355	14,95,61,584
	89,16,94,344	56,58,96,154
Cost of software packages		
Cost of software for own use	30,00,17,955	20,17,20,986
	30,00,17,955	20,17,20,986
Communication expenses		
Communication expenses	33,31,63,910	26,30,08,209
Communication expenses	33,31,63,910	26,30,08,209
Professional charges	<u> </u>	
Legal and professional	33,99,44,255	29,70,77,335
Recruitment and training	16,43,10,279	12,38,99,899
Auditor's remuneration		
Statutory audit fees	31,50,000	26,40,000
	50,74,04,534	42,36,17,234
Office expenses		
Computer maintenance	2,20,16,672	1,88,98,184
Printing and stationery	1,93,57,986	2,13,79,187
Office maintenance	36,60,88,668	29,86,68,571
	40,74,63,326	33,89,45,942
Power and fuel		
Power and fuel	24,28,29,137	19,75,17,680
	24,28,29,137	19,75,17,680
Insurance charges		· · · · · · · · · · · · · · · · · · ·
Insurance charges	8,58,39,729	8,71,65,444
	8,58,39,729	8,71,65,444
Rent		~,· -,·- <b>,</b> ···
Rent (refer note 2.17)	57,11,89,312	43,82,76,358
( 1000)	57,11,89,312	43,82,76,358
	57,11,07,512	-10,0±,70,000

(in ₹) **Particulars** Year ended March 31, 2013 2012 Other expenses Consumables 1,86,57,355 1,25,34,406 Brand building and advertisement 6,54,31,573 5,63,01,672 Marketing expenses 2,20,51,585 1,54,10,703 Rates and taxes 2,61,86,813 7,02,40,845 Donations 1,65,280 Bank charges and commission 55,16,943 41,47,383 Postage and courier 49,38,842 46,24,914 Provision for doubtful debts (58,68,559)96,19,556 Provision for doubtful loans and advances 38,99,210 1,48,01,572 1,44,00,190 Professional membership and seminar participation fees 89,10,417 1.07.40.388 Other miscellaneous expenses 49,64,983 16,61,19,620 20,15,56,451

#### 2.16 TAX EXPENSE

(in ₹)

Particulars	Year ended Mai	Year ended March 31,	
	2013	2012	
Current tax			
Income taxes	116,08,67,839	82,34,93,398	
MAT credit utilised	17,07,69,717	8,53,25,607	
Deferred taxes	(6,72,11,894)	(1,22,67,959)	
	126,44,25,662	89,65,51,046	

#### Income taxes

The provision for taxation includes tax liabilities in India on the Company's global income as reduced by exempt incomes and any tax liabilities arising overseas on income sourced from those countries. Infosys BPO operations are conducted through Software Technology Parks ('STPs') and Special Economic Zones ('SEZs'). Income from STPs were tax exempt till March 31, 2011. Income from SEZs is fully tax exempt for the first 5 years, 50% exempt for the next 5 years and 50% exempt for another 5 years subject to fulfilling certain conditions. In the current year, the Company calculated its tax liability under normal provisions of the Income Tax Act and utilized the brought forward MAT Credit. During the year ended 31 March 2013, the Company has provided ₹ 0.52crores as additional income tax provision and ₹ 4.45 crores as additional MAT credit entitlement for earlier years (during the year ended 31 March 2012, the Company has provided ₹ 1.38 crores as additional provision for tax and ₹ 7.84 crores as additional MAT credit entitlement for earlier years).

#### 2.17 LEASES

Obligations on long-term, non-cancellable operating leases

The lease rentals charged during the year and maximum obligations on long-term non-cancellable operating leases payable as per the rentals stated in the respective agreements are as follows:

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Particulars	Year ended March 31,	
	2013	2012
Lease rentals charged during the year	57,11,89,312	43,82,76,358

(in ₹)

	As at	
Lease obligations	March 31, 2013	March 31, 2012
Within one year of the balance sheet date	43,38,64,686	8,23,09,626
Due in a period between one year and five years	108,50,61,359	4,55,43,435
Later than five years	49,45,40,156	-

The Company has entered into non-cancellable operating lease arrangements for premises with Infosys Limited, DLF and TRIL Infopark Limited. The existing operating lease arrangements extend for periods between 36 months and 72 months from their respective dates of inception.

#### 2.18 Contingent liabilities and commitments (to the extent not provided for)

(in ₹)

Particulars	As at	
	March 31, 2013	March 31, 2012
Contingent:		
Estimated amount of unexecuted capital contracts (net of advance and deposits)	9,55,07,837	19,85,89,590
Claims against the Company not acknowledged as debts	12,75,55,625	5,32,28,478
Commitments:		
Forward contracts outstanding		
USD/INR	32,000,000	46,000,000
(Equivalent approximate in ₹)	(173,72,80,000)	(234,04,80,000)
GBP/USD	-	2,000,000
( Equivalent approximate in ₹)	-	(16,29,20,000)
GBP/INR	10,250,000	-
( Equivalent approximate in ₹)	(84,28,57,500)	-

As at the Balance Sheet date, the Company's net foreign currency exposure that is not hedged by a derivative instrument or otherwise i₹Nil (₹Nil as at March 31, 2012).

The foreign exchange forward and option contracts mature between 1 to 12 months. The table below analyzes the derivate financial instruments into relevant maturity groupings based on the remaining period as of the balance sheet date:

(in ₹)

Particulars	As at	
	March 31, 2013	March 31, 2012
Not later than one month	33,31,22,500	25,44,65,000
Later than one month and not later than three months	68,68,02,500	82,42,95,000
Later than three months and not later than one year	156,02,12,500	142,46,40,000
	258,01,37,500	250,34,00,000

The Company recognized a loss on derivative financial instruments of ₹ 8,89,65,584 and ₹35,40,42,473 during the year ended March 31, 2013 and March 31, 2012, respectively, which is included in other income.

#### 2.19 Quantitative details

The Company is primarily engaged in providing business process management services. The sale of such services cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5(viii)(c) of general instructions for preparation of statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

# 2.20 Imports (valued on the cost, insurance and freight basis)

		(in ₹)
Particulars Year ended M		arch 31,
	2013	2012
Capital goods	8,37,02,263	18,95,53,557

# 2.21 Earnings and expenditures in foreign currency

(in ₹)

Particulars	Year ended Ma	Year ended March 31,	
	2013	2012	
Earnings in foreign currency			
Business process management services	1356,23,69,842	1198,56,13,027	
	1356,23,69,842	1198,56,13,027	
Expenditure in foreign currency			
Salary, legal and professional	245,09,82,239	145,44,83,224	
Overseas travel	54,89,98,163	31,03,58,861	
Bank charges, consultancy and others	86,47,47,652	84,05,47,478	
Communication	17,79,91,031	14,06,28,522	
	404,27,19,085	274,60,18,085	

#### 2.22 Related party transactions

List of related parties:

Name of the related party		Holding as at	
		March 31, 2013	March 31, 2012
Infosys Limited	India	Holding Company	Holding Company
Infosys BPO s.r.o	Czech Republic	100%	100%
Infosys BPO Poland Sp.z.o.o	Poland	100%	100%
McCamish Systems LLC	United States	100%	100%
Portland Group Pty Ltd	Australia	100%	100%
Infosys Consulting Inc*	United States		
Infosys Technologies (Australia) Pty Limited ("Infosys Australia")*	Australia		
Infosys Technologies S.de R.L.de C.V. ("Infosys Mexico")*	Mexico		
Infosys Technologies (China) Co. Limited ("Infosys China") *	China		
Infosys Technologia Do Brasil LTDA ( " Infosys Brasil")*	Brazil		
Infosys Public Services, Inc.*	U.S.A		
Infosys Consulting India Limited#	India		

<sup>\*</sup> Wholly owned subsidiaries of Infosys Limited i.e. fellow subsidiaries.

Effective January 2012, Infosys Consulting Inc., was merged with Infosys Limited.

On February 9, 2012, Infosys Consulting India Limited filed a petition in the High Court of Karnataka for its merger with Infosys Limited.

List of key management personnel

List of key management personner	
Name of the related party	Designation
V. Balakrishnan*	Chairman and Director
T. V. Mohandas Pai**	Chairman and Director
D. Swaminathan###	Managing Director and Chief Executive Officer
Gautam Thakkar####	Chief Executive
S. D. Shibulal***	Director
Prof. Jayanth RVarma	Director
Sridar A. Iyengar****	Director
B. G. Srinivas***	Director
Eric S. Paternoster***	Director
Chandrashekar Kakal#	Director
Dr. Omkar Goswami##	Director

<sup>\*</sup>Appointed as Chairman and Director effective June 11, 2011

<sup>#</sup> Wholly owned subsidiary of Infosys Consulting Inc

<sup>\*\*</sup> Resigned as Chairman and Director effective June 11, 2011

<sup>\*\*\*</sup> Resigned as Director effective September 30, 2011

<sup>#</sup> Appointed as Director effective October 1, 2011

<sup>\*\*\*\*</sup> Retired as Director effective August 13, 2012

<sup>##</sup> Appointed as Director effective August 13, 2012

<sup>###</sup> Retired as Managing Director and Chief Executive Officer effective March 31, 2013

<sup>####</sup> Appointed as Managing Director and Chief Executive Officer effective April 1, 2013

The details of the related party transactions entered into by the Company, for the year ended March 31, 2013 and March 31, 2012 are as follows:

		(in ₹)
Particulars	Year ended Ma	arch 31,
	2013	2012
Capital transactions:		
Financing transactions		
McCamish Systems LLC	16,44,80,000	-
Loans		
McCamish Systems LLC	<del></del>	11,20,78,361
	16,44,80,000	11,20,78,361
Revenue transactions:		
Purchase of services		
Infosys Limited	38,62,82,594	38,53,749
Portland Group PTY Limited	6,15,57,186	-
Infosys Mexico	-	50,72,204
Infosys Consulting Inc	-	43,18,928
McCamish Systems LLC	18,05,052	1,11,34,636
Infosys Poland	5,77,04,278	4,40,34,353
	50,73,49,110	6,84,13,870
Purchase of shared services including facilities and personnel		
Infosys Limited	38,91,73,220	57,64,77,252
Infosys BPO s.r.o	-	1,90,760
Infosys BPO Poland Sp.z.o.o	-	3,21,407
McCamish Systems LLC	5,48,883	73,50,067
Infosys Australia	-	27,55,982
Infosys Mexico	-	2,92,196
Infosys China	-	16,03,855
Infosys Brasil	-	11,97,138
Portland Group Pty Ltd	-	1,16,40,524
	38,97,22,103	60,18,29,181
Interest income		
McCamish Systems LLC	-	22,46,888
	<del>-</del>	22,46,888
Sale of services	-	
Infosys Limited	117,78,17,960	_
McCamish Systems LLC	36,11,74,991	18,11,20,150
Portland Group Pty Ltd	4,97,40,995	-, , .,
	158,87,33,946	18,11,20,150
Sale of shared services including facilities and personnel		
Infosys Limited	71,55,20,998	129,85,23,662
Infosys BPO s.r.o		13,24,091
Infosys BPO Poland Sp.z.o.o	-	5,18,614
McCamish Systems LLC	_	7,89,038
Infosys Australia	_	66,01,442
Infosys Mexico	_	4,27,349
Infosys China	_	16,84,103
Infosys Brasil	_	19,36,548
Infosys Consulting India Limited	_	40,63,654
	71,55,20,998	131,58,68,501
	11,55,20,990	151,50,00,501

The Company has received certain managerial services from Mr. V. Balakrishnan, Mr. S. D. Shibulal, Mr.B.G.Srinivas and Mr. T. V. Mohandas Pai, directors of the Company who are also directors of Infosys Limited, at no cost.

Infosys Limited, the parent Company has issued performance guarantees to certain clients for the Company's executed contracts.

Infosys BPO Limited guarantees the performance of certain contracts entered into by its subsidiaries.

Effective April 1, 2012, pursuant to the changes in the Finance Act 2012 the arrangements with Infosys Limited have been amended, consequent to which current period numbers are not comparable to those of the previous period.

Details of amounts due to or due from related parties as at March 31, 2013 and March 31, 2012:

(in ₹)

Particulars	As at,	
	March 31, 2013	March 31, 2012
Trade receivables		
Infosys Limited	68,61,45,520	-
Infosys BPO Poland Sp.z.o.o	-	(318)
McCamish Systems LLC	49,75,136	2,83,26,809
Portland Group Pty Ltd	56,74,553	-
	69,67,95,209	2,83,26,491
Other receivables		
Infosys Limited	9,84,33,150	8,33,76,783
Infosys Australia	-	94,678
	9,84,33,150	8,34,71,461
Unbilled revenues		
Infosys Limited	43,40,660	-
Trade payables	•	
Infosys Limited	38,86,26,038	-
Infosys BPO Poland Sp.z.o.o	1,30,07,527	3,54,19,268
Portland Group Pty Ltd	1,72,26,846	-
	41,88,60,411	3,54,19,268
Other payables	•	
Infosys Limited	6,09,77,162	1,29,73,714
Portland Group Pty Ltd	-	1,15,51,015
	6,09,77,162	2,45,24,729
Deposit given for shared services		
Infosys Limited	26,89,00,000	6,89,00,000
Deposit received for shared services		
Infosys Limited	20,92,54,500	2,92,54,500

Particulars of remuneration and other benefits paid to Managing Director during the year ended March 31, 2013 and March 31, 2012, are given below:

(in ₹)

Particulars	Year ended March 31,	
	2013	2012
Salary and other allowances	70,33,562	1,62,24,612
Contribution to provident and other funds	2,61,144	2,55,379
Performance incentives	89,56,132	93,65,622
	1,62,50,838	2,58,45,613

Managerial remuneration paid to non-whole time directors

Particulars of remuneration and other benefits paid to non-whole time directors during the year ended March 31, 2013 and 2012 are given below:

(in ₹)

	Year ended Mar	Year ended March 31,	
	2013	2012	
Sitting fees	1,20,000	1,20,000	
Commission	24,00,000	24,00,000	
	25,20,000	25,20,000	

Computation of net profit in accordance with Section 349 of the Companies Act, 1956 and calculation of commission payable to non whole time directors.

		(in ₹)	
	Year ended March 31,		
<del>-</del>	2013	2012	
Net profit after tax from ordinary activities	427,74,11,713	304,62,61,337	
Add:			
1. Whole time director's remuneration	1,62,50,838	2,58,45,613	
2. Director's sitting fee	1,20,000	1,20,000	
3. Commission to non whole time directors	24,00,000	24,00,000	
4. Depreciation as per books of account	65,01,37,609	49,69,17,227	
5. Provision for doubtful debts	(58,68,559)	96,19,556	
6. Provision for doubtful loans and advances	38,99,210	1,48,01,572	
5. Provision for taxation	126,44,25,662	89,65,51,046	
	620,87,76,473	449,25,16,351	
Less:			
1.Depreciation as envisaged under Section 350 of the Companies Act, 1956*	65,01,37,609	49,69,17,227	
2. Carried forward losses for previous years as computed under Section 349 of the Companies Act, 1956	-	-	
2.Net profit on which commission is payable	555,86,38,864	399,55,99,124	
3. Commission payable to non whole time directors:	=	=	
4.Maximum allowed as per the Companies Act, 1956 at 1%	5,55,86,389	3,99,55,991	
Commission approved by the Board:	24,00,000	24,00,000	

<sup>\*</sup> The company depreciates fixed assets based on estimated useful lives that are lower than those implicit is Schedule XIV of the Companies Act, 1956 Accordingly, the rates of depreciation used by the company are higher than the minimum rates prescribed by the Schedule XIV of the Companies Act, 1956.

#### 2.23 Segment reporting

The Company's operations primarily relate to providing business process management services to organizations that outsource their business processes. Accordingly, revenues represented along industry classes comprise the primary basis of segmental information set out in these financial statements. Secondary segmental reporting is performed on the basis of the geographical location of customers.

The accounting principles consistently used in the preparation of the financial statements are also consistently applied to record income in individual segments. These are set out in the note on significant accounting policies.

Industry segments at the Company primarily comprise customers relating to financial services and insurance (FSI), manufacturing (MFG), enterprises in energy, utilities and telecommunication services (ECS) and retail, logistics, consumer product group, life sciences and health care enterprises (RCL). Revenue and identifiable operating expenses in relation to segments is categorized based on items that are individually identified to those segments while allocated expenditure is categorized in relation to the associated turnover of the segment. Expenses which form a significant component of total expenses are not specifically allocable to specific segments as the underlying services are used interchangeably. These expenses are separately disclosed as "unallocated" and adjusted only against the total income of the Company. The Company believes that it is not practical to provide segment disclosures relating to these costs and expenses, and accordingly these expenses are separately disclosed as unallocated and directly charged against total income. Fixed assets or liabilities contracted have not been identified to any reportable segments, as these are used interchangeably between segments. Accordingly no disclosure relating to total segment assets and liabilities are made.

Geographical segments are segregated based on the location of the customers, or in relation to which the revenue is otherwise recognized.

All direct costs are identified to its respective verticals/geographies on the basis of revenues from the respective verticals/geographies while unallocable cost consists of depreciation only.

Certain expenses such as depreciation, which form a significant component of total expenses, are not specifically allocable to specific segments as the underlying assets are used interchangeably. Management believes that it is not practical to provide segment disclosures relating to those costs and expenses, and accordingly these expenses are separately disclosed as "unallocated" and adjusted against the total income of the Company. Fixed assets used in the Company's business or liabilities contracted have not identified to any of the reportable segments, as the fixed assets and services are used interchangeably between segments. Accordingly, no disclosure relating to total segment assets and liabilities are made. Geographical information on revenue and industry revenue information is collated based on individual customers invoiced or in relation to which the revenue is otherwise recognized.

#### **Industry segments** Year ended **March 31, 2013** and March 31, 2012

					(in ₹)
Particulars	FSI	MFG	RCL	ECS	Total
Revenues from business process management services	492,28,22,890	528,19,33,889	164,72,03,419	646,14,17,686	1831,33,77,884
	341,39,43,833	406,58,70,839	102,72,37,204	461,70,54,609	1312,41,06,485
Identifiable operating expenses	172,06,33,749	165,92,14,363	66,80,60,146	278,78,76,297	683,57,84,555
	84,54,12,358	116,89,32,633	33,68,92,270	147,69,99,741	382,82,37,002
Allocated expenses	181,58,50,712	193,49,02,246	59,38,22,597	233,34,55,394	667,80,30,949
	138,11,51,550	165,39,60,831	41,71,85,210	187,60,76,273	532,83,73,864
Segmental operating profit	138,63,38,429	168,78,17,280	38,53,20,676	134,00,85,995	479,95,62,380
	118,73,79,925	124,29,77,375	27,31,59,724	126,39,78,595	396,74,95,620
Unallocable expenses					65,01,37,609
					49,69,17,227
Other income					139,24,12,604
					47,22,33,990
Profit before tax				_	554,18,37,375
					394,28,12,383
Tax expense					126,44,25,662
				_	89,65,51,046
Profit for the year				_	427,74,11,713
					304,62,61,337

**Geographical segments**Year ended **March 31, 2013** and March 31, 2012

				(in ₹)
Particulars	United States of	Europe	Others	Total
	America			
Revenues from business process management services	951,62,38,116	569,60,37,805	310,11,01,963	1831,33,77,884
	701,21,16,420	487,20,49,383	123,99,40,682	1312,41,06,485
Identifiable operating expenses	320,29,97,819	193,37,27,126	169,90,59,610	683,57,84,555
	199,86,34,335	151,68,11,771	31,27,90,896	382,82,37,002
Allocated expenses	347,31,24,970	207,42,23,196	113,06,82,783	667,80,30,949
	284,30,19,304	198,10,49,507	50,43,05,053	532,83,73,864
Segmental operating profit	284,01,15,327	168,80,87,483	27,13,59,570	479,95,62,380
	217,04,62,781	137,41,88,105	42,28,44,733	396,74,95,620
Unallocable expenses				65,01,37,609
				49,69,17,227
Other income				139,24,12,604
				47,22,33,990
Profit before tax			_	554,18,37,375
				394,28,12,383
Tax expense				126,44,25,662
				89,65,51,046
Profit for the year			_	427,74,11,713
				304,62,61,337

#### 2.24 Gratuity Plan

Gratuity is applicable to all permanent and full time employees of the Company. Gratuity paid out is based on last drawn basic salary and dearness allowance at the time of termination or retirement. The scheme takes into account each completed year of service or part thereof in excess of six months. The normal age of retirement is 60 years and the entire contribution is borne by the Company.

The Company recognises actuarial gains and losses as and when these arise. The charge in respect of these gains/losses is taken to the profit and loss account.

Reconciliation of opening and closing balances of the present value of the defined benefit obligation:

(in ₹)

			As at		
	March 31, 2013	March 31, 2012	March 31, 2011	March 31, 2010	March 31, 2009
Obligations at the beginning of the year	28,43,20,977	18,76,90,700	14,25,35,851	10,83,54,625	5,97,96,919
Liability as on April 1, 2008 assumed on the amalgamation of PAN Financial Shared Services India Private Limited	-	-	-	-	1,31,80,050
Service cost	17,67,45,274	13,68,85,699	6,51,09,966	6,73,44,267	4,07,80,299
Interest cost	1,31,69,226	1,12,28,864	74,96,831	46,65,510	42,52,594
Benefits settled	(8,61,25,526)	(5,40,74,205)	(4,42,43,763)	(3,71,70,205)	(2,35,68,652)
Curtailment*	(1,36,10,797)	-	-	-	-
Actuarial (gain)/loss	(20,56,917)	25,89,919	1,67,91,815	(6,58,346)	1,39,13,415
Obligations at the end of the year	37,24,42,237	28,43,20,977	18,76,90,700	14,25,35,851	10,83,54,625

Defined benefit obligation liability as at the balance sheet is wholly funded by the Company.

Change in plan assets:

(i<u>n</u> ₹)

	As at				
	March 31, 2013	March 31, 2012	March 31, 2011	March 31, 2010	March 31, 2009
Plan assets at beginning, at fair value	29,62,23,903	19,77,56,309	15,45,17,163	11,64,20,243	6,12,93,221
Assets as on April 1, 2008 assumed on the amalgamation of PAN Financial Shared Services India Private Limited	-	-	-	-	1,59,21,701
Expected return on plan assets	2,91,44,553	2,01,20,084	1,56,93,766	1,14,83,981	64,94,791
Actuarial gain/(loss)	12,45,400	13,85,922	(1,84,436)	3,04,464	18,39,632
Contributions	13,20,61,751	13,10,35,793	7,19,73,579	6,34,78,680	5,44,39,550
Benefits settled	(8,61,25,526)	(5,40,74,205)	(4,42,43,763)	(3,71,70,205)	(2,35,68,652)
Plan assets at end, at fair value	37,25,50,081	29,62,23,903	19,77,56,309	15,45,17,163	11,64,20,243

Reconciliation of present value of the obligation and the fair value of the plan assets:

(in ₹)

	As at				
	March 31, 2013	March 31, 2012	March 31, 2011	March 31, 2010	March 31, 2009
Fair value of plan assets at the year end	37,25,50,081	29,62,23,903	19,77,56,309	15,45,17,163	11,64,20,243
Present value of the defined benefit obligations at the year					
end	37,24,42,237	28,43,20,977	18,76,90,700	14,25,35,851	10,83,54,625
Asset/(Liability) recognized in the balance sheet	1,07,844	1,19,02,926	1,00,65,609	1,19,81,312	80,65,618

Gratuity cost for the year:

(in ₹)

	Year ended March 31,	
	2013	2012
Service cost	17,67,45,274	13,68,85,699
Interest cost	1,31,69,226	1,12,28,864
Expected return on plan assets	(2,91,44,553)	(2,01,20,084)
Actuarial (gain)/loss	(33,02,317)	12,03,997
Curtailment	(1,36,10,797)	-
Net gratuity cost	14,38,56,833	12,91,98,476
Actual return on plan assets	3,03,89,953	2,15,06,006

100% of plan assets are maintained by Life Insurance Corporation of India.

<sup>\*</sup> Effective April 1,2012 the Company reduced the benefits provided to employees under the Gratuity plan resulting in curtailment. The effect of curtailment amounted to ₹1.4 crore and was recognized in the statement of profit and loss for the year ended March 31, 2013.

#### Assumptions

	As at				
	March 31, 2013	March 31, 2012	March 31, 2011	March 31, 2010	March 31, 2009
Interest rate	7.95%	8.57%	7.98%	7.82%	7.01%
Discount rate	7.95%	8.57%	7.98%	7.82%	7.01%
Estimated rate of return on plan assets	9.58%	9.45%	9.36%	9.00%	7.01%
Retirement age	60	60	60	60	58
The estimates of future salary increases considered in actu	arial valuation take	account of inflation	n, seniority, promo	tion and other relev	ant factors such as

The Company expects to contribute ₹14,00,00,000 to its defined benefit plan in 2013-14.

#### 2.25 Provident Fund

supply and demand factors in the employment market.

The Company contributed ₹28,08,33,717 towards Provident Fund during the year ended March 31, 2013 (₹30,98,51,749 during the year ended March 31, 2012).

#### 2.26 Superannuation

The Company contributed ₹8,72,914 to the Superannuation Trust during the year ended March 31, 2013 (₹8,40,793 during the year ended March 31, 2012).

#### 2.27 Pension Fund

The Company contributed ₹79,50,678 to pension funds during the year ended March 31, 2013 (₹Nil during the year ended March 31, 2012).

#### 2.28 Reconciliation of basic and diluted shares used in computing earnings per share

Particulars	Year ended March 3		
	2013	2012	
Number of shares considered as basic weighted average shares outstanding	3,38,27,751	3,38,27,751	
Add: Effect of dilutive issues of shares/stock options		-	
Number of shares considered as weighted average shares and potential shares	3,38,27,751	3,38,27,751	
outstanding			

#### 2.29 Restricted deposits

Other non-current assets as at March 31, 2013 includes ₹37,92,68,992 (₹30,38,63,714 as at March 31,2012, respectively) deposited with Life Insurance Corporation of India to settle employee-related obligations as and when they arise during the normal course of business. This amount is considered as restricted cash and is hence not considered as 'cash and cash equivalents'.

#### 2.30 Dues to micro and small enterprises

The Company has no dues to micro and small enterprises during the year ended March 31, 2013 and during the year ended March 31, 2012.

#### 2.31 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS ACCOUNT

<i>(:</i>	4
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Profit and Loss account for the	Year ended Marc		
	2013	2012	
Income from business process management services	1831,33,77,884	1312,41,06,485	
Cost of revenue	1095,52,18,266	682,49,16,637	
GROSS PROFIT	735,81,59,618	629,91,89,848	
Selling and marketing expenses	82,43,03,983	79,04,95,527	
General and administration expenses	173,42,93,255	154,11,98,701	
	255,85,97,238	233,16,94,228	
OPERATING PROFIT BEFORE DEPRECIATION	479,95,62,380	396,74,95,620	
Depreciation and amortization expense	65,01,37,609	49,69,17,227	
OPERATING PROFIT	414,94,24,771	347,05,78,393	
Other income, net	139,24,12,604	47,22,33,990	
Provision for investments	-	-	
PROFIT BEFORE TAX	554,18,37,375	394,28,12,383	
Tax expense:			
Current tax	133,16,37,556	90,88,19,005	
Deferred tax	(6,72,11,894)	(1,22,67,959)	
PROFIT AFTER TAX	427,74,11,713	304,62,61,337	

### 2.32 Schedule to the Cash Flow Statement

2.32	Schedule to the Cash Flow Statement		(in ₹)
	Particulars		d March 31,
		2013	2012
2.32.1	Changes in loans and advances during the year		
	As per Balance Sheet	237,73,88,829	198,24,69,448
	Less: MAT credit entitlement	(37,44,28,217)	(54,51,97,934)
	Advance taxes separately considered	(34,61,04,318)	(22,39,78,480)
	Interest accrued but not yet due	(6,39,13,393)	(11,30,73,697)
	Capital advances	(11,67,577)	(63,73,026)
	- T	159,17,75,324	109,38,46,311
	Less: Opening balance considered	(109,38,46,311)	(111,45,98,424)
		49,79,29,013	(2,07,52,113)
2.32.2	Changes in other assets during the year		
	As per Balance Sheet	37,93,76,836	31,57,66,640
	Less: Opening balance considered	(31,57,66,640)	(24,50,65,608)
		6,36,10,196	7,07,01,032
2.32.3	Changes in liabilities during the year		
	As per Balance Sheet	483,99,48,088	431,81,18,683
	Add: Reduction in contingent liability (refer note 2.3)	57,57,31,200	=
	Less: Retention money considered separately	(7,27,96,773)	(8,08,16,534)
	Less: Opening balance considered	(423,73,02,149)	(409, 46, 66, 629)
	- -	110,55,80,366	14,26,35,520
2.32.4	Changes in trade payables during the year		
	As per Balance Sheet	42,98,84,164	3,91,35,385
	Less: Trade payables capital considered seperately	(33,63,019)	(10,23,790)
	Less: Opening balance considered	(3,81,11,595)	(2,86,32,227)
		38,84,09,550	94,79,368
2.32.5	Changes in provisions during the year		
	As per Balance Sheet	46,79,22,108	40,53,60,897
	Less: Provision for income taxes considered separately	(2,34,93,319)	(5,00,91,064)
	Less: Opening balance considered	(35,52,69,833)	(29,96,63,719)
	=	8,91,58,956	5,56,06,114
2.32.6	Current tax expenses		
	Movement in advance taxes	12,21,25,838	1,56,87,249
	Movement in provision for tax	118,74,65,584	79,30,67,626
	=	130,95,91,422	80,87,54,875
2.32.7	Purchase of fixed assets and changes in capital work in progress/advances		
	Additions as per Balance Sheet	51,02,15,611	121,88,68,113
	Less: Opening capital work-in-progress	(1,99,41,000)	(15,39,33,179)
	Add: Closing capital work-in-progress	1,21,54,846	1,99,41,000
	Less: Opening capital advances	(63,73,026)	(9,32,06,877)
	Add: Closing capital advances	11,67,577	63,73,026
	Add: Opening trade payables for Capital goods	10,23,790	=
	Less: Closing trade payables for capital goods	(33,63,019)	(10,23,790)
	Add: Opening retention monies	8,08,16,534	4,29,78,153
	Less: Closing retention monies	(7,27,96,773)	(8,08,16,534)
	- -	50,29,04,540	95,91,79,912
2.32.8	Interest income received during the year		
	As per statement of profit and loss	60,96,16,770	60,12,07,528
	Add: Opening interest accrued but not yet due	11,30,73,697	5,93,60,642
	Less: Closing interest accrued but not yet due	(6,39,13,393)	(11,30,73,697)
		65,87,77,074	54,74,94,473
2.32.9	Investments in subsidiary during the year		
	As per Balance Sheet	579,22,30,869	562,77,50,869
	Less: Opening balance considered	(562,77,50,869)	(320,26,24,119)
	_	16,44,80,000	242,51,26,750

Bangalore April 8, 2013

				(in ₹)
	Particulars		Year e	ended March 31,
			2013	2012
2.32.10	Loans to subsidiary during the year			
	As per Balance Sheet		-	=
	Less: Opening balance considered			-
			<u> </u>	-
	Loans given to Subsidiary		-	22,92,713
	Loans repaid by Subsidiary		-	22,92,713
2.32.11	Cash and cash equivalents at the end	d of the year		
	As per Balance Sheet			
	Cash on hand		87,691	90,589
	Balances with banks		708,15,48,386	555,81,46,362
	Deposit with financial institution	n/body corporate	80,00,00,000	10,00,00,000
			788,16,36,077	565,82,36,951
As per ou	r report attached			
for BSR	. & Co.			
Charterea	d Accountants			
Firm Regi	istration No: 101248W			
Natrajh R	amakrishna	V. Balakrishnan	Gautam Thakkar	Prof. Jayanth R. Varma
Partner		Chairman and Director	Managing Director and	Director
Membersl	hip No. 32815		Chief Executive Officer	
		Chandrashekar Kakal	Dr. Omkar Goswami	Abraham Mathews
		Director	Director	Chief Financial Officer
		A.G.S. Manikantha		
		Company Secretary		

### To

### The Members of Infosys BPO Poland, Sp.z.o.o

### **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Infosys BPO Poland, Sp.z.o.o** ('the Company') as at 31<sup>st</sup>, March 2013, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility:

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

### **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> March 2013:
- 2) In the case of the statement of profit and loss, of the *profit* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

### For SHENOY & KAMATH

Chartered accountants

### (M RATHNAKAR KAMATH)

Partner.
Membership No. 202841
Firm's Registration. No. 006673s

Bangalore 12<sup>th</sup> April, 2013

## Infosys BPO Poland, Sp.z.o.o

, 1			(in ₹)
Balance Sheet as at	Note	March 31,2013	March 31, 2012
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	3,93,50,000	3,93,50,000
Reserves and surplus	2.2	170,14,35,291	121,35,53,665
		174,07,85,291	125,29,03,665
CURRENT LIABILITIES			
Trade payables		2,22,81,292	29,71,070
Other current liabilities	2.3	30,82,04,366	23,28,73,133
Short-term provisions	2.4	20,35,45,173	8,84,83,443
		53,40,30,831	32,43,27,646
		227,48,16,122	157,72,31,311
ASSETS			
NON-CURRENT ASSETS			
Fixed assets			
Tangible assets	2.5	19,54,12,121	4,29,66,113
Intangible assets	2.5	35,20,12,240	35,20,12,240
Capital work-in-progress		-	-
		54,74,24,361	39,49,78,353
Long-term loans and advances	2.6	5,07,57,092	1,23,99,210
		5,07,57,092	1,23,99,210
CURRENT ASSETS			, , ,
Trade receivables	2.7	70,96,33,301	51,41,85,838
Cash and cash equivalents	2.8	70,06,91,647	43,21,90,170
Short term loans and advances	2.9	26,63,09,721	22,34,77,740
		167,66,34,669	116,98,53,748
		227,48,16,122	157,72,31,311

D. Swaminathan Abraham Mathews
Director Director

Anantha Radhakrishnan B.G. Srinivas
Director Director

2

Bangalore April 12,2013

SIGNIFICANT ACCOUNTING POLICIES

NOTES ON ACCOUNTS

			(in ₹)
Profit and Loss Account for the	Note	Year ending I	March 31st
		2013	2012
Revenues from business process management services		264,79,66,368	191,67,36,026
Other income	2.10	7,37,17,391	4,43,50,296
Total Revenue		272,16,83,759	196,10,86,322
Expenses			
Employee benefit expenses		139,47,45,520	98,45,72,324
Cost of technical sub-contractors	2.11	2,01,93,643	2,31,33,847
Travel expenses	2.11	17,36,03,573	10,55,93,469
Cost of software packages	2.11	2,82,03,972	40,38,674
Communication expenses	2.11	4,54,12,742	3,00,36,770
Professional charges	2.11	11,02,34,332	6,20,72,810
Office Maintenance	2.11	5,72,98,031	3,41,00,688
Power and fuel	2.11	1,57,46,419	1,57,41,517
Insurance	2.11	56,78,664	25,38,769
Rent	2.11	14,75,65,534	10,02,85,891
Depreciation and amortization expense	2.5	4,59,37,440	2,99,74,287
Other expenses	2.11	6,62,93,440	6,69,91,741
		211,09,13,310	145,90,80,787
PROFIT BEFORE TAX		61,07,70,449	50,20,05,535
Provision for taxation			
Current tax	2.12	12,36,67,210	8,48,89,341
		12,36,67,210	8,48,89,341
PROFIT AFTER TAX		48,71,03,239	41,71,16,194
SIGNIFICANT ACCOUNTING POLICIES	1		
NOTES ON ACCOUNTS	2		

D. Swaminathan Abraham Mathews
Director Director

Anantha Radhakrishnan B.G. Srinivas
Director Director

Bangalore April 12,2013

### Schedules to the financial statements for the year ended March 31, 2013

#### Significant accounting policies and notes on accounts

Company overview

Infosys BPO Poland Sp.z.o.o is a leading provider of business process management services to organizations that outsource their business processes. Infosys BPO Poland Sp.z.o.o is a majority owned and controlled subsidiary of Infosys BPO Limited. The company leverages the benefits of service delivery globalization, process redesign and technology and thus drives efficiency and cost effectiveness into client's business processes and thereby improve their competitive position by managing their business processes in addition to providing increased value.

#### 1 Significant accounting policies

#### 1.1 Basis of preparation of financial statements

These financial statements are prepared under the historical cost convention, in accordance with Generally Accepted Accounting Principles in India ("GAAP") on accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises accounting standards as specified in rule 3 of the Companies (Accounting Standards) Rules 2006, and the relevant provisions of the Companies Act, 1956 to the extent applicable. Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

#### 1.2 Use of estimates

The preparation of the financial statements in conformity with GAAP requires that the management of the company makes estimates and assumptions that affect the reported amounts of income and expenses of the period, reported balances of assets and liabilities and disclosures relating to contingent assets and liabilities as of the date of the financial statements. Examples of such estimates includes computation of percentage of completion which requires the company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provision for doubtful debts, future obligations under employee retirement benefit plans, provision for income taxes, provision for SLA and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

#### 1.3 Revenue recognition

The company derives its revenues primarily from business process management services, on time-and-material, fixed-price, fixed-time frame and unit-price basis. Revenue on time-and-material contracts is recognized as the related services are rendered and revenue from the end of the last billing to the balance sheet date is recognised as unbilled revenues. Revenue from fixed-price, fixed-time frame contracts, where there is no uncertainty as to measurement and collectibility of consideration, is recognized as per the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Revenues from unit-priced contracts are recognized as transactions are processed based on objective measures of output. Cost and earnings in excess of billings are classified as unbilled revenue while billing in excess of cost and earnings is classified as deferred revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates. When the company receives advances for its services, such amounts are reflected as advance received from clients until all conditions for revenue recognition are met. The company presents revenues net of service taxes and value added taxes in its profit and loss account.

The company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount/incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount/incentive. Also when the level of discount varies with increase in levels of revenue transactions, the company recognizes the liability based on its estimate of the customer's future purchases if it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably. The company recognizes changes in the estimated amount of obligation for discount using cumulative catch-up approach. The discounts are passed on the customer either as direct payments or as a reduction of payments due from customer.

Profit on sale of investment is recorded on the transfer of title from the company and is determined as the difference between the sale price and the carrying value of the investment. Interest on deployment of surplus funds is recognised using time proportion method, based on underlying interest rates. Dividend income is recognized when the company's right to receive dividend is established.

### 1.4 Expenditure

The cost of software user licenses purchased for rendering business process management services is charged to revenue when put to use. Lease under which the company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the profit and loss account over the lease term.

#### 1.5 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, after reducing accumulated depreciation and impairment upto the date of the balance sheet. Direct costs are capitalized until the assets are ready for use and include financing costs relating to any borrowing attributable to acquisition or construction of those fixed assets which necessarily take a substantial period of time to get ready for their intended use. Capital work-in-progress includes the cost of fixed assets that are not yet ready for their intended use before the balance sheet date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortisation and impairment. Goodwill on amalgamation is tested periodically for impairment.

#### 1.6 Depreciation

Depreciation on fixed assets is determined using the straight-line method based on useful lives of assets as estimated by the company. Depreciation for assets purchased/sold during the period is proportionately charged. Individual assets costing ₹5,000 or less are depreciated within a year of acquisition. Leasehold improvements are written off over the lower of the lease term or the useful life of the asset. Leasehold land is amortised over the lease period. Intangible assets are amortised over their useful life on a straight line basis commencing from the date the asset is available to the company for its use. Management estimates the useful lives for the various fixed assets as follows:

Building	Fifteen year
Computer equipment	Two year
Office equipment	Five year
Furniture and fixtures	Five year

#### 1.7 Foreign currency transactions

Revenue from overseas clients and collections deposited in bank accounts are recorded at the exchange rate as of the date of the respective transactions. Expenditure in foreign currency is accounted at the exchange rate prevalent when such expenditure is incurred. Disbursements made out of bank accounts are reported at a rate that approximates the actual monthly rate. Exchange differences are recorded when the amount actually received on sales or actually paid when expenditure is incurred is converted into Indian rupees. The exchange differences arising on foreign currency transactions are recognized as income or expense in the period in which they arise. Monetary assets and monetary liabilities denominated in foreign currency are translated at the exchange rate prevalent at the date of the balance sheet. The resulting difference is also recorded in the profit and loss account. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

#### 1.8 Forward contracts and option contracts in foreign currencies

The company uses forward contracts and options contracts to hedge its exposure to movements in foreign exchange rates. The use of these forward contracts and option contracts reduces the risk or cost to the company and the company does not use the forward contracts and option contracts for trading or speculation purposes.

Effective April 1,2008 the Company adopted Accounting Standard AS 30 " Financial Instruments: Recognition and Measurement", to the extent that the adoption does not conflict with existing mandatory accounting standards and other authoritative pronouncements, Company law and other regulatory requirements.

Forward and options contracts are fair valued at each reporting date. The company records the mark to market gain or loss on effective hedges in the foreign currency fluctuation reserve until the transactions are complete. On completion, the gain or loss is transferred to the profit and loss account of that period. To designate a forward contract or option contracts as an effective hedge, management objectively evaluates and evidences with appropriate supporting documents at the inception of each contract whether the contract is effective in achieving offsetting cash flows attributable to the hedged risk. In the absence of a designation as an effective hedge, a gain or loss is recognized in the profit and loss account. Currently the hedges undertaken by the company are all ineffective in nature and the resultant gain or loss consequent to fair valuation is recognised in the profit and loss account at each reporting date.

#### 1.9 Income tax

Income taxes are computed using the tax effect accounting method, where taxes are accrued in the same period the related revenue and expenses arise. A provision is made for income tax for the period based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount being considered. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on prevailing enacted or substantively enacted regulations. Deferred tax assets in situation of unabsorbed depreciation and carry forward business losses exist, are recognised only to the extent that there is virtual certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business losses are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each balance sheet date. The income tax provision for the period is made based on the best estimate of the annual average tax rate expected to be applicable for the full fiscal year.

#### 1.10 Provisions and contingent liability

The company recognises a provision when there is a present obligation as a result of a past event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation. A disclosure for a contingent liability is made when there is a present obligation that cannot be estimated reliably or a possible or present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation that the likelihood of outflow of resources is remote, no provision or disclosure is made. Provisions are made for all known losses and liabilities and future unforeseeable factors that may affect the profit on fixed-price business process management contracts.

Provisions for onerous contracts, i.e. contracts where the expected unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it, are recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle a present obligation as a result of an obligating event based on a reliable estimate of such obligation.

#### 1.11 Impairment of assets

Management periodically assesses using, external and internal sources, whether there is an indication that an asset (including goodwill) may be impaired. An impairment loss is recognised wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use i.e. the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if there has been a change in the estimates used to determine the recoverable amount since the last impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.12 Earnings per share

In determining earnings per share, the company considers the net profit after tax. The number of shares used in computing basic earnings per share is the weighted average number of shares outstanding during the year. Diluted earnings per share are computed using the weighted average number of basic and dilutive common equivalent shares outstanding during the year, except where the result would be anti-dilutive. Dilutive potential equity shares are deemed converted as of the beginning of the period, unless they have been issued at a later date.

#### 1.13 Employee Benefits

#### Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by an actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognised in the period in which the absences occur.

#### 1.14 Cash and Cash Equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks and corporations. The company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

### 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED MARCH 31, 2013

### 2.1 SHARE CAPITAL

Balance in profit and loss account - opening

Balance in profit and loss account - closing

Add: Profit during the period

		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
AUTHORISED		
Share capital	3,93,50,000	3,93,50,000
	3,93,50,000	3,93,50,000
ISSUED, SUBSCRIBED AND PAID UP		
Share capital	3,93,50,000	3,93,50,000
	3,93,50,000	3,93,50,000
2.2 RESERVES AND SURPLUS		
		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Securities premium account	39,34,96,852	39,34,96,852
Foreign currency translation reserve	5,58,13,543	5,50,35,156

76,50,21,657

48,71,03,239

125,21,24,896

170,14,35,291

34,79,05,463

41,71,16,194 76,50,21,657

121,35,53,665

### 2.3 OTHER CURRENT LIABILITIES

Particulars	As at	
	March 31, 2013	March 31, 2012
Accrued salaries and benefits		
Salaries	7,03,74,437	2,80,42,680
Bonus and incentives	6,58,80,339	5,63,37,871
For other liabilities		
Provision for expenses	11,12,79,750	5,28,03,503
Withholding and other taxes	4,61,81,009	7,15,11,013
	29,37,15,535	20,86,95,067
Advances subsidy claim received	84,95,619	4,88,318
Unearned revenue	59,93,212	2,36,89,748
	30,82,04,366	23,28,73,133

### 2.4 SHORT TERM PROVISIONS

(in ₹)

		(111 1)	
	As at		
	March 31, 2013	March 31, 2012	
Provision for employee benefits			
Unavailed leave	5,79,68,435	4,07,02,168	
Others			
Provision for			
Income taxes	13,11,90,759	4,03,39,223	
SLA compliance	1,43,85,979	74,42,052	
	20,35,45,173	8,84,83,443	

### Provision for SLA compliance

The provision for service level agreement compliance is based on estimates made by the management for on going contracts. In accordance with paragraphs 66 and 67 of the Accounting Standard 29, the movement in provision for service level agreement is given below.

Particulars	As at		
	March 31, 2013	March 31, 2012	
Balance at the beginning of the year	74,42,052	1,21,61,964	
Additional provision made during the year	1,14,56,143	15,61,671	
Provisions used during the year	<del>-</del>	-	
Unused amount reversed during the year	45,12,216	62,81,583	
Balance at the end of the period	1,43,85,979	74,42,052	

Management believes that the aforesaid provision will be utilised within a year.

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### 2.5 FIXED ASSETS

(in ₹)

Particulars		Original c	ost			Depreciation and	amortization		Net boo	k value
	Cost as at	Additions	Deletions	Cost as at	As at	Charge for the	Deductions	As at	As at	As at
	April 01,	during the	during the	March 31,	April 01,	year	during the	March 31,	March 31,	March 31,
	2012	year	year	2013	2012		year	2013	2013	2012
Tangible assets:										
Buildings	-	-	-	-	-	(80)	(80)	-	-	-
Leasehold improvements	69,22,485	12,47,98,956	-	13,17,21,441	45,67,120	71,44,807	1,01,966	1,16,09,961	12,01,11,480	23,55,365
Office equipment	4,44,21,917	69,34,614	-	5,13,56,531	3,53,18,430	39,72,661	(2,76,766)	3,95,67,857	1,17,88,674	91,03,487
Computer equipment	10,37,00,844	5,05,57,347	-	15,42,58,191	8,09,30,562	3,06,34,877	(3,48,728)	11,19,14,167	4,23,44,024	2,27,70,282
Furniture and fixtures	3,05,07,869	1,67,12,374	-	4,72,20,243	2,17,70,890	41,78,570	(102,840)	2,60,52,300	2,11,67,943	87,36,979
Vehicles	3,49,274	3,178	-	3,52,452	3,49,274	6,605	3,427	3,52,452	-	-
	18,59,02,389	19,90,06,469	-	38,49,08,858	14,29,36,276	4,59,37,440	(6,23,021)	18,94,96,737	19,54,12,121	4,29,66,113
Intangible assets :										
Goodwill	35,20,12,240	-	-	35,20,12,240	-	-	-	-	35,20,12,240	35,20,12,240
	35,20,12,240	-	-	35,20,12,240	-	-	-	-	35,20,12,240	35,20,12,240
Total	53,79,14,629	19,90,06,469	-	73,69,21,098	14,29,36,276	4,59,37,440	(6,23,021)	18,94,96,737	54,74,24,361	39,49,78,353
Previous year	49,72,08,347	5,46,91,984	24,53,927	54,94,46,404	10,90,86,054	2,99,74,287	(38,75,935)	14,29,36,276	40,65,10,128	

Infosys BPO (Poland) Sp.Z.o.o

### 2.6 LONG-TERM LOANS AND ADVANCES

		(in ₹)
	As at	
	March 31, 2013	March 31, 2012
Advance Income tax	5,07,57,092	1,23,99,210
	5,07,57,092	1,23,99,210
2.7 TRADE RECEIVABLES		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Debt outstanding for a period exceeding six months		
Unsecured		
Considered doubtful	16,44,454	37,35,577
Less: Provision for Doubtful Debts	16,44,454	37,35,577
Other debts	-	-
Unsecured		
Considered good*	70,96,33,301	51,41,85,838
Considered doubtful	10,33,594	6,54,671

<sup>\*</sup>Includes dues from subsidiary companies (refer to note 2.16)

### Provision for doubtful debts

Less: Provision for doubtful debts

Periodically, the Company evaluates all customer dues to the Company for collectability. The need for provisions is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer as at the Balance Sheet date.

71,06,66,895

70,96,33,301

10,33,594

51,48,40,509

51,41,85,838

6,54,671

#### 2.8 CASH AND CASH EQUIVALENTS

•		(in ₹)		
Particulars	As at			
	March 31, 2013	March 31, 2012		
Cash on hand	7,66,971	18,43,318		
Balances with bank				
In current and deposit accounts	69,99,24,676	43,03,46,852		
	70,06,91,647	43,21,90,170		
The details of balances with banks as at December 31,2012 and March 31,2012 are as follows:		(in ₹)		
Balances with scheduled banks	As at			
	March 31, 2013	March 31, 2012		
In current accounts				
Deutsche Bank - PLN Account	12,34,45,754	1,21,79,481		
Deutsche Bank - EUR Account	1,61,12,495	61,06,379		
Deutsche Bank, Esfund - PLN Account	8,43,615	11,99,054		
DB-Wklad-Wlasny(EU Subsidy)	1,96,685	-		
Deutsche Bank, EU Subsidy	1,02,06,127	15,27,370		
	15,08,04,676	2,10,12,284		
In deposit account				
Deutsche Bank	54,91,20,000	40,93,34,568		
	69,99,24,676	43,03,46,852		

### 2.9 SHORT TERM LOANS AND ADVANCES:

(in ₹)

Particulars	As at		
	March 31, 2013	March 31, 2012	
Unsecured, considered good			
Prepaid Expenses	89,79,694	1,23,58,843	
Advances for goods and services	1,22,138	-	
Loans to subsidary	11,16,22,467	5,20,36,339	
Withholding and other taxes receivables	8,10,97,403	6,21,17,401	
	20,18,21,702	12,65,12,583	
Unbilled Revenue	-	1,88,30,244	
Interest Accrued but not due	6,07,060	3,94,292	
Loans and advances to employees	2,13,27,736	1,15,40,939	
Electricity and other deposits	1,31,45,966	41,90,290	
Rental Deposits	2,67,17,800	2,64,76,954	
Mark to market loss on forward exchange contract	26,89,457	3,55,32,438	
	26,63,09,721	22,34,77,740	

### 2.10 OTHER INCOME

		(in ₹)			
Particulars	Year ended M	Year ended March 31,			
	2013	2012			
Interest Income	1,84,90,501	73,07,260			
Miscellaneous income	2,06,94,621	89,75,257			
Exchange differences	3,45,32,269	2,80,67,779			
	7,37,17,391	4,43,50,296			

### 2.11 EXPENSES

Particulars	Year ended March 31,	
	2013	2012
Employee benefit expenses		
Salaries and bonus excluding overseas staff expenses	115,02,07,417	82,01,98,602
Staff welfare	3,70,43,574	2,91,58,060
Contribution to provident and other funds	20,74,94,529	13,52,15,662
	139,47,45,520	98,45,72,324
Cost of technical sub-contractors		
Consultancy charges	2,01,93,643	2,31,33,847
	2,01,93,643	2,31,33,847
Travel expenses		
Overseas travel expenses	17,35,90,755	10,55,71,072
Travelling expenses	12,818	22,397
	17,36,03,573	10,55,93,469
Cost of software for own use		
Cost of software for own use	2,82,03,972	40,38,674
	2,82,03,972	40,38,674
Communication expenses		
Communication expenses	4,54,12,742	3,00,36,770
·	4,54,12,742	3,00,36,770
Professional Charges		
Legal and professional charges	2,28,94,932	1,98,29,695
Auditor's remuneration		
audit fees	17,81,114	16,18,020
Recruitment and training expenses	8,55,58,286	4,06,25,095
	11,02,34,332	6,20,72,810
Office expenses		
Printing and stationery	20,92,526	4,32,725
Office maintenance	5,52,05,505	3,36,67,963
	5,72,98,031	3,41,00,688
Power and fuel		
Power and fuel	1,57,46,419	1,57,41,517
	1,57,46,419	1,57,41,517
Insurance		
Insurance	56,78,664	25,38,769
	56,78,664	25,38,769
Rent		, , ,
Rent	14,75,65,534	10,02,85,891
	14,75,65,534	10,02,85,891

(in ₹)

Particulars	Year ended M	Year ended March 31,		
	2013	2012		
Other expenses				
Brand building and advertisement	63,08,507	86,44,888		
Sales promotion expenses	18,03,728	36,73,441		
Rates and taxes	2,32,06,310	1,61,92,374		
Donations	6,90,685	7,82,069		
Bank charges and commission	16,57,432	15,44,486		
Postage and courier	1,48,83,231	1,87,07,959		
Provision for doubtful debts	(35,53,780)	36,85,940		
Other miscellaneous expenses	2,12,97,327	1,37,60,584		
	6,62,93,440	6,69,91,741		

#### 2.12 TAX EXPENSES

(in ₹)

Particulars	Year ended M	Year ended March 31,		
	2013	2012		
Current tax				
Income taxes	12,36,67,210	8,48,89,341		
	12,36,67,210	8,48,89,341		

#### 2.13 LEASES

Obligations on long-term non-cancellable operating leases

The lease rentals charged during the year and maximum obligations on long-term non-cancellable operating leases payable as per the rentals stated in the respective agreements are as follows:

(in ₹)

Particulars	Year ended M	Year ended March 31,		
	2013	2012		
Lease rentals charged during the year	14.75.65.534	10,02,85,891		

### 2.14 Contingent liablities and commitments (to the extent not provided for)

(in ₹)

	As at		
Particulars	March 31, 2013	March 31, 2012	
Contingent:			
Nil			
Commitments:			
Estimated amount of unexecuted capital contracts (net of advance and			
deposits)	2,43,19,830	1,01,54,968	
Forward contracts outstanding			
EUR / PLN	12,000,000	18,000,000	
(Equivalent approximate in Rs.)	(83,40,00,000)	(122,16,60,000)	
USD / PLN	1,668,750	1,000,000	
(Equivalent approximate in Rs.)	(9,05,96,438)	(5,08,80,000)	
EUR/USD	500,000		
(Equivalent approximate in Rs.)	(3,47,50,000)		

As at the Balance Sheet date, the Company's net foreign currency exposure that is not hedged by a derivative instrument or otherwise i₹Nil (₹Nil as at March 31,2012)

The foreign exchange forward and option contracts mature between 1 to 12 months. The table below analyzes the derivate financial instruments into relevant maturity groupings based on the remaining period as of the balance sheet date:

(in ₹)

Particulars	As at		
	March 31, 2013	March 31, 2012	
Not later than one month	10,49,19,639	13,57,40,000	
Later than one month and not later than three months	19,20,11,799	32,23,60,000	
Later than three months and not later than one year	66,24,15,000	81,44,40,000	
	95,93,46,438	127,25,40,000	

The company recognized a Loss on derivate financial instruments of ₹9,38,067 and gain on derivative financial instruments of ₹9,58,38,154 during the quarter ended March 31, 2013 and March 31, 2012 respectively, which is included in other income.

#### 2.15 Quantitative details

The Company is primarily engaged in providing business process management services. The sale of such services cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5(viii)(c) of general instructions for preparation of statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

### 2.16 Related party transactions

List of related parties:

	Country	Holding as at		
		March 31, 2013	March 31, 2012	
Infosys BPO Limited	India	100%	100%	
Name of Ultimate Holding Comp	any	Country		
Infosys Limited		India		
Name of Fellow Subsidiaries		Country		
Infosys BPO s.r.o**		Czech Republic		
McCamish Systems LLC**		United States		
Portland Group Pty Ltd**		Australia		
Portland Procurement Services Pty L	td***	Australia		
Infosys Consulting India Limited*		India		
Infosys Technologies (Australia) Pty Limited ("Infosys Australia")*		Australia		
Infosys Technologies S.de R.L.de C.	fosys Technologies S.de R.L.de C.V. ("Infosys Mexico")*		Mexico	
Infosys Technologies (China) Co. Lin	Technologies (China) Co. Limited ("Infosys China") *		China	
Infosys Technologia Do Brasil LTDA	A ( " Infosys Brazil")*	Brazil		

<sup>\*</sup> Wholly owned subsidiaries of Infosys Limited

<sup>\*\*</sup> Wholly owned subsidiaries of Infosys BPO Limited.

<sup>\*\*\*</sup>Wholly owned subsidiary of Portland Group Pty Ltd.

The details of the related party transactions entered into by the Company, for the year ended March 31, 2013 and March 31, 2012 are as follows:

		(in ₹)	
Particulars	Year ended March 31,		
	2013	2012	
Capital transactions:			
Financial transactions			
Loans given			
Infosys BPO s.r.o	5,82,33,306	=	
McCamish Systems, LLC	<del>_</del>	5,20,36,339	
Revenue transactions:			
Purchase of services			
Infosys BPO s.r.o.	91,56,706	46,33,800	
Purchase of shared services including facilities and personnel			
Infosys Limited	-	51,860	
Infosys BPO Limited	-	2,67,431	
Infosys BPO s.r.o.	<del>_</del>	9,10,964	
Interest income			
Infosys BPO s.r.o.	4,75,174	-	
McCamish Systems LLC	7,21,611	5,71,560	
Sale of services			
Infosys Limited	7,77,83,501	7,89,14,173	
Infosys BPO Limited	5,75,64,722	4,47,99,535	
Sale of shared services including facilities and personnel			
Infosys BPO s.r.o.	-	27,93,415	
Infosys BPO Ltd	-	2,29,108	

Details of amounts due to or due from related party for the year ended March 31, 2013 and March 31, 2012.

Particulars  Loans	As at	As at			
	March 31, 2013	March 31, 2012			
Infosys BPO s.r.o	5,82,33,306	-			
McCamish Systems, LLC	5,65,73,676	5,20,36,339			
Debtors					
Infosys Limited	1,70,49,174	95,78,297			
Infosys BPO Limited	46,88,071	3,36,35,133			

#### 2.17 Segment reporting

The company's operations primarily relate to providing business process management services to organizations that outsource their business processes. Accordingly, revenues represented along industry classes comprise the primary basis of segmental information set out in these financial statements. Secondary segmental reporting is performed on the basis of the geographical location of customers.

The accounting principles consistently used in the preparation of the financial statements are also consistently applied to record income in individual segments. These are set out in the note on significant accounting policies.

Industry segments at the company primarily comprise customers relating to financial services and insurance (FSI), manufacturing (MFG), enterprises in energy, utilities and telecommunication services (ECS) and retail, logistics, consumer product group, life sciences and health care enterprises (RCL). Revenue and identifiable operating expenses in relation to segments is categorized based on items that are individually identified to those segments while allocated expenditure is categorized in relation to the associated turnover of the segment. Expenses which form a significant component of total expenses are not specifically allocable to specific segments as the underlying services are used interchangeably. These expenses are separately disclosed as "unallocated" and adjusted only against the total income of the company. The company believes that it is not practical to provide segment disclosures relating to these costs and expenses, and accordingly these expenses are separately disclosed as unallocated and directly charged against total income. Fixed assets or liabilities contracted have not been identified to any reportable segments, as these are used interchangeably between segments. Accordingly no disclosure relating to total segment assets and liabilities are made.

Geographical segments are segregated based on the location of the customers, or in relation to which the revenue is otherwise recognized.

All direct costs are identified to its respective verticals/geographies on the basis of revenues from the respective verticals/geographies while unallocable cost consists of depreciation only.

**Industry segments** Year ended **March 31, 2013** and March 31, 2012

					(in ₹)
Particulars	FSI	MFG	RCL	ECS	Total
Revenues	6,63,109	229,14,76,876	32,95,66,215	2,62,60,168	264,79,66,368
	-	173,77,77,209	17,78,38,052	11,20,765	191,67,36,026
Identifiable operating expenses	-	108,31,94,759	15,01,29,097	1,22,93,656	124,56,17,512
	-	71,43,01,894	4,66,96,441	2,57,708	76,12,56,043
Allocated expenses	1,54,242	71,19,57,393	9,93,39,790	79,06,933	81,93,58,358
		60,57,63,091	6,16,81,184	4,06,182	66,78,50,457
Segmental operating profit	5,08,867	49,63,24,724	8,00,97,328	60,59,579	58,29,90,498
	-	41,77,12,224	6,94,60,427	4,56,875	48,76,29,526
Unallocable expenses					4,59,37,440
					2,99,74,287
Profit before other income					53,70,53,058
					45,76,55,239
Other income ,net					7,37,17,391
					4,43,50,296
Net profit before tax					61,07,70,449
					50,20,05,535
Tax expense					12,36,67,210
					8,48,89,341
Profit for the period					48,71,03,239
					41,71,16,194

### Geographical segments

Year ended March 31, 2013 and March 31, 2012

(in ₹	(
(( )()	o

Particulars	North America	Europe	Others	Total
Revenues	23,05,35,432	210,56,48,240	31,17,82,696	264,79,66,368
	6,05,14,444	168,62,93,523	16,99,28,059	191,67,36,026
Identifiable operating expenses	10,49,59,155	101,49,13,120	12,57,45,237	124,56,17,512
	89,68,744	67,06,32,484	8,16,54,815	76,12,56,043
Allocated expenses	6,87,74,831	65,40,10,420	9,65,73,107	81,93,58,358
	2,11,49,965	58,77,35,862	5,89,64,630	66,78,50,457
Segmental operating profit	5,68,01,446	43,67,24,700	8,94,64,352	58,29,90,498
	3,03,95,735	42,79,25,177	2,93,08,598	48,76,29,526
Unallocable expenses				4,59,37,440
				2,99,74,287
Profit before other income				53,70,53,058
				45,76,55,239
Other income ,net				7,37,17,391
				4,43,50,296
Net profit before tax				61,07,70,449
				50,20,05,535
Tax expense				12,36,67,210
				8,48,89,341
Profit for the period				48,71,03,239
				41,71,16,194

### 2.18 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS ACCOUNT

(in ₹)

Profit and Loss account for the	Year ended	March 31,
	2013	2012
Income from software services and products	264,79,66,368	191,67,36,026
Cost of revenue	178,30,29,281	117,16,52,672
GROSS PROFIT	86,49,37,087	74,50,83,354
Selling and marketing expenses	1,15,72,651	1,31,01,679
General and administration expenses	27,03,73,938	24,43,52,149
	28,19,46,589	25,74,53,828
OPERATING PROFIT BEFORE DEPRECIATION	58,29,90,498	48,76,29,526
Depreciation	4,59,37,440	2,99,74,287
OPERATING PROFIT	53,70,53,058	45,76,55,239
Other income, net	7,37,17,391	4,43,50,296
PROFIT BEFORE TAX	61,07,70,449	50,20,05,535
Tax expense:		
Current tax	12,36,67,210	8,48,89,341
PROFIT FOR THE PERIOD	48,71,03,239	41,71,16,194

#### To

### The Members of Infosys BPO s.r.o

### **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Infosys BPO s.r.o** ('the Company') as at 31<sup>st</sup>, March 2013, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility:

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

### **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> March 2013:
- 2) In the case of the statement of profit and loss, of the *Loss* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

### For SHENOY & KAMATH

Chartered accountants

#### (M RATHNAKAR KAMATH)

Partner. Membership No. 202841 Firm's Registration. No. 006673s

Bangalore 12<sup>th</sup> April, 2013

# Infosys BPO s.r.o

Balance Sheet as at	Note	March 31, 2013	(in ₹) March 31, 2012
EQUITY AND LIABILITIES	Note	Wiaith 31, 2013	Wiai Cli 31, 2012
SHAREHOLDERS' FUNDS			
Share capital	2.1	3,49,78,993	3,49,78,993
Reserves and surplus	2.2	26,74,06,176	30,30,71,280
1		30,23,85,169	33,80,50,273
CURRENT LIABILITIES			
Unsecured Loans	2.3	5,60,51,609	-
Trade payables		5,94,278	88,82,629
Other current liabilities	2.4	15,34,74,623	11,18,25,795
Short-term provisions	2.5	2,53,62,526	1,41,34,706
		23,54,83,036	13,48,43,130
		53,78,68,205	47,28,93,403
ASSETS			
NON-CURRENT ASSETS			
Fixed assets			
Tangible assets	2.6	1,94,31,759	2,45,72,949
Capital work-in-progress			=
		1,94,31,759	2,45,72,949
Long-term loans and advances	2.7	1,19,17,970	2,68,33,165
		1,19,17,970	2,68,33,165
CURRENT ASSETS			
Trade receivables	2.8	13,75,29,072	13,93,90,638
Cash and cash equivalents	2.9	12,80,94,996	10,22,62,451
Short term loans and advances	2.10	24,08,94,408	17,98,34,200
		50,65,18,476	42,14,87,289
		53,78,68,205	47,28,93,403
SIGNIFICANT ACCOUNTING POLICIES	1	-	-
NOTES ON ACCOUNTS	2		

D. Swaminathan Anantha Radhakrishnan Chairman Director

B.G. Srinivas Abraham Mathews Director Director

Bangalore April 12, 2013

Profit and Loss Account for the	Notes	Year ending Mar	Year ending March 31st		
		2013	2012		
Revenues from business process management services		87,44,59,115	57,25,83,219		
Other income	2.11	2,09,73,232	1,66,48,630		
Total Revenue		89,54,32,347	58,92,31,849		
Expenses					
Employee benefit expenses	2.12	68,45,01,124	41,69,04,319		
Cost of technical sub-contractors	2.12	39,47,729	1,84,22,876		
Travel expenses	2.12	3,25,74,251	2,23,29,688		
Cost of software packages	2.12	64,20,444	(87,534)		
Communication expenses	2.12	87,71,760	54,33,602		
Professional charges	2.12	6,64,72,017	3,10,55,921		
Office expenses	2.12	1,37,15,974	1,10,69,932		
Power and fuel	2.12	1,45,94,454	1,27,03,793		
Insurance charges	2.12	29,68,075	(13,93,096)		
Rent	2.12	6,42,57,777	4,87,02,488		
Depreciation expense	2.6	1,67,45,107	1,31,50,053		
Other expenses	2.12	71,90,555	49,89,544		
		92,21,59,267	58,32,81,586		
PROFIT BEFORE TAX		(267,26,920)	59,50,263		
Provision for taxation	2.13				
Current tax		-	25,88,104		
Deferred tax		-	67,67,973		
		-	93,56,077		
LOSS FOR THE PERIOD		(267,26,920)	(34,05,814)		
SIGNIFICANT ACCOUNTING POLICIES	1				
NOTES ON ACCOUNTS	2				

D. Swaminathan
Chairman

B.G. Srinivas
Director

Anantha Radhakrishnan
Director

Abraham Mathews
Director

Bangalore April 12, 2013

#### Schedules to the financial statements for the year ended March 31,2013

#### Significant accounting policies and notes on accounts

Company overview

Infosys BPO s.r.o is a leading provider of business process management services to organizations that outsource their business processes. Infosys BPO s.r.o is a majority owned and controlled subsidiary of Infosys BPO Limited. The company leverages the benefits of service delivery globalization, process redesign and technology and thus drives efficiency and cost effectiveness into client's business processes and thereby improve their competitive position by managing their business processes in addition to providing increased value.

#### 1 Significant accounting policies

#### 1.1 Basis of preparation of financial statements

These financial statements are prepared under the historical cost convention, in accordance with Generally Accepted Accounting Principles in India ("GAAP") on accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises accounting standards as specified in rule 3 of the Companies (Accounting Standards) Rules 2006, and the relevant provisions of the Companies Act, 1956 to the extent applicable. Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

#### 1.2 Use of estimates

The preparation of the financial statements in conformity with GAAP requires that the management of the company makes estimates and assumptions that affect the reported amounts of income and expenses of the period, reported balances of assets and liabilities and disclosures relating to contingent assets and liabilities as of the date of the financial statements. Examples of such estimates includes computation of percentage of completion which requires the company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provision for doubtful debts, future obligations under employee retirement benefit plans, provision for income taxes, provision for SLA and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

#### 1.3 Revenue recognition

The company derives its revenues primarily from business process management services, on time-and-material, fixed-price, fixed-time frame and unit-price basis. Revenue on time-and-material contracts is recognized as the related services are rendered and revenue from the end of the last billing to the balance sheet date is recognised as unbilled revenues. Revenue from fixed-price, fixed-time frame contracts, where there is no uncertainty as to measurement and collectibility of consideration, is recognized as per the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Revenues from unit-priced contracts are recognized as transactions are processed based on objective measures of output. Cost and earnings in excess of billings are classified as unbilled revenue while billing in excess of cost and earnings is classified as deferred revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates. When the company receives advances for its services, such amounts are reflected as advance received from clients until all conditions for revenue recognition are met. The company presents revenues net of service taxes and value added taxes in its profit and loss account.

The company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount/incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount/incentive. Also when the level of discount varies with increase in levels of revenue transactions, the company recognizes the liability based on its estimate of the customer's future purchases if it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably. The company recognizes changes in the estimated amount of obligation for discount using cumulative catch-up approach. The discounts are passed on the customer either as direct payments or as a reduction of payments due from customer.

Profit on sale of investment is recorded on the transfer of title from the company and is determined as the difference between the sale price and the carrying value of the investment. Interest on deployment of surplus funds is recognised using time proportion method, based on underlying interest rates. Dividend income is recognized when the company's right to receive dividend is established.

#### 1.4 Expenditure

The cost of software user licenses purchased for rendering business process management services is charged to revenue when put to use. Lease under which the company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the profit and loss account over the lease term.

#### 1.5 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, after reducing accumulated depreciation and impairment upto the date of the balance sheet. Direct costs are capitalized until the assets are ready for use and include financing costs relating to any borrowing attributable to acquisition or construction of those fixed assets which necessarily take a substantial period of time to get ready for their intended use. Capital work-in-progress includes the cost of fixed assets that are not yet ready for their intended use before the balance sheet date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortisation and impairment. Goodwill on amalgamation is tested periodically for impairment.

#### 1.6 Depreciation

Depreciation on fixed assets is determined using the straight-line method based on useful lives of assets as estimated by the company. Depreciation for assets purchased/sold during the period is proportionately charged. Individual assets costing ₹5,000 or less are depreciated within a year of acquisition. Leasehold improvements are written off over the lower of the lease term or the useful life of the asset. Leasehold land is amortised over the lease period. Intangible assets are amortised over their useful life on a straight line basis commencing from the date the asset is available to the company for its use. Management estimates the useful lives for the various fixed assets as follows:

Building	Fifteen years
Computer equipment	Two years
Plant and machinery	Five years
Furniture and fixtures	Five years

#### 1.7 Foreign currency transactions

Revenue from overseas clients and collections deposited in bank accounts are recorded at the exchange rate as of the date of the respective transactions. Expenditure in foreign currency is accounted at the exchange rate prevalent when such expenditure is incurred. Disbursements made out of bank accounts are reported at a rate that approximates the actual monthly rate. Exchange differences are recorded when the amount actually received on sales or actually paid when expenditure is incurred is converted into Indian rupees. The exchange differences arising on foreign currency transactions are recognized as income or expense in the period in which they arise. Monetary assets and monetary liabilities denominated in foreign currency are translated at the exchange rate prevalent at the date of the balance sheet. The resulting difference is also recorded in the profit and loss account. Nonmonetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

#### 1.8 Forward contracts and option contracts in foreign currencies

The company uses forward contracts and options contracts to hedge its exposure to movements in foreign exchange rates. The use of these forward contracts and option contracts reduces the risk or cost to the company and the company does not use the forward contracts and option contracts for trading or speculation purposes.

Effective April 1,2008 the Company adopted Accounting Standard AS 30 " Financial Instruments: Recognition and Measurement", to the extent that the adoption does not conflict with existing mandatory accounting standards and other authoritative pronouncements, Company law and other regulatory requirements.

Forward and options contracts are fair valued at each reporting date. The company records the mark to market gain or loss on effective hedges in the foreign currency fluctuation reserve until the transactions are complete. On completion, the gain or loss is transferred to the profit and loss account of that period. To designate a forward contract or option contracts as an effective hedge, management objectively evaluates and evidences with appropriate supporting documents at the inception of each contract whether the contract is effective in achieving offsetting cash flows attributable to the hedged risk. In the absence of a designation as an effective hedge, a gain or loss is recognized in the profit and loss account. Currently the hedges undertaken by the company are all ineffective in nature and the resultant gain or loss consequent to fair valuation is recognised in the profit and loss account at each reporting date.

### 1.9 Income tax

Income taxes are computed using the tax effect accounting method, where taxes are accrued in the same period the related revenue and expenses arise. A provision is made for income tax for the period based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount being considered. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on prevailing enacted or substantively enacted regulations. Deferred tax assets in situation of unabsorbed depreciation and carry forward business losses exist, are recognised only to the extent that there is virtual certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business losses are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each balance sheet date. The income tax provision for the period is made based on the best estimate of the annual average tax rate expected to be applicable for the full fiscal year.

#### 1.10 Provisions and contingent liability

The company recognises a provision when there is a present obligation as a result of a past event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation. A disclosure for a contingent liability is made when there is a present obligation that cannot be estimated reliably or a possible or present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation that the likelihood of outflow of resources is remote, no provision or disclosure is made. Provisions are made for all known losses and liabilities and future unforeseeable factors that may affect the profit on fixed-price business process management contracts.

Provisions for onerous contracts, i.e. contracts where the expected unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it, are recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle a present obligation as a result of an obligating event based on a reliable estimate of such obligation.

#### 1.11 Earnings per share

In determining earnings per share, the company considers the net profit after tax. The number of shares used in computing basic earnings per share is the weighted average number of shares outstanding during the year. Diluted earnings per share are computed using the weighted average number of basic and dilutive common equivalent shares outstanding during the year, except where the result would be anti-dilutive. Dilutive potential equity shares are deemed converted as of the beginning of the period, unless they have been issued at a later date.

#### 1.12 Employee Benefits

#### Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by an actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognised in the period in which the absences occur.

#### 1.13 Impairment of assets

Management periodically assesses using, external and internal sources, whether there is an indication that an asset (including goodwill) may be impaired. An impairment loss is recognised wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use i.e. the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if there has been a change in the estimates used to determine the recoverable amount since the last impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.14 Cash and Cash Equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks and corporations. The company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

## $2\;$ NOTES ON ACCOUNTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2013

## 2.1 SHARE CAPITAL

		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
AUTHORISED		-
Share Capital	3,49,78,993	3,49,78,993
	3,49,78,993	3,49,78,993
ISSUED, SUBSCRIBED AND PAID UP		
Share Capital	3,49,78,993	3,49,78,993
(Wholly owned subsidary of Infosys BPO Limited)		
	3,49,78,993	3,49,78,993
2.2 RESERVES AND SURPLUS		
		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Foreign currency translation reserve	4,12,53,013	5,01,91,197
Balance in profit and loss account - opening balance	25,28,80,083	25,62,85,897
Add: Loss during the year	(2,67,26,920)	(34,05,814)
Balance in profit and loss account - closing balance	22,61,53,163	25,28,80,083
	26,74,06,176	30,30,71,280

### 2.3 Unsecured Loans

		(III X)	
_	As at		
	March 31, 2013	March 31, 2012	
Long term borrowings	5,60,51,609	=	
	5,60,51,609	-	

### 2.4 OTHER CURRENT LIABILITIES

(in ₹)

Particulars	As at	
	March 31, 2013	March 31, 2012
Accrued salaries and benefits		
Salaries	4,55,68,967	3,68,63,747
Bonus and incentives	93,40,570	59,71,131
For other liabilities		
Provision for expenses	5,70,73,921	2,59,13,430
Withholding and other taxes	1,38,12,164	1,45,01,272
	12,57,95,622	8,32,49,580
Advances received from clients	2,76,79,001	-
Unearned revenue	<del>-</del>	1,04,18,865
Mark to market loss on forward exchange contract	-	1,81,57,350
	15,34,74,623	11,18,25,795

#### 2.5 SHORT TERM PROVISIONS

(in ₹)

Particulars	As at		
	March 31, 2013	March 31, 2012	
Provision for employee benefits			
Unavailed leave	2,09,92,573	1,27,04,860	
Others			
Provision for			
SLA compliance	43,69,953	14,29,846	
	2,53,62,526	1,41,34,706	

### Provision for SLA compliance

The provision for service level agreement compliance is based on estimates made by the management for on going contracts. In accordance with paragraphs 66 and 67 of the Accounting Standard 29, the movement in provision for service level agreement is given below

Particulars	As at	As at		
	March 31, 2013	March 31, 2012		
Balance at the beginning of the year	14,29,846	35,82,549		
Additional provision made during the year	64,29,714	26,40,881		
Provisions used during the year	<del>-</del>	-		
Unused amount reversed during the year	34,89,607	47,93,584		
Balance at the end of the year	43,69,953	14,29,846		

Management believes that the aforesaid provision will be utilised within a year.

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### 2.6 FIXED ASSETS

(in ₹)

Particulars		Original	cost			Depreciation ar	nd amortization		Net boo	ok value
	Cost as at	Additions	Deletions	Cost as at	As at	Charge for the	Deductions	As at	As at	As at
	April 01,	during the	during the	March 31,	April 01,	Period	during the	March 31,	March 31,	March 31,
	2012	year	year	2013	2012		year	2013	2013	2012
Tangible assets:								_		
Leasehold improvements	1,79,90,685	(4,54,639)	-	1,75,36,046	1,60,78,858	6,46,206	4,23,825	1,63,01,239	12,34,807	19,11,827
Plant and Machinery	1,20,72,252	(2,61,430)	-	1,18,10,822	70,71,331	18,08,855	2,28,500	86,51,686	31,59,136	50,00,921
Computer equipment	6,54,26,949	92,79,860	-	7,47,06,809	5,25,71,393	1,21,18,873	16,96,261	6,29,94,005	1,17,12,804	1,28,55,556
Furniture and fixtures	2,26,96,114	1,78,175	-	2,28,74,289	1,78,91,469	21,71,173	5,13,365	1,95,49,277	33,25,012	48,04,645
Total	11,81,86,000	87,41,966	-	12,69,27,966	9,36,13,051	1,67,45,107	28,61,951	10,74,96,207	1,94,31,759	2,45,72,949
Previous year	9,16,78,252	2,73,04,317	7,96,569	11,81,86,000	7,50,05,762	1,31,50,053	(54,57,236)	9,36,13,051	2,45,72,949	

#### 2.7 LONG-TERM LOANS AND ADVANCES

	As at	
	March 31, 2013	March 31, 2012
Rental Deposits	1,19,17,970	1,22,26,955
Advance Income tax	-	1,46,06,210
	1,19,17,970	2,68,33,165

#### 2.8 TRADE RECEIVABLES

		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Other debts		
Unsecured		
Considered good*	13,75,29,072	13,93,90,638
	13,75,29,072	13,93,90,638

<sup>\*</sup> includes dues from subsidary companies(refer note 2.17)

#### Provision for doubtful debts

Periodically, the Company evaluates all customer dues for collectability. The need for provision is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer as at the Balance Sheet date. As at March 31, 2013 the Company has not provided for doubtful debts since there are no outstandings due from customers exceeding 180 days.

2.9 CASH AND CASH EQUIVALENTS		
		(in ₹)
Particulars	As at	
	March 31, 2013	March 31, 2012
Cash on hand	1,13,535	21,922
Balances with bank		
In current and deposit accounts	12,79,81,461	10,22,40,529
	12,80,94,996	10,22,62,451
The details of balances with banks as at March 31,2013 and March 31,2012 are as follows:		
		(in ₹)
Balances with scheduled banks	As at	
	March 31, 2013	March 31, 2012
In current accounts		
Deutsche bank - USD account	2,30,74,775	2,06,17,440
Deutsche bank - EUR account	5,25,91,721	1,19,93,011
Deutsche bank - Czk account	2,87,51,231	1,09,47,575
Citibank-subsidy account	7,673	7,892
Citibank- Czk account	1,91,72,981	91,32,286
Citibank-USD account	37,38,088	77,80,614
Citibank-EUR account	6,44,992	4,17,61,711
	12,79,81,461	10,22,40,529

### 2.10 SHORT TERM LOANS AND ADVANCES:

(in ₹)

Particulars	As at	
	March 31, 2013	March 31, 2012
Unsecured, considered good		
Prepaid Expenses	70,273	71,737
Advances for goods and services	1,17,38,536	39,40,707
Loan to Group Company	16,60,10,156	15,52,03,300
	17,78,39,828	15,92,15,744
Unbilled Revenue	5,60,73,535	1,45,16,418
Loans and advances to employees	44,88,368	43,94,402
Electricity and other deposits	18,23,859	17,07,636
Mark to market gain on forward exchange contract	6,68,817	-
	24,08,94,407	17,98,34,200
Unsecured, considered doubtful		
Loans and advances to employees	5,27,331	-
	24,14,21,738	17,98,34,200
Less: Provision for doubtful loans and advances	5,27,331	-
	24,08,94,408	17,98,34,200

### 2.11 OTHER INCOME

Particulars		Year ended March 31,
	2013	2012
Miscellaneous income, net	2,35,50,118	1,26,85,423
Gains / (losses) on foreign currency, net	(20,97,174)	39,63,207
Interese expense on Loans from Subsidiary	(4,79,712)	· · ·
	2,09,73,232	1,66,48,630
2.12 EXPENSES		
Described and the second secon		(in ₹)
Particulars	2013	Year ended March 31, 2012
Employee benefit expenses		
Salaries and bonus excluding overseas staff expenses	50,61,97,421	31,63,77,410
Staff welfare	2,06,95,122	1,02,00,487
Contribution to provident and other funds	15,76,08,581	9,03,26,422
••••••••••••••••••••••••••••••••••••••	68,45,01,124	41,69,04,319
Cost of Technical sub-contractors	, -,,	7 7
Consultancy charges	39,47,729	1,84,22,876
Consummer charges	39,47,729	1,84,22,876
Travel expenses		1,01,22,070
Overseas travel expenses	3,25,74,251	2,23,29,688
Overseus traver expenses	3,25,74,251	2,23,29,688
Cost of software packages		2,23,27,000
Cost of software for own use	64,20,444	(97.524)
Cost of software for own use	64,20,444	(87,534) ( <b>87,534</b> )
Community of a superior	<u> </u>	(07,534)
Communication expenses	07.71.760	54.22.602
Communication expenses	87,71,760	54,33,602
	87,71,760	54,33,602
Professional Charges		
Legal and professional charges	1,32,68,331	51,68,780
Auditor's remuneration		
audit fees	18,74,113	9,73,873
Recruitment and training expenses	5,13,29,573	2,49,13,268
	6,64,72,017	3,10,55,921
Office expenses		
Computer maintenance	8,70,871	2,76,633
Printing and stationery	12,71,411	3,99,024
Office maintenance	1,15,73,692	1,03,94,275
	1,37,15,974	1,10,69,932
Power and fuel		
Power and fuel	1,45,94,454	1,27,03,793
	1,45,94,454	1,27,03,793
Insurance		
Insurance	29,68,075	(13,93,096)
	29,68,075	(13,93,096)
Rent	<u></u>	
Rent	6,42,57,777	4,87,02,488

Infosys BPO s.r.o. 67

6,42,57,777

4,87,02,488

(in ₹)

Particulars	Year ended March 31,	
	2013	2012
Other expenses		
Consumables	21,28,107	5,71,974
Brand building and advertisement	-	4,35,624
Marketing expenses	41,824	-
Sales promotion expenses	32,183	1,49,035
Rates and taxes	15,11,403	1,85,942
Donations	-	23,573
Bank charges and commission	13,70,507	9,20,501
Postage and courier	11,63,298	1,45,570
Provision for doubtful debts	5,090	-
Provision for doubtful loans and advances	5,27,331	-
Professional membership and seminar participation fees	47,260	44,540
Other miscellaneous expenses	3,63,552	25,12,785
	71,90,555	49,89,544

### 2.13 TAX EXPENSES

(in ₹)

Particulars	Year ended M	Year ended March 31,	
	2013	2012	
Current tax			
Income taxes	- 2	5,88,104	
Deferred taxes	- 6	7,67,973	
	- 9	3,56,077	

### 2.14 LEASES

Obligations on long-term non-cancellable operating leases

The lease rentals charged during the year and maximum obligations on long-term non-cancellable operating leases payable as per the rentals stated in the respective agreements are as follows:

Particulars	Y	ear ended March 31,
	2012	2011
Lease rentals charged during the year	6,42,57,777	4,87,02,488

## 2.15 Commitments and contingent liabilities

(Equivalent approximate in ₹.)

		(111 \)	
	As at		
Particulars	March 31, 2013	March 31, 2012	
Estimated amount of unexecuted capital contracts (net of advance and deposits)	81,02,212	-	
Sell: Forward contracts outstanding			
USD/CZK	3,000,000	4,000,000	
(Equivalent approximate in ₹.)	(16,28,70,000)	(20,35,20,000)	
Buy: Forward Contracts outstanding			
USD/CZK	-	19,111,000	

As at the Balance Sheet date, the Company's net foreign currency exposure that is not hedged by a derivative instrument or otherwise i₹Nil (₹Nil as at March 31, 2012).

(5,29,37,470)

(in ₹)

The foreign exchange forward and option contracts mature between 1 to 12 months. The table below analyzes the derivate financial instruments into relevant maturity groupings based on the remaining period as of the balance sheet date:

		(111 1)
Particulars	As at	
	March 31, 2013	March 31, 2012
Later than one month and not later than three months	-	25,64,57,470
Later than three months and not later than one year	16,28,70,000	-
	16,28,70,000	25,64,57,470

The company recognized a Loss on derivate financial instruments of ₹81,97,679 and gain on derivative financial instruments of ₹1,22,66,282 during the quarter ended March 31, 2013 and March 31, 2012 respectively, which is included in other income.

#### 2.16 Quantitative details

The Company is primarily engaged in the development and maintenance of computer software. The production and sale of such software cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5(viii)(c) of general instructions for preparation of statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

#### 2.17 Related party transactions

List of related parties:

Name of the related party	Country	Holdi	Holding as at		
		March 31, 2013	March 31, 2012		
Infosys BPO Limited	India	100	0% 100%		
Name of Ultimate Holding Company			Country		
Infosys Limited			India		
Name of Fellow Subsidiaries			Country		
Infosys BPO Poland Sp.z.o.o**			Poland		
McCamish Systems LLC**			United States		
Portland Group Pty Ltd**			Australia		
Portland Procurement Services Pty Ltd***			Australia		
Infosys Consulting India Limited*			India		
Infosys Technologies (Australia) Pty Limit	ed ( "Infosys Australia")*		Australia		
Infosys Technologies S.de R.L.de C.V. ("In	nfosys Mexico")*		Mexico		
Infosys Technologies (China) Co. Limited	( "Infosys China") *		China		
Infosys Technologia Do Brasil LTDA ("In	nfosys Brazil")*		Brazil		

<sup>\*</sup> Wholly owned subsidiaries of Infosys Limited

<sup>\*\*</sup> Wholly owned subsidiaries of Infosys BPO Limited.

<sup>\*\*\*</sup>Wholly owned subsidiary of Portland Group Pty Ltd

The details of the related party transactions entered into by the company for the year ended March 31, 2013 and March 31, 2012 are as follows:

			-
- (	11	n	7

Particulars	Year	ended March 31,
	2013	2012
Capital transactions:		
Financial transactions		
Loans Taken		
Infosys BPO Poland Sp.z.o.o	5,60,51,609	-
Loans Given		
McCamish Systems LLC	-	21,45,39,867
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Infosys Limited	-	16,810
Infosys BPO Limited	-	11,66,896
Infosys BPO Poland Sp.z.o.o	<del>_</del>	27,49,659
Interest income		
McCamish Systems LLC	16,20,072	24,33,322
Interest expense		
Infosys BPO Poland Sp.z.o.o	3,00,774	-
Sale of services		
Infosys Limited	8,74,36,781	15,55,98,534
Infosys BPO Poland Sp.z.o.o	98,29,331	45,55,324

Details of amounts due to or due from related parties as at March  $31,\,2013$  and March  $31,\,2012$ 

(in ₹)

Particulars	As at,	
	March 31,2013	March 31,2012
Loans to subsidiary		
McCamish Systems LLC	16,60,10,156	15,52,03,300
Loans Accepted	·	
Infosys BPO Poland Sp.z.o.o	5,60,51,609	-
Advances Received	·	
Infosys Limited	2,76,79,001	
Debtors	·	
Infosys Limited	36,99,008	1,24,77,540

#### 2.18 Segment reporting

The company's operations primarily relate to providing business process management services to organizations that outsource their business processes. Accordingly, revenues represented along industry classes comprise the primary basis of segmental information set out in these financial statements. Secondary segmental reporting is performed on the basis of the geographical location of customers.

The accounting principles consistently used in the preparation of the financial statements are also consistently applied to record income in individual segments. These are set out in the note on significant accounting policies.

Industry segments at the company primarily comprise customers relating to financial services and insurance (FSI), manufacturing (MFG), enterprises in energy, utilities and telecommunication services (ECS) and retail, logistics, consumer product group, life sciences and health care enterprises (RCL). Revenue and identifiable operating expenses in relation to segments is categorized based on items that are individually identified to those segments while allocated expenditure is categorized in relation to the associated turnover of the segment. Expenses which form a significant component of total expenses are not specifically allocable to specific segments as the underlying services are used interchangeably. These expenses are separately disclosed as "unallocated" and adjusted only against the total income of the company. The company believes that it is not practical to provide segment disclosures relating to these costs and expenses, and accordingly these expenses are separately disclosed as unallocated and directly charged against total income. Fixed assets or liabilities contracted have not been identified to any reportable segments, as these are used interchangeably between segments. Accordingly no disclosure relating to total segment assets and liabilities are made.

Geographical segments are segregated based on the location of the customers, or in relation to which the revenue is otherwise recognized.

All direct costs are identified to its respective verticals/geographies on the basis of revenues from the respective verticals/geographies while unallocable cost consists of depreciation only.

**Industry segments**Year ended **March 31, 2013** and March 31, 2012

					(in ₹)
Particulars	FSI	MFG	RCL	ECS	Total
Revenues	7,31,63,663	71,03,48,902	8,06,56,365	1,02,90,185	87,44,59,115
	7,93,51,370	34,43,44,652	13,66,88,073	1,21,99,124	57,25,83,219
Identifiable operating expenses	5,40,01,580	42,16,00,335	4,82,46,802	77,12,773	53,15,61,490
	5,76,29,451	18,41,25,634	5,49,72,359	61,79,872	30,29,07,316
Allocated expenses	3,16,88,748	30,17,94,589	3,79,50,919	24,18,414	37,38,52,670
	3,62,54,765	15,85,94,780	6,77,91,682	45,82,990	26,72,24,217
Segmental operating profit	(1,25,26,665)	(1,30,46,022)	(55,41,356)	1,58,998	(3,09,55,045)
	(1,45,32,846)	16,24,238	1,39,24,032	14,36,262	24,51,686
Unallocable expenses					1,67,45,107
					1,31,50,053
Profit before other income					(4,77,00,152)
					(1,06,98,367)
Other income					2,09,73,232
					1,66,48,630
Profit/(Loss) before tax					(2,67,26,920)
					59,50,263
Tax expense					-
-					93,56,077
Loss for the period					(2,67,26,920)
•					(34,05,814)

# Geographical segments

Year ended **March 31, 2013** and March 31, 2012

Particulars	North America	Europe	Total
Revenues	10,95,47,126	76,49,11,989	87,44,59,115
	17,76,46,139	39,49,37,080	57,25,83,219
Identifiable operating expenses	6,22,07,319	46,93,54,171	53,15,61,490
	7,30,90,335	22,98,16,981	30,29,07,316
Allocated expenses	5,06,23,893	32,32,28,777	37,38,52,670
	8,86,87,012	17,85,37,205	26,72,24,217
Segmental operating profit	(32,84,086)	(2,76,70,959)	(3,09,55,045)
	1,58,68,792	(1,34,17,106)	24,51,686
Unallocable expenses			1,67,45,107
			1,31,50,053
Profit before other income			(4,77,00,152)
			(1,06,98,367)
Other income			2,09,73,232
			1,66,48,630
Profit/(Loss) before tax			(2,67,26,920)
			59,50,263
Tax expense			-
			93,56,077
Loss for the period			(2,67,26,920)
			(34,05,814)

# 2.19 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS ACCOUNT

(in ₹)

Profit and Loss account for the	Year	ended March 31,
	2013	2012
Income from software services and products	87,44,59,115	57,25,83,219
Cost of revenue	80,46,49,906	50,43,92,036
GROSS PROFIT/(LOSS)	6,98,09,209	6,81,91,183
Selling and marketing expenses	25,41,600	13,77,212
General and administration expenses	9,82,22,654	6,43,62,285
	10,07,64,254	6,57,39,497
OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION	(3,09,55,045)	24,51,686
Depreciation	1,67,45,107	1,31,50,053
OPERATING PROFIT/(LOSS)	(4,77,00,152)	(1,06,98,367)
Other income, net	2,09,73,232	1,66,48,630
PROFIT/(LOSS) BEFORE TAX	(2,67,26,920)	59,50,263
Tax expense:		
Current tax	-	93,56,077
PROFIT/(LOSS) FOR THE PERIOD	(2,67,26,920)	(34,05,814)

#### To

# The Members of McCamishSystems, LLC

## **Report on the Financial Statements:**

We have audited the accompanying financial statement of **McCamishSystems**, **LLC** ('the Company') as at 31<sup>st</sup>, March 2013, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

# Management's Responsibility for the Financial Statements:

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

#### **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> March 2013;
- 2) In the case of the statement of profit and loss, of the *Loss* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;

- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

#### For SHENOY & KAMATH

Chartered accountants

### (M RATHNAKAR KAMATH)

Partner.
Membership No. 202841
Firm's Registration. No. 006673s

Bangalore 12<sup>th</sup> April, 201**3** 

# McCamish Systems, LLC

(in ₹)

Balance Sheet as at	N	Note	March 31, 2013	March 31, 2012
EQUITY AND LIABILITIES				
SHAREHOLDERS' FUNDS				
Share capital		2.1	163,93,17,854	, , ,
Reserves and surplus	:	2.2	(163,27,07,104)	(147,52,80,161)
			66,10,750	(32,307)
NON-CURRENT LIABILITIES				
Other long-term liabilities	:	2.3	-	4,57,92,000
			-	4,57,92,000
CURRENT LIABILITIES				
Trade payables			1,65,01,988	11,61,82,038
Other current liabilities		2.4	186,73,94,855	33,19,48,650
Short-term provisions	:	2.5	1,67,33,481	1,20,77,589
			190,06,30,324	46,02,08,277
			190,72,41,074	50,59,67,970
ASSETS				
NON-CURRENT ASSETS				
Fixed assets				
Tangible assets		2.6	4,05,78,897	5,65,03,411
Intangible assets			9,76,00,704	-
Capital work-in-progress			1,99,75,245	-
r 3			15,81,54,846	5,65,03,411
CURRENT ASSETS			, , ,	, , ,
Trade receivables		2.7	37,27,47,756	31,96,04,857
Cash and cash equivalents		2.8	12,34,54,211	3,08,66,556
Short term loans and advances		2.9	125,28,84,261	9,89,93,146
			174,90,86,228	44,94,64,559
			190,72,41,074	50,59,67,970
SIGNIFICANT ACCOUNTING POLICIES		1		
NOTES ON ACCOUNTS		2		
	D. Swaminathan		Gordon Beckam	Eric Paternoster
	Chairman		Chief Executive Officer	Director
	Kapil Jain		Sam Thomas	Abraham Mathews
	Kapii Jaiii		Sam Thomas	Abraham Mathews

Director

Director

Director

Bangalore April 12, 2013

Abraham Mathews

Director

Statement of Profit and Loss for the	No	Note		Year ended March 31,		
			2013	2012		
Revenues from business process management services			261,40,37,396	187,12,66,530		
Other income	2.1	0	(21,89,111)	(60,04,163)		
Total Revenue			261,18,48,285	186,52,62,367		
Expenses						
Employee benefit expenses	2.1	1	146,63,44,673	107,53,22,111		
Cost of technical sub-contractors	2.1	1	63,28,32,009	68,27,33,001		
Travel expenses	2.1	1	2,92,63,523	2,67,98,014		
Cost of Software packages	2.1	1	8,92,68,549	4,70,77,050		
Communication expenses	2.1	1	2,18,82,210	2,42,63,158		
Professional Charges	2.1	1	24,48,51,785	1,26,44,644		
Office expenses	2.1	1	8,85,00,431	7,79,95,679		
Power and fuel	2.1	1	33,54,873	18,89,481		
Insurance charges	2.1	1	73,69,654	56,87,616		
Rent	2.1	1	5,03,76,033	3,31,08,463		
Depreciation	2.	6	6,02,22,046	5,09,82,903		
Other expenses	2.1	1	7,65,65,574	6,72,59,237		
			277,08,31,360	210,57,61,357		
LOSS BEFORE TAX			(15,89,83,075)	(24,04,98,990)		
Provision for taxation			-	-		
Current tax			-	-		
Deferred tax			-	-		
			-	-		
LOSS FOR THE PERIOD			(15,89,83,075)	(24,04,98,990)		
SIGNIFICANT ACCOUNTING POLICIES	1					
NOTES ON ACCOUNTS	2					
	D. Swaminathan	Got	rdon Beckam F	ric Paternoster		
	Chairman Chairman			Director		

Kapil Jain

Director

Sam Thomas

Director

Bangalore April 12, 2013

## Schedules to the financial statements for the year ended March 31, 2013

Significant accounting policies and notes on accounts

Company overview

McCamish Systems LLC is a leading provider of business process management services to organizations that outsource their business processes. McCamish Systems LLC is a wholly owned and controlled entity of Infosys BPO Limited. The company leverages the benefits of service delivery globalization, process redesign and technology and thus drives efficiency and cost effectiveness into client's business processes and thereby improve their competitive position by managing their business processes in addition to providing increased value.

#### 1 Significant accounting policies

#### 1.1 Basis of preparation of financial statements

These financial statements are prepared under the historical cost convention, in accordance with Generally Accepted Accounting Principles in India ("GAAP") on accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises accounting standards as specified in rule 3 of the Companies (Accounting Standards) Rules 2006, and the relevant provisions of the Companies Act, 1956 to the extent applicable. Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

#### 1.2 Use of estimates

The preparation of the financial statements in conformity with GAAP requires that the management of the company makes estimates and assumptions that affect the reported amounts of income and expenses of the period, reported balances of assets and liabilities and disclosures relating to contingent assets and liabilities as of the date of the financial statements. Examples of such estimates includes computation of percentage of completion which requires the company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provision for doubtful debts, future obligations under employee retirement benefit plans, provision for income taxes, provision for SLA and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

#### 1.3 Revenue recognition

The company derives its revenues primarily from business process management services, on time-and-material, fixed-price, fixed-time frame and unit-price basis. Revenue on time-and-material contracts is recognized as the related services are rendered and revenue from the end of the last billing to the balance sheet date is recognised as unbilled revenues. Revenue from fixed-price, fixed-time frame contracts, where there is no uncertainity as to measurement and collectibility of consideration, is recognized as per the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Revenues from unit-priced contracts are recognized as transactions are processed based on objective measures of output. Cost and earnings in excess of billings are classified as unbilled revenue while billing in excess of cost and earnings is classified as deferred revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates. When the company receives advances for its services, such amounts are reflected as advance received from clients until all conditions for revenue recognition are met. The company presents revenues net of service taxes and value added taxes in its profit and loss account.

The company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount/incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount/incentive. Also when the level of discount varies with increase in levels of revenue transactions, the company recognizes the liability based on its estimate of the customer's future purchases if it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably. The company recognizes changes in the estimated amount of obligation for discount using cumulative catch-up approach. The discounts are passed on the customer either as direct payments or as a reduction of payments due from customer.

Profit on sale of investment is recorded on the transfer of title from the company and is determined as the difference between the sale price and the carrying value of the investment. Interest on deployment of surplus funds is recognised using time proportion method, based on underlying interest rates. Dividend income is recognized when the company's right to receive dividend is established.

#### 1.4 Expenditure

The cost of software user licenses purchased for rendering business process management services is charged to revenue when put to use. Lease under which the company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the profit and loss account over the lease term.

### 1.5 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, after reducing accumulated depreciation and impairment upto the date of the balance sheet. Direct costs are capitalized until the assets are ready for use and include financing costs relating to any borrowing attributable to acquisition or construction of those fixed assets which necessarily take a substantial period of time to get ready for their intended use. Capital work-in-progress includes the cost of fixed assets that are not yet ready for their intended use before the balance sheet date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortisation and impairment. Goodwill on amalgamation is tested periodically for impairment.

#### 1.6 Depreciation

Depreciation on fixed assets is determined using the straight-line method based on useful lives of assets as estimated by the company. Depreciation for assets purchased/sold during the period is proportionately charged. Individual assets costing ₹5,000 or less are depreciated within a year of acquisition. Leasehold improvements are written off over the lower of the lease term or the useful life of the asset. Leasehold land is amortised over the lease period. Intangible assets are amortised over their useful life on a straight line basis commencing from the date the asset is available to the company for its use. Management estimates the useful lives for the various fixed assets as follows:

Building	Fifteen years
Computer equipment	Two years
Office equipment	Five years
Furniture and fixtures	Five years

#### 1.7 Foreign currency transactions

Revenue from overseas clients and collections deposited in bank accounts are recorded at the exchange rate as of the date of the respective transactions. Expenditure in foreign currency is accounted at the exchange rate prevalent when such expenditure is incurred. Disbursements made out of bank accounts are reported at a rate that approximates the actual monthly rate. Exchange differences are recorded when the amount actually received on sales or actually paid when expenditure is incurred is converted into Indian rupees. The exchange differences arising on foreign currency transactions are recognized as income or expense in the period in which they arise. Monetary assets and monetary liabilities denominated in foreign currency are translated at the exchange rate prevalent at the date of the balance sheet. The resulting difference is also recorded in the profit and loss account. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

#### 1.8 Impairment of assets

Management periodically assesses using, external and internal sources, whether there is an indication that an asset (including goodwill) may be impaired. An impairment loss is recognised wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use i.e. the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if there has been a change in the estimates used to determine the recoverable amount since the last impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.9 Employee Benefits

#### Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by an actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognised in the period in which the absences occur.

#### 1.10 Income tax

Income taxes are computed using the tax effect accounting method, where taxes are accrued in the same period the related revenue and expenses arise. A provision is made for income tax for the period based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount being considered. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on prevailing enacted or substantively enacted regulations. Deferred tax assets in situation of unabsorbed depreciation and carry forward business losses exist, are recognised only to the extent that there is virtual certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business losses are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each balance sheet date. The income tax provision for the period is made based on the best estimate of the annual average tax rate expected to be applicable for the full fiscal year.

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#### 1.11 Provisions and contingent liability

The company recognises a provision when there is a present obligation as a result of a past event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation. A disclosure for a contingent liability is made when there is a present obligation that cannot be estimated reliably or a possible or present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation that the likelihood of outflow of resources is remote, no provision or disclosure is made. Provisions are made for all known losses and liabilities and future unforeseeable factors that may affect the profit on fixed-price business process management contracts.

Provisions for onerous contracts, i.e. contracts where the expected unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it, are recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle a present obligation as a result of an obligating event based on a reliable estimate of such obligation.

#### 1.12 Earnings per share

In determining earnings per share, the company considers the net profit after tax. The number of shares used in computing basic earnings per share is the weighted average number of shares outstanding during the year. Diluted earnings per share are computed using the weighted average number of basic and dilutive common equivalent shares outstanding during the year, except where the result would be anti-dilutive. Dilutive potential equity shares are deemed converted as of the beginning of the period, unless they have been issued at a later date.

#### 1.13 Cash and Cash Equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks and corporations. The company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash

# NOTES ON ACCOUNTS FOR THE YEAR ENDED MARCH 31, 2013

# 2.1 SHARE CAPITAL

(11111)
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Particulars	As at	As at		
	March 31, 2013	March 31, 2012		
AUTHORISED				
Share Capital	163,93,17,854	147,52,47,854		
	163,93,17,854	147,52,47,854		
ISSUED, SUBSCRIBED AND PAID UP				
Share Capital	163,93,17,854	147,52,47,854		
	163,93,17,854	147,52,47,854		

# 2.2 RESERVES AND SURPLUS

(in ₹)

Particulars	As at		
	March 31, 2013	March 31, 2012	
Foreign currency translation reserve	(2,33,59,518)	(2,49,15,650)	
Balance in profit and loss account - opening balance	(145,03,64,511)	(120,98,65,521)	
Add: Loss during the year	(15,89,83,075)	(24,04,98,990)	
Balance in profit and loss account - closing balance	and loss account - closing balance (160,93,47,586)	(145,03,64,511)	
	(163,27,07,104)	(147,52,80,161)	

## 2.3 LONG-TERM PROVISIONS

Particulars	As at	
	March 31, 2013	March 31, 2012
Provision for expenses	-	4,57,92,000
	-	4,57,92,000

## 2.4 OTHER CURRENT LIABILITIES

(in ₹)

Particulars	As at		
	March 31, 2013	March 31, 2012	
Accrued salaries and benefits			
Salaries	4,22,88,491	1,20,98,552	
For other liabilities			
Provision for expenses	30,56,71,158	9,00,82,226	
Withholding and other taxes receivable	20,54,822	6,13,307	
Due to carrier/insurance provider*	116,98,05,489	-	
	151,98,19,960	10,27,94,085	
Advances received from clients	-	-	
Unearned revenue	7,13,71,480	2,37,55,567	
Loans from subsidiary	22,19,13,415	20,53,98,998	
Liability for deferred consideration	5,42,90,000	-	
	186,73,94,855	33,19,48,650	

<sup>\*</sup>These amounts represents premiums collected from policy holders and payable to insurance providers by a service provider maintaining the amounts in fiduciary capacity

## 2.5 SHORT TERM PROVISIONS

(in ₹)

Particulars	As at			
	March 31, 2013	March 31, 2012		
Provision for employee benefits				
Unavailed leave	-	-		
Provision for				
SLA compliance	1,67,33,481	1,20,77,589		
	1,67,33,481	1,20,77,589		

Provision for SLA compliance

The provision for service level agreement compliance is based on estimates made by the management for on going contracts. In accordance with paragraphs 66 and 67 of the Accounting Standard 29, the movement in provision for service level agreement is given below

(in ₹)

Particulars	As at		
	March 31, 2013	March 31, 2012	
Balance at the beginning of the year	1,20,77,589	1,04,37,292	
Additional provision made during the year	98,52,550	54,76,904	
Provisions used during the year	-	-	
Unused amount reversed during the year	51,96,658	38,36,607	
Balance at the end of the year	1,67,33,481	1,20,77,589	

Management believes that the aforesaid provision will be utilised within a year.

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## 2.6 FIXED ASSETS

(in ₹)

Particulars	Original cost		Depreciation and amortization			Net book value				
	Cost as at	Additions	Deletions	Cost as at	As at C	Charge for the	Deletions	As at	As at	As at
	April 01,	during the	during the	March 31,	April 01,	year	during the	March 31,	March 31,	March 31,
	2012	year	year	2013	2012		year	2013	2013	2012
Tangible assets :										
Leasehold improvements	25,14,795	1,68,543	-	26,83,338	18,92,532	5,09,623	(1,23,959)	25,26,114	1,57,224	6,22,263
Office equipment	57,80,070	5,04,649	-	62,84,719	11,49,125	11,54,723	(71,774)	23,75,622	39,09,097	46,30,945
Computer equipment	15,20,26,642	4,30,19,032	-	19,50,45,674	10,30,62,579	5,54,19,827	(66,24,125)	16,51,06,531	2,99,39,143	4,89,64,063
Furniture and fixtures	1,14,99,999	80,36,637	=	1,95,36,636	92,13,859	31,37,873	(6,11,471)	1,29,63,203	65,73,433	22,86,140
	17,18,21,506	5,17,28,861	-	22,35,50,367	11,53,18,095	6,02,22,046	(74,31,329)	18,29,71,470	4,05,78,897	5,65,03,411
Intangible assets :										
Goodwill	-	9,76,00,704	-	9,76,00,704	-	-	-	-	9,76,00,704	-
	-	9,76,00,704	-	9,76,00,704	-	-	-	-	9,76,00,704	-
Total	17,18,21,506	14,93,29,565	-	32,11,51,071	11,53,18,095	6,02,22,046	(74,31,329)	18,29,71,470	13,81,79,601	5,65,03,411
Previous year	9,78,97,548	7,56,56,579	17,32,621	17,18,21,506	5,56,33,238	5,09,82,903	(87,01,954)	11,53,18,095	5,65,03,411	-

## 2.7 TRADE RECEIVABLES

		(in x)		
Particulars	As at			
	March 31, 2013	March 31, 2012		
Debt outstanding for a period exceeding six months				
Unsecured				
More than six months from the date they are due	-	=		
	-	=		
Other debts				
Unsecured				
Considered good*	37,27,47,756	31,96,04,857		
	37,27,47,756	31,96,04,857		

<sup>\*</sup> Of which dues from subsidary companies (Also refer to note 2.16)

#### Provision for doubtful debts

Periodically, the Company evaluates all customer dues to the Company for collectability. The need for provisions is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer as at the Balance Sheet date. As at March 31, 2013 the Company has provided for doubtful debts of INR2,389.

#### 2.8 CASH AND CASH EQUIVALENTS

(in ₹)

Particulars	As at			
	March 31, 2013	March 31, 2012		
Cash on hand	-	-		
Balances with bank				
In current and deposit accounts	12,34,54,211	3,08,66,556		
	12,34,54,211	3,08,66,556		
The details of balances with banks as at March 31,2013 and March 31,2012 are as follows:				
		(in ₹)		

Balances with scheduled banks	As at	As at		
	March 31, 2013	March 31, 2012		
In current accounts				
Bank of America-USD	12,31,82,761	3,06,12,156		
Bank of America-USD-Trust Funds	2,71,450	2,54,400		
	12,34,54,211	3,08,66,556		

## 2.9 SHORT TERM LOANS AND ADVANCES:

(in ₹)

Particulars	As at		
	March 31, 2013	March 31, 2012	
Unsecured, considered good			
Prepaid Expenses	1,76,25,140	2,56,17,368	
Advances for goods and services	12,78,475	11,25,262	
	1,89,03,615	2,67,42,630	
Unbilled Revenue	6,20,09,495	7,11,39,653	
Loans and advances to employees	11,57,951	3,47,663	
Loans & Advances - Others	<del>-</del>	-	
Electricity and other deposits	10,07,731	7,63,200	
Due from service provider*	116,98,05,469	-	
	125,28,84,261	9,89,93,146	

(in ₹)

5,03,76,033

3,31,08,463

# 2.10 OTHER INCOME

	(in ₹)	
Year ended March 31,		
2013	2012	
(27,61,533)	(51,07,360)	
18,34,445	4,25,886	
(12,62,023)	(13,22,689)	
(21,89,111)	(60,04,163)	
	2013 (27,61,533) 18,34,445 (12,62,023)	

## 2.11 EXPENSES

 Particulars
 Year ended March 31, 2012

 Employee benefit expenses
 145 72 40 002 100 000 000 000 0000

Employee benefit expenses		_
Salaries and bonus excluding overseas staff expenses	145,72,40,833	106,96,26,807
Staff welfare	91,03,840	56,95,304
	146,63,44,673	107,53,22,111
Cost of Technical sub-contractors		
Consultancy charges	63,28,32,009	68,27,33,001
	63,28,32,009	68,27,33,001
Travel expenses		
Overseas travel expenses	2,92,13,293	2,58,20,873
Travelling expenses	50,230	9,77,141
	2,92,63,523	2,67,98,014
Cost of software packages		;
Cost of software for own use	8,92,68,549	4,70,77,050
	8,92,68,549	4,70,77,050
Communication expenses		
Communication expenses	2,18,82,210	2,42,63,158
•	2,18,82,210	2,42,63,158
Professional Charges		
Legal and professional charges	23,43,17,883	86,55,391
Auditor's remuneration	,,.,	*******
audit fees	16,19,574	14,58,557
Recruitment and training expenses	89,14,328	25,30,696
2-1-1-2-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1	24,48,51,785	1,26,44,644
Office expenses		
Computer maintenance	8,03,11,901	7,67,81,833
Printing and stationery	49,94,329	4,50,169
Office maintenance	31,94,201	7,63,677
	8,85,00,431	7,79,95,679
Power and fuel		
Power and fuel	33,54,873	18,89,481
	33,54,873	18,89,481
Insurance		
Insurance	73,69,654	56,87,616
	73,69,654	56,87,616
Rent	10,02,001	20,0.,010
Rent	5,03,76,033	3,31,08,463
120.10		3,31,00,103

		(in ₹)	
Particulars	Year ended March 31,		
	2013	2012	
Other expenses			
Consumables	17,57,926	31,37,173	
Brand building and advertisement	48,07,691	37,67,143	
Rates and taxes	53,28,376	51,59,696	
Bank charges and commission	4,56,376	1,91,687	
Postage and courier	4,23,21,251	1,05,11,325	
Professional membership and seminar participation fees	14,96,553	6,64,880	
Provision for doubtful debts	(8,833)	25,028	
Other miscellaneous expenses	2,04,06,234	4,38,02,305	
	7,65,65,574	6,72,59,237	

## 2.12 LEASES

Obligations on long-term non-cancellable operating leases

The lease rentals charged during the year and maximum obligations on long-term non-cancellable operating leases payable as per the rentals stated in the

Particulars	Year ended March	$\frac{(\operatorname{in} T)}{131}$
	2013	2012
Lease rentals charged during the year	5,03,76,033	3,31,08,463

#### 2.13 Commitments and contingent liabilities

Particulars	As at	(111 1)
	March 31, 2013	March 31, 2012
Estimated amount of unexecuted capital contracts (net of advance and deposits)	73,33,252	53,07,194

As at the Balance Sheet date, the Company's net foreign currency exposure that is not hedged by a derivative instrument or otherwise is ₹Nil (₹Nil as at March 31, 2012).

#### 2.14 Quantitative details

The Company is primarily engaged in providing business process management services. The sale of such services cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5(viii)(c) of general instructions for preparation of statement of profit and loss as per revised Schedule VI to the Companies Act, 1956

#### 2.15 Related party transactions

List of related parties:

Name of the related party	Country	Holding as a	Holding as at		
		March 31, 2013	March 31, 2012		
Infosys BPO Limited	India	100%	100%		
Name of Ultimate Holding Company		Со	Country		
Infosys Limited		Ind	lia		
Name of Fellow Subsidiaries		Country			
Infosys BPO Poland Sp.z.o.o		Poland			
Infosys BPO (Thailand) Limited**		Thailand			
Infosys BPO s.r.o		Czech Republic			
Portland Group Pty Ltd		Australia			
Portland Procurement Services Pty Ltd		Australia			
Infosys Consulting India Limited*		India			
Infosys Technologies (Australia) Pty Limited ("Infosys Australia")*		Australia			
Infosys Technologies S.de R.L.de C.V. ("Infosys Mexico")*		Mexico			
Infosys Technologies (China) Co. Limited ("Infosys China") *		China			
Infosys Technologia Do Brasil LTDA ( "	Infosys Brazil")*	Brazil			

<sup>\*</sup> Wholly owned subsidiaries of Infosys Limited

On December 4, 2009, Infosys BPO acquired 100% of the voting interests in McCamish Systems LLC (McCamish), a business process solutions provider based in Atlanta, Georgia, in the United States. The business acquisition was conducted by entering into Membership Interest Purchase Agreement for a cash consideration of ₹ 171 crore and a contingent consideration of ₹ 67 crore. The acquisition was completed during the year and accounted as a business combination which resulted in goodwill of ₹ 227 crore.

<sup>\*\*</sup> Wholly owned subsidiaries of Infosys BPO Limited. During the year ended March 31, 2011 Infosys BPO (Thailand) Limited was liquidated.

The details of the related party transactions entered into by the Company, for the year ended March 31, 2013 and March 31, 2012 are as follows:

Particulars	Year ended March 31,		
	2013	2012	
Capital transactions:			
Financial transactions			
Loans			
Infosys BPO Limited	-	-	
Revenue transactions:	-		
Purchase of services			
Infosys Limited	19,56,01,599	22,70,31,285	
Infosys Consulting Inc	-	4,31,52,937	
Infosys BPO Limited	36,19,46,752	10,17,27,219	
Purchase of shared services including facilities and personnel			
Infosys Limited	-	49,832	
Infosys BPO Limited	<del>_</del>	3,47,119	
Interest expense			
Infosys BPO Limited	-	21,94,538	
Infosys BPO Poland Sp.z.o.o	6,87,847	4,14,857	
Infosys BPO s.r.o.	20,73,688	18,12,800	
Sale of services			
Infosys Limited	78,19,040	2,97,26,251	
Infosys BPO Limited	18,03,760	1,11,19,857	
Sale of shared services including facilities and personnel	·	·	
Infosys Limited	-	10,97,263	
Infosys BPO Limited	5,95,977	19,94,301	

Details of amounts due to or dues from related parties as at March 31, 2013 and March 31, 2012.

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Particulars	As at			
	March 31, 2013	March 31, 2012		
Loans Accepted				
Infosys BPO Poland Sp.z.o.o	5,56,10,428	5,14,75,894		
Infosys BPO s.r.o.	16,63,03,002	15,39,23,117		
Debtors	·			
Infosys Limited	<del>-</del>	17,07,168		
Creditors				
Infosys Limited	1,15,26,853	8,62,67,294		
Infosys BPO Limited	49,75,136	2,83,26,809		

#### 2.16 Segment reporting

The company's operations primarily relate to providing business process management services to organizations that outsource their business processes. Accordingly, revenues represented along industry classes comprise the primary basis of segmental information set out in these financial statements. Secondary segmental reporting is performed on the basis of the geographical location of customers.

The accounting principles consistently used in the preparation of the financial statements are also consistently applied to record income in individual segments. These are set out in the note on significant accounting policies.

Industry segments at the company primarily comprise customers relating to financial services and insurance (FSI), manufacturing (MFG), enterprises in energy, utilities and telecommunication services (ECS) and retail, logistics, consumer product group, life sciences and health care enterprises (RCL). Revenue and identifiable operating expenses in relation to segments is categorized based on items that are individually identified to those segments while allocated expenditure is categorized in relation to the associated turnover of the segment. Expenses which form a significant component of total expenses are not specifically allocable to specific segments as the underlying services are used interchangeably. These expenses are separately disclosed as "unallocated" and adjusted only against the total income of the company. The company believes that it is not practical to provide segment disclosures relating to these costs and expenses, and accordingly these expenses are separately disclosed as unallocated and directly charged against total income. Fixed assets or liabilities contracted have not been identified to any reportable segments, as these are used interchangeably between segments. Accordingly no disclosure relating to total segment assets and liabilities are made.

Geographical segments are segregated based on the location of the customers, or in relation to which the revenue is otherwise recognized. All direct costs are identified to its respective verticals/geographies on the basis of revenues from the respective verticals/geographies while unallocable cost consists of depreciation only.

# **Industry segments**Year ended March 31, 2013 and March 31, 2012

					(in ₹)
Particulars	FSI	MFG	RCL	ECS	Total
Revenues	260,92,65,274	12,73,863	20,36,007	14,62,252	261,40,37,396
	186,66,32,831	12,93,845	16,46,512	16,93,342	187,12,66,530
Identifiable operating expenses	121,28,40,765	1,01,000	1,99,247	23,33,739	121,54,74,751
	80,37,08,787	-	1,30,419	-	80,38,39,206
Allocated expenses	149,23,93,049	7,35,564	11,71,867	8,34,083	149,51,34,563
	124,77,12,553	8,65,018	11,35,043	12,26,634	125,09,39,248
Segmental operating profit	(9,59,68,540)	4,37,299	6,64,893	(17,05,570)	(9,65,71,918)
	(18,47,88,509)	4,28,827	3,81,050	4,66,708	(18,35,11,924)
Unallocable expenses					6,02,22,046
					5,09,82,903
Profit before other income				_	(15,67,93,964)
					(23,44,94,827)
Other income ,net					(21,89,111)
					(60,04,163)
Net profit/(loss) before tax				· <del></del>	(15,89,83,075)
					(24,04,98,990)
Tax expense					-
Loss for the period					(15,89,83,075)
•					(24,04,98,990)

# Geographical segments

Year ended March 31, 2013 and March 31, 2012

				(in ₹)
Particulars	North America	Europe	Others	Total
Revenues	261,40,37,396			261,40,37,396
Revenues	186,02,63,131	1,10,03,399	-	187,12,66,530
Identifiable operating expenses	121,54,74,751	-	_	121,54,74,751
	80,38,39,206	_	-	80,38,39,206
Allocated expenses	149,51,34,563	-	-	149,51,34,563
-	123,94,96,937	1,14,42,311	-	125,09,39,248
Segmental operating profit	(9,65,71,918)	-	=	(9,65,71,918)
	(18,30,73,012)	(4,38,912)	-	(18,35,11,924)
Unallocable expenses				6,02,22,046
				5,09,82,903
Profit before other income				(15,67,93,964)
				(23,44,94,827)
Other income ,net				(21,89,111)
				(60,04,163)
Net profit/(loss) before tax				(15,89,83,075)
				(24,04,98,990)
Tax expense				-
Loss for the period			_	(15,89,83,075)
				(24,04,98,990)

# ${\bf 2.17} \quad {\bf FUNCTION} \ {\bf WISE} \ {\bf CLASSIFICATION} \ {\bf OF} \ {\bf STATEMENT} \ {\bf OF} \ {\bf PROFIT} \ {\bf AND} \ {\bf LOSS} \ {\bf ACCOUNT}$

(in ₹)

Profit and Loss account for the	Year ended M	Iarch 31,	
	2013	2012	
Income from business process management services	261,40,37,396	187,12,66,530	
Cost of revenue	238,00,86,819	181,74,91,508	
GROSS PROFIT/(LOSS)	23,39,50,577	5,37,75,022	
Selling and marketing expenses	13,23,72,440	9,16,32,114	
General and administration expenses	19,81,50,055	14,56,54,832	
	33,05,22,495	23,72,86,946	
OPERATING LOSS BEFORE DEPRECIATION	(9,65,71,918)	(18,35,11,924)	
Depreciation	6,02,22,046	5,09,82,903	
OPERATING LOSS	(15,67,93,964)	(23,44,94,827)	
Other income, net	(21,89,111)	(60,04,163)	
PROFIT/LOSS BEFORE TAX	(15,89,83,075)	(24,04,98,990)	
Tax expense:			
Current tax	-	-	
PROFIT/LOSS FOR THE PERIOD	(15,89,83,075)	(24,04,98,990)	

#### To

# The Members of Portland Group Pty Limited

## **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Portland Group Pty Limited** ('the Company') as at 31<sup>st</sup>, March 2013, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> March 2013:
- 2) In the case of the statement of profit and loss, of the *Loss* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;

- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

## For SHENOY & KAMATH

Chartered accountants

## (M RATHNAKAR KAMATH)

Partner.
Membership No. 202841
Firm's Registration. No. 006673s

Bangalore 12<sup>th</sup> April, 2013

# Portland Group Pty Limited

(in ₹)

Balance Sheet as at		Note	As at Mai	rch 31,
			2013	2012
EQUITY AND LIABILITIES				
SHAREHOLDERS' FUNDS				
Share capital		2.1	17,86,70,669	17,86,70,669
Reserves and surplus		2.2	12,20,87,412	15,79,04,766
			30,07,58,081	33,65,75,435
NON-CURRENT LIABILITIES				
Other long-term liabilities		2.3	21,78,07,531	4,07,00,012
			21,78,07,531	4,07,00,012
CURRENT LIABILITIES				
Trade payables			14,19,14,326	2,43,47,436
Other current liabilities		2.4	47,21,47,586	44,28,15,377
Short-term provisions		2.5	9,37,20,215	4,68,91,698
			70,77,82,127	51,40,54,511
			122,63,47,739	89,13,29,958
ASSETS				
NON-CURRENT ASSETS				
Fixed assets				
Tangible assets		2.6	1,62,59,832	2,41,49,717
Intangible assets			=	=
Capital work-in-progress			3,97,826	-
			1,66,57,658	2,41,49,717
Non-current investments		2.7	34,80,95,947	34,80,95,947
Deferred tax assets, net			2,97,40,491	-
Long-term loans and advances		2.8	4,51,41,075	89,37,875
			42,29,77,513	35,70,33,822
CURRENT ASSETS				
Trade receivables		2.9	48,09,86,225	33,11,74,007
Cash and cash equivalents		2.10	22,98,28,835	13,95,11,500
Short term loans and advances		2.11	7,58,97,508	3,94,60,912
			78,67,12,568	51,01,46,419
			122,63,47,739	89,13,29,958
SIGNIFICANT ACCOUNTING POLICIES		1		
NOTES ON ACCOUNTS		2		
	D. G	G : G 1		C
	D. Swaminathan	Gavin Solsky		Gautam Thakkar
	Chairman	CEO and N	Ianaging Director	Director
	Dave Gardiner	Jackie Korl	nonen	Abraham Mathews
	Director	Director	ionen	Director
	Director	Director		Director

Bangalore April 12, 2013

Director

(in ₹)

Profit and Loss Account for the	Note	Year ending M	arch 31,
		2013	2012
Revenues from business process management services		171,86,94,184	33,19,41,962
Other income	2.12	43,09,979	2,98,578
Total Revenue		172,30,04,163	33,22,40,540
Expenses			
Employee benefit expenses	2.13	136,57,14,061	23,19,32,177
Cost of technical sub-contractors	2.13	14,32,85,982	4,46,07,074
Travel expenses	2.13	8,59,69,631	60,87,059
Communication expenses	2.13	1,29,15,374	18,84,705
Professional charges	2.13	4,51,40,065	1,49,95,692
Office expenses	2.13	99,05,695	1,49,656
Power and fuel	2.13	12,66,530	-
Insurance charges	2.13	61,37,144	3,13,117
Rent	2.13	3,29,26,583	84,71,198
Depreciation and amortization expense	2.6	1,28,17,783	33,48,933
Other expenses	2.13	7,17,88,597	1,76,51,236
		178,78,67,445	32,94,40,847
PROFIT BEFORE TAX		(6,48,63,282)	27,99,693
Provision for taxation			
Current tax	2.14	3,57,51,404	1,54,58,338
Deferred tax	2.14	(6,51,12,919)	-
		(2,93,61,515)	1,54,58,338
LOSS FOR THE YEAR		(3,55,01,767)	(1,26,58,645)
SIGNIFICANT ACCOUNTING POLICIES	1		
NOTES ON ACCOUNTS	2		
	D. Swaminathan	Gavin Solsky	Gautam Thakkar
	Chairman	CEO and Managing Director	Director
	Dave Gardiner	Jackie Korhonen	Abraham Mathews

Director

Director

Bangalore April 12, 2013

#### Schedules to the financial statements for the year ended March 31, 2013

#### Significant accounting policies and notes on accounts

Company overview

Portland Group Pty Ltd is a strategic sourcing and category management services provider. Portland Group Pty Ltd is a wholly owned and controlled entity of Infosys BPO Limited. The company leverages the benefits of service delivery globalization, process redesign and technology and thus drives efficiency and cost effectiveness into client's business processes and thereby improve their competitive position by managing their business processes in addition to providing increased value.

#### 1 Significant accounting policies

#### 1.1 Basis of preparation of financial statements

These financial statements are prepared under the historical cost convention, in accordance with Generally Accepted Accounting Principles in India ("GAAP") on accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises accounting standards as specified in rule 3 of the Companies (Accounting Standards) Rules 2006, and the relevant provisions of the Companies Act, 1956 to the extent applicable. Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

#### 1.2 Use of estimates

The preparation of the financial statements in conformity with GAAP requires that the management of the company makes estimates and assumptions that affect the reported amounts of income and expenses of the period, reported balances of assets and liabilities and disclosures relating to contingent assets and liabilities as of the date of the financial statements. Examples of such estimates includes computation of percentage of completion which requires the company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provision for doubtful debts, future obligations under employee retirement benefit plans, provision for income taxes, provision for SLA and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

#### 1.3 Revenue recognition

The company derives its revenues primarily from strategic sourcing and category management services, on time-and-material, fixed-price, fixed-time frame and unit-price basis. Revenue on time-and-material contracts is recognized as the related services are rendered and revenue from the end of the last billing to the balance sheet date is recognised as unbilled revenues. Revenue from fixed-price, fixed-time frame contracts, where there is no uncertainity as to measurement and collectibility of consideration, is recognized as per the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Revenues from unit-priced contracts are recognized as transactions are processed based on objective measures of output. Cost and earnings in excess of billings are classified as unbilled revenue while billing in excess of cost and earnings is classified as deferred revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates. When the company receives advances for its services, such amounts are reflected as advance received from clients until all conditions for revenue recognition are met. The company presents revenues net of service taxes and value added taxes in its profit and loss account.

The company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount/incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount/incentive. Also when the level of discount varies with increase in levels of revenue transactions, the company recognizes the liability based on its estimate of the customer's future purchases if it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably. The company recognizes changes in the estimated amount of obligation for discount using cumulative catch-up approach. The discounts are passed on the customer either as direct payments or as a reduction of payments due from customer.

Profit on sale of investment is recorded on the transfer of title from the company and is determined as the difference between the sale price and the carrying value of the investment. Interest on deployment of surplus funds is recognised using time proportion method, based on underlying interest rates. Dividend income is recognized when the company's right to receive dividend is established.

#### 1.4 Expenditure

The cost of software user licenses purchased for rendering business process management services is charged to revenue when put to use. Lease under which the company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the profit and loss account over the lease term.

#### 1.5 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, after reducing accumulated depreciation and impairment upto the date of the balance sheet. Direct costs are capitalized until the assets are ready for use and include financing costs relating to any borrowing attributable to acquisition or construction of those fixed assets which necessarily take a substantial period of time to get ready for their intended use. Capital work-in-progress includes the cost of fixed assets that are not yet ready for their intended use before the balance sheet date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortisation and impairment. Goodwill on amalgamation is tested periodically for impairment.

#### 1.6 Depreciation

Depreciation on fixed assets is determined using the straight-line method based on useful lives of assets as estimated by the company. Depreciation for assets purchased/sold during the period is proportionately charged. Individual assets costing ₹5,000 or less are depreciated within a year of acquisition. Leasehold improvements are written off over the lower of the lease term or the useful life of the asset. Leasehold land is amortised over the lease period. Intangible assets are amortised over their useful life on a straight line basis commencing from the date the asset is available to the company for its use. Management estimates the useful lives for the various fixed assets as follows:

Computer equipment	Two years
Office equipment	Five years
Furniture and fixtures	Five years

#### 1.7 Foreign currency transactions

Revenue from overseas clients and collections deposited in bank accounts are recorded at the exchange rate as of the date of the respective transactions. Expenditure in foreign currency is accounted at the exchange rate prevalent when such expenditure is incurred. Disbursements made out of bank accounts are reported at a rate that approximates the actual monthly rate. Exchange differences are recorded when the amount actually received on sales or actually paid when expenditure is incurred is converted into Indian rupees. The exchange differences arising on foreign currency transactions are recognized as income or expense in the period in which they arise. Monetary assets and monetary liabilities denominated in foreign currency are translated at the exchange rate prevalent at the date of the balance sheet. The resulting difference is also recorded in the profit and loss account. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

#### 1.8 Income tax

Income taxes are computed using the tax effect accounting method, where taxes are accrued in the same period the related revenue and expenses arise. A provision is made for income tax for the period based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount being considered. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on prevailing enacted or substantively enacted regulations. Deferred tax assets in situation of unabsorbed depreciation and carry forward business losses exist, are recognised only to the extent that there is virtual certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business losses are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each balance sheet date. The income tax provision for the interim period is made based on the best estimate of the annual average tax rate expected to be applicable for the full fiscal year.

## 1.9 Provisions and contingent liability

The company recognises a provision when there is a present obligation as a result of a past event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation. A disclosure for a contingent liability is made when there is a present obligation that cannot be estimated reliably or a possible or present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation that the likelihood of outflow of resources is remote, no provision or disclosure is made. Provisions are made for all known losses and liabilities and future unforeseeable factors that may affect the profit on fixed-price business process management contracts.

Provisions for onerous contracts, i.e. contracts where the expected unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it, are recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle a present obligation as a result of an obligating event based on a reliable estimate of such obligation.

#### 1.10 Impairment of assets

Management periodically assesses using, external and internal sources, whether there is an indication that an asset (including goodwill) may be impaired. An impairment loss is recognised wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use i.e. the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if there has been a change in the estimates used to determine the recoverable amount since the last impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

# $2\,\,$ NOTES ON ACCOUNTS FOR THE YEAR ENDED MARCH 31, 2013

# 2.1 SHARE CAPITAL

		(in ₹)
Particulars	As at March	31,
	2013	2012
AUTHORISED		
Share Capital	17,86,70,669	17,86,70,669
ISSUED, SUBSCRIBED AND PAID UP		
Share capital		
Equity shares		
17,45,00,000 equity shares fully paid up	17,86,70,669	17,86,70,669
[Of the above, 17,45,00,000 equity shares are held by the holding company, Infosys BPO Limited]		
	17,86,70,669	17,86,70,669
2.2 RESERVES AND SURPLUS		
		(in ₹)
Particulars	As at March	
	2013	2012
Foreign currency translation reserve	23,357	3,38,944
Balance in profit and loss account - opening	15,75,65,822	17,02,24,467
Add: Profit/ (Loss) during the period	(3,55,01,767)	(1,26,58,645)
Balance in profit and loss account - closing	12,20,64,055	15,75,65,822
	12,20,87,412	15,79,04,766

## 2.3 OTHER LONG TERM LIABILITIES

		(in ₹)
Particulars	As at Marc	h 31,
	2013	2012
Accrued salaries and benefits		<u>.</u>
Bonus and incentives	21,78,07,531	4,07,00,012
	21,78,07,531	4,07,00,012

## 2.4 OTHER CURRENT LIABILITIES

(in ₹)

Particulars	As at March	31,
	2013	2012
Accrued salaries and benefits		
Bonus and incentives	7,27,63,321	7,42,34,423
For other liabilities		
Provision for expenses	1,21,62,426	1,92,19,293
Withholding and other taxes	3,07,12,601	1,62,71,359
	11,56,38,348	10,97,25,075
Advances received from clients	35,65,09,238	33,30,90,302
	47,21,47,586	44,28,15,377

## 2.5 SHORT TERM PROVISIONS

(in ₹)

	As at March	As at March 31,		
	2013	2012		
Provision for employee benefits				
Unavailed leave	4,85,78,007	2,32,66,008		
Others				
Provision for				
Income taxes	3,56,84,998	1,55,11,307		
SLA compliance	94,57,210	81,14,383		
	9,37,20,215	4,68,91,698		

Provision for SLA compliance

The provision for service level agreement compliance is based on estimates made by the management for on going contracts. In accordance with paragraphs 66 and 67 of the Accounting Standard 29, the movement in provision for service level agreement is given below.

(in ₹)

Particulars	As at March 31,		
	2013	2012	
Balance at the beginning of the period	81,14,383	-	
Additional provision made during the period	61,80,081	81,14,383	
Provisions used during the period	-	-	
Unused amount reversed during the period	48,37,254	-	
Balance at the end of the period	94,57,210	81,14,383	

Management believes that the aforesaid provision will be utilised within a year.

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# 2.6 FIXED ASSETS

(in ₹)

Particulars		Original	cost			Depreciation and	amortization		Net book	value
	Cost as at	Additions	Deletions	Cost as at	As at	Charge for the	Deductions	As at	As at	As at
	April 01,	during the	during the	March 31,	April 01,	period	during the	March 31,	March 31,	March 31,
	2012	period	period	2013	2012		period	2013	2013	2012
Tangible Assets:										
Office equipment	25,90,844	1,82,157	-	27,73,001	2,20,864	8,29,748	(20,092)	10,70,704	17,02,297	23,69,980
Computer equipment	85,49,568	38,07,495	-	1,23,57,063	18,60,275	71,71,604	(1,54,470)	91,86,349	31,70,714	66,89,293
Furniture and fixtures	1,63,58,238	12,36,760	-	1,75,94,998	12,67,794	48,16,431	(1,23,952)	62,08,177	1,13,86,821	1,50,90,444
	2,74,98,650	52,26,412	-	3,27,25,062	33,48,933	1,28,17,783	(2,98,514)	1,64,65,230	1,62,59,832	2,41,49,717
Total	2,74,98,650	52,26,412	-	3,27,25,062	33,48,933	1,28,17,783	(2,98,514)	1,64,65,230	1,62,59,832	2,41,49,717
Previous period	-	2,74,98,650	-	2,74,98,650	-	33,48,933	-	33,48,933	2,41,49,717	-

## 2.7 NON CURRENT INVESTMENTS

		(in ₹)	
Particulars	As at March 31,		
	2013	2012	
Non current investments – at cost			
Trade (unquoted)			
Investments in equity of subsidiaries			
Portland Procurement Services Pty Limited	34,80,95,947	34,80,95,947	
	34,80,95,947	34,80,95,947	
2.8 LONG-TERM LOANS AND ADVANCES			
		(in ₹)	
	As at March	1 31,	
	2013	2012	
Advance Income tax	4,51,41,075	89,37,875	
	4,51,41,075	89,37,875	
2.9 TRADE RECEIVABLES			
		(in ₹)	
Particulars	As at March 31,		
	2013	2012	
Other debts			
Unsecured			
Considered good	48,09,86,225	33,11,74,007	
<u> </u>	48.09.86.225	33.11.74.007	

#### Provision for doubtful debts

Periodically, the Company evaluates all customer dues to the Company for collectability. The need for provisions is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer as at the Balance Sheet date.

#### 2.10 CASH AND CASH EQUIVALENTS

Particulars	As at March	As at March 31,		
	2013	2012		
Cash on hand	-	-		
Balances with bank				
In current and deposit accounts	22,98,28,835	13,95,11,500		
	22,98,28,835	13,95,11,500		

The details of balances with banks as at March 31, 2013 and 2012 are as follows:

		(in ₹)
Balances with scheduled banks	As at March 31,	
	2013	2012
In current accounts		
CITI Bank	10,06,34,625	-
Bank of New Zealand	54,705	12,46,75,113
	10,06,89,330	12,46,75,113
In deposit account		
National Australia Bank (NAB)	7,25,09,505	1,48,36,387
Australia and New Zealand Banking Group (ANZ)	5,66,30,000	-
	12,91,39,505	1,48,36,387
	22,98,28,835	13,95,11,500

# 2.11 SHORT TERM LOANS AND ADVANCES:

Particulars	As at March 31,	
	2013	2012
Unsecured, considered good		
Prepaid Expenses	41,81,729	19,43,913
Loans and advances to subsidiaries companies	6,90,92,904	3,75,16,999
	7,52,87,150	3,94,60,912
Interest Accrued but not due	6,10,358	-
	7,58,97,508	3,94,60,912

# 2.12 OTHER INCOME

Provision for doubtful debts

Other miscellaneous expenses

D (* 1	77	(in ₹)
Particulars	Year ended Ma	
	2013	2012
Interest Income	32,71,595	-
Miscellaneous income	21,12,094	2,98,578
Exchange differences	(1,073,710) <b>43,09,979</b>	2,98,578
	43,03,217	2,76,576
2.13 EXPENSES		(in ₹)
Particulars	Year ended Ma	
	2013	2012
Employee benefit expenses		
Salaries and bonus excluding overseas staff expenses	135,48,93,650	22,95,34,494
Staff welfare	1,08,20,411	23,97,683
	136,57,14,061	23,19,32,177
Cost of technical sub-contractors	440007.000	
Consultancy charges	14,32,85,982	4,46,07,074
m 1	14,32,85,982	4,46,07,074
Travel expenses	9.50.60.621	60.97.050
Overseas travel expenses	8,59,69,631 <b>8,59,69,631</b>	60,87,059 <b>60,87,059</b>
Communication	8,39,09,031	00,87,039
Communication expenses Communication expenses	1,29,15,374	18,84,705
Communication expenses	1,29,15,374	18,84,705
Professional Charges	1,27,13,374	10,04,703
Legal and professional charges	3,15,19,150	(2,63,300)
Auditor's remuneration	3,13,17,130	(2,03,300)
audit fees	13,46,860	_
Recruitment and training expenses	1,22,74,055	1,52,58,992
	4,51,40,065	1,49,95,692
Office expenses		, , ,
Printing and stationery	34,22,940	48,998
Office maintenance	64,82,755	1,00,658
	99,05,695	1,49,656
Power and fuel		
Power and fuel	12,66,530	-
	12,66,530	-
Insurance		
Insurance	61,37,144	3,13,117
	61,37,144	3,13,117
Rent		
Rent	3,29,26,583 3,29,26,583	84,71,198
Other expenses	3,29,20,383	84,71,198
Consumables	4 10 02 520	71 22 602
	4,19,02,539	71,23,603
Brand building and advertisement	33,29,456 23,09,500	2,82,160
Marketing expenses Rates and taxes	23,09,500 2,00,04,649	2,82,160 86,63,852
Bank charges and commission	7,04,989	80,041
Postage and courier	3,75,575	1,00,228
Professional membership and seminar participation fees	23,31,787	1,00,220
Provision for doubtful debts	(122.401)	

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(122,491)

9,52,593

7,17,88,597

14,01,352

1,76,51,236

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# 2.14 TAX EXPENSES

Particulars	Year ended Mai	rch 31,
	2013	2012
Income taxes		
Current tax	3,57,51,404	1,54,58,338
Deferred tax	(6,51,12,919)	-
	(2,93,61,515)	1,54,58,338

#### 2.15 Quantitative details

The Company is primarily engaged in strategic sourcing and category management services. The sale of such services cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5(viii)(c) of general instructions for preparation of statement of profit and loss as per revised Schedule VI to the Companies Act, 1956

#### 2.16 Related party transactions

List of related parties:

Name of the related party	Country	Holding as at	Holding as at
		March 31, 2013	March 31, 2012
Infosys BPO Limited	India	100%	100%

Name of Ultimate Holding Company	Country
Infosys Limited	India
Name of Fellow Subsidiaries	Country
Infosys BPO s.r.o **	Czech Republic
McCamish Systems LLC **	United States
Infosys BPO Poland Sp.z.o.o **	Poland
Portland Procurement Services Pty Ltd ***	Australia
Infosys Consulting India Limited*	India
Infosys Technologies (Australia) Pty Limited ("Infosys Australia")*	Australia
Infosys Technologies S.de R.L.de C.V. ("Infosys Mexico")*	Mexico
Infosys Technologies (China) Co. Limited ("Infosys China") *	China
Infosys Technologia Do Brasil LTDA ( " Infosys Brazil")*	Brazil

<sup>\*</sup> Wholly owned subsidiaries of Infosys Limited

The details of the related party transactions entered into by the Company, for the year ended March 31, 2013 and 2012 are as follows:

(in ₹) **Particulars** Year ended March 31, 2012 2013 **Revenue transactions:** Purchase of services Infosys BPO Ltd 4,98,46,876 Purchase of shared services including facilities and personnel Portland Procurement Services Pty Ltd 2,03,835 Sale of services Infosys BPO Limited 6,01,65,758 Sale of shared services including facilities and personnel Portland Procurement Services Pty Ltd 3,02,81,183 1,15,51,015

Details of amounts due to or due from related party as at March 31, 2013 and 2012:

(in ₹) Particulars Year ended March 31, 2012 2013 Loans & advances given Portland Procurement Services Pty Ltd 1,68,75,004 2,59,65,959 Infosys BPO Limited 1,15,51,015 Loans & advances taken Portland Procurement Services Pty Ltd 35,65,09,238 33,91,14,158 **Debtors** Infosys BPO Limited 1,72,26,846 5,22,17,900 Portland Procurement Services Pty Ltd Creditors Infosys BPO Limited 56,74,553 60,23,861 Portland Procurement Services Pty Ltd 13,02,99,514

<sup>\*\*</sup> Wholly owned subsidiaries of Infosys BPO Limited.

<sup>\*\*\*</sup> Wholly owned subsidiaries of Portland Group Pty Ltd

#### 2.17 Segment reporting

The company's operations primarily relate to providing business process management services to organizations that outsource their business processes. Accordingly, revenues represented along industry classes comprise the primary basis of segmental information set out in these financial statements. Secondary segmental reporting is performed on the basis of the geographical location of customers.

The accounting principles consistently used in the preparation of the financial statements are also consistently applied to record income in individual segments. These are set out in the note on significant accounting policies.

Industry segments at the company primarily comprise customers relating to financial services and insurance (FSI), manufacturing (MFG), enterprises in energy, utilities and telecommunication services (ECS) and retail, logistics, consumer product group, life sciences and health care enterprises (RCL). Revenue and identifiable operating expenses in relation to segments is categorized based on items that are individually identified to those segments while allocated expenditure is categorized in relation to the associated turnover of the segment. Expenses which form a significant component of total expenses are not specifically allocable to specific segments as the underlying services are used interchangeably. These expenses are separately disclosed as "unallocated" and adjusted only against the total income of the company. The company believes that it is not practical to provide segment disclosures relating to these costs and expenses, and accordingly these expenses are separately disclosed as unallocated and directly charged against total income. Fixed assets or liabilities contracted have not been identified to any reportable segments, as these are used interchangeably between segments. Accordingly no disclosure relating to total segment assets and liabilities are made.

Geographical segments are segregated based on the location of the customers, or in relation to which the revenue is otherwise recognized.

All direct costs are identified to its respective verticals/geographies on the basis of revenues from the respective verticals/geographies while unallocable cost consists of depreciation only.

**Industry segments**For the years ended **March 31, 2013** and *March 31, 2012*:

Particulars	FSI	MFG	RCL	ECS	Total
Revenues	16,59,43,289	30,53,40,133	102,03,38,006	22,70,72,756	171,86,94,184
	3,34,35,815	7,28,04,867	13,04,76,032	9,52,25,248	33,19,41,962
Identifiable operating expenses	6,94,20,527	13,84,19,484	67,08,19,932	21,17,34,569	109,03,94,512
	2,36,23,406	5,14,38,822	9,21,85,230	6,72,79,542	23,45,27,000
Allocated expenses	7,25,24,169	13,14,85,269	37,45,32,874	10,61,12,838	68,46,55,150
	92,23,141	2,00,82,943	3,59,91,312	2,62,67,518	9,15,64,914
Segmental operating profit	2,39,98,593	3,54,35,380	(2,50,14,800)	(9,07,74,651)	(5,63,55,478)
	5,89,268	12,83,102	22,99,490	16,78,188	58,50,048
Unallocable expenses					1,28,17,783
					33,48,933
Profit before other income					(6,91,73,261)
					25,01,115
Other income ,net					43,09,979
					2,98,578
Net profit/(loss) before tax					(6,48,63,282)
					27,99,693
Γax expense					(2,93,61,515)
					1,54,58,338
Loss for the period					(3,55,01,767)
					(1,26,58,645)

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## Geographical segments

For the years ended March 31, 2013 and March 31, 2012 :

	North America	Europe	Others	(in ₹) <b>Total</b>
Revenues	-	6,86,782	171,80,07,402	171,86,94,184
	-	8,06,513	33,11,35,449	33,19,41,962
Identifiable operating expenses	-	-	109,03,94,512	109,03,94,512
	-	-	23,45,27,000	23,45,27,000
Allocated expenses	-	3,26,206	68,43,28,944	68,46,55,150
		2,22,474	9,13,42,440	9,15,64,914
Segmental operating profit	-	3,60,576	(5,67,16,054)	(5,63,55,478)
	-	5,84,039	52,66,009	58,50,048
Unallocable expenses				1,28,17,783
			<u> </u>	33,48,933
Profit before other income				(6,91,73,261)
				25,01,115
Other income ,net				43,09,979
			<u> </u>	2,98,578
Net profit/(loss) before tax				(6,48,63,282)
			<u> </u>	27,99,693
Tax expense				(2,93,61,515)
				1,54,58,338
Loss for the period				(3,55,01,767)
				(1,26,58,645)

# 2.18 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS ACCOUNT

Profit and Loss account	Year ended March 31,		
	2013	2012	
Income from software services and products	171,86,94,184	33,19,41,962	
Cost of revenue	153,63,42,595	31,69,17,772	
GROSS PROFIT	18,23,51,589	1,50,24,190	
Selling and marketing expenses	56,38,956	2,82,160	
General and administration expenses	23,30,68,111	88,91,982	
	23,87,07,067	91,74,142	
OPERATING PROFIT/(LOSS) BEFORE DEPRECIATION	(5,63,55,478)	58,50,048	
Depreciation	1,28,17,783	33,48,933	
OPERATING PROFIT/(LOSS)	(6,91,73,261)	25,01,115	
Other income, net	43,09,979	2,98,578	
PROFIT/(LOSS) BEFORE TAX	(6,48,63,282)	27,99,693	
Tax expense:			
Current tax	(293,61,515)	1,54,58,338	
LOSS FOR THE PERIOD	(3,55,01,767)	(1,26,58,645)	

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### To

### The Members of Portland Procurement Services Pty Limited

### **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Portland Procurement Services Pty Limited** ('the Company') as at 31<sup>st</sup>, March 2013, the profit and loss account ('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## Auditor's Responsibility:

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

### **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> March 2013:
- 2) In the case of the statement of profit and loss, of the *profit* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

### For SHENOY & KAMATH

Chartered accountants

### (M RATHNAKAR KAMATH)

Partner. Membership No. 202841 Firm's Registration. No. 006673s

Bangalore 12<sup>th</sup> April, 2013

# Portland Procurement Services Pty Limited

(in ₹)

Director

Balance Sheet as at		Note	March 31, 2013	March 31,2012
EQUITY AND LIABILITIES				
SHAREHOLDERS' FUNDS				
Share capital		2.1	16,73,74,718	16,73,74,718
Reserves and surplus		2.2	25,06,03,554	18,44,46,039
		•	41,79,78,272	35,18,20,757
CURRENT LIABILITIES				
Trade payables		2.3	7,48,69,900	1,02,47,133
Other current liabilities		2.4	1,71,46,941	7,17,26,172
Short-term provisions		2.5		3,69,03,508
•		•	9,20,16,841	11,88,76,813
		•	50,99,95,113	47,06,97,570
ASSETS		:		
CURRENT ASSETS				
Trade receivables		2.6	=	9,51,08,529
Cash and cash equivalents		2.7	41,453	3,58,37,530
Short term loans and advances		2.8	50,99,53,660	33,97,51,511
		•	50,99,95,113	47,06,97,570
		•	50,99,95,113	47,06,97,570
SIGNIFICANT ACCOUNTING POLICIES		1		
NOTES ON ACCOUNTS		2		
	D. Swaminathan	Gavin Sol	sky	Gautam Thakkar
	Chairman		Managing Director	Director
	Dave Gardiner	Jackie Ko	rhonen	Abraham Mathews

Director

Director

Bangalore April 12, 2013

(in ₹)

Profit and Loss Account for the	Note	Year ended M	arch 31,
	_	2013	2012
Revenues from business process management services		9,56,94,918	11,20,79,161
Other income	2.9	5,95,506	2,57,358
Total Revenue		9,62,90,424	11,23,36,519
Expenses			
Employee benefit expenses	2.10	7,02,49,082	9,27,80,088
Cost of technical sub-contractors	2.10	(1,64,190)	4,74,750
Travel expenses	2.10	(6,54,452)	41,15,666
Cost of software packages	2.10	1,14,714	3,31,691
Communication expenses	2.10	38,463	98,819
Office expenses	2.10	1,91,198	-
Power and fuel	2.10	1,45,849	2,06,233
Other expenses	2.10	55,19,093	74,11,470
	•	7,54,39,757	10,54,18,717
PROFIT BEFORE TAX		2,08,50,667	69,17,802
Provision for taxation			
Current tax	2.11	(2,07,68,021)	24,31,921
	•	(2,07,68,021)	24,31,921
NET PROFIT AFTER TAX		4,16,18,688	44,85,881
SIGNIFICANT ACCOUNTING POLICIES	1		
NOTES ON ACCOUNTS	2		

D. Swaminathan Gavin Solsky Gautam Thakkar
Chairman CEO and Managing Director

Dave Gardiner Jackie Korhonen Abraham Mathews
Director Director Director

Bangalore April 12, 2013

### Schedules to the financial statements for the quarter and year ended March 31, 2013

#### Significant accounting policies and notes on accounts

Company overview

Portland Procurement Services Pty Ltd is a strategic sourcing and category management services provider. Portland Procurement Services Pty Ltd is a wholly owned and controlled subsidiary of Portland Group Pty Ltd. The company leverages the benefits of service delivery globalization, process redesign and technology and thus drives efficiency and cost effectiveness into client's business processes and thereby improve their competitive position by managing their business processes in addition to providing increased value.

#### 1 Significant accounting policies

### 1.1 Basis of preparation of financial statements

These financial statements are prepared under the historical cost convention, in accordance with Generally Accepted Accounting Principles in India ("GAAP") on accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises accounting standards as specified in rule 3 of the Companies (Accounting Standards) Rules 2006, and the relevant provisions of the Companies Act, 1956 to the extent applicable. Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

#### 1.2 Use of estimates

The preparation of the financial statements in conformity with GAAP requires that the management of the company makes estimates and assumptions that affect the reported amounts of income and expenses of the period, reported balances of assets and liabilities and disclosures relating to contingent assets and liabilities as of the date of the financial statements. Examples of such estimates includes computation of percentage of completion which requires the company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provision for doubtful debts, future obligations under employee retirement benefit plans, provision for income taxes, provision for SLA and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

### 1.3 Revenue recognition

The company derives its revenues primarily from strategic sourcing and category management services, on time-and-material, fixed-price, fixed-time frame and unit-price basis. Revenue on time-and-material contracts is recognized as the related services are rendered and revenue from the end of the last billing to the balance sheet date is recognised as unbilled revenues. Revenue from fixed-price, fixed-time frame contracts, where there is no uncertainty as to measurement and collectibility of consideration, is recognized as per the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Revenues from unit-priced contracts are recognized as transactions are processed based on objective measures of output. Cost and earnings in excess of billings are classified as unbilled revenue while billing in excess of cost and earnings is classified as deferred revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates. When the company receives advances for its services, such amounts are reflected as advance received from clients until all conditions for revenue recognition are met. The company presents revenues net of service taxes and value added taxes in its profit and loss account.

The company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount/incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount/incentive. Also when the level of discount varies with increase in levels of revenue transactions, the company recognizes the liability based on its estimate of the customer's future purchases if it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably. The company recognizes changes in the estimated amount of obligation for discount using cumulative catch-up approach. The discounts are passed on the customer either as direct payments or as a reduction of payments due from customer.

Profit on sale of investment is recorded on the transfer of title from the company and is determined as the difference between the sale price and the carrying value of the investment. Interest on deployment of surplus funds is recognised using time proportion method, based on underlying interest rates. Dividend income is recognized when the company's right to receive dividend is established.

#### 1.4 Expenditure

The cost of software user licenses purchased for rendering business process management services is charged to revenue when put to use. Lease under which the company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the profit and loss account over the lease term.

#### 1.5 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, after reducing accumulated depreciation and impairment upto the date of the balance sheet. Direct costs are capitalized until the assets are ready for use and include financing costs relating to any borrowing attributable to acquisition or construction of those fixed assets which necessarily take a substantial period of time to get ready for their intended use. Capital work-in-progress includes the cost of fixed assets that are not yet ready for their intended use before the balance sheet date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortisation and impairment. Goodwill on amalgamation is tested periodically for impairment.

#### 1.6 Depreciation

Depreciation on fixed assets is determined using the straight-line method based on useful lives of assets as estimated by the company. Depreciation for assets purchased/sold during the period is proportionately charged. Individual assets costing ₹5,000 or less are depreciated within a year of acquisition. Leasehold improvements are written off over the lower of the lease term or the useful life of the asset. Leasehold land is amortised over the lease period. Intangible assets are amortised over their useful life on a straight line basis commencing from the date the asset is available to the company for its use. Management estimates the useful lives for the various fixed assets as follows:

Computer equipment	Two years
Office equipment	Five years
Furniture and fixtures	Five years

#### 1.7 Foreign currency transactions

Revenue from overseas clients and collections deposited in bank accounts are recorded at the exchange rate as of the date of the respective transactions. Expenditure in foreign currency is accounted at the exchange rate prevalent when such expenditure is incurred. Disbursements made out of bank accounts are reported at a rate that approximates the actual monthly rate. Exchange differences are recorded when the amount actually received on sales or actually paid when expenditure is incurred is converted into Indian rupees. The exchange differences arising on foreign currency transactions are recognized as income or expense in the period in which they arise. Monetary assets and monetary liabilities denominated in foreign currency are translated at the exchange rate prevalent at the date of the balance sheet. The resulting difference is also recorded in the profit and loss account. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

#### 1.8 Income tax

Income taxes are computed using the tax effect accounting method, where taxes are accrued in the same period the related revenue and expenses arise. A provision is made for income tax for the period based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount being considered. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on prevailing enacted or substantively enacted regulations. Deferred tax assets in situation of unabsorbed depreciation and carry forward business losses exist, are recognised only to the extent that there is virtual certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business losses are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each balance sheet date. The income tax provision for the interim period is made based on the best estimate of the annual average tax rate expected to be applicable for the full fiscal year.

#### 1.9 Provisions and contingent liability

The company recognises a provision when there is a present obligation as a result of a past event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation. A disclosure for a contingent liability is made when there is a present obligation that cannot be estimated reliably or a possible or present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation that the likelihood of outflow of resources is remote, no provision or disclosure is made. Provisions are made for all known losses and liabilities and future unforeseeable factors that may affect the profit on fixed-price business process management contracts.

Provisions for onerous contracts, i.e. contracts where the expected unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it, are recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle a present obligation as a result of an obligating event based on a reliable estimate of such obligation.

#### 1.10 Impairment of assets

Management periodically assesses using, external and internal sources, whether there is an indication that an asset (including goodwill) may be impaired. An impairment loss is recognised wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use i.e. the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if there has been a change in the estimates used to determine the recoverable amount since the last impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.11 Earnings per share

In determining earnings per share, the company considers the net profit after tax. The number of shares used in computing basic earnings per share is the weighted average number of shares outstanding during the year. Diluted earnings per share are computed using the weighted average number of basic and dilutive common equivalent shares outstanding during the year, except where the result would be anti-dilutive. Dilutive potential equity shares are deemed converted as of the beginning of the period, unless they have been issued at a later date.

### 1.12 Employee Benefits

#### Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by an actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognised in the period in which the absences occur.

## $2\,\,$ NOTES ON ACCOUNTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2013

### 2.1 SHARE CAPITAL

		(in ₹)
Particulars	As at March	31,
	2013	2012
AUTHORISED		
Share capital	16,73,74,718	16,73,74,718
ISSUED, SUBSCRIBED AND PAID UP		
Share capital	16,73,74,718	16,73,74,718
	16,73,74,718	16,73,74,718

### 2.2 RESERVES AND SURPLUS

		(in ₹)
Particulars	As at March	31,
	2013	2012
Foreign currency translation reserve	2,57,83,664	12,44,837
Balance in profit and loss account - opening	18,32,01,202	17,87,15,321
Add: Profit During the period	4,16,18,688	44,85,881
Balance in profit and loss account - closing	22,48,19,890	18,32,01,202
	25,06,03,554	18,44,46,039

## 2.3 TRADE PAYABLES

Particulars	As at March 3	1,
	2013	2012
Trade payables	7,48,69,900	1,02,47,133
	7,48,69,900	1,02,47,133

### 2.4 OTHER CURRENT LIABILITIES

(in ₹)

Particulars	As at March	31,
	2013	2012
Accrued salaries and benefits		
Salaries	-	58,13,486
Bonus and incentives	-	3,85,92,766
For other liabilities		
Provision for expenses	-	35,89,626
Withholding and other taxes	(2,71,937)	78,84,437
	(2,71,937)	5,58,80,315
Advances received from clients	1,68,75,004	1,57,66,492
Unearned revenue	-	79,365
	1,71,46,941	7,17,26,172

### 2.5 SHORT TERM PROVISIONS

(in ₹)

	As at March	As at March 31,	
	2013	2012	
Provision for employee benefits			
Unavailed leave	-	1,77,28,289	
Others			
Provision for			
Income taxes	-	1,91,75,219	
	-	3,69,03,508	

### 2.6 TRADE RECEIVABLES

Particulars	As at March 31	,
	2013	2012
Other debts		
Unsecured		
Considered good	-	9,51,08,529
	-	9,51,08,529

### Provision for doubtful debts

Periodically, the Company evaluates all customer dues to the Company for collectability. The need for provisions is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer as at the Balance Sheet date.

### 2.7 CASH AND CASH EQUIVALENTS

		(in ₹)
Particulars	As at March	31,
	2013	2012
Cash on hand	-	-
Balances with bank		
In current and deposit accounts	41,453	3,58,37,530
	41,453	3,58,37,530
The details of balances with banks as at March 31, 2013 and 2012 are as follows:		
		(in ₹)
Balances with scheduled banks	As at March	31,
	2013	2012
In current accounts		
Commonwealth bank	41,453	3,58,37,530
	41,453	3,58,37,530

### 2.8 SHORT TERM LOANS AND ADVANCES:

Particulars	As at March	As at March 31,		
	2013	2012		
Unsecured, considered good				
Loans and advances to group companies	50,94,60,696	33,91,14,158		
Prepaid Expenses	-	4,91,216		
	50,99,53,660	33,96,05,374		
Unbilled Revenue	-	1,46,137		
	50,99,53,660	33,97,51,511		

(in **∓**)

Particulars	Year ended Mar	rch 31,
	2013	2012
Interest Income	6,06,728	-
Miscellaneous income	(11,222)	2,57,358
	5,95,506	2,57,358
2.10 EXPENSES		(in ∓
Particulars	Year ended Mai	(in ₹
	2013	2012
Employee benefit expenses		
Salaries and bonus excluding overseas staff expenses	7,02,61,461	9,24,85,868
Staff welfare	(12,379)	2,94,220
	7,02,49,082	9,27,80,088
Cost of technical sub-contractors		
Consultancy charges	(1,64,190)	4,74,750
	(1,64,190)	4,74,750
Travel expenses		
Overseas travel expenses	(6,54,452)	41,15,666
	(6,54,452)	41,15,660
Cost of software for own use		
Cost of software for own use	1,14,714	3,31,691
	1,14,714	3,31,691
Communication expenses		
Communication expenses	38,463	98,819
	38,463	98,819
Office expenses		
Office maintenance	1,91,198	-
	1,91,198	-
Power and fuel		
Power and fuel	1,45,849	2,06,233
	1,45,849	2,06,233
Other expenses		
Consumables	3,79,335	48,151
Marketing expenses	(8,402)	1,16,295
Rates and taxes	51,07,164	50,34,300
Bank charges and commission	26,400	8,178
Postage and courier	<del>-</del>	16,693
Professional membership and seminar participation fees	14,596	-
Other miscellaneous expenses	-	21,87,853
	55,19,093	74,11,470

		(ın ₹)
Particulars	Year ended Marc	ch 31,
	2013	2012
Current tax		
Income taxes	(2,07,68,021)	24,31,921
	(2.07.68.021)	24,31,921

### 2.12 Quantitative details

The Company is primarily engaged in strategic sourcing and category management services. The sale of such services cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5(viii)(c) of general instructions for preparation of statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

### 2.13 Related party transactions

List of related parties:

Name of the related party	Country	Holding as at	Holding as at
	_	March 31, 2013	March 31, 2012
Portland Group Pty Ltd#	Australia	100%	100%
Name of Ultimate Holding Company		Country	
Infosys Limited		India	ļ
Name of Fellow Subsidiaries		Cour	ntry
Infosys BPO s.r.o **		Czech Republic	
McCamish Systems LLC **	LC ** United States		ed States
Infosys BPO Poland Sp.z.o.o **		Poland	
Infosys BPO Limited *		India	
Infosys Consulting India Limited*		India	l.
Infosys Technologies (Australia) Pty Limited ("Infosys Australia")*		Aust	ralia
Infosys Technologies S.de R.L.de C.V. ("Infosys Mexico")*  Mexico		ico	
Infosys Technologies (China) Co. Limited ("Infosys China") * China		a	
Infosys Technologia Do Brasil LTDA ( " Infosys Brazil")*		Brazil	

<sup>\*</sup> Wholly owned subsidiaries of Infosys Limited

The details of the related party transactions entered into by the Company, for the year ended March 31, 2013 and 2012 are as follows:

Particulars	Year ended March 3	1,
	2013	201
Purchase of shared services including facilities and personnel		
Portland Group Pty Ltd	-	-
Sale of shared services including facilities and personnel		
Portland Group Pty Ltd	-	-

Details of amounts due to or due from related party as at March 31, 2013 and 2012:

Particulars	As at March 3	31,
	2013	2012
Loans & advances given	<del></del>	
Portland Group Pty Ltd	37,91,61,182	33,91,14,158
Loans & advances taken		
Portland Group Pty Ltd	1,68,75,004	1,57,66,492
Debtors		
Portland Group Pty Ltd	13,02,99,514	-
Creditors		
Portland Group Pty Ltd	7,48,69,900	1,01,99,467

<sup>\*\*</sup> Wholly owned subsidiaries of Infosys BPO Limited

<sup>#</sup> Portland Group Pty Ltd is wholly owned subsidary of Infosys BPO Limited

#### 2.14 Segment reporting

The company's operations primarily relate to providing business process management services to organizations that outsource their business processes. Accordingly, revenues represented along industry classes comprise the primary basis of segmental information set out in these financial statements. Secondary segmental reporting is performed on the basis of the geographical location of customers.

The accounting principles consistently used in the preparation of the financial statements are also consistently applied to record income in individual segments. These are set out in the note on significant accounting policies.

Industry segments at the company primarily comprise customers relating to financial services and insurance (FSI), manufacturing (MFG), enterprises in energy, utilities and telecommunication services (ECS) and retail, logistics, consumer product group, life sciences and health care enterprises (RCL). Revenue and identifiable operating expenses in relation to segments is categorized based on items that are individually identified to those segments while allocated expenditure is categorized in relation to the associated turnover of the segment. Expenses which form a significant component of total expenses are not specifically allocable to specific segments as the underlying services are used interchangeably. These expenses are separately disclosed as "unallocated" and adjusted only against the total income of the company. The company believes that it is not practical to provide segment disclosures relating to these costs and expenses, and accordingly these expenses are separately disclosed as unallocated and directly charged against total income. Fixed assets or liabilities contracted have not been identified to any reportable segments, as these are used interchangeably between segments. Accordingly no disclosure relating to total segment assets and liabilities are made.

Geographical segments are segregated based on the location of the customers, or in relation to which the revenue is otherwise recognized.

All direct costs are identified to its respective verticals/geographies on the basis of revenues from the respective verticals/geographies while unallocable cost consists of depreciation only.

**Industry segments**For the years ended **March 31, 2013** and *March 31, 2012*:

	FSI	MFG	RCL	ECS	(in ₹) Total
Revenues	-	20,23,868	3,56,83,439	5,79,87,611	9,56,94,918
	52,46,589	87,31,674	3,47,71,255	6,33,29,643	11,20,79,161
Identifiable operating expenses	-	-	(72,24,830)	4,78,17,707	4,05,92,877
	-	-	9,68,45,305	-	9,68,45,305
Allocated expenses	-	(7,53,187)	3,21,84,430	34,15,637	3,48,46,880
	4,01,330	6,67,917	26,59,778	48,44,387	85,73,412
Segmental operating profit	-	27,77,055	1,07,23,839	67,54,267	2,02,55,161
	48,45,259	80,63,757	(6,47,33,828)	5,84,85,256	66,60,444
Unallocable expenses					-
Profit before other income					2,02,55,161
					66,60,444
Other income ,net					5,95,506
					2,57,358
Net profit before tax					2,08,50,667
					69,17,802
Tax expense					(2,07,68,021)
					24,31,921
Profit for the period					4,16,18,688
					44,85,881

### Geographical segments

For the years ended March 31, 2013 and March 31, 2012:

Particulars	North America	Europe	Others	Total
Revenues	-	-	9,56,94,918	9,56,94,918
	-	-	11,20,79,161	11,20,79,161
Identifiable operating expenses	-	-	4,05,92,902	4,05,92,902
	-	-	9,68,45,305	9,68,45,305
Allocated expenses	-	-	3,48,46,855	3,48,46,855
		-	85,73,412	85,73,412
Segmental operating profit	-	-	2,02,55,161	2,02,55,161
	-	-	66,60,444	66,60,444
Unallocable expenses				-
				-
Profit before other income				2,02,55,161
				66,60,444
Other income ,net				5,95,506
				2,57,358
Net profit before tax				2,08,50,667
				69,17,802
Tax expense				(2,07,68,021)
				24,31,921
Profit for the period				4,16,18,688
				44,85,881

### 2.15 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS ACCOUNT

(in ₹)

Profit and Loss account	Year ended Ma	rch 31,
	2013	2012
Income from software services and products	9,56,94,918	11,20,79,161
Cost of revenue	6,93,21,370	10,00,37,018
GROSS PROFIT	2,63,73,548	1,20,42,143
Selling and marketing expenses	(8,402)	1,16,295
General and administration expenses	61,26,789	52,65,404
	61,18,387	53,81,699
OPERATING PROFIT BEFORE DEPRECIATION	2,02,55,161	66,60,444
Depreciation	-	-
OPERATING PROFIT	2,02,55,161	66,60,444
Other income, net	5,95,506	2,57,358
PROFIT BEFORE TAX	2,08,50,667	69,17,802
Tax expense:		
Current tax	(2,07,68,021)	24,31,921
PROFIT FOR THE PERIOD	4,16,18,688	44,85,881

# **Independent Auditor's Report**

To

### The Members of Infosys Consulting India Limited

### **Report on the Financial Statements**

We have audited the accompanying financial statements of Infosys Consulting India Limited ('the Company') which comprise the Balance Sheet as at 31 March 2013, the statement of profit and loss and the cash flow statement for the year then ended and a summary of significant accounting policies and other explanatory information.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position, financial performance and cash flows of the Company in accordance with the Accounting Standards referred to in sub-section (3C) of section 211 of the Companies Act, 1956 ("the Act"). This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- (i) in the case of the Balance Sheet, of the state of affairs of the Company as at 31 March 2013;
- (ii) in the case of the Statement of Profit and Loss, of the profit for the year ended on that date; and
- (iii) in the case of the Cash Flow Statement, of the cash flows for the year ended on that date.

### **Report on Other Legal and Regulatory Requirements**

1. As required by the Companies (Auditor's Report) Order, 2003 ("the Order"), as amended, issued by the Central Government of India in terms of sub-section (4A) of section 227 of the Act, we give in the Annexure a statement on the matters specified in paragraphs 4 and 5 of the Order.

- 2. As required by section 227(3) of the Act, we report that:
  - a. we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
  - b. in our opinion proper books of account as required by law have been kept by the Company so far as appears from our examination of those books;
  - c. the Balance Sheet, Statement of Profit and Loss and Cash Flow Statement dealt with by this Report are in agreement with the books of account;
  - d. in our opinion, the Balance Sheet, Statement of Profit and Loss and Cash Flow Statement comply with the Accounting Standards referred to in subsection (3C) of section 211 of the Companies Act, 1956; and
  - e. on the basis of written representations received from the directors as on 31 March 2013, and taken on record by the Board of Directors, none of the directors is disqualified as on 31 March 2013, from being appointed as a director in terms of clause (g) of sub-section (1) of section 274 of the Companies Act, 1956.

### for B S R & Co.

Chartered Accountants

Firm's registration number: 101248W

### Natrajh Ramakrishna

Partner

Membership number: 32815

Bangalore 23 May 2013

### **Annexure to the Auditors' Report**

The Annexure referred to in our report to the members of Infosys Consulting India Limited ('the Company') for the year ended 31 March 2013. We report that:

- (i) (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets.
  - (b) The Company has a regular programme of physical verification of its fixed assets by which fixed assets are verified every year. In our opinion, this periodicity of physical verification is reasonable having regard to the size of the Company and the nature of its assets. No material discrepancies were noticed on such verification.
  - (c) No fixed assets have been disposed off during the year. Thus paragraph 4(i)(c) of the Order is not applicable.
- (ii) The Company is a service company, primarily rendering information software consultancy and related services. However, no such services have been provided in the current year. Accordingly, it does not hold any physical inventories. Thus, paragraph 4(ii) of the Order is not applicable.
- (iii) The Company has neither granted nor taken any loans, secured or unsecured, to or from companies, firms or other parties covered in the register maintained under section 301 of the Companies Act, 1956 ('the Act'). Accordingly, paragraphs 4(iii)(a) to 4(iii)(g) of the Order are not applicable.
- (iv) In our opinion and according to the information and explanations given to us, there is an adequate internal control system commensurate with the size of the Company and the nature of its business with regard to purchase of fixed assets and sale of services. The activities of the Company do not involve purchase of inventories and the sale of goods. We have not observed any major weakness in the internal control system during the course of the audit.
- (v) (a) In our opinion and according to the information and explanations given to us, the particulars of contracts or arrangements referred to in section 301 of the Act have been entered in the register required to be maintained under that section.
  - (b) In our opinion, and according to the information and explanations given to us, the transactions made in pursuance of contracts and arrangements referred to in (v) (a) above and exceeding the value of Rs 5 lakh with any party during the year have been made at prices which are reasonable having regard to the prevailing market prices at the relevant time.
- (vi) The Company has not accepted any deposits from the public.
- (vii) In our opinion, the Company has an internal audit system commensurate with the size and the nature of its business.
- (viii) The Central Government of India has not prescribed the maintenance of cost records under Section 209(1)(d) of the Act for any of the services rendered by the Company.
- (ix) (a) According to the information and explanations given to us and on the basis of our examination of the records of the Company, amounts deducted/ accrued in the books of account in respect of undisputed statutory dues including Income-tax and other material statutory dues have been regularly deposited during the year by the Company with the appropriate authorities. As explained to us, the Company did not have any dues on account of Provident Fund, Employees' State Insurance, Sales-tax, Wealth tax, Service tax, Customs duty, Excise duty and Investor Education and Protection Fund.

According to the information and explanations given to us, no undisputed amounts payable in respect of Income-tax and other material statutory dues were in arrears as at 31 March 2013 for a period of more than six months from the date they became payable.

(b) According to the information and explanations given to us, there are no dues of Income Tax which have not been deposited with the appropriate authorities on account of any dispute.

- (x) The Company has been registered for a period of less than five years. Thus, paragraph 4(x) of the Order is not applicable.
- (xi) The Company did not have any outstanding dues to any financial institution, banks or debenture holders during the year.
- (xii) The Company has not granted any loans and advances on the basis of security by way of pledge of shares, debentures and other securities.
- (xiii) In our opinion and according to the information and explanations given to us, the Company is not a chit fund/ nidhi / mutual benefit fund/ society.
- (xiv) According to the information and explanations given to us, the Company is not dealing or trading in shares, securities, debentures and other investments.
- (xv) According to the information and explanations given to us, the Company has not given any guarantee for loans taken by others from banks or financial institutions.
- (xvi) The Company did not have any term loans outstanding during the year.
- (xvii) The Company has not raised any funds on short-term basis.
- (xviii) The Company has not made any preferential allotment of shares to parties and companies covered in the register maintained under section 301 of the Act.
- (xix) The Company did not have any outstanding debentures during the year.
- (xx) The Company has not raised any money by public issues during the year.
- (xxi) According to the information and explanations given to us, no material fraud on or by the Company has been noticed or reported during the course of our audit.

#### for B S R & Co.

Chartered Accountants

Firm's registration number: 101248W

### Natrajh Ramakrishna

Partner

Membership number: 32815

Bangalore 23 May 2013

### INFOSYS CONSULTING INDIA LIMITED

			in ₹
Balance sheet as at	Note	31 March 2013	31 March 2012
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	10,000,000	10,000,000
Reserves and surplus	2.2	60,515,018	57,904,574
	_	70,515,018	67,904,574
CURRENT LIABILITIES			
Other current liabilities	2.3	20,341,644	7,128,966
Short-term provisions	2.4	-	13,212,678
		20,341,644	20,341,644
		90,856,662	88,246,218
ASSETS			
NON-CURRENT ASSETS			
Fixed assets			
Tangible fixed assets	2.5	35,089	2,608,627
Deferred tax asset (net)	2.6	4,598,634	4,248,399
Long-term loans and advances	2.7	2,397,049	2,797,912
CURRENT ASSETS			
Current investments	2.8	69,746,906	65,210,313
Cash and bank balances	2.9	6,974,523	6,224,044
Short-term loans and advances	2.10	7,104,461	7,156,923
		83,825,890	78,591,280
		90,856,662	88,246,218
SIGNIFICANT ACCOUNTING POLICIES	1		

The notes referred to above form an integral part of the financial statements. As per our report of even date attached

for BSR&Co.

Chartered Accountants

Firm's Registration Number: 101248W

for and on behalf of Board of Directors of **Infosys Consulting India Limited** 

Natrajh RamakrishnaS. D. ShibulalChandra Shekar KakalPartnerDirectorDirector

Membership No. 32815

Bangalore 23 May 2013 B. G. Srinivas

Director

### INFOSYS CONSULTING INDIA LIMITED

		in	₹ except per share data
Statement of Profit and Loss for the year ended	Note	31 March 2013	31 March 2012
			170 771 500
Income from software consultancy services		-	179,771,509
Other income	2.11	5,053,849	6,433,538
Total revenue		5,053,849	186,205,047
Expenses			
Employee benefit expenses	2.12	-	113,040,076
Travel expenses		-	16,293,460
Rent		-	5,544,338
Professional charges		-	8,435,225
Depreciation	2.5	2,573,538	5,293,700
Other expenses	2.13	220,102	5,014,388
		2,793,640	153,621,187
PROFIT BEFORE TAX		2,260,209	32,583,860
Tax expense:			
Current tax		-	11,025,000
Deferred tax		(350,235)	(4,198,362)
PROFIT FOR THE YEAR		2,610,444	25,757,222
EARNINGS PER EQUITY SHARE			
Equity shares of par value Rs 10/- each			
Basic and diluted		2.61	25.76
Weighted average number of shares used in computing earnings per share			
Basic and diluted		1,000,000	1,000,000
SIGNIFICANT ACCOUNTING POLICIES	1		

The notes referred to above form an integral part of the financial statements.

As per our report of even date attached

for BSR & Co.

Chartered Accountants

Firm's Registration Number: 101248W

 $for \,$  and on behalf of Board of Directors of

Infosys Consulting India Limited

Natrajh Ramakrishna

Partner

Membership No. 32815

Bangalore

23 May 2013

S. D. Shibulal Chandra Shekar Kakal B. G. Srinivas
Director Director Director

### INFOSYS CONSULTING INDIA LIMITED

			in ₹
Cash Flow Statement for the year ended	Note	31 March 2013	31 March 2012
CASH FLOWS FROM OPERATING ACTIVITIES			
Net profit before tax		2,260,209	32,583,860
Adjustments to reconcile net profit before tax to cash provided by operating			
Depreciation		2,573,538	5,293,700
Interest and dividend Income		(4,753,267)	(4,704,468)
Changes in current assets and liabilities			
Trade receivables		-	37,941,484
Loans and advances		57,553	(2,221,321)
Other liabilities and provisions		-	(52,220,526)
		138,033	16,672,729
Income taxes paid		400,863	(11,112,876)
NET CASH GENERATED BY OPERATING ACTIVITIES	_	538,896	5,559,853
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of fixed assets		-	(915,078)
Investment in liquid mutual funds		(4,536,593)	(65,210,313)
Interest and dividend received		4,748,176	4,921,594
Investment in fixed deposit		-	(5,036)
NET CASH GENERATED BY/ (USED) IN INVESTING ACTIV	_	211,583	(61,208,833)
NET (DECREASE)/INCREASE IN CASH AND CASH EQUIVALENTS		750,479	(55,648,980)
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR		6,169,008	61,817,987
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR	2.8	6,919,487	6,169,008
SIGNIFICANT ACCOUNTING POLICIES	1		

The notes referred to above form an integral part of the financial statements. As per our report of even date attached

for BSR&Co.

 $Chartered\ Accountants$ 

Firm's >> Registration> Number: 101248W

for and on behalf of Board of Directors ofInfosys Consulting India Limited

S. D. Shibulal Director Chandra Shekar Kakal Director

B. G. Srinivas

Director

Natrajh Ramakrishna

Partner

Membership No. 32815

Bangalore

23 May 2013

#### INFOSYS CONSULTING INDIA LIMITED

#### Notes to the financial statements

#### Company overview

Infosys Consulting India Limited ('ICIL' or 'the Company') was incorporated on 19 August 2009 as a public limited company under the Companies Act 1956. ICIL was a wholly owned subsidiary of Infosys Consulting Inc., US, which in turn was a 100% subsidiary of Infosys Limited. However, during the previous year ended 31 March 2012, Infosys Consulting Inc. was liquidated and hence ICIL has become the wholly owned subsidiary of Infosys Limited. The Company provides end-to-end business solutions that leverage technology, thereby enabling clients to enhance business performance. ICIL is singularly focussed on making clients more competetive, and does so with rigourous linkages to client value, a set of proprietary competitive benchmarking tools, and the Infosys Global Delivery Model.

#### 1 Significant accounting policies

#### 1.1 Basis of preparation of financial statements

The financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006 and the provisions of the Companies Act, 1956. Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use. The financial statements have been presented in Indian Rupees.

During the previous year ended 31 March 2012, Infosys Limited, Infosys Consulting Inc. and the Company have entered into a scheme of amalgamation. Pursuant to the scheme, the Company has filed a petition with the Honorable High Court of Karnataka on January 12, 2012 for its merger with Infosys Limited. Pending the High Court approval, the Company has prepared these financial statements for the year ended 31 March 2013 under the historic cost convention and on the accrual basis, since the assets and liabilities of the Company will be carried forward in the books of Infosys Limited at the same values.

#### 1.2 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates include provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes and the useful lives of fixed assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

#### 1.3 Going concern

These financial statements have been prepared on a going concern basis notwithstanding the fact that the Company had no revenue generating activities during the year. No adjustments are expected relating to recoverability and classification of asset amounts or to amounts and classification of liabilities that may be necessary if the Company is unable to continue as going concern, as the asets and liabilities are expected to be transferred to Infosys Limited at their carrying values, once the merger application is approved by the Honorable High Court of Karnataka.

#### 1.4 Revenue recognition

Revenue is primarily derived from providing software development and related services which is billed on a cost plus basis, in accordance with the terms of the agreement with the group company. Arrangements with other customers for software development and related services are either on a fixed-price, fixed-time frame or on a time-and-material basis. However, no such services have been provided in the current year.

Revenue on time-and material contracts are recognized as the related services are performed and revenue from the end of the last billing to the Balance Sheet date is recognized as unbilled revenues. Revenue from fixed-price and fixed time frame contracts, where there is no uncertainty as to measurement or collectability of revenues, is recognized based upon the percentage of completion. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Cost and earnings in excess of billings are classified as unbilled revenue while billing in excess of cost and earnings is classified as unearned revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates.

Interest is recognized using the time-proportion method, based on rates implicit in the transaction. Dividend income is recognized when the Company's right to receive dividend is established.

#### 1.5 Provisions and contingent liabilities

A provision is recognized if, as a result of a past event, the Company has a present legal obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by the best estimate of the outflow of economic benefits required to settle the obligation at the reporting date. Where no reliable estimate can be made, a disclosure is made as contingent liability. A disclosure for a contingent liability is also made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

Provisions for onerous contracts, i.e. contracts where the expected unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it, are recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle a present obligation as a result of an obligating event based on a reliable estimate of such obligation.

#### INFOSYS CONSULTING INDIA LIMITED

#### Notes to the financial statements

#### 1.6 Fixed assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairments, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises of the cost of fixed assets that are not yet ready for their intended use at the reporting date.

Advances paid towards the acquisition of fixed assets, outstanding at each balance sheet date are presented under long-term loans and advances.

#### 1.7 Depreciation

Depreciation on fixed assets is provided on the straight-line method over the useful lives of assets estimated by the Management. Depreciation for assets purchased / sold during a period is proportionately charged. Individual low cost assets (acquired for less than Rs. 5,000/-) are depreciated over a period of one year from the date of acquisition. The Management estimates the useful lives for the other fixed assets as follows:

Computer equipment 2 years

Depreciation methods, useful lives and residual values are reviewed at each reporting date.

#### 1.8 Impairment

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.9 Retirement benefits to employees

#### 1.9.a Gratuity

In accordance with the Payment of Gratuity Act, 1972, the Company provides for gratuity, a defined benefit retirement plan ("the Gratuity Plan") covering eligible employees. The Gratuity Plan provides a lump-sum payment to vested employees at retirement, death, incapacitation or termination of employment, of an amount based on the respective employee's salary and the tenure of employment with the Company.

Liabilities with regard to the Gratuity Plan are determined by actuarial valuation at each Balance Sheet date using the projected unit credit method by an independent actuary. The Company fully contributes all ascertained liabilities to the Infosys Consulting India Limited Employees' Gratuity Fund Trust (the Trust). Trustees administer contributions made to the Trust and contributions are invested in specific investments as permitted by the law. The Company recognizes the net obligation of the gratuity plan in the Balance Sheet as an asset or liability, respectively in accordance with Accounting Standard (AS) 15, "Employee Benefits". The Company's overall expected long-term rate-of-return on assets has been determined based on consideration of available market information, current provisions of Indian law specifying the instruments in which investments can be made, and historical returns. The discount rate is based on the Government securities yield. Actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions are recognized in the Statement of Profit and Loss in the period in which they arise.

### 1.9.b Superannuation

Certain employees of Infosys Consulting India Limited are also participants in the superannuation plan ("the Plan") which is a defined contribution plan. The Company has no further obligations to the Plan beyond its monthly contributions. A portion of the monthly contribution amount is paid directly to the employees as an allowance and the balance amount is contributed to Infosys Consulting India Limited Employees' Superannuation Trust.

### 1.9.c Provident fund

Eligible employees receive benefits from a provident fund, which is a defined contribution plan. Both the employee and the Company make monthly contributions to the provident fund plan equal to a specified percentage of the covered employee's salary. Amounts collected under the provident fund plan are deposited with Life Insurance Corporation of India. The Company has no further obligations under the provident fund plan beyond its monthly contributions.

### 1.9.d Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by an actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognized in the statement of profit and loss in the period in which the absences occur.

#### 1.10 Research and development

Research costs are expensed as incurred. Software product development costs are expensed as incurred unless technical and commercial feasibility of the project is demonstrated, future economic benefits are probable, the Company has an intention and ability to complete and use or sell the software and the costs can be measured reliably.

#### INFOSYS CONSULTING INDIA LIMITED

#### Notes to the financial statements

#### 1.11 Foreign currency transactions

Foreign-currency denominated monetary assets and liabilities are translated at exchange rates in effect at the Balance Sheet date. The gains or losses resulting from such translations are included in the profit or loss account. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at fair value are translated at the exchange rate prevalent at the date when the fair value was determined. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

Revenue, expense and cash-flow items denominated in foreign currencies are translated using the exchange rate in effect on the date of the transaction. Transaction gains or losses realized upon settlement of foreign currency transactions are included in determining net profit for the period in which the transaction is settled.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. Minimum alternate tax (MAT) paid in accordance with the tax laws, which gives rise to future economic benefits in the form of tax credit against future income tax liability, is recognized as an asset in the Balance Sheet if there is convincing evidence that the Company will pay normal tax after the tax holiday period and the resultant asset can be measured reliably. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date.

#### 1.13 Earnings per share

Basic earnings per share is computed by dividing the net profit after tax by the weighted average number of equity shares outstanding during the year.

#### 1.14 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposits with banks and corporations. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

### 1.15 Cash flow statement

Cash flows are reported using the indirect method, whereby net profit before tax is adjusted for the effects of transactions of a non-cash nature, any deferrals or accruals of past or future operating cash receipts or payments and item of income or expenses associated with investing or financing cash flows. The cash flows from operating, investing and financing activities of the Company are segregated.

### 1.16 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

Share capital		in 🕏
Particulars	31 March 2013	31 March 2012
Authorized		
Equity shares, Rs 10/- par value		
1,000,000 (1,000,000) equity shares	10,000,000	10,000,000
Issued, Subscribed and Paid-Up		
Equity shares, Rs 10/- par value	10,000,000	10,000,000
1,000,000 (1,000,000) equity shares fully paid-up		
Of the above, 999,994 (999,994) equity shares are held		
by the holding company, Infosys Limited		
	10,000,000	10,000,000

The Company has only one class of shares referred to as equity shares having a par value of Rs 10/-. Each holder of equity shares is entitled to one vote per

The Company declares and pays dividends in Indian rupees. The dividends proposed by the Board of Directors is subject to the approval of the shareholders in the ensuing Annual General Meeting. No dividend has been proposed by the Board of Directors for this year.

In the event of liquidation of the Company, the holders of equity shares will be entitled to receive residual assets of the Company, after distribution of all preferential amounts. However, no such preferential amounts exist currently. The distribution will be in proportion to the number of equity shares held by

The details of shareholder holding more than 5% shares and shares held by the holding company as at March 31, 2013 and March 31, 2012 is set out below

Particulars	As at 31 March 20	13	As at 31 Mar	rch 2012
	No of shares held	% held	No of shares held	% held
Infosys Limited, the holding company	999,994	99.999%	999,994	99.999%
2 Reserves and surplus				in 🕏
Particulars			31 March 2013	31 March 2012
Surplus				
Balance in statement of profit and loss - opening			57,904,574	32,147,352
Add: Profit for the year			2,610,444	25,757,222
rida. I fortife year				
Balance in statement of profit and loss - closing			60,515,018	57,904,574
			60,515,018	
Balance in statement of profit and loss - closing			60,515,018 31 March 2013	57,904,574 in ₹ 31 March 2012
Balance in statement of profit and loss - closing  Other current liabilities			, ,	in ₹
Balance in statement of profit and loss - closing  Other current liabilities  Particulars			, ,	in ₹
Balance in statement of profit and loss - closing  Other current liabilities  Particulars  Sundry creditors			, ,	<i>in</i> ₹ 31 March 2012
Balance in statement of profit and loss - closing  Other current liabilities  Particulars  Sundry creditors  Accrued bonus and incentives to employees			31 March 2013	<i>in</i> ₹ 31 March 2012
Balance in statement of profit and loss - closing  Other current liabilities  Particulars  Sundry creditors  Accrued bonus and incentives to employees  Others*			31 March 2013	<i>in</i> ₹ 31 March 2012

Honorable High Court of Karnataka. for merger with Infosys Limited.

2.4 Short-term provisions	
---------------------------	--

31 March 2012

<sup>31</sup> March 2013 **Particulars** Unavailed leave 13,212,678 13,212,678

### INFOSYS CONSULTING INDIA LIMITED

### 2.5 Fixed Assets

		Owigin	nal cost			Accumulated	danuaciation		Not bo	ok value
						Accumulated			Net bo	ok value
Description	As at	Additions	Deductions	As at	As at	For the	Deductions	As at	As at	As at
_	1 April 2012	during the year	during the year	31 March 2013	1 April 2012	year	during the year	31 March 2013	31 March 2013	31 March 2012
Tangible assets										
Computer equipment	12,646,453	-	-	12,646,453	10,037,826	2,573,538	-	12,611,364	35,089	2,608,627
	12,646,453	-	-	12,646,453	10,037,826	2,573,538	-	12,611,364	35,089	2,608,627
Previous year	11,731,375	915,078	-	12,646,453	4,744,126	5,293,700	-	10,037,826	2,608,627	

Infosys Consulting India Limited.

2.6	Deferred tax assets / (liabilities)				in ₹
	Particulars			31 March 2013	31 March 2012
	Component of deferred tax asset				
	Unavailed leave			4,286,853	4,286,853
	Fixed assets			311,781	-
	Component of deferred tax liability				
	Fixed assets			-	38,454
	Deferred tax asset, net			4,598,634	4,248,399
2.7	Long-term loans and advances				in ₹
	Particulars			31 March 2013	31 March 2012
	Unsecured, considered good				
	Advance income tax, net of provision for income tax			2,397,049	2,797,912
	· · · · · ·			2,397,049	2,797,912
• •					_
2.8	Current investments - at lower of cost and fair value			21.14 1.2012	in ₹
	Particulars Others, non-trade (unquoted)			31 March 2013	31 March 2012
	Investment in liquid mutual fund units			69,746,906	65,210,313
	investment in riquid indical rand aircs			69,746,906	65,210,313
	Aggregate amount of unquoted investments (with an equivalent fair value)			69,746,906	65,210,313
	Details of balances held in liquid mutual fund units are as follows:				
	Particulars ————	31 March 2013		31 Marc	h 2012
	raruculais	Units	Amount (in ₹)	Units	Amount (in ₹)
	Birla Sun Life Cash Plus - Daily Dividend Reinvestment Plan	696,112	69,746,906	650,834	65,210,313
		696,112	69,746,906	650,834	65,210,313
2.9	Cash and bank balance				in ₹
	Particulars			31 March 2013	31 March 2012
	Cash and cash equivalents				
	- Balances with banks				
	In current accounts			6,919,487	6,169,008
	In deposit accounts (with original maturity of 3 months or less)			-	-
			-	6,919,487	6,169,008
	Other bank deposits (due to mature within 12 months of the reporting date)			55,036	55,036
				6,974,523	6,224,044

### 2.10 Short term loans and advances

in ₹

Particulars	31 March 2013	31 March 2012
Unsecured, considered good		
Advances		
Prepaid expenses	-	218,615
Advance to gratuity trust (refer to note 2.18)	190,412	190,412
Withholding and other taxes receivable	197,726	261,788
Interest accrued but not due	5,426	335
Others*	5,310,897	5,085,773
	5,704,461	5,756,923
Rental deposits (refer to note 2.16)	1,400,000	1,400,000
	7,104,461	7,156,922.58

<sup>\*</sup>Includes amount receivable Infosys Limited for loans and advances to employees. This will be settled after the approval by the Honorable High Court of Karnataka. for merger with Infosys Limited.

# 2.11 Other income in $\xi$

Particulars	For the year ended 31 March 2013	For the year ended 31 March 2012
Interest received on deposits with banks	216,673	1,873,931
Dividend income	4,536,594	2,830,537
Miscellaneous income	-	460,372
Gains on foreign currency transactions, net	300,582	1,268,698
	5,053,849	6,433,538

### 2.12 Employee benefit expenses

in ₹

Particulars	For the year ended 31 March 2013	For the year ended 31 March 2012
Salaries and bonus including overseas staff expenses	-	104,064,416
Contribution to provident and other funds	-	8,486,373
Staff welfare	-	489,287
	-	113,040,076

### 2.13 Other expenses

in ₹

outer emperates		iii \
Particulars	For the year ended 31 March 2013	For the year ended 31 March 2012
Telephone charges	-	3,318,768
Insurance charges	218,615	434,100
Rates and taxes	<del>-</del>	670,371
Software packages for own use	-	67,419
Consumables	<del>-</del>	231,784
Miscellaneous expenses	1,487	291,946
	220,102	5,014,388

#### INFOSYS CONSULTING INDIA LIMITED

### 2.14 Capital commitments and contingent liabilities

	As at	As at
Particulars	31 March 2013	31 March 2012
Estimated amount of unexecuted capital contracts		
(net of advances and deposits)	-	-
Outstanding guarantees and counter guarantees to various banks, in respect of the guarantees given by those banks in favour of various government authorities and others	50,000	50,000

### 2.15 Earnings and expenditure in foreign currency

Particulars	For the year ended 31 March 2013	For the year ended 31 March 2012
Earnings in foreign currency		
Income from software services	-	158,269,764
Expenditure in foreign currency		
Overseas travel expenses	-	6,617,441
Others	-	2,492,812

### 2.16 Related party transactions

List of related parties:

Name of related parties	Country
Infosys Limited *	India
Infosys BPO Limited (Infosys BPO) **	India
Infosys Consulting Inc.**	USA

<sup>\*</sup> Infosys Limited is the holding company

### List of key management personnel

Particulars	Designation
S.D.Shibulal	Director
B.G.Srinivas	Director
Chandra Shekar Kakal	Director

The key management personnel are being remunerated from other companies of the group.

Details of amounts d	ue to or due	from related pa	arties are as fo	follows:
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Details of amounts due to or due from related parties are as follows:		in ₹
Particulars	As at	As at
	31 March 2013	31 March 2012
Rental deposit		
Infosys Limited	1,400,000	1,400,000
The details of the related party transactions entered into by the company are as follows:		in ₹
Particulars	For the year ended	For the year ended
Tarteman's	31 March 2013	31 March 2012
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Infosys Limited	-	5,544,338
Infosys BPO	-	4,061,077

Sale of services Infosys Consulting Inc.

Infosys Limited

156,214,068

21,501,745

<sup>\*\*</sup> Subsidiaries of Infosys Limited

#### INFOSYS CONSULTING INDIA LIMITED

### 2.17 Segment reporting

The Company's operations predominantly relate to providing end-to-end business solutions that leverage technology thereby enabling clients to enhance business performance. Accordingly, revenues represented along type of service comprise the primary basis of segmental information set out in these financial statements. Secondary segmental reporting is performed on the basis of the geographical location of customers.

The accounting principles consistently used in the preparation of the financial statements are also consistently applied to record income and expenditure in individual segments. These are as set out in the significant accounting policies.

The only segment by service type is consulting services. Hence, since the company comprises a single business segment, disclosures pertaining to the primary segment have not been presented.

Segment assets, segment liabilities and fixed assets used in the Company's business have not been identified to any reportable segment as these are used are interchangeably between segments and hence, Management believes that it is not practical to provide segment disclosures relating to total carrying amount of segment assets and segment liabilities, since a meaningful segregation is not possible. All fixed assets of the Company are located in India.

Customer relationships are driven based on the location of the respective client. Geographical revenues are segregated based on the location of the customer who is invoiced or in relation to which the revenue is otherwise recognized. North America comprises the United States of America, Canada and Mexico; Rest of the World comprises all other countries except, those mentioned above and India.

#### **Geographic Segments**

Year ended 31 March 2013 and year ended 31 March 2012:

			in ₹
Particulars	North America	India	Total
Revenues	-	-	-
	156,214,068	23,557,441	179,771,509

### 2.17 Gratuity Plan

The following table set out the status of the Gratuity Plan as required under AS-15 (Revised).

Reconciliation of opening and closing balances of the present value of the defined benefit obligation and plan assets:

Particulars	As at	As at	As at	As at
Particulars	31 March 2013	31 March 2012	31 March 2011	31 March 2010
Obligations at the beginning of the year	29,811,497	25,496,215	17,856,342	-
Transfer of obligation*	-	-	-	15,740,981
Service cost	-	7,598,653	11,592,710	1,540,325
Interest cost	-	977,190	1,178,178	615,472
Actuarial (gain)/ loss	-	1,239,439	1,116,674	(40,436)
Benefits paid	-	(5,500,000)	(6,247,689)	-
Amendment in benefit plans	-	-	-	-
Obligations at the end of the year	29,811,497	29,811,497	25,496,215	17,856,342
Defined benefit obligation liability as at the balance sheet	is fully funded by the Co	ompany		
Change in plan assets				
Plans assets at the beginning of the year, at fair value	14,260,928	9,794,419	2,129,344	-
Expected return on plan assets	-	332,849	536,268	19,337
Actuarial gain/ (loss)	-	133,660	(78,306)	537
Contributions	-	9,500,000	13,447,689	2,109,469
Benefits paid	-	(5,500,000)	(6,247,689)	-
Plans assets at the end of the year, at fair value	14,260,928	14,260,928	9,787,306	2,129,343
Reconciliation of present value of the obligation and the	ne fair value of the plan	assets:		
Fair value of plan assets at the end of the year	14,260,928	14,260,928	9,787,306	2,129,343
Reimbursement (obligation)/ asset *	15,740,981	15,740,981	15,740,981	15,740,981
Present value of the defined benefit obligations at the	29,811,497	29,811,497	25,496,215	17,856,342
Asset recognized in the balance sheet	190,412	190,412	32,072	13,982
Assumptions				
Interest rate	7.95%	8.44%	7.91%	7.82%
Estimated rate of return on plan assets	9.51%	9.45%	7.91%	9.00%
Weighted average expected rate of salary increase	7.27%	7.27%	9.36%	7.27%

Net gratuity cost for the year ended 31 March 2013 and 31 March 2012 comprise the following components:

Particulars	For the year ended 31 March 2013	For the year ended 31 March 2012
Service cost	-	7,598,653
Interest cost	-	977,190
Expected return on plan assets	-	(332,849)
Actuarial (gain)/loss	-	1,105,779
Net gratuity cost	-	9,348,773
Actual return on plan assets	-	466.509

Gratuity cost, as disclosed above, is included under Employee benefit expenses

As of March 31, 2013, the plan assets have been primarily invested in government securities.

\* During the year ended 31 March 2010 a reimbursement asset of ₹ 15,740,981 was transferred from Infosys Limited towards settlement of gratuity

#### INFOSYS CONSULTING INDIA LIMITED

#### 2.18.a Provident Fund

The Company contributed ₹ Nil and ₹ 5,302,290 during the year ended 31 March 2013 and 31 March 2012 respectively.

#### 2.18.b Superannuation

The Company contributed ₹ Nil and ₹ 3,693,624 to the Superannuation Trust during the year ended 31 March 2013 and during the year ended 31 March

### 2.19 Dues to micro and small enterprises

The Company had no dues to micro and small enterprises during the year ended March 31, 2013 and March 31, 2012 and as at March 31, 2013 and March

#### 2.20 Unhedged foreign currency exposure

As of 31 March 2013 and 31 March 2012, the company's net foreign currency exposures that are not hedged by a derivative instrument or otherwise is ₹ Nil and

As per our report or even date attached for BSR & Co.
Chartered Accountants

Firm's Registration Number: 101248W

for and on behalf of Board of Directors of **Infosys Consulting India Limited** 

Natrajh Ramakrishna

Partner

Membership No. 32815

Bangalore 23 May 2013 S. D. Shibulal Chandra Shekar Kakal B. G. Srinivas
Director Director Director

### To

### The Members of Infosys Public Services INC.

### **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Infosys Public Services INC.** ('the Company') which comprises Balance Sheet as at 31<sup>st</sup>, March 2013, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

### **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> March 2013;
- 2) In the case of the statement of profit and loss, of the *Loss* for the year ended on that date;

Infosys Public Services Inc.

As required by Section 227(3) of the Act, we report that;

a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;

- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

### For SHENOY & KAMATH

Chartered Accountants

### (M RATHNAKAR KAMATH)

Partner
Membership No. 202841
Firm's Registration. No. 006673S

Bangalore 12<sup>th</sup> april, 2013

# INFOSYS PUBLIC SERVICES INC.

			in ₹
Balance Sheet as at	Note	March 31, 2013	March 31, 2012
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	234,850,000	234,850,000
Reserves and surplus	2.2	(130,583,398)	(40,703,400)
		104,266,602	194,146,600
CURRENT LIABILITIES			
Unsecured Loans	2.3	684,648,958	-
Trade payables	2.4	1,940,775,469	1,311,402,059
Other current liabilities	2.5	834,997,028	202,261,232
Short-term provisions	2.6	52,272,199	10,254,287
		3,512,693,654	1,523,917,578
		3,616,960,256	1,718,064,178
ASSETS			
NON-CURRENT ASSETS			
Fixed assets			
Tangible assets	2.7	672,835,496	1,356,856
Capital work-in-progress	_	17,026,760	-
		689,862,256	1,356,856
Long-term loans and advances	2.9	684,805,178	=
CURRENT ASSETS			
Trade receivables	2.1	1,320,998,846	924,713,575
Cash and cash equivalents	2.11	1,236,415,195	213,356,220
Short-term loans and advances	2.12	(315,121,219)	578,637,527
		2,242,292,822	1,716,707,322
		3,616,960,256	1,718,064,178
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

Note: The notes referred to above are an integral part of the Balance Sheet.

As per our report attached for Shenoy & Kamath Chartered Accountants

 $Firm's\ Registration\ Number: 006673S$ 

M. Rathnakar Kamath *Partner* 

Membership No. 202841

Prof. Jeffrey S. Lehman *Chairman* 

Eric S. Paternoster President and Chief Executive Officer

Ashok Vemuri Director

Bangalore April 12, 2013

in ₹, except per share data Year ended March 31, Statement of Profit and Loss for the Note 2013 2012 Income from software services and products 2.13 6,020,928,283 1,962,645,596 Other income 2.14 (31,522)377,062 **Total revenue** 6,020,896,761 1,963,022,658 Expenses 2.15 1,123,086,045 171,472,128 Employee benefit expenses Cost of technical sub-contractors 2.15 4,727,083,794 1,758,671,666 2.15 16,523,528 Travel expenses 79,725,927 Cost of software packages and others 2.15 (1,202,273)17,434 Communication expenses 2.15 2,521,628 271,964 Professional charges 64,937,839 42,691,471 2.7 466,127 Depreciation and amortisation expense 61,723,061 Other expenses 2.15 56,478,302 13,162,453 2,003,276,771 **Total expenses** 6,114,354,323 PROFIT BEFORE INTEREST AND TAX (40,254,113) (93,457,562) Interest Expense 6,008,568 PROFIT BEFORE TAX (99,466,130)(40,254,113) Tax expense: Current tax 2.16 1,981,069 66,568 PROFIT FOR THE PERIOD (101,447,199) (40,320,681) EARNINGS PER EQUITY SHARE Equity shares of par value USD 0.50/- each Basic (10.14)(4.03)

SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS

Note: The notes referred to above are an integral part of the Statement of Profit and Loss.

Number of shares used in computing earnings per share

As per our report attached for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath

Partner

Basic

Membership No. 202841

Prof. Jeffrey S. Lehman *Chairman* 

Eric S. Paternoster

1 & 2

President and Chief Executive Officer

1,00,00,000

1,00,00,000

Ashok Vemuri Director

Bangalore

April 12, 2013

### Significant accounting policies and notes on accounts

#### Company overview

Infosys Public Services Inc. ('the Company') was incorporated on October 9, 2009. The purpose of the Company is to engage in any lawful act or activity for which corporation may be organized under the Delaware General Corporation Law, as the same exists or as may hereafter be amended from time to time, the Company is a wholly-owned subsidiary of Infosys Technologies Limited. The company provides end-to-end business solutions that leverage technology, thereby enabling its clients to enhance business performance. The Company's operations are to provide solutions that span the entire software lifecycle encompassing technical consulting, design, development, re-engineering, maintenance, systems integration, package evaluation and implementation, testing and infrastructure management services.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from April 1 to March 31

### 1.2 Basis of preparation of financial statements

The financial statements of the Company have been prepared on an accrual basis. Unless otherwise stated, the measurement basis used is historical cost. Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the US Dollar.

### 1.4 Previous period figures

The previous period's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

### 1.6 Revenue recognition

Revenue is primarily derived from software development and related services. Arrangements with customers for software development and related services are either on a fixed-price, fixed-timeframe or on a time-and-material basis.

Revenue on time-and-material contracts are recognized as the related services are performed and revenue from the end of the last billing to the Balance Sheet date is recognized as unbilled revenues. Revenue from fixed-price and fixed-timeframe contracts, where there is no uncertainty as to measurement or collectability of consideration, is recognized based upon the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Cost and earnings in excess of billings are classified as unbilled revenue while billings in excess of cost and earnings is classified as unearned revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates.

The Company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount / incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount / incentive. Also, when the level of discount varies with increases in levels of revenue transactions, the Company recognizes the liability based on its estimate of the customer's future purchases. If it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably, then discount is not recognized until the payment is probable and the amount can be estimated reliably. The Company recognizes changes in the estimated amount of obligations for discounts using a cumulative catchup approach. The discounts are passed on to the customer either as direct payments or as a reduction of payments due from the customer.

The Company presents revenues net of value-added taxes in its statement of profit and loss

Profit on sale of investments is recorded on transfer of title from the Company and is determined as the difference between the sale price and carrying value of the investment. Lease rentals are recognized ratably on a straight line basis over the lease term. Interest is recognized using the time-proportion method, based on rates implicit in the transaction. Dividend income is recognized when the Company's right to receive dividend is established.

#### 1.7 Provisions and contingent liabilities

A provision is recognized if, as a result of a past event, the Company has a present legal obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by the best estimate of the outflow of economic benefits required to settle the obligation at the reporting date. Where no reliable estimate can be made, a disclosure is made as contingent liability. A disclosure for a contingent liability is also made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

### 1.8 Post-sales client support and warranties

The Company provides its clients with a fixed-period warranty for corrections of errors and telephone support on all its fixed-price, fixed-timeframe contracts. Costs associated with such support services are accrued at the time when related revenues are recorded and included in cost of sales. The Company estimates such costs based on historical experience and the estimates are reviewed annually for any material changes in assumptions.

#### 1.9 Onerous contracts

Provisions for onerous contracts are recognized when the expected benefits to be derived by the Company from a contract are lower than the unavoidable costs of meeting the future obligations under the contract. The provision is measured at lower of the expected cost of terminating the contract and the expected net cost of fulfilling the contract.

### 1.10 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises of the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

### 1.11 Depreciation and amortization

Depreciation on fixed assets is provided on the straight-line method over the useful lives of assets estimated by the Management. Depreciation for assets purchased / sold during a period is proportionately charged. Individual low cost assets (acquired for ₹5,000/- or less) are depreciated over a period of one year from the date of acquisition. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use. The Management estimates the useful lives for the other fixed assets as follows:

Buildings	15 years
Plant and machinery	5 years
Office equipment	5 years
Computer equipment	2-5 years
Furniture and fixtures	5 years
Vehicles	5 years

Depreciation methods, useful lives and residual values are reviewed at each reporting date.

### 1.12 Provision for impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

### 1.13 Retirement benefits to employees - Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognized in the period in which the absences occur.

#### 1.14 Foreign currency transactions

Foreign-currency denominated monetary assets and liabilities are translated at exchange rates in effect at the Balance Sheet date. The gains or losses resulting from such translations are included in the Statement of profit and loss. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at fair value are translated at the exchange rate prevalent at the date when the fair value was determined. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

Revenue, expense and cash-flow items denominated in foreign currencies are translated using the exchange rate in effect on the date of the transaction. Transaction gains or losses realized upon settlement of foreign currency transactions are included in determining net profit for the period in which the transaction is settled.

#### 1.15 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. Minimum alternate tax (MAT) paid in accordance with the tax laws, which gives rise to future economic benefits in the form of tax credit against future income tax liability, is recognized as an asset in the Balance Sheet if there is convincing evidence that the Company will pay normal tax after the tax holiday period and the resultant asset can be measured reliably. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority. Tax benefits of deductions earned on exercise of employee share options in excess of compensation charged to statement of profit and loss are credited to the share premium account.

### 1.16 Earnings per share

Basic earnings per share is computed by dividing the net profit after tax by the weighted average number of equity shares outstanding during the period.

#### 1.17 Investments

Trade investments are the investments made to enhance the Company's business interests. Investments are either classified as current or long-term based on Management's intention at the time of purchase. Current investments are carried at the lower of cost and fair value of each investment individually. Cost for overseas investments comprises the Indian Rupee value of the consideration paid for the investment translated at the exchange rate prevalent at the date of investment. Long term investments are carried at cost less provisions recorded to recognize any decline, other than temporary, in the carrying value of each investment.

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### 1.18 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks and corporations. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

### 1.19 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

### 1.20 Government grants

The Company recognizes government grants only when there is reasonable assurance that the conditions attached to them shall be complied with, and the grants will be received. Government grants related to depreciable assets are treated as deferred income and are recognized in the statement of profit and loss on a systematic and rational basis over the useful life of the asset. Government grants related to revenue are recognized on a systematic basis in the statement of profit and loss over the periods necessary to match them with the related costs which they are intended to compensate.

## 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED MARCH 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

## 2.1 SHARE CAPITAL

	in ₹, except as otherwise stated			
Particulars	As a	at		
	March 31, 2013	March 31, 2012		
Authorized				
2,50,00,000 (2,50,00,000) Common Stock, USD 0.50/- par value	587,250,000	587,250,000		
Issued, Subscribed and Paid-Up				
1,00,00,000 (1,00,00,000) Common Stock, USD 0.50/- par value, fully paid	234,850,000	234,850,000		
	234,850,000	234,850,000		
2.2 RESERVES AND SURPLUS				
		in ₹		
Particulars	Asa	at		
	March 31, 2013	March 31, 2012		
Currency Translation	26,666,554	15,099,353		
Surplus / (Deficit) - Opening Balance	(55,802,753)	(15,482,072)		
Add: Net profit/ (Net Loss) after tax transferred from Statement of Profit and Loss	(101,447,199)	(40,320,681)		
Surplus / (Deficit) - Closing Balance	(157,249,952)	(55,802,753)		
	(130,583,398)	(40,703,400)		

### 2.3 UNSECURED LOANS

During fiscal 2013, Infosys Limited has disbursed an amount of INR 684,648,958 as unsecured loans to Infosys Public Services, at an interest rate of 6% per annum, for expansion of business operations. The loan is repayable within one year from the date of disbursement at the discretion of Infosys Public Services.

### 2.4 TRADE PAYABLES

		in ₹
Particulars	As a	t
	March 31, 2013	March 31, 2012
Trade payables (1)	1,940,775,469	1,311,402,059
	1,940,775,469	1,311,402,059
(1) Includes dues to holding company (refer to note 2.17)	1,591,766,775	1,311,402,059

### 2.5 OTHER CURRENT LIABILITIES

		in ₹		
Particulars	As a	As at		
	March 31, 2013	March 31, 2012		
Accrued salaries and benefits				
Salaries and benefits	40,876,207	9,205,578		
Bonus and incentives	56,467,045	33,008,063		
Other liabilities				
Provision for expenses (1)	279,100,235	31,895,631		
Withholding and other taxes payable	1,272,446	260,668		
Other payables (2)	3,451,542	104,974,175		
Unearned revenue	453,829,553	22,917,117		
	834,997,028	202,261,232		
(1) Includes dues to holding company (refer to note 2.17)	41,810,643	-		
(2) Includes dues to holding company (refer to note 2.17)	3,226,698	104,477,651		

### 2.6 SHORT-TERM PROVISIONS

		in ₹
Particulars	As a	t
	March 31, 2013	March 31, 2012
Provision for employee benefits		
Unavailed leave	52,272,199	10,254,287
	52,272,199	10,254,287

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### 2.7 FIXED ASSETS

		Orig	ginal cost			Depreciation	and amortization		Net bool	k value
Double and and	As at	Additions	Deductions/	As at	As at	For the	Deductions	As at	As at	As at
Particulars	April 1,	during the period	Retirement during	March 31,	April 1,	period	adjustment during	March 31,	March 31,	March 31,
	2012		the period	2013	2012		the period	2013	2013	2012
Tangible assets :										
Computer equipment	1,825,983	733,139,511	-	734,965,494	469,127	61,723,061	62,190	62,129,998	672,835,496	1,356,856
	1,825,983	733,139,511	-	734,965,494	469,127	61,723,061	62,190	62,129,998	672,835,496	1,356,856
Total	1,825,983	733,139,511	-	734,965,494	469,127	61,723,061	62,190	62,129,998	672,835,496	1,356,856
Previous year	-	1,825,983	-	1,825,983	-	466,127	(3,000)	469,127	1,356,856	-

### 2.8 LEASES

### Obligations on long-term, non-cancelable operating leases

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹
Particulars	March 31, 2013	March 31, 2012
Lease rentals recognized during the period	10,615,856	2,865,164 in ₹
		in ₹
	As a	nt
Lease obligations payable	March 31, 2013	March 31, 2012
Within one year of the balance sheet date	12,498,504	-
Due in a period between one year and five years	52,871,039	-
Due after five years	19,842,724	=

The operating lease arrangements, are renewable on a periodic basis and extend upto a maximum of ten years from their respective dates of inception and relates to rented premises. Some of these lease agreements have price escalation clauses.

### 2.9 LONG-TERM LOANS AND ADVANCES

		in ₹	
Particulars	As at		
	March 31, 2013	March 31, 2012	
Loans and advances to employees			
Housing and other loans	684,805,178	-	
	684,805,178	-	
2.10 TRADE RECEIVABLES			
		in ₹	
Particulars	As at	t	
	March 31, 2013	March 31, 2012	
Debts outstanding for a period exceeding six months			
Unsecured			
Considered doubtful	3,665,446	-	
Other debts			
Unsecured			
Considered good	1,336,134,000	924,713,575	
Considered doubtful	<u> </u>	-	
	1,336,134,000	924,713,575	
Less: Provision for doubtful debts	18,800,600	-	
	1,317,333,400	924,713,575	
	1,320,998,846	924,713,575	

#### Provision for doubtful debts

Periodically, the Company evaluates all customer dues to the Company for collectability. The need for provisions is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer from the invoice date, as at the Balance Sheet date. The Company pursues the recovery of the dues, in part or full.

### 2.11 CASH AND CASH EQUIVALENTS

		in ₹
Particulars	As at	;
	March 31, 2013	March 31, 2012
Cash on hand	-	-
Balances with banks		
In current and deposit accounts	1,236,415,195	213,356,220
	1,236,415,195	213,356,220

The deposits maintained by the Company with banks and financial institutions comprise of time deposits, which can be withdrawn by the Company at any point without prior notice or penalty on the principal.

The details of balances as on Balance Sheet dates with banks are as follows:

		in ₹
Particulars	As at	
	March 31, 2013	March 31, 2012
In current accounts		
Bank of America, US	1,236,415,195	213,356,220
	1,236,415,195	213,356,220
Total cash and cash equivalents as per Balance Sheet	1,236,415,195	213,356,220

## 2.12 SHORT-TERM LOANS AND ADVANCES

		in ₹
Particulars	As at	t
	March 31, 2013	March 31, 2012
Unsecured, considered good		
Others		
Advances		
Prepaid expenses	3,407,212	849,076
For supply of goods and rendering of services	638,342	45,198
Withholding and other taxes receivable	30,663	94,308
Others <sup>(1)</sup>	4,998,591	172,757,266
	9,074,808	173,745,848
Unbilled revenues	358,864,459	404,339,189
Loans and advances to employees		
Housing and other loans	(684,648,959)	-
Salary advances	1,588,472	552,490
	(315,121,220)	578,637,527
Unsecured, considered doubtful		
Loans and advances to employees	125,450	=
	(314,995,770)	578,637,527
Less: Provision for doubtful loans and advances to employees	125,449	
	(315,121,219)	578,637,527
(1) Includes dues from holding company (refer to note 2.18)	4,998,592	172,757,266

## 2.13 INCOME FROM SOFTWARE SERVICES AND PRODUCTS

Particulars	Year ended March 3	1,
	2013	2012
Income from software services	6,020,928,283	1,962,645,596
	6,020,928,283	1,962,645,596
2.14 OTHER INCOME		in ₹
Particulars	Year ended March 3 2013	
Interest received on deposits with banks and others	21,324	364,351
Gains / (losses) on foreign currency, net	(52,846)	12,711
Callis / (1035cs) on foreign currency, net	(31,522)	377,062
2.15 EXPENSES	(31,322)	317,002
		in ₹
Particulars	Year ended March 3	·
Employee benefit expenses	2013	2012
Salaries and bonus including overseas staff expenses	1,120,844,330	170,872,754
Staff welfare	2,241,715	599,374
Cost of technical sub-contractors	1,123,086,045	171,472,128
Cost of technical sub-contractors  Technical sub-contractors - subsidiaries	4,392,658,661	1,712,448,326
Technical sub-contractors - others	334,425,133	46,223,340
	4,727,083,794	1,758,671,666
Travel expenses Overseas travel expenses	79,429,010	16,319,883
Traveling and conveyance	296,917	203,645
<u> </u>	79,725,927	16,523,528
Cost of software packages and others  For own use	(1,202,273)	17,434
Tot own use	(1,202,273)	17,434
Communication expenses		
Telephone charges	2,521,628 2,521,628	271,964 271,964
Other expenses	2,321,026	271,904
Office maintenance	211,958	116,871
Brand building	5,289,402	3,575,398
Rent	10,615,856	2,865,164
Rates and taxes, excluding taxes on income	2,161,156	19,255
Consumables	224,681	68,335
Insurance charges	2,646,498	-
Marketing expenses	6,116,702	528,688
Printing and Stationery	1,660,670	204,529
Professional membership and seminar participation fees	712,461	571,098
Postage and courier	75,576	83,249
Advertisements	(261,750)	254,050
Provision for post-sales client support and warranties	29,312	(2,003,219)
Commission to non-whole time directors	5,454,001	4,810,341
Provision for bad and doubtful debts and advances	19,012,011	-
Books and periodicals	26,250	77,697
Bank charges and commission	541,543	226,507
Donations Donations	1,962,717	1,764,490
Others	(742)	1,704,470
	56,478,302	13,162,453

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## 2.16 TAX EXPENSE

		in $\prec$
	Year ended March 31,	
	2013	2012
Current tax		
Income taxes	1,981,069	66,568
	1,981,069	66,568

### 2.17 QUANTITATIVE DETAILS

The Company is primarily engaged in the development and maintenance of computer software. The production and sale of such software cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

### 2.18 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Holding Company	Country	Holding as at		
		March 31, 2013	March 31, 2012	
Infosys Limited	India	100%	100%	
Name of Fellow Subsidiaries		C	ountry	
Infosys BPO Limited		In	dia	
Infosys Technologies (Australia) Pty. Limited		A	ustralia	
Infosys Technologies (China) Co. Limited		Cl	nina	
Infosys Technologies (Sweden) AB		Sv	veden	
Infosys Technologies (Shanghai) Co. Limited		Cl	nina	
Infosys Tecnologia do Brasil Ltda		Bi	razil	
Infosys Public Services Inc.		U	SA	
Infosys BPO s. r. o (1)		C	zech Republic	
Infosys BPO (Poland) Sp Z.o.o <sup>(1)</sup>		Po	oland	
Infosys Consulting India Limited		In	dia	
McCamish Systems LLC <sup>(1)</sup>		U	SA	
Portland Group Pty Ltd <sup>(1)</sup>		A	ustralia	
Portland Procurement Services Pty Ltd <sup>(1)</sup>		A	ustralia	
Lodestone Holding AG		Sv	vitzerland	
Lodestone Management Consultants (Canada) Inc. (2)		Canada		
Lodestone Management Consultants Inc. (2)		U	SA	
Lodestone Management Consultants Pty Limited <sup>(2)</sup>		A	ustralia	
Lodestone Management Consultants (Asia Pacific) Limited <sup>(2)(3)</sup>		TI	nailand	
Lodestone Management Consultants AG <sup>(2)</sup>		Sv	vitzerland	
Lodestone Augmentis AG <sup>(2)</sup>		Sv	vitzerland	
Hafner Bauer & Ödman GmbH (2)		Sv	vitzerland	
Lodestone Management Consultants (Belgium) S.A. (2)(4)		Ве	elgium	
Lodestone Management Consultants GmbH (2)		G	ermany	
Lodestone Management Consultants Pte Ltd. (2)		Si	ngapore	
Lodestone Management Consultants SAS <sup>(2)</sup>		Fr	ance	
Lodestone Management Consultants s.r.o. (2)		C	zech Republic	
Lodestone Management Consultants GmbH <sup>(2)</sup>			ustria	
Lodestone Management Consultants China Co., Ltd. (2) China		nina		
Lodestone Management Consultants Ltd. (2)		U.	K	
Lodestone Management Consultants B.V. (2)		N	etherlands	
Lodestone Management Consultants Ltda. (2)(4)		Brazil		
Lodestone Management Consultants Sp. z.o.o (2)		Poland		
Lodestone Management Consultants Portugal, Unipessoal, Lda. (2)		Portugal		
S.C. Lodestone Management Consultants S.R.L (2)		Re	omania	
Lodestone Management Consultants S.R.L <sup>(2)(5)</sup>		Argentina		

<sup>(1)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(2)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(3)</sup> Under liquidation

<sup>(4)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(5)</sup> Incorporated effective January 10, 2013

The details of amounts due to or due from as at March 31, 2013 and March 31, 2012 are as follows:

		in <
Particulars	As at	
	March 31, 2013	March 31, 2012
Other Receivables		
Infosys Limited	4,998,592	172,757,266
Trade Payables		
Infosys Limited	1,591,766,775	1,311,402,059
Other Payables		
Infosys Limited	3,226,698	104,477,651

The details of the related party transactions entered into by the Company, for the year ended March 31, 2013 and March 31, 2012 are as follows:

Particulars	Year ended Ma	in ₹
	2013	2012
Revenue transactions:		
Purchase of services		
Infosys Limited	4,392,658,661	1,712,448,326
Rent charges		
Infosys Limited	-	2,865,164

#### 2.19 SEGMENT REPORTING

The Company's operations predominantly relate to providing end-to-end business solutions thereby enabling clients to enhance business performance, delivered to customers globally operating in various industry segments. Effective quarter ended June 30, 2011, the Company reorganized its business to increase its client focus. Consequent to the internal reorganization there were changes effected in the reportable segments based on the "management approach", as laid down in AS 17, Segment reporting. The Chief Executive Officer evaluates the Company's performance and allocates resources based on an analysis of various performance indicators by industry classes and geographic segmentation of customers. Accordingly, segment information has been presented both along industry classes and geographic segmentation of customers, industry being the primary segment. The accounting principles used in the preparation of the financial statements are consistently applied to record revenue and expenditure in individual segments, and are as set out in the significant accounting policies.

Industry segments for the Company are primarily financial services and insurance (FSI) comprising enterprises providing banking, finance and insurance services, manufacturing enterprises (MFG), enterprises in the energy, utilities and telecommunication services (ECS) and retail, logistics, consumer packaged goods, life sciences and health care enterprises (RCL). Geographic segmentation is based on business sourced from that geographic region and delivered from both on-site and off-shore. North America comprises the United States of America, Canada and Mexico, Europe includes continental Europe (both the east and the west), Ireland and the United Kingdom, and the Rest of the World comprising all other places except those mentioned above and India. Consequent to the above change in the composition of reportable segments, the prior year comparatives have been restated.

Revenue and identifiable operating expenses in relation to segments are categorized based on items that are individually identifiable to that segment. Allocated expenses of segments include expenses incurred for rendering services from the company's offshore software development centers and on-site expenses, which are categorized in relation to the associated turnover of the segment. Certain expenses such as depreciation, which form a significant component of total expenses, are not specifically allocable to specific segments as the underlying assets are used interchangeably. Management believes that it is not practical to provide segment disclosures relating to those costs and expenses, and accordingly these expenses are separately disclosed as "unallocated" and adjusted against the total income of the Company.

Fixed assets used in the Company's business or liabilities contracted have not been identified to any of the reportable segments, as the fixed assets and services are used interchangeably between segments. Accordingly, no disclosure relating to total segment assets and liabilities are made. Geographical information on revenue and industry revenue information is collated based on individual customers invoiced or in relation to which the revenue is otherwise recognized.

#### **Industry Segments**

Year ended March 31, 2012 and March 31, 2011:

					in ₹
Particulars	FSI	MFG	ECS	RCL	Total
Income from software services and products	51,062,276	40,519,403	9,423,396	5,919,923,207	6,020,928,283
	10,178,983	35,716,494	-	1,916,750,119	1,962,645,596
Identifiable operating expenses	41,186,992	31,914,611	7,624,307	5,245,420,539	5,326,146,449
	10,251,528	27,986,302		1,731,924,613	1,770,162,443
Allocated expenses	6,161,171	4,889,069	1,137,026	714,297,546	726,484,812
	1,206,597	4,233,764	-	227,207,840	232,648,201
Segmental operating income	3,714,114	3,715,723	662,062	(39,794,878)	(31,702,979)
	(1,279,142)	3,496,428	-	(42,382,334)	(40,165,048)
Unallocable expenses					67,731,629
					466,127
Other income					(31,523)
					377,062
Profit before tax					(99,466,130)
Tr.				_	(40,254,113)
Tax expense					1,981,069
Dun Et fou the menied					66,568
Profit for the period					(101,447,200)
					(40,320,681)

## **Geographic Segments**

Year ended March 31, 2012 and March 31, 2011:

Total Oldod Water 31, 2012 and Water 31, 2011.			in ₹
Particulars	North America	Rest of the World	Total
Income from software services and products	6,019,178,494	1,749,789	6,020,928,283
	1,952,466,614	10,178,982	1,962,645,596
Identifiable operating expenses	5,325,866,485	279,964	5,326,146,449
	1,759,910,915	10,251,528	1,770,162,443
Allocated expenses	726,273,682	211,129	726,484,812
	231,441,605	1,206,596	232,648,201
Segmental operating income	(32,961,674)	1,258,695	(31,702,979)
	(38,885,906)	(1,279,142)	(40,165,048)
Unallocable expenses			67,731,629
			466,127
Other income, net			(31,523)
			377,062
Profit before tax			(99,466,130)
		<u>_</u>	(40,254,113)
Tax expense			1,981,069
			66,568
Profit for the period			(101,447,200)
			(40,320,681)

### 2.20 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

		in ₹
Statement of Profit and Loss account for the	Year ended M	arch 31,
	2013	2012
Income from software services and products	6,020,928,283	1,962,645,596
Software development expenses	5,538,384,070	1,783,588,926
GROSS PROFIT	482,544,213	179,056,670
Selling and marketing expenses	351,342,104	129,210,064
General and administration expenses	162,905,087	90,011,654
·	514,247,191	219,221,718
OPERATING PROFIT BEFORE DEPRECIATION AND INTEREST	(31,702,978)	(40,165,048)
Interest Expense	6,008,568	-
Depreciation and amortization	61,723,061	466,127
OPERATING PROFIT	(99,434,607)	(40,631,175)
Other income	(31,522)	377,062
PROFIT BEFORE TAX	(99,466,129)	(40,254,113)
Tax expense:		
Current tax	1,981,069	66,568
PROFIT FOR THE PERIOD	(101,447,198)	(40,320,681)

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath

PartnerMembership No. 202841 Prof. Jeffrey S. Lehman Chairman

Eric S. Paternoster CEO and President

Ashok Vemuri Director

Bangalore April 12, 2013

### To

## The Members of Infosys Technologies (Australia) Pty.Limited

### **Report on the Financial Statements:**

We have audited the accompanying financial statement of Infosys Technologies (Australia) Pty. Limited ('the Company') which comprises Balance Sheet as at 31<sup>st</sup>, March 2013, the profit and loss account ('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

### **Opinion:**

Attention of the members is invited to Clause No. 1.2 of notes to accounts, which deals with Basis of preparation of financial statements wherein it is stated that the accounts have not been prepared on a going concern basis; Subject to the above, in our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31st March 2013;
- 2) In the case of the statement of profit and loss, of the profit for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

### for SHENOY & KAMATH

Chartered Accountants

### (M RATHNAKAR KAMATH)

Partner
Membership No. 202841
Firm's Registration. No. 006673S

Bangalore 12<sup>th</sup> April, 2013

# Infosvs Technologies (Australia) Ptv. Limited

Balance Sheet as at	Note	March 31, 2013	<i>in ₹</i> <b>March 31, 2012</b>
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	43,692,227	43,692,227
Reserves and surplus	2.2	353,048,176	1,105,366,816
1		396,740,403	1,149,059,043
NON-CURRENT LIABILITIES		, ,	
Other long-term liabilities	2.4	-	466,525
		-	466,525
CURRENT LIABILITIES	<u></u>		
Trade payables	2.5	-	10,422,635
Other current liabilities	2.6	3,908,224	753,680,474
Short-term provisions	2.7	63,245,472	1,339,418,939
		67,153,696	2,103,522,048
		463,894,099	3,253,047,616
ASSETS	·		
NON-CURRENT ASSETS Fixed assets			
Tangible assets	2.8	-	113,595,674
Intangible assets	2.8	-	152,919,420
	·	-	266,515,094
Deferred tax assets (net)	2.3	-	331,905,916
Long-term loans and advances	2.10	119,794,739	657,435,602
	·	119,794,739	1,255,856,612
CURRENT ASSETS			
Trade receivables	2.11	-	839,696,612
Cash and cash equivalents	2.12	344,099,360	958,707,921
Short-term loans and advances	2.13	-	198,786,471
		344,099,360	1,997,191,004
		463,894,099	3,253,047,616
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

Note: The notes referred to above are an integral part of the Balance Sheet

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath Partner Membership No. 202841 B.G. Srinivas Chairman

Jackie Korhonen Chief Executive Officer and Managing Director

Srinath Batni Director

V.G. Dheeshjith Director

U.B. Pravin Rao Director

Bangalore April 12, 2013

		in ₹, exce	in ₹, except per share data	
Statement of Profit and Loss for the	Note	Year ended Mar	Year ended March 31,	
		2013	2012	
Income from software services and products	2.14	23,419,197	14,854,396,011	
Other income	2.15	22,891,070	316,759,528	
Total revenue		46,310,267	15,171,155,539	
Expenses				
Employee benefit expenses	2.16	8,920,301	11,440,336,117	
Cost of technical sub-contractors	2.16	(15,290,892)	337,231,616	
Travel expenses	2.16	20,260,078	483,503,532	
Cost of software packages and others	2.16	388,035	51,928,218	
Communication expenses	2.16	1,571,909	166,138,525	
Professional charges		(16,374,498)	115,562,660	
Depreciation and amortisation expense	2.8	-	169,420,247	
Other expenses	2.16	(8,345,740)	538,774,364	
Total expenses		(8,870,806)	13,302,895,279	
PROFIT BEFORE TAX		55,181,072	1,868,260,260	
Tax expense:				
Current tax	2.17	8,757,330	706,730,630	
Deferred tax	2.17	29,322,573	(88,078,908)	
PROFIT FOR THE PERIOD		17,101,169	1,249,608,538	
EARNINGS PER EQUITY SHARE				
Equity shares of par value AUD 0.11/- each				
Basic		1.69	123.62	
Number of shares used in computing earnings per share				
Basic		1,01,08,869	1,01,08,869	
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2	,. , <del>,</del>	,- ,,-	

Note: The notes referred to above are an integral part of the Statement of Profit and Loss.

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath

Partner

Membership No. 202841

B.G. Srinivas *Chairman* 

Jackie Korhonen
Chief Executive Officer
and Managing Director

Srinath Batni Director

V.G. Dheeshjith *Director* 

U.B. Pravin Rao *Director* 

Bangalore

April 12, 2013

### Significant accounting policies and notes on accounts

#### Company overview

Infosys Technologies Australia Pty Limited (Infosys Australia) is a wholly-owned subsidiary of Infosys Limited. The company provides end-to-end business solutions that leverage technology, thereby enabling its clients to enhance business performance. The Company's operations are to provide solutions that span the entire software lifecycle encompassing technical consulting, design, development, re-engineering, maintenance, systems integration, package evaluation and implementation, testing and infrastructure management services. The Company is of a kind referred to in Class Order 98/0100 dated 10 July 1998 (updated by CO 05/641 effective 28 July 2005 and CO 06/51 effective 31 January 2006), issued by the Australian Securities & Investments Commission.

### 1 Significant accounting policies

### 1.1 Accounting year

The accounting year of the Company is from April 1 to March 31.

### 1.2 Basis of preparation of financial statements

On July 4, 2012 the board of directors of Infosys Australia, have passed a resolution approving in principle the transfer of assets and liabilities to Infosys Limited effective April 1, 2012. Infosys Australia is currently being Liquidated. Accordingly these financial statements have not been prepared on a going concern basis. Instead, these financial statements have been prepared on a liquidation basis. Assets and liabilities are presented as current. Assets have been recorded at their realizable value and liabilities recorded at their known estimated settlement value.

#### 1.3 Reporting currency

The Company's reporting currency is the Australian Dollar.

#### 1.4 Previous period figures

The previous period's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

### 1.6 Revenue recognition

Revenue is primarily derived from software development and related services and from the licensing of software products. Arrangements with customers for software development and related services are either on a fixed-price, fixed-timeframe or on a time-and-material basis.

Revenue on time-and-material contracts are recognized as the related services are performed and revenue from the end of the last billing to the Balance Sheet date is recognized as unbilled revenues. Revenue from fixed-price and fixed-timeframe contracts, where there is no uncertainty as to measurement or collectability of consideration, is recognized based upon the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Cost and earnings in excess of billings are classified as unbilled revenue while billings in excess of cost and earnings is classified as unearned revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates.

Annual Technical Services revenue and revenue from fixed-price maintenance contracts are recognized ratably over the period in which services are rendered. Revenue from the sale of user licenses for software applications is recognized on transfer of the title in the user license, except in case of multiple element contracts, which require significant implementation services, where revenue for the entire arrangement is recognized over the implementation period based upon the percentage-of-completion method. Revenue from client training, support and other services arising due to the sale of software products is recognized as the related services are performed.

The Company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount / incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount / incentive. Also, when the level of discount varies with increases in levels of revenue transactions, the Company recognizes the liability based on its estimate of the customer's future purchases. If it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably, then discount is not recognized until the payment is probable and the amount can be estimated reliably. The Company recognizes changes in the estimated amount of obligations for discounts using a cumulative catchup approach. The discounts are passed on to the customer either as direct payments or as a reduction of payments due from the customer.

The Company presents revenues net of value-added taxes in its statement of profit and loss.

Profit on sale of investments is recorded on transfer of title from the Company and is determined as the difference between the sale price and carrying value of the investment. Lease rentals are recognized ratably on a straight line basis over the lease term. Interest is recognized using the time-proportion method, based on rates implicit in the transaction. Dividend income is recognized when the Company's right to receive dividend is established.

#### 1.7 Provisions and contingent liabilities

A provision is recognized if, as a result of a past event, the Company has a present legal obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by the best estimate of the outflow of economic benefits required to settle the obligation at the reporting date. Where no reliable estimate can be made, a disclosure is made as contingent liability. A disclosure for a contingent liability is also made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

#### 1.8 Post-sales client support and warranties

The Company provides its clients with a fixed-period warranty for corrections of errors and telephone support on all its fixed-price, fixed-timeframe contracts. Costs associated with such support services are accrued at the time when related revenues are recorded and included in cost of sales. The Company estimates such costs based on historical experience and the estimates are reviewed annually for any material changes in assumptions.

#### 1.9 Onerous contracts

Provisions for onerous contracts are recognized when the expected benefits to be derived by the Company from a contract are lower than the unavoidable costs of meeting the future obligations under the contract. The provision is measured at lower of the expected cost of terminating the contract and the expected net cost of fulfilling the contract.

#### 1.10 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises of the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.11 Depreciation and amortization

Depreciation on fixed assets is provided on the straight-line method over the useful lives of assets estimated by the Management. Depreciation for assets purchased / sold during a period is proportionately charged. Individual low cost assets (acquired for ₹5,000/- or less) are depreciated over a period of one year from the date of acquisition. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use. The Management estimates the useful lives for the other fixed assets as follows:

Buildings15 yearsPlant and machinery5 yearsOffice equipment5 yearsComputer equipment2-5 yearsFurniture and fixtures5 yearsVehicles5 years

Depreciation methods, useful lives and residual values are reviewed at each reporting date.

### 1.12 Research and development

Research costs are expensed as incurred. Software product development costs are expensed as incurred unless technical and commercial feasibility of the project is demonstrated, future economic benefits are probable, the Company has an intention and ability to complete and use or sell the software and the costs can be measured reliably.

### 1.13 Retirement benefits to employees

#### a) Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognized in the period in which the absences occur.

#### b) Long service leave

The liability for long service leave expected to be settled within 12 months of the reporting date is recognized in the provision for employee benefits and is measured in accordance with (i) above. The liability for long service leave expected to be settled more than 12 months from the reporting date is recognized in the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date.

Consideration is given, to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on national government bonds with terms to maturity and currency that match, as closely as possible, the estimated future cash outflows.

### 1.14 Foreign currency transactions

Foreign-currency denominated monetary assets and liabilities are translated at exchange rates in effect at the Balance Sheet date. The gains or losses resulting from such translations are included in the Statement of profit and loss. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at fair value are translated at the exchange rate prevalent at the date when the fair value was determined. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction

Revenue, expense and cash-flow items denominated in foreign currencies are translated using the exchange rate in effect on the date of the transaction. Transaction gains or losses realized upon settlement of foreign currency transactions are included in determining net profit for the period in which the transaction is settled.

#### 1.15 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. Minimum alternate tax (MAT) paid in accordance with the tax laws, which gives rise to future economic benefits in the form of tax credit against future income tax liability, is recognized as an asset in the Balance Sheet if there is convincing evidence that the Company will pay normal tax after the tax holiday period and the resultant asset can be measured reliably. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority. Tax benefits of deductions earned on exercise of employee share options in excess of compensation charged to statement of profit and loss are credited to the share premium account.

#### 1.14 Earnings per share

Basic earnings per share is computed by dividing the net profit after tax by the weighted average number of equity shares outstanding during the period. Diluted earnings per share is computed by dividing the profit after tax by the weighted average number of equity shares considered for deriving basic earnings per share and also the weighted average number of equity shares that could have been issued upon conversion of all dilutive potential equity shares. The diluted potential equity shares are adjusted for the proceeds receivable had the shares been actually issued at fair value which is the average market value of the outstanding shares. Dilutive potential equity shares are deemed converted as of the beginning of the period, unless issued at a later date. Dilutive potential equity shares are determined independently for each period presented.

The number of shares and potentially dilutive equity shares are adjusted retrospectively for all periods presented for any share splits and bonus shares issues including for changes effected prior to the approval of the financial statements by the Board of Directors.

### 1.16 Investments

Trade investments are the investments made to enhance the Company's business interests. Investments are either classified as current or long-term based on Management's intention at the time of purchase. Current investments are carried at the lower of cost and fair value of each investment individually. Cost for overseas investments comprises the Indian Rupee value of the consideration paid for the investment translated at the exchange rate prevalent at the date of investment. Long term investments are carried at cost less provisions recorded to recognize any decline, other than temporary, in the carrying value of each investment.

#### 1.17 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks and corporations. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.18 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

### 1.19 Government grants

The Company recognizes government grants only when there is reasonable assurance that the conditions attached to them shall be complied with, and the grants will be received. Government grants related to depreciable assets are treated as deferred income and are recognized in the statement of profit and loss on a systematic and rational basis over the useful life of the asset. Government grants related to revenue are recognized on a systematic basis in the statement of profit and loss over the periods necessary to match them with the related costs which they are intended to compensate.

## 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED MARCH 31, 2013

## 2.1 SHARE CAPITAL

2.1 SHARE CALITAL	_	
	in ₹, excep	ot as otherwise stated
Particulars	As a	nt
	March 31, 2013	March 31, 2012
Authorized		
1,01,08,869 equity shares of AUD 0.11 par value	43,692,227	43,692,227
Issued, Subscribed and Paid-Up		
1,01,08,869 (1,01,08,869) equity shares of AUD 0.11 par value, fully paid up	43,692,227	43,692,227
	43,692,227	43,692,227
2.2 RESERVES AND SURPLUS		
		in ₹
Particulars	As a	at
	March 31, 2013	March 31, 2012
General reserve - Opening balance	217,930,925	217,930,925
Less: Interim Dividend	217,930,925	-
	<del>-</del>	217,930,925
Currency Translation	1,980,791,362	1,917,261,171
Surplus- Opening Balance	(1,029,825,280)	3,497,866,182
Add: Net profit after tax transferred from Statement of Profit and Loss	17,101,169	1,249,608,538
Amount available for appropriation	(1,012,724,111)	4,747,474,720
Appropriations:		
Interim dividend	615,019,076	5,777,300,000
Surplus- Closing Balance	(1,627,743,186)	(1,029,825,280)
	353,048,176	1,105,366,816

### 2.3 DEFERRED TAXES

	in s
Particulars	As at
	March 31, 2013 March 31, 201
Deferred tax assets	
Fixed assets	- 49,595,568
Trade receivables	- 1,932,310
Unavailed leave	- 193,568,480
Others	- 86,809,558
	- 331,905,916

Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

### 2.4 OTHER LONG-TERM LIABILITIES

		in ₹
Particulars	As at	
	March 31, 2013	March 31, 2012
Others		
Provision for expense	-	466,525
	-	466,525
2.5 TRADE PAYABLES		
		in ₹
Particulars	As at	
	March 31, 2013	March 31, 2012
Trade payables	-	10,422,635
		10,422,635
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.20)	-	2,222,604
2.6 OTHER CURRENT LIABILITIES		
		in ₹

Particulars	As at	
	March 31, 2013	March 31, 2012
Accrued salaries and benefits		
Salaries and benefits	-	25,994,030
Bonus and incentives	-	263,194,700
Other liabilities		
Provision for expenses	3,909,294	137,554,995
Withholding and other taxes payable	(1,070)	282,164,081
Other payables (1)	- · · · · ·	18,545,220
Unearned revenue	-	26,227,448
	3,908,224	753,680,474
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.20)	-	11,747,507

### 2.7 SHORT-TERM PROVISIONS

Particulars	As at	in (
-	March 31, 2013	March 31, 2012
Provision for employee benefits		
Unavailed leave	-	645,228,211
Others		
Provision for		
Income taxes	63,245,472	694,190,728
	63,245,472	1,339,418,939

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### 2.8 FIXED ASSETS

Intangible assets:
Intellectual property right

Total

Previous year

749,773,525

204,016,432

204,016,432

953,789,957

583,416,399

(726,675,230)

(197,731,292)

(197,731,292)

(924,406,522)

390,833,633

23,098,295

6,285,140

6,285,140

20,460,075 953,789,957

29,383,435

		Original	cost		D	epreciation	and amortization		Net boo	k value
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/forex	As at	As at	As at
raruculars	April 1,	during the period	Retirement during	March 31,	April 1,	period	adjustments during	March 31,	March 31,	March 31,
	2012		the period	2013	2012		the period	2013	2013	2012
Tangible assets :										
Plant and equipment	16,122,689	(15,625,997)	496,692	-	9,937,477	-	9,937,477	-	-	6,185,212
Office equipment	10,894,344	(10,558,722)	335,622	-	5,585,877	-	5,585,877	-	-	5,308,467
Computer equipment	611,133,543	(592,306,334)	18,827,209	-	547,922,286	-	547,922,286	-	-	63,211,257
Furniture and fixtures	111,622,949	(108,184,177)	3,438,772	-	72,732,211	-	72,732,211	-	-	38,890,738

636,177,851

51,097,012

51,097,012

687,274,863

461,069,424 169,420,247

in `, except as otherwise stated

113,595,674

152,919,420

152,919,420

266,515,094

636,177,851

51,097,012

51,097,012

687,274,863

(56,785,192) 687,274,863

-

\_

-

266,515,094

### 2.9 LEASES

### Obligations on long-term, non-cancelable operating leases

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

Particulars	Year ended I	March 31,
	2013	2012
Lease rentals recognized during the period	(502,549)	204,421,998
		in ₹
	As a	nt
Lease obligations payable	March 31, 2013	March 31, 2012
Within one year of the balance sheet date	-	227,518,462
Due in a period between one year and five years	-	653,643,427
Due after five years	_	326 386 507

The operating lease arrangements, are renewable on a periodic basis and extend upto a maximum of ten years from their respective dates of inception and relates to rented premises. Some of these lease agreements have price escalation clauses.

### 2.10 LONG-TERM LOANS AND ADVANCES

		in ₹
Particulars	As at	t
	March 31, 2013	March 31, 2012
Unsecured, considered good		
Capital advances	-	868,702
Electricity and other deposits	-	1,980,730
Other loans and advances		
Advance income taxes	119,794,739	654,586,170
	119,794,739	657,435,602
2.11 TRADE RECEIVABLES (1)		_
		in ₹
Particulars	As at	t
	March 31, 2013	March 31, 2012
Debts outstanding for a period exceeding six months		
Unsecured		
Considered doubtful	-	525,278
Less: Provision for doubtful debts	<u> </u>	525,278
	-	=
Other debts		
Unsecured		
Considered good		839,696,612
		839,696,612
	<del>-</del>	839,696,612
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.20)	-	533,205,832

### Provision for doubtful debts

Periodically, the Company evaluates all customer dues to the Company for collectability. The need for provisions is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer from the invoice date, as at the Balance Sheet date. The Company pursues the recovery of the dues, in part or full.

### 2.12 CASH AND CASH EQUIVALENTS

		in ₹
Particulars	As at	
	March 31, 2013	March 31, 2012
Cash on hand	=	=
Balances with banks		
In current and deposit accounts	344,099,360	958,707,921
	344,099,360	958,707,921
The details of balances as on Balance Sheet dates with banks are as follows:		, ,
		in ₹
Particulars	As at	
	March 31, 2013	March 31, 2012
In current accounts		
National Australia Bank Limited	-	32,530,950
Citigroup Pty Limited	331,784,281	200,363,422
Citibank N.A., New Zealand	12,315,079	67,084,049
	344,099,360	299,978,421
In deposit accounts	•	
National Australia Bank Limited	-	658,729,500
	-	658,729,500
Total cash and cash equivalents as per Balance Sheet	344,099,360	958,707,921

## 2.13 SHORT-TERM LOANS AND ADVANCES

		in ₹		
Particulars	As at			
	March 31, 2013	March 31, 2012		
Unsecured, considered good				
Others				
Advances				
Prepaid expenses	-	6,326,389		
Withholding and other taxes receivable	-	4,367,454		
Others (1)	-	1,078,306		
	-	11,772,149		
Unbilled revenues	-	100,294,719		
Interest accrued but not due	-	31,432,538		
Loans and advances to employees				
Salary advances	<del></del>	55,287,065		
	-	198,786,471		
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.20)	-	151,323		

# 2.14 INCOME FROM SOFTWARE SERVICES AND PRODUCTS

Particulars	Vear ended	in ₹ Year ended March 31,			
1 at ticulars	2013	2012			
Income from software services	23,419,197	14,854,396,011			
	23,419,197	14,854,396,011			
2.15 OTHER INCOME					
		in ₹			
Particulars	Year ended				
	2013	2012			
Interest received on deposits with banks and others	16,888,287	319,182,037			
Miscellaneous income, net	-	2			
Gains / (losses) on foreign currency, net	6,002,783	(2,422,511)			
	22,891,070	316,759,528			
2.16 EXPENSES					
<del></del>		in ₹			
Particulars	Year ended 2013	March 31, 2012			
Employee benefit expenses	2013	2012			
Salaries and bonus including overseas staff expenses	9,486,032	11,413,483,556			
Contribution to provident and other funds	9,480,032	5,023			
Staff welfare	(565 721)	26,847,538			
Starr wentare	(565,731)				
Cont of toolwing lawh continuetous	8,920,301	11,440,336,117			
Cost of technical sub-contractors Technical sub-contractors - subsidiaries	6,873,931	148,528,477			
Technical sub-contractors - others	(22,164,823)	188,703,139			
reclinical sub-contractors - others	<del></del>				
T. 1	(15,290,892)	337,231,616			
Travel expenses  Overseas travel expenses	10 151 007	425 ((1.024			
Traveling and conveyance	19,151,097	435,661,934			
Travelling and conveyance	1,108,981	47,841,598			
Control of coft warm and control of column	20,260,078	483,503,532			
Cost of software packages and others	200.02	<b>7.1</b> 0 <b>2</b> 0 <b>2.1</b> 0			
For own use	388,035	51,928,218			
	388,035	51,928,218			
Communication expenses					
Telephone charges	3,376,050	145,701,483			
Communication expenses	(1,804,141)	20,437,042			
	1,571,909	166,138,525			

		in ₹
Particulars	Year ended M	
	2013	2012
Other expenses		
Office maintenance	(3,690,694)	90,352,361
Power and fuel	507,331	10,553,479
Brand building	(24,115)	10,306,435
Rent	(502,549)	204,421,998
Rates and taxes, excluding taxes on income	(1,169,880)	29,206,747
Repairs to building	(36,659)	161,264
Repairs to plant and machinery	(2,080,642)	3,695,104
Computer maintenance	(892,225)	57,623,206
Consumables	(563,515)	16,215,486
Insurance charges	(34,253)	7,603,303
Research grants	-	18,625,841
Marketing expenses	(47,246)	67,007,308
Printing and Stationery	(166,952)	4,930,723
Professional membership and seminar participation fees	1,052,235	6,261,892
Postage and courier	(217,682)	6,407,914
Advertisements	-	6,818
Provision for post-sales client support and warranties	-	(3,719,314)
Freight Charges	-	762,120
Provision for bad and doubtful debts and advances	(3,041,984)	(1,317,714)
Books and periodicals	(17,289)	611,194
Others	(4,598)	6,333
Auditor's remuneration		
Statutory audit fees	1,198,048	4,381,567
Bank charges and commission	1,386,929	3,168,379
Donations	-	1,501,920
	(8,345,740)	538,774,364

### 2.17 TAX EXPENSE

	Year ended M	Year ended March 31,	
	2013	2012	
Current tax			
Income taxes	8,757,330	706,730,630	
Deferred taxes	29,322,573	(88,078,908)	
	38,079,903	618,651,722	

# 2.18 CONTINGENT LIABILITIES AND COMMITMENTS (TO THE EXTENT NOT PROVIDED FOR)

Particulars

Contingent liabilities:

Outstanding guarantees and counter guarantees to various banks, in respect of the guarantees given by those banks in favour of various government authorities and others

Commitments:
Estimated amount of unexecuted capital contracts
(net of advances and deposits)

in ₹

March 31, 2013

March 31, 2012

199,701,466

#### 2.19 QUANTITATIVE DETAILS

The Company is primarily engaged in the development and maintenance of computer software. The production and sale of such software cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

Holding as at

#### 2.20 RELATED PARTY TRANSACTIONS

List of	related p	oarties:	
Name	of Holdi	ing Comp	anv

Name of Holding Company	Holding as at		
	March 31, 2013	March 31, 2012	
Infosys Limited	100.00%	100.00%	
Name of Fellow Subsidiaries	Count	ry	
Infosys BPO Limited	India		
Infosys Technologies (Australia) Pty. Limited	Austral	lia	
Infosys Technologies (China) Co. Limited	China		
Infosys Technologies (Sweden) AB	Sweden	n	
Infosys Technologies (Shanghai) Co. Limited	China		
Infosys Tecnologia do Brasil Ltda	Brazil		
Infosys Public Services Inc.	USA		
Infosys BPO s. r. o (1)	Czech	Republic	
Infosys BPO (Poland) Sp Z.o.o (1)	Poland		
Infosys Consulting India Limited	India		
McCamish Systems LLC <sup>(1)</sup>	USA		
Portland Group Pty Ltd <sup>T)</sup>	Austral	lia	
Portland Procurement Services Pty Ltd <sup>(1)</sup>	Austral	lia	
Lodestone Holding AG	Switzer	rland	
Lodestone Management Consultants (Canada) Inc. (2)	Canada	ı	
Lodestone Management Consultants Inc. (2)	USA		
Lodestone Management Consultants Pty Limited <sup>(2)</sup>	Austral	lia	
Lodestone Management Consultants (Asia Pacific) Limited <sup>(2)(3)</sup>	Thailar	nd	
Lodestone Management Consultants AG <sup>(2)</sup>	Switzer	rland	
Lodestone Augmentis AG <sup>(2)</sup>	Switzer	rland	
Hafner Bauer & Ödman GmbH (2)	Switzer	rland	
Lodestone Management Consultants (Belgium) S.A. (2)(4)	Belgiui	m	
Lodestone Management Consultants GmbH (2)	German	ny	
Lodestone Management Consultants Pte Ltd. (2)	Singap	ore	
Lodestone Management Consultants SAS <sup>(2)</sup>	France		
Lodestone Management Consultants s.r.o. (2)	Czech	Republic	
Lodestone Management Consultants GmbH <sup>(2)</sup>	Austria	ι	
Lodestone Management Consultants China Co., Ltd. (2)	China		
Lodestone Management Consultants Ltd. (2)	UK		
Lodestone Management Consultants B.V. (2)	Nether	lands	
Lodestone Management Consultants Ltda. (2)(4)	Brazil		
Lodestone Management Consultants Sp. z.o.o (2)	Poland		
Lodestone Management Consultants Portugal, Unipessoal, Lda. (2)  Portugal		al	
S.C. Lodestone Management Consultants S.R.L (2)	Roman	ia	
Lodestone Management Consultants S.R.L <sup>(2)(5)</sup>	Argent	ina	

The details of amounts due to or due from as at March 31, 2012 and March 31, 2011 are as follows:

		III T			
Particulars	As at	As at			
	March 31, 2013	March 31, 2012			
Trade Receivables					
Infosys Limited	-	533,205,832			
Trade Payables					
Infosys Limited	-	2,222,604			
Other Payables					
Infosys Limited	-	11,747,507			
Other Receivables					
Infosys Limited	-	151,323			

The details of the related party transactions entered into by the Company for the year ended March 31, 2012 and March 31, 2011 are as follows:

		in ₹
Particulars	Year ended M	Iarch 31,
	2013	2012
Revenue transactions:		
Purchase of services		
Infosys Limited	6,873,931	147,429,953
Infosys China	· · · · · · · · · · · · · · · · · · ·	1,098,524
Sale of services		
Infosys Limited	19,699,920	13,222,682,507
Dividend paid		
Infosys Limited	832,950,000	5,777,300,000

<sup>(1)</sup> Wholly owned subsidiaries of Infosys BPO.

 $<sup>(2)</sup> Wholly owned\ and\ controlled\ subsidiaries\ of\ Lodestone\ Holding\ AG\ acquired\ on\ October\ 22,\ 2012$ 

<sup>(3)</sup> Under liquidation

<sup>(4)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(5)</sup>Incorporated effective January 10, 2013

#### 2.21 SEGMENT REPORTING

The Company's operations predominantly relate to providing end-to-end business solutions thereby enabling clients to enhance business performance, delivered to customers globally operating in various industry segments. Effective quarter ended June 30, 2011, the Company reorganized its business to increase its client focus. Consequent to the internal reorganization there were changes effected in the reportable segments based on the "management approach", as laid down in AS 17, Segment reporting. The Chief Executive Officer evaluates the Company's performance and allocates resources based on an analysis of various performance indicators by industry classes and geographic segmentation of customers. Accordingly, segment information has been presented both along industry classes and geographic segmentation of customers, industry being the primary segment. The accounting principles used in the preparation of the financial statements are consistently applied to record revenue and expenditure in individual segments, and are as set out in the significant accounting policies.

industry segments for the Company are primarily financial services and insurance (FSI) comprising enterprises providing banking, finance and insurance services, manufacturing enterprises (MFG), enterprises in the energy, utilities and telecommunication services (ECS) and retail, logistics, consumer packaged goods, life sciences and health care enterprises (RCL). Geographic segmentation is based on business sourced from that geographic region and delivered from both on-site and off-shore. North America comprises the United States of America, Canada and Mexico, Europe includes continental Europe (both the east and the west), Ireland and the United Kingdom, and the Rest of the World comprising all other places except those mentioned above and India. Consequent to the above change in the composition of reportable segments, the prior year comparatives have been resetated.

Revenue and identifiable operating expenses in relation to segments are categorized based on items that are individually identifiable to that segment. Allocated expenses of segments include expenses incurred for rendering services from the company's offshore software development centers and on-site expenses, which are categorized in relation to the associated turnover of the segment. Certain expenses such as depreciation, which form a significant component of total expenses, are not specifically allocable to specific segments as the underlying assets are used interchangeably. Management believes that it is not practical to provide segment disclosures relating to those costs and expenses, and accordingly these expenses are separately disclosed as "unallocated" and adjusted against the total income of the Company.

Fixed assets used in the Company's business or liabilities contracted have not been identified to any of the reportable segments, as the fixed assets and services are used interchangeably between segments. Accordingly, no disclosure relating to total segment assets and liabilities are made. Geographical information on revenue and industry revenue information is collated based on individual customers invoiced or in relation to which the revenue is otherwise recognized.

**Industry Segments**Year ended March 31, 2013 and March 31, 2012:

					in `
Particulars	FSI	MFG	ECS	RCL	Total
Income from software services and products	15,049,676	12,469,440	(5,569,301)	1,469,382	23,419,197
	7,461,038,387	607,152,824	6,621,928,857	164,275,943	14,854,396,011
Identifiable operating expenses	(975,616)	5,396,868	(7,982,490)	2,717,914	(843,324)
	4,786,431,538	437,773,925	3,894,762,082	110,290,088	9,229,257,633
Allocated expenses	(5,158,631)	(4,274,194)	1,909,009	(503,665)	(8,027,481)
	1,961,003,051	159,579,468	1,740,457,831	43,177,049	3,904,217,399
Segmental operating income	21,183,923	11,346,766	504,180	(744,867)	32,290,002
	713,603,798	9,799,431	986,708,944	10,808,806	1,720,920,979
Unallocable expenses					-
					169,420,247
Other income					22,891,070
				_	316,759,528
Profit before tax					55,181,072
				_	1,868,260,260
Tax expense					38,079,903
				_	618,651,722
Profit for the period					17,101,169
					1,249,608,538

# **Geographic Segments**

Year ended March 31, 2013 and March 31, 2012:

					in `
Particulars	North America	Europe	India	Rest of the World	Total
Income from software services and products	-	-	-	23,419,197	23,419,197
	72,579,033	22,011,181	540,330	14,759,265,467	14,854,396,011
Identifiable operating expenses	119,709	31,173	-	(994,206)	(843,324)
	43,695,234	11,161,198	612,343	9,173,788,858	9,229,257,633
Allocated expenses	-	-	=	(8,027,481)	(8,027,481)
	19,076,126	5,785,253	142,016	3,879,214,004	3,904,217,399
Segmental operating income	(119,709)	(31,173)	-	32,440,884	32,290,002
	9,807,673	5,064,730	(214,029)	1,706,262,605	1,720,920,979
Unallocable expenses					-
					169,420,247
Other income, net					22,891,070
					316,759,528
Profit before tax					55,181,072
				_	1,868,260,260
Tax expense					38,079,903
				_	618,651,722
Profit for the period					17,101,169
					1,249,608,538

#### 2.22 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹ Year ended March 31, Statement of Profit and Loss account for the 2013 2012 Income from software services and products 23,419,197 14,854,396,011 Software development expenses (3.942.962)10,980,738,756 GROSS PROFIT 27,362,159 3,873,657,255 Selling and marketing expenses 6,566,996 1,327,263,844 (11,494,839)825,472,432 General and administration expenses (4,927,843) 2,152,736,276 OPERATING PROFIT BEFORE DEPRECIATION 32,290,002 1,720,920,979 Depreciation and amortization 169,420,247 **OPERATING PROFIT** 32,290,002 1,551,500,732 Other income 22,891,070 316,759,528 PROFIT BEFORE TAX 55,181,072 1,868,260,260 Tax expense: Current tax 8,757,330 706,730,630 29,322,573 (88,078,908)Deferred tax PROFIT FOR THE PERIOD 1,249,608,538 17,101,169

As per our report attached for Shenoy & Kamath . Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath Partner

Membership No. 202841

B.G. Srinivas Chairman

Jackie Korhonen Chief Executive Officer and Managing Director

Srinath Batni Director

V.G. Dheeshjith Director

U.B. Pravin Rao Director

Bangalore April 12, 2013

#### To

# The Members of Infosys Technologies (China) Company Limited

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Infosys Technologies** (Chine) Company Limited ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

# **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

# **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the Loss for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

# For SHENOY & KAMATH

Chartered Accountants

# (M RATHNAKAR KAMATH)

Partner
Membership No. 202841
Firm's Registration. No.

Bangalore 8<sup>th</sup> January, 2013

# Infosys Technologies (China) Company Limited

in ₹

Balance Sheet as at	Note	December 31, 2012	December 31, 2011
	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	1,063,407,042	1,063,407,042
Reserves and surplus	2.2	419,390,140	504,413,313
		1,482,797,182	1,567,820,355
CURRENT LIABILITIES			
Unsecured Loans		-	269,599,474
Trade payables	2.4	164,762,119	217,439,290
Other current liabilities	2.5	581,868,533	406,690,894
Short-term provisions	2.6	84,715,404	75,897,878
		831,346,056	969,627,536
		2,314,143,238	2,537,447,891
ASSETS			
NON-CURRENT ASSETS			
Fixed assets			
Tangible assets	2.7	389,926,238	743,653,236
		389,926,238	743,653,236
Deferred tax assets (net)	2.3	144,341,976	109,781,548
Long-term loans and advances	2.9	151,707,935	22,200,706
		685,976,149	875,635,490
CURRENT ASSETS			
Trade receivables	2.10	763,091,559	924,691,856
Cash and cash equivalents	2.11	640,580,636	550,137,605
Short-term loans and advances	2.12	224,494,894	186,982,940
		1,628,167,089	1,661,812,401
		2,314,143,238	2,537,447,891
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

 ${\it Note}: {\it The notes referred to above are an integral part of the Balance}~{\it Sheet}.$ 

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath *Partner*Membership No. 202841

Ashok Vemuri Chairman Prasad Thrikutam Director

V.G. .Dheeshjith *Director* 

Srinath Batni Director

V.R. Rangarajan Director

Bangalore January 8, 2013

in ₹ Year ended December 31, Statement of Profit and Loss for the Note 2012 2011 2.13 Income from software services and products 5,561,657,986 4,648,477,194 Other income 2.14 72,636,937 306,408,825 5,634,294,923 4,954,886,019 Total revenue **Expenses** 2.15 4,327,842,830 3,050,758,300 Employee benefit expenses Cost of technical sub-contractors 2.15 55,786,941 121,269,866 Travel expenses 2.15 212,907,962 191,377,343 Cost of software packages and others 8,393,348 2.15 6,829,271 Communication expenses 2.15 147,326,788 97,486,928 121,951,015 68,898,638 Professional charges Depreciation and amortisation expense 2.7 480,474,024 430,860,484 2.15 529,186,011 713,916,013 Other expenses 4,681,396,843 **Total expenses** 5,883,868,919 (249,573,996) PROFIT BEFORE INTEREST AND TAX 273,489,176 Interest expense 2,699,134 14,060,811 259,428,365 PROFIT BEFORE TAX (252,273,130)Tax expense: Current tax 2.16 (78,647,059)(10,817,503)Deferred tax 2.16 (29,759,659) (476,881)PROFIT FOR THE PERIOD (143,866,412)270,722,749 SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS 1 & 2

Note: The notes referred to above are an integral part of the Statement of Profit and Loss.

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number: 006673S

M. Rathnakar Kamath
Partner
Ashok Vemuri
Prasad Thrikutam
V.G. Dheeshjith
Partner
Chairman
Director
Director

Srinath Batni V.R. Rangarajan Director Director

Bangalore January 8, 2013

# Significant accounting policies and notes on accounts Company overview

Infosys Technologies (China) Co. Limited ('Infosys China') is a wholly-owned subsidiary of Infosys Limited. The company provides end-to-end business solutions that leverage technology, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

The financial statements of the Company have been prepared on an accrual basis. Unless otherwise stated, the measurement basis used is historical cost. Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Renminbi.

#### 1.4 Previous period figures

The previous period's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

Revenue is primarily derived from software development and related services. Arrangements with customers for software development and related services are either on a fixed-price, fixed-timeframe or on a time-and-material basis.

Revenue on time-and-material contracts are recognized as the related services are performed and revenue from the end of the last billing to the Balance Sheet date is recognized as unbilled revenues. Revenue from fixed-price and fixed-timeframe contracts, where there is no uncertainty as to measurement or collectability of consideration, is recognized based upon the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Cost and earnings in excess of billings are classified as unbilled revenue while billings in excess of cost and earnings is classified as unearned revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates.

The Company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount / incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount / incentive. Also, when the level of discount varies with increases in levels of revenue transactions, the Company recognizes the liability based on its estimate of the customer's future purchases. If it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably, then discount is not recognized until the payment is probable and the amount can be estimated reliably. The Company recognizes changes in the estimated amount of obligations for discounts using a cumulative catchup approach. The discounts are passed on to the customer either as direct payments or as a reduction of payments due from the customer

The Company presents revenues net of value-added taxes in its statement of profit and loss.

Profit on sale of investments is recorded on transfer of title from the Company and is determined as the difference between the sale price and carrying value of the investment. Lease rentals are recognized ratably on a straight line basis over the lease term. Interest is recognized using the time-proportion method, based on rates implicit in the transaction. Dividend income is recognized when the Company's right to receive dividend is established.

#### 1.7 Provisions and contingent liabilities

A provision is recognized if, as a result of a past event, the Company has a present legal obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by the best estimate of the outflow of economic benefits required to settle the obligation at the reporting date. Where no reliable estimate can be made, a disclosure is made as contingent liability. A disclosure for a contingent liability is also made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

#### 1.8 Onerous contracts

Provisions for onerous contracts are recognized when the expected benefits to be derived by the Company from a contract are lower than the unavoidable costs of meeting the future obligations under the contract. The provision is measured at lower of the expected cost of terminating the contract and the expected net cost of fulfilling the contract.

#### 1.9 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises of the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.10 Depreciation and amortization

Depreciation on fixed assets is provided on the straight-line method over the useful lives of assets estimated by the Management. Depreciation for assets purchased / sold during a period is proportionately charged. Individual low cost assets (acquired for ₹5,000/- or less) are depreciated over a period of one year from the date of acquisition. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use. The Management estimates the useful lives for the other fixed assets as follows:

Buildings	15 years
Plant and machinery	5 years
Office equipment	5 years
Computer equipment	2-5 years
Furniture and fixtures	5 years
Vehicles	5 years

Depreciation methods, useful lives and residual values are reviewed at each reporting date

## 1.11 Provision for impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

### 1.12 Retirement benefits to employees

#### Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognized in the period in which the absences occur.

#### 1.13 Foreign currency transactions

Foreign currency transactions during the period are translated into Renminbi at the exchange rates quoted by the People's Bank of China at the transaction dates. Monetary assets and liabilities denominated in foreign currencies are translated into Renminbi at the exchange rates quoted by the People's Bank of China ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income

Exchange differences which arise during the start-up period are aggregated in the long-term deferred expenses and are then fully charged to the income statement in the month of commencement of operations.

#### 1.14 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority. Tax benefits of deductions earned on exercise of employee share options in excess of compensation charged to statement of profit and loss are credited to the share premium account.

#### 1.15 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks and corporations. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.16 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

#### 1.17 Government grants

The Company recognizes government grants only when there is reasonable assurance that the conditions attached to them shall be complied with, and the grants will be received. Government grants related to depreciable assets are treated as deferred income and are recognized in the statement of profit and loss on a systematic and rational basis over the useful life of the asset. Government grants related to revenue are recognized on a systematic basis in the statement of profit and loss over the periods necessary to match them with the related costs which they are intended to compensate.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

	in ₹, exc	in ₹, except as otherwise stated			
Particulars	As	As at			
	<b>December 31, 2012</b>	December 31, 2011			
Authorized		_			
23,000,000 USD	1,104,610,000	1,104,610,000			
Issued, Subscribed and Paid-Up					
23,000,000 USD	1,063,407,042	1,063,407,042			
	1,063,407,042	1,063,407,042			
2.2 RESERVES AND SURPLUS					
		in ₹			
Particulars	As at				
	December 31, 2012	December 31, 2011			
Currency Translation	261,517,485	202,674,246			
Surplus- Opening Balance	301,739,067	31,016,318			
Add: Net profit / (loss) after tax transferred from Statement of Profit and Loss	(143,866,412)	270,722,749			
Surplus- Closing Balance	157,872,655	301,739,067			
	419,390,140	504,413,313			

# 2.3 DEFERRED TAXES

		in ₹		
Particulars	A	As at		
	December 31, 2012	December 31, 2011		
Deferred tax assets				
Fixed assets	61,676,949	49,578,592		
Trade receivables	4,888,207	1,463,535		
Computer software	7,164,206	5,580,542		
Accrued compensation to employees	35,080,834	28,868,316		
Others	35,531,780	24,290,563		
	144,341,976	109,781,548		

# 2.4 TRADE PAYABLES

		in 7	
Particulars	As at		
	<b>December 31, 2012</b>	December 31, 2011	
Trade payables (1)	164,762,119	217,439,290	
	164,762,119	217,439,290	
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.19)	39,933,595	104,674,008	

# 2.5 OTHER CURRENT LIABILITIES

		in $\tau$		
Particulars	As at			
	December 31, 2012	December 31, 2011		
Accrued salaries and benefits				
Salaries and benefits	1,426,293	2,796,087		
Bonus and incentives	279,220,379	152,252,561		
Other liabilities				
Provision for expenses <sup>(1)</sup>	199,793,875	202,044,464		
Retention monies	454,127	4,751,401		
Withholding and other taxes payable	6,855,343	5,323,467		
Other payables	12,229,831	7,801,685		
Unearned revenue	81,888,685	31,721,229		
	581,868,533	406,690,894		
Includes dues to holding company and fellow subsidiaries (refer to note 2.19)	255,036	7,719,966		

# 2.6 SHORT-TERM PROVISIONS

		in ₹
Particulars	As a	
	December 31, 2012	December 31, 2011
Provision for employee benefits		
Unavailed leave	84,715,404	75,897,878
	84,715,404	75,897,878

Infosys Annual Report 2012-13

# 2.7 FIXED ASSETS

in ₹

		Origir	nal cost			Depreciation	and amortization		Net boo	k value
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
1 articulars	Jan 1,	during the period	Retirement during	December 31,	Jan 1,	period	idjustment during	December 31,	December 31,	December 31,
	2012		the period	2012	2012		the period	2012	2012	2011
Tangible assets :										
Leasehold Improvement	831,792,204	38,283,279	-	870,075,483	527,777,814	264,883,427	(33,965,525)	826,626,765	43,448,718	304,014,390
Plant and equipment	165,538,377	61,587,802	-	227,126,180	39,007,970	40,480,438	(2,884,113)	82,372,521	144,753,658	126,530,407
Office equipment	144,018,741	15,201,818	-	159,220,559	61,901,580	25,996,903	(3,547,083)	91,445,567	67,774,992	82,117,161
Computer equipment	651,337,219	75,597,608	41,076,337	685,858,490	478,744,269	133,215,774	15,499,842	596,460,200	89,398,290	172,592,950
Furniture and fixtures	113,766,099	5,108,073	887,923	117,986,249	55,367,771	15,897,482	(2,170,416)	73,435,669	44,550,580	58,398,328
Vehicles	1,144,794	48,888	-	1,193,682	1,144,794	-	(48,888)	1,193,682	-	-
Total	1,907,597,434	195,827,468	41,964,259	2,061,460,643	1,163,944,198	480,474,024	(27,116,183)	1,671,534,405	389,926,238	743,653,236
Previous year	1,208,186,666	699,994,064	583,296	1,907,597,434	538,556,234	430,860,484	(194,527,480)	1,163,944,198	743,653,236	669,630,432

Infosys Technologies (China) Co

# 2.8 LEASES

#### Obligations on long-term, non-cancelable operating leases

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

Particulars	Year ended Dece	ember 31,
	2012	2011
Lease rentals recognized during the period	231,698,036	194,054,855
		in ₹
	As at	
Lease obligations payable	December 31, 2012	December 31, 2011

	As at	
Lease obligations payable	December 31, 2012	December 31, 2011
Within one year of the balance sheet date	205,141,383	219,348,169
Due in a period between one year and five years	269,198,406	454,912,903
Due after five years	-	=

The operating lease arrangements, are renewable on a periodic basis and extend upto a maximum of ten years from their respective dates of inception and relates to rented premises. Some of these lease agreements have price escalation clauses.

# 2.9 LONG-TERM LOANS AND ADVANCES

Particulars	As	at
	December 31, 2012	December 31, 2011
Unsecured, considered good		
Rental deposits	52,875,327	-
Other loans and advances		
Advance income taxes	98,832,608	22,200,706
	151,707,935	22,200,706

		in ₹
Particulars	As	at
	December 31, 2012	December 31, 2011
Debts outstanding for a period exceeding six months		
Unsecured		
Considered doubtful	39,067,559	4,404,904
Less: Provision for doubtful debts	39,067,559	4,404,904
Other Library	-	-
Other debts		
Unsecured		
Considered good <sup>(1)</sup>	763,091,559	924,691,856
Considered doubtful	=	7,266,845
	763,091,559	931,958,701
Less: Provision for doubtful debts	-	7,266,845
	763,091,559	924,691,856
	763,091,559	924,691,856
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.19)	77,085,825	315,226,624

#### Provision for doubtful debts

Periodically, the Company evaluates all customer dues to the Company for collectability. The need for provisions is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer from the invoice date, as at the Balance Sheet date. The Company pursues the recovery of the dues, in part or full.

# 2.11 CASH AND CASH EQUIVALENTS

		in t
Particulars	As	at
	December 31, 2012	December 31, 2011
Cash on hand	-	=
Balances with banks		
In current and deposit accounts	640,580,636	550,137,605
	640,580,636	550,137,605

The deposits maintained by the Company with banks and financial institutions comprise of time deposits, which can be withdrawn by the Company at any point without prior notice or penalty on the principal.

The details of balances as on Balance Sheet dates with banks are as follows:

		in ₹	
Particulars	As at		
	December 31, 2012	December 31, 2011	
In current accounts			
RBS, China (U.S Dollar account)	16,997,123	20,188,324	
RBS, China (RMB account)	591,226,062	478,463,453	
Pudong Development Bank	26,128,149	7,255,728	
Construction Bank, China	503,222	4,533	
China Merchants Bank	5,726,080	2,075,567	
	640,580,636	507,987,605	
In deposit accounts			
RBS, China	-	42,150,000	
	-	42,150,000	
Total cash and cash equivalents as per Balance Sheet	640,580,636	550,137,605	

# 2.12 SHORT-TERM LOANS AND ADVANCES

		in ₹
Particulars	As	at
	December 31, 2012	December 31, 2011
Unsecured, considered good		
Others		
Advances		
Prepaid expenses	28,939,688	22,298,644
For supply of goods and rendering of services	30,765	1,708,761
Withholding and other taxes receivable	1,143,133	· · · · -
Others	3,737,256	17,735,965
	33,850,842	41,743,370
Unbilled revenues	129,336,566	43,327,025
Interest accrued but not due	- · · · · · -	225,034
Loans and advances to employees		
Salary advances	36,745,186	28,322,196
Electricity and other deposits	1,758,000	758,700
Rental deposits	22,794,394	72,599,281
	224,484,988	186,975,606
Unsecured, considered doubtful		
Loans and advances to employees	146,503	148,781
	224,631,491	187,124,387
Less: Provision for doubtful loans and advances to employees	136,597	141,447
	224,494,894	186,982,940

# 2.13 INCOME FROM SOFTWARE SERVICES AND PRODUCTS

		in t
Particulars	Year ended Dece	ember 31,
	2012	2011
Income from software services	5,561,657,986	4,584,320,023
Income from software products		64,157,171
	5,561,657,986	4,648,477,194

# 2.14 OTHER INCOME

Particulars	Year ended Decer	mber 31,
	2012	2011
Interest received on deposits with banks and others	3,573,755	8,090,347
Miscellaneous income, net	79,057,984	309,783,408
Gains / (losses) on foreign currency, net	(9,994,802)	(11,464,930)
	72,636,937	306,408,825

#### 2.15 EXPENSES

in	₹

Particulars	Year ended Dece	mber 31,
	2012	2011
Employee benefit expenses		
Salaries and bonus including overseas staff expenses	4,224,960,888	2,965,257,589
Contribution to provident and other funds	· · · · · · -	158,107
Staff welfare	102,881,942	85,342,604
	4,327,842,830	3,050,758,300
Cost of technical sub-contractors		
Technical sub-contractors - subsidiaries	41,075,786	100,782,082
Technical sub-contractors - others	14,711,155	20,487,784
	55,786,941	121,269,866
Travel expenses		
Overseas travel expenses	90,121,836	89,536,325
Traveling and conveyance	122,786,126	101,841,018
	212,907,962	191,377,343
Cost of software packages and others		
For own use	8,393,348	6,829,271
	8,393,348	6,829,271
Communication expenses		
Telephone charges	61,450,992	37,840,037
Communication expenses	85,875,796	59,646,891
	147,326,788	97,486,928
Other expenses		
Office maintenance	116,550,592	97,254,764
Power and fuel	58,521,687	56,144,599
Brand building	1,287,667	2,307,075
Rent	231,698,036	194,054,855
Rates and taxes, excluding taxes on income	4,096,433	3,630,970
Repairs to plant and machinery	9,489,539	9,680,518
Computer maintenance	34,755,395	24,487,453
Consumables	461,555	366,288
Insurance charges	1,030,780	5,090,641
Marketing expenses	17,334,326	6,583,997
Printing and Stationery	6,865,458	10,743,661
Professional membership and seminar participation fees	1,793,900	2,188,336
Postage and courier	3,090,209	2,699,974
Advertisements	322,016	, , , <u>-</u>
Provision for bad and doubtful debts and advances	37,229,449	295,159,570
Books and periodicals	3,480	22,935
Auditor's remuneration	5,.00	,,,,,
Statutory audit fees	1,830,341	1,712,341
Bank charges and commission	2,697,373	1,871,299
Provision for post-sales client support and warranties	(63,384)	1,0/1,2//
Others	191,159	(83,263)
	529,186,011	
	329,180,011	713,916,013

# 2.16 TAX EXPENSE

	Year ended Dec	in ₹
	2012	2011
Current tax		
Income taxes	(78,647,059)	(10,817,503)
Deferred taxes	(29,759,659)	(476,881)
	(108,406,718)	(11,294,384)

#### 2.17 CONTINGENT LIABILITIES AND COMMITMENTS (TO THE EXTENT NOT PROVIDED FOR)

		in ₹
Particulars		As at
	<b>December 31, 2012</b>	December 31, 2011
Commitments:		
Estimated amount of unexecuted capital contracts		
(net of advances and deposits)	9,905,570	22,312,893

#### 2.18 QUANTITATIVE DETAILS

The Company is primarily engaged in the development and maintenance of computer software. The production and sale of such software cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

# 2.19 RELATED PARTY TRANSACTIONS

I int	of vo	しっょっぷ	parties:
1.481	o	เลเซต	Darries

Name of Holding Company	Country	Holdin	g as at
		December 31, 2012	December 31, 2011
Infosys Limited	India	100%	100%
Name of Fellow subsidiaries			Country
Infosys BPO Limited			India
Infosys Technologies (Australia) Pty. Limited			Australia
Infosys Consulting India Limited Infosys Technologies (China) Co. Limited			USA Mexico
Infosys Technologies (China) Co. Elimitet Infosys Technologies (Sweden) AB			Sweden
Infosys Technologies (Shanghai) Co. Limitec			China
Infosys Tecnologia do Brasil Ltda			Brazil
Infosys Public Services Inc.			USA
Infosys BPO s. r. o (1)			Czech Republic
Infosys BPO (Poland) Sp Z.o.o (1)			Poland
Infosys Consulting India Limited			India
McCamish Systems LLC <sup>(1)</sup>			USA
Portland Group Pty Ltd <sup>(1)</sup>			Australia
Portland Procurement Services Pty Ltd <sup>(1)</sup>			Australia
Lodestone Holding AG			Switzerland
Lodestone Management Consultants (Canada) Inc. (2)			Canada
Lodestone Management Consultants Inc. (2)			USA
Lodestone Management Consultants Pty Limited <sup>(2)</sup>			Australia
Lodestone Management Consultants (Asia Pacific) Limited	(2)(3)		Thailand
Lodestone Management Consultants AG <sup>(2)</sup>			Switzerland
Lodestone Augmentis AG <sup>(2)</sup>			Switzerland
Hafner Bauer & Ödman GmbH (2)			Switzerland
Lodestone Management Consultants (Belgium) S.A. (2)(4)			Belgium
Lodestone Management Consultants GmbH (2)			Germany
Lodestone Management Consultants Pte Ltd. (2)			Singapore
Lodestone Management Consultants SAS <sup>(2)</sup>			France
Lodestone Management Consultants s.r.o. (2)			Czech Republic
Lodestone Management Consultants GmbH <sup>(2)</sup>			Austria
Lodestone Management Consultants China Co., Ltd. (2)			China
Lodestone Management Consultants Ltd. (2)			UK
Lodestone Management Consultants B.V. (2)			Netherlands
Lodestone Management Consultants Ltda. (2)(4)			Brazil
Lodestone Management Consultants Sp. z.o.o (2)			Poland
Lodestone Management Consultants Portugal, Unipessoal, I	Lda. <sup>(2)</sup>		Portugal
S.C. Lodestone Management Consultants S.R.L (2)			Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys BPO.

 $<sup>^{(2)}</sup>$  Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(3)</sup> Under liquidation

<sup>(4)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

in ₹ Particulars As at December 31, 2012 December 31, 2011 **Unsecured Loans** 269,599,474 Infosys Limited **Trade Receivables** Infosys Limited 77,085,825 315,226,624 **Trade Payables** 39,933,595 Infosys Limited 104,674,008 **Other Current Liabilities** Infosys Limited 255,036 7,719,966

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		ın ₹
Particulars	Year ended Dec	ember 31,
	2012	2011
Capital transactions:		
Loans		
Infosys Limited	(269,599,474)	-
Revenue transactions:		
Purchase of services		
Infosys Limited	14,711,155	100,782,082
Interest expense		
Infosys Limited	2,699,134	14,060,811
Sale of services		
Infosys Australia	-	5,063,394
Infosys Limited	2,522,713,510	2,510,470,402

#### 2.20 SEGMENT REPORTING

The Company's operations predominantly relate to providing end-to-end business solutions thereby enabling clients to enhance business performance, delivered to customers globally operating in various industry segments. Effective quarter ended June 30, 2011, the Company reorganized its business to increase its client focus. Consequent to the internal reorganization there were changes effected in the reportable segments based on the "management approach", as laid down in AS 17, Segment reporting. The Chief Executive Officer evaluates the Company's performance and allocates resources based on an analysis of various performance indicators by industry classes and geographic segmentation of customers. Accordingly, segment information has been presented both along industry classes and geographic segmentation of customers, industry being the primary segment. The accounting principles used in the preparation of the financial statements are consistently applied to record revenue and expenditure in individual segments, and are as set out in the significant accounting policies.

Industry segments for the Company are primarily financial services and insurance (FSI) comprising enterprises providing banking, finance and insurance services, manufacturing enterprises (MFG), enterprises in the energy, utilities and telecommunication services (ECS) and retail, logistics, consumer packaged goods, life sciences and health care enterprises (RCL). Geographic segmentation is based on business sourced from that geographic region and delivered from both on-site and off-shore. North America comprises the United States of America, Canada and Mexico, Europe includes continental Europe (both the east and the west), Ireland and the United Kingdom, and the Rest of the World comprising all other places except those mentioned above and India. Consequent to the above change in the composition of reportable segments, the prior year comparatives have been restated.

Revenue and identifiable operating expenses in relation to segments are categorized based on items that are individually identifiable to that segment. Allocated expenses of segments include expenses incurred for rendering services from the company's offshore software development centers and onsite expenses, which are categorized in relation to the associated turnover of the segment. Certain expenses such as depreciation, which form a significant component of total expenses, are not specifically allocable to specific segments as the underlying assets are used interchangeably. Management believes that it is not practical to provide segment disclosures relating to those costs and expenses, and accordingly these expenses are separately disclosed as "unallocated" and adjusted against the total income of the Company.

Fixed assets used in the Company's business or liabilities contracted have not been identified to any of the reportable segments, as the fixed assets and services are used interchangeably between segments. Accordingly, no disclosure relating to total segment assets and liabilities are made. Geographical information on revenue and industry revenue information is collated based on individual customers invoiced or in relation to which the revenue is otherwise recognized.

# Industry Segments

Year ended December 31, 2012 and December 31, 2011:

					in ₹
Particulars	FSI	MFG	ECS	RCL	Total
Income from software services and product	1,586,309,360	2,080,714,968	453,419,881	1,441,213,776	5,561,657,986
	1,412,288,202	1,638,406,459	342,191,957	1,255,590,576	4,648,477,194
Identifiable operating expenses	642,810,054	1,072,646,546	208,822,118	645,796,076	2,570,074,793
	539,084,088	691,939,724	151,598,697	490,927,347	1,873,549,856
Allocated expenses	808,126,320	1,059,995,340	230,989,332	734,209,111	2,833,320,102
_	722,169,832	837,794,804	174,978,951	642,042,916	2,376,986,503
Segmental operating income	135,372,987	(51,926,917)	13,608,431	61,208,590	158,263,091
	151,034,282	108,671,931	15,614,309	122,620,313	397,940,835
Unallocable expenses					483,173,158
					444,921,295
Other income					72,636,937
					306,408,825
Profit before tax					(252,273,129.79)
					259,428,365
Tax expense					(108,406,718)
					(11,294,384)
Profit for the period					(143,866,412)
					270,722,749

**Geographic Segments**Year ended December 31, 2012 and December 31, 2011:

					in ₹
Particulars	North America	Europe	India	Rest of the World	Total
Income from software services and product	3,032,350,016	843,399,566	32,446,617	1,653,461,787	5,561,657,986
•	2,531,446,926	579,783,363	35,720,732	1,501,526,173	4,648,477,194
Identifiable operating expenses	1,297,838,252	407,832,428	14,751,623	849,652,490	2,570,074,793
1 6 1	999,848,845	215,407,883	10,800,760	647,492,368	1,873,549,856
Allocated expenses	1,544,794,426	429,659,816	16,529,541	842,336,320	2,833,320,102
•	1,294,448,682	296,470,687	18,265,702	767,801,432	2,376,986,503
Segmental operating income	189,717,338	5,907,322	1,165,453	(38,527,023)	158,263,091
	237,149,399	67,904,793	6,654,270	86,232,373	397,940,835
Unallocable expenses					483,173,158
•					444,921,295
Other income, net					72,636,937
					306,408,825
Profit before tax					(252,273,130)
					259,428,365
Tax expense					(108,406,718)
-					(11,294,384)
Profit for the period					(143,866,412)
					270,722,749

#### 2.21 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹ Year ended December 31, Statement of Profit and Loss account for the 2012 2011 Income from software services and products 5,561,657,986 4,648,477,194 Software development expenses 4,363,382,701 3,279,060,734 **GROSS PROFIT** 1,198,275,285 1,369,416,460 Selling and marketing expenses 229,250,919 121,823,472 849,652,153 General and administration expenses 810,761,275 1,040,012,194 971,475,625 397,940,835 OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION 158,263,091 Interest 2,699,134 14,060,811 Depreciation and amortization 480,474,024 430,860,484 OPERATING PROFIT (324,910,067)(46,980,460)306,408,825 72,636,937 Other income 259,428,365 PROFIT BEFORE TAX (252,273,130) Tax expense: (78,647,059)Current tax (10,817,503)(29,759,659)Deferred tax (476,881)PROFIT FOR THE PERIOD 270,722,749 (143,866,412)

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number: 006673S

M. Rathnakar Kamath
Partner
Membership No. 202841

Ashok Vemuri
Chairman
Director

V.G. Dheeshjith Srinath Batni V.R. Rangarajan Director Director Director

Bangalore January 8, 2013

#### To

# The Members of Infosys Technologies (Shanghai) Company Limited

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Infosys Technologies** (**Shanghai**) **Company Limited** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

# **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

# **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

# **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the Loss for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

# For SHENOY & KAMATH

Chartered Accountants

# (M RATHNAKAR KAMATH)

Partner
Membership No. 202841
Firm's Registration. No. 006673S

Bangalore 8<sup>th</sup> January, 2013

# Infosys Technologies (Shanghai) Company Limited

			in ₹
Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES		·	
SHAREHOLDERS' FUNDS			
Share capital	2.1	2,312,646,757	931,461,861
Reserves and surplus	2.2	82,353,480	121,917,231
		2,395,000,237	1,053,379,092
NON-CURRENT LIABILITIES			
Other long-term liabilities	2.3	285,968,164	-
		285,968,164	-
CURRENT LIABILITIES			
Trade payables	2.4	2,140,615	1,293,714
Other current liabilities	2.5	19,255,035	4,513,720
Short-term provisions	2.6	39,069,849	118,863
·		60,465,499	5,926,297
		2,741,433,900	1,059,305,389
ASSETS	<del></del>		
NON-CURRENT ASSETS			
Fixed assets			
Tangible assets	2.7	32,136,607	23,029,093
Intangible assets	2.7	604,367,172	591,532,713
8		636,503,779	614,561,806
Long-term loans and advances	2.9	655,075,079	10,362,999
ι <b>β</b>		1,291,578,858	624,924,805
CURRENT ASSETS		, - ,,	- ,- ,
Trade receivables	2.10	1,028,968	_
Cash and cash equivalents	2.11	1,442,734,727	434,380,584
Short-term loans and advances	2.12	6,091,347	-
Short term found and devenoes	2.12	1,449,855,042	434,380,584
		2,741,433,900	1,059,305,389
GIGNIFICANT ACCOUNTING BOLIGIES AND NOTES ON		2,741,433,700	1,037,303,309
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

Note: The notes referred to above are an integral part of the Balance Sheet.

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath Partner

Membership No. 202841

Ashok Vemuri Chairman

V.R. Rangarajan Director and Legal Representative Srinath Batni Director

Bangalore January 8, 2013

in ₹ Statement of Profit and Loss for the Note Period ended December 31, 2012 2011 Income from software services and products 2.13 8,961,031 (15,006,578) Other income 2.14 18,628,472 Total revenue 27,589,503 (15,006,578)**Expenses** Employee benefit expenses 61,017,627 2.15 4,620,702 Travel expenses 2.15 425,149 Cost of software packages and others 2.15 Communication expenses 2.15 3,448,828 Professional charges 4,183,615 436,293 Depreciation and amortisation expense 2.7 28,492,655 4,702,339 40,751,446 9,868,155 Other expenses 2.15 **Total expenses** 138,319,320 19,627,489 PROFIT BEFORE TAX (110,729,817)(34,634,067) Tax expense: 38,235,237 Current tax 2.16 PROFIT FOR THE PERIOD (148,965,054) (34,634,067) SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON 1 & 2 ACCOUNTS

Note: The notes referred to above are an integral part of the Statement of Profit and Loss.

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Ashok Vemuri Partner Chairman V.R. Rangarajan

Director and Legal Representative

Srinath Batni
Director

Membership No. 202841

Bangalore

January 8, 2013

#### Significant accounting policies and notes on accounts

#### Company overview

Infosys Technologies (Shanghai) Company Limited ('Infosys Shanghai') incorporated on February 21, 2011, is a wholly-owned subsidiary of Infosys Limited. The company provides end-to-end business solutions that leverage technology, thereby enabling its clients to enhance business performance. The Company's operations are to provide solutions that span the entire software lifecycle encompassing technical consulting, design, development, reengineering, maintenance, systems integration, package evaluation and implementation, testing and infrastructure management services.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

The financial statements of the Company have been prepared on an accrual basis. Unless otherwise stated, the measurement basis used is historical cost. Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Renminbi.

#### 1.4 Previous period figures

The previous period's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

Revenue is primarily derived from software development and related services and from the licensing of software products. Arrangements with customers for software development and related services are either on a fixed-price, fixed-timeframe or on a time-and-material basis.

Revenue on time-and-material contracts are recognized as the related services are performed and revenue from the end of the last billing to the Balance Sheet date is recognized as unbilled revenues. Revenue from fixed-price and fixed-timeframe contracts, where there is no uncertainty as to measurement or collectability of consideration, is recognized based upon the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Cost and earnings in excess of billings are classified as unbilled revenue while billings in excess of cost and earnings is classified as unearned revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates.

Annual Technical Services revenue and revenue from fixed-price maintenance contracts are recognized ratably over the period in which services are rendered. Revenue from the sale of user licenses for software applications is recognized on transfer of the title in the user license, except in case of multiple element contracts, which require significant implementation services, where revenue for the entire arrangement is recognized over the implementation period based upon the percentage-of-completion method. Revenue from client training, support and other services arising due to the sale of software products is recognized as the related services are performed.

The Company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount / incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount / incentive. Also, when the level of discount varies with increases in levels of revenue transactions, the Company recognizes the liability based on its estimate of the customer's future purchases. If it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably, then discount is not recognized until the payment is probable and the amount can be estimated reliably. The Company recognizes changes in the estimated amount of obligations for discounts using a cumulative catchup approach. The discounts are passed on to the customer either as direct payments or as a reduction of payments due from the customer.

The Company presents revenues net of value-added taxes in its statement of profit and loss

Profit on sale of investments is recorded on transfer of title from the Company and is determined as the difference between the sale price and carrying value of the investment. Lease rentals are recognized ratably on a straight line basis over the lease term. Interest is recognized using the time-proportion method, based on rates implicit in the transaction. Dividend income is recognized when the Company's right to receive dividend is established.

#### 1.7 Provisions and contingent liabilities

A provision is recognized if, as a result of a past event, the Company has a present legal obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by the best estimate of the outflow of economic benefits required to settle the obligation at the reporting date. Where no reliable estimate can be made, a disclosure is made as contingent liability. A disclosure for a contingent liability is also made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

#### 1.8 Post-sales client support and warranties

The Company provides its clients with a fixed-period warranty for corrections of errors and telephone support on all its fixed-price, fixed-timeframe contracts. Costs associated with such support services are accrued at the time when related revenues are recorded and included in cost of sales. The Company estimates such costs based on historical experience and the estimates are reviewed annually for any material changes in assumptions.

#### 1.9 Onerous contracts

Provisions for onerous contracts are recognized when the expected benefits to be derived by the Company from a contract are lower than the unavoidable costs of meeting the future obligations under the contract. The provision is measured at lower of the expected cost of terminating the contract and the expected net cost of fulfilling the contract.

# 1.10 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises of the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.11 Depreciation and amortization

Depreciation on fixed assets is provided on the straight-line method over the useful lives of assets estimated by the Management. Depreciation for asset purchased / sold during a period is proportionately charged. Individual low cost assets (acquired for \$5,000/- or less) are depreciated over a period of one year from the date of acquisition. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use. The Management estimates the useful lives for the other fixed assets as follows:

Buildings15 yearsPlant and machinery5 yearsOffice equipment5 yearsComputer equipment2-5 yearsFurniture and fixtures5 yearsVehicles5 years

Depreciation methods, useful lives and residual values are reviewed at each reporting date.

#### 1.12 Provision for impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.13 Retirement benefits to employees

#### Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognized in the period in which the absences occur.

#### 1.14 Foreign currency transactions

Foreign-currency denominated monetary assets and liabilities are translated at exchange rates in effect at the Balance Sheet date. The gains or losses resulting from such translations are included in the Statement of profit and loss. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at fair value are translated at the exchange rate prevalent at the date when the fair value was determined. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

Revenue, expense and cash-flow items denominated in foreign currencies are translated using the exchange rate in effect on the date of the transaction. Transaction gains or losses realized upon settlement of foreign currency transactions are included in determining net profit for the period in which the transaction is settled.

#### 1.15 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. Minimum alternate tax (MAT) paid in accordance with the tax laws, which gives rise to future economic benefits in the form of tax credit against future income tax liability, is recognized as an asset in the Balance Sheet if there is convincing evidence that the Company will pay normal tax after the tax holiday period and the resultant asset can be measured reliably. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority. Tax benefits of deductions earned on exercise of employee share options in excess of compensation charged to statement of profit and loss are credited to the share premium account.

#### 1.16 Investments

Trade investments are the investments made to enhance the Company's business interests. Investments are either classified as current or long-term based on Management's intention at the time of purchase. Current investments are carried at the lower of cost and fair value of each investment individually. Cost for overseas investments comprises the Indian Rupee value of the consideration paid for the investment translated at the exchange rate prevalent at the date of investment. Long term investments are carried at cost less provisions recorded to recognize any decline, other than temporary, in the carrying value of each investment.

#### 1.17 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks and corporations. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.18 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

# 1.19 Government grants

The Company recognizes government grants only when there is reasonable assurance that the conditions attached to them shall be complied with, and the grants will be received. Government grants related to depreciable assets are treated as deferred income and are recognized in the statement of profit and loss on a systematic and rational basis over the useful life of the asset. Government grants related to revenue are recognized on a systematic basis in the statement of profit and loss over the periods necessary to match them with the related costs which they are intended to compensate.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

	in ₹, exc	ept as otherwise stated	
Particulars	As	sat	
	December 31, 2012	December 31, 2011	
Authorized			
150,000,000(20,000,000) USD	7,892,961,861	931,461,861	
Issued, Subscribed and Paid-Up			
46,000,000(20,000,000) USD	2,312,646,757	931,461,861	
	2,312,646,757	931,461,861	
2.2 RESERVES AND SURPLUS			
		in ₹	
Particulars	As at		
	December 31, 2012	December 31, 2011	
Currency Translation	265,952,601	156,551,298	
Surplus / (Deficit) - Opening Balance	(34,634,067)	-	
Add: Net profit / (loss) after tax transferred from Statement of Profit and Loss	(148,965,054)	(34,634,067)	
Surplus / (Deficit) - Closing Balance	(183,599,121)	(34,634,067)	
	82,353,480	121,917,231	

# 2.3 OTHER LONG-TERM LIABILITIES

		in ₹
Particulars	As	at
	December 31, 2012	December 31, 2011
Others		
Deferred income - government grant on land use rights	285,968,164	=
	285,968,164	-
2.4 TRADE PAYABLES		
		in ₹
Particulars		sat
	December 31, 2012	December 31, 2011
Trade payables	2,140,615	1,293,714
Trude payables	2,140,615	1,293,714
2.5 OTHER CURRENT LIABILITIES		_,,
		in ₹
Particulars	As	at
	<b>December 31, 2012</b>	December 31, 2011
Accrued salaries and benefits		
Salaries and benefits	-	115,500
Bonus and incentives	2,944,425	161,494
Other liabilities		
Provision for expenses	5,520,006	3,360,973
Retention monies	21,975,000	649,731
Withholding and other taxes payable	(22,116,259)	226,022
Other payables	610,293	· -
Deferred income - government grant on land use rights	10,321,570	-
	19,255,035	4,513,720

# 2.6 SHORT-TERM PROVISIONS

		in ₹
Particulars	As	at
	December 31, 2012	December 31, 2011
Provision for employee benefits		
Unavailed leave	834,612	118,863
Others		
Provision for		
Income taxes	38,235,237	-
	39,069,849	118.863

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# 2.7 FIXED ASSETS

in ₹

	Original cost				Depreciation and amortization				Net book value	
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
	January 1,	during the period	Retirement during	December 31,	January 1,	period	adjustments during	December 31,	December 31,	December 31,
	2012		the period	2012	2012		the period	2012	2012	2011
Tangible assets :										
Leasehold Improvemen	16,390,599	7,393,125	=	23,783,724	1,365,883	10,757,019	(378,743)	12,501,645	11,282,079	15,024,716
Office equipment	1,011,144	1,915,180	-	2,926,324	30,175	204,221	(8,403)	242,800	2,683,524	980,969
Computer equipment	2,107,500	5,234,993	=	7,342,493	175,625	2,652,864	(61,975)	2,890,463	4,452,030	1,931,875
Furniture and fixtures	5,267,084	224,929	=	5,492,013	175,551	1,063,830	(44,557)	1,283,938	4,208,074	5,091,533
Plant and Machinery	-	11,349,515	-	11,349,515	-	1,806,398	(32,218)	1,838,615	9,510,900	-
	24,776,327	26,117,742	=	50,894,069	1,747,234	16,484,332	(525,896)	18,757,462	32,136,607	23,029,093
Intangible assets:										
Land use rights	594,652,200	25,394,400	-	620,046,600	3,119,487	12,008,323	(551,617)	15,679,428	604,367,172	591,532,713
	594,652,200	25,394,400	=	620,046,600	3,119,487	12,008,323	(551,617)	15,679,428	604,367,172	591,532,713
		•					•			
Total	619,428,527	51,512,142	-	670,940,669	4,866,721	28,492,655	(1,077,513)	34,436,889	636,503,780	614,561,806
Previous year	-	619,428,527	-	619,428,527	-	4,702,339	(164,382)	4,866,721	614,561,806	-

#### 2.8 LEASES

# Obligations on long-term, non-cancelable operating leases

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹
Particulars	Year ended December 31,	
	2012	2011
Lease rentals recognized during the period	21,412,271	-
		in ₹
	As a	t
Lease obligations payable	December 31, 2012	December 31, 2011
Within one year of the balance sheet date	51,992,780	-
Due in a period between one year and five years	30,329,121	=
Due after five years	-	=

The operating lease arrangements, are renewable on a periodic basis and extend upto a maximum of ten years from their respective dates of inception and relates to rented premises. Some of these lease agreements have price escalation clauses.

# 2.9 LONG-TERM LOANS AND ADVANCES

		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Unsecured, considered good	650 547 224	10.262.000
Capital advances Rental deposits	650,547,324 4,527,755	10,362,999
Other loans and advances	4,327,733	
	655,075,079	10,362,999
2.10 TRADE RECEIVABLES		. =
Particulars	As	in ₹
raruculars	December 31, 2012	December 31, 2011
Debts outstanding for a period exceeding six months	December 51, 2012	December 51, 2011
Unsecured		
Considered doubtful	-	-
Less: Provision for doubtful debts		<u> </u>
Other debts	-	-
Unsecured		
Considered good	1,028,968	-
Considered doubtful	1,000,000	-
Less: Provision for doubtful debts	1,028,968	-
Less. Flovision for doubtful debts	1,028,968	<u>-</u> _
	1,028,968	-
2.11 CASH AND CASH EQUIVALENTS		in ₹
Particulars	As at	
	<b>December 31, 2012</b>	December 31, 2011
Balances with banks		
In current and deposit accounts	1,442,734,727	434,380,584
The details of balances as on Balance Sheet dates with banks are as follows:	1,442,734,727	434,380,584
The details of balances as on Balance Sheet dates with baliks are as follows.		in ₹
Particulars	As a	
	December 31, 2012	December 31, 2011
In current accounts	December 31, 2012	December 31, 2011
Bank of China, Shanghai (USD)	379,700	239,028,094
Bank of China, Shanghai (RMB)	92,107	10,518
Citibank (RMB)	1,433,892,120	1,075,014
Citibank (USD)	8,370,800	194,266,958
Total cash and cash equivalents as per Balance Sheet	1,442,734,727	434,380,584
2.12 SHORT-TERM LOANS AND ADVANCES	, , , - ,	- / /-
2.12 SHORT-TERM BOANS AND ADVANCES		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Unsecured, considered good Others		
Advances		
Prepaid expenses	4,949,850	
	4,949,850	-
Salary advances	1,141,497	<u>-</u>
	6,091,347	

Particulars	V 110	in ₹
Tatuculais	Year ended Dec	cember 31, 2011
Income from software services	8,961,031	2011
meome nom software services	8,961,031	-
2.14 OTHER INCOME		
Particulars	Period ended De	in ₹
	2012	2011
Interest received on deposits with banks and others	8,910,599	138,021
Miscellaneous income, net	27,593,241	_
Gains / (losses) on foreign currency, net	(17,875,368)	(15,144,599)
camb, (18888) on 1818g. Cantoney, net	18,628,472	(15,006,578)
2.15 EXPENSES		
Particulars	Period ended De	in ₹
- <del> </del>	2012	2011
Employee benefit expenses		
Salaries and bonus including overseas staff expenses	60,304,000	4,617,165
Staff welfare	713,627	3,537
	61,017,627	4,620,702
Travel expenses		
Overseas travel expenses	328,003	-
Traveling and conveyance	97,146 425,149	-
Communication expenses		
Communication expenses	3,448,828	-
	3,448,828	in ₹
Particulars	Period ended De	
- III 100 III 0	2012	2011
Other expenses		
Office maintenance	11,109,024	2,539,802
Power and fuel Rent	2,584,167 21,412,271	=
Rates and taxes, excluding taxes on income	4,707,458	-
Repairs to plant and machinery	67,691	58,590
Computer maintenance	44,495	-
Consumables	3,273	_
Insurance charges	52,725	-
Marketing expenses	(261,228)	6,228,965
Printing and Stationery	132,670	208,691
Professional membership and seminar participation fees	31,606	
Postage and courier	549	-
Auditor's remuneration		
Statutory audit fees	810,204	813,613
Bank charges and commission	56,572	18,494
	(31)	_
Others	40,751,446	9,868,155

Current tax

Income taxes

Period ended December 31, 2012

38,235,237 **38,235,237** 

#### 2.17 CONTINGENT LIABILITIES AND COMMITMENTS (TO THE EXTENT NOT PROVIDED FOR)

 Particulars
 As at December 31, 2012

 December 31, 2012
 December 31, 2011

 Commitments:

 Estimated amount of unexecuted capital contracts

 (net of advances and deposits)
 5,022,278,262
 789,554,626

#### 2.18 QUANTITATIVE DETAILS

The Company is primarily engaged in the development and maintenance of computer software. The production and sale of such software cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

Holding as at

Country

#### 2.19 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Holding Company

	December 31, 2012	December 31, 2011
Infosys Limited India	100%	100%
Name of Fellow Subsidiaries		Country
Infosys BPO Limited		India
Infosys Technologies (Australia) Pty. Limited		Australia
Infosys Consulting India Limited		USA
Infosys Technologies (China) Co. Limited		Mexico
Infosys Technologies (Sweden) AB		Sweden China
Infosys Technologies (Shanghai) Co. Limited Infosys Tecnologia do Brasil Ltda		Cnina Brazil
Infosys Public Services Inc.		USA
Infosys BPO s. r. o (1)		Czech Republic
Infosys BPO (Poland) Sp Z.o.o (1)		Poland
Infosys Consulting India Limited		India
McCamish Systems LLC <sup>(1)</sup>		USA
Portland Group Pty Ltd <sup>(1)</sup>		Australia
Portland Procurement Services Pty Ltd <sup>(1)</sup>		Australia
Lodestone Holding AG		Switzerland
Lodestone Management Consultants (Canada) Inc. (2)		Canada
Lodestone Management Consultants Inc. (2)		USA
Lodestone Management Consultants Pty Limited <sup>(2)</sup>		Australia
Lodestone Management Consultants (Asia Pacific) Limited <sup>(2)(3)</sup>		Thailand
Lodestone Management Consultants AG <sup>(2)</sup>		Switzerland
Lodestone Augmentis AG <sup>(2)</sup>		Switzerland
Hafner Bauer & Ödman GmbH (2)		Switzerland
Lodestone Management Consultants (Belgium) S.A. (2)(4)		Belgium
Lodestone Management Consultants GmbH (2)		Germany
Lodestone Management Consultants Pte Ltd. (2)	;	Singapore
Lodestone Management Consultants SAS <sup>(2)</sup>		France
Lodestone Management Consultants s.r.o. (2)		Czech Republic
Lodestone Management Consultants GmbH <sup>(2)</sup>		Austria
Lodestone Management Consultants China Co., Ltd. (2)		China
Lodestone Management Consultants Ltd. (2)		UK
Lodestone Management Consultants B.V. (2)		Netherlands
Lodestone Management Consultants Ltda. (2)(4)		Brazil
Lodestone Management Consultants Sp. z.o.o (2)		Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (2)		Portugal
S.C. Lodestone Management Consultants S.R.L. <sup>(2)</sup>		Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(2)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(3)</sup> Under liquidation

<sup>(4)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of the related party transactions entered into by the Company, for the period ended December 31, 2012 and December 31, 2011 are as follows:

		ın ₹
Particulars	Period ended Decem	ber 31,
	2012	2011
Capital transactions:		
Financing transactions		
Infosys Limited	1,381,184,896	931,461,861

# 2.20 SEGMENT REPORTING

The company has only one operating segment and hence segment disclosures are not applicable

#### 2.21 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹ Period ended December 31, Statement of Profit and Loss account for the 2012 2011 Income from software services and products 8,961,031 Software development expenses 80,879,617 4,320,203 GROSS PROFIT (71,918,586) (4,320,203) Selling and marketing expenses 6,228,965 (261,228)29,208,276 General and administration expenses 4,375,982 28,947,048 10,604,947 OPERATING PROFIT BEFORE DEPRECIATION (100,865,634)(14,925,150)28,492,655 4,702,339 Depreciation and amortization OPERATING PROFIT (129,358,289) (19,627,489) Other income 18,628,472 (15,006,578) PROFIT BEFORE TAX (110,729,817)(34,634,067) Tax expense: 38,235,237 Current tax Deferred tax PROFIT FOR THE PERIOD (148,965,054) (34,634,067)

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath
Partner
Chairman

Ashok Vemuri
Chairman

V.R. Rangarajan
Srinath Batni
Director and Legal Representative
Director
Director

Bangalore January 8, 2013

#### To

# The Members of Infosys Technologies (Sweden)AB

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Infosys Technologies** (**Sweden**)**AB** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

# **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

# **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

# **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the *loss* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

#### For SHENOY & KAMATH

Chartered Accountants

### (M RATHNAKAR KAMATH)

Partner
Membership No. 202841
Firm's Registration. No. 006673S

Bangalore 8<sup>th</sup> January, 2013

# Infosys Technologies (Sweden) AB

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ın	~

Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	653,000	653,000
Reserves and surplus	2.2	12,136,042	11,181,750
•		12,789,042	11,834,750
CURRENT LIABILITIES			
Other current liabilities	2.3	8,738,020	20,078,035
Short-term provisions	2.4	2,384,324	3,707,543
		11,122,344	23,785,578
		23,911,386	35,620,328
ASSETS			
NON-CURRENT ASSETS			
Long-term loans and advances	2.6	6,302,700	1,761,777
		6,302,700	1,761,777
CURRENT ASSETS		, ,	, ,
Trade receivables	2.7	3,643,436	8,392,711
Cash and cash equivalents	2.8	12,862,324	20,341,255
Short-term loans and advances	2.9	1,102,926	5,124,585
		17,608,686	33,858,551
	_	23,911,386	35,620,328
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

Note: The notes referred to above are an integral part of the Balance Sheet.

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Partner Membership No. 202841 S.D. Shibulal *Chairman* 

B. G. Srinivas *Director* 

Eric Stephen Paternoster Director

Rajesh Krishnamurthy *Director* 

Bangalore January 8, 2013 Other income

**Total revenue** 

Travel expenses

Other expenses

**Total expenses** 

Employee benefit expenses

Communication expenses

Professional charges

Expenses

Statement of Profit and Loss for the

Income from software services and products

in ₹, except per share data

Year ended December 31, Note 2012 2,011 2.10 75,924,144 103,368,683 2.11 (368, 564)(387,997)75,555,580 102,980,686 65,453,260 2.12 89,709,374 2.12 441,278 165,061 2.12 56,671 67,888 5,612,059 6,034,461 2.12 1,818,294 2,460,884 73,381,562 98,437,668

 PROFIT BEFORE TAX
 2,174,018
 4,543,018

 Tax expense:
 Current tax
 2.13
 2,309,661
 1,543,388

 PROFIT FOR THE PERIOD
 (135,643)
 2,999,630

 EARNINGS PER EQUITY SHARE

 Equity shares of par value SEK 100 each

Basic (136) 3,000

Number of shares used in computing earnings per share

Basic 1,000 1,000

SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS 1 & 2

Note: The notes referred to above are an integral part of the Statement of Profit and Loss.

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath
S.D. Shibulal
Eric Stephen Paternoster
B. G. Srinivas
Partner
Chairman
Director
Director

Bangalore Rajesh Krishnamurthy

January 8, 2013 Director

#### Significant accounting policies and notes on accounts

#### Company overview

During March 2009, the holding company incorporated a wholly owned subsidiary in Sweden. The subsidiary also has a branch in Norway as Infosys Technologies (Sweden) AB Norway branch. The company provides end-to-end business solutions that leverage technology, thereby enabling its clients to enhance business performance. The Company's operations are to provide solutions that span the entire software lifecycle encompassing technical consulting, design, development, re-engineering, maintenance, systems integration, package evaluation and implementation, testing and infrastructure management services.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

The financial statements of the Company have been prepared on an accrual basis. Unless otherwise stated, the measurement basis used is historical cost. Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Swedish Krona.

#### 1.4 Previous period figures

The previous period's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

Revenue is primarily derived from software development and related services. Arrangements with customers for software development and related services are either on a fixed-price, fixed-timeframe or on a time-and-material basis.

Revenue on time-and-material contracts are recognized as the related services are performed and revenue from the end of the last billing to the Balance Sheet date is recognized as unbilled revenues. Revenue from fixed-price and fixed-timeframe contracts, where there is no uncertainty as to measurement or collectability of consideration, is recognized based upon the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Cost and earnings in excess of billings are classified as unbilled revenue while billings in excess of cost and earnings is classified as unearned revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates.

The Company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount / incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount / incentive. Also, when the level of discount varies with increases in levels of revenue transactions, the Company recognizes the liability based on its estimate of the customer's future purchases. If it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably, then discount is not recognized until the payment is probable and the amount can be estimated reliably. The Company recognizes changes in the estimated amount of obligations for discounts using a cumulative catchup approach. The discounts are passed on to the customer either as direct payments or as a reduction of payments due from the customer.

The Company presents revenues net of value-added taxes in its statement of profit and loss

Profit on sale of investments is recorded on transfer of title from the Company and is determined as the difference between the sale price and carrying value of the investment. Lease rentals are recognized ratably on a straight line basis over the lease term. Interest is recognized using the time-proportion method, based on rates implicit in the transaction. Dividend income is recognized when the Company's right to receive dividend is established.

#### 1.7 Provisions and contingent liabilities

A provision is recognized if, as a result of a past event, the Company has a present legal obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by the best estimate of the outflow of economic benefits required to settle the obligation at the reporting date. Where no reliable estimate can be made, a disclosure is made as contingent liability. A disclosure for a contingent liability is also made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

#### 1.8 Onerous contracts

Provisions for onerous contracts are recognized when the expected benefits to be derived by the Company from a contract are lower than the unavoidable costs of meeting the future obligations under the contract. The provision is measured at lower of the expected cost of terminating the contract and the expected net cost of fulfilling the contract.

#### 1.9 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises of the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.10 Depreciation and amortization

Depreciation on fixed assets is provided on the straight-line method over the useful lives of assets estimated by the Management. Depreciation for assets purchased / sold during a period is proportionately charged. Individual low cost assets (acquired for ₹5,000/- or less) are depreciated over a period of one year from the date of acquisition. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use. The Management estimates the useful lives for the other fixed assets as follows:

Buildings	15 years
Plant and machinery	5 years
Office equipment	5 years
Computer equipment	2-5 years
Furniture and fixtures	5 years
Vehicles	5 years

Depreciation methods, useful lives and residual values are reviewed at each reporting date.

#### 1.11 Retirement benefits to employees

#### Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognized in the period in which the absences occur.

#### 1.12 Foreign currency transactions

Foreign-currency denominated monetary assets and liabilities are translated at exchange rates in effect at the Balance Sheet date. The gains or losses resulting from such translations are included in the Statement of profit and loss. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at fair value are translated at the exchange rate prevalent at the date when the fair value was determined. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

Revenue, expense and cash-flow items denominated in foreign currencies are translated using the exchange rate in effect on the date of the transaction. Transaction gains or losses realized upon settlement of foreign currency transactions are included in determining net profit for the period in which the transaction is settled.

#### 1.13 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority. Tax benefits of deductions earned on exercise of employee share options in excess of compensation charged to statement of profit and loss are credited to the share premium account.

#### 1.14 Earnings per share

Basic earnings per share is computed by dividing the net profit attributable to the equity holders of the Company by the weighted average number of equity shares outstanding during the period.

#### 1.15 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks and corporations. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

# 1.16 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

### 1.17 Government grants

The Company recognizes government grants only when there is reasonable assurance that the conditions attached to them shall be complied with, and the grants will be received. Government grants related to depreciable assets are treated as deferred income and are recognized in the statement of profit and loss on a systematic and rational basis over the useful life of the asset. Government grants related to revenue are recognized on a systematic basis in the statement of profit and loss over the periods necessary to match them with the related costs which they are intended to compensate.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

in ₹, a		, except per share data
Particulars	As at	
	<b>December 31, 2012</b>	December 31, 2011
Authorized		
4,000 shares of 100 SEK par value	2,612,000	2,612,000
Issued, Subscribed and Paid-Up		
1,000 (1,000) shares of 100 SEK par value, fully paid	653,000	653,000
	653,000	653,000
2.2 RESERVES AND SURPLUS	·	·
		in ₹
Particulars	As at	
	<b>December 31, 2012</b>	December 31, 2011
Currency Translation	2,888,215	1,798,280
Surplus- Opening Balance	9,383,470	6,383,840
Add: Net profit after tax transferred from Statement of Profit and Loss	(135,643)	2,999,630
Surplus- Closing Balance	9,247,827	9,383,470
	12,136,042	11,181,750

# 2.3 OTHER CURRENT LIABILITIES

		in ₹	
Particulars	As at	As at	
	December 31, 2012	#REF!	
Accrued salaries and benefits			
Bonus and incentives	2,271,564	6,874,912	
Other liabilities			
Provision for expenses	3,435,717	3,590,182	
Withholding and other taxes payable	3,030,739	8,685,513	
Other payables	-	927,428	
	8,738,020	20,078,035	
2.4 SHORT-TERM PROVISIONS			
		in ₹	
Particulars	As at		
	December 31, 2012	#REF!	
Provision for employee benefits			
Unavailed leave	110,716	886,208	
Others			
Provision for Income Taxes	2,273,608	2,821,335	
	2 384 324	3 707 543	

# 2.5 LEASES

# Obligations on long-term, non-cancelable operating leases

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹	
Particulars	Year ended Decem	Year ended December 31,	
	2012	2011	
Lease rentals recognized during the period	385,064	426,277	
		in ₹	
	As at		
Lease obligations payable	December 31, 2012 December 31, 2		
Within one year of the balance sheet date	418,631	1,029,777	
Due in a period between one year and five years	209,315	1,029,777	
Due after five years	-	-	

The operating lease arrangements, are renewable on a periodic basis and extend upto a maximum of ten years from their respective dates of inception and relates to rented premises. Some of these lease agreements have price escalation clauses.

#### 2.6 LONG-TERM LOANS AND ADVANCES

Particulars	As	As at	
	December 31, 2012	December 31, 2011	
Unsecured, considered good			
Rental deposits	79,399	-	
Other loans and advances			
Advance income taxes	6,223,301	1,761,777	
	6,302,700	1,761,777	

#### 2.7 TRADE RECEIVABLES

in ₹

Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Other debts				
Unsecured				
Considered good <sup>(1)</sup>	3,643,436	8,392,711		
•	3,643,436	8,392,711		
(1) Includes dues from holding company (refer to note 2.15)	3,643,436	8,392,711		

#### Provision for doubtful debts

Periodically, the Company evaluates all customer dues to the Company for collectability. The need for provisions is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer from the invoice date, as at the Balance Sheet date. The Company pursues the recovery of the dues, in part or full.

### 2.8 CASH AND CASH EQUIVALENTS

in ₹

Particulars	As	As at			
	December 31, 2012	December 31, 2011			
Balances with banks					
In current and deposit accounts	12,862,324	20,341,255			
	12,862,324	20,341,255			
The details of balances as on Balance Sheet dates with banks are as follows:		<u> </u>			
		in ₹			
Particulars	As at	_			
	December 31, 2012	December 31, 2011			
In current accounts					
Nordbanken, Sweden	4,129,372	8,781,962			
Svenska Handelsbanken, Sweden	1,342	9,293			
BNP Paribus	291,610				
	4,422,324	8,791,255			
In deposit accounts					
Nordbanken, Sweden	8,440,000	11,550,000			
	8,440,000	11,550,000			
Total cash and cash equivalents as per Balance Sheet	12,862,324	20,341,255			

### 2.9 SHORT-TERM LOANS AND ADVANCES

in ₹

Particulars	As	As at			
	December 31, 2012	December 31, 2011			
Unsecured, considered good					
Others					
Advances					
Prepaid expenses	383,531	619,040			
Withholding and other taxes receivable	716,933	3,503,237			
	1,100,464	4,122,277			
Interest accrued but not due	2,462	3,032			
Loans and advances to employees	•	•			
Salary advances	-	927,427			
Rental deposits	-	71,849			
•	1,102,926	5,124,585			

# 2.10 INCOME FROM SOFTWARE SERVICES AND PRODUCTS

Particulars	Year ended Decem	ber 31,
	2,012	2,011
Income from software services	75,924,144	103,368,683
	75,924,144	103,368,683
2.11 OTHER INCOME		<i>(</i> : <b>3</b> €)
Particulars	Year ended Decem	(in ₹)
- W. V. V. W.	2,012	2,011
Interest received on deposits with banks and others	299,687	213,579
Gains / (losses) on foreign currency, net	(668,251)	(601,576)
	(368,564)	(387,997)
2.12 EXPENSES		(· <b>=</b>
Particulars	Year ended Decem	(in ₹)
	2,012	2,011
Employee benefit expenses	2,012	2,011
Salaries and bonus including overseas staff expenses	65,425,547	89,708,726
Staff welfare	27,713	648
	65,453,260	89,709,374
Travel expenses		
Overseas travel expenses	441,278	165,061
	441,278	165,061
Communication expenses Telephone charges	56,671	67,888
r elephone charges	56,671	67,888
	20,071	(in ₹)
Particulars	Year ended Decem	,
- <del> </del>	2,012	2,011
Other expenses	,	,
Office maintenance	5,190	39,788
Rent	385,064	426,277
Rates and taxes, excluding taxes on income	8,262	73,411
Insurance charges	29,670	283,852
Printing and Stationery	4,507	26,646
Professional membership and seminar participation fees	-	3,775
Postage and courier	33,235	34,813
Auditor's remuneration		
Statutory audit fees	1,199,657	1,327,083
Bank charges and commission	150,694	245,239
Others	2,015	=
	1,818,294	2,460,884

		(in ₹)
	Year ended Decemb	per 31,
	2,012	2,011
Current tax		
Income taxes	2,309,661	1,543,388
	2,309,661	1,543,388

# 2.14 QUANTITATIVE DETAILS

The Company is primarily engaged in the development and maintenance of computer software. The production and sale of such software cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

# 2.15 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Holding Company Country	Holding as at	
T.O. T. V. I.	December 31, 2012	December 31, 2011
Infosys Limited India	100%	100%
Name of Fellow subsidiaries		ntry
Infosys BPO Limited	Indi	
Infosys Technologies (Australia) Pty. Limited		tralia
Infosys Consulting India Limited.	USA	
Infosys Technologies (China) Co. Limited	Mex	
Infosys Technologies (Sweden) AB	Chi	
Infosys Technologies (Shanghai) Co. Limited	Chi	
Infosys Tecnologia do Brasil Ltda	Braz	
Infosys Public Services Inc.	USA	1
Infosys BPO s. r. o (1)	Cze	ch Republic
Infosys BPO (Poland) Sp Z.o.o (1)	Pola	nd
Infosys Consulting India Limited	Indi	a
McCamish Systems LLC <sup>(1)</sup>	USA	Λ
Portland Group Pty Ltd <sup>(1)</sup>	Aus	tralia
Portland Procurement Services Pty Ltd <sup>(1)</sup>	Aus	tralia
Lodestone Holding AG	Swi	tzerland
Lodestone Management Consultants (Canada) Inc. (2)	Can	ada
Lodestone Management Consultants Inc. (2)	USA	1
Lodestone Management Consultants Pty Limited <sup>(2)</sup>	Aus	tralia
Lodestone Management Consultants (Asia Pacific) Limited <sup>(2)(3)</sup>	Tha	iland
Lodestone Management Consultants AG <sup>(2)</sup>	Swi	tzerland
Lodestone Augmentis AG <sup>(2)</sup>	Swi	tzerland
Hafner Bauer & Ödman GmbH (2)	Swi	tzerland
Lodestone Management Consultants (Belgium) S.A. (2)(4)	Belg	gium
Lodestone Management Consultants GmbH (2)	Gen	nany
Lodestone Management Consultants Pte Ltd. (2)	Sing	apore
Lodestone Management Consultants SAS <sup>(2)</sup>	Fran	ice
Lodestone Management Consultants s.r.o. (2)	Cze	ch Republic
Lodestone Management Consultants GmbH <sup>(2)</sup>	Aus	tria
Lodestone Management Consultants China Co., Ltd. (2)	Chir	na
Lodestone Management Consultants Ltd. (2)	UK	
Lodestone Management Consultants B.V. (2)	Netl	nerlands
Lodestone Management Consultants Ltda. (2)(4)	Braz	zil
Lodestone Management Consultants Sp. z.o.o (2)		
Lodestone Management Consultants Portugal, Unipessoal, Lda. (2)	Port	ugal
S.C. Lodestone Management Consultants S.R.L (2)		nania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys BPO.

 $<sup>^{(2)}</sup>$  Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(3)</sup> Under liquidation

<sup>(4)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

		m v
Particulars	As at	
Trade Receivables		
Infosys Limited	3,643,436	8,392,711

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

	in ₹
Particulars	Year ended December 31,
Sale of services	
Infosys Limited	75,924,144 103,368,683

#### 2.16 SEGMENT REPORTING

The Company's operations predominantly relate to providing end-to-end business solutions thereby enabling clients to enhance business performance, delivered to customers globally operating in various industry segments. Effective quarter ended June 30, 2011, the Company reorganized its business to increase its client focus. Consequent to the internal reorganization there were changes effected in the reportable segments based on the "management approach", as laid down in AS 17, Segment reporting. The Chief Executive Officer evaluates the Company's performance and allocates resources based on an analysis of various performance indicators by industry classes and geographic segmentation of customers. Accordingly, segment information has been presented both along industry classes and geographic segmentation of customers, industry being the primary segment. The accounting principles used in the preparation of the financial statements are consistently applied to record revenue and expenditure in individual segments, and are as set out in the significant accounting policies.

Industry segments for the Company are primarily financial services and insurance (FSI) comprising enterprises providing banking, finance and insurance services, manufacturing enterprises (MFG), enterprises in the energy, utilities and telecommunication services (ECS) and retail, logistics, consumer packaged goods, life sciences and health care enterprises (RCL). Geographic segmentation is based on business sourced from that geographic region and delivered from both on-site and off-shore. North America comprises the United States of America, Canada and Mexico, Europe includes continental Europe (both the east and the west), Ireland and the United Kingdom, and the Rest of the World comprising all other places except those mentioned above and India. Consequent to the above change in the composition of reportable segments, the prior year comparatives have been restated.

Revenue and identifiable operating expenses in relation to segments are categorized based on items that are individually identifiable to that segment. Allocated expenses of segments include expenses incurred for rendering services from the company's offshore software development centers and onsite expenses, which are categorized in relation to the associated turnover of the segment. Certain expenses such as depreciation, which form a significant component of total expenses, are not specifically allocable to specific segments as the underlying assets are used interchangeably. Management believes that it is not practical to provide segment disclosures relating to those costs and expenses, and accordingly these expenses are separately disclosed as "unallocated" and adjusted against the total income of the Company.

Fixed assets used in the Company's business or liabilities contracted have not been identified to any of the reportable segments, as the fixed assets and services are used interchangeably between segments. Accordingly, no disclosure relating to total segment assets and liabilities are made. Geographical information on revenue and industry revenue information is collated based on individual customers invoiced or in relation to which the revenue is otherwise recognized.

**Industry Segments**Year ended December 31, 2012 and December 31, 2011:

					in ₹
Particulars	FSI	MFG	ECS	RCL	Total
Income from software services and products	-	-	3,635,139	72,289,005	75,924,144
	-	-	2,822,098	100,546,585	103,368,683
Identifiable operating expenses	-	-	2,172,062	29,880,874	32,052,937
	-	-	1,963,341	54,244,673	56,208,014
Allocated expenses	-	-	1,978,755	39,349,870	41,328,625
		-	1,152,923	41,076,731	42,229,654
Segmental operating income	-	-	(515,679)	3,058,261	2,542,582
	-	-	(294,166)	5,225,181	4,931,015
Unallocable expenses					-
Other income					(368,564)
other meome					(387,997)
Profit before tax				_	2,174,018
					4,543,018
Tax expense				_	2,309,661
					1,543,388
Profit for the period					(135,643)
					2,999,630

# Geographic Segments

Year ended December 31, 2012 and December 31, 2011:

Particulars	North America	Europe	India	Rest of the World	in ₹ Total
Income from software services and products	=	75,924,144	-	-	75,924,144
	-	103,368,683	-	-	103,368,683
Identifiable operating expenses	-	32,052,937	-	-	32,052,937
	-	56,208,014	-	-	56,208,014
Allocated expenses	-	41,328,625	-	-	41,328,625
		42,229,654	-	-	42,229,654
Segmental operating income	-	2,542,582	-	-	2,542,582
Unallocable expenses	-	4,931,015	-	-	4,931,015
Other income, net					(368,564)
Profit before tax				-	(387,997) 2,174,018
Tax expense				-	<u>4,543,018</u> 2,309,661
Profit for the period				-	1,543,388 (135,643)
					2,999,630

# 2.17 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹ Year ended December 31, Statement of Profit and Loss account for the 2011 2012 75,924,144 Income from software services and products 103,368,683 Software development expenses 65,208,774 88,514,847 GROSS PROFIT 10,715,370 14,853,836 Selling and marketing expenses 1,072,845 General and administration expenses 7,099,943 9,922,821 8,172,788 9,922,821 **OPERATING PROFIT** 2,542,582 4,931,015 Other income (368,564)(387,997)PROFIT BEFORE TAX 2,174,018 4,543,018 Tax expense: 2,309,661 Current tax 1,543,388 PROFIT FOR THE PERIOD (135,643)2,999,630

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath

Partner

Membership No. 202841

S.D. Shibulal

Eric Stephen Paternoster

Director

B. G. Srinivas

Director

Rajesh Krishnamurthy *Director* 

Bangalore January 8, 2013

#### To

# The Members of Infosys Technologies S. de. R. L. de. C. V

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Infosys Technologies S. de. R. L. de. C. V** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account ('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

# **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

# **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

# **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the *profit* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

# For SHENOY & KAMATH

**Chartered Accountants** 

# (M RATHNAKAR KAMATH)

Partner
Membership No. 202841
Firm's Registration. No. 006673S

Bangalore 8<sup>th</sup> January, 2013

# Infosys Technologies S. de R. L. de. C. V.

Balance Sheet as at	Note	December 31, 2012	<i>in ₹</i> <b>December 31, 2011</b>
EQUITY AND LIABILITIES		,	,
SHAREHOLDERS' FUNDS			
Share capital	2.1	646,049,999	546,799,999
Reserves and surplus	2.2	83,942,995	(50,269,702)
•		729,992,994	496,530,297
NON-CURRENT LIABILITIES		, ,	
Deferred tax liabilities (net)	2.3	-	-
Other long-term liabilities	2.4	5,421,932	2,828,788
		5,421,932	2,828,788
CURRENT LIABILITIES			
Trade payables	2.5	6,936,896	7,493,233
Other current liabilities	2.6	147,182,571	130,638,180
Short-term provisions	2.7	24,233,346	30,570,207
•		178,352,813	168,701,620
		913,767,739	668,060,705
ASSETS	=		
NON-CURRENT ASSETS			
Fixed assets			
Tangible assets	2.8	56,169,548	48,781,187
		56,169,548	48,781,187
Deferred tax assets (net)	2.3	73,884,153	77,409,390
Long-term loans and advances	2.10	11,031,295	36,097,470
		141,084,996	162,288,047
CURRENT ASSETS			
Trade receivables	2.11	472,518,599	287,884,897
Cash and cash equivalents	2.12	222,135,075	115,883,650
Short-term loans and advances	2.13	78,029,069	102,004,111
	_	772,682,743	505,772,658
		913,767,739	668,060,705
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

Note: The notes referred to above are an integral part of the Balance Sheet.

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath

Membership No. 202841

Bangalore January 8, 2013 Balashankar Legal Administrator

			in ₹
Statement of Profit and Loss for the	Note	Year ended D	December 31,
		2012	2011
Income from software services and products	2.14	1,604,570,599	1,145,183,588
Other income	2.15	(29,282,366)	32,282,660
Total revenue		1,575,288,233	1,177,466,248
Expenses			
Employee benefit expenses	2.16	1,149,195,117	875,431,867
Cost of technical sub-contractors	2.16	18,039,816	49,492,304
Travel expenses	2.16	56,640,225	42,921,722
Cost of software packages and others	2.16	3,181,976	239,389
Communication expenses	2.16	34,978,478	37,535,304
Professional charges		24,843,946	24,955,859
Depreciation and amortisation expense	2.8	44,580,721	42,598,938
Other expenses	2.16	134,600,902	95,953,675
Total expenses		1,466,061,181	1,169,129,058
PROFIT BEFORE TAX		109,227,052	8,337,190
Tax expense:			
Current tax	2.17	28,128,490	(3,440,269)
Deferred tax	2.17	12,310,036	(77,613,099)
PROFIT FOR THE PERIOD		68,788,526	89,390,558
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

Note: The notes referred to above are an integral part of the Statement of Profit and Loss.

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath *Partner* Membership No. 202841

Bangalore January 8, 2013 Balashankar Legal Administrator

#### Significant accounting policies and notes on accounts

#### Company overview

Infosys Technologies S. de R. L. de C. V. (Infosys Mexico) enters into contracts with Mexican companies to provide onsite services globally. Infosys Mexico sub-contracts the services to be provided outside Mexico and related territories to Infosys – India (Infosys Limited) to leverage the global delivery model (discussed later). The company provides end-to-end business solutions that leverage technology, thereby enabling its clients to enhance business performance. The Company's operations are to provide solutions that span the entire software lifecycle encompassing technical consulting, design, development, re-engineering, maintenance, systems integration, package evaluation and implementation, testing and infrastructure management services.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31

#### 1.2 Basis of preparation of financial statements

The financial statements of the Company have been prepared on an accrual basis. Unless otherwise stated, the measurement basis used is historical cost. Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Mexican peso.

#### 1.4 Previous period figures

The previous period's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

Revenue is primarily derived from software development and related services and from the licensing of software products. Arrangements with customers for software development and related services are either on a fixed-price, fixed-timeframe or on a time-and-material basis.

Revenue on time-and-material contracts are recognized as the related services are performed and revenue from the end of the last billing to the Balance Sheet date is recognized as unbilled revenues. Revenue from fixed-price and fixed-timeframe contracts, where there is no uncertainty as to measurement or collectability of consideration, is recognized based upon the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Cost and earnings in excess of billings are classified as unbilled revenue while billings in excess of cost and earnings is classified as unearned revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates.

Annual Technical Services revenue and revenue from fixed-price maintenance contracts are recognized ratably over the period in which services are rendered. Revenue from the sale of user licenses for software applications is recognized on transfer of the title in the user license, except in case of multiple element contracts, which require significant implementation services, where revenue for the entire arrangement is recognized over the implementation period based upon the percentage-of-completion method. Revenue from client training, support and other services arising due to the sale of software products is recognized as the related services are performed.

The Company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discount / incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount / incentive. Also, when the level of discount varies with increases in levels of revenue transactions, the Company recognizes the liability based on its estimate of the customer's future purchases. If it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably, then discount is not recognized until the payment is probable and the amount can be estimated reliably. The Company recognizes changes in the estimated amount of obligations for discounts using a cumulative catchup approach. The discounts are passed on to the customer either as direct payments or as a reduction of payments due from the customer.

The Company presents revenues net of value-added taxes in its statement of profit and loss

Profit on sale of investments is recorded on transfer of title from the Company and is determined as the difference between the sale price and carrying value of the investment. Lease rentals are recognized ratably on a straight line basis over the lease term. Interest is recognized using the time-proportion method, based on rates implicit in the transaction. Dividend income is recognized when the Company's right to receive dividend is established.

#### 1.7 Provisions and contingent liabilities

A provision is recognized if, as a result of a past event, the Company has a present legal obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by the best estimate of the outflow of economic benefits required to settle the obligation at the reporting date. Where no reliable estimate can be made, a disclosure is made as contingent liability. A disclosure for a contingent liability is also made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

#### 1.8 Post-sales client support and warranties

The Company provides its clients with a fixed-period warranty for corrections of errors and telephone support on all its fixed-price, fixed-timeframe contracts. Costs associated with such support services are accrued at the time when related revenues are recorded and included in cost of sales. The Company estimates such costs based on historical experience and the estimates are reviewed annually for any material changes in assumptions.

#### 1.9 Onerous contracts

Provisions for onerous contracts are recognized when the expected benefits to be derived by the Company from a contract are lower than the unavoidable costs of meeting the future obligations under the contract. The provision is measured at lower of the expected cost of terminating the contract and the expected net cost of fulfilling the contract.

# 1.10 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises of the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.11 Depreciation and amortization

Depreciation on fixed assets is provided on the straight-line method over the useful lives of assets estimated by the Management. Depreciation for assets purchased / sold during a period is proportionately charged. Individual low cost assets (acquired for ₹5,000/- or less) are depreciated over a period of one year from the date of acquisition. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use. The Management estimates the useful lives for the other fixed assets as follows:

Buildings	15 years
Plant and machinery	5 years
Office equipment	5 years
Computer equipment	2-5 years
Furniture and fixtures	5 years
Vehicles	5 years

Depreciation methods, useful lives and residual values are reviewed at each reporting date.

#### 1.12 Provision for impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

# 1.13 Retirement benefits to employees

#### Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognized in the period in which the absences occur.

#### 1.14 Foreign currency transactions

Foreign-currency denominated monetary assets and liabilities are translated at exchange rates in effect at the Balance Sheet date. The gains or losses resulting from such translations are included in the Statement of profit and loss. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at fair value are translated at the exchange rate prevalent at the date when the fair value was determined. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

Revenue, expense and cash-flow items denominated in foreign currencies are translated using the exchange rate in effect on the date of the transaction. Transaction gains or losses realized upon settlement of foreign currency transactions are included in determining net profit for the period in which the transaction is settled.

#### 1.15 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The

Income Tax Law in Mexico provides that companies must comply with Maquiladoras provisions regarding transfer pricing. Therefore, requiring the Company to comply with a minimum taxable income, Company has to choose between the two procedures i.e. method of transfer pricing (APA) or the Safe Harbor method. For 2012 and 2011, the Company selected Method of transfer pricing (APA) method to pay Income Tax.

According to the procedures applied by the Company to determine the income tax there are temporary difference that give rise to deferred taxes for 2012 and 2011. The differences that result between the profit offered for income taxes and the profit as per the financial statements are identified and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets, in a situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date.

For the year 2012 and 2011, 9% and 32% of the total revenue is recognized related companies including parent company, which is arrived at after adding percentage to the cost and expense of operations, except those required in the contract. These revenues are adjusted annually to meet the provisions relating to transfer pricing, according to Mexican law of Income Tax.

For the current year 2012 income tax rate applicable is 30%.

#### 1.16 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks and corporations. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.17 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

#### 1.18 Government grants

The Company recognizes government grants only when there is reasonable assurance that the conditions attached to them shall be complied with, and the grants will be received. Government grants related to depreciable assets are treated as deferred income and are recognized in the statement of profit and loss on a systematic and rational basis over the useful life of the asset. Government grants related to revenue are recognized on a systematic basis in the statement of profit and loss over the periods necessary to match them with the related costs which they are intended to compensate.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

	in ₹, exc	ept as otherwise stated
Particulars	As	at
	December 31, 2012	December 31, 2011
Authorized		
17,50,00,000 (14,99,99,990) equity shares of MXN 1/- par value	646,049,999	546,799,999
Issued, Subscribed and Paid-Up		
17,50,00,000 (14,99,99,990) equity shares of MXN 1/- par value, fully paid	646,049,999	546,799,999
	646,049,999	546,799,999

The reconciliation of the number of shares outstanding and the amount of share capital as at December 31, 2011 and December 31, 2010 is set out

in ₹, except as otherwise	stated
As at December 31, 2012 As at December 31, 2011	
Number of shares Amount Number of shares Amount	
ng 14,99,99,990 546,799,999 14,99,99,990 54,67,	99,999
ear 25,000,010 99,250,000 -	-
17,50,00,000 64,60,49,999 14,99,99,990 546,79	9,999
ear 25,000,010 99,250,000 -	

# 2.2 RESERVES AND SURPLUS

Particulars	Α.	s at
Taruculars	December 31, 2012	December 31, 2011
Currency Translation	88,118,441	22,694,270
Surplus / (Deficit) - Opening Balance	(72,963,972)	(162,354,530)
Add: Net profit/(loss) after tax transferred from Statement of Profit and Loss	68,788,526	89,390,558
Surplus / (Deficit) - Closing Balance	(4,175,446)	(72,963,972)
	83,942,995	(50,269,702)

# 2.3 DEFERRED TAXES

		in `			
Particulars	As	As at			
	December 31, 2012	December 31, 2011			
Deferred tax assets					
Fixed assets	13,510,326	36,583,417			
Other assets	50,680,487	34,206,373			
Unavailed leave	9,693,340	6,619,600			
	73,884,153	77,409,390			

# 2.4 OTHER LONG-TERM LIABILITIES

Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Others				
Termination Benefts	5,421,932	2,828,788		
	5,421,932	2,828,788		

# 2.5 TRADE PAYABLES

		in `			
Particulars	As at				
	December 31, 2012	December 31, 2011			
Trade payables (1)	6,936,896	7,493,233			
. ,	6,936,896	7,493,233			
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.20)	940,079	3,873,847			

# 2.6 OTHER CURRENT LIABILITIES

Particulars	in		
	<b>December 31, 2012</b>	December 31, 2011	
Accrued salaries and benefits			
Salaries and benefits	4,394,110	62,087	
Bonus and incentives	26,538,709	23,545,391	
Other liabilities			
Provision for expenses	18,594,464	23,060,413	
Withholding and other taxes payable	72,068,337	53,872,509	
Other payables (1)	(473,796)	12,069,291	
Advances received from clients	-	796,650	
Unearned revenue	26,060,747	17,231,839	
	147,182,571	130,638,180	
Includes dues to holding company and fellow subsidiaries (refer to note 2.20)	3,245		

# 2.7 SHORT-TERM PROVISIONS

		in `
Particulars	As	s at
	December 31, 2012	December 31, 2011
Provision for employee benefits		
Unavailed leave	24,233,346	16,548,997
Others		
Provision for		
Income taxes	-	14,021,210
	24,233,346	30,570,207

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# 2. 8 FIXED ASSETS

in ₹

	Original cost Depreciation and amortization			Original cost			Depreciation and amortization			Net book value	
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at	
raruculars	Jan 1,	during the period	Retirement during	December 31,	Jan 1,	period	adjustments during	December 31,	December 31,	December 31,	
	2012		the period	2012	2012		the period	2012	2012	2011	
Tangible assets :		•	•								
Plant and equipment	15,773,871	13,258,582	4,463,401	24,569,052	8,872,627	6,460,862	(3,453,997)	11,879,491	12,689,561	6,901,244	
Office equipment	11,586,185	1,632,989	838,087	12,381,087	5,863,339	2,232,489	66,374	8,162,202	4,218,885	5,722,846	
Computer equipment	98,389,138	23,844,137	-	122,233,275	87,256,370	16,685,670	10,117,482	114,059,522	8,173,753	11,132,768	
Furniture and fixtures	116,080,289	34,231,168	29,623,455	120,688,002	91,055,960	19,201,701	(20,657,008)	89,600,653	31,087,350	25,024,329	
Total	241,829,483	72,966,876	34,924,942	279,871,417	193,048,296	44,580,722	(13,927,149)	223,701,868	56,169,548	48,781,187	
Previous year	219,926,501	21,902,982	-	241,829,483	142,847,398	42,598,938	(7,601,960)	193,048,296	48,781,187	-	

# 2.9 LEASES

# Obligations on long-term, non-cancelable operating leases

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹
Particulars	Year ended December	31,
	2012	2011
Lease rentals recognized during the period	79,243,749 5	3,910,797
		in ₹
	As at	
Lease obligations payable	December 31, 2012 December	r 31, 2011
Within one year of the balance sheet date	71,776,322 4	0,984,566
Due in a period between one year and five years	- 2	7,448,404
Due after five years	-	-

The operating lease arrangements, are renewable on a periodic basis and extend upto a maximum of five years from their respective dates of inception and relates to rented premises. Some of these lease agreements have price escalation clauses.

# 2.10 LONG-TERM LOANS AND ADVANCES

Particulars	As	As at			
	December 31, 2012	December 31, 2011			
Unsecured, considered good					
Capital advances	-	10,736,234			
Electricity and other deposits	41,930	-			
Rental deposits	4,173,935	-			
Other loans and advances					
Advance income taxes	6,815,430	25,361,236			
	11,031,295	36,097,470			

# 2.11 TRADE RECEIVABLES

		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Debts outstanding for a period exceeding six months		
Unsecured Considered doubtful Less: Provision for doubtful debts	21,166,941 21,166,941	3,579,074 3,579,074
Other debts Unsecured	-	-
Considered good <sup>(1)</sup>	472,518,599	287,884,897
Considered doubtful	<del>_</del>	10,599,254
	472,518,599	298,484,151
Less: Provision for doubtful debts		10,599,254
	472,518,599	287,884,897
	472,518,599	287,884,897
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.20)	8,321,858	(32,060,140)

#### Provision for doubtful debts

Periodically, the Company evaluates all customer dues to the Company for collectability. The need for provisions is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer from the invoice date, as at the Balance Sheet date. The Company pursues the recovery of the dues, in part or full.

# 2.12 CASH AND CASH EQUIVALENTS

		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Balances with banks		
In current and deposit accounts	222,135,075	115,883,650
	222,135,075	115,883,650

The details of balances as on Balance Sheet dates with banks are as follows:

		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
In current accounts		
Bank of America	54,177,965	96,883,650
Banamex	1,526,976	-
Citi Banamex	28,263,235	-
Citi Banamex - USD	11,566,899	
	95,535,075	96,883,650
In deposit accounts		
Bank of America	126,600,000	19,000,000
	126,600,000	19,000,000
Total cash and cash equivalents as per Balance Sheet	222,135,075	115,883,650

# 2.13 SHORT-TERM LOANS AND ADVANCES

		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Unsecured, considered good		_
Others		
Advances		
For supply of goods and rendering of services	1,263,669	-
Prepaid expenses	20,827,918	15,237,844
Withholding and other taxes receivable	<del>-</del>	283
Others (1)	1,228,359	2,952,992
• • • • • • • • • • • • • • • • • • • •	23,319,946	18,191,119
Unbilled revenues	51,461,677	66,807,619
Interest accrued but not due	97,588	3,906
Loans and advances to employees		
Salary advances	3,148,940	12,747,739
Electricity and other deposits	-	37,757
Rental deposits	918	4,031,389
	78,029,069	101,819,529
Unsecured, considered doubtful		
Loans and advances to employees	-	184,582
	78,029,069	102,004,111
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.20)	97,253	-

# 2.14 INCOME FROM SOFTWARE SERVICES AND PRODUCTS

Particulars	Year ended Decen	iber 31,
	2012	2011
Income from software services	1,446,855,068	1,027,534,477
Income from software products	157,715,531	117,649,111
	1,604,570,599	1,145,183,588

# 2.15 OTHER INCOME

ın	7

Particulars	Year ended Dec	ember 31,
	2012	2011
Interest received on deposits with banks and others	3,390,100	3,377,075
Miscellaneous income, net	1,429,240	8,123,811
Gains / (losses) on foreign currency, net	(34,101,706)	20,781,774
	(29,282,366)	32,282,660

# 2.16 EXPENSES

in ₹

		in t
Particulars	Year ended De	cember 31,
	2012	2011
Employee benefit expenses		
Salaries and bonus including overseas staff expenses	1,147,590,846	872,463,774
Contribution to provident and other funds	-	110,104
Staff welfare	1,604,271	2,857,989
	1,149,195,117	875,431,867
Cost of technical sub-contractors		
Technical sub-contractors - subsidiaries	17,253,042	38,619,133
Technical sub-contractors - others	786,774	10,873,171
	18,039,816	49,492,304
Travel expenses		
Overseas travel expenses	46,087,665	32,632,795
Traveling and conveyance	10,552,560	10,288,927
	56,640,225	42,921,722
Cost of software packages and others		
For own use	3,181,976	239,389
	3,181,976	239,389
	· · · · · · · · · · · · · · · · · · ·	·

Communication expenses		
Telephone charges	13,538,615	14,923,733
Communication expenses	21,439,863	22,611,571
	34,978,478	37,535,304
Other expenses		_
Office maintenance	20,329,923	14,288,210
Power and fuel	8,829,007	6,906,673
Brand building	1,122,862	14,946
Rent	79,243,749	53,910,797
Rates and taxes, excluding taxes on income	736,464	9,698
Repairs to plant and machinery	1,702,579	1,796,210
Computer maintenance	4,239,067	370,947
Consumables	1,344,587	1,082,084
Insurance charges	626,012	960,358
Marketing expenses	1,174,243	71,826
Commission charges	-	217
Printing and Stationery	1,024,787	587,694
Professional membership and seminar participation fees	91,797	161,914
Postage and courier	402,553	431,044
Provision for post-sales client support and warranties	1,033,624	(161,549)
Freight Charges	-	49,398
Provision for bad and doubtful debts and advances	9,961,448	13,193,850
Books and periodicals	622,034	659,796
Auditor's remuneration		
Statutory audit fees	1,261,310	1,198,076
Bank charges and commission	529,156	421,790
Others	325,700	(304)
	134,600,902	95,953,675

2.17 TAX EXPENSE
------------------

	Year ended Dec	Year ended December 31,	
	2012	2011	
Current tax			
Income taxes	28,128,490	(3,440,269)	
Deferred taxes	12,310,036	(77,613,099)	
	40,438,526	(81,053,368)	

## 2.18 CONTINGENT LIABILITIES AND COMMITMENTS (TO THE EXTENT NOT PROVIDED FOR)

		in ₹
Particulars		As at
	December 31, 2012	December 31, 2011
Commitments:		
Estimated amount of unexecuted capital contracts		
(net of advances and deposits)	20,538,252	30,201,672

## 2.19 QUANTITATIVE DETAILS

The Company is primarily engaged in the development and maintenance of computer software. The production and sale of such software cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

## 2.20 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Holding Company	e of Holding Company Country Holding as		g as at
	·	<b>December 31, 2012</b>	December 31, 2011
Infosys Limited	India	100%	100%
Name of Fellow Subsidiaries			Country
Infosys BPO Limited			India
Infosys Technologies (Australia) Pty. Limited			Australia
Infosys Consulting India Limited.			USA
Infosys Technologies (China) Co. Limited			China
Infosys Technologies (Sweden) AB			Sweden
Infosys Technologies (Shanghai) Co. Limited			China
Infosys Tecnologia do Brasil Ltda			Brazil
Infosys Public Services Inc.			USA
Infosys BPO s. r. o (1)			Czech Republic
Infosys BPO (Poland) Sp Z.o.o (1)			Poland
Infosys Consulting India Limited			India
McCamish Systems LLC <sup>(1)</sup>			USA
Portland Group Pty Ltd <sup>(1)</sup>			Australia
Portland Procurement Services Pty Ltd <sup>(1)</sup>			Australia
Lodestone Holding AG			Switzerland
Lodestone Management Consultants (Canada)	Inc. (2)		Canada
Lodestone Management Consultants Inc. (2)			USA
Lodestone Management Consultants Pty Limite	$ed^{(2)}$		Australia
Lodestone Management Consultants (Asia Paci			Thailand
Lodestone Management Consultants AG <sup>(2)</sup>	,		Switzerland
Lodestone Augmentis AG <sup>(2)</sup>			Switzerland
Hafner Bauer & Ödman GmbH (2)			Switzerland
Lodestone Management Consultants (Belgium)	S.A. <sup>(2)(4)</sup>		Belgium
Lodestone Management Consultants GmbH (2)			Germany
Lodestone Management Consultants Pte Ltd. (2)			Singapore
Lodestone Management Consultants SAS <sup>(2)</sup>			France
Lodestone Management Consultants s.r.o. (2)			Czech Republic
Lodestone Management Consultants GmbH <sup>(2)</sup>			Austria
Lodestone Management Consultants China Co.	, Ltd. <sup>(2)</sup>		China
Lodestone Management Consultants Ltd. (2)			UK
Lodestone Management Consultants B.V. (2)			Netherlands
Lodestone Management Consultants Ltda. (2)(4)			Brazil
Lodestone Management Consultants Sp. z.o.o	2)		Poland
Lodestone Management Consultants Portugal,	•		Portugal
S.C. Lodestone Management Consultants S.R.I	(2)		Romania

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

		ın r	
Particulars	As	As at	
	December 31, 2012	December 31, 2011	
Trade Receivables			
Infosys Limited	8,321,858	(32,060,140)	
Other Receivables			
Infosys Limited	97,253	-	
Trade Payables			
Infosys Limited	940,079	3,873,847	
Other Payables		-	
Infosys Limited	3,245	-	
The details of the related party transactions entered into by the C	Company for the year anded December 21, 2012 and December	or 21 2011 ora or	

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹		
Particulars	Year ended Dece	Year ended December 31,		
	2012	2011		
Capital transactions:				
Financing transactions				
Infosys Limited	99,250,000	-		
Revenue transactions:				
Purchase of services				
Infosys Limited	17,253,042	38,619,133		
Provision for Expenses				
Infosys Limited	10,092	=		
Sale of services				
Infosys Limited	137,596,037	358,171,391		
Infosys BPO Limited	-	11,596,965		

<sup>(1)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(2)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(3)</sup> Under liquidation

<sup>&</sup>lt;sup>(4)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

#### 2.21 SEGMENT REPORTING

The Company's operations predominantly relate to providing end-to-end business solutions thereby enabling clients to enhance business performance, delivered to customers globally operating in various industry segments. Effective quarter ended June 30, 2011, the Company reorganized its business to increase its client focus. Consequent to the internal reorganization there were changes effected in the reportable segments based on the "management approach", as laid down in AS 17, Segment reporting. The Chief Executive Officer evaluates the Company's performance and allocates resources based on an analysis of various performance indicators by industry classes and geographic segmentation of customers. Accordingly, segment information has been presented both along industry classes and geographic segmentation of customers, industry being the primary segment. The accounting principles used in the preparation of the financial statements are consistently applied to record revenue and expenditure in individual segments, and are as set out in the significant accounting policies.

Industry segments for the Company are primarily financial services and insurance (FSI) comprising enterprises providing banking, finance and insurance services, manufacturing enterprises (MFG), enterprises in the energy, utilities and telecommunication services (ECS) and retail, logistics, consumer packaged goods, life sciences and health care enterprises (RCL). Geographic segmentation is based on business sourced from that geographic region and delivered from both on-site and off-shore. North America comprises the United States of America, Canada and Mexico, Europe includes continental Europe (both the east and the west), Ireland and the United Kingdom, and the Rest of the World comprising all other places except those mentioned above and India. Consequent to the above change in the composition of reportable segments, the prior year comparatives have been restated.

Revenue and identifiable operating expenses in relation to segments are categorized based on items that are individually identifiable to that segment. Allocated expenses of segments include expenses incurred for rendering services from the company's offshore software development centers and on-site expenses, which are categorized in relation to the associated turnover of the segment. Certain expenses such as depreciation, which form a significant component of total expenses, are not specifically allocable to specific segments as the underlying assets are used interchangeably. Management believes that it is not practical to provide segment disclosures relating to those costs and expenses, and accordingly these expenses are separately disclosed as "unallocated" and adjusted against the total income of the Company.

Fixed assets used in the Company's business or liabilities contracted have not been identified to any of the reportable segments, as the fixed assets and services are used interchangeably between segments. Accordingly, no disclosure relating to total segment assets and liabilities are made. Geographical information on revenue and industry revenue information is collated based on individual customers invoiced or in relation to which the revenue is otherwise recognized.

**Industry Segments**Year ended December 31, 2012 and December 31, 2011:

Particulars	FSI	MFG	ECS	RCL	<i>in ₹</i> Total
Income from software services and products	733,673,952	194,481,915	8,874,203	667,540,529	1,604,570,599
	511,169,255	171,937,746	5,426,879	456,649,708	1,145,183,588
Identifiable operating expenses	386,030,575	95,117,727	2,644,576	336,279,635	820,072,513
Allocated expenses	322,668,291 274,987,803	83,290,622 72,893,626	2,793,205 3,326,134	241,257,199 250,200,383	650,009,317 601,407,946
Thocated expenses	212,701,952	71,544,784	2,258,171	190,015,896	476,520,803
Segmental operating income	72,655,573 (24,200,988)	26,470,562 17,102,340	2,903,493 375,503	81,060,511 25,376,613	183,090,140 18,653,468
Unallocable expenses	(=1,=11,511)	,,	-,-,-		44,580,722
Other income					42,598,938 (29,282,367)
					32,282,660
Profit before tax				·	109,227,052
					8,337,190
Tax expense					40,438,526
					(81,053,368)
Profit for the period					68,788,526
					89,390,558

# **Geographic Segments**

Year ended December 31, 2012 and December 31, 2011:

					in ₹
Particulars	North America	Europe	India	Rest of the World	Total
Income from software services and products	1,455,279,779	70,753,108	-	78,537,712	1,604,570,599
	968,628,654	36,842,850	-	139,712,084	1,145,183,588
Identifiable operating expenses	763,388,846	27,770,530	-	28,913,137	820,072,513
	569,923,104	16,215,123	-	63,871,090	650,009,317
Allocated expenses	545,452,362	26,518,921	-	29,436,663	601,407,946
	403,054,767	15,330,629	-	58,135,407	476,520,803
Segmental operating income	146,438,571	16,463,657	-	20,187,912	183,090,140
	(4,349,217)	5,297,098	-		18,653,468
Unallocable expenses				_	44,580,722
•					42,598,938
Other income, net					(29,282,367)
					32,282,660
Profit before tax					109,227,052
					8,337,190
Tax expense					40,438,526
					(81,053,368)
Profit for the period					68,788,526
-					89,390,558

# 2.22 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹

Statement of Profit and Loss account for the	Year ended Deco	ember 31,
	2012	2011
Income from software services and products	1,604,570,599	1,145,183,588
Software development expenses	1,226,013,722	935,525,418
GROSS PROFIT	378,556,877	209,658,170
Selling and marketing expenses	23,241,369	22,211,348
General and administration expenses	172,225,369	168,793,354
	195,466,738	191,004,702
OPERATING PROFIT BEFORE DEPRECIATION	183,090,139	18,653,468
Depreciation and amortization	44,580,721	42,598,938
OPERATING PROFIT	138,509,418	(23,945,470)
Other income	(29,282,366)	32,282,660
PROFIT BEFORE TAX	109,227,052	8,337,190
Tax expense:		
Current tax	28,128,490	(3,440,269)
Deferred tax	12,310,036	(77,613,099)
PROFIT FOR THE PERIOD	68,788,526	89,390,558

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath *Partner* Membership No. 202841

Bangalore January 8, 2013 Balashankar Legal representative

## To

# The Members of Infosys Technologies do Brasil Ltda

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Infosys Technologies do Brasil Ltda** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account ('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

# **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31st December 2012;
- 2) In the case of the statement of profit and loss, of the Loss for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956, and;

## For SHENOY & KAMATH

Chartered Accountants

## (M RATHNAKAR KAMATH)

Partner
Membership No. 202841
Firm's Registration. No. 006673S

Bangalore 8<sup>th</sup> January, 2013

# Infosys Tecnologia do Brasil Ltda

Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	1,031,171,561	394,639,561
Reserves and surplus	2.2	(428,578,620)	(279,450,691)
		602,592,941	115,188,870
NON-CURRENT LIABILITIES			
Unsecured Loan		<u> </u>	139,592,652
		=	139,592,652
CURRENT LIABILITIES			
Trade payables	2.3	2,421,051	1,332,186
Other current liabilities	2.4	166,945,553	106,234,142
Short-term provisions	2.5	36,909,801	32,902,085
		206,276,405	140,468,413
		808,869,346	395,249,935
ASSETS			
NON-CURRENT ASSETS			
Fixed assets			
Tangible assets	2.6	44,209,224	19,067,476
Capital work-in-progress		(535)	-
		44,208,689	19,067,476
Long-term loans and advances	2.8	75,745,531	56,405,085
		119,954,220	75,472,561
CURRENT ASSETS			
Trade receivables	2.9	271,549,368	155,334,306
Cash and cash equivalents	2.10	176,788,852	83,597,080
Short-term loans and advances	2.11	240,576,906	80,845,988
		688,915,126	319,777,374
		808,869,346	395,249,935
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

Note: The notes referred to above are an integral part of the Balance Sheet

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Partner

Membership No. 202841

Bangalore January 8, 2013 Puneet Singh Gill Legal Adminstator

		in ₹, excep	t per share data
Statement of Profit and Loss for the	Note	Year ended December 31,	
		2012	2011
Income from software services and products	2.12	1,093,935,933	720,833,618
Other income	2.13	10,906,678	(5,967,289)
Total revenue		1,104,842,611	714,866,329
Expenses			
Employee benefit expenses	2.14	961,254,257	592,552,160
Cost of technical sub-contractors	2.14	6,822,497	(10,595,735)
Travel expenses	2.14	110,679,005	54,114,177
Communication expenses	2.14	32,169,193	22,244,260
Professional charges		52,048,911	24,748,293
Depreciation and amortisation expense	2.6	15,079,775	40,168,576
Other expenses	2.14	49,408,327	81,826,280
Total expenses		1,227,461,965	805,058,011
PROFIT BEFORE INTEREST AND TAX		(122,619,354)	(90,191,682)
Interest expense		1,701,396	4,910,150
PROFIT BEFORE TAX		(124,320,750)	(95,101,832)
Tax expense:			
Current tax	2.15		(823,914)
PROFIT FOR THE PERIOD		(124,320,750)	(94,277,918)
EARNINGS PER EQUITY SHARE			
Shares of 1 BRL par value each			
Basic		(4.55)	(6.48)
Number of shares used in computing earnings per share			
Basic		2,72,97,814	1,45,52,726
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

Note: The notes referred to above are an integral part of the Statement of Profit and Loss.

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath *Partner*Membership No. 202841

Membership No. 202841

Bangalore January 8, 2013 Puneet Singh Gill Legal Adminstator

#### Significant accounting policies and notes on accounts

#### Company overview

Infosys Tecnologia do Brasil Ltda (Infosys Brasil) is a wholly-owned subsidiary of Infosys Limited. The company provides end-to-end business solutions that leverage technology, thereby enabling its clients to enhance business performance. The Company's operations are to provide solutions that span the entire software lifecycle encompassing technical consulting, design, development, re-engineering, maintenance, systems integration, package evaluation and implementation, testing and infrastructure management services. In addition the company also offers Business Process Management Services.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

The financial statements of the Company have been prepared on an accrual basis. Unless otherwise stated, the measurement basis used is historical cost. Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Brazilian real.

#### 1.4 Previous period figures

The previous period's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

### 1.6 Revenue recognition

Revenue is primarily derived from software development and related services. Arrangements with customers for software development and related services are either on a fixed-price, fixed-timeframe or on a time-and-material basis.

Revenue on time-and-material contracts are recognized as the related services are performed and revenue from the end of the last billing to the Balance Sheet date is recognized as unbilled revenues. Revenue from fixed-price and fixed-timeframe contracts, where there is no uncertainty as to measurement or collectability of consideration, is recognized based upon the percentage of completion method. When there is uncertainty as to measurement or ultimate collectability revenue recognition is postponed until such uncertainty is resolved. Cost and earnings in excess of billings are classified as unbilled revenue while billings in excess of cost and earnings is classified as unearned revenue. Provision for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the current estimates.

The Company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the ratable allocation of the discoun / incentive amount to each of the underlying revenue transactions that result in progress by the customer towards earning the discount / incentive. Also, when the level of discount varies with increases in levels of revenue transactions, the Company recognizes the liability based on its estimate of the customer's future purchases. If it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably, then discount is not recognized until the payment is probable and the amount can be estimated reliably. The Company recognizes changes in the estimated amount of obligations for discounts using a cumulative catchup approach. The discounts are passed on to the customer either as direct payments or as a reduction of payments due from the customer

The Company presents revenues net of value-added taxes in its statement of profit and loss

Profit on sale of investments is recorded on transfer of title from the Company and is determined as the difference between the sale price and carrying value of the investment. Lease rentals are recognized ratably on a straight line basis over the lease term. Interest is recognized using the time-proportion method, based on rates implicit in the transaction. Dividend income is recognized when the Company's right to receive dividend is established.

#### 1.7 Provisions and contingent liabilities

A provision is recognized if, as a result of a past event, the Company has a present legal obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by the best estimate of the outflow of economic benefits required to settle the obligation at the reporting date. Where no reliable estimate can be made, a disclosure is made as contingent liability. A disclosure for a contingent liability is also made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation that may but probably will not, require an outflow of resources is remote, no provision or disclosure is made.

#### 1.8 Post-sales client support and warranties

The Company provides its clients with a fixed-period warranty for corrections of errors and telephone support on all its fixed-price, fixed-timeframe contracts. Costs associated with such support services are accrued at the time when related revenues are recorded and included in cost of sales. The Company estimates such costs based on historical experience and the estimates are reviewed annually for any material changes in assumptions.

#### 1.9 Onerous contracts

Provisions for onerous contracts are recognized when the expected benefits to be derived by the Company from a contract are lower than the unavoidable costs of meeting the future obligations under the contract. The provision is measured at lower of the expected cost of terminating the contract and the expected net cost of fulfilling the contract.

### 1.10 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises of the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

### 1.11 Depreciation and amortization

Depreciation on fixed assets is provided on the straight-line method over the useful lives of assets estimated by the Management. Depreciation for assets purchased / sold during a period is proportionately charged. Individual low cost assets (acquired for₹5,000/- or less) are depreciated over a period of one year from the date of acquisition. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use. The Management estimates the useful lives for the other fixed assets as follows:

Buildings	15 years
Plant and machinery	5 years
Office equipment	5 years
Computer equipment	2-5 years
Furniture and fixtures	5 years
Vehicles	5 years

Depreciation methods, useful lives and residual values are reviewed at each reporting date.

### 1.12 Retirement benefits to employees

## Compensated absences

The employees of the Company are entitled to compensated absences which are both accumulating and non-accumulating in nature. The expected cost of accumulating compensated absences is determined by actuarial valuation based on the additional amount expected to be paid as a result of the unused entitlement that has accumulated at the Balance Sheet date. Expense on non-accumulating compensated absences is recognized in the period in which the absences occur.

#### 1.13 Foreign currency transactions

Foreign-currency denominated monetary assets and liabilities are translated at exchange rates in effect at the Balance Sheet date. The gains or losses resulting from such translations are included in the Statement of profit and loss. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at fair value are translated at the exchange rate prevalent at the date when the fair value was determined. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of transaction.

Revenue, expense and cash-flow items denominated in foreign currencies are translated using the exchange rate in effect on the date of the transaction. Transaction gains or losses realized upon settlement of foreign currency transactions are included in determining net profit for the period in which the transaction is settled.

#### 1.14 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. Minimum alternate tax (MAT) paid in accordance with the tax laws, which gives rise to future economic benefits in the form of tax credit against future income tax liability, is recognized as an asset in the Balance Sheet if there is convincing evidence that the Company will pay normal tax after the tax holiday period and the resultant asset can be measured reliably. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority. Tax benefits of deductions earned on exercise of employee share options in excess of compensation charged to statement of profit and loss are credited to the share premium account.

### 1.15 Earnings per share

Basic earnings per share is computed by dividing the net profit after tax by the weighted average number of equity shares outstanding during the period. Diluted earnings per share is computed by dividing the profit after tax by the weighted average number of equity shares considered for deriving basic earnings per share and also the weighted average number of equity shares that could have been issued upon conversion of all dilutive potential equity shares. The diluted potential equity shares are adjusted for the proceeds receivable had the shares been actually issued at fair value which is the average market value of the outstanding shares. Dilutive potential equity shares are deemed converted as of the beginning of the period, unless issued at a later date. Dilutive potential equity shares are determined independently for each period presented.

The number of shares and potentially dilutive equity shares are adjusted retrospectively for all periods presented for any share splits and bonus shares issues including for changes effected prior to the approval of the financial statements by the Board of Directors.

### 1.16 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks and corporations.

#### 1.17 Leases

Lease payments under operating leases are recognized as an expense on a straight-line basis in the Profit and Loss account over the lease term.

#### 1.18 Government grants

The Company recognizes government grants only when there is reasonable assurance that the conditions attached to them shall be complied with, and the grants will be received. Government grants related to depreciable assets are treated as deferred income and are recognized in the statement of profit and loss on a systematic and rational basis over the useful life of the asset. Government grants related to revenue are recognized on a systematic basis in the statement of profit and loss over the periods necessary to match them with the related costs which they are intended to compensate.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

in ₹, except per share data

	ın x	, except per snare aaia		
Particulars	As	As at		
	<b>December 31, 2012</b>	December 31, 2011		
Authorized				
Shares of 1 BRL par value				
4,00,00,000 (1,50,00,000) shares	1,088,465,663	395,680,063		
Issued, Subscribed and Paid-Up				
Shares of 1 BRL par value	1,031,171,561	394,639,561		
3,80,00,000 (1,50,00,000) equity shares fully paid-up				
	1,031,171,561	394,639,561		

The reconciliation of the number of shares outstanding and the amount of share capital as at December 31, 2012 and December 31, 2011 is set out below:

in `except share data

Particulars	As at Decembe	r 31, 2012	As at December 31, 2011	
	Number of shares	Amount	Number of shares	Amount
Number of shares at the beginning	1,50,00,000	394,639,561	1,45,16,997	38,08,69,146
Add: Shares issued during the year	23,000,000	636,532,000	483,003	13,770,415
Number of shares at the end	3,80,00,000	1,031,171,561	1,50,00,000	394,639,561

## 2.2 RESERVES AND SURPLUS

in ₹

Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Currency Translation	(8,082,175)	16,725,004		
Surplus / (Deficit) - Opening Balance	(296,175,695)	(201,897,777)		
Add: Net profit/(loss) after tax transferred from Statement of Profit and Loss	(124,320,750)	(94,277,918)		
Surplus / (Deficit)- Closing Balance	(420,496,445)	(296,175,695)		
	(428,578,620)	(279,450,691)		

# 2.3 TRADE PAYABLES

Particulars	A	in ₹
	December 31, 2012	December 31, 2011
Trade payables (1)	2,421,051	1,332,186
	2,421,051	1,332,186
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.17)	211,577	1,339,399

## 2.4 OTHER CURRENT LIABILITIES

in ₹

Particulars	As	at
	December 31, 2012	December 31, 2011
Accrued salaries and benefits		
Salaries and benefits	965,319	739,910
Bonus and incentives	35,537,722	11,378,899
Other liabilities		
Provision for expenses	21,934,834	12,401,493
Withholding and other taxes payable	73,762,745	56,961,172
Other payables (1)	506	616,580
Unearned revenue	34,744,427	24,136,088
	166,945,553	106,234,142
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.17)	500	214,143

# 2.5 SHORT-TERM PROVISIONS

in ₹

Particulars	As	As at			
	December 31, 2012	December 31, 2011			
Provision for employee benefits					
Unavailed leave	36,909,801	32,902,085			
	36,909,801	32,902,085			

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# 2.6 FIXED ASSETS

in ₹

		Origin	Original cost Depreciation and amortization Net book value		Depreciation and amortization			k value		
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions	As at	As at	As at
r ai ucuiai s	Jan 1,	during the period	Retirement during	December 31,	Jan 1,	period	idjustments during	December 31,	December 31,	December 31,
	2012		the period	2012	2012		the period	2012	2012	2011
Tangible assets :										
Plant and equipment	14,110,223	6,368,960	-	20,479,183	9,294,128	3,634,285	633,098	12,295,315	8,183,868	4,816,095
Office equipment	788,378	3,977	-	792,355	175,960	153,653	14,215	315,398	476,957	612,418
Computer equipment	58,836,117	8,876,876	78,857	67,634,136	56,145,242	6,018,271	3,642,521	58,520,992	9,113,144	2,690,875
Furniture and fixtures	47,396,835	18,464,383	-	65,861,218	36,448,747	5,273,566	2,296,351	39,425,963	26,435,255	10,948,088
Total	121,131,553	33,714,196	78,857	154,766,892	102,064,077	15,079,775	6,586,185	110,557,668	44,209,224	19,067,476
Previous year	111,817,304	9,314,249	-	121,131,553	57,823,746	40,168,576	(4,071,755)	102,064,077	19,067,476	-

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## 2.7 LEASES

## Obligations on long-term, non-cancelable operating leases

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹
Particulars	Year ended I	December 31,
	2012	2011
Lease rentals recognized during the period	23,486,957	21,553,824
		in ₹
	As	at
Lease obligations payable	December 31, 2012	December 31, 2011
Within one year of the balance sheet date	26,607,689	22,912,272
Due in a period between one year and five years	39,770,535	11,212,851
Due after five years	_	-

The operating lease arrangements, are renewable on a periodic basis and extend upto a maximum of three years from their respective dates of inception and relates to rented premises. Some of these lease agreements have price escalation clauses.

## 2.8 LONG-TERM LOANS AND ADVANCES

		in ₹		
Particulars	As at			
	December 31, 2012	December 31, 2011		
Unsecured, considered good				
Other loans and advances				
Advance income taxes	75,745,531	56,405,085		
	75,745,531	56,405,085		
2.9 TRADE RECEIVABLES				
		in ₹		
Particulars	As a	ıt		
	December 31, 2012	December 31, 2011		
Debts outstanding for a period exceeding six months				

Particulars	As a	nt
_	December 31, 2012	December 31, 2011
Debts outstanding for a period exceeding six months		
Unsecured		
Considered doubtful	28,530,984	29,073,381
Less: Provision for doubtful debts	28,530,984	29,073,381
Other debts Unsecured	-	-
Considered good $^{(I)}$	271,549,368	155,334,306
Considered doubtful		2,358,451
	271,549,368	157,692,757
Less: Provision for doubtful debts	<u> </u>	2,358,451
	271,549,368	155,334,306
	271,549,368	155,334,306
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.17)	11,596,446	3,261,573

## Provision for doubtful debts

Periodically, the Company evaluates all customer dues to the Company for collectability. The need for provisions is assessed based on various factors including collectability of specific dues, risk perceptions of the industry in which the customer operates, general economic factors, which could affect the customer's ability to settle. The Company normally provides for debtor dues outstanding for six months or longer from the invoice date, as at the Balance Sheet date. The Company pursues the recovery of the dues, in part or full.

## 2.10 CASH AND CASH EQUIVALENTS

		in ₹		
Particulars	As at			
	December 31, 2012	December 31, 2011		
Cash on hand	-	-		
Balances with banks				
In current and deposit accounts	176,788,852	83,597,080		
	176,788,852	83,597,080		
The details of balances as on Balance Sheet dates with banks are as follows:				
		in ₹		
Particulars	As at			
	December 31, 2012	December 31, 2011		
In current accounts				
Citibank SA	41,048,752	83,597,080		
	41,048,752	83,597,080		
In deposit accounts	· -			
Citibank SA	135,740,100	-		
	135,740,100	-		
Total cash and cash equivalents as per Balance Sheet	176,788,852	83,597,080		

# 2.11 SHORT-TERM LOANS AND ADVANCES

		in ₹	
Particulars	As at		
	December 31, 2012	December 31, 2011	
Unsecured, considered good			
Others Advances			
Prepaid expenses	67,504	249,035	
For supply of goods and rendering of services Withholding and other taxes receivable Others (1)	8,089,238 11,672,302 5,510,039 25,339,083	1,456,991 31,071,978 5,360,219 38,138,223	
Unbilled revenues Interest accrued but not due Loans and advances to employees Salary advances Rental deposits	214,558,656 583,363 10,172 85,632	41,351,257 - 1,265,276 91,232	
	240,576,906	80,845,988	
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.17)	500	-	

# 2.12 INCOME FROM SOFTWARE SERVICES AND PRODUCTS

		in ₹
Particulars	Year ended De	
	2012	2011
Income from software services	1,093,935,933	720,833,618
	1,093,935,933	720,833,618
2.13 OTHER INCOME		, 3
Particulars	Year ended De	in ₹
1 III Welling	2012	2011
Interest received on deposits with banks and others	5,582,702	3,453,564
Miscellaneous income, net	363,762	-
Gains / (losses) on foreign currency, net	4,960,214	(9,420,853)
2.14 EXPENSES	10,906,678	(5,967,289)
2.14 EXPENSES		in ₹
Particulars	Year ended De	cember 31,
	2012	2011
Employee benefit expenses  Salaries and bonus including overseas staff expenses	954,761,931	589,068,627
Contribution to provident and other funds	934,/01,931	11,770
Staff welfare	6,492,326	3,471,763
	961,254,257	592,552,160
Cost of technical sub-contractors	6 000 407	(10.505.725)
Technical sub-contractors - subsidiaries Technical sub-contractors - others	6,822,497	(10,595,735)
reclinical sub-confidences - others	6,822,497	(10,595,735)
Travel expenses	0,022,471	(10,373,733)
Overseas travel expenses	88,992,381	47,792,217
Traveling and conveyance	21,686,624	6,321,960
Communication expenses	110,679,005	54,114,177
Telephone charges	21,380,484	15,003,146
Communication expenses	10,788,709	7,241,114
	32,169,193	22,244,260
Other expenses		7 7
Office maintenance	20,888,256	16,050,412
Power and fuel	831,060	605,799
Brand building	370,942	194,209
Rent	23,486,957	21,553,824
Rates and taxes, excluding taxes on income Repairs to plant and machinery	732,249 2,722	8,508,778 10,815
Computer maintenance	702,892	850,480
Consumables	1,894,562	826,390
Insurance charges	307,178	691,462
Marketing expenses	803,069	25,511
Printing and Stationery	164,640	1,148,500
Postage and courier	1,139,832	841,342
Provision for post-sales client support and warranties	220,703	´ -
Freight Charges	13,068	2,191
Provision for bad and doubtful debts and advances	(2,287,545)	30,421,484
Books and periodicals	7,225	712
Bank charges and commission	130,632	93,501
Others	(115)	870
2.15 TAX EXPENSE	49,408,327	81,826,280
		in ₹
	Year ended De	cember 31, 2011
Current tax	2012	2011
Income taxes	<del>_</del>	(823,914)
		(823,914)

# 2.16 QUANTITATIVE DETAILS

The Company is primarily engaged in the development and maintenance of computer software. The production and sale of such software cannot be expressed in any generic unit. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

## 2.17 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Holding Company	Holding	Holding as at		
	December 31, 2012	December 31, 2011		
Infosys Limited	100%	100%		
Name of Fellow subsidiaries	C	Country		
Infosys BPO	Iı	ndia		
Infosys Australia	Α	ustralia		
Infosys Consulting Inc.	Ū	JSA		
Infosys Mexico	N	1exico		
Infosys Sweden	S	weden		
Infosys Shanghai	C	China		
Infosys China	C	China		
Infosys Public Services, Inc.	U	JSA		
Lodestone Holding AG	S	witzerland		
Infosys BPO s. r. o (1)	C	zech Republic		
Infosys BPO (Poland) Sp Z.o.o (1)	P	oland		
Infosys Consulting India Limited	Iı	ndia		
McCamish Systems LLC <sup>(1)</sup>	U	JSA		
Portland Group Pty Ltd <sup>(I)</sup>	Α	ustralia		
Portland Procurement Services Pty Ltd <sup>(1)</sup>	Α	ustralia		
Lodestone Management Consultants (Canada) Inc. (2)	C	Canada		
Lodestone Management Consultants Inc. (2)	U	JSA		
Lodestone Management Consultants Pty Limited <sup>(2)</sup>	A	ustralia		
Lodestone Management Consultants (Asia Pacific) Limited <sup>(2)(3)</sup>	T	hailand		
Lodestone Management Consultants AG <sup>(2)</sup>	S	witzerland		
Lodestone Augmentis AG <sup>(2)</sup>	S	witzerland		
Hafner Bauer & Ödman GmbH (2)	S	witzerland		
Lodestone Management Consultants (Belgium) S.A. (2)(4)	В	Selgium		
Lodestone Management Consultants GmbH (2)	C	Germany		
Lodestone Management Consultants Pte Ltd. (2)	S	ingapore		
Lodestone Management Consultants SAS <sup>(2)</sup>	F	rance		
Lodestone Management Consultants s.r.o. (2)	C	zech Republic		
Lodestone Management Consultants GmbH <sup>(2)</sup>	Α	ustria		
Lodestone Management Consultants China Co., Ltd. (2)	C	China		
Lodestone Management Consultants Ltd. (2)	U	JΚ		
Lodestone Management Consultants B.V. (2)	N	letherlands		
Lodestone Management Consultants Ltda. (2)(4)		razil		
Lodestone Management Consultants Sp. z.o.o (2)	P	oland		
Lodestone Management Consultants Portugal, Unipessoal, Lda. (2)	P	ortugal		
S.C. Lodestone Management Consultants S.R.L. <sup>(2)</sup>		Lomania		

<sup>(1)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(2)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(3)</sup> Under liquidation

<sup>(4)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

	•	in ₹		
Particulars	As at			
	<b>December 31, 2012</b>	December 31, 2011		
Short-term Loans and Advances				
Infosys Ltd	500	-		
Unsecured Loans				
Infosys Limited	-	139,592,652		
Trade Receivables				
Infosys Limited	11,596,446	3,261,573		
Trade Payables				
Infosys Limited	211,577	1,339,399		
Other Current Liabilities				
Infosys Limited	500	-		

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹		
Particulars	Year ended December 31,			
	2012	2011		
Capital transactions:				
Financing transactions				
Infosys Limited	636,532,000	13,770,416		
Loans				
Infosys Limited	(139,592,652)	139,592,652		
Revenue transactions:				
Purchase of services				
Infosys Limited	6,822,496	8,655,377		
Interest expense				
Infosys Limited	1,701,396	4,910,150		
Sale of services				
Infosys Limited	16,432,168	16,811,014		

#### 2.18 SEGMENT REPORTING

The Company's operations predominantly relate to providing end-to-end business solutions thereby enabling clients to enhance business performance, delivered to customers globally operating in various industry segments. Effective quarter ended June 30,2011, the Company reorganized its business to increase its client focus. Consequent to the internal reorganization there were changes effected in the reportable segments based on the 'management approach', as laid down in AS-17, Segment reporting. The Chief Executive Officer evaluates the Company's performance and allocates resources based on an analysis of various performance indicators by industry classes and geographic segmentation of customers. Accordingly, segment information has been presented both along industry classes and geographic segmentation of customers, industry being the primary segment. The accounting principles used in the preparation of the financial statements are consistently applied to record revenue and expenditure in individual segments, and are as set out in the significant accounting policies.

Industry segments for the Company are primarily financial services and insurance (FSI) comprising enterprises providing banking, finance and insurance services, manufacturing enterprises (MFG), enterprises in the energy, utilities and telecommunication services (ECS) and retail, logistics, consumer packaged goods, life sciences and health care enterprises (RCL). Geographic segmentation is based on business sourced from that geographic region and delivered from both on-site and off-shore. North America comprises the United States of America, Canada and Mexico, Europe includes continental Europe (both the east and the west), Ireland and the United Kingdom, and the Rest of the World comprising all other places except those mentioned above and India. Consequent to the above change in the composition of reportable segments, the prior year comparatives have been restated.

Revenue and identifiable operating expenses in relation to segments are categorized based on items that are individually identifiable to that segment. Allocated expenses of segments include expenses incurred for rendering services from the company's offshore software development centers and onsite expenses, which are categorized in relation to the associated turnover of the segment. Certain expenses such as depreciation, which form a significant component of total expenses, are not specifically allocable to specific segments as the underlying assets are used interchangeably. Management believes that it is not practical to provide segment disclosures relating to those costs and expenses, and accordingly these expenses are separately disclosed as "unallocated" and adjusted against the total income of the Company.

Fixed assets used in the Company's business or liabilities contracted have not been identified to any of the reportable segments, as the fixed assets and services are used interchangeably between segments. Accordingly, no disclosure relating to total segment assets and liabilities are made. Geographical information on revenue and industry revenue information is collated based on individual customers invoiced or in relation to which the revenue is otherwise recognized.

# Industry Segments Year ended December 31, 2012 and December 31, 2011:

					in ₹
Particulars	FSI	MFG	ECS	RCL	Total
Income from software services and products	1,709,329	798,204,269	15,561,245	278,461,089	1,093,935,933
	-	443,392,003	5,028,696	272,412,919	720,833,618
Identifiable operating expenses	2,176,928	495,950,975	10,328,094	240,661,432	749,117,429
	-	173,546,580	1,971,269	239,507,573	415,025,422
Allocated expenses	723,874	338,027,026	6,589,944	117,923,917	463,264,761
		215,204,872	2,440,729	132,218,412	349,864,013
Segmental operating income	(1,191,473)	(35,773,731)	(1,356,793)	(80,124,260)	(118,446,257)
	-	54,640,551	616,698	(99,313,066)	(44,055,817)
Unallocable expenses					16,781,171
					45,078,726
Other income					10,906,678
					(5,967,289)
Profit before tax				_	(124,320,750)
					(95,101,832)
Tax expense				_	-
				_	(823,914)
Profit for the period					(124,320,750)
					(94,277,918)

# **Geographic Segments**

Year ended December 31, 2012 and December 31, 2011:

					in ₹
Particulars	North America	Europe	India	Rest of the World	Total
Income from software services and products	164,828,480	264,936,908	-	664,170,546	1,093,935,933
Identifiable operating expenses	73,211,469 82,993,204 57,654,074	137,431,999 187,263,347 106,110,291	- - -	510,190,150 478,860,879 251,261,057	720,833,618 749,117,429 415,025,422
Allocated expenses	69,802,284	112,196,637	-	281,265,840	463,264,761
	35,533,940	66,704,035	-	247,626,038	349,864,013
Segmental operating income	12,032,992	(34,523,077)	-	(95,956,173)	(118,446,257)
Unallocable expenses	(19,976,545)	(35,382,327) _	-	_ 11,303,055	(44,055,817) 16,781,171 45,078,726
Other income, net					10,906,678 (5,967,289)
Profit before tax				_	(124,320,750) (95,101,832)
Tax expense				_	-
Profit for the period				_	(823,914) (124,320,750)
					(94,277,918)

## 2.19 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹ Year ended December 31, Statement of Profit and Loss account for the 2012 2011 Income from software services and products 1,093,935,933 720,833,618 Software development expenses 1,009,182,611 582,418,063 GROSS PROFIT 84,753,322 138,415,555 Selling and marketing expenses 37,657,495 16,224,976 General and administration expenses 165,542,084 166,246,396 203,199,579 182,471,372 OPERATING PROFIT BEFORE INTEREST & DEPRECIATION (118,446,257)(44,055,817)Interest 1,701,396 4,910,150 Depreciation and amortization 15,079,775 40,168,576 OPERATING PROFIT (135,227,428) (89,134,543) 10,906,678 (5,967,289) Other income (95,101,832) PROFIT BEFORE TAX (124, 320, 750)Tax expense: Current tax (823,914)PROFIT FOR THE PERIOD (124, 320, 750)(94,277,918)

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath *Partner* Membership No. 202841

Bangalore January 8, 2013 Puneet Singh Gill Legal Adminstator

## To

# The Members of Lodestone Holding AG

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Holding AG** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the *Profit* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

Chartered Accountants

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# **Lodestone Holding AG**

			in ₹
Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS	2.1	200 247 500	200 247 500
Share capital	2.1	300,347,500	300,347,500
Reserves and surplus	2.2	720,857,477	424,737,163
CANDED AND A DAY ATTACK		1,021,204,977	725,084,663
CURRENT LIABILITIES	2.12.6.2.15	1 204 754 221	
Unsecured Loans	2.13 & 2.15	1,204,754,231	-
Trade payables	2.3	-	571,018
Other current liabilities	2.4	420,420	4,284,236
Short-term provisions	2.5	4,670,452	3,038,559
		1,209,845,103	7,893,813
	_	2,231,050,080	732,978,476
ASSETS	=		<u> </u>
NON-CURRENT ASSETS			
Non-current investments		404 520 219	369,243,779
Long-term loans and advances	2.6	404,539,318 1,123,813	770,593
Long-term rouns and advances		405,663,131	370,014,372
		403,003,131	370,014,372
CURRENT ASSETS			
Cash and cash equivalents	2.7	93,904,689	31,708
Short-term loans and advances	2.8	1,731,482,260	362,932,396
		1,825,386,949	362,964,104
	=	2,231,050,080	732,978,476
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		
As per our report attached			
for Shenoy & Kamath Chartered Accountants			
Firm's Registration Number:006673S			
1 mm s Registration Plantoch. 5000735			
M. Rathnakar Kamath	BG Srinivas		Ronald Hafner
Partner	Chairperson		Chief Executing Officer
Membership No. 202841			
	Stephen Prati	t	Venkatraman Balakrishnan Director
Bangalore			
January 11, 2013	U.B. Pravin Director	Rao	

# **Lodestone Holding AG**

Statement of Profit and Loss for the	Note	Year ended Dec	ember 31,
	<del>-</del>	2012	2011
Other income	2.9	754,021,776	337,235,717
Total revenue	- -	754,021,776	337,235,717
Expenses			
Professional charges		10,595,874	2,827,365
Other expenses	2.10	50,146,965	6,656,983
Total expenses	<del>-</del>	60,742,839	9,484,348
PROFIT BEFORE INTEREST AND TAX	_	693,278,937	327,751,369
Interest expense	_	24,932,617	1,756,256
PROFIT BEFORE TAX	_	668,346,320	325,995,113
Γax expense:			
Current tax	2.11	1,734,641	1,206,182
PROFIT FOR THE YEAR		666,611,679	324,788,931
EARNINGS PER EQUITY SHARE	_		
A Equity shares of par value CHF 1000 each			
Basic		105,980	51,636
Number of A shares used in computing earnings per share			
Basic		3,350	3,350
B Equity shares of par value CHF 100 each			
Basic		10,598	5,164
Number of B shares used in computing earnings per share			
Basic	=	29,400	29,400
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

M. Rathnakar Kamath Partner

Membership No. 202841

BG Srinivas Ronald Hafner ChairpersonChief Executing Officer

Stephen Pratt Director

Venkatraman Balakrishnan Director

Bangalore January 11, 2013

U.B. Pravin Rao Director

# Significant accounting policies and notes on accounts

#### Company overview

Lodestone Holding AG renders professional management consulting services to domestic and international corporate clients, thereby enabling its clients to enhance business performance. The Company was incorporporated on 17th August 2005 as Lodestone Management Consultants Ltd. and domiciled in Zurich, Switzerland.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Swiss Franc.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

#### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated into CHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.14 Earnings per share

Basic earnings per share is computed by dividing the net profit attributable to the equity holders of the Company by the weighted average number of equity shares outstanding during the period.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

Particulars	As at		
	December 31, 2012	December 31, 2011	
Issued, Subscribed and Paid-Up			
3,350 (3,350) of A equity shares of CHF 1000/- par value & 29,400 (29,400) of B equity shares of CHF 100/- par value	300,347,500	300,347,500	
	300,347,500	300,347,500	

## 2.2 RESERVES AND SURPLUS

		in ₹		
Particulars	As	As at		
	<b>December 31, 2012</b>	December 31, 2011		
Reserve for own share - Opening balance	43,008,658	48,705,000		
Add (Less): Transferred to (from) Surplus	(17,663,666)	(5,696,342)		
	25,344,991	43,008,658		
Currency Translation Reserve	(187,600,758)	(46,136,932)		
Legal reserve - Opening balance	21,064,670	6,026,050		
Add: Transferred from Surplus	12,051,900	15,038,620		
	33,116,570	21,064,670		
Surplus- Opening Balance	406,800,767	240,800,194		
Add: Net profit after tax transferred from Statement of Profit and Loss	666,611,679	324,788,931		
Add: Amount transferred to(from) Reserve for own share	(17,663,666)	(5,696,342)		
Add: Transferred from Thailand subsidiary on liquidation	(17,665,588)	-		
Amount available for appropriation	1,073,410,525	571,285,467		
Appropriations:				
Final dividend	211,361,951	149,446,080		
Amount transferred to legal reserve	12,051,900	15,038,620		
Surplus- Closing Balance	849,996,674	406,800,767		
	720,857,477	424,737,163		

# 2.3 TRADE PAYABLES

		in ₹		
Particulars	As	sat		
	<b>December 31, 2012</b>	December 31, 2011		
Trade payables	-	571,018		
	-	571,018		
2.4 OTHER CURRENT LIABILITIES				
		in ₹		
Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Accrued salaries and benefits				
Other liabilities				
Provision for expenses	420,420	4,284,236		
	420,420	4,284,236		
2.5 SHORT-TERM PROVISIONS				
		in ₹		
Particulars	As at			
	December 31, 201	December 31, 2011		
Provision for Income taxes	4,670,452	3,038,559		
	4,670,452	3,038,559		

# 2.6 LONG-TERM LOANS AND ADVANCES

Particulars	As at		
	December 31, 2012	December 31, 2011	
Other loans and advances	,	<u> </u>	
Advance income taxes	1,123,813	770,593	
	1,123,813	770,593	
2.7 CASH AND CASH EQUIVALENTS		in ₹	
Particulars	As at		
Turivolation	December 31, 2012	December 31, 2011	
Balances with banks		, , , , , , , , , , , , , , , , , , , ,	
In current accounts	93,904,689	31,708	
	93,904,689	31,708	
The details of balances as on Balance Sheet dates with banks are as follows:			
Particulars	As	in ₹	
raruculars	December 31, 2012	December 31, 2011	
In current accounts	December 51, 2012	December 51, 2011	
UBS AG (CHF)	93,498,371	19,675	
UBS AG (EURO)	399,209	12,866	
UBS AG (USD)	7,108	(833)	
	93,904,688	31,708	
Total bank balances	93,904,688	31,708	
2.8 SHORT-TERM LOANS AND ADVANCES		in ₹	
Particulars	As at		
Turner of the control	December 31, 2012	December 31, 2011	
Unsecured, considered good	,	,	
Loans to subsidiary (refer to note 2.13)	1,729,939,515	354,279,960	
Others			
Advances			
Prepaid expenses	-	199,735	
Withholding and other taxes receivable	1,543,487	354,845	
Others	(742)	8,097,856	
	1,731,482,260	362,932,396	

# 2.9 OTHER INCOME

		in ₹
Particulars	Year ended Decembe	
	2012	2011
Interest received on deposits with banks and others	38,147,455	15,418,821
Dividend received from subsidiary	700,566,000	318,840,000
Miscellaneous income, net	17,545,639	1,027,321
Gains / (losses) on foreign currency, net	(2,237,318)	1,949,575
	754,021,776	337,235,717
2.10 EXPENSES		
		in ₹
Particulars	Year ended December	r 31,
	2012	2011
Other expenses		
Auditor's remuneration		
Statutory audit fees	3,328,203	1,388,660
Bank charges and commission	154,161	72,341
Others	46,664,601	5,195,982
	50,146,965	6,656,983
2.11 TAX EXPENSE		
		in ₹
	Year ended Decembe	r 31,
	2012	2011
Current tax		
Income taxes	1,734,641	1,206,182
	1,734,641	1,206,182

## 2.12 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

## 2.13 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding as at	
		December 31, 2012	December 31, 2011
Infosys Limited <sup>(1)</sup>	India	100%	0%

 $<sup>^{(1)}</sup>$  Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o <sup>(2)</sup>	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH <sup>(3)</sup>	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

 $<sup>^{(2)}</sup>$  Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

		in ₹	
Particulars	As	As at	
	December 31, 2012	December 31, 2011	
Unsecured Loans			
Infosys Limited	1,204,754,231	-	
Loans and advances to subsidiaries			
Lodestone Management Consultants (Canada) Inc.	1,676,657	-	
Lodestone Management Consultants Inc.	322,694,838	214,850,509	
Lodestone Management Consultants Pty Limited	386,549,803	122,744,447	
Lodestone Management Consultants (Asia Pacific) Limited	· · · -	26,931,208	
Lodestone Management Consultants AG	154,910,903	(289,626,749)	
Lodestone Management Consultants (Belgium) S.A.	62,995,434	<u>-</u>	
Lodestone Management Consultants Pte Ltd.	288,708,687	123,488,076	
Lodestone Management Consultants GmbH Austria	17,330,987	-	
Lodestone Management Consultants Ltd.	154,715,057	68,778,831	
Lodestone Management Consultants B.V.	58,397,689	-	
Lodestone Management Consultants Ltda.	277,516,520	29,288,731	
Lodestone Management Consultants Sp. z.o.o.	-	28,272,850	
S.C. Lodestone Management Consultants S.R.L.	4,442,940	22,851,270	
FX Valuation on above	· · · · · · · · · · · · · · · · · · ·	6.700.787	

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Year ended Dece	ember 31,
	2012	2011
Capital transactions:		
Revenue transactions:		
Dividend Income		
Lodestone Management Consultants AG	700,566,000	318,840,000
Interest Income		
Lodestone Management Consultants Pty Limited	13,606,674	5,187,649
Lodestone Management Consultants Ltda.	6,824,608	230,474
Lodestone Management Consultants Ltd.	3,394,048	1,869,764
Lodestone Management Consultants Sp. z.o.o.	123,608	132,536
S.C. Lodestone Management Consultants S.R.L.	1,009,016	1,016,284
Lodestone Management Consultants Pte Ltd.	5,608,459	2,268,295
Lodestone Management Consultants (Asia Pacific) Limited	427,846	1,200,610
Lodestone Management Consultants Inc.	5,259,821	3,218,123
Lodestone Management Consultants GmbH Austria	279,081	-
Lodestone Management Consultants (Belgium) S.A.	1,028,647	=
Lodestone Management Consultants B.V.	425,443	=
Interest expense		
Infosys Limited	3,546,537	=
Lodestone Management Consultants AG	21,386,080	591,966

# 2.14 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

## 2.15 UNSECURED LOANS

During the year 2012, the company received an amount of ₹1,201,207,694 as unsecured loans from Infosys Limited, at an interest rate of 6.0% per annum for expansion of business operations. The loan is repayable within one year from the date of disbursement at the discretion of the company.

## 2.15 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

Statement of Profit and Loss account for the Year ended December 31, 2011 2012 9,484,348 General and administration expenses 60,742,839 (9,484,348) OPERATING PROFIT BEFORE INTEREST (60,742,839)24,932,617 1,756,256 Interest OPERATING PROFIT (85,675,456) (11,240,604)Other income 754,021,776 337,235,717 PROFIT BEFORE TAX 668,346,320 325,995,113 Tax expense: Current tax 1,734,641 1,206,182 PROFIT FOR THE YEAR 666,611,679 324,788,931

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath

BG Srinivas

Ronald Hafner

Partner

Chairperson

Chief Executing Officer

Membership No. 202841

Stephen Pratt Venkatraman Balakrishnan

Director Director

Bangalore

January 11 , 2013 U.B. Pravin Rao Director

## To

## The Members of Hafner Bauer & Odman GmbH

## **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Hafner Bauer & Odman GmbH** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the *Loss* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;

- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

Chartered Accountants

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# Hafner Bauer & Ödman GmbH

Delever Charles of	NT - 4 -	D	in ₹
Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	2,292,000	2,292,000
Reserves and surplus	2.2	(1,165,263)	(1,229,462)
		1,126,737	1,062,538
ASSETS	<del></del>		
NON-CURRENT ASSETS			
Deferred tax assets	2.3	15,964	9,710
Long-term loans and advances	2.4	727	2,011
		16,691	11,721
CURRENT ASSETS			
Cash and cash equivalents	2.5	1,110,046	1,050,817
		1,110,046	1,050,817
		1,126,737	1,062,538
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		
As per our report attached			
for Shenoy & Kamath			
Chartered Accountants			
Firm's Registration Number:006673S			

Firm's Registration Number:006673S

M. Rathnakar Kamath
Partner

Membership No. 202841

Bangalore January 11, 2013 Ronald Hafner *Partner* 

ner Partner

Jürgen Bauer

Peter Ödman Partner

# Hafner Bauer & Ödman GmbH

Statement of Profit and Loss for the	Note	Year ended Dece	mber 31,
	-	2012	2011
Other income	2.6	646	1,238
Total revenue	-	646	1,238
Expenses			
Other expenses	2.7	4,769	4,410
Total expenses	·	4,769	4,410
PROFIT BEFORE TAX	·	(4,123)	(3,172)
Tax expense:			
Current tax	2.8	4,372	8,343
Deferred tax	2.8	(5,444)	(9,136)
PROFIT FOR THE YEAR	=	(3,051)	(2,379)
EARNINGS PER EQUITY SHARE			
Equity shares of par value CHF 100 each			
Basic		(6)	(5)
Number of shares used in computing earnings per share			
Basic	=	480	480
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached

for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Ronald Hafner Jürgen Bauer
Partner Partner Partner Partner

Membership No. 202841

Bangalore Peter Ödman January 11, 2013 *Partner* 

# Significant accounting policies and notes on accounts

#### Company overview

Hafner Bauer & Ödman GmbH is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

## 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Swiss Franc.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

## 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

## 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

## 1.14 Earnings per share

Basic earnings per share is computed by dividing the net profit attributable to the equity holders of the Company by the weighted average number of equity shares outstanding during the period.

# NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

		in ₹	
Particulars	As	As at	
	December 31, 2012	December 31, 2011	
Issued, Subscribed and Paid-Up			
480 (480) equity shares of CHF 100/- par value	2,292,000	2,292,000	
	2,292,000	2,292,000	

# 2.2 RESERVES AND SURPLUS

ın	7

Particulars	As at		
	December 31, 2012	December 31, 2011	
Currency Translation Reserve	231,745	164,495	
Legal Reserve - Opening balance Add: Transferred from Surplus	6,685	6,685	
	6,685	6,685	
Surplus- Opening Balance	(1,400,642)	(1,398,263)	
Add: Net profit after tax transferred from Statement of Profit and Loss	(3,051)	(2,379)	
Surplus- Closing Balance	(1,403,693)	(1,400,642)	
	(1,165,263)	(1,229,462)	

## 2.3 DEFERRED TAXES

		in ₹	
Particulars	As	As at	
	December 31, 2012	December 31, 2011	
Deferred tax asset			
Accumulated Losses	15,964	9,710	
	15,964	9,710	

# 2.4 LONG-TERM LOANS AND ADVANCES

		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Other loans and advances		
Advance income taxes	727	2,011
	727	2,011
2.5 CASH AND CASH EQUIVALENTS		
		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Cash on hand	-	-
Balances with banks		
In current accounts	1,110,046	1,050,817
	1,110,046	1,050,817
The details of balances as on Balance Sheet dates with banks are as follows:		
Particulars	As at	in ₹
Particulars	December 31, 2012	December 31, 2011
In current accounts	December 31, 2012	December 31, 2011
UBS AG (CHF)	1,110,046	1,050,817
	1,110,046	1,050,817
Total bank balances	1,110,046	1,050,817

# 2.6 OTHER INCOME

	in ₹
Year ended December 31	L,
2012	2011
646	1,238
646	1,238
	in ₹
Year ended December 31	
2012	2011
4,769	4,410
4,769	4,410
	in ₹
Year ended December 31	
2012	2011
4,372	8,343
(5,444)	(9,136)
(1,072)	(793)
	2012 646 646  Year ended December 31 2012  4,769 4,769  Year ended December 31 2012  4,372 (5,444)

## 2.9 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

## 2.10 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding as at	
		December 31, 2012	December 31, 2011
Lodestone Holding AG	Switzerland	100%	100%
Name of Ultimate Holding Company			Country
Infosys Limited (1)			India
(1) Holding of Lodestone Holding AG from October 22	, 2012		
Name of Fellow subsidiaries			Country
Infosys BPO (1)			India
Infosys Australia (1)			Australia
Infosys Consulting Inc (1)			USA
Infosys Mexico (1)			Mexico
Infosys Sweden (1)			Sweden
Infosys Shanghai (1)			China
Infosys Brasil (1)			Brazil
Infosys Public Services, Inc. (1)			USA
Infosys Consulting India Limited (1)			India
Infosys BPO s. r. o (2)			Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)			Poland
McCamish Systems LLC (2)			USA
Portland Group Pty Ltd <sup>(2)</sup>			Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>			Australia
Lodestone Management Consultants (Canada) Inc. (3)			Canada
Lodestone Management Consultants Inc. (3)			USA
Lodestone Management Consultants Pty Limited (3)			Australia
Lodestone Management Consultants (Asia Pacific) Lim	nited (3)(4)		Thailand
Lodestone Management Consultants AG (3)			Switzerland
Lodestone Augmentis AG (3)			Switzerland
Hafner Bauer & Ödman GmbH (3)			Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(	(5)		Belgium
Lodestone Management Consultants GmbH (3)			Germany
Lodestone Management Consultants Pte Ltd. (3)			Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>			Singapore
Lodestone Management Consultants SAS (3)			France
Lodestone Management Consultants s.r.o. (3)			Czech Republic
Lodestone Management Consultants GmbH (3)			Austria
Lodestone Management Consultants China Co., Ltd. (3)			China
Lodestone Management Consultants Ltd. (3)			UK
Lodestone Management Consultants B.V. (3)			Netherlands
Lodestone Management Consultants Ltda. (3)(5)			Brazil
Lodestone Management Consultants Sp. z.o.o. (3)			Poland
Lodestone Management Consultants Portugal, Unipesso	oal, Lda. (3)		Portugal
S.C. Lodestone Management Consultants S.R.L. (3)			Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

## 2.11 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

## 2.12 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

		in ₹
Statement of Profit and Loss account for the	Year ended December	er 31,
	2012	2011
General and administration expenses	4,769	4,410
OPERATING PROFIT	(4,769)	(4,410)
Other income	646	1,238
PROFIT BEFORE TAX	(4,123)	(3,172)
Tax expense:		
Current tax	4,372	8,343
Deferred tax	(5,444)	(9,136)
PROFIT FOR THE YEAR	(3,051)	(2,379)

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath Ronald Hafner Jürgen Bauer Partner Partner Partner Membership No. 202841 Peter Ödman Bangalore January 11, 2013 Partner

## To

## The Members of Lodestone Augmentis AG

## **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Augmentis AG** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the *Profit* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

**Chartered Accountants** 

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# **Lodestone Augmentis AG**

	•••		in ₹
Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	4,775,000	4,775,000
Reserves and surplus	2.2	3,487,480	260,096
		8,262,480	5,035,096
CURRENT LIABILITIES			
Trade payables	2.3	(5,342,558)	3,520,778
Other current liabilities	2.4	5,365,569	6,443,960
Short-term provisions	2.5	1,021,811	(116,998)
		1,044,822	9,847,740
	<u> </u>	9,307,302	14,882,836
ASSETS			
NON-CURRENT ASSETS			
Long-term loans and advances	2.6	276	76
		276	76
CURRENT ASSETS			
Trade receivables	2.7	5,630,805	14,085,952
Cash and cash equivalents	2.8	3,614,671	126,070
Short-term loans and advances	2.9	61,550	670,738
		9,307,026	14,882,760
		9,307,302	14,882,836
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath	Ronald Hafner	Rolf Schläpfer	Andrea Bertschinger
Partner	Chief Executing Officer	Chief Financial Officer	Head of Finance

Membership No. 202841

Bangalore Yvonne Felice Fernandez Monika Fehr

January 11, 2013 Chief Human Relations Offices Global Mobility Manager

# **Lodestone Augmentis AG**

			in ₹
Statement of Profit and Loss for the	Note	Year ended Decemb	ber 31,
		2012	2011
Income from Consultancy services	2.10	24,445,971	13,252,966
Other income	2.11	(34,747)	(7,180)
Total revenue	_	24,411,224	13,245,786
Expenses			
Employee benefit expenses	2.12	18,624,144	10,974,079
Cost of technical sub-contractors	2.12	-	-
Travel expenses	2.12	1,537,068	1,433,294
Cost of software packages and others	2.12	-	-
Communication expenses	2.12	171,546	58,195
Professional charges		243,596	289,595
Other expenses	2.12	146,001	130,147
Total expenses	_	20,722,355	12,885,310
PROFIT BEFORE INTEREST AND TAX		3,688,869	360,476
Interest expense		1,819	454
PROFIT BEFORE TAX	_	3,687,050	360,022
Tax expense:	_		_
Current tax	2.13	916,929	29,517
Deferred tax	2.13	41,704	-
PROFIT FOR THE YEAR		2,728,417	330,505
EARNINGS PER EQUITY SHARE			
Equity shares of par value CHF 100 each			
Basic		2,728	331
Number of shares used in computing earnings per share		,	
Basic		1,000	1,000
	=	,	
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Ronald Hafner Rolf Schläpfer Andrea Bertschinger

Partner Chief Executing Officer Chief Financial Officer Head of Finance

Membership No. 202841

Bangalore Yvonne Felice Fernandez Monika Fehr

January 11 , 2013 Chief Human Relations Officer Global Mobility Manager

# Significant accounting policies and notes on accounts

#### Company overview

Lodestone Augmentis AG is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Swiss Franc.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount.Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.14 Earnings per share

Basic earnings per share is computed by dividing the net profit attributable to the equity holders of the Company by the weighted average number of equity shares outstanding during the period.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

## 2.1 SHARE CAPITAL

		in ₹
Particulars	As	at
	December 31, 2012	December 31, 2011
Issued, Subscribed and Paid-Up		
1000 (1000) equity shares of CHF 100/- par value	4,775,000	4,775,000
	4,775,000	4,775,000

# 2.2 RESERVES AND SURPLUS

Particulars	As	in ₹ sat
	December 31, 2012	December 31, 2011
Currency Translation Reserve	1,243,708	744,741
Surplus- Opening Balance	(484,645)	(815,150)
Add: Net profit after tax transferred from Statement of Profit and Loss	2,728,417	330,505
Surplus- Closing Balance	2,243,772	(484,645)
	3,487,480	260,096

# 2.3 TRADE PAYABLES

Particulars	As	at
	December 31, 2012	December 31, 2011
Trade payables (1)	(5,342,558)	3,520,778
	(5,342,558)	3,520,778
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.15)	(5,127,089)	3,561,727

# 2.4 OTHER CURRENT LIABILITIES

		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Accrued salaries and benefits		,
Bonus and incentives	-	451,840
Other liabilities		
Provision for expenses	591,720	428,441
Withholding and other taxes payable	4,773,849	5,478,399
Other payables		85,280
	5,365,569	6,443,960

## 2.5 SHORT-TERM PROVISIONS

Particulars	As	in ₹ at
	December 31, 2012	December 31, 2011
Provision for employee benefits		
Unavailed leave	-	(116,998)
Provision for Income taxes	1,021,811	-
	1,021,811	(116,998)

# 2.6 LONG-TERM LOANS AND ADVANCES

Particulars	A	s at
	December 31, 2012	December 31, 2011
Advance income taxes	276	76
	276	76
2.7 TRADE RECEIVABLES		in ₹
Particulars	A	s at
	December 31, 2012	December 31, 2011
Other debts	,	<u> </u>
Unsecured		
Considered good <sup>(1)</sup>	5,630,805	14,085,952
Considered doubtful	<del>_</del>	-
	5,630,805	14,085,952
Less: Provision for doubtful debts	-	-
	5,630,805	14,085,952
	5,630,805	14,085,952
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.15)	5,630,805	14,085,952
2.8 CASH AND CASH EQUIVALENTS		
		in ₹
Particulars	A	s at
	December 31, 2012	December 31, 2011
Balances with banks		
In current accounts	3,614,671	126,070
	3,614,671	126,070
The details of balances as on Balance Sheet dates with banks are as follows:		
		in ₹
		4
Particulars	As	at
Particulars	As December 31, 2012	December 31, 2011
Particulars  In current accounts		
In current accounts	December 31, 2012	December 31, 2011
In current accounts UBS AG (CHF)	3,614,671 3,614,671	December 31, 2011  126,070 126,070
In current accounts UBS AG (CHF)	December 31, 2012 3,614,671	December 31, 2011
In current accounts UBS AG (CHF)	3,614,671 3,614,671	December 31, 2011  126,070  126,070  126,070
In current accounts	3,614,671 3,614,671 3,614,671	December 31, 2011  126,070 126,070
In current accounts	3,614,671 3,614,671 3,614,671	December 31, 2011  126,070  126,070  126,070  in ₹
In current accounts	3,614,671 3,614,671 3,614,671	December 31, 2011  126,070  126,070  126,070  in ₹
In current accounts	3,614,671 3,614,671 3,614,671	December 31, 2011  126,070  126,070  126,070  in ₹
In current accounts	3,614,671 3,614,671 3,614,671	December 31, 2011  126,070  126,070  126,070  in ₹
In current accounts	3,614,671 3,614,671 3,614,671	December 31, 2011  126,070  126,070  126,070  in ₹

# 2.10 INCOME FROM CONSULTANCY SERVICES

2.10 INCOME FROM CONSULTANCE SERVICES		in 7
Particulars	Year ended December 31,	
	2012	2011
Income from consultancy services	24,445,971	13,252,966
	24,445,971	13,252,966
2.11 OTHER INCOME		in ₹
Particulars	Year ended December	
	2012	2011
Interest received on deposits with banks and others	800	35,676
Gains / (losses) on foreign currency, net	(35,547)	(42,856)
	(34,747)	(7,180)
2.12 EXPENSES		in ₹
Particulars	Year ended December	_
	2012	2011
Employee benefit expenses		_
Salaries and bonus including overseas staff expenses	18,617,482	17,849,915
Staff welfare	6,662	(6,875,836)
	18,624,144	10,974,079
Travel expenses		, ,
Overseas travel expenses	1,537,068	1,433,294
Traveling and conveyance	, , , <u>-</u>	, , , <u>-</u>
	1,537,068	1,433,294
Communication expenses		, , -
Telephone charges	171,546	58,195
	171,546	58,195
Other expenses		30,173
Rent	104,672	-
Bank charges and commission	12,341	7,654
Others	28,988	122,493
	146,001	130,147
	- 10,000	
2.13 TAX EXPENSE		in ₹
	Year ended December	
	2012	2011
Current tax		
Income taxes	916,929	29,517
Deferred taxes	41,704	-
	958,633	29,517
	,	,

## 2.14 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

## 2.15 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	e of Related Party Country		Holding as at	
·	·	December 31, 2012	December 31, 2011	
Lodestone Holding AG	Switzerland	100%	100%	
Name of Ultimate Holding Company			Country	
Infosys Limited <sup>(1)</sup>		India		

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

		in ?
Particulars	As	at
	December 31, 2012	December 31, 2011
Trade Receivables		
Lodestone Management Consultants AG	5,630,805	10,700,133
Lodestone Management Consultants Ltd.	-	3,385,819
Trade Payables		,
Lodestone Management Consultants AG	(5,196,288)	3,479,485
Lodestone Management Consultants Sp. z.o.o.	15,059	36,693
FX Valuation on above	54,140	45,549
	_	-

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Year ended Decen	nber 31,
	2012	2011
Capital transactions:		
Revenue transactions:		
Sale of shared services including facilities and personnel		
Lodestone Management Consultants AG	24,445,971	10,067,370
Lodestone Management Consultants Ltd.	-	3,185,595

## 2.16 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

## 2.17 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹ Statement of Profit and Loss account for the Year ended December 31, 2011 Income from consultancy services 24,445,971 13,252,966 Cost of Services 20,286,057 12,341,403 GROSS PROFIT 911,563 4,159,914 General and administration expenses 436,298 543,907 543,907 436,298 OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION 3,723,616 367,656 Interest 1,819 454 **OPERATING PROFIT** 3,721,797 367,202 Other income (34,747) (7,180)360,022 PROFIT BEFORE TAX 3,687,050 Tax expense: Current tax 916,929 29,517 Deferred tax 41,704 PROFIT FOR THE YEAR 2,728,417 330,505

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Ronald Hafner Rolf Schläpfer Andrea Bertschinger

Partner Chief Executing Officer Chief Financial Officer Head of Finance

Membership No. 202841

Bangalore Yvonne Felice Fernandez Monika Fehr

January 11, 2013 Chief Human Relations Officer Global Mobility Manager

## To

## The Members of Lodestone Augmentis Ltd,

## **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Augmentis Ltd**, ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account ('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the *Profit* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;

- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

**Chartered Accountants** 

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# Lodestone Augmentis Ltd.

			in ₹
Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	-	1,941,576
Reserves and surplus	2.2	20,252	(3,009,686)
		20,252	(1,068,110)
CURRENT LIABILITIES			
Trade payables	2.4	-	25,273,687
Other current liabilities	2.5	-	25,347,944
Short-term provisions	2.6	-	572,175
		-	51,193,806
	<u> </u>	20,252	50,125,696
ASSETS			
NON-CURRENT ASSETS			
Fixed assets			
Tangible assets	2.7		1,097,486
		-	1,097,486
Deferred tax assets	2.3	<u>-</u> .	636,817
		-	1,734,303
CURRENT ASSETS			
Trade receivables	2.8	-	42,089,246
Cash and cash equivalents	2.9	-	4,553,662
Short-term loans and advances	2.10	20,252	1,748,485
		20,252	48,391,393
	_	20,252	50,125,696
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar KamathPeter ÖdmanRolf SchlapferPartnerDirectorDirector

Membership No. 202841

Bangalore Mark Easton
January 11, 2013 Director

Note

2.11

2.12

2.13

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2.13

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2.13

# Lodestone Augmentis Ltd.

Statement of Profit and Loss for the

Income from Consultancy services

Employee benefit expenses

Communication expenses

PROFIT BEFORE TAX

Professional charges

Cost of technical sub-contractors

Depreciation and amortisation expense

Other income

**Total revenue** 

Travel expenses

Other expenses

**Total expenses** 

Tax expense:

**Expenses** 

	in ₹	
Year ended December 31,		
2012	2011	
32,317,384	112,022,616	
4,544,103	250,645	
36,861,487	112,273,261	
16,322,758	47,555,217	
13,538,734	47,960,361	
573,255	2,617,445	
64,181	-	
6,059,865	16,788,588	
115,371	295,983	

395,309

115,612,903

(3,339,642)

151,797

35,526

36,825,961

Deferred tax	2.14	-	(599,159)
PROFIT FOR THE YEAR		35,526	(2,740,483)
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath	Peter Ödman	Rolf Schlapfer
Partner	Director	Director
Membership No. 202841		

Bangalore Mark Easton January 11, 2013 Director

# Significant accounting policies and notes on accounts

## Company overview

Lodestone Augmentis Ltd. is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

Lodestone Augmentis Ltd. is currently being Liquidated. Accordingly these financial statements have not been prepared on a going concern basis. Instead, these financial statements have been prepared on a liquidation basis. Assets and liabilities are presented as current. Assets have been recorded at their realizable value and liabilities recorded at their known estimated settlement value.

#### 1.3 Reporting currency

The Company's reporting currency is the Singapore Dollar.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

## 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

## 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

Less: Amount trfd to Lodestone Management Consultants Pte Ltd.

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

Amount available for appropriation

Surplus- Closing Balance

		in ₹
Particulars	As	s at
	December 31, 2012	December 31, 2011
Issued, Subscribed and Paid-Up		
50,000 SGD	-	1,941,576
	-	1,941,576
2.2 RESERVES AND SURPLUS		
		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Currency Translation Reserve	(581,034)	(269,203)
Surplus- Opening Balance	(2,740,483)	-
Add: Net profit after tax transferred from Statement of Profit and Loss	35,526	(2,740,483)

(3,306,243)

601,286

601,286

20,252

(2,740,483)

(2,740,483)

(3,009,686)

#### 2.3 DEFERRED TAXES

20 DELEKTED TIMES		in ₹
Particulars	As	s at
	December 31, 2012	December 31, 2011
Deferred tax assets		
Accumulated Losses	-	636,817
	-	636,817
2.4 TRADE PAYABLES		
		in ₹
Particulars	As	s at
	December 31, 2012	December 31, 2011
Trade payables (1)	-	25,273,687
	-	25,273,687
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.16)	=	20,040,355

## 2.5 OTHER CURRENT LIABILITIES

in ₹

Particulars		As at	
	December 31, 2012	December 31, 2011	
Accrued salaries and benefits			
Salaries and benefits	-	6,695	
Bonus and incentives	<u>-</u>	3,202,418	
Other liabilities			
Provision for expenses	<u>-</u>	15,803,676	
Withholding and other taxes payable	<u>-</u>	5,314,626	
Unearned revenue	<u>-</u>	1,020,529	
	-	25,347,944	

## 2.6 SHORT-TERM PROVISIONS

in ₹

Particulars	As at	
	<b>December 31, 2012</b>	December 31, 2011
Provision for employee benefits		
Unavailed leave	<del></del>	572,175
	-	572,175

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## 2.7 FIXED ASSETS

in ₹

		Orig	ginal cost	Depreciation and amortization			Net book value			
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
Faruculars	Jan 1,	during the year	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012		the year	2012	2012		the year	2012	2012	2011
Tangible assets :										
Computer equipment	1,425,132	=	1,425,132	=	327,646	115,371	443,017	=	-	1,097,486
Total	1,425,132	-	1,425,132	-	327,646	115,371	443,017	-	-	1,097,486
Previous year	-	1,425,132	-	1,425,132	-	295,983	(31,663)	327,646	1,097,486	

## 2.8 TRADE RECEIVABLES

Particulars	As at	
<del>-</del>	December 31, 2012	December 31, 2011
Other debts		
Unsecured		
Considered good <sup>(1)</sup>	-	42,089,246
Considered doubtful	<u>-</u>	-
	-	42,089,246
Less: Provision for doubtful debts	<u> </u>	-
<del>-</del>	<u> </u>	42,089,246
<del>-</del>	<u> </u>	42,089,246
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.16)	<del>-</del>	8,353,935
2.9 CASH AND CASH EQUIVALENTS		_
Particulars	As at	in ₹
_	December 31, 2012	December 31, 2011
Balances with banks	200000000000000000000000000000000000000	200000000000000000000000000000000000000
In current accounts	=	4,553,662
	-	4,553,662
The details of balances as on Balance Sheet dates with banks are as follows:		
		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
In current accounts		
Citibank (SGD)	-	4,423,590
Citibank (USD)	<del>-</del> -	130,072
_	<u> </u>	4,553,662
Total bank balances	-	4,553,662
2.10 SHORT-TERM LOANS AND ADVANCES		_
		in ₹
Particulars	As at December 31, 2012	December 31, 2011
Unsecured, considered good	December 31, 2012	December 31, 2011
Others		
Advances		
Prepaid expenses	_	1,748,485
Others	0.001	1,710,100
Outers	9,001	4 = 40 40=
	9,001	1,748,485
Rental deposits	11,251	-
<del>-</del>	20,252	1,748,485

## 2.11 INCOME FROM CONSULTANCY SERVICES

2.11 INCOME PROMICONSULTANCI SERVICES		in 7
Particulars	Year ended December 31,	
I	2012	2011
Income from consultancy services	32,317,384	112,022,616
2.12 OTHER INCOME	32,317,384	112,022,616
2.12 OTHER INCOME		in ₹
Particulars	Year ended December 31,	
Total and the size of an algorithm of the body and advant	2012	2011
Interest received on deposits with banks and others	2,405	2,254
Miscellaneous income, net	4,644,098	-
Gains / (losses) on foreign currency, net	(102,400)	248,391
	4,544,103	250,645
2.13 EXPENSES		in ₹
Particulars	Year ended December 31,	
	2012	2011
Employee benefit expenses		
Salaries and bonus including overseas staff expenses	16,296,055	47,517,206
Staff welfare	26,703	38,011
	16,322,758	47,555,217
Cost of technical sub-contractors		.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Technical sub-contractors - subsidiaries	119,641	_
Technical sub-contractors - others	13,419,093	47,960,361
reclinical sub-confluctors officers	<del></del>	
	13,538,734	47,960,361
Travel expenses		
Overseas travel expenses	573,255	2,617,445
	573,255	2,617,445
Communication expenses		
Telephone charges	64,181	-
	64,181	-
Other expenses		
Repairs to plant and machinery	28,242	-
Insurance charges	29,354	80,662
Marketing expenses	16,996	44,431
Printing and Stationery	9,882	3,755
Postage and courier	4,585	-
Auditor's remuneration		
Statutory audit fees	39,880	110,759
Bank charges and commission	22,858	157,965
Others	<del>_</del>	(2,263)
	151,797	395,309
2.14 TAX EXPENSE		
	V1-1D1 44	in ₹
	Year ended December 31, 2012	2011
Current tax	2012	2011
Deferred taxes	_	(599,159)
	<del></del>	(577,157)

## 2.15 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

## 2.16 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding as at	
	•	December 31, 2012	December 31, 2011
Lodestone Holding AG	Switzerland	100%	100%
Name of Ultimate Holding Company			Country
Infosys Limited <sup>(1)</sup>			India

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Asa	at
	December 31, 2012	December 31, 2011
Trade Receivables		
Lodestone Management Consultants Pte Ltd.	-	8,353,935
Trade Payables		
Lodestone Management Consultants Pte Ltd.		20,040,355

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Year ended Decen	ber 31,
	2012	2011
Capital transactions:		
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Lodestone Management Consultants Pte Ltd.	<del>_</del>	825,088
Sale of services		
Lodestone Management Consultants Pte Ltd.	4,908,311	5,603,973

#### 2.17 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

#### 2.18 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹ Statement of Profit and Loss account for the Year ended December 31 2011 2012 Income from consultancy services 32,317,384 112,022,616 Cost of services 29,211,722 97,522,129 GROSS PROFIT 14,500,487 3,105,662 16,996 Selling and marketing expenses 44,431 General and administration expenses 7,481,872 17,750,360 7,498,868 17,794,791 OPERATING PROFIT BEFORE DEPRECIATION (4,393,206) (3,294,304) Depreciation and amortization 115,371 295,983 OPERATING PROFIT (4,508,577) (3,590,287) Other income 4,544,103 250,645 PROFIT BEFORE TAX 35,526 (3,339,642) Tax expense: Deferred tax (599,159)PROFIT FOR THE YEAR 35,526 (2,740,483)

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath Peter Ödman Rolf Schlapfer
Partner Director Director

Membership No. 202841

Bangalore Mark Easton January 11, 2013 *Director* 

#### To

## The Members of Lodestone Management Consultants (Asia Pacific) Limited

## **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants** (**Asia Pacific**) **Limited** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

#### **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

Attention of the members is invited to Clause No. 1.2 of notes to accounts, which deals with Basis of preparation of financial statements wherein it is stated that the financial statements have not been prepared on a going concern basis;

Subject to the above, in our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the *Loss* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

**Chartered Accountants** 

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# Lodestone Management Consultants (Asia Pacific) Limited

1	n	

<b>Note</b> 2.1	December 31, 2012	December 31, 2011
2.1		
2.1		
	-	4,836,044
2.2	-	(17,751,143)
	-	(12,915,099)
	-	26,926,931
2.3	-	3,591,442
2.4	-	139,033
	-	30,657,406
		17,742,307
2.5	-	78,394
	-	78,394
	-	(5,024,792)
2.6	-	1,938,941
	-	(3,007,457)
2.7	-	18,484,738
2.8	-	3,769
2.9	-	2,261,257
	-	20,749,764
		17,742,307
	2.4 2.5 2.6 2.7 2.8	2.4

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath

Partner

Membership No. 202841

Rolf Schlapfer Director

Mark Easton Director

Bangalore

January 11, 2013

# Lodestone Management Consultants (Asia Pacific) Limited

			in ₹
Statement of Profit and Loss for the	Note	Year ended dece	mber 31,
		2012	2011
Income from Consultancy services	2.10	=	2,035,437
Other income	2.11	11,026,056	(132,930)
Total revenue	-	11,026,056	1,902,507
Expenses			
Employee benefit expenses	2.12	=	7,578,660
Cost of technical sub-contractors	2.12	-	2,428,218
Travel expenses	2.12	-	1,038,224
Communication expenses	2.12	-	144,832
Professional charges		281,939	486,134
Depreciation and amortisation expense	2.5	48,627	294,998
Other expenses	2.12	10,702,918	1,792,286
Total expenses	_	11,033,484	13,763,352
PROFIT BEFORE INTEREST AND TAX	-	(7,428)	(11,860,845)
Interest expense	_	409,083	1,201,063
PROFIT FOR THE YEAR		(416,511)	(13,061,908)
	_	_	
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar KamathRolf SchlapferMark EastonPartnerDirectorDirectorMembership No. 202841One of the control of the contr

Bangalore

January 11, 2013

## Significant accounting policies and notes on accounts

#### Company overview

Lodestone Management Consultants (Asia Pacific) Limited is a majority owned and controlled subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

Lodestone Management Consultants (Asia Pacific) Limited. is currently being Liquidated. Accordingly these financial statements have not been prepared on a going concern basis. Instead, these financial statements have been prepared on a liquidation basis. The Company liquidated on 14th February, 2013.

#### 1.3 Reporting currency

The Company's reporting currency is the Thai Baht.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

#### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

## 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

## 2.1 SHARE CAPITAL

Particulars	As	sat
	<b>December 31, 2012</b>	December 31, 2011
Issued, Subscribed and Paid-Up		
6,000,000 THB	-	4,836,044
	-	4,836,044
2.2 RESERVES AND SURPLUS		
		in ₹
Particulars	A	s at
	December 31, 2012	<b>December 31, 2011</b>
Currency Translation Reserve	(704,716)	(1,206,782)
Surplus- Opening Balance	(16,544,361)	(3,482,453)
Add: Net profit after tax transferred from Statement of Profit and Loss	(416,511)	(13,061,908)
Less: Transfer to Holding Company on liquidation	(17,665,588)	
Surplus- Closing Balance	704,716	(16,544,361)

in ₹

(17,751,143)

## 2.3 TRADE PAYABLES

Particulars	As	As at			
	December 31, 2012	December 31, 2011			
Trade payables (1)		3,591,442			
	-	3,591,442			
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.14)	-	3,591,442			

## 2.4 OTHER CURRENT LIABILITIES

Particulars	A	As at		
	December 31, 2012	December 31, 2011		
Other liabilities				
Provision for expenses	-	110,010		
Withholding and other taxes payable	-	29,023		
	-	139,033		

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## 2.5 FIXED ASSETS

in ₹

		Or	riginal cost			Depreciation	n and amortization		Net boo	ok value
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
1 ai ucuiai s	Jan 1,	during the year	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012		the year	2012	2012		the year	2012	2012	2011
Tangible assets :										
Leasehold Land	882,584	-	882,584	-	810,527	48,073	858,600	-	-	72,057
IT Equipment	79,559	-	79,559	-	79,559	-	79,559	-	-	-
Furniture and fixtures	10,177	=	10,177	-	3,840	554	4,394	=	-	6,337
Total	972,320	-	972,320	-	893,926	48,627	942,553	-	-	78,394
Previous year	3,402,122	690,105	3,119,907	972,320	2,634,492	294,998	(598,928)	893,926	78,394	

## 2.6 LONG-TERM LOANS AND ADVANCES

Particulars	As at		
	December 31, 2012	December 31, 2011	
Other loans and advances	-		
Advance income taxes	<u></u>	1,938,941	
	•	1,938,941	
2.7 TRADE RECEIVABLES		. ж	
Particulars	Δ	in ₹ As at	
Taracana is	December 31, 2012	December 31, 2011	
Other debts Unsecured	200011001 01, 2012	200000000000000000000000000000000000000	
Considered good <sup>(1)</sup>	_	18,484,738	
Considered doubtful	<u>-</u>	10,707,730	
		18,484,738	
Less: Provision for doubtful debts	<del>_</del>		
	-	18,484,738	
	-	18,484,738	
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.14)	-	18,484,738	
2.8 CASH AND CASH EQUIVALENTS			
210 CHAILING CHAILEQUIVIDENTS		in ₹	
Particulars	A	As at	
	December 31, 2012	December 31, 2011	
Cash on hand	-	3,769	
	<u> </u>	3,769	
2.9 SHORT-TERM LOANS AND ADVANCES			
Particulars		in ₹	
raruculars	December 31, 2012	December 31, 2011	
Unsecured, considered good	December 31, 2012	Detelliber 31, 2011	
Others			
Advances			
Withholding and other taxes receivable	-	16,476	
Others	<u> </u>	2,244,781	
		2,261,257	

## 2.10 INCOME FROM CONSULTANCY SERVICES

Particulars	Year ended December 31,	in ?
1 at uculai 5	2012	2011
Income from consultancy services	-	2,035,437
•	-	2,035,437
2.11 OTHER INCOME		in ₹
Particulars	Year ended December 31,	
	2012	2011
Miscellaneous income, net	11,077,685	44
Gains / (losses) on foreign currency, net	(51,629)	(132,974)
	11,026,056	(132,930)
2.12 EXPENSES		in ₹
Particulars	Year ended December 31,	
	2012	2011
Employee benefit expenses		
Salaries and bonus including overseas staff expenses		7,578,660
		7,578,660
Cost of technical sub-contractors		
Technical sub-contractors - subsidiaries	<del>-</del>	2,327,751
Technical sub-contractors - others	-	100,467
	-	2,428,218
Travel expenses		
Overseas travel expenses	-	1,038,224
	-	1,038,224
Communication expenses		
Telephone charges	-	144,832
	-	144,832
Other expenses		,
Office maintenance	-	70,307
Power and fuel	-	50,378
Rent	-	799,820
Rates and taxes, excluding taxes on income	43	913
Insurance charges	<del>-</del>	25,313
Marketing expenses	<u>-</u>	3,434
Printing and Stationery	619	81,217
Professional membership and seminar participation fees	-	7,456
Postage and courier	6,840	13,929
Auditor's remuneration	0,070	13,729
Statutory audit fees	25,789	61,878
Bank charges and commission	5,881	17,834
Others	10,663,746	659,807
	10,702,918	1,792,286

## 2.13 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

## 2.14 RELATED PARTY TRANSACTIONS

		1 . 1	
l ict	ot re	lated	parties:

Name of Related Party	Country	Holding as at		
	-	December 31, 2012	December 31, 2011	
Lodestone Holding AG	Switzerland	100%	100%	
Name of Ultimate Holding Company		Country		
Infosys Limited <sup>(1)</sup>		India		

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

		ın <del>Z</del>
Particulars	As:	at
	December 31, 2012	December 31, 2011
Unsecured Loans		
Lodestone Holding AG	-	26,931,208
Trade Receivables		_
Lodestone Management Consultants Pte Ltd.	-	18,484,738
Trade Payables		
Lodestone Management Consultants Pte Ltd.	-	3,591,442

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		ın ₹
Particulars	Year ended Decen	aber 31,
	2012	2011
Capital transactions:		
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Lodestone Management Consultants Pty Limited	-	52,503
Lodestone Management Consultants Pte Ltd.	<u> </u>	2,275,248
Interest expense		
Lodestone Holding AG	409,083	1,201,063
Sale of shared services including facilities and personnel		
Lodestone Management Consultants Pte Ltd.	-	313,914

## 2.15 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

## 2.16 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

		in ₹
Statement of Profit and Loss account for the	Year ended Decem	ber 31,
	2012	2011
Income from consultancy services	-	2,035,437
Cost of Services	-	10,930,936
GROSS PROFIT	-	(8,895,499)
Selling and marketing expenses	-	3,434
General and administration expenses	10,984,857	2,533,984
	10,984,857	2,537,418
OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION	(10,984,857)	(11,432,917)
Interest	409,083	1,201,063
Depreciation and amortization	48,627	294,998
OPERATING PROFIT	(11,442,567)	(12,928,978)
Other income	11,026,056	(132,930)
PROFIT BEFORE TAX	(416,511)	(13,061,908)
Tax expense:		
Current tax	-	-
PROFIT FOR THE YEAR	(416,511)	(13,061,908)

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath *Partner* Membership No. 202841

Rolf Schlapfer Director Mark Easton Director

Bangalore

January 11, 2013

## To

## The Members of Lodestone Management Consultants (Belgium) S.A.

## **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants** (**Belgium**) **S. A.** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

#### **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

#### **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31st December 2012;
- 2) In the case of the statement of profit and loss, of the Loss for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

**Chartered Accountants** 

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# Lodestone Management Consultants (Belgium) S.A.

			in ₹
Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	34,475,106	4,905,252
Reserves and surplus	2.2	15,913,574	(38,425,333)
		50,388,680	(33,520,081)
CURRENT LIABILITIES			
Unsecured Loans		62,953,715	-
Trade payables	2.4	41,961,374	143,073,295
Other current liabilities	2.5	252,374,386	202,835,988
Short-term provisions	2.6	17,559,800	16,911,683
		374,849,275	362,820,966
		425,237,955	329,300,885
ASSETS NON-CURRENT ASSETS Fixed assets			
Tangible assets	2.7	5,514,119	8,390,474
		5,514,119	8,390,474
Deferred tax assets	2.3	40,879,923	31,442,822
Long-term loans and advances	2.9	4,626	9,005
		46,398,668	39,842,301
CURRENT ASSETS			
Trade receivables	2.10	65,427,393	130,113,778
Cash and cash equivalents	2.11	75,296,844	(1,031,970)
Short-term loans and advances	2.12	238,115,050	160,376,776
		378,839,287	289,458,584
	<u> </u>	425,237,955	329,300,885
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

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M. Rathnakar Kamath *Partner*Membership No. 202841

Bangalore January 11, 2013 Eddy Mertens Partner Wouter van der Meer *Partner* 

# Lodestone Management Consultants (Belgium) S.A.

			in ₹	
Statement of Profit and Loss for the	Note	Year ended December 31,		
	·-	2012	2011	
Income from Consultancy services	2.13	494,177,461	554,877,869	
Other income	2.14	(506,426)	506,369	
Total revenue	- -	493,671,035	555,384,238	
Expenses				
Employee benefit expenses	2.15	333,031,699	345,829,354	
Cost of technical sub-contractors	2.15	98,798,431	135,869,811	
Travel expenses	2.15	45,966,113	62,204,844	
Cost of software packages and others	2.15	-	1,078,815	
Communication expenses	2.15	3,065,388	3,207,785	
Professional charges		14,539,302	10,451,972	
Depreciation and amortisation expense	2.7	3,200,746	4,417,755	
Other expenses	2.15	11,084,803	12,680,168	
Total expenses	-	509,686,482	575,740,504	
PROFIT BEFORE INTEREST AND TAX	-	(16,015,447)	(20,356,266)	
Interest expense		3,266,495	35,409	
PROFIT BEFORE TAX	·	(19,281,942)	(20,391,675)	
Tax expense:	-			
Current tax	2.16	2,806,233	887,144	
Deferred tax	2.16	(6,959,906)	(6,977,964)	
PROFIT FOR THE YEAR	- -	(15,128,269)	(14,300,855)	
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2			
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & Z			

As per our report attached for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath

Partner
Membership No. 202841

Bangalore

January 11, 2013

Eddy Mertens Partner Wouter van der Meer *Partner* 

## Significant accounting policies and notes on accounts

#### Company overview

Lodestone Management Consultants (Belgium) S.A. is a majority - owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company renders professional management consulting services, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Euro.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

#### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

## 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.14 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower.

Lease in which significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

## 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

## 2.1 SHARE CAPITAL

		in ₹
Particulars	As	at
	December 31, 2012	December 31, 2011
Issued, Subscribed and Paid-Up		
62,000 EURO	34,475,106	4,905,252
	34,475,106	4,905,252

## 2.2 RESERVES AND SURPLUS

Particulars	A	in ₹
	December 31, 2012	December 31, 2011
Currency Translation Reserve	67,875,111	(1,592,065)
Legal reserve - Opening balance	159,390	159,390
Add: Transferred from Surplus	169,817	-
	329,207	159,390
Surplus- Opening Balance	(36,992,658)	(22,691,803)
Add: Net profit after tax transferred from Statement of Profit and Loss	(15,128,269)	(14,300,855)
Amount available for appropriation	(52,120,927)	(36,992,658)
Appropriations:		
Amount transferred to Legal Reserve	169,817	-
Surplus- Closing Balance	(52,290,744)	(36,992,658)
	15,913,574	(38,425,333)

#### 2.3 DEFERRED TAXES

		in ₹
Particulars	As	at
	December 31, 2012	December 31, 2011
Deferred tax asset		
Accumulated Losses	40,879,923	31,442,822
	40,879,923	31,442,822

## 2.4 TRADE PAYABLES

Particulars	Δ.	s at
	December 31, 2012	December 31, 2011
Trade payables (1)	41,961,374	143,073,295
	41,961,374	143,073,295
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.18)	7,729,968	129,430,987

## 2.5 OTHER CURRENT LIABILITIES

in ₹

Particulars	As	sat
	December 31, 2012	December 31, 2011
Accrued salaries and benefits		
Salaries and benefits	(69,316)	998,188
Bonus and incentives	26,857,527	15,400,453
Other liabilities		
Provision for expenses	16,268,291	29,653,605
Withholding and other taxes payable	208,388,015	151,817,763
Other payables	929,869	4,983,868
Unearned revenue	-	(17,889)
	252,374,386	202,835,988

## 2.6 SHORT-TERM PROVISIONS

in ₹

Particulars	As	As at			
	December 31, 2012	December 31, 2011			
Provision for employee benefits					
Unavailed leave	17,559,800	16,911,683			
	17,559,800	16,911,683			

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## 2.7 FIXED ASSETS

in ₹

		Ori	ginal cost			Depreciation	and amortization		Net boo	k value
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
raruculars	Jan 1,	during the year	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012		the year	2012	2012		the year	2012	2012	2011
Tangible assets :										
Leasehold Improvements	12,305,387	689,558	-	12,994,945	5,003,740	1,905,848	(1,838,679)	8,748,267	4,246,678	7,301,647
Office equipment	1,069,651	59,940	-	1,129,591	1,096,294	-	26,922	1,069,372	60,219	(26,643)
Computer equipment	2,466,616	138,222	-	2,604,838	1,950,160	-	(99,053)	2,049,213	555,625	516,456
Furniture and fixtures	1,585,962	88,873	-	1,674,835	986,948	-	(36,290)	1,023,238	651,597	599,014
	17,427,616	976,593	-	18,404,209	9,037,142	1,905,848	(1,947,100)	12,890,090	5,514,119	8,390,474
Intangible assets:										
IT software	-	2,353,651	-	2,353,651	-	1,294,898	(1,058,753)	2,353,651	-	-
	-	2,353,651	-	2,353,651	-	1,294,898	(1,058,753)	2,353,651	-	-
Total	17,427,616	3,330,244	-	20,757,860	9,037,142	3,200,746	(3,005,853)	15,243,741	5,514,119	8,390,474
Previous year	14,021,124	7,041,695	3,635,203	17,427,616	3,635,203	4,417,755	(4,619,387)	9,037,142	8,390,474	

## 2.8 LEASES

## $Obligations \ on \ long-term, \ non-cancelable \ operating \ leases$

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹
Particulars	Year ended Dece	mber 31,
	2012	2011
Lease rentals recognized during the period	4,763,520	4,422,780
		in ₹
	As at	
Lease obligations payable	December 31, 2012	December 31, 2011
Within one year of the balance sheet date	4,992,142	4,763,520
Due in a period between one year and five years	19,968,566	24,960,708
Due after five years	13,677	13,677

## 2.9 LONG-TERM LOANS AND ADVANCES

Particulars	As at	in ₹
	December 31, 2012	December 31, 2011
Other loans and advances	4.626	0.005
Advance income taxes	4,626 <b>4,626</b>	9,005 <b>9,005</b>
	4,020	9,005
2.10 TRADE RECEIVABLES		in ₹
Particulars	As at	
Other debts	December 31, 2012	December 31, 2011
Unsecured		
Considered $good^{(I)}$	65,427,393	130,113,778
Considered doubtful		-
Less: Provision for doubtful debts	65,427,393	130,113,778
Less. Provision for doubtful debts	65,427,393	130,113,778
	65,427,393	130,113,778
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.18)	7,829,474	44,749,646
includes dues from notating company and fettow substationles (refer to note 2.16)	1,027,474	77,777,070
2.11 CASH AND CASH EQUIVALENTS		
Don't colore	A = -4	in ₹
Particulars	As at December 31, 2012	December 31, 2011
Balances with banks	December 31, 2012	December 31, 2011
In current accounts	75,296,844	(1,031,970)
	75,296,844	(1,031,970)
The details of balances as on Balance Sheet dates with banks are as follows:		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
In current accounts	15 427 910	(4.041.627)
ING ING	15,427,810 115,653	(4,941,637) 108,137
Landbouwkrediet	59,664,996	3,794,637
ING	3,229	-
Fortis Belfius Bank	83,965 1,191	6,892
Defines Bank	75,296,844	(1,031,971)
Total bank balances	75,296,844	(1,031,971)
2.12 SHORT-TERM LOANS AND ADVANCES		
Particulars	As at	in ₹
i di ticulai 5	December 31, 2012	December 31, 2011
	•	
Unsecured, considered good		
Others		
Others Advances	1 007 902	260.640
Others Advances Prepaid expenses	1,007,803	260,649
Others Advances	1,007,803 216,162,571	142,551,912
Others Advances Prepaid expenses Withholding and other taxes receivable		,
Others Advances Prepaid expenses Withholding and other taxes receivable Others	216,162,571	142,551,912 2,981,559 145,794,120
Others Advances Prepaid expenses Withholding and other taxes receivable	216,162,571	142,551,912 2,981,559

## 2.13 INCOME FROM CONSULTANCY SERVICES

2.13 INCOME PROMICONSULTANCE SERVICES		in ₹
Particulars	Year ended December 31,	
	2012	2011
Income from consultancy services	494,177,461	554,877,869
	494,177,461	554,877,869
2.14 OTHER INCOME		in ₹
Particulars	Year ended Decembe	
	2012	2011
Interest received on deposits with banks and others	4,235	38,772
Miscellaneous income, net	238,232	8,501
Gains / (losses) on foreign currency, net	(748,893)	459,096
	(506,426)	506,369
2.15 EXPENSES		: <i>∓</i>
Particulars	Year ended Decembe	<i>in ₹</i>
	2012	2011
Employee benefit expenses		
Salaries and bonus including overseas staff expenses	331,429,135	341,674,625
Staff welfare	1,602,564	4,154,729
	333,031,699	345,829,354
Cost of technical sub-contractors		
Technical sub-contractors - subsidiaries	56,606,995	125,299,171
Technical sub-contractors - others	42,191,436	10,570,640
	98,798,431	135,869,811
Travel expenses		
Overseas travel expenses	45,966,113	62,204,844
	45,966,113	62,204,844
Cost of software packages and others	,	
For own use	-	1,078,815
	-	1,078,815
Communication expenses		
Telephone charges	3,065,388	3,207,785
	3,065,388	3,207,785

Other expenses		
Office maintenance	1,722,529	1,607,986
Brand building	53,581	2,095,825
Rent	4,763,520	4,422,780
Computer maintenance	22,704	185,152
Insurance charges	1,182,265	661,708
Marketing expenses	1,172,080	1,774,335
Printing and Stationery	262,659	601,307
Postage and courier	190,290	128,047
Advertisements	17,020	237,393
Books and periodicals	91,152	18,480
Auditor's remuneration		
Statutory audit fees	1,137,991	710,567
Bank charges and commission	186,936	220,336
Others	282,076	16,252
	11,084,803	12,680,168

## 2.16 TAX EXPENSE

		in ₹
	Year ended December 31,	
	2012	2011
Current tax		
Income taxes	2,806,233	887,144
Deferred taxes	(6,959,906)	(6,977,964)
	(4,153,673)	(6,090,820)

#### 2.17 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

#### 2.18 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding as at	
		December 31, 2012	December 31, 2011
Lodestone Holding AG	Switzerland	99.90 %	99.90 %
Name of Ultimate Holding Company		Country	
Infosys Limited (1)		India	

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

		ın ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Unsecured Loans		
Lodestone Holding AG	62,953,715	-
Trade Receivables		
Lodestone Management Consultants AG	1,421,677	17,349,376
Lodestone Management Consultants GmbH, Germany	1,122,672	12,240,614
Lodestone Management Consultants Ltd.	4,803,953	604,182
Lodestone Management Consultants Inc.	-	422,928
Lodestone Management Consultants SAS	481,172	14,132,546
Trade Payables		
Lodestone Management Consultants AG	905,691	35,954,564
Lodestone Management Consultants GmbH, Germany	460,555	51,179,361
Lodestone Management Consultants Sp. z.o.o.	1,050,913	76,156
Lodestone Management Consultants Portugal, Unipessoal, Lda.	-	22,762,584
Lodestone Management Consultants Inc.	-	17,767,425
Lodestone Management Consultants B.V.	-	105,732
S.C. Lodestone Management Consultants S.R.L.	4,708,396	-
Lodestone Management Consultants SAS	520,153	-
FX Valuation on above	84,260	1,585,165

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Year ended Decei	mber 31,
	2012	2011
Capital transactions:		
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Lodestone Management Consultants AG	30,416,828	60,916,042
Lodestone Management Consultants GmbH	13,292,501	23,956,944
Lodestone Management Consultants Ltd.	3,502,380	10,232,809
Lodestone Management Consultants B.V.	-	74,276
Lodestone Management Consultants Sp. z.o.o.	2,858,726	7,021,534
Lodestone Management Consultants Portugal, Unipessoal, Lda.	· · · · · · · · · · · · · · · · · · ·	19,576,239
S.C. Lodestone Management Consultants S.R.L.	4,398,896	3,521,328
Lodestone Management Consultants SAS	2,137,664	<del>-</del>
Interest expense		
Lodestone Holding AG	1,031,284	
Sale of shared services including facilities and personnel		
Lodestone Management Consultants AG	42101225	73,037,263
Lodestone Management Consultants GmbH	49,728,815	50,348,928
Lodestone Management Consultants SAS	8,292,613	26,442,609
Lodestone Management Consultants Ltd.	10,966,019	4,467,856
Lodestone Management Consultants Inc.	-	202,713
Lodestone Management Consultants B.V.	861,526	-

## 2.19 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

#### 2.20 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹ Statement of Profit and Loss account for the Year ended December 31 2011 2012 Income from Consultancy services 494,177,461 554,877,869 537,851,453 Cost of Services 471,824,719 **GROSS PROFIT** 22,352,742 17,026,416 Selling and marketing expenses 1,225,661 3,870,160 General and administration expenses 33,435,356 29,601,136 34,661,017 33,471,296 OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION (12,308,275)(16,444,880)3,266,495 35,409 Depreciation and amortization 4,417,755 3,200,746 OPERATING PROFIT (18,775,516)(20,898,044)Other income 506,369 (506,426)PROFIT BEFORE TAX (19,281,942)(20,391,675)Tax expense: 2,806,233 Current tax 887,144 Deferred tax (6,959,906)(6,977,964)PROFIT FOR THE YEAR (15,128,269) (14,300,855)

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath

Partner Membership No. 202841

Bangalore January 11, 2013 Eddy Mertens Partner Wouter van der Meer

Partner

#### To

## The Members of Lodestone Management Consultants (Canada) Inc.

## **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants (Canada) Inc.** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31st December 2012;
- 2) In the case of the statement of profit and loss, of the *Loss* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

**Chartered Accountants** 

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# Lodestone Management Consultants (Canada) Inc.

			in ₹
Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	5,498,128	5,498,128
Reserves and surplus	2.2	(578,527)	3,702,636
		4,919,601	9,200,764
CURRENT LIABILITIES			
Unsecured Loans		1,673,633	-
Trade payables	2.4	10,996,632	7,163,462
Other current liabilities	2.5	4,789,250	4,616,791
Short-term provisions	2.6	2,649,452	2,533,124
		20,108,967	14,313,377
		25,028,568	23,514,141
ASSETS			
NON-CURRENT ASSETS			
Deferred tax assets	2.3	5,973,081	4,967,703
		5,973,081	4,967,703
CURRENT ASSETS			
Trade receivables	2.8	10,619,506	15,313,697
Cash and cash equivalents	2.9	6,289,121	=
Short-term loans and advances	2.10	2,146,860	3,232,741
		19,055,487	18,546,438
		25,028,568	23,514,141
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath *Partner* Membership No. 202841

Jürgen Bauer Partner Joe Henneberry Partner

Bangalore

January 11, 2013

## Lodestone Management Consultants (Canada) Inc.

in ₹ Year ended December 31, Statement of Profit and Loss for the Note 2012 2011 Income from Consultancy services 2.11 54,568,124 57,548,293 Other income 2.12 (37,073)(1,675,886)**Total revenue** 54,531,051 55,872,407 Expenses Employee benefit expenses 2.13 37,007,806 44,403,862 Travel expenses 2.13 17,848,087 13,242,755 Cost of software packages and others 2.13 112,125 Communication expenses 2.13 708,577 409,732 4,575,490 3,090,833 Professional charges Other expenses 2.13 430,493 1,092,983 60,570,453 62,352,290 **Total expenses** PROFIT BEFORE TAX (6,039,402)(6,479,883)Tax expense: 2.14 Current tax 2,989,986 (852,712)Deferred tax 2.14 (638,261)(4,673,933) PROFIT FOR THE YEAR (4,795,936) (4,548,429)

1 & 2

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

SIGNIFICANT ACCOUNTING POLICIES AND NOTES

M. Rathnakar Kamath Jürgen Bauer Joe Henneberry

Partner Partner Partner Partner

Membership No. 202841

Bangalore January 11, 2013

ON ACCOUNTS

## Significant accounting policies and notes on accounts

## Company overview

Lodestone Management Consultants (Canada) Inc. is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Canadian Dollar.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

#### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.14 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower.

Lease in which significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

## 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

## 2.1 SHARE CAPITAL

		in ₹	
Particulars	As at		
	<b>December 31, 2012</b>	December 31, 2011	
Issued, Subscribed and Paid-Up			
100,000 CAD	5,498,128	5,498,128	
	5,498,128	5,498,128	
2.2 RESERVES AND SURPLUS			
		in ₹	
Particulars	As at		
	December 31, 2012	December 31, 2011	
Currency Translation Reserve	(643,378)	(910,644)	
Surplus- Opening Balance	4,613,280	9,409,216	
Add: Net profit after tax transferred from Statement of Profit and Loss	(4,548,429)	(4,795,936)	
Surplus- Closing Balance	64,851	4,613,280	

(578,527)

3,702,636

## 2.3 DEFERRED TAXES

		in $\prec$	
Particulars	As	As at	
	December 31, 2012	December 31, 2011	
Deferred tax assets			
Accumulated Losses	5,973,081	4,967,703	
	5,973,081	4,967,703	

## 2.4 TRADE PAYABLES

		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Trade payables (1)	10,996,632	7,163,462
	10,996,632	7,163,462
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.16)	11,039,837	6,485,347

## 2.5 OTHER CURRENT LIABILITIES

Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Accrued salaries and benefits				
Bonus and incentives	4,056,539	3,636,773		
Other liabilities				
Provision for expenses	283,958	545,586		
Withholding and other taxes payable	448,753	434,432		
	4,789,250	4,616,791		

## 2.6 SHORT-TERM PROVISIONS

		in $\prec$		
Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Provision for employee benefits				
Unavailed leave	2,649,452	2,533,124		
	2,649,452	2,533,124		

## 2.7 LEASES

## Obligations on long-term, non-cancelable operating leases

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

Particulars	Quarter ended December 31, Year ended December 3		in ₹	
	2011	2010	2012	2011
Lease rentals recognized during the period	-	-	302,650	588,913
			Anak	in ₹
		_	As at	<u> </u>
Lease obligations payable			December 31, 2012	December 31, 2011
Within one year of the balance sheet date			483,989	302,650
Due in a period between one year and five years			=	483,989

## 2.8 TRADE RECEIVABLES

Particulars	As at		
	December 31, 2012	December 31, 2011	
Other debts	,	,	
Unsecured			
Considered good <sup>(1)</sup>	10,619,506	15,313,697	
Considered doubtful	-	-	
	10,619,506	15,313,697	
Less: Provision for doubtful debts	-	-	
	10,619,506	15,313,697	
	10,619,506	15,313,697	
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.16)	4,899,671	14,098,443	
2.9 CASH AND CASH EQUIVALENTS			
		in ₹	
Particulars	As at	D 1 21 2011	
Balances with banks	December 31, 2012	December 31, 2011	
	( 200 121		
In current accounts	6,289,121	-	
	6,289,121	•	
The details of balances as on Balance Sheet dates with banks are as follows:			
Particulars	As at	in ₹	
	December 31, 2012	December 31, 2011	
In current accounts			
TD Canada Trust (CAD)	6,289,121		
	6,289,121	-	
Total bank balances	6,289,121	-	
2.10 SHORT-TERM LOANS AND ADVANCES			
Particulars	Anak	in ₹	
raruculars	As at December 31, 2012	December 31, 2011	
Unsecured, considered good			
Others			
Advances			
Withholding and other taxes receivable	2,088,909	1,966,388	
Others		1,211,801	
	2,088,909	3,178,189	
Rental deposits	57,951	54,552	
	2,146,860	3,232,741	

## 2.11 INCOME FROM CONSULTANCY SERVICES

Particulars	Year ended December	in ₹
raruculars	2012	2011
Income from consultancy services	54,568,124	57,548,293
	54,568,124	57,548,293
2.12 OTHER INCOME		•
2.12 OTHER INCOME		in ₹
Particulars	Year ended December	
Coins (Assess) on Coming control	2012	2011
Gains / (losses) on foreign currency, net	(37,073) (37,073)	(1,675,886) (1,675,886)
2.13 EXPENSES	(-1,4-1-2)	
Particulars	Year ended December	in ₹
1 at uculais	2012	2011
Employee benefit expenses		
Salaries and bonus including overseas staff expenses	37,007,806	44,387,169
Staff welfare	<i>57</i> ,007,000	16,693
	37,007,806	44,403,862
Travel expenses	57,007,000	77,703,002
Overseas travel expenses	17,848,087	13,242,755
O verseus du ver expenses	17,848,087	13,242,755
Cost of software packages and others	17,040,007	13,242,733
For own use		112 125
101 OWII doc	<u> </u>	112,125 112,125
Communication expenses		112,123
Telephone charges	708,577	400.722
receptione entarges	708,577	409,732 409,732
04	708,377	409,732
Other expenses Brand building		151,785
	202.650	
Rent	302,650	588,913
Insurance charges	61,309	40,564
Marketing expenses	-	190,213
Printing and Stationery	-	6,041
Postage and courier	-	23,467
Books and periodicals	-	46,243
Bank charges and commission	58,912	33,834
Others	7,622	11,923
	430,493	1,092,983
2.14 TAX EXPENSE		: <i>Ŧ</i>
	Year ended December	<i>in ₹</i> <b>r 31.</b>
	2012	2011
Current tax		
Income taxes	(852,712)	2,989,986
Deferred taxes	(638,261)	(4,673,933)
	(1,490,973)	(1,683,947)

## 2.15 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

#### 2.16 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding as at	
		December 31, 2012	December 31, 2011
Lodestone Holding AG	Switzerland	100%	100%
Name of Ultimate Holding Company			Country
Infosys Limited (1)		India	

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(</sup>I) Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

		in 7	
Particulars	As at		
	December 31, 2012	December 31, 2011	
Unsecured Loans			
Lodestone Holding AG	1,673,633	-	
Trade Receivables			
Lodestone Management Consultants Inc.	4,899,671	14,098,443	
Trade Payables			
Lodestone Management Consultants AG	8,906,923	6,485,347	
Lodestone Management Consultants GmbH	2,065,196	-	
Lodestone Management Consultants Sp. z.o.o.	67,718	-	

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Year ended Dece	mber 31,
	2012	2011
Capital transactions:		
Revenue transactions:		
Sale of shared services including facilities and personnel		
Lodestone Management Consultants Ltd.	-	3,148,701
Lodestone Management Consultants Inc.	46,758,925	41,531,718
Lodestone Management Consultants GmbH	1,022,843	-

#### 2.17 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

## 2.18 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹

Statement of Profit and Loss account for the	Year ended Decem	ber 31,
	2012	2011
Income from consultancy services	54,568,124	57,548,293
Cost of Services	54,855,893	57,872,326
GROSS PROFIT	(287,769)	(324,033)
Selling and marketing expenses	-	341,999
General and administration expenses	5,714,560	4,137,965
OPERATING PROFIT	(6,002,329)	(4,803,997)
Other income	(37,073)	(1,675,886)
PROFIT BEFORE TAX	(6,039,402)	(6,479,883)
Tax expense:		
Current tax	(852,712)	2,989,986
Deferred tax	(638,261)	(4,673,933)
PROFIT FOR THE YEAR	(4,548,429)	(4,795,936)

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath

Partner

Jürgen Bauer

Joe Henneberry

Partner

Partner

Membership No. 202841

Bangalore January 11, 2013

## To

## The Members of Lodestone Management Consultants AG

## **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants AG** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account ('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31st December 2012;
- 2) In the case of the statement of profit and loss, of the *Profit* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

**Chartered Accountants** 

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# **Lodestone Management Consultants AG**

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Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			•
SHAREHOLDERS' FUNDS			
Share capital	2.1	5,730,000	5,730,000
Reserves and surplus	2.2	534,073,309	736,860,721
		539,803,309	742,590,721
NON-CURRENT LIABILITIES			
Deferred tax liabilities	2.3	-	18,041,971
		-	18,041,971
CURRENT LIABILITIES			
Unsecured Loans		154,910,903	718,647,397
Trade payables	2.4	323,993,875	384,483,943
Other current liabilities	2.5	997,182,893	634,759,582
Short-term provisions	2.6	211,534,828	188,378,206
		1,687,622,499	1,926,269,128
		2,227,425,808	2,686,901,820
ASSETS	<del></del>		
NON-CURRENT ASSETS Fixed assets			
Tangible assets	2.7	165,684,284	182,046,185
Intangible assets		72,566,894	110,908,004
Capital work-in-progress		-	
		238,251,178	292,954,189
Non-current investments		4,775,000	4,775,000
Long-term loans and advances	2.9	47,999,218	105,921,713
		291,025,396	403,650,902
CURRENT ASSETS			
Trade receivables	2.10	1,309,001,383	1,809,237,703
Cash and cash equivalents	2.11	72,265,145	47,690,260
Short-term loans and advances	2.12	555,133,884	426,322,955
		1,936,400,412	2,283,250,918
		2,227,425,808	2,686,901,820
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath *Partner* 

Membership No. 202841

Bangalore January 11 , 2013 Ronald Hafner Director

# **Lodestone Management Consultants AG**

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Statement of Profit and Loss for the	Note	Year ended December 31,		
		2012	2011	
Income from Consultancy services	2.13	6,514,455,914	6,053,053,671	
Other income	2.14	4,603,526	17,476,465	
Total revenue		6,519,059,440	6,070,530,136	
Expenses				
Employee benefit expenses	2.15	2,384,733,240	1,891,765,376	
Cost of technical sub-contractors	2.15	2,843,585,494	2,791,270,423	
Travel expenses	2.15	396,852,221	340,610,475	
Cost of software packages and others	2.15	40,242,609	27,428,551	
Communication expenses	2.15	36,536,777	26,321,218	
Professional charges		(35,698,081)	1,630,265	
Depreciation and amortisation expense	2.7	133,178,860	83,064,038	
Other expenses	2.15	192,225,805	103,005,944	
Total expenses		5,991,656,925	5,265,096,290	
PROFIT BEFORE INTEREST AND TAX		527,402,515	805,433,846	
Interest expense		26,832,865	12,923,532	
PROFIT BEFORE TAX		500,569,650	792,510,314	
Tax expense:				
Current tax	2.16	66,959,615	174,260,979	
Deferred tax	2.16	(4,741,456)	2,607,048	
PROFIT FOR THE YEAR		438,351,491	615,642,287	
EARNINGS PER EQUITY SHARE				
Equity shares of par value CHF 1 each				
Basic		365,293	513,035	
Number of shares used in computing earnings per share				
Basic		1,200	1,200	
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2			

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath

Membership No. 202841

Bangalore

Partner

January 11, 2013

Ronald Hafner Director

## Significant accounting policies and notes on accounts

## Company overview

Lodestone Management Consultants AG is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Swiss Franc.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

#### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

Subsidiaries

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.14 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower.

Lease in which significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

#### 1.15 Earnings per share

Basic earnings per share is computed by dividing the net profit attributable to the equity holders of the Company by the weighted average number of equity shares outstanding during the period.

## 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

## 2.1 SHARE CAPITAL

		in ₹	
Particulars	As at		
	December 31, 2012	December 31, 2011	
Issued, Subscribed and Paid-Up			
1,200 (1,200) equity shares of CHF 100/- par value	5,730,000	5,730,000	
	5,730,000	5,730,000	

## 2.2 RESERVES AND SURPLUS

		in ₹			
Particulars	As	As at			
	<b>December 31, 2012</b>	December 31, 2011			
Currency Translation Reserve	100,905,597	742,044,500			
Legal reserve - Opening balance	2,865,000	2,865,000			
Surplus- Opening Balance	(8,048,779)	64,012,934			
Add: Net profit after tax transferred from Statement of Profit and Loss	438,351,491	615,642,287			
Amount available for appropriation	430,302,712	679,655,221			
Appropriations:					
Final dividend	-	687,704,000			
Surplus- Closing Balance	430,302,712	(8,048,779)			
	534,073,309	736,860,721			

#### 2.3 DEFERRED TAXES

		in ₹
Particulars	As	at
	<b>December 31, 2012</b>	December 31, 2011
Deferred tax liability		
Accumulated Losses		18,041,971
	-	18,041,971

#### 2.4 TRADE PAYABLES

		in ₹		
Particulars	As at			
	<b>December 31, 2012</b>	December 31, 2011		
Trade payables (1)	323,993,875	384,483,943		
	323,993,875	384,483,943		
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.18)	114,900,863	77,836,789		

#### 2.5 OTHER CURRENT LIABILITIES

in ₹ Particulars As at December 31, 2012 December 31, 2011 Accrued salaries and benefits Salaries and benefits (917,732)Bonus and incentives 223,594,161 243,028,074 Other liabilities Provision for expenses 137,716,179 98,655,647 Withholding and other taxes payable 506,307,417 109,970,169 Other payables 15,044,598 30,300,180 Advances received from clients 44,240,269 Unearned revenue 70,280,269 153,723,244 997,182,893 634,759,582

### 2.6 SHORT-TERM PROVISIONS

 Particulars
 in ₹

 Provision for employee benefits
 Unavailed leave
 61,853,014
 57,392,250

 Provision for Income taxes
 149,681,814
 130,985,956

 211,534,828
 188,378,206

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## 2.7 FIXED ASSETS

in ₹

		Or	iginal cost			Depreciation	and amortization		Net boo	k value
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
raruculars	Jan 1,	during the	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012	year	the year	2012	2012		the year	2012	2012	2011
Tangible assets :										
Leasehold Improvements	152,170,254	14,937,115	172,841	166,934,528	73,419,431	31,914,430	(6,114,699)	111,448,560	55,485,968	78,750,823
Office Equipment	15,979,066	2,839,412	-	18,818,478	12,696,385	1,946,046	(893,850)	15,536,281	3,282,197	3,282,681
IT Equipment	25,725,482	6,730,507	16,197	32,439,792	13,026,599	7,333,236	(1,144,459)	21,504,294	10,935,498	12,698,883
Furniture and fixtures	31,729,714	2,098,628	-	33,828,342	2,430,303	4,029,564	(338,512)	6,798,379	27,029,963	29,299,411
Vehicles	118,394,477	59,247,283	15,832,649	161,809,111	60,380,090	43,229,618	10,751,255	92,858,453	68,950,658	58,014,387
	343,998,993	85,852,945	16,021,687	413,830,251	161,952,808	88,452,894	2,259,735	248,145,967	165,684,284	182,046,185
Intangible assets:										
IT Software	140,768,165	10,325,029	-	151,093,194	29,860,161	44,725,966	(3,940,173)	78,526,300	72,566,894	110,908,004
	140,768,165	10,325,029	-	151,093,194	29,860,161	44,725,966	(3,940,173)	78,526,300	72,566,894	110,908,004
			·	•	-	•	·			
Total	484,767,158	96,177,974	16,021,687	564,923,445	191,812,969	133,178,860	(1,680,438)	326,672,267	238,251,178	292,954,189
Previous year	230,228,550	392,844,074	138,305,466	484,767,158	138,478,308	83,064,038	29,729,377	191,812,969	292,954,189	-

Lodestone Management Consultants AG 380

#### 2.8 LEASES

## $Obligations \ on \ long-term, \ non-cancelable \ operating \ leases$

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹	
Particulars	Year ended December		
	2012	2011	
Lease rentals recognized during the period	55,168,463	52,984,493	
		in ₹ As at	
Lease obligations payable	December 31, 2012	December 31, 2011	
Within one year of the balance sheet date	59,384,337	55,168,463	
Due in a period between one year and five years	103,800,567	163,184,904	

#### 2.9 LONG-TERM LOANS AND ADVANCES

		in X
Particulars	As at	
	December 31, 2012	December 31, 2011
Unsecured, considered good		
Rental deposits	221,666	208,454
Other loans and advances		
Advance income taxes	60,057	8,963,425
Loans and advances to Employees	47,717,495	96,749,834
	47,999,218	105,921,713

#### 2.10 TRADE RECEIVABLES

		iii X
Particulars	As at	
	December 31, 2012	December 31, 2011
Other debts		
Unsecured		
Considered good <sup>(1)</sup>	1,309,001,383	1,809,237,703
	1,309,001,383	1,809,237,703
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.18)	154,625,126	549,057,540

## 2.11 CASH AND CASH EQUIVALENTS

 Particulars
 in ₹

 Pacticulars
 December 31, 2012
 December 31, 2011

 Cash on hand
 76,183
 5,035

 Balances with banks
 72,188,962
 47,685,225

 In current accounts
 72,265,145
 47,690,260

The details of balances as on Balance Sheet dates with banks are as follows:

i<u>n</u> ₹ Particulars As at December 31, 2012 December 31, 2011 In current accounts UBS AG (CHF) (6,341,871)51,383 UBS AG (AUD) 16,149 10,584 UBS AG (USD) 19,127,688 4,029,954 UBS AG (ZAR) 280,584 605,709 UBS AG (GBP) 416,705 11,662 UBS AG (EURO) 59,094,751 42,553,271 UBS AG (NZD) 17,619 72,188,963 47,685,225

72,188,963

#### 2.12 SHORT-TERM LOANS AND ADVANCES

Total bank balances

		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Unsecured, considered good		
Loan to Holding company (refer to note 2.18)	-	289,626,749
Others		
Advances		
Prepaid expenses	35,855,254	28,149,814
Withholding and other taxes receivable	3,473,404	5,457,722
Others	340,375,768	56,481
	379,704,426	323,290,766
Unbilled revenues	145,089,483	83,523,812
Loans and advances to employees		
Salary advances	29,726,777	18,610,447
Rental deposits	613,198	897,930
	555,133,884	426,322,955

47,685,225

in ₹

## 2.13 INCOME FROM CONSULTANCY SERVICES

2.13 INCOME FROM CONSULTANCY SERVICES		in ₹
Particulars	Year ended Decen	
Income from consultancy services	<b>2012</b> 6,514,455,914	<b>201</b> 1 6,053,053,671
mediae from consultancy services	6,514,455,914	6,053,053,671
2.14 OTHER INCOME		
Particulars Particulars	Year ended Decen	<i>in ₹</i> <b>iber 31,</b>
	2012	2011
Interest received on deposits with banks and others Miscellaneous income, net	22,118,369	6,355,110
Gains / (losses) on foreign currency, net	9,214,378 (26,729,221)	15,164,580 (4,043,225)
danis / (losses) on foleign currency, net	4,603,526	17,476,465
2.15 EXPENSES	7::-7	in ₹
Particulars	Year ended Decen	nber 31,
Employee benefit expenses	2012	2011
Salaries and bonus including overseas staff expenses	2,356,811,818	1,867,790,544
Staff welfare	27,921,422	23,974,832
Stail Wellale	2,384,733,240	
Cost of technical sub-contractors	2,364,733,240	1,891,765,376
Technical sub-contractors - subsidiaries	1,787,827,280	1,529,003,993
Technical sub-contractors - others	1,055,758,214	1,262,266,430
	2,843,585,494	2,791,270,423
Travel expenses		
Overseas travel expenses	396,852,221	340,610,475
Cost of software nackages and others	396,852,221	340,610,475
Cost of software packages and others For own use	40,242,609	27,428,551
	40,242,609	27,428,551
Communication expenses		
Telephone charges	36,536,777 36,536,777	26,321,218 26,321,218
Od	30,330,777	20,321,218
Other expenses Office maintenance	6,697,628	4,906,001
Power and fuel	1,107,258	650,015
Brand building	24,759,363	32,323,630
Rent	55,168,463	52,984,493
Rates and taxes, excluding taxes on income	13,001	32,704,473
Computer maintenance	33,584,785	29,492,819
Insurance charges	4,289,474	4,481,147
Marketing expenses	16,528,189	9,532,022
Printing and Stationery	2,795,596	3,405,707
Professional membership and seminar participation fees	1,099,286	1,044,107
Postage and courier	2,797,804	3,053,374
Advertisements	2,492,261	2,535,811
Provision for bad and doubtful debts and advances	277,885	497,297
Books and periodicals	303,659	502,095
Auditor's remuneration	303,037	302,093
Statutory audit fees	3,620,459	1,316,055
Bank charges and commission	3,106,149	1,903,624
Others	33,584,545	(45,622,253)
	192,225,805	103,005,944
2.16 TAX EXPENSE		in ₹
	Year ended Decen	ıber 31,
Current tax	2012	2011
Income taxes	66,959,615	174,260,979
Deferred taxes	(4,741,456)	2,607,048
	62,218,159	176,868,027

## 2.17 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

## 2.18 RELATED PARTY TRANSACTIONS

List of related parties:			
Name of Related Party	Country	Holding	g as at
		December 31, 2012	<b>December 31, 201</b>
Lodestone Holding AG	Switzerland	100%	1009

Name of Ultimate Holding Company	Country
Infosys Limited <sup>(1)</sup>	India

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

 $<sup>^{(3)}</sup>$  Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

Particulars	As	As at	
	December 31, 2012	December 31, 2011	
Unsecured Loans			
Lodestone Holding AG	154,910,903	=	
Trade Receivables			
Lodestone Management Consultants (Canada) Inc.	1,320,489	120,995	
Lodestone Management Consultants Inc.	49,401,687	108,261,234	
Lodestone Management Consultants Pty Limited	21,889,141	21,750,347	
Lodestone Augmentis AG	(5,196,288)	3,479,485	
Lodestone Management Consultants (Belgium) S.A.	906,216	22,980,469	
Lodestone Management Consultants GmbH, Germany	45,818,853	141,094,788	
Lodestone Management Consultants Pte Ltd.	97,005	2,250,136	
Lodestone Management Consultants SAS	(1,308,107)	39,001,267	
Lodestone Management Consultants s.r.o.	-	120,995	
Lodestone Management Consultants GmbH, Austria	-	168,670	
Lodestone Management Consultants China Co., Ltd.	1,143,679	780,355	
Lodestone Management Consultants Ltd.	35,979,377	152,578,818	
Lodestone Management Consultants B.V.		597,865	
Lodestone Management Consultants Ltda.	-	7,674,373	
Lodestone Management Consultants Sp. z.o.o.	4,288,044	42,226,894	
Lodestone Management Consultants Portugal, Unipessoal,	,,-		
Lda.	-	2,653,174	
S.C. Lodestone Management Consultants S.R.L.	-	2,213,189	
FX Valuation on above	285,030	1,104,486	
Trade Payables			
Lodestone Management Consultants (Canada) Inc.	(7,460,757)	(6,216,310)	
Lodestone Management Consultants Inc.	955,558	10,772,289	
Lodestone Management Consultants Pty Limited	979,889	1,864,147	
Lodestone Augmentis AG	5,630,805	10,700,133	
Lodestone Management Consultants (Belgium) S.A.	1,424,504	4,302,601	
Lodestone Management Consultants GmbH, Germany	50,863,143	111,796,833	
Lodestone Management Consultants Pte Ltd.	139,169	1,119,216	
Lodestone Management Consultants SAS	11,003,921	5,341,322	
Lodestone Management Consultants s.r.o.	9,060,931	808,243	
Lodestone Management Consultants GmbH, Austria	303,770	(2,220,859	
Lodestone Management Consultants Ltd.	11,746,504	(21,759,549	
Lodestone Management Consultants B.V.	1,029,523	(25,274,529	
Lodestone Management Consultants Sp. z.o.o.	20,304,672	40,641,329	
Lodestone Management Consultants Portugal, Unipessoal,			
Lda.	4,581,740	(57,636,941)	
S.C. Lodestone Management Consultants S.R.L.	4,685,287	4,690,606	
FX Valuation on above	(347,796)	(1,091,742)	
Loan to Holding company	(347,790)	(1,091,742)	
Loan to Holding Company  Lodestone Holding AG	_	289,626,749	

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Year ended December 31,	
	2012	2011
Capital transactions:		
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Lodestone Management Consultants Pty Limited	12,530,317	12,623,507
Lodestone Management Consultants (Belgium) S.A.	37,040,762	69,442,740
Lodestone Augmentis AG	21,577,877	9,571,906
Lodestone Management Consultants s.r.o.	24,321,751	12,626,866
Lodestone Management Consultants GmbH	667,800,351	770,075,284
Lodestone Management Consultants SAS	97,412,438	40,052,337
Lodestone Management Consultants Ltd.	180,929,548	122,667,126
Lodestone Management Consultants B.V.	16,708,959	13,344,993

Lodestone Management Consultants Sp. z.o.o.	281,183,273	256,419,364
Lodestone Management Consultants Portugal, Unipessoal, Lda.	73,245,638	88,002,133
S.C. Lodestone Management Consultants S.R.L. Lodestone Management Consultants Pte Ltd. Lodestone Management Consultants Inc.	43,897,852 12,546,430 150,753,774	29,073,581 1,948,164 103,155,993
Lodestone Management Consultants GmbH Austria Lodestone Management Consultants China Co., Ltd. Interest expense	4,832,715 955,191	· · · · - 
Lodestone Holding AG Lodestone Management Consultants Ltd.	21,386,080	591,966 5,578,019
Sale of shared services including facilities and personnel Lodestone Management Consultants (Belgium) S.A.	31,146,796	67,930,255
Lodestone Management Consultants GmbH Lodestone Management Consultants SAS	599,527,070 29,055,378	441,414,632 61,705,902
Lodestone Management Consultants Ltd.  Lodestone Management Consultants Portugal, Unipessoal,  Lda.	117,761,142	93,866,119 11,497,689
Lodestone Management Consultants Inc.  Lodestone Management Consultants Pte Ltd.	91,475,347 1,709,149	40,631,406
Lodestone Management Consultants Sp. z.o.o. Lodestone Management Consultants (Canada) Inc.	14,010,217 1,146,109.00	- -

## 2.19 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

#### 2.20 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

Statement of Profit and Loss account for the Year ended December 31 2011 2012 6,514,455,914 6,053,053,671 Income from consultancy services 5,280,933,183 Cost of Services 4,775,742,201 GROSS PROFIT 1,233,522,731 1,277,311,470 Selling and marketing expenses 41,287,552 42,564,845 General and administration expenses 536,257,330 363,725,206 577,544,882 406,290,051 655,977,849 OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION 871,021,419 12,923,532 Interest 26,832,865 Depreciation and amortization 133,178,860 83,064,038 OPERATING PROFIT 775,033,849 495,966,124 Other income 4,603,526 17,476,465 PROFIT BEFORE TAX 500,569,650 792,510,314 Tax expense: Current tax 66,959,615 174,260,979 Deferred tax (4,741,456)2,607,048 PROFIT FOR THE YEAR 438,351,491 615,642,287

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath *Partner* Membership No. 202841

Bangalore January 11, 2013 Ronald Hafner Director

## To

## The Members of Lodestone Management Consultants B. V.

## **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants B. V.** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account ('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31st December 2012;
- 2) In the case of the statement of profit and loss, of the Loss for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

**Chartered Accountants** 

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# Lodestone Management Consultants B.V.

in	₹

Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	5,327,009	984,661
Reserves and surplus	2.2	(31,403,888)	(21,774,461)
		(26,076,879)	(20,789,800)
CURRENT LIABILITIES			
Unsecured Loans		58,359,015	-
Trade payables	2.4	7,889,590	43,247,887
Other current liabilities	2.5	11,565,544	8,209,555
Short-term provisions	2.6	1,555,485	570,829
		79,369,634	52,028,271
		53,292,755	31,238,471
ASSETS NON-CURRENT ASSETS Fixed assets			
Tangible assets	2.7	926,206	788,612
		926,206	788,612
Deferred tax assets	2.3	9,301,975	6,028,734
		10,228,181	6,817,346
CURRENT ASSETS			
Trade receivables	2.9	29,356,860	19,212,891
Cash and cash equivalents	2.10	6,409,279	-
Short-term loans and advances	2.11	7,298,435	5,208,234
		43,064,574	24,421,125
		53,292,755	31,238,471
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Partner

Membership No. 202841

Bangalore

January 11, 2013

Eddy Mertens Director Ronald Hafner Director Rolf Schläpfer Director

# Lodestone Management Consultants B.V.

in ₹

Statement of Profit and Loss for the	Note	Year ended December 31,	
		2012	2011
Income from Consultancy services	2.12	101,294,352	16,100,738
Other income	2.13	(347,055)	(4,628)
Total revenue		100,947,297	16,096,110
Expenses			
Employee benefit expenses	2.14	58,339,113	33,440,448
Cost of technical sub-contractors	2.14	37,383,697	-
Travel expenses	2.14	12,441,569	2,661,311
Cost of software packages and others	2.14	-	172,432
Communication expenses	2.14	467,253	172,813
Professional charges		1,031,506	859,417
Depreciation and amortisation expense	2.7	223,028	30,950
Other expenses	2.14	1,905,476	1,288,907
Total expenses		111,791,642	38,626,278
PROFIT BEFORE INTEREST AND TAX		(10,844,345)	(22,530,168)
Interest expense		427,779	-
PROFIT BEFORE TAX		(11,272,124)	(22,530,168)
Tax expense:			
Current tax	2.15	(171,746)	872
Deferred tax	2.15	(2,632,362)	(5,672,219)
PROFIT FOR THE YEAR		(8,468,016)	(16,858,821)
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Eddy Mertens Ronald Hafner Rolf Schläpfer

Partner Director Director Director

Membership No. 202841

Bangalore

January 11, 2013

## Significant accounting policies and notes on accounts

#### Company overview

Lodestone Management Consultant B.V. is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Euro.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

#### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated into CHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.14 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower.

Lease in which significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

		in $\prec$	
Particulars	As at		
	<b>December 31, 2012</b>	December 31, 2011	
Issued & Subscribed - 18,000 EURO	5,327,009	5,927,971	
Less: Unpaid		4,943,310	
Issued, Subscribed and Paid-Up	5,327,009	984,661	

## 2.2 RESERVES AND SURPLUS

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Particulars	As	s at
	December 31, 2012	December 31, 2011
Currency Translation Reserve	(2,399,853)	(1,238,442)
Surplus- Opening Balance	(20,536,019)	(3,677,198)
Add: Net profit after tax transferred from Statement of Profit and Loss	(8,468,016)	(16,858,821)
Surplus- Closing Balance	(29,004,035)	(20,536,019)
	(31,403,888)	(21,774,461)

# 2.3 DEFERRED TAXES

		in ₹		
Particulars	As at			
	<b>December 31, 2012</b>	December 31, 2011		
Deferred tax assets				
Accumulated Losses	9,301,975	6,028,734		
	9,301,975	6,028,734		
2.4 TRADE PAYABLES				
		in ₹		
Particulars	As at			
	December 31, 2012	December 31, 2011		
Trade payables (1)	7,889,590	43,247,887		
	7,889,590	43,247,887		
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.17)	5,370,381	43,247,887		

# 2.5 OTHER CURRENT LIABILITIES

in ₹

Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Accrued salaries and benefits				
Bonus and incentives	5,619,093	171,643		
Other liabilities				
Provision for expenses	2,456,604	5,708,294		
Withholding and other taxes payable	482,427	2,329,618		
Other payables	3,007,420	-		
	11,565,544	8,209,555		

# 2.6 SHORT-TERM PROVISIONS

Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Provision for employee benefits				
Unavailed leave	1,555,485	570,829		
	1,555,485	570,829		

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## 2.7 FIXED ASSETS

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										iii X
	Original cost Depreciation and amortization			Original cost			Depreciation and amortization			k value
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
raruculars	Jan 1,	during the year	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012		the year	2012	2012		the year	2012	2012	2011
Tangible assets :										
Office equipment	100,771	5,647	-	106,418	11,197	33,946	(2,153)	47,296	59,122	89,574
IT Equipment	194,030	337,328	-	531,358	10,778	122,588	(6,114)	139,480	391,878	183,252
Furniture and fixtures	526,387	29,497	-	555,884	10,601	66,494	(3,583)	80,678	475,206	515,786
Total	821,188	372,472	-	1,193,660	32,576	223,028	(11,850)	267,454	926,206	788,612
Previous year	-	821,188	-	821,188	-	30,950	(1,626)	32,576	788,612	

## 2.8 LEASES

# $Obligations \ on \ long-term, \ non-cancelable \ operating \ leases$

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹		
Particulars	Year ended December 31,			
	2012	2011		
Lease rentals recognized during the period	918,611	511,511		
	As at	in ₹		
Lease obligations payable	December 31, 2012	December 31, 2011		
Within one year of the balance sheet date	507,270	918,611		
Due in a period between one year and five years	-	507,270		

# 2.9 TRADE RECEIVABLES

D (* 1		in ₹
Particulars	December 31, 2012	S at  December 31, 2011
Other debts	December 31, 2012	December 31, 2011
Unsecured		
Considered good <sup>(1)</sup>	29,356,860	19,212,891
Considered doubtful	<del>-</del>	-
	29,356,860	19,212,891
Less: Provision for doubtful debts		<u> </u>
	29,356,860	19,212,891
	29,356,860	19,212,891
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.17)	1,694,512	19,212,891
2.10 CASH AND CASH EQUIVALENTS		
		in ₹
Particulars		s at
D.1. 24.1. 1	December 31, 2012	December 31, 2011
Balances with banks	( 400 270	
In current accounts	6,409,279 <b>6,409,279</b>	<del></del>
	6,409,279	<u> </u>
The details of balances as on Balance Sheet dates with banks are as follows:		
The available of calculations are as an example of the action of the act		in ₹
Particulars	As	
	December 31, 2012	December 31, 2011
In current accounts		
ING (Euro)	6,409,279	<u>-</u>
	6,409,279	-
Total bank balances	6,409,279	
2.11 SHORT-TERM LOANS AND ADVANCES		
		in ₹
Particulars		s at
Unsecured, considered good	December 31, 2012	December 31, 2011
Others		
Advances		
Prepaid expenses	<u>-</u>	215,723
Withholding and other taxes receivable	4 716 540	•
withholding and other taxes receivable	4,716,549 4,716,549	4,673,153
Unbilled revenues	4,716,549 2,244,632	4,888,876
Rental deposits	337,254	319,358
	7,298,435	5,208,234
	7,270,100	5,200,254

# 2.12 INCOME FROM CONSULTANCY SERVICES

2.12 INCOME FROM CONSULTANCY SERVICES		in ₹		
Particulars	Year ended December 31,			
Income from consultancy services	<b>2012</b> 101,294,352	2011 16,100,738		
neone from consultancy services	101,294,352	16,100,738		
A44 OFFICE INCOME	,			
2.13 OTHER INCOME		in ₹		
Particulars	Year ended December			
nterest received on deposits with banks and others	<b>2012</b> 1,467	2011		
Gains / (losses) on foreign currency, net	(348,522)	(4,628)		
name / (tosses) on roteign currency, net	(347,055)	(4,628)		
.14 EXPENSES				
Particulars	Year ended Decembe	<i>in ₹</i>		
arucuars	2012	2011		
Employee benefit expenses				
Salaries and bonus including overseas staff expenses	58,306,758	33,086,358		
Staff welfare	32,355	354,090		
	58,339,113	33,440,448		
Cost of technical sub-contractors				
Technical sub-contractors - subsidiaries	26,406,995	-		
Technical sub-contractors - others	10,976,702	=		
	37,383,697	-		
ravel expenses				
Overseas travel expenses	12,441,569	2,661,311		
	12,441,569	2,661,311		
Cost of software packages and others				
For own use	<del>-</del>	172,432		
		172,432		
Communication expenses Telephone charges	477 252	172.012		
reiephone charges	467,253 467,253	172,813		
Other expenses	407,233	172,813		
Rent	918,611	511,511		
Repairs to plant and machinery	-	39,594		
Insurance charges	167,677	53,748		
Marketing expenses	166,593	53,853		
Printing and Stationery	14,381	132,317		
Bank charges and commission	36,842	132,317		
Others	601,372	497,884		
Cilicis	1,905,476	1,288,907		
.15 TAX EXPENSE	1,200,110	1,200,201		
17A EAI ENSE		in ₹		
	Year ended December 2012	r 31, 2011		
Current tax	2012	2011		
Income taxes	(171,746)	872		
Deferred taxes	(2,632,362)	(5,672,219)		
	(4,034,304)	(2,014,417)		

## 2.16 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

## 2.17 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding	Holding as at		
	-	December 31, 2012	December 31, 2011		
Lodestone Holding AG	Switzerland	100%	100%		
Name of Ultimate Holding Company			Country		
Infosys Limited <sup>(1)</sup>		1	India		

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

Ag	o.t
December 31, 2012	December 31, 2011
,	,
58,359,015	-
1,027,480	16,735,191
667,032	1,976,743
-	105,732
-	395,225
3,393,666	117,861
686,446	-
1,290,269	-
-	43,121,783
-	8,243
	3,393,666 686,446 1,290,269

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

Particulars	Year ended Dece	in ₹ mber 31.
Turicum's	2012	2011
Capital transactions:		
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Lodestone Management Consultants (Belgium) S.A.	876,477	-
Lodestone Management Consultants GmbH	22,077,246	-
Lodestone Management Consultants Ltd.	1,252,781	-
Lodestone Management Consultants Sp. z.o.o.	2,200,492	-
Interest expense		
Lodestone Holding AG	427,779	-
Sale of shared services including facilities and personnel	•	
Lodestone Management Consultants (Belgium) S.A.	-	82,828
Lodestone Management Consultants AG	19,042,922	14,035,762
Lodestone Management Consultants GmbH	14,652,458	1,887,109
Lodestone Management Consultants Ltd.	-	95,039

## 2.18 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

#### 2.19 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹ Year ended December 31 Statement of Profit and Loss account for the 2011 2012 101,294,352 16,100,738 Income from Consultancy services Cost of Services 107,078,197 36,442,092 GROSS PROFIT (5,783,845) (20,341,354) Selling and marketing expenses 166,593 53,853 General and administration expenses 4,323,824 2,099,383 4,490,417 2,153,236 OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION (22,494,590)(10,274,262)Interest 427,779 Depreciation and amortization 223,028 30,950 OPERATING PROFIT (10,925,069)(22,525,540)Other income (347,055)(4,628)PROFIT BEFORE TAX (11,272,124)(22,530,168)Tax expense: 872 Current tax (171,746)Deferred tax (2,632,362)(5,672,219)PROFIT FOR THE YEAR (8,468,016)(16,858,821)

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number: 006673S

M. Rathnakar Kamath *Partner* Membership No. 202841

Bangalore January 11, 2013 Eddy Mertens

Director

Ronald Hafner Director Rolf Schläpfer
Director

## To

# The Members of Lodestone Management Consultants China Co. Ltd.,

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants China Co. Ltd.,** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the Loss for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

Chartered Accountants

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# Lodestone Management Consultants China Co. Ltd.

Balance Sheet as at	Note	December 31, 2012	<i>in ₹</i> <b>December 31, 2011</b>
EQUITY AND LIABILITIES	Hote	December 31, 2012	December 31, 2011
SHAREHOLDERS' FUNDS			
Share capital	2.1	68,465,807	35,341,734
Reserves and surplus	2.2	(51,115,291)	(11,264,174)
	<del>-</del>	17,350,516	24,077,560
CURRENT LIABILITIES			
Trade payables	2.4	4,094,659	3,782,112
Other current liabilities	2.5	36,417,156	7,162,800
Short-term provisions	2.6	6,301,421	3,091,363
	_	46,813,236	14,036,275
	_	64,163,752	38,113,835
ASSETS NON-CURRENT ASSETS Fixed assets			
Tangible assets	2.7	6,187,265	6,505,909
		6,187,265	6,505,909
Deferred tax assets	2.3	16,191,692	4,458,897
Long-term loans and advances	2.9	54,503	-
		22,433,460	10,964,806
CURRENT ASSETS			
Trade receivables	2.10	16,128,099	8,815,015
Cash and cash equivalents	2.11	8,697,672	6,547,820
Short-term loans and advances	2.12	16,904,521	11,786,194
		41,730,292	27,149,029
	_ =	64,163,752	38,113,835
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath *Partner*Membership No. 202841

Peter Ödman Director Lin Li Director

Bangalore

January 11, 2013

# Lodestone Management Consultants China Co. Ltd.

in	₹	

Statement of Profit and Loss for the	Note	Year ended December 31,		
	_	2012	2011	
Income from Consultancy services	2.13	211,123,069	63,063,091	
Other income	2.14	6,442,219	(295,103)	
Total revenue	<u> </u>	217,565,288	62,767,988	
Expenses				
Employee benefit expenses	2.15	184,203,566	48,682,109	
Cost of technical sub-contractors	2.15	11,828,546	1,682,238	
Travel expenses	2.15	43,337,441	12,330,303	
Cost of software packages and others	2.15	-	698,022	
Communication expenses	2.15	1,797,861	416,322	
Professional charges		4,452,773	4,988,799	
Depreciation and amortisation expense	2.7	3,056,064	886,533	
Other expenses	2.15	14,878,802	8,256,739	
Total expenses	_	263,555,053	77,941,065	
PROFIT BEFORE INTEREST AND TAX		(45,989,765)	(15,173,077)	
Interest expense		8,294	135,249	
PROFIT BEFORE TAX		(45,998,059)	(15,308,326)	
Tax expense:				
Current tax	2.16	6,557,699	3,480,749	
Deferred tax	2.16	(11,311,760)	(4,195,216)	
PROFIT FOR THE YEAR		(41,243,998)	(14,593,859)	
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2			

As per our report attached for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath

Partner
Membership No. 202841

Peter Ödman Director Lin Li Director

Bangalore

January 11, 2013

#### Significant accounting policies and notes on accounts

#### Company overview

Lodestone Management Consultants China Co. Ltd. is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

### 1 Significant accounting policies

## 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Chinese Yuan.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

## 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

## 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

## 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

### 1.14 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower.

Lease in which significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

Add: Net profit after tax transferred from Statement of Profit and Loss

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

## 2.1 SHARE CAPITAL

Surplus- Closing Balance

		in ₹		
Particulars	As	at		
	December 31, 2012	December 31, 2011		
Issued, Subscribed and Paid-Up				
150,000 USD	68,465,807	35,341,734		
	68,465,807	35,341,734		
2.2 RESERVES AND SURPLUS		in ₹		
Particulars	As at			
	December 31, 2012	December 31, 2011		
Currency Translation Reserve	4,722,566	3,329,685		
Surplus- Opening Balance	(14,593,859)	-		

(41,243,998)

(55,837,857)

(51,115,291)

(14,593,859)

(14,593,859)

(11,264,174)

# 2.3 DEFERRED TAXES

		in $\prec$
Particulars	As	at
	December 31, 2012	December 31, 2011
Deferred tax assets		
Accumulated Losses	16,191,692	4,458,897
	16,191,692	4,458,897

# 2.4 TRADE PAYABLES

Particulars	As at			
	December 31, 2012	December 31, 2011		
Trade payables (1)	4,094,659	3,782,112		
	4,094,659	3,782,112		
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.18)	3,275,834	1,633,454		

# 2.5 OTHER CURRENT LIABILITIES

Particulars	A	s at
	December 31, 2012	December 31, 2011
Accrued salaries and benefits		
Bonus and incentives	20,203,086	5,262,801
Other liabilities		
Provision for expenses	10,182,790	1,899,999
Withholding and other taxes payable	6,031,280	-
	36,417,156	7,162,800

# 2.6 SHORT-TERM PROVISIONS

Particulars	As	at	
	<b>December 31, 2012</b>	December 31, 2011	
Provision for employee benefits			
Unavailed leave	6,301,421	2,250,433	
Provision for Income taxes	-	840,930	
	6,301,421	3,091,363	

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## 2.7 FIXED ASSETS

		Ori	ginal cost			Depreciat	ion and amortizatio	n	Net boo	ok value
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
Faruculars	Jan 1,	during the year	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012		the year	2012	2012		the year	2012	2012	2011
Tangible assets :										
Leasehold Improvements	4,623,870	385,418	-	5,009,288	560,967	1,610,545	(74,707)	2,246,219	2,763,069	4,062,903
Office equipment	259,059	12,457	-	271,516	27,705	87,891	(3,937)	119,533	151,983	231,354
IT Equipment	2,633,787	2,478,724	-	5,112,511	422,135	1,357,628	(60,535)	1,840,298	3,272,213	2,211,652
Total	7,516,716	2,876,599	-	10,393,315	1,010,807	3,056,064	(139,179)	4,206,050	6,187,265	6,505,909
Previous year	-	7,516,716	-	7,516,716	-	886,533	(124,274)	1,010,807	6,505,909	

## 2.8 LEASES

# $Obligations \ on \ long-term, \ non-cancelable \ operating \ leases$

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹
Particulars	Year ended December 3	
	2012	2011
Lease rentals recognized during the period	8,283,678	3,244,300
		in ₹ As at
Lease obligations payable	December 31, 2012	December 31, 2011
Within one year of the balance sheet date	8,573,815	8,283,678
Due in a period between one year and five years	6,412,744	14,986,559

Subsidiaries

# 2.9 LONG-TERM LOANS AND ADVANCES

		in ₹
Particulars	As at	
Unsecured, considered good	December 31, 2012	December 31, 2011
Advance income taxes	54,503	=
	54,503	-
2.10 TRADE RECEIVABLES		in ₹
Particulars	A	As at
	December 31, 2012	December 31, 2011
Other debts Unsecured		
Considered good <sup>(1)</sup>	16,128,099	8,815,015
Considered doubtful	, , , <u>-</u>	, , -
	16,128,099	8,815,015
Less: Provision for doubtful debts	16 120 000	0.015.015
	16,128,099	8,815,015
	16,128,099	8,815,015
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.18)	(402,113)	
2.11 CASH AND CASH EQUIVALENTS		
		in ₹
Particulars		as at
0.1.1.1	December 31, 2012	December 31, 2011
Cash on hand Balances with banks	13,956	137,864
In current accounts	8,683,716	6,409,956
in current accounts	8,697,672	6,547,820
The details of balances as on Balance Sheet dates with banks are as follows:		
Particulars	As	in ₹
Tarteurars	December 31, 2012	December 31, 2011
In current accounts	,	<del>, , , , , , , , , , , , , , , , , , , </del>
China Merchants Bank (CNY)	8,683,273	-
China Merchants Bank (USD)	443	6,409,956
	8,683,716	6,409,956
Total bank balances	8,683,716	6,409,956
2.12 SHORT-TERM LOANS AND ADVANCES		. =
Particulars		in ₹
	December 31, 2012	December 31, 2011
Unsecured, considered good		<u> </u>
Others		
Advances	(70(219	550.044
Prepaid expenses Others	6,796,318	550,044 10,213,288
Onicio	6,796,318	10,763,332
Unbilled revenues	4,235,868	(1,491,630)
Loans and advances to employees Salary advances		(4.276)
Rental deposits	5,872,335	(4,376) 2,518,868
Terms deposite	16,904,521	11,786,194
	,,	,,,-,

# 2.13 INCOME FROM CONSULTANCY SERVICES

2.13 INCOME FROM CONSULTANCE SERVICES		in ₹
Particulars	Year ended December 31	
Income from consultancy services	<b>2012</b> 211,123,069	<b>2011</b> 63,063,091
meone from consultancy services	211,123,069	63,063,091
2.14 OTHER INCOME	211,120,000	
Particulars	Year ended December 31	in ₹
	2012	2011
Interest received on deposits with banks and others	-	14,722
Miscellaneous income, net	6,728,946	-
Gains / (losses) on foreign currency, net	(286,727)	(309,825)
2.15 EXPENSES	6,442,219	(295,103)
		in ₹
Particulars	Year ended December 31 2012	2011
Employee benefit expenses	2012	2011
Salaries and bonus including overseas staff expenses	182,547,369	48,540,465
Staff welfare	1,656,197	141,644
	184,203,566	48,682,109
Cost of technical sub-contractors		40.40=
Technical sub-contractors - subsidiaries Technical sub-contractors - others	11 020 546	40,407
reclinical suo-contractors - others	11,828,546	1,641,831
T. 1	11,828,546	1,682,238
Travel expenses  Overseas travel expenses	42 227 441	12 220 202
Overseas traver expenses	43,337,441	12,330,303
Cost of software packages and others	43,337,441	12,330,303
For own use		(00.022
roi own use		698,022
		698,022
Communication expenses	4.707.064	44 < 222
Telephone charges	1,797,861	416,322
Oil	1,797,861	416,322
Other expenses Office maintenance	1 914 901	617 207
Power and fuel	1,814,801	647,387
Brand building	720.975	6,956
Rent	720,875	2,731,953 3,244,300
Repairs to plant and machinery	8,283,678 21,167	3,244,300
Computer maintenance	343,561	155,459
Insurance charges	236,639	202,481
Marketing expenses	2,896,169	954,468
Printing and Stationery	200,002	190,395
Postage and courier	106,236	45,485
Books and periodicals	28,513	-3,-63
Auditor's remuneration	20,313	
Statutory audit fees	42,436	31,196
Bank charges and commission	38,678	26,312
Others	146,047	20,347
	14,878,802	8,256,739
2.16 TAX EXPENSE		in ₹
	Year ended December 31	,
Current tor	2012	2011
Current tax	6.557.600	3,480,749
Income taxes		
Income taxes Deferred taxes	6,557,699 (11,311,760)	(4,195,216)

## 2.17 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

## 2.18 RELATED PARTY TRANSACTIONS

List of related parties:  Name of Related Party  Country		Holdir	ing as at	
Name of Related Larty	Country	December 31, 2012	December 31, 2011	
Lodestone Holding AG	Switzerland	100%	100%	
Name of Ultimate Holding Company			Country	
Infosys Limited <sup>(1)</sup>			India	
(1) Holding of Lodestone Holding AG from October 22, 2012				
Name of Fellow subsidiaries			Country	
Infosys BPO (1)			India	
Infosys Australia (1)			Australia	
Infosys Consulting Inc (1)			USA	
Infosys Mexico (1)			Mexico	
Infosys Sweden (1)			Sweden	
Infosys Shanghai (1)			China	
Infosys Brasil (1)			Brazil	
Infosys Public Services, Inc. (1)			USA	
Infosys Consulting India Limited (1)			India	
Infosys BPO s. r. o (2)			Czech Republic	
Infosys BPO (Poland) Sp Z.o.o (2)			Poland	
McCamish Systems LLC (2)			USA	
Portland Group Pty Ltd <sup>(2)</sup>			Australia	
Portland Procurement Services Pty Ltd <sup>(2)</sup>			Australia	
Lodestone Management Consultants (Canada) Inc. (3)			Canada	
Lodestone Management Consultants Inc. (3)			USA	
Lodestone Management Consultants Pty Limited (3)			Australia	
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)			Thailand	
Lodestone Management Consultants AG (3)			Switzerland	
Lodestone Augmentis AG (3)			Switzerland	
Hafner Bauer & Ödman GmbH (3)			Switzerland	
Lodestone Management Consultants (Belgium) S.A. (3)(5)			Belgium	
Lodestone Management Consultants GmbH (3)			Germany	
Lodestone Management Consultants Pte Ltd. (3)			Singapore	
Lodestone Augmentis Ltd <sup>(3)(4)</sup>			Singapore	
Lodestone Management Consultants SAS (3)			France	
Lodestone Management Consultants s.r.o. (3)			Czech Republic	
Lodestone Management Consultants GmbH (3)			Austria	
Lodestone Management Consultants China Co., Ltd. (3)			China	
Lodestone Management Consultants Ltd. (3)			UK	
Lodestone Management Consultants B.V. (3)			Netherlands	
Lodestone Management Consultants Ltda. (3)(5)			Brazil	
Lodestone Management Consultants Sp. z.o.o. (3)			Poland	
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)			Portugal	
S.C. Lodestone Management Consultants S.R.L. (3)			Romania	

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Trade Receivables		
Lodestone Management Consultants GmbH	(402,113)	-
Trade Payables		
Lodestone Management Consultants AG	1,146,517	780,336
Lodestone Management Consultants Sp. z.o.o.	1,189,934	-
Lodestone Management Consultants Pte Ltd.	939,383	853,118

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Year ended December 31,	
	2012	2011
Capital transactions:		
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Lodestone Management Consultants Pte Ltd.	<del>_</del>	40,407
Sale of shared services including facilities and personnel		
Lodestone Management Consultants Pty Limited	362,950	-
Lodestone Management Consultants AG	1,102,918	-
Lodestone Management Consultants GmbH	34,007,563	-
Lodestone Management Consultants SAS	812,628	-
Lodestone Management Consultants Pte Ltd.	7,291,580	-

## 2.19 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

#### 2.20 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹ Statement of Profit and Loss account for the Year ended December 31, 2011 2012 Income from consultancy services 211,123,069 63,063,091 Cost of Services 234,337,559 61,948,091 GROSS PROFIT (23,214,490) 1,115,000 Selling and marketing expenses 3,617,044 3,686,421 General and administration expenses 22,544,386 11,420,020 26,161,430 15,106,441 OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION (49,375,920)(13,991,441)8,294 135,249 Depreciation and amortization 3,056,064 886,533 OPERATING PROFIT (52,440,278)(15,013,223)Other income 6,442,219 (295,103)PROFIT BEFORE TAX (45,998,059)(15,308,326)Tax expense: 3,480,749 Current tax 6,557,699 Deferred tax (11,311,760)(4,195,216) PROFIT FOR THE YEAR (41,243,998) (14,593,859)

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath

PartnerPeter ÖdmanLin LiMembership No. 202841DirectorDirector

Bangalore January 11, 2013

## To

# The Members of Lodestone Management Consultants GmbH

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants GmbH** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account ('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the *Loss* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

Chartered Accountants

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# **Lodestone Management Consultants GmbH**

			in ₹
Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	5,393,200	1,046,390
Reserves and surplus	2.2	(15,273,269)	(3,148,308)
		(9,880,069)	(2,101,918)
CURRENT LIABILITIES			
Unsecured Loans		17,319,511	-
Trade payables	2.4	48,882	2,446,059
Other current liabilities	2.5	5,935,468	2,405,633
Short-term provisions	2.6	729,445	-
		24,033,306	4,851,692
	<u> </u>	14,153,237	2,749,774
ASSETS	_		
NON-CURRENT ASSETS			
Fixed assets			
Tangible assets	2.7	230,485	-
		230,485	-
Deferred tax assets	2.3	5,182,000	1,152,105
	_	5,412,485	1,152,105
CURRENT ASSETS			
Trade receivables	2.8	2,178,489	-
Cash and cash equivalents	2.9	5,778,401	1,247,154
Short-term loans and advances	2.10	783,862	350,515
	_	8,740,752	1,597,669
	=	14,153,237	2,749,774
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath
Peter Od
Partner
Membership No. 202841

Peter OdmanRonald HafnerRolf SchläpferPartnerDirectorChief Financial Officer

Michael E. GrafYvonne Felice FernandezAndrea BertschingerPartnerChief Human Relations OfficerHead of Finance

Bangalore Karsten Oetschmann Norbert Kettner Mario Pohl

January 11, 2013 Partner Partner HR & Operations Manager

# **Lodestone Management Consultants GmbH**

			in ₹
Statement of Profit and Loss for the	Note	Year ended Dece	mber 31,
	_	2012	2011
Income from Consultancy services	2.11	28,806,448	-
Other income	2.12	303	723
Total revenue	-	28,806,751	723
Expenses			
Employee benefit expenses	2.13	35,016,621	2,316,661
Cost of technical sub-contractors	2.13	(1,128)	-
Travel expenses	2.13	6,386,039	227,348
Communication expenses	2.13	420,126	=
Professional charges		1,677,634	1,787,965
Depreciation and amortisation expense	2.7	96,699	-
Other expenses	2.13	16,933	67,276
Total expenses		43,612,924	4,399,250
PROFIT BEFORE INTEREST AND TAX	_	(14,806,173)	(4,398,527)
Interest expense	_	279,601	=
PROFIT BEFORE TAX	<u>-</u>	(15,085,774)	(4,398,527)
Tax expense:			
Current tax	2.14	112,184	-
Deferred tax	2.14	(3,766,639)	(1,083,974)
PROFIT FOR THE YEAR	=	(11,431,319)	(3,314,553)
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath	Peter Odman	Ronald Hafner	Rolf Schläpfer
Partner	Partner	Director	Chief Financial Officer
Membership No. 202841			
	Michael E. Graf	Yvonne Felice Fernandez	Andrea Bertschinger
	Partner	Chief Human Relations Officer	Head of Finance
Bangalore	Karsten Oetschmann	Norbert Kettner	Mario Pohl
January 11, 2013	Partner	Partner	HR & Operations Manager

# Significant accounting policies and notes on accounts

## Company overview

Lodestone Management Consultants GmbH is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company renders professional management consulting services, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Euro.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

#### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated into CHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

Particulars	As at	
	December 31, 2012	December 31, 2011
Issued & Subscribed - 80,000 Euro	5,393,200	4,922,209
Less: Unpaid		3,875,819
Issued, Subscribed and Paid-Up	5,393,200	1,046,390

## 2.2 RESERVES AND SURPLUS

articulars		As at	
	<b>December 31, 2012</b>	<b>December 31, 2011</b>	
Currency Translation Reserve	(527,397)	166,245	
Surplus- Opening Balance	(3,314,553)	-	
Add: Net profit after tax transferred from Statement of Profit and Loss	(11,431,319)	(3,314,553)	
Surplus- Closing Balance	(14,745,872)	(3,314,553)	
	(15,273,269)	(3,148,308)	

# 2.3 DEFERRED TAXES

		in ₹	
Particulars	As	As at	
	December 31, 2012	December 31, 2011	
Deferred tax assets			
Accumulated Losses	5,182,000	1,152,105	
	5,182,000	1,152,105	

## 2.4 TRADE PAYABLES

		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Trade payables (1)	48,882	2,446,059
	48,882	2,446,059
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.16)	50,368	2,446,060

# 2.5 OTHER CURRENT LIABILITIES

in ₹

Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Accrued salaries and benefits				
Bonus and incentives	3,045,186	-		
Other liabilities				
Provision for expenses	1,232,521	1,676,526		
Withholding and other taxes payable	1,657,761	729,107		
	5,935,468	2,405,633		

# 2.6 SHORT-TERM PROVISIONS

Particulars	As at		
	December 31, 2012	December 31, 2011	
Provision for employee benefits			
Unavailed leave	729,445	-	
	729,445		

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# 2.7 FIXED ASSETS

Original cost		Depreciation and amortization			Net book value					
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
Farticulars	Jan 1,	during the year	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012		the year	2012	2012		the year	2012	2012	2011
Tangible assets:										
Computer equipment	-	331,901	-	331,901	-	96,699	(4,717)	101,416	230,485	-
Total	•	331,901	-	331,901	-	96,699	(4,717)	101,416	230,485	-
Previous year		-	-	-	-	-	-	-	-	

# 2.8 TRADE RECEIVABLES

Others

Advances

Prepaid expenses Withholding and other taxes receivable

		in ₹	
Particulars	A	As at	
	December 31, 2012	December 31, 2011	
Other debts			
Unsecured			
Considered good <sup>(I)</sup>	2,178,489	-	
Considered doubtful		-	
	2,178,489	-	
Less: Provision for doubtful debts		-	
	2,178,489	=	
	2,178,489	-	
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.16)	2,138,466	-	
2.9 CASH AND CASH EQUIVALENTS			
-		in ₹	
Particulars	Α	As at	
	December 31, 2012	December 31, 2011	
Cash on hand	-	-	
Balances with banks			
In current accounts	5,778,401	1,247,154	
	5,778,401	1,247,154	
The details of balances as on Balance Sheet dates with banks are as follows:			
The details of balances as on balance sheet dates with balaxs are as follows.		in ₹	
Particulars	As at		
	December 31, 2012	December 31, 2011	
In current accounts			
Bank Account Euro	5,778,401	1,247,154	
	5,778,401	1,247,154	
Total bank balances	5,778,401	1,247,154	
2.10 SHORT-TERM LOANS AND ADVANCES			
2.10 SHORT-TERM LOAMS AND ADVANCES		in ₹	
Particulars	As at		
	December 31, 2012	December 31, 2011	
Unsecured, considered good			
Othors			

70,483

280,032

350,515

101,506

682,356

783,862

# 2.11 INCOME FROM CONSULTANCY SERVICES

2.11 INCOME FROM CONSULTANCY SERVICES		in ₹	
Particulars	Year ended December 31,		
T 0 1	2012	2011	
Income from consultancy services	28,806,448	-	
A 44	28,806,448	-	
2.12 OTHER INCOME		in ₹	
Particulars	Year ended Decemb		
	2012	2011	
Interest received on deposits with banks and others	2,537	723	
Gains / (losses) on foreign currency, net	(2,234)	-	
	303	723	
2.13 EXPENSES			
Particulars	Year ended Decemb	in ₹	
- M. Heuman	2012	2011	
Employee benefit expenses			
Salaries and bonus including overseas staff expenses	35,016,621	2,316,661	
	35,016,621	2,316,661	
Cost of technical sub-contractors		_,,,,,,,,	
Technical sub-contractors - subsidiaries	(1,128)	_	
	(1,128)		
Turnel company	(1,120)	<u> </u>	
Travel expenses  Overseas travel expenses	(29(020	227 249	
Overseus travel expenses	6,386,039	227,348	
	6,386,039	227,348	
Communication expenses  Telephone charges	400.107		
reteptione charges	420,126	-	
	420,126		
Other expenses			
Brand building	5,322	<del>-</del>	
Insurance charges	144,431	15,006	
Marketing expenses	3,342	-	
Printing and Stationery	6,833	2,897	
Auditor's remuneration	(217, 202)		
Statutory audit fees Bank charges and commission	(316,898) 110,001	11,489	
Others	63,902	37,884	
A 4.4 THAN EXPENSE	16,933	67,276	
2.14 TAX EXPENSE		in ₹	
	Year ended December 31,		
	2012	2011	
Current tax			
Income taxes	112,184	-	
Deferred taxes	(3,766,639)	(1,083,974)	
	(3,654,455)	(1,083,974)	

#### 2.15 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

## 2.16 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding	Holding as at	
	-	December 31, 2012	December 31, 2011	
Lodestone Holding AG	Switzerland	100%	100%	
Name of Ultimate Holding Company		Country		
Infosys Limited (1)		India		

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
infosys Consulting India Limited (1)	India
nfosys BPO s. r. o (2)	Czech Republic
nfosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
odestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
odestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
odestone Management Consultants GmbH (3)	Germany
odestone Management Consultants Pte Ltd. (3)	Singapore
odestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
odestone Management Consultants SAS (3)	France
odestone Management Consultants s.r.o. (3)	Czech Republic
odestone Management Consultants GmbH (3)	Austria
odestone Management Consultants China Co., Ltd. (3)	China
odestone Management Consultants Ltd. (3)	UK
odestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

		in <	
Particulars	As at		
	December 31, 2012	December 31, 2011	
Unsecured Loans			
Lodestone Holding AG	17,319,511	-	
Trade Receivables	<del>-</del>	<del>-</del>	
Lodestone Management Consultants AG	303,167	-	
Lodestone Management Consultants GmbH	1,167,451	-	
Lodestone Management Consultants Ltd.	667,848	=	
Trade Payables			
Lodestone Management Consultants AG	<del>-</del>	2,382,882	
Lodestone Management Consultants GmbH, Germany	<del>-</del>	63,178	
Lodestone Management Consultants Sp. z.o.o.	50,130	-	
FX valuation on above	238		

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		ın ₹
Particulars	Year ended Decembe	r 31,
	2012	2011
Capital transactions:		
Revenue transactions:		
Interest expense		
Lodestone Holding AG	279,601	
Sale of shared services including facilities and personnel		
Lodestone Management Consultants AG	5,519,313	-
Lodestone Management Consultants GmbH	16,289,248	-
Lodestone Management Consultants Ltd.	1,535,295	-

## 2.17 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

## 2.18 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

		ın ₹	
Statement of Profit and Loss account for the	Year ended December 31,		
	2012	2011	
Income from consultancy services	28,806,448	-	
Cost of Services	41,678,736	2,526,201	
GROSS PROFIT	(12,872,288)	(2,526,201)	
Selling and marketing expenses	8,665	-	
General and administration expenses	1,828,824	1,873,049	
	1,837,489	1,873,049	
OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION	(14,709,777)	(4,399,250)	
Interest	279,601	-	
Depreciation and amortization	96,699	-	
OPERATING PROFIT	(15,086,077)	(4,399,250)	
Other income	303	723	
PROFIT BEFORE TAX	(15,085,774)	(4,398,527)	
Tax expense:			
Current tax	112,184	-	
Deferred tax	(3,766,639)	(1,083,974)	
PROFIT FOR THE YEAR	(11,431,319)	(3,314,553)	

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath

 Partner
 Peter Odman
 Ronald Hafner
 Rolf Schläpfer

 Membership No. 202841
 Partner
 Director
 Chief Financial Officer

 Michael E. Graf
 Yvonne Felice Fernandez
 Andrea Bertschinger

 Partner
 Chief Human Relations Officer
 Head of Finance

Bangalore Karsten Oetschmann Norbert Kettner Mario Pohl

January 11, 2013 Partner Partner HR & Operations Manager

## To

## The Members of Lodestone Management Consultants GmbH

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants GmbH** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account ('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

#### **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the *Profit* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

**Chartered Accountants** 

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# **Lodestone Management Consultants GmbH**

				in $\prec$
Balance Sheet as at		Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES				
SHAREHOLDERS' FUNDS				
Share capital		2.1	6,536,435	6,536,435
Reserves and surplus		2.2	327,424,843	130,807,120
			333,961,278	137,343,555
NON-CURRENT LIABILITIES				
Deferred tax liabilities		2.3	<u>-</u>	521,107
		_	_	521,107
CURRENT LIABILITIES				,
Trade payables		2.4	156,874,952	412,800,587
Other current liabilities		2.5	644,532,578	517,373,274
Short-term provisions		2.6	144,384,829	76,550,286
		_	945,792,359	1,006,724,147
		=	1 250 552 (25	1 1 1 1 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7
ASSETS		=	1,279,753,637	1,144,588,809
NON-CURRENT ASSETS				
Fixed assets				
Tangible assets		2.7	15,257,972	17,331,462
		_	15,257,972	17,331,462
Long term loops and advances		2.9	20.604.022	
Long-term loans and advances		2.9	29,604,022 44,861,994	17,331,462
			44,601,554	17,331,402
CURRENT ASSETS				
Trade receivables		2.10	978,060,031	941,926,779
Cash and cash equivalents		2.11	164,906,431	112,841,664
Short-term loans and advances		2.12	91,925,181	72,488,904
			1,234,891,643	1,127,257,347
		_	1,279,753,637	1,144,588,809
SIGNIFICANT ACCOUNTING POLICIE	ES AND NOTES ON	<del>-</del>		
ACCOUNTS	ES AND NOTES ON	1 & 2		
As per our report attached				
for Shenoy & Kamath				
Chartered Accountants	VC 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	G 1	••	** 1 *** .
Firm's Registration Number:006673S	Michael E. Graf  Partner	Stepha Partne	in Kerner	Helge König Partner
	rariner	Farme	er -	ranner
M. Dothmoleon Voncoth	Noule out Vottu on	Vanata	n Ötschmann	Stanban Dada
M. Rathnakar Kamath Partner	Norbert Kettner  Partner	Rarste Partne		Stephan Bode Partner
Membership No. 202841				
	Thorsten Drechsler	Incha	n Fortner	Düdigar Eraah
	Partner	Partne		Rüdiger Frach Partner
Dangeloro	Alayandar Dfamman	N 1	n Zirkal	
Bangalore January 11, 2013	Alexander Pfanner  Partner	Marti Partne	n Zirkel er	
	- en enter	1 61 1116		

in ₹

# **Lodestone Management Consultants GmbH**

Statement of Profit and Loss for the		Note	Year ended De	ecember 31,
			2012	2011
Income from Consultancy Services		2.13	4,682,342,115	3,357,613,121
Other income		2.14	(12,827,228)	(1,946,010)
Total revenue			4,669,514,887	3,355,667,111
Expenses				
Employee benefit expenses		2.15	1,802,014,121	1,359,586,132
Cost of technical sub-contractors		2.15	1,844,848,877	1,220,982,609
Travel expenses		2.15	504,791,797	414,741,072
Cost of software packages and others		2.15	565,312	5,936,991
Communication expenses		2.15	41,786,723	35,292,672
Professional charges			154,956,965	137,328,695
Depreciation and amortisation expense		2.7	7,465,119	5,606,257
Other expenses		2.15	60,543,859	47,774,102
<b>Total expenses</b>			4,416,972,773	3,227,248,530
PROFIT BEFORE INTEREST AND TA	AX		252,542,114	128,418,581
Interest expense			249,173	991,400
PROFIT BEFORE TAX		_	252,292,941	127,427,181
Tax expense:				
Current tax		2.16	81,954,036	29,760,762
Deferred tax		2.16	553,772	(1,372,040)
PROFIT FOR THE YEAR		<del></del>	169,785,133	99,038,459
SIGNIFICANT ACCOUNTING POLICIE	S AND NOTES ON ACCOUNTS	1 & 2		
As per our report attached for Shenoy & Kamath Chartered Accountants				
Firm's Registration Number:006673S	Michael E. Graf Partner	Stephan Kerner Partner		Helge König Partner
M. Rathnakar Kamath  Partner  Membership No. 202841	Norbert Kettner Partner	Karsten Ötschmann Partner		Stephan Bode Partner

Jochen Fortner

Martin Zirkel

Partner

Partner

Thorsten Drechsler

Alexander Pfanner

Partner

Partner

Bangalore January 11, 2013 Rüdiger Frach

Partner

# Significant accounting policies and notes on accounts

## Company overview

Lodestone Management Consultants GmbH is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Euro.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

#### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.14 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower.

Lease in which significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

## 2.1 SHARE CAPITAL

Particulars	As	at
	December 31, 2012	December 31, 2011
Issued, Subscribed and Paid-Up		
86,000 EURO	6,536,435	6,536,435
	6,536,435	6,536,435

# 2.2 RESERVES AND SURPLUS

Particulars	As at	
	December 31, 2012	<b>December 31, 2011</b>
Currency Translation Reserve	22,081,523	(4,751,067)
Surplus- Opening Balance	135,558,187	36,519,728
Add: Net profit after tax transferred from Statement of Profit and Loss	169,785,133	99,038,459
Surplus- Closing Balance	305,343,320	135,558,187
	327,424,843	130,807,120

# 2.3 DEFERRED TAXES

		in ₹
Particulars	As	at
	December 31, 2012	December 31, 2011
Deferred tax liability		
Other Assets		521,107
	-	521,107

# 2.4 TRADE PAYABLES

in ₹

Particulars	As at	
	December 31, 2012	December 31, 2011
Trade payables (1)	156,874,952	412,800,587
	156,874,952	412,800,587
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.18)	69,420,557	238,913,930

# 2.5 OTHER CURRENT LIABILITIES

in ₹

articulars	A	As at	
	December 31, 2012	December 31, 2011	
Accrued salaries and benefits			
Salaries and benefits	1,410,904	(1,519,963)	
Bonus and incentives	223,589,167	205,073,573	
Other liabilities			
Employee Advances	-	47,850,540	
Provision for expenses	169,506,000	45,649,656	
Withholding and other taxes payable	106,926,138	88,472,097	
Other payables	2,145,135	34,669,533	
Advances received from clients	133,667,097	-	
Unearned revenue	7,288,137	97,177,838	
	644,532,578	517,373,274	

# 2.6 SHORT-TERM PROVISIONS

in ₹

Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Provision for employee benefits				
Unavailed leave	94,162,748	58,757,458		
Provision for Income taxes	50,222,081	17,792,828		
	144,384,829	76,550,286		

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## 2.7 FIXED ASSETS

in ₹

		Origi	nal cost			Depreciati	ion and amortization		Net boo	ok value
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
raruculars	Jan 1,	during the period	Retirement during	December 31,	Jan 1,	period	adjustment during	December 31,	December 31,	December 31,
	2012		the period	2012	2012		the period	2012	2012	2011
Tangible assets:										
Office equipment	287,264	16,097	-	303,361	51,371	88,637	(7,087)	147,095	156,266	235,893
IT Equipment	23,609,308	6,097,889	-	29,707,197	12,144,509	6,528,920	(990,557)	19,663,986	10,043,211	11,464,799
Furniture and fixtures	6,913,413	387,408	-	7,300,821	1,282,643	847,562	(112,121)	2,242,326	5,058,495	5,630,770
Total	30,809,985	6,501,394	-	37,311,379	13,478,523	7,465,119	(1,109,765)	22,053,407	15,257,972	17,331,462
Previous year	17,570,090	19,859,040	6,619,145	30,809,985	6,619,144	5,606,257	(1,253,122)	13,478,523	17,331,462	

#### 2.8 LEASES

# $Obligations \ on \ long-term, \ non-cancelable \ operating \ leases$

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹
Particulars	Year	ended December 31,
	2012	2011
Lease rentals recognized during the period	12,921,110	8,289,838
		in ₹
		As at
Lease obligations payable	December 31, 2012	December 31, 2011
Within one year of the balance sheet date	12,798,034	12,921,110
Due in a period between one year and five years	3,155,680	15,953,714

# 2.9 LONG-TERM LOANS AND ADVANCES

D. d. l.		in ₹
Particulars	December 31, 2012	December 31, 2011
Unsecured, considered good		
Loans and advances to employees	29,604,022	-
	29,604,022	
2.10 TRADE RECEIVABLES		in ₹
Particulars	A:	s at
·	December 31, 2012	December 31, 2011
Other debts Unsecured		
Considered good <sup>(1)</sup>	978,060,031	941,926,779
Considered doubtful	-	-
	978,060,031	941,926,779
Less: Provision for doubtful debts	978,060,031	941,926,779
	<b>978,060,031</b> 81,799,760	941,926,779
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.18)	81,/99,/00	184,557,852
2.11 CASH AND CASH EQUIVALENTS		
		in ₹
Particulars	December 31, 2012	December 31, 2011
Cash on hand	547	32,520
Balances with banks	,	,
In current accounts	164,905,884	112,809,144
	164,906,431	112,841,664
The details of helenges on an Delenge Chest dates with house one or follows:		
The details of balances as on Balance Sheet dates with banks are as follows:		in ₹
Particulars	As	at
In anymout accounts	December 31, 2012	December 31, 2011
In current accounts Commerzbank (EURO)	164,900,702	112,812,226
Commerzbank (USD)	5,181	(3,082)
	164,905,883	112,809,144
Total bank balances	164,905,883	112,809,144
2.12 SHORT-TERM LOANS AND ADVANCES		
Don't colour		in ₹
Particulars	December 31, 2012	December 31, 2011
Unsecured, considered good		
Others		
Advances	<b>-</b> 126 614	2044.605
Prepaid expenses	7,136,611	3,844,695
Withholding and other taxes receivable Others	1,208,941 170,916	941,511
Outers	8,516,468	4,786,206
Unbilled revenues	68,854,028	58,959,973
Loans and advances to employees		
Salary advances	14.554.605	137,314
Rental deposits	14,554,685	8,605,411
	91,925,181	72,488,904

# 2.13 INCOME FROM CONSULTANCY SERVICE

Particulars	Year ended Decemb	<i>in ₹</i> er 31
an action of the state of the s	2012	2011
Income from consultancy services	4,682,342,115	3,357,613,121
	4,682,342,115	3,357,613,121
2.14 OTHER INCOME		in ₹
Particulars	Year ended Decemb	
	2012	2011
Interest received on deposits with banks and others	(1,441)	-
Miscellaneous income, net	1,286,428	2,291,766
Gains / (losses) on foreign currency, net	(14,112,215) (12,827,228)	(4,237,776) ( <b>1,946,010</b> )
2.15 EXPENSES	(111,011,1110)	
Particulars	Year ended Decemb	<i>in ₹</i> er 31,
	2012	2011
Employee benefit expenses		
Salaries and bonus including overseas staff expenses	1,790,498,785	1,329,489,969
Staff welfare	11,515,336 1,802,014,121	30,096,163 1,359,586,132
Cost of technical sub-contractors	1,802,014,121	1,339,380,132
Technical sub-contractors - subsidiaries	858,968,261	549,890,943
Technical sub-contractors - others	985,880,616	671,091,666
	1,844,848,877	1,220,982,609
Travel expenses		
Overseas travel expenses	504,791,797	414,741,072
Cost of software packages and others	504,791,797	414,741,072
For own use	565,312	5,936,991
	565,312	5,936,991
Communication expenses		2,223,22
Telephone charges	41,786,723	35,292,672
	41,786,723	35,292,672
Other expenses		
Office maintenance	2,910,738	2,599,834
Power and fuel	855,939	774,548
Brand building	11,056,396	14,767,504
Rent	12,921,110	8,289,838
Rates and taxes, excluding taxes on income	1,489,259	- 22.277
Repairs to plant and machinery Computer maintenance	6	22,377
Insurance charges	683,547 2,717,663	539,100 463,993
Marketing expenses	13,950,692	9,690,030
Printing and Stationery	658,513	1,377,338
Professional membership and seminar participation fees	156,186	68,951
Postage and courier	771,751	646,677
Advertisements	131,978	3,060,671
Provision for bad and doubtful debts and advances	872	, , , <u>-</u>
Books and periodicals	262,860	496,988
Auditor's remuneration		
Statutory audit fees	7,251,010	797,706
Bank charges and commission	2,032,402	984,927
Others	2,692,937	3,193,620
2.16 TAX EXPENSE	60,543,859	47,774,102
2.10 IAA EAI ENDE	\$7 1.1 <b>5</b> 1	in ₹
	Year ended Decemb 2012	er 31, 2011
Current tax		
Income taxes	81,954,036	29,760,762
Deferred taxes	553,772	(1,372,040)
	82,507,808	28,388,722

## 2.17 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

## 2.18 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding as at		
	-	December 31, 2012	December 31, 2011	
Lodestone Holding AG	Switzerland	100%	100%	
Name of Ultimate Holding Company			Country	
Infosys Limited <sup>(1)</sup>		India		

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

in ₹ **Particulars** As at December 31, 2012 December 31, 2011 Trade Receivables Lodestone Management Consultants (Canada) Inc. 2,067,557 Lodestone Management Consultants Inc. 22,689,802 775,378 50,833,122 111,055,037 Lodestone Management Consultants AG Lodestone Management Consultants (Belgium) S.A. 460,555 51,179,361 Lodestone Management Consultants Pte Ltd. 1,180,852 Lodestone Management Consultants SAS 20,458,882 Lodestone Management Consultants s.r.o. 56,917 Lodestone Management Consultants GmbH, Austria 63,178 1,083,648 Lodestone Management Consultants Ltd. 675,365 Lodestone Management Consultants B.V. 3,393,666 117,861 Lodestone Management Consultants Sp. z.o.o. 90,558 56,917 Lodestone Management Consultants Portugal, Unipessoal, 62,039 S.C. Lodestone Management Consultants S.R.L. 56,917 **Trade Pavables** Lodestone Management Consultants Inc. 7,429,817 Lodestone Management Consultants Pty Limited 50,739 12,044,564 45,791,214 141,149,164 Lodestone Management Consultants AG Lodestone Management Consultants (Belgium) S.A. 1,122,672 12,240,614 Lodestone Management Consultants Pte Ltd. 560,089 6,348,334 Lodestone Management Consultants s.r.o. 538,757 805,728 Lodestone Management Consultants GmbH 1,167,451 Lodestone Management Consultants China Co., Ltd. (887,713)Lodestone Management Consultants Ltd. 5,313,276 4,575,255 Lodestone Management Consultants B.V. 667,032 1,976,743 Lodestone Management Consultants Sp. z.o.o. 8,900,931 35,860,343 Lodestone Management Consultants Portugal, Unipessoal, Lda. 4,745,372 5,380,637 S.C. Lodestone Management Consultants S.R.L. 1,538,358 11,102,731 (87,621) FX Valuation on above

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Year ended Dece	
	2012	2011
Capital transactions:		
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Lodestone Management Consultants Pty Limited	12,058,378	11,611,254
Lodestone Management Consultants (Belgium) S.A.	44,962,583	41,155,215
Lodestone Management Consultants AG	537,632,960	360,812,325
Lodestone Management Consultants s.r.o.	18,784,100	655,731
Lodestone Management Consultants Ltd.	61,680,590	38,107,791
Lodestone Management Consultants B.V.	13,212,477	1,542,523
Lodestone Management Consultants Sp. z.o.o.	133,197,310	124,070,321
Lodestone Management Consultants Portugal, Unipessoal, Lda.	50,570,804	11,506,454
S.C. Lodestone Management Consultants S.R.L.	25,668,833	22,445,038
Lodestone Management Consultants Pte Ltd.	7,657,003	4,108,327
Lodestone Management Consultants Inc.	1,369,565	5,506,098
Lodestone Management Consultants GmbH	14,657,675	-
Lodestone Management Consultants (Canada) Inc.	920,711	=
Lodestone Management Consultants China Co., Ltd.	30,267,782	=
Lodestone Management Consultants SAS	9,798,050	-
Sale of shared services including facilities and personnel		-
Lodestone Management Consultants (Belgium) S.A.	13,518,194	26,692,569
Lodestone Management Consultants AG	760,046,255	809,241,623
Lodestone Management Consultants SAS	3,398,656	19,346,649
Lodestone Management Consultants Ltd.	11,340,613	12,800,645
Lodestone Management Consultants Inc.	32,320,930	1,493,103
Lodestone Management Consultants Pte Ltd.	3,453,614	-
Lodestone Management Consultants B.V.	21,729,578	-
Lodestone Management Consultants (Canada) Inc.	1,974,650	-
Lodestone Management Consultants China Co., Ltd.	(223,853)	-

## 2.19 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

# 2.20 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

1111	~

Statement of Profit and Loss account for the		Year er	nded December 31,
			2012 2011
Income from consultancy services		4,682,34	42,115 3,357,613,121
Cost of Services		4,102,94	47,865 2,985,760,792
GROSS PROFIT		579,3	94,250 371,852,329
Selling and marketing expenses		25,0	07,088 24,457,534
General and administration expenses		281,5:	52,701 211,423,947
		306,5	59,789 235,881,481
OPERATING PROFIT BEFORE INTERE	ST AND DEPRECIATION	272,8	34,461 135,970,848
Interest		24	49,173 991,400
Depreciation and amortization		7,4	65,119 5,606,257
OPERATING PROFIT		265,1	20,169 129,373,191
Other income		(12,82	27,228) (1,946,010)
PROFIT BEFORE TAX		252,2	92,941 127,427,181
Tax expense:			
Current tax		81,9	54,036 29,760,762
Deferred tax		5:	53,772 (1,372,040)
PROFIT FOR THE YEAR		169,7	85,133 99,038,459
As per our report attached			
for Shenoy & Kamath			
Chartered Accountants	Michael E. Graf	Stephan Kerner	Helge König
Firm's Registration Number:006673S	Partner	Partner	Partner
M. Rathnakar Kamath	Norbert Kettner	Karsten Ötschmann	Stephan Bode
Partner	Partner	Partner	Partner
Membership No. 202841			
-			
	Thorsten Drechsler	Jochen Fortner	De dia an Farada
	Partner	Partner	Rüdiger Frach Partner
	1 armer	1 anner	1 armer
Dangalara	Alexander Pfanner	Martin Zirkel	
Bangalore January 11, 2013	Alexander Planner  Partner	Martin Zirkel Partner	
January 11 , 2013	i aimei	1 willer	

## To

# The Members of Lodestone Management Consultants Inc.

## **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants Inc.** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

#### **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

#### **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the *Profit* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

Chartered Accountants

#### (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# **Lodestone Management Consultants Inc.**

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Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	6,207,500	6,207,500
Reserves and surplus	2.2	(166,101,036)	(198,053,884)
		(159,893,536)	(191,846,384)
CURRENT LIABILITIES			
Unsecured Loans		322,212,277	214,849,429
Trade payables	2.4	92,908,516	144,289,205
Other current liabilities	2.5	68,111,330	68,260,475
Short-term provisions	2.6	10,195,165	7,478,459
		493,427,288	434,877,568
	<u> </u>	333,533,752	243,031,184
ASSETS NON-CURRENT ASSETS			
Fixed assets			
Tangible assets	2.7	1,797,913	3,682,608
		1,797,913	3,682,608
Deferred tax assets	2.3	30,382,809	29,337,595
Long-term loans and advances	2.9	20,201,589	21,043,309
		52,382,311	54,063,512
CURRENT ASSETS			
Trade receivables	2.10	169,064,390	154,267,779
Cash and cash equivalents	2.11	60,829,063	5,571,342
Short-term loans and advances	2.12	51,257,988	29,128,551
		281,151,441	188,967,672
		333,533,752	243,031,184
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath

Partner

Jim Williams

Jürgen Bauer Partner

Membership No. 202841

Bangalore

Partner

January 11, 2013

# **Lodestone Management Consultants Inc.**

			in ₹
Statement of Profit and Loss for the	Note	Year ended Dece	ember 31,
	-	2012	2011
Income from Consultancy services	2.13	939,161,898	667,861,832
Other income	2.14	(2,137,109)	(8,198,462)
Total revenue	-	937,024,789	659,663,370
Expenses			
Employee benefit expenses	2.15	454,350,646	351,617,020
Cost of technical sub-contractors	2.15	227,717,248	250,521,829
Travel expenses	2.15	145,244,451	94,364,169
Cost of software packages and others	2.15	-	1,875,774
Communication expenses	2.15	5,643,748	3,713,564
Professional charges		44,283,400	26,088,432
Depreciation and amortisation expense	2.7	1,662,097	3,100,511
Other expenses	2.15	15,800,029	17,528,325
Total expenses	- -	894,701,619	748,809,624
PROFIT BEFORE INTEREST AND TAX	- -	42,323,170	(89,146,254)
Interest expense		5,266,259	3,615,677
PROFIT BEFORE TAX	- -	37,056,911	(92,761,931)
Tax expense:	•		
Current tax	2.16	(506,161)	(7,844,147)
Deferred tax	2.16	301,421	(27,281,883)
PROFIT FOR THE YEAR	- -	37,261,651	(57,635,901)
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Jim Williams Jürgen Bauer Partner Partner Partner

Membership No. 202841

Bangalore

January 11, 2013

# Significant accounting policies and notes on accounts

#### Company overview

Lodestone Management Consultants Inc. is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

## 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the US Dollar.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

#### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.14 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower.

Lease in which significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

Surplus- Opening Balance

Surplus- Closing Balance

Add: Net profit after tax transferred from Statement of Profit and Loss

		in ₹	
Particulars	As at		
	December 31, 2012	December 31, 2011	
Issued, Subscribed and Paid-Up			
100,000 USD	6,207,500	6,207,500	
	6,207,500	6,207,500	
2.2 RESERVES AND SURPLUS			
		in ₹	
Particulars	As at		
	December 31, 2012	December 31, 2011	
Currency Translation Reserve	(6,078,656)	(769,853)	

(197,284,031)

(160,022,380)

(166,101,036)

37,261,651

(139,648,130)

(57,635,901)

(197,284,031)

(198,053,884)

# 2.3 DEFERRED TAXES

		in ₹			
Particulars	As	As at			
	December 31, 2012	December 31, 2011			
Deferred tax asset					
Accumulated Losses	30,382,809	29,337,595			
	30,382,809	29,337,595			
2.4 TRADE PAYABLES					
		in ₹			
Particulars	As	at			

Particulars	As at			
	December 31, 2012	December 31, 2011		
Trade payables (1)	92,908,516	144,289,205		
	92,908,516	144,289,205		
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.18)	82,539,212	131,212,416		

# 2.5 OTHER CURRENT LIABILITIES

articulars	As	As at		
	December 31, 2012	December 31, 2011		
Accrued salaries and benefits				
Bonus and incentives	34,015,646	29,104,737		
Other liabilities				
Provision for expenses	35,027,984	39,155,738		
Other payables	(1,056,351)	-		
Unearned revenue	124,051	-		
	68,111,330	68,260,475		

# 2.6 SHORT-TERM PROVISIONS

Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Provision for employee benefits				
Unavailed leave	9,722,573	7,478,459		
Provision for Income taxes	472,592	-		
	10,195,165	7,478,459		

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## 2.7 FIXED ASSETS

in ₹

		Orig	ginal cost			Depreciation	n and amortization		Net bool	k value
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
raruculars	Jan 1,	during the year	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012		the year	2012	2012		the year	2012	2012	2011
Tangible assets :										
Office equipment	244,889	90,984	253,459	82,414	103,827	164,291	249,804	18,314	64,100	141,062
IT Equipment	11,052,367	652,915	-	11,705,282	8,192,549	1,486,046	(292,874)	9,971,469	1,733,813	2,859,818
Furniture and fixtures	1,229,599	-	1,229,599	-	547,871	11,760	559,631	-	-	681,728
Total	12,526,855	743,899	1,483,058	11,787,696	8,844,247	1,662,097	516,561	9,989,783	1,797,913	3,682,608
Previous year	9,158,028	7,888,951	4,520,124	12,526,855	4,520,124	3,100,511	(1,223,612)	8,844,247	3,682,608	

## 2.8 LEASES

# $Obligations \ on \ long-term, \ non-cancelable \ operating \ leases$

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹			
Particulars	Year ended December 31,				
	2012	2011			
Lease rentals recognized during the period	7,764,763	8,281,379			
		in ₹			
	As at				
Lease obligations payable	December 31, 2012	December 31, 2011			
Within one year of the balance sheet date	5,777,926	7,764,763			
Due in a period between one year and five years	<del>-</del>	5,777,926			

# 2.9 LONG-TERM LOANS AND ADVANCES

2.7 LONG-TERM DOANS AND ADVANCES		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Other loans and advances Advance income taxes	15 775 104	21 042 200
Loans and advances to employees	15,775,104 4,426,485	21,043,309
Loans and advances to employees	20,201,589	21,043,309
2.10 TRADE RECEIVABLES	,,	
Particulars	As at	in ₹
1 at ticulars	December 31, 2012	December 31, 2011
Other debts	,	,
Unsecured		
Considered good <sup>(I)</sup>	169,064,390	154,267,779
	169,064,390	154,267,779
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.18)	8,482,662	41,487,086
2.11 CASH AND CASH EQUIVALENTS		
D. d. J.		in ₹
Particulars	As at December 31, 2012	Dogombou 21 2011
Cash on hand	December 31, 2012	December 31, 2011 3,904
Balances with banks		3,704
In current accounts	60,829,063	5,567,438
	60,829,063	5,571,342
The details of balances as on Balance Sheet dates with banks are as follows:		
		in ₹
Particulars	As at	D 1 01 0011
In current accounts	December 31, 2012	December 31, 2011
Bank of America (USD)	60,829,063	5,567,438
24 (37 (332)	60,829,063	5,567,438
Total bank balances	60,829,063	5,567,438
2.12 SHORT-TERM LOANS AND ADVANCES	00,025,000	2,207,120
ZiiZ SiiONI IBMiIBOIN (III III VIII (CES		in ₹
Particulars	As at	D 1 21 2011
Unsecured, considered good	December 31, 2012	December 31, 2011
Others		
Advances		
Prepaid expenses	2,814,107	1,877,439
Others	24,673,708	<u> </u>
	27,487,815	1,877,439
Unbilled revenues	18,761,358	-
Loans and advances to employees Salary advances	2,994,817	21,084,430
Rental deposits	2,994,817	6,166,682
Tonar acposits	51,257,988	29,128,551
	21,227,700	27,120,001

# 2.13 INCOME FROM CONSULTANCY SERVICES

2.13 INCOME FROM CONSULTANCY SERVICES		in ₹
Particulars	Year ended December	
	2012	2011
Income from consultancy services	939,161,898	667,861,832
	939,161,898	667,861,832
2.14 OTHER INCOME		in ₹
Particulars	Year ended Decembe	
	2012	2011
Interest received on deposits with banks and others	20,199	-
Miscellaneous income, net	913,965	-
Gains / (losses) on foreign currency, net	(3,071,273)	(8,198,462)
	(2,137,109)	(8,198,462)
2.15 EXPENSES		
Particulars	Year ended Decembe	in ₹
Taticulais	2012	2011
Employee benefit expenses		
Salaries and bonus including overseas staff expenses	449,257,815	347,576,316
Staff welfare	5,092,831	4,040,704
	454,350,646	351,617,020
Cost of technical sub-contractors		331,017,020
Technical sub-contractors - subsidiaries	185,037,458	114,335,098
Technical sub-contractors - others	42,679,790	
reclinical sub-contractors - others	-	136,186,731
	227,717,248	250,521,829
Travel expenses		
Overseas travel expenses	145,244,451	94,364,169
	145,244,451	94,364,169
Cost of software packages and others		
For own use	<del>_</del>	1,875,774
		1,875,774
Communication expenses		
Telephone charges	5,643,748	3,713,564
	5,643,748	3,713,564
Other expenses		
Brand building	444,332	1,581,018
Rent	7,764,763	8,281,379
Computer maintenance	69,026	154,745
Insurance charges	863,792	855,678
Marketing expenses	3,097,273	3,732,156
Printing and Stationery	254,339	551,579
Professional membership and seminar participation fees	399,708	328,346
Postage and courier	523,714	973,461
Advertisements	176,457	661,313
Books and periodicals	36,711	7,827
Bank charges and commission	404,587	184,613
Others	1,765,327	216,210
	15,800,029	17,528,325
2.16 TAX EXPENSE		in ₹
	Year ended December	
	2012	2011
Current tax		
Income taxes	(506,161)	(7,844,147)
Deferred taxes	301,421	(27,281,883)
	(204,740)	(35,126,030)

## 2.17 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

## 2.18 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding	g as at
		December 31, 2012	December 31, 2011
Lodestone Holding AG	Switzerland	100%	100%
Name of Ultimate Holding Company			Country
Infosys Limited (1)			India

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

		ın <b>x</b>
Particulars	As at	
	December 31, 2012	December 31, 2011
Unsecured Loans		
Lodestone Holding AG	322,212,277	214,849,429
Trade Receivables		
Lodestone Management Consultants AG	954,129	10,704,244
Lodestone Management Consultants Ltd.	7,528,533	4,067,582
Lodestone Management Consultants (Belgium) S.A.	-	19,285,442
Lodestone Management Consultants GmbH	-	7,429,818
Trade Payables		
Lodestone Management Consultants AG	49,237,001	103,774,558
Lodestone Management Consultants (Canada) Inc.	4,943,918	14,094,564
Lodestone Management Consultants GmbH	21,959,778	852,536
Lodestone Management Consultants Sp. z.o.o.	526,823	321,647
S.C. Lodestone Management Consultants S.R.L.	1,315,458	-
Lodestone Management Consultants Ltd.	3,787,164	-
Lodestone Management Consultants (Belgium) S.A.	-	426,623
Lodestone Management Consultants Portugal, Unipessoal, Lda.	-	1,745,148
Lodestone Management Consultants SAS	-	6,089,442
FX Valuation on above	769,070	3,907,898

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Year ended December 31,	
	2012	2011
Capital transactions:		
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Lodestone Management Consultants (Belgium) S.A.	-	224,607
Lodestone Management Consultants (Canada) Inc.	43,420,191	46,017,329
Lodestone Management Consultants AG	84,624,111	45,019,780
Lodestone Management Consultants GmbH	30,106,578	1,655,785
Lodestone Management Consultants SAS	-	6,087,746
Lodestone Management Consultants Ltd.	29,081,413	20,178,463
Lodestone Management Consultants Sp. z.o.o.	4,651,483	6,986,718
Lodestone Management Consultants Portugal, Unipessoal, Lda.	1,260,462	2,572,107
S.C. Lodestone Management Consultants S.R.L.	8,981,215	=
Interest expense		
Lodestone Holding AG	5,176,018	3,615,677
Sale of shared services including facilities and personnel		
Lodestone Management Consultants AG	172,144,753	108,495,595
Lodestone Management Consultants GmbH	1,521,774	6,736,112
Lodestone Management Consultants Ltd.	29,572,902	13,510,826

## 2.19 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

#### 2.20 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹ Year ended December 31, Statement of Profit and Loss account for the 2012 2011 939,161,898 Income from consultancy services 667,861,832 Cost of Services 765,107,942 661,185,645 GROSS PROFIT 174,053,956 6,676,187 Selling and marketing expenses 3,541,604 5,313,173 General and administration expenses 124,389,976 79,210,295 127,931,580 84,523,468 OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION 46,122,376 (77,847,281)Interest 5,266,259 3,615,677 Depreciation and amortization 1,662,097 3,100,511 OPERATING PROFIT 39,194,020 (84,563,469) Other income (2,137,109)(8,198,462)PROFIT BEFORE TAX 37,056,911 (92,761,931) Tax expense: (7,844,147) Current tax (506, 161)Deferred tax 301,421 (27,281,883) PROFIT FOR THE YEAR 37,261,651 (57,635,901)

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath *Partner* Membership No. 202841

Bangalore January 11, 2013 Jim Williams Partner Jürgen Bauer Partner

## To

#### The Members of Lodestone Management Consultants Ltd,

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants Ltd**, ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account ('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

#### **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the *Profit* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

**Chartered Accountants** 

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# Lodestone Management Consultants Ltd.

Balance Sheet as at	Note	December 31, 2012	<i>in ₹</i> <b>December 31, 2011</b>
EQUITY AND LIABILITIES		·	
SHAREHOLDERS' FUNDS			
Share capital	2.1	5,825,500	5,825,500
Reserves and surplus	2.2	(74,715,107)	(160,741,135)
		(68,889,607)	(154,915,635)
CURRENT LIABILITIES			
Unsecured Loans		154,773,631	68,778,619
Trade payables	2.4	85,526,352	253,916,121
Other current liabilities	2.5	130,325,670	85,823,166
Short-term provisions	2.6	7,464,526	5,667,670
•		378,090,179	414,185,576
		309,200,572	259,269,941
ASSETS NON-CURRENT ASSETS Fixed assets Tangible assets	2.7	10,433,092	12,708,303
		10,433,092	12,708,303
Deferred tax assets	2.3	11,733,596	10,855,576
Long-term loans and advances	2.9	5,145,130	-
		27,311,818	23,563,879
CURRENT ASSETS			
Trade receivables	2.10	102,952,881	124,366,799
Cash and cash equivalents	2.11	3,658,914	48,390,192
Short-term loans and advances	2.12	175,276,959	62,949,071
		281,888,754	235,706,062
	<u> </u>	309,200,572	259,269,941
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Partner Membership No. 202841	Harry Singh Partner	Anthoula Madden Partner	John O Sullivan <i>Partner</i>
	Ian Stuart <i>Partner</i>	Brandon Bichler <i>Partner</i>	Mandeep Kwatra Partner
Bangalore January 11, 2013	Mark Bryant Partner	Jeremy Milward Partner	

# Lodestone Management Consultants Ltd.

Statement of Profit and Loss for the	Note	Year ended December 31,		
		2012	2011	
Income from Consultancy services	2.13	1,053,190,633	745,202,850	
Other income	2.14	8,558,410	176,739	
Total revenue		1,061,749,043	745,379,589	
Expenses				
Employee benefit expenses	2.15	572,925,135	354,456,341	
Cost of technical sub-contractors	2.15	192,475,847	183,919,530	
Travel expenses	2.15	114,157,723	73,819,113	
Cost of software packages and others	2.15	-	1,263,130	
Communication expenses	2.15	6,891,576	5,258,210	
Professional charges		40,512,297	34,542,624	
Depreciation and amortisation expense	2.7	3,810,621	1,602,489	
Other expenses	2.15	35,016,800	12,804,507	
Total expenses		965,789,999	667,665,944	
PROFIT BEFORE INTEREST AND TAX		95,959,044	77,713,645	
Interest expense		3,481,888	7,495,344	
PROFIT BEFORE TAX		92,477,156	70,218,301	
Tax expense:				
Deferred tax	2.16	(1,542,746)	17,489,597	
PROFIT FOR THE YEAR		94,019,902	52,728,704	
EARNINGS PER EQUITY SHARE				
Equity shares of par value GBP 1 each				
Basic		1,880	1,055	
Number of shares used in computing earnings per share				
Basic		50,000	50,000	
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2			

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Harry Singh Anthoula Madden John O Sullivan Partner Partner Partner Partner Partner

Membership No. 202841

Mandeep Kwatra Ian Stuart Brandon Bichler
Partner Partner Partner

Bangalore Mark Bryant Jeremy Milward January 11, 2013 Partner Partner

#### Significant accounting policies and notes on accounts

#### Company overview

Lodestone Management Consultants Ltd. is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is Great British Pound.

### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.14 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower.

Lease in which significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

### 1.15 Earnings per share

Basic earnings per share is computed by dividing the net profit attributable to the equity holders of the Company by the weighted average number of equity shares outstanding during the period.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

		in ₹
Particulars	As	at
	December 31, 2012	December 31, 2011
Issued, Subscribed and Paid-Up		
50,000 (50,000) equity shares of GBP 1/- par value	5,825,500	5,825,500
	5,825,500	5,825,500

# 2.2 RESERVES AND SURPLUS

Particulars	As	s at
-	December 31, 2012	<b>December 31, 2011</b>
Currency Translation Reserve	10,026,341	18,020,215
Surplus- Opening Balance	(178,761,350)	(231,490,054)
Add: Net profit after tax transferred from Statement of Profit and Loss	94,019,902	52,728,704
Surplus- Closing Balance	(84,741,448	(178,761,350)
	(74,715,107)	(160,741,135)

# 2.3 DEFERRED TAXES

		in ₹
Particulars	As	at
	December 31, 2012	December 31, 2011
Deferred tax asset		
Accumulated Losses	11,733,596	10,855,576
	11,733,596	10,855,576

# 2.4 TRADE PAYABLES

		in $\prec$		
Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Trade payables (1)	85,526,352	253,916,121		
	85,526,352	253,916,121		
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.18)	62,287,406	216,539,118		

# 2.5 OTHER CURRENT LIABILITIES

		in $\prec$		
Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Accrued salaries and benefits				
Bonus and incentives	43,011,626	31,740,896		
Other liabilities				
Provision for expenses	14,445,459	12,620,246		
Withholding and other taxes payable	64,502,310	28,306,452		
Other payables	92,012	7,040,642		
Unearned revenue	8,274,263	6,114,930		
	130,325,670	85,823,166		

# 2.6 SHORT-TERM PROVISIONS

		in ₹
Particulars	As	at
	December 31, 2012	December 31, 2011
Provision for employee benefits		
	7,464,526	5,667,670
	7,464,526	5,667,670

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### 2.7 FIXED ASSETS

in ₹

		Orig	inal cost			Depreciation	and amortization		Net bool	k value
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
r articulars	Jan 1,	during the year	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012		the year	2012	2012		the year	2012	2012	2011
Tangible assets:										
Leasehold Improvements	10,099,184	816,842	-	10,916,026	839,544	2,097,335	(154,663)	3,091,542	7,824,484	9,259,640
IT Equipment	4,546,673	1,032,912	=	5,579,585	1,098,010	1,713,286	(159,681)	2,970,977	2,608,608	3,448,663
Total	14,645,857	1,849,754	-	16,495,611	1,937,554	3,810,621	(314,344)	6,062,519	10,433,092	12,708,303
Previous year	500,439	14,145,418	-	14,645,857	-	1,602,489	(335,065)	1,937,554	12,708,303	

# 2.8 LEASES

# $Obligations \ on \ long-term, \ non-cancelable \ operating \ leases$

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹
Particulars	Year ended Dec	cember 31,
	2012	2011
Lease rentals recognized during the period	8,714,085	1,518,851
		in ₹
	As at	
Lease obligations payable	December 31, 2012	December 31, 2011
Within one year of the balance sheet date	8,399,415	8,714,085
Due in a period between one year and five years	19,813,415	28,212,830

# 2.9 LONG-TERM LOANS AND ADVANCES

Particulars	A	in ₹
	December 31, 2012	December 31, 2011
Unsecured, considered good		
Loans and advances to employees	5,145,130	-
	5,145,130	-
2.10 TRADE RECEIVABLES		in ₹
Particulars		s at
Other debts	December 31, 2012	December 31, 2011
Unsecured		
Considered good <sup>(1)</sup>	102,952,881	124,366,799
Considered doubtful		-
Less: Provision for doubtful debts	102,952,881	124,366,799
Less: Provision for doubtful debts	102,952,881	124,366,799
	102,952,881	124,366,799
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.18)	24,755,971	19,416,663
2.11 CASH AND CASH EQUIVALENTS		in ₹
Particulars	A	s at
	December 31, 2012	December 31, 2011
Balances with banks	2 (50 011	40.000.400
In current accounts	3,658,914	48,390,192
	3,658,914	48,390,192
The details of balances as on Balance Sheet dates with banks are as follows:		in ₹
Particulars	As	at
In current accounts	December 31, 2012	December 31, 2011
Barclays (GBP)	3,658,914	48,390,192
	3,658,914	48,390,192
Total bank balances	3,658,914	48,390,192
4.14 CHART TERM LOANG AND ARVANGEG		
2.12 SHORT-TERM LOANS AND ADVANCES		in ₹
Particulars	December 31, 2012	December 31, 2011
Unsecured, considered good	December 31, 2012	December 31, 2011
Others		
Advances		
Prepaid expenses	3,140,152	6,039,321
Withholding and other taxes receivable	23,077	4,693
Others	45,998,866	4,109,726
	49,162,095	10,153,740
Unbilled revenues	122,957,015	49,751,273
Loans and advances to employees Salary advances	110,122	
paiaty auvances	3,047,727	3,044,058
	3 (14 / 17.7	
Rental deposits	175,276,959	62,949,071

# 2.13 INCOME FROM CONSULTANCY SERVICES

2.15 INCOME FROM CONSULTANCE SERVICES		in ₹
Particulars	Year ended Decemb	
Income from consultancy services	2012 1,053,190,633	<b>2011</b> 745,202,850
meonic from consultancy services	1,053,190,633	745,202,850
2.14 OTHER INCOME	1,033,170,033	
Particulars	Year ended Decemb	<i>in ₹</i>
	2012	2011
Gains / (losses) on foreign currency, net	8,558,410	176,739
	8,558,410	176,739
2.15 EXPENSES		in ₹
Particulars	Year ended Decemb	
	2012	2011
Employee benefit expenses		
Salaries and bonus including overseas staff expenses	568,735,248	351,444,972
Staff welfare	4,189,887	3,011,369
	572,925,135	354,456,341
Cost of technical sub-contractors		
Technical sub-contractors - subsidiaries	174,712,098	165,135,510
Technical sub-contractors - others	17,763,749	18,784,020
	192,475,847	183,919,530
Travel expenses		
Overseas travel expenses	114,157,723	73,819,113
	114,157,723	73,819,113
Cost of software packages and others		
For own use	<u> </u>	1,263,130
	<u> </u>	1,263,130
Communication expenses		
Telephone charges	6,891,576	5,258,210
	6,891,576	5,258,210
Other expenses		
Office maintenance	2,977,968	4,416,228
Brand building	176,212	974,695
Rent	8,714,085	1,518,851
Insurance charges	1,292,138	770,876
Marketing expenses	2,961,143	1,804,154
Printing and Stationery	473,930	690,480
Professional membership and seminar participation fees	243,383	44,518
Postage and courier	7,367	365,788
Advertisements	33,630	604,393
Books and periodicals	13,284	17,477
Auditor's remuneration		
Statutory audit fees	1,283,177	625,296
Bank charges and commission	245,513	214,719
Others	16,594,970	757,032
2.1/ TAY EVDENGE	35,016,800	12,804,507
2.16 TAX EXPENSE		in ₹
	Year ended Decemb	
Current tax	2012	2011
Deferred taxes	(1,542,746)	17,489,597
	(1,542,746)	17,489,597
	(1,074,770)	11,702,021

### 2.17 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act,

### 2.18 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding	g as at
		December 31, 2012	December 31, 2011
Lodestone Holding AG	Switzerland	100%	100%

Name of Ultimate Holding Company	Country
Infosys Limited <sup>(1)</sup>	India

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

Particulars	As	at
	December 31, 2012	December 31, 2011
Unsecured Loans		
Lodestone Holding AG	154,773,631	68,778,619
Trade Receivables		
Lodestone Management Consultants Inc.	3,805,718	-
Lodestone Management Consultants Pty Limited	2,617,503	-
Lodestone Management Consultants AG	11,718,119	12,813,804
Lodestone Management Consultants GmbH, Germany	5,303,510	4,575,256
Lodestone Management Consultants SAS	19,545	2,027,603
Lodestone Management Consultants B.V.	1,291,576	-
Trade Payables		
Lodestone Management Consultants Inc.	7,572,063	4,061,970
Lodestone Management Consultants Pty Limited	4,951,445	-
Lodestone Management Consultants AG	35,919,703	186,105,675
Lodestone Augmentis AG	-	3,452,931
Lodestone Management Consultants (Belgium) S.A.	4,771,378	616,360
Lodestone Management Consultants GmbH, Germany	1,081,657	679,210
Lodestone Management Consultants Pte Ltd.	2,400,803	-
Lodestone Management Consultants SAS	-	15,814,737
Lodestone Management Consultants GmbH, Austria	667,848	-
Lodestone Management Consultants B.V.	-	401,945
Lodestone Management Consultants Sp. z.o.o.	726,647	161,453
Lodestone Management Consultants Portugal, Unipessoal,	4 116 400	6 002 112
Lda.	4,116,408	6,083,112
FX Valuation on above	79,454	(838,275)

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Year ended December 31,	
	2012	2011
Capital transactions:		
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Infosys Limited	1,469,145	_
Lodestone Management Consultants (Belgium) S.A.	10,841,536	4,727,592
Lodestone Management Consultants (Canada) Inc.		3,331,749
Lodestone Management Consultants AG	115,472,281	99,322,975
Lodestone Augmentis AG	-	3,370,788
Lodestone Management Consultants GmbH	11,196,951	13,556,430
Lodestone Management Consultants SAS	-	27,379,745
Lodestone Management Consultants B.V.	-	100,564
Lodestone Management Consultants Sp. z.o.o.	1,673,206	1,052,069
Lodestone Management Consultants Portugal, Unipessoal,	16,005,571	12.022.700
Lda.	16,085,571	12,923,799
Lodestone Management Consultants Inc.	29,102,141	14,296,271
Lodestone Management Consultants GmbH	1,510,618	-
Lodestone Management Consultants Pty Limited	4,679,982	-
Lodestone Management Consultants Pte Ltd.	11,192,719	-
Interest expense	<u>'</u>	
Lodestone Holding AG	3,395,376	1,910,544
Lodestone Management Consultants AG	-	5,584,800
Sale of shared services including facilities and personnel	<u>'</u>	
Infosys Limited	16,171,999	-
Lodestone Management Consultants (Belgium) S.A.	3,580,900	11,411,072
Lodestone Management Consultants AG	207,023,611	129,016,671
Lodestone Management Consultants GmbH	68,675,360	46,620,737
Lodestone Management Consultants SAS	2,587,887	4,716,785
Lodestone Management Consultants Inc.	31,387,373	18,211,535
Lodestone Management Consultants Pty Limited	2,574,166	, , , <u>-</u>
Lodestone Management Consultants B.V.	1,239,648	-

### 2.19 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

### 2.20 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹

Statement of Profit and Loss account for the	Year ended December 31,	
_	2012	2011
Income from consultancy services	1,053,190,633	745,202,850
Cost of Services	867,683,720	605,489,905
GROSS PROFIT	185,506,913	139,712,945
Selling and marketing expenses	3,137,355	2,778,849
General and administration expenses	91,158,303	57,794,701
	94,295,658	60,573,550
OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION	91,211,255	79,139,395
Interest	3,481,888	7,495,344
Depreciation and amortization	3,810,621	1,602,489
OPERATING PROFIT	83,918,746	70,041,562
Other income	8,558,410	176,739
PROFIT BEFORE TAX	92,477,156	70,218,301
Tax expense:		
Deferred tax	(1,542,746)	17,489,597
PROFIT FOR THE YEAR	94,019,902	52,728,704

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath  Partner  Membership No. 202841	Harry Singh Partner	Anthoula Madden Partner	John O Sullivan Partner
	Mandeep Kwatra Partner	Ian Stuart Partner	Brandon Bichler Partner
Bangalore January 11, 2013	Mark Bryant <i>Partner</i>	Jeremy Milward Partner	

### To

# The Members of Lodestone Management Consultants Ltda.

## **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants Ltda.** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account ('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

### **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31st December 2012;
- 2) In the case of the statement of profit and loss, of the *Loss* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

### For SHENOY & KAMATH

**Chartered Accountants** 

### (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE Subsidiaries

# Lodestone Management Consultants Ltda.

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11	2	_

Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	3,965,645	3,965,645
Reserves and surplus	2.2	(101,333,795)	(9,832,572)
		(97,368,150)	(5,866,927)
CURRENT LIABILITIES			
Unsecured Loans		276,291,334	29,461,780
Trade payables	2.4	12,861,182	13,090,043
Other current liabilities	2.5	59,719,050	4,029,381
Short-term provisions	2.6	10,770,708	325,238
		359,642,274	46,906,442
		262,274,124	41,039,515
ASSETS NON-CURRENT ASSETS Fixed assets			
Tangible assets	2.7	14,679,473	8,177,458
Intangible assets		2,257,961	-
		16,937,434	8,177,458
Deferred tax assets	2.3	44,927,062	5,236,500
Long-term loans and advances	2.9		1,193,591
		61,864,496	14,607,549
CURRENT ASSETS			
Trade receivables	2.10	42,726,992	9,789,396
Cash and cash equivalents	2.11	7,520,020	1,784,847
Short-term loans and advances	2.12	150,162,616	14,857,723
		200,409,628	26,431,966
		262,274,124	41,039,515
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath

Partner Membership No. 202841 Claudio Elsas Partner Punet Singh Gill Partner

Bangalore January 11, 2013

# Lodestone Management Consultants Ltda.

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Statement of Profit and Loss for the	Note	Year ended December 31,	
		2012	2011
Income from Consultancy services	2.13	309,335,289	21,169,001
Other income	2.14	(19,181,877)	(1,368,054)
Total revenue	_	290,153,412	19,800,947
Expenses			
Employee benefit expenses	2.15	229,536,086	8,695,454
Cost of technical sub-contractors	2.15	108,193,172	9,245,094
Travel expenses	2.15	36,206,029	2,974,981
Cost of software packages and others	2.15	(320,968)	284,603
Communication expenses	2.15	1,974,128	119,792
Professional charges		5,114,216	5,919,461
Depreciation and amortisation expense	2.7	4,372,412	345,195
Other expenses	2.15	27,399,392	6,291,729
Total expenses	_	412,474,467	33,876,309
PROFIT BEFORE INTEREST AND TAX		(122,321,055)	(14,075,362)
Interest expense	_	7,880,823	250,625
PROFIT BEFORE TAX	_	(130,201,878)	(14,325,987)
Tax expense:			
Current tax	2.16	405,343	143,460
Deferred tax	2.16	(39,331,090)	(4,926,834)
PROFIT FOR THE YEAR	_	(91,276,131)	(9,542,613)
EARNINGS PER EQUITY SHARE	_		
Equity shares of par value BRL 1 each			
Basic		(609)	(64)
Number of shares used in computing earnings per share			
Basic	-	150,000	150,000
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath

Partner

Membership No. 202841

Bangalore January 11, 2013 Claudio Elsas Partner

Punet Singh Gill Partner

# Significant accounting policies and notes on accounts

### Company overview

Lodestone Management Consultants Ltda. is a majority - owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company renders professional management consulting services, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

### 1.3 Reporting currency

The Company's reporting currency is the BRL.

### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount.Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.14 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower.

Lease in which significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

### 1.15 Earnings per share

Basic earnings per share is computed by dividing the net profit attributable to the equity holders of the Company by the weighted average number of equity shares outstanding during the period.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

		ın ₹
Particulars	As at	
	<b>December 31, 2012</b>	December 31, 2011
Issued, Subscribed and Paid-Up		
150,000 (150,000) equity shares of BRL 1/- par value	3,965,645	3,965,645
	3,965,645	3,965,645

# 2.2 RESERVES AND SURPLUS

1	n	₹

Particulars	As	s at
	December 31, 2012	December 31, 2011
Currency Translation Reserve	(515,051)	(289,959)
Surplus- Opening Balance	(9,542,613)	-
Add: Net profit after tax transferred from Statement of Profit and Loss	(91,276,131)	(9,542,613)
Surplus- Closing Balance	(100,818,744)	(9,542,613)
	(101,333,795)	(9,832,572)

# 2.3 DEFERRED TAXES

		ın ₹
Particulars	As	sat
	December 31, 2012	December 31, 2011
Deferred tax asset		
Accumulaed Losses	44,927,062	5,236,500
	44,927,062	5,236,500

# 2.4 TRADE PAYABLES

Particulars	As at			
	December 31, 2012	December 31, 2011		
Trade payables (1)	12,861,182	13,090,043		
	12,861,182	13,090,043		
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.18)	-	8,134,944		

# 2.5 OTHER CURRENT LIABILITIES

in ₹

Particulars	As	s at
	December 31, 2012	December 31, 2011
Accrued salaries and benefits		
Bonus and incentives	18,662,758	1,657,700
Other liabilities		
Provision for expenses	-	116,435
Withholding and other taxes payable	39,579,830	1,899,275
Other payables	1,476,462	355,971
	59,719,050	4,029,381

# 2.6 SHORT-TERM PROVISIONS

in ₹

Particulars	As	As at		
	<b>December 31, 2012</b>	December 31, 2011		
Provision for employee benefits				
Unavailed leave	10,770,708	325,238		
	10,770,708	325,238		

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### 2.7 FIXED ASSETS

in ₹

		(	Original cost			Depreciatio	n and amortization		Net boo	k value
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
raruculars	Jan 1,	during	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012	the year	the year	2012	2012		the year	2012	2012	2011
Tangible assets :										
Leasehold Improvements	3,568,682	541,757	-	4,110,439	288,529	1,900,862	(128,665)	2,318,056	1,792,383	3,280,153
Office equipment	-	2,874,396	-	2,874,396	-	245,500	(18,717)	264,217	2,610,179	-
IT Equipment	1,311,237	5,282,385	-	6,593,622	41,877	689,829	(50,233)	781,939	5,811,683	1,269,360
Furniture and fixtures	3,661,574	1,321,732	-	4,983,306	33,629	451,892	(32,557)	518,078	4,465,228	3,627,945
	8,541,493	10,020,270	=	18,561,763	364,035	3,288,083	(230,172)	3,882,290	14,679,473	8,177,458
Intangible assets:										
Capital Contracts	-	2,675,804	-	2,675,804	-	1,032,417	-	1,032,417	1,643,387	-
IT Software	-	670,443	=	670,443	-	51,912	(3,957)	55,869	614,574	-
	-	3,346,247	-	3,346,247	-	1,084,329	(3,957)	1,088,286	2,257,961	=
Total	8,541,493	13,366,517	-	21,908,010	364,035	4,372,412	(234,129)	4,970,576	16,937,434	8,177,458
Previous year	3,393,022	5,148,471	-	8,541,493	-	345,195	(18,840)	364,035	8,177,458	

### 2.8 LEASES

# $Obligations \ on \ long-term, \ non-cancelable \ operating \ leases$

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹
Particulars	Yea	r ended December 31,
	2012	2011
Lease rentals recognized during the period	3,497,910	4,755,207
		in ₹
	As at	
Lease obligations payable	December 31, 2012	December 31, 2011
Within one year of the balance sheet date	3,305,039	3,497,910
Due in a period between one year and five years	-	3,305,039

# 2.9 LONG-TERM LOANS AND ADVANCES

		in ₹
Particulars	As at	
Unsecured, considered good	December 31, 2012	December 31, 2011
Rental deposits	-	1,193,591
	<u> </u>	1,193,591
2.10 TRADE RECEIVABLES		
Doutionland	Agat	in ₹
Particulars	December 31, 2012	December 31, 2011
Other debts	December 31, 2012	December 31, 2011
Unsecured		
Considered good	42,726,992	9,789,396
Considered doubtful	42,726,992	9,789,396
Less: Provision for doubtful debts	42,720,992	9,789,390
	42,726,992	9,789,396
	42,726,992	9,789,396
2.11 CACH AND CACH EQUIVALENTS		
2.11 CASH AND CASH EQUIVALENTS		in ₹
Particulars	As at	m v
	December 31, 2012	December 31, 2011
Cash on hand	9,516	-
Balances with banks In current accounts	7 510 504	1 701 017
in current accounts	7,510,504 <b>7,520,020</b>	1,784,847 <b>1,784,847</b>
	7,020,020	1,701,017
The details of balances as on Balance Sheet dates with banks are as follows:		
Particulars	As at	in ₹
raruculars	December 31, 2012	December 31, 2011
In current accounts	December 31, avia	December 31, 2011
HSBC (BRL)	7,510,504	1,784,847
	7,510,504	1,784,847
Total bank balances	7,510,504	1,784,847
2.12 SHORT-TERM LOANS AND ADVANCES	, ,	
2.12 SHORT-TERWI LOANS AND ADVANCES		in ₹
Particulars	As at	
Unsecured, considered good	December 31, 2012	December 31, 2011
Others		
Advances		
Prepaid expenses	20,007,238	1,821,976
Withholding and other taxes receivable	14,640,571	895,264
Others	4,339,274	
	38,987,083	2,717,240
Unbilled revenues	110,049,188	<u>-</u>
Salary advances	-	12,140,483
Rental deposits	1,126,345	-
	150,162,616	14,857,723

# 2.13 INCOME FROM CONSULTANCY SERVICES

Particulars	Year ended December 3	1,
	2012	2011
Income from consultancy services	309,335,289	21,169,001
	309,335,289	21,169,001
2.14 OTHER INCOME		in ₹
Particulars	Year ended December 3	1,
	2012	2011
Gains / (losses) on foreign currency, net	(19,181,877)	(1,368,054)
2.15 EXPENSES	(19,181,877)	(1,368,054)
		in ₹
Particulars	Year ended December 3 2012	2011
Fundance benefit amongo	2012	2011
Employee benefit expenses  Salaries and bonus including overseas staff expenses	228,230,993	8,469,838
Staff welfare	1,305,093	
Stail Wellare	229,536,086	225,616
Control of the Amino I and the control of the Contr	229,330,080	8,695,454
Cost of technical sub-contractors  Technical sub-contractors - others	108,193,172	9,245,094
reclinical sub-contractors - others	108,193,172	9,245,094
ravel expenses	100,173,172	7,243,074
Overseas travel expenses	36,206,029	2,974,981
•	36,206,029	2,974,981
Cost of software packages and others		2,5 / 1,5 01
For own use	(320,968)	284,603
	(320,968)	284,603
Communication expenses		-
Telephone charges	1,974,128	119,792
	1,974,128	119,792
Other expenses		
Office maintenance	115,526	3,014
Power and fuel	292,289	12,841
Brand building	667,948	637,626
Rent	3,497,910	4,755,207
Insurance charges	(131,736)	132,852
Marketing expenses	749,044	24,885
Postage and courier	198,987	102,894
Books and periodicals	22,761	-
Bank charges and commission	206,628	37,599
Others	21,780,035	584,811
	27,399,392	6,291,729
2.16 TAX EXPENSE		
	Year ended December 3	<u>in ₹</u>
	2012	2011
Current tax		
Income taxes	405,343	143,460
Deferred taxes	(39,331,090)	(4,926,834)

### 2.17 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

### 2.18 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding	Holding as at		
	-	December 31, 2012	December 31, 2011		
Lodestone Holding AG	Switzerland	99.99%	99.99%		
N. ATHE C. T. I.I. C.			7 .		
Name of Ultimate Holding Company			Country		
Infosys Limited (1)		India			

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

		ın ₹
Particulars	Asa	at
	December 31, 2012	December 31, 2011
Unsecured Loans		
Lodestone Holding AG	276,291,334	29,446,743
Trade Payables		
Lodestone Management Consultants AG	-	8,134,944

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		ın ₹		
Particulars	Year ended December 31,			
	2012	2011		
Capital transactions:				
Revenue transactions:				
Interest expense				
Lodestone Holding AG	7,880,823	250,625		

### 2.19 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

### 2.20 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹

Statement of Profit and Loss account for the	Year ended December 31,			
	2012	2011		
Income from consultancy services	309,335,289	21,169,001		
Cost of Services	358,835,818	21,200,132		
GROSS PROFIT	(49,500,529)	(31,131)		
Selling and marketing expenses	1,416,992	662,511		
General and administration expenses	47,849,245	11,668,471		
	49,266,237	12,330,982		
OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION	(98,766,766)	(12,362,113)		
Interest	7,880,823	250,625		
Depreciation and amortization	4,372,412	345,195		
OPERATING PROFIT	(111,020,001)	(12,957,933)		
Other income	(19,181,877)	(1,368,054)		
PROFIT BEFORE TAX	(130,201,878)	(14,325,987)		
Tax expense:				
Current tax	405,343	143,460		
Deferred tax	d tax (39,331,090)			
PROFIT FOR THE YEAR	(91,276,131)	(9,542,613)		

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath

Partner

Membership No. 202841

Claudio Elsas

Partner

Partner

Punet Singh Gill Partner

Bangalore January 11, 2013

### To

## The Members of Lodestone Management Consultants Portugal, Unipessoal, Lda.

## **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants Portugal, Unipessoal, Lda.** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

### **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the *Loss* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

### For SHENOY & KAMATH

**Chartered Accountants** 

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# Lodestone Management Consultants Portugal, Unipessoal, Lda.

Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	48,600,885	444,075
Reserves and surplus	2.2	(35,395,395)	(20,379,729)
		13,205,490	(19,935,654)
CURRENT LIABILITIES			
Trade payables	2.4	595,561	67,318,641
Other current liabilities	2.5	16,794,190	13,064,630
Short-term provisions	2.6	175,199	1,961,354
		17,564,950	82,344,625
		30,770,440	62,408,971
ASSETS			
NON-CURRENT ASSETS			
Fixed assets Tangible assets	2.7	287,864	538,766
i diigiole assets	2.7	287,864	538,766
			,
Deferred tax assets	2.3	9,946,504	7,909,966
		10,234,368	8,448,732
CURRENT ASSETS			
Trade receivables	2.8	13,469,070	42,604,507
Cash and cash equivalents	2.9	6,087,424	8,999,980
Short-term loans and advances	2.10	979,578	2,355,752
		20,536,072	53,960,239
		30,770,440	62,408,971
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath

Partner

Membership No. 202841

Bangalore

January 11 , 2013

Ralph Bäumle Partner

# Lodestone Management Consultants Portugal, Unipessoal, Lda.

			in ₹			
Statement of Profit and Loss for the	Note	Year ended Dece	Year ended December 31,			
		2012	2011			
Income from Consultancy services	2.11	156,880,694	142,999,732			
Other income	2.12	(69,334)	406,287			
Total revenue		156,811,360	143,406,019			
Expenses						
Employee benefit expenses	2.13	113,155,349	94,268,567			
Travel expenses	2.13	63,592,568	63,218,545			
Cost of software packages and others	2.13	-	657,254			
Professional charges		913,064	1,263,690			
Depreciation and amortisation expense	2.7	270,392	220,513			
Other expenses	2.13	146,876	338,913			
Total expenses		178,078,249	159,967,482			
PROFIT BEFORE TAX		(21,266,889)	(16,561,463)			
Tax expense:						
Deferred tax	2.14	(5,314,648)	(4,092,293)			
PROFIT FOR THE YEAR	<u>-</u>	(15,952,241)	(12,469,170)			
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2					

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath *Partner* Membership No. 202841 Ralph Bäumle Partner

Bangalore

January 11, 2013

# Significant accounting policies and notes on accounts

### Company overview

Lodestone Management Consultants Portugal, Unipessoal, Lda is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

### 1 Significant accounting policies

### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

### 1.3 Reporting currency

The Company's reporting currency is the Euro.

### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated into CHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

		in ₹		
Particulars	As at			
	December 31, 2012	December 31, 2011		
Issued, Subscribed and Paid-Up				
6,000 EURO	48,600,885	444,075		
	48,600,885	444,075		
2.2 RESERVES AND SURPLUS				
		in ₹		
Particulars	As at			
	December 31, 2012	December 31, 2011		
Currency Translation Reserve	(67,318)	(1,003,893)		
Surplus- Opening Balance	(19,375,836)	(6,906,666)		
Add: Net profit after tax transferred from Statement of Profit and Loss	(15,952,241)	(12,469,170)		
Surplus- Closing Balance	(35,328,077)	(19,375,836)		

(35,395,395)

(20,379,729)

# 2.3 DEFERRED TAXES

		in ₹		
Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Deferred tax asset				
Accumulated Losses	9,946,504	7,909,966		
	9,946,504	7,909,966		

# 2.4 TRADE PAYABLES

Particulars	As at		
	<b>December 31, 2012</b>	December 31, 2011	
Trade payables (1)	595,561	67,318,641	
	595,561	67,318,641	
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.16)	497,462	67,222,144	

# 2.5 OTHER CURRENT LIABILITIES

		in ₹
articulars	As at	
	<b>December 31, 2012</b>	December 31, 2011
Accrued salaries and benefits		
Bonus and incentives	7,986,363	8,198,944
Other liabilities		
Provision for expenses	1,659,567	(224,608)
Withholding and other taxes payable	4,834,388	2,588,252
Other payables	2,313,872	2,502,042
	16,794,190	13,064,630

# 2.6 SHORT-TERM PROVISIONS

Particulars	As	at
	December 31, 2012	December 31, 2011
Provision for employee benefits		
Unavailed leave	3,935,178	1,961,354
Provision for Income taxes	(3,759,979)	-
	175,199	1,961,354

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# 2.7 FIXED ASSETS

		Original cost Depreciation and amortization			Depreciation and amortization		Net boo	k value		
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
raruculars	Jan 1,	during the year	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012		the year	2012	2012		the year	2012	2012	2011
Tangible assets :										
IT Equipment	798,610	44,752	-	843,362	259,844	270,392	(25,262)	555,498	287,864	538,766
Total	798,610	44,752	-	843,362	259,844	270,392	(25,262)	555,498	287,864	538,766
Previous year	458,382	364,286	24,058	798,610	24,057	220,513	(15,274)	259,844	538,766	

# 2.8 TRADE RECEIVABLES

Particulars	in ₹		
1 di dedidi 5	December 31, 2012	December 31, 2011	
Other debts			
Unsecured			
Considered good <sup>(1)</sup>	13,469,070	42,604,507	
Considered doubtful	<u> </u>	-	
	13,469,070	42,604,507	
Less: Provision for doubtful debts	12.460.070	42 (04 507	
	13,469,070	42,604,507	
	13,469,070	42,604,507	
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.16)	13,469,069	42,604,507	
2.9 CASH AND CASH EQUIVALENTS			
		in ₹	
Particulars		s at	
D.1. 24.1.1	<b>December 31, 2012</b>	December 31, 2011	
Balances with banks	6.007.404	0.000.000	
In current accounts	6,087,424 <b>6,087,424</b>	8,999,980 <b>8,999,980</b>	
	0,087,424	8,999,980	
The details of balances as on Balance Sheet dates with banks are as follows:			
		in ₹	
Particulars	As		
	December 31, 2012	December 31, 2011	
In current accounts			
Barclays (Euro)	6,087,424	8,999,980	
	6,087,424	8,999,980	
Total bank balances	6,087,424	8,999,980	
2.10 SHORT-TERM LOANS AND ADVANCES		. #	
Particulars		in ₹	
1 at ucuiai 5	December 31, 2012	December 31, 2011	
Unsecured, considered good	December 51, 2012	December 61, 2011	
Others			
Advances			
Prepaid expenses	670,505	1,387,039	
Withholding and other taxes receivable	309,073	968,713	

# 2.11 INCOME FROM CONSULTANCY SERVICES

2.11 INCOME FROM CONSULTANCY SERVICES		in 7
Particulars	Year ended Decembe	r 31,
	2012	2011
Income from consultancy services	156,880,694	142,999,732
	156,880,694	142,999,732
2.12 OTHER INCOME		in ₹
Particulars	Year ended Decembe	
	2012	2011
Miscellaneous income, net	23,537	-
Gains / (losses) on foreign currency, net	(92,871)	406,287
	(69,334)	406,287
2.13 EXPENSES		in ₹
Particulars	Year ended Decembe	
	2012	2011
Employee benefit expenses		
Salaries and bonus including overseas staff expenses	113,116,066	92,384,752
Staff welfare	39,283	1,883,815
	113,155,349	94,268,567
Travel expenses		, ,
Overseas travel expenses	63,592,568	63,218,545
•	63,592,568	63,218,545
Cost of software packages and others		
For own use	<u>-</u>	657,254
	-	657,254
Other expenses		
Rent	<u>-</u>	50,551
Insurance charges	<del>-</del>	110,178
Printing and Stationery	<del>-</del>	12,389
Postage and courier	<u>-</u>	5,132
Bank charges and commission	146,876	133,148
Others	_	27,515
	146,876	338,913
2.14 TAX EXPENSE	140,070	330,913
2.14 IAA EAI ENSE		in ₹
	Year ended Decembe	
	2012	2011
Current tax		
Deferred taxes	(5,314,648)	(4,092,293)
	(5,314,648)	(4,092,293)

### 2.15 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

#### 2.16 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding as at	
		December 31, 2012	December 31, 2011
Lodestone Holding AG	Switzerland	100%	100%
Name of Ultimate Holding Company		C	ountry
Infosys Limited <sup>(1)</sup>		India	

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil <sup>(1)</sup>	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

Particulars	As	at
	December 31, 2012	December 31, 2011
Trade Receivables		
Lodestone Management Consultants AG	4,572,649	7,039,194
Lodestone Management Consultants (Belgium) S.A.	-	22,762,584
Lodestone Management Consultants GmbH, Germany	4,745,372	5,380,637
Lodestone Management Consultants Ltd.	4,151,048	5,837,957
Lodestone Management Consultants Inc.	-	1,584,135
Trade Payables		
Lodestone Management Consultants AG	-	67,160,105
Lodestone Management Consultants GmbH	-	62,039
Lodestone Management Consultants Sp. z.o.o.	497,462	-

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in r
Particulars	Year ended December 31,	
	2012	2011
Capital transactions:		_
Revenue transactions:		
Sale of shared services including facilities and personnel		
Lodestone Management Consultants AG	83,292,271	92,557,335
Lodestone Management Consultants (Belgium) S.A.		21,830,356
Lodestone Management Consultants GmbH	55,958,342	14,076,895
Lodestone Management Consultants Ltd.	16,278,066	12,213,759
Lodestone Management Consultants Inc.	1,352,015	2,321,387

### 2.17 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

#### 2.18 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹ Statement of Profit and Loss account for the Year ended December 31 2011 2012 156,880,694 142,999,732 Income from consultancy services Cost of Services 176,162,443 158,144,366 GROSS PROFIT (19,281,749)(15,144,634)Selling and marketing expenses General and administration expenses 1,645,414 1,602,603 1,645,414 1,602,603 OPERATING PROFIT BEFORE DEPRECIATION (20,927,163)(16,747,237) Depreciation and amortization 270,392 220,513 OPERATING PROFIT (21,197,555) (16,967,750)Other income (69,334)406,287 PROFIT BEFORE TAX (21,266,889)(16,561,463) Tax expense: Current tax (5,314,648) Deferred tax (4,092,293)PROFIT FOR THE YEAR (15,952,241) (12,469,170)

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Partner

Membership No. 202841

Bangalore January 11, 2013 Ralph Bäumle Partner

## To

# The Members of Lodestone Management Consultants Pte Ltd.

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants Pte Ltd.** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account ('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the Loss for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

**Chartered Accountants** 

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# Lodestone Management Consultants Pte Ltd.

			in ₹
Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	3,444,208	3,444,208
Reserves and surplus	2.2	(206,554,929)	(148,174,105)
		(203,110,721)	(144,729,897)
CURRENT LIABILITIES			
Unsecured Loans		287,387,851	123,487,056
Trade payables	2.4	21,552,265	92,966,799
Other current liabilities	2.5	27,110,283	30,221,800
Short-term provisions	2.6	1,994,486	2,919,908
		338,044,885	249,595,563
		134,934,164	104,865,666
ASSETS			
NON-CURRENT ASSETS			
Fixed assets			
Tangible assets	2.7	1,714,239	2,615,201
		1,714,239	2,615,201
Non-current investments		-	2,041,057
Deferred tax assets	2.3	30,773,651	19,483,712
Long-term loans and advances	2.9	1,246,778	
		33,734,668	24,139,970
CURRENT ASSETS			
Trade receivables	2.10	19,170,870	69,775,313
Cash and cash equivalents	2.11	12,142,483	4,879,454
Short-term loans and advances	2.12	69,886,143	6,070,929
		101,199,496	80,725,696
	<u> </u>	134,934,164	104,865,666
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath
Peter Ödman
Rolf Schläpfer
Partner
Director
Director

Membership No. 202841

BangaloreStephen WiseThamaraiJanuary 11, 2013DirectorSecretary

# Lodestone Management Consultants Pte Ltd.

C4-4	NT - 4 -	Year ended Dece	in ₹
Statement of Profit and Loss for the	Note	2012	2011
Income from Consultancy services	2.13	176,946,953	332,333,949
Other income	2.14	50,097,797	12,586,417
Total revenue	2.17	227,044,750	344,920,366
Expenses			
Employee benefit expenses	2.15	173,581,034	235,923,951
Cost of technical sub-contractors	2.15	48,632,373	79,004,166
Travel expenses	2.15	29,599,525	44,277,851
Cost of software packages and others	2.15	(27,944)	245,103
Communication expenses	2.15	2,713,574	2,356,085
Professional charges		2,205,797	20,387,943
Depreciation and amortisation expense	2.7	1,526,321	1,056,544
Other expenses	2.15	13,108,685	11,244,361
Total expenses	<del>-</del>	271,339,365	394,496,004
PROFIT BEFORE INTEREST AND TAX	<del>-</del>	(44,294,615)	(49,575,638)
Interest expense		5,624,101	2,360,397
PROFIT BEFORE TAX	_	(49,918,716)	(51,936,035)
Tax expense:	_		
Deferred tax	2.16	(8,488,476)	(9,203,914)
PROFIT FOR THE YEAR	_	(41,430,240)	(42,732,121)
EARNINGS PER EQUITY SHARE	=		
Equity shares of par value SGD 1 each			
Basic		(414)	(427)
Number of shares used in computing earnings per share			
Basic	=	100,000	100,000
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar KamathPeter ÖdmanRolf SchläpferPartnerDirectorDirector

Membership No. 202841

Bangalore Stephen Wise Thamarai January 11, 2013 Director Secretary

# Significant accounting policies and notes on accounts

# Company overview

Lodestone Management Consultants Pte Ltd. is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Singapore Dollar.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

#### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1,9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.14 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower.

Lease in which significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

### 1.15 Earnings per share

Basic earnings per share is computed by dividing the net profit attributable to the equity holders of the Company by the weighted average number of equity shares outstanding during the period.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

## 2.1 SHARE CAPITAL

		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Issued, Subscribed and Paid-Up		
100,000 (100,000) equity shares of SGD 1/- par value	3,444,208	3,444,208
	3,444,208	3,444,208
2.2 RESERVES AND SURPLUS		
		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Currency Translation Reserve	(29,305,621)	(15,661,280)
Surplus- Opening Balance	(132,512,825)	(89,780,704)
Add: Net profit after tax transferred from Statement of Profit and Loss	(41,430,240)	(42,732,121)
Add: Received from Lodestone Augmentis Ltd.	(3,306,243)	-
Surplus- Closing Balance	(177,249,308)	(132,512,825)

(148,174,105)

(206,554,929)

# 2.3 DEFERRED TAXES

		in ₹
Particulars	ticulars As at	
	December 31, 2012	December 31, 2011
Deferred tax asset		
Accumulated Losses	30,773,651	19,483,712
	30,773,651	19,483,712

# 2.4 TRADE PAYABLES

Particulars	As	As at	
	December 31, 2012	December 31, 2011	
Trade payables (1)	21,552,265	92,966,799	
• •	21,552,265	92,966,799	
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.18)	18,595,840	86,807,458	

# 2.5 OTHER CURRENT LIABILITIES

in ₹

Particulars	As	sat
	December 31, 2012	December 31, 2011
Accrued salaries and benefits		
Salaries and benefits	(45,003)	(40,821)
Bonus and incentives	12,068,831	30,217,160
Other liabilities		
Provision for expenses	4,976,895	2,137,632
Withholding and other taxes payable	8,986,568	12,885,770
Other payables	402,960	(282,328)
Unearned revenue	720,032	(14,695,613)
	27,110,283	30,221,800

# 2.6 SHORT-TERM PROVISIONS

in ₹

Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Provision for employee benefits				
Unavailed leave	1,994,486	2,919,908		
	1,994,486	2,919,908		

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## 2.7 FIXED ASSETS

in ₹

		Or	riginal cost			Depreciatio	on and amortization	1	Net boo	k value
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
raruculars	Jan 1,	during the year	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012		the year	2012	2012		the year	2012	2012	2011
Tangible assets :										
Leasehold Improvements	-	3,380,738	-	3,380,738	-	957,923	(2,422,815)	3,380,738	-	-
Office equipment	446,345	114,604	473	560,476	401,063	11,495	(68,490)	481,048	79,428	45,282
IT Equipment	5,995,267	930,316	-	6,925,583	3,642,796	419,870	(1,435,140)	5,497,806	1,427,777	2,352,471
Furniture and fixtures	333,369	34,152	-	367,521	115,921	9,263	(35,303)	160,487	207,034	217,448
	6,774,981	4,459,810	473	11,234,318	4,159,780	1,398,551	(3,961,748)	9,520,079	1,714,239	2,615,201
Intangible assets:										
IT Software	-	450,931	-	450,931	-	127,770	(323,161)	450,931	-	-
	-	450,931	-	450,931	-	127,770	(323,161)	450,931	-	-
Total	6,774,981	4,910,741	473	11,685,249	4,159,780	1,526,321	(4,284,909)	9,971,010	1,714,239	2,615,201
Previous year	6,676,497	4,949,053	4,850,569	6,774,981	4,850,568	1,056,544	1,747,332	4,159,780	2,615,201	•

### 2.8 LEASES

# $Obligations \ on \ long-term, non-cancelable \ operating \ leases$

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹
Particulars	Year	ended December 31,
	2012	2011
Lease rentals recognized during the period	6,087,979	5,830,858
		in ₹
I cose obligations namella	D	
Lease obligations payable	December 31, 2012	<b>December 31, 2011</b>
Within one year of the balance sheet date	1,244,195	6,087,979
Due in a period between one year and five years	-	1,244,195

# 2.9 LONG-TERM LOANS AND ADVANCES

Particulars		As at	in ₹
- M. 1. C. M	December 31, 2012		December 31, 2011
Other loans and advances			
Advance income taxes	(165,516)		-
Loans and advances to employees	1,412,294		-
	1,246,778		-
2.10 TRADE RECEIVABLES			in ≇
Particulars		As at	in ₹
	December 31, 2012		December 31, 2011
Other debts			
Unsecured			
Considered good (1)	19,170,870		69,775,313
Considered doubtful	10 170 970		69,775,313
Less: Provision for doubtful debts	19,170,870		09,773,313
2600.7101000.107 4040044 4000	19,170,870		69,775,313
	19,170,870		69,775,313
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.18)	8,016,084		60,189,445
2.11 CASH AND CASH EQUIVALENTS			. ~
D 4 1		A4	in ₹
Particulars	December 31, 2012	As at	December 31, 2011
Cash on hand	48,968		44,767
Balances with banks	10,700		11,707
In current accounts	12,093,515		4,834,687
	12,142,483		4,879,454
The details of balances as on Balance Sheet dates with banks are as follows:			
The details of balances as on Balance Sheet dates with balance are as follows.			in ₹
Particulars		As at	
·	December 31, 2012		December 31, 2011
In current accounts Citibank (SGD)	12,077,824		4,819,529
Citibank (USD)	15,691		15,158
,	12,093,515		4,834,687
Total bank balances	12,093,515		4,834,687
2.12 SHORT-TERM LOANS AND ADVANCES			_
Descharate and the second seco		A a a4	in ₹
Particulars	December 31, 2012	As at	<b>December 31, 2011</b>
Unsecured, considered good	December 31, 2012		December 31, 2011
Others			
Advances			
Prepaid expenses	572,171		4,048,339
Withholding and other taxes receivable	674,756		438,444
Others	58,035,197		
The billed accounts	59,282,124		4,486,783
Unbilled revenues  Loans and advances to employees	9,417,453		243,135
Salary advances	-		349,996
Rental deposits	1,186,566		991,015
		_	

# 2.13 INCOME FROM CONSULTANCY SERVICES

Income from consultancy services  2.14 OTHER INCOME  Particulars  Interest received on deposits with banks and others Miscellaneous income, net Gains / (losses) on foreign currency, net  2.15 EXPENSES  Particulars  Employee benefit expenses Salaries and bonus including overseas staff expenses Staff welfare  Cost of technical sub-contractors Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses	Period ended December 2012 176,946,953 176,946,953	2011 332,333,949 332,333,949
2.14 OTHER INCOME  Particulars  Interest received on deposits with banks and others  Miscellaneous income, net  Gains / (losses) on foreign currency, net  2.15 EXPENSES  Particulars  Employee benefit expenses  Salaries and bonus including overseas staff expenses  Staff welfare  Cost of technical sub-contractors  Technical sub-contractors - subsidiaries  Technical sub-contractors - others  Travel expenses	176,946,953	332,333,949
2.14 OTHER INCOME  Particulars  Interest received on deposits with banks and others  Miscellaneous income, net  Gains / (losses) on foreign currency, net  2.15 EXPENSES  Particulars  Employee benefit expenses  Salaries and bonus including overseas staff expenses  Staff welfare  Cost of technical sub-contractors  Technical sub-contractors - subsidiaries  Technical sub-contractors - others  Travel expenses		
Particulars  Interest received on deposits with banks and others  Miscellaneous income, net  Gains / (losses) on foreign currency, net  2.15 EXPENSES  Particulars  Employee benefit expenses Salaries and bonus including overseas staff expenses Staff welfare  Cost of technical sub-contractors Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses		
Interest received on deposits with banks and others  Miscellaneous income, net  Gains / (losses) on foreign currency, net  2.15 EXPENSES  Particulars  Employee benefit expenses Salaries and bonus including overseas staff expenses Staff welfare  Cost of technical sub-contractors Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses		
Miscellaneous income, net  Gains / (losses) on foreign currency, net  2.15 EXPENSES  Particulars  Employee benefit expenses Salaries and bonus including overseas staff expenses Staff welfare  Cost of technical sub-contractors Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses	Period ended December	<i>in ₹</i>
Miscellaneous income, net  Gains / (losses) on foreign currency, net  2.15 EXPENSES  Particulars  Employee benefit expenses Salaries and bonus including overseas staff expenses Staff welfare  Cost of technical sub-contractors Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses	2012	2011
Gains / (losses) on foreign currency, net  2.15 EXPENSES  Particulars  Employee benefit expenses Salaries and bonus including overseas staff expenses Staff welfare  Cost of technical sub-contractors Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses	7,308	28,278
2.15 EXPENSES  Particulars  Employee benefit expenses Salaries and bonus including overseas staff expenses Staff welfare  Cost of technical sub-contractors Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses	48,550,805	13,527,291
Particulars  Employee benefit expenses Salaries and bonus including overseas staff expenses Staff welfare  Cost of technical sub-contractors Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses	1,539,684	(969,152)
Particulars  Employee benefit expenses Salaries and bonus including overseas staff expenses Staff welfare  Cost of technical sub-contractors Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses	50,097,797	12,586,417
Employee benefit expenses Salaries and bonus including overseas staff expenses Staff welfare  Cost of technical sub-contractors Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses	Portation In I December	in ₹
Salaries and bonus including overseas staff expenses Staff welfare  Cost of technical sub-contractors Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses	Period ended December 2012	2011
Salaries and bonus including overseas staff expenses Staff welfare  Cost of technical sub-contractors Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses	2012	2011
Staff welfare  Cost of technical sub-contractors Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses	172,867,114	232,880,828
Cost of technical sub-contractors Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses	713,920	3,043,123
Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses	173,581,034	235,923,951
Technical sub-contractors - subsidiaries Technical sub-contractors - others  Travel expenses	173,301,031	255,725,751
Technical sub-contractors - others  Travel expenses	26,694,930	33,602,936
	21,937,443	45,401,230
	48,632,373	79,004,166
Overseas travel expenses	29,599,525	44,277,851
<u> </u>	29,599,525	44,277,851
Cost of software packages and others		
For own use	(27,944)	245,103
	(27,944)	245,103
Communication expenses	2.512.554	2.256.005
Telephone charges	2,713,574 2,713,574	2,356,085 2,356,085
Other expenses	2,713,374	2,330,003
Office maintenance	802,537	613,404
Power and fuel	<del>-</del>	66,535
Brand building	462,723	1,490,009
Rent	6,087,979	5,830,858
Rates and taxes, excluding taxes on income	106,283	-
Repairs to plant and machinery	53,694	33,865
Computer maintenance	-	51,835
Insurance charges	1,997,652	356,223
Marketing expenses	1,310,285	1,474,714
Printing and Stationery	110,985	289,438
Professional membership and seminar participation fees	96,794	207,130
Postage and courier	166,412	137,504
Advertisements	-	74,862
Provision for bad and doubtful debts and advances	_	(1,904)
Books and periodicals	19,646	42,555
Auditor's remuneration	19,040	42,333
Statutory audit fees	1,499,951	187,187
Bank charges and commission	372,396	462,354
Others	21,348	134,922
	13,108,685	11,244,361
2.16 TAX EXPENSE		_
	Daried anded December	in ₹
<del></del>	Period ended December 2012	2011
Current tax	2012	2011
Deferred taxes		
	(8,488,476)	(9,203,914)

## 2.17 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

# 2.18 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding as at		
	<u>-</u>	December 31, 2012	December 31, 2011	
Lodestone Holding AG	Switzerland	100%	100%	
Name of Ultimate Holding Company			Country	
Infosys Limited <sup>(1)</sup>		India		

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

Particulars	As	at
	December 31, 2012	December 31, 2011
Unsecured Loans		
Lodestone Holding AG	288,750,295	123,487,056
FX Valuation on above	(1,362,444)	-
Trade Receivables		
Lodestone Management Consultants AG	136,592	1,139,279
Lodestone Management Consultants Pty Limited	3,889,659	28,122,754
Lodestone Management Consultants GmbH, Germany	563,600	6,348,295
Lodestone Management Consultants (Asia Pacific) Limited	-	3,620,157
Lodestone Augmentis Ltd.	-	20,040,355
Lodestone Management Consultants Ltd.	2,410,747	-
Lodestone Management Consultants China Co., Ltd.	940,533	853,134
FX Valuation on above	74,953	65,471
Trade Payables		
Lodestone Management Consultants AG	95,123	2,272,507
Lodestone Management Consultants Pty Limited	15,601,667	55,242,615
Lodestone Management Consultants Sp. z.o.o.	912,889	561,855
Lodestone Management Consultants (Asia Pacific) Limited	-	19,420,467
Lodestone Augmentis Ltd.	-	8,316,303
Lodestone Management Consultants GmbH	1,119,065	-
Lodestone Management Consultants SAS	57,427	-
FX Valuation on above	809,669	993,711

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Year ended Dec	ember 31,
	2012	2011
Capital transactions:		
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Lodestone Management Consultants Pty Limited	10,886,415	27,593,260
Lodestone Management Consultants Sp. z.o.o.	694,007	496,972
Lodestone Augmentis Ltd.	4,434,809	5,220,283
Lodestone Management Consultants (Asia Pacific) Limited	-	292,421
Lodestone Management Consultants AG	1,462,597	-
Lodestone Management Consultants China Co., Ltd.	6,192,901	
Lodestone Management Consultants GmbH	2,975,815	
Lodestone Management Consultants SAS	48,389	
Interest expense		
Lodestone Holding AG	5,610,983	2,307,331
Sale of shared services including facilities and personnel		
Lodestone Management Consultants Pty Limited	43,504,435	16,204,323
Lodestone Management Consultants AG	14,300,528	2,049,005
Lodestone Management Consultants China Co., Ltd.	-	37,767
Lodestone Management Consultants GmbH	8,492,445	5,026,092
Lodestone Augmentis Ltd.	476,708	825,088
Lodestone Management Consultants (Asia Pacific) Limited	-	1,824,570
Lodestone Management Consultants Ltd.	11,353,006	=

### 2.19 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

## 2.20 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

		in ₹
Statement of Profit and Loss account for the	Year ended Decen	ıber 31,
	2012	2011
Income from consultancy services	176,946,953	332,333,949
Cost of Services	225,240,726	337,393,121
GROSS PROFIT	(48,293,773)	(5,059,172)
Selling and marketing expenses	1,773,008	2,964,723
General and administration expenses	42,799,310	53,081,616
	44,572,318	56,046,339
OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION	(92,866,091)	(61,105,511)
Interest	5,624,101	2,360,397
Depreciation and amortization	1,526,321	1,056,544
OPERATING PROFIT	(100,016,513)	(64,522,452)
Other income	50,097,797	12,586,417
PROFIT BEFORE TAX	(49,918,716)	(51,936,035)
Tax expense:		
Deferred tax	(8,488,476)	(9,203,914)
PROFIT FOR THE YEAR	(41,430,240)	(42,732,121)

Rolf Schläpfer

Director

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Peter Ödman
Partner Director

Membership No. 202841

Bangalore Stephen Wise Thamarai January 11, 2013 Director Secretary

## To

# The Members of Lodestone Management Consultants Pty Limited

## **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants Pty Limited** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the Loss for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

## For SHENOY & KAMATH

**Chartered Accountants** 

## (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# **Lodestone Management Consultants Pty Limited.**

			in ₹
Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	14,914	14,914
Reserves and surplus	2.2	(216,067,168)	(9,300,569)
		(216,052,254)	(9,285,655)
CURRENT LIABILITIES			
Unsecured Loans		385,686,047	122,743,809
Trade payables	2.4	34,733,942	79,622,152
Other current liabilities	2.5	72,576,794	84,512,269
Short-term provisions	2.6	2,409,768	17,249,279
		495,406,551	304,127,509
		279,354,297	294,841,854
ASSETS NON-CURRENT ASSETS Fixed assets			
Tangible assets	2.7	30,537,862	3,232,998
Intangible assets		85,467	274,931
		30,623,329	3,507,929
Deferred tax assets	2.3	100,006,049	20,739,914
Long-term loans and advances	2.9	9,653,761	14,097,710
		140,283,139	38,345,553
CURRENT ASSETS			
Trade receivables	2.10	96,735,739	194,507,498
Cash and cash equivalents	2.11	20,926,288	2,460,048
Short-term loans and advances	2.12	21,409,131	59,528,755
		139,071,158	256,496,301
		279,354,297	294,841,854
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath *Partner* Membership No. 202841

Peter Ödman Director Ronald Hafner Director Joost Hoeve Director

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Bangalore January 11, 2013

# **Lodestone Management Consultants Pty Limited.**

Statement of Profit and Loss for the	Note	Year ended Decem	<i>in ₹</i> <b>ber 31,</b>
	-	2012	2011
Income from consultancy services	2.13	460,329,440	863,569,790
Other income	2.14	(3,340,187)	3,926,390
Total revenue	<del>-</del>	456,989,253	867,496,180
Expenses			
Employee benefit expenses	2.15	463,236,798	450,158,437
Cost of technical sub-contractors	2.15	154,785,925	326,447,575
Travel expenses	2.15	45,741,173	23,397,280
Cost of software packages and others	2.15	929,707	8,130,692
Communication expenses	2.15	8,649,319	3,403,277
Professional charges		25,120,277	39,336,486
Depreciation and amortisation expense	2.7	4,705,823	2,372,467
Other expenses	2.15	30,160,639	21,464,252
Total expenses	-	733,329,661	874,710,466
PROFIT BEFORE INTEREST AND TAX	-	(276,340,408)	(7,214,286)
Interest expense		13,668,067	6,547,822
PROFIT BEFORE TAX	-	(290,008,475)	(13,762,108)
Tax expense:	-		
Current tax	2.16	-	(515,570)
Deferred tax	2.16	(84,156,290)	(5,157,098)
PROFIT FOR THE YEAR	- -	(205,852,185)	(8,089,440)
EARNINGS PER EQUITY SHARE			
Equity shares of par value AUD 1 each			
Basic		(686,174)	(26,965)
Number of shares used in computing earnings per share		· · /	
Basic		300	300
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath

Partner

Membership No. 202841

Peter Ödman Director

Ronald Hafner Director Joost Hoeve Director

Bangalore

January 11, 2013

#### Significant accounting policies and notes on accounts

#### Company overview

Lodestone Management Consultants Pty Limited is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company renders professional management consulting services, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Australian Dollar.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

#### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

#### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.14 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower.

Lease in which significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

#### 1.15 Earnings per share

Basic earnings per share is computed by dividing the net profit attributable to the equity holders of the Company by the weighted average number of equity shares outstanding during the period.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

Particulars	As	sat
	December 31, 2012	December 31, 2011
Issued, Subscribed and Paid-Up		
300 (300) equity shares of AUD 1/- par value	14,914	14,914
	14,914	14,914

# 2.2 RESERVES AND SURPLUS

Particulars	A	in ₹ As at		
	December 31, 2012	December 31, 2011		
Currency Translation Reserve	(10,101,474)	(9,187,060)		
Surplus- Opening Balance	(113,509)	7,975,931		
Add: Net profit after tax transferred from Statement of Profit and Loss	(205,852,185)	(8,089,440)		
Surplus- Closing Balance	(205,965,694)	(113,509)		
	(216,067,168)	(9,300,569)		

### 2.3 DEFERRED TAXES

		in ₹
Particulars	A	s at
	<b>December 31, 2012</b>	December 31, 2011
Deferred tax asset		
Accumulated Losses	100,006,049	20,739,914
	100,006,049	20,739,914
2.4 TRADE PAYABLES		
		in ₹
Particulars	A	s at
	December 31, 2012	December 31, 2011
Trade payables (1)	34,733,942	79,622,152
	34,733,942	79,622,152
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.18)	31,063,112	52,495,868

### 2.5 OTHER CURRENT LIABILITIES

in ₹ Particulars As at December 31, 2012 December 31, 2011 Accrued salaries and benefits Bonus and incentives 19,520,643 22,570,013 Other liabilities Provision for expenses  $^{(1)}$ 21,258,828 16,360,451 Withholding and other taxes payable 43,602,254 28,454,874 Other payables 1,979,551 156,087 Unearned revenue 3,186,362 72,576,794 84,512,269 (1) Includes dues to holding company and fellow subsidiaries (refer to note 2.18) 1,475,074

## 2.6 SHORT-TERM PROVISIONS

 Particulars
 As at serious for employee benefits

 Provision for employee benefits
 13,899,884
 11,224,567

 Provision for Income taxes
 (11,490,116)
 6,024,712

 2,409,768
 17,249,279

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## 2.7 FIXED ASSETS

in ₹

		Orig	inal cost			Depreciatio	n and amortization		Net bo	ok value
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
raruculars	Jan 1,	during the year	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012		the year	2012	2012		the year	2012	2012	2011
Tangible assets :										
Leasehold Improvements	289,687	30,777,487	-	31,067,174	143,070	2,579,188	(41,311)	2,763,569	28,303,605	146,617
Office equipment	345,977	19,705	-	365,682	302,461	45,412	(17,809)	365,682	-	43,516
Computer equipment	9,348,090	1,320,350	25,526	10,642,914	6,389,195	1,851,900	(361,829)	8,602,924	2,039,990	2,958,895
Furniture and fixtures	1,414,537	213,225	-	1,627,762	1,330,567	26,806	(76,122)	1,433,495	194,267	83,970
	11,398,291	32,330,767	25,526	43,703,532	8,165,293	4,503,306	(497,071)	13,165,670	30,537,862	3,232,998
Intangible assets:										
software	645,252	36,748	-	682,000	370,321	202,517	(23,695)	596,533	85,467	274,931
	645,252	36,748		682,000	370,321	202,517	(23,695)	596,533	85,467	274,931
Total	12,043,543	32,367,515	25,526	44,385,532	8,535,614	4,705,823	(520,766)	13,762,203	30,623,329	3,507,929
Previous year	8,117,559	8,775,052	4,849,068	12,043,543	4,849,068	2,372,467	(1,314,079)	8,535,614	3,507,929	

### 2.8 LEASES

# Obligations on long-term, non-cancelable operating leases

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹
Particulars	Year ended Decen	nber 31,
	2012	2011
Lease rentals recognized during the period	7,468,152	10,110,822
	As at	in ₹
Lease obligations payable		December 31, 2011
Within one year of the balance sheet date	13,963,669	7,468,152
Due in a period between one year and five years	25,702,321	39,665,990

# 2.9 LONG-TERM LOANS AND ADVANCES

		in ₹
Particulars	As at December 31, 2012	December 31, 2011
Other loans and advances	December 31, 2012	December 31, 2011
Advance income taxes	9,653,761	14,097,710
	9,653,761	14,097,710
2.10 TRADE RECEIVABLES		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Other debts Unsecured		
Considered good <sup>(1)</sup>	96,735,739	194,507,498
Considered good  Considered doubtful	90,733,739	174,307,470
Considered doubtrui	96,735,739	194,507,498
Less: Provision for doubtful debts	<del></del>	-
	96,735,739	194,507,498
	96,735,739	194,507,498
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.18)	21,705,038	72,017,614
2.11 CASH AND CASH EQUIVALENTS		in ₹
Particulars	As at	in ₹
	December 31, 2012	December 31, 2011
Cash on hand	28,423	28,146
Balances with banks		
In current accounts	20,897,865	2,431,902
	20,926,288	2,460,048
The details of balances as on Balance Sheet dates with banks are as follows:		in <b>र</b>
Particulars	As at	
	December 31, 2012	December 31, 2011
In current accounts		
Westpac (Australia)	20,897,865	2,431,902
	20,897,865	2,431,902
Total bank balances	20,897,865	2,431,902
	20,071,005	2,431,702
2.12 SHORT-TERM LOANS AND ADVANCES		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Unsecured, considered good		
Others		
Advances	7 (02 242	( 014 122
Prepaid expenses Withholding and other taxes receivable	7,693,243	6,814,122 9,642,310
Others	3,145,929	578,534
Others	10 920 172	17,034,966
Unbilled revenues	10,839,172 4,921,084	41,726,975
Loans and advances to employees	4,721,004	+1,/20,7/3
Rental deposits	5,648,875	766,814
•	21,409,131	59,528,755
	21,707,131	37,320,133

#### 2.13 INCOME FROM CONSULTANCY SERVICES

2.13 INCOME FROM CONSULTANCY SERVICES		in ₹
Particulars	Year ended December 3	
	2012	2011
Income from consultancy services	460,329,440	863,569,790
	460,329,440	863,569,790
2.14 OTHER INCOME		in ₹
Particulars	Year ended December 3	
	2012	2011
Interest received on deposits with banks and others	78,583	-
Miscellaneous income, net	(54,099)	3,543,737
Gains / (losses) on foreign currency, net	(3,364,671) (3,340,187)	382,653 <b>3,926,390</b>
2.15 EXPENSES	(3,340,107)	3,720,370
Particulars	Year ended December 3	in ₹
Tatuculais	2012	2011
Employee benefit expenses		
Salaries and bonus including overseas staff expenses	459,232,715	444,535,227
Staff welfare	4,004,083	5,623,210
	463,236,798	450,158,437
Cost of technical sub-contractors		, ,
Technical sub-contractors - subsidiaries	41,476,284	16,926,638
Technical sub-contractors - others	113,309,641	309,520,937
	154,785,925	326,447,575
Travel expenses		
Overseas travel expenses	45,741,173	23,397,280
	45,741,173	23,397,280
Cost of software packages and others		
For own use	929,707	8,130,692
	929,707	8,130,692
Communication expenses		
Telephone charges	8,649,319	3,403,277
	8,649,319	3,403,277
Other expenses		
Office maintenance	1,669,334	893,556
Power and fuel	651,809	409,120
Brand building	62,552	2,811,551
Rent	7,468,152	10,110,822
Rates and taxes, excluding taxes on income	6,629	-
Repairs to plant and machinery	3,639	-
Computer maintenance	2,189,915	154,728
Insurance charges	1,306,708	3,177,107
Marketing expenses	1,700,355	983,943
Printing and Stationery	1,360,235	700,754
Professional membership and seminar participation fees	184,698	287,154
Postage and courier	320,985	140,586
Advertisements	836,906	431,792
Provision for bad and doubtful debts and advances	(147,871)	(4,068)
Books and periodicals	36,338	74,397
Auditor's remuneration	,	,
Statutory audit fees	2,922,009	914,120
Bank charges and commission	246,325	80,445
Others	9,341,921	298,245
	30,160,639	21,464,252
2.16 TAX EXPENSE		in ₹
	Year ended December 3	
	2012	2011
Current tax		,
Income taxes	-	(515,570)
Deferred taxes	(84,156,290)	(5,157,098)
	(84,156,290)	(5,672,668)

## 2.17 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

# 2.18 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country		Holding as at
	-	December 31, 2012	December 31, 2011
Lodestone Holding AG	Switzerland	100%	100%
Name of Ultimate Holding Company			Country
Infosys Limited <sup>(1)</sup>			India
(1)			

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
odestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

Particulars		in ₹ As at
	December 31, 2012	December 31, 2011
Unsecured Loans		
Lodestone Holding AG	385,686,047	122,743,809
Trade Receivables		
Lodestone Management Consultants AG	974,483	2,949,819
Lodestone Management Consultants GmbH, Germany	49,622	12,044,564
Lodestone Management Consultants Pte Ltd.	15,314,961	57,026,873
Lodestone Management Consultants Ltd.	4,897,985	-
FX Valuation on above	467,987	(3,642)
Trade Payables	<u></u>	, ,
Lodestone Management Consultants AG	21,335,477	22,448,132
Lodestone Management Consultants Sp. z.o.o.	1,192,364	1,768,919
Lodestone Management Consultants Pte Ltd.	3,861,935	28,798,970
Lodestone Management Consultants Ltd.	2,571,924	· · · · -
Lodestone Management Consultants SAS	354,838	-
FX Valuation on above	1,746,574	(520,153)

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Year e	ended December 31,
	2012	2011
Capital transactions:		
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Lodestone Management Consultants Sp. z.o.o.	1,150,034	1,482,213
Lodestone Management Consultants Pte Ltd.	37,507,572	15,444,426.00
Lodestone Management Consultants Ltd.	2,210,770	-
Lodestone Management Consultants SAS	299,013	-
Lodestone Management Consultants China Co., Ltd.	308,895	-
Interest expense		
Lodestone Holding AG	13,668,067	6,547,822
Sale of shared services including facilities and personnel		
Lodestone Management Consultants AG	11,636,696.00	13,276,930
Lodestone Management Consultants GmbH	10,896,789.00	14,205,107
Lodestone Management Consultants Pte Ltd.	10,309,251.00	29,621,357
Lodestone Management Consultants (Asia Pacific) Limited	· · · · · -	42,103
Lodestone Management Consultants Ltd.	3,867,721.00	

# 2.19 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

## 2.20 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

		in ₹
Statement of Profit and Loss account for the	Year ended December 31,	
	2012	2011
Income from consultancy services	460,329,440	863,569,790
Cost of Services	642,930,506	786,064,610
GROSS PROFIT	(182,601,066)	77,505,180
Selling and marketing expenses	1,762,907	3,795,494
General and administration expenses	83,930,425	82,477,895
	85,693,332	86,273,389
OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION	(268,294,398)	(8,768,209)
Interest	13,668,067	6,547,822
Depreciation and amortization	4,705,823	2,372,467
OPERATING PROFIT	(286,668,288)	(17,688,498)
Other income	(3,340,187)	3,926,390
PROFIT BEFORE TAX	(290,008,475)	(13,762,108)
Tax expense:		
Current tax	-	(515,570)
Deferred tax	(84,156,290)	(5,157,098)
PROFIT FOR THE YEAR	(205,852,185)	(8,089,440)

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Peter Ödman Ronald Hafner Joost Hoeve Partner Director Director Director

Membership No. 202841

Bangalore

January 11, 2013

## To

### The Members of Lodestone Management Consultants s.r.o

## **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants s.r.o** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account ('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

## **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the *Profit* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

# For SHENOY & KAMATH

**Chartered Accountants** 

# (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# **Lodestone Management Consultants s.r.o**

Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	789,777	789,777
Reserves and surplus	2.2	1,764,327	(937,255)
		2,554,104	(147,478)
CURRENT LIABILITIES			
Trade payables	2.4	34,642	190,972
Other current liabilities	2.5	8,484,535	3,222,312
Short-term provisions	2.6	2,427,088	333,188
		10,946,265	3,746,472
		13,500,369	3,598,994
ASSETS NON-CURRENT ASSETS			
Deferred tax assets	2.3	226,416	209,114
Long-term loans and advances	2.7	9,757	183,171
		236,173	392,285
CURRENT ASSETS			
Trade receivables	2.8	9,638,798	1,655,105
Cash and cash equivalents	2.9	3,184,993	-
Short-term loans and advances	2.10	440,405	1,551,604
		13,264,196	3,206,709
		13,500,369	3,598,994
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath *Partner* Membership No. 202841

Peter Fischer Partner

Robert Boreczek Partner Rolf Schläpfer Partner

Bangalore

January 11, 2013

# **Lodestone Management Consultants s.r.o**

			in ₹
Statement of Profit and Loss for the	Note	Year ended Dece	ember 31,
		2012	2011
Income from Consultancy services	2.11	48,666,313	14,082,678
Other income	2.12	(17,193)	(19,349)
Total revenue	<del>-</del>	48,649,120	14,063,329
Expenses			
Employee benefit expenses	2.13	28,064,225	9,683,792
Cost of technical sub-contractors	2.13	165,255	=
Travel expenses	2.13	14,818,498	3,222,451
Cost of software packages and others	2.13	=	116,274
Communication expenses	2.13	10,354	3,362
Professional charges		1,934,838	1,706,716
Other expenses	2.13	535,816	348,496
Total expenses	_	45,528,986	15,081,091
PROFIT BEFORE TAX		3,120,134	(1,017,762)
Tax expense:	_		_
Current tax	2.14	614,327	6,328
Deferred tax	2.14	7,598	(196,748)
PROFIT FOR THE YEAR	=	2,498,209	(827,342)
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath Chartered Accountants

 $Firm's\ Registration\ Number: 006673S$ 

M. Rathnakar Kamath

PartnerPeter FischerRobert BoreczekRolf SchläpferMembership No. 202841PartnerPartnerPartner

Bangalore January 11, 2013

# Significant accounting policies and notes on accounts

### Company overview

Lodestone Management Consultants s.r.o is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

### 1 Significant accounting policies

### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Czech koruna.

### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

	in ₹	
As at		
<b>December 31, 2012</b>	December 31, 2011	
789,777	789,777	
789,777	789,777	
	<b>December 31, 2012</b> 789,777	

### 2.2 RESERVES AND SURPLUS

		in ₹
Particulars	A	s at
	<b>December 31, 2012</b>	December 31, 2011
Currency Translation Reserve	225,246	(36,591)
Legal reserve - Opening balance	-	-
Add: Transferred from Surplus	58,464	
	58,464	-
Surplus- Opening Balance	(900,664)	(73,322)
Add: Net profit after tax transferred from Statement of Profit and Loss	2,498,209	(827,342)
Amount available for appropriation	1,597,545	(900,664)
Appropriations:		
Amount transferred to legal reserve	58,464	-
Surplus- Closing Balance	1,539,081	(900,664)
	1,764,327	(937,255)

# 2.3 DEFERRED TAXES

		in ₹		
Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Deferred tax asset				
Accumulated Losses	226,416	209,114		
	226,416	209,114		

# 2.4 TRADE PAYABLES

		in ₹	
Particulars	As	As at	
	December 31, 2012	December 31, 2011	
Trade payables (1)	34,642	190,972	
	34,642	190,972	
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.16)	34,642	177,978	

# 2.5 OTHER CURRENT LIABILITIES

in ₹

Particulars	As	As at	
	December 31, 2012	December 31, 2011	
Accrued salaries and benefits			
Salaries and benefits	1,610,278	825,597	
Bonus and incentives	2,804,931	1,003,751	
Other liabilities			
Provision for expenses	2,955,235	708,117	
Withholding and other taxes payable	1,088,325	451,448	
Other payables	25,766	233,399	
	8,484,535	3,222,312	

# 2.6 SHORT-TERM PROVISIONS

in ₹

Particulars	A	As at	
	December 31, 2012	December 31, 2011	
Provision for employee benefits			
Unavailed leave	1,936,956	333,188	
Provision for Income taxes	490,132	-	
	2,427,088	333,188	

# 2.7 LONG-TERM LOANS AND ADVANCES

Don't will are	Anat	in ₹
Particulars	As at December 31, 2012	December 31, 2011
Unsecured, considered good	,	
Rental deposits	<del>-</del>	40,995
Other loans and advances		.,
Advance income taxes	9,757	142,176
	9,757	183,171
2.8 TRADE RECEIVABLES		: <i>3</i>
Particulars	As at	in ₹
Other debts	December 31, 2012	December 31, 2011
Unsecured		
Considered good <sup>(1)</sup>	9,638,798	1,655,105
Considered doubtful	-	-
	9,638,798	1,655,105
Less: Provision for doubtful debts	0.620.700	1 (55 105
	9,638,798	1,655,105
	9,638,798	1,655,105
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.	9,638,798	1,655,105
2.9 CASH AND CASH EQUIVALENTS		_
Particulars	As at	in ₹
1 articulars	December 31, 2012	December 31, 2011
Balances with banks		
In current accounts	3,184,993	-
	3,184,993	-
The details of balances as on Balance Sheet dates with banks are as follows:		
Particulars	As at	in ₹
	December 31, 2012	December 31, 2011
In current accounts		
Raiffeisenbank a.s. (CZK)	3,184,993	-
	3,184,993	-
Total bank balances	3,184,993	_
2.10 SHORT-TERM LOANS AND ADVANCES	2,22 ,,,,,	
		in ₹
Particulars	As at December 31, 2012	December 31, 2011
Unsecured, considered good	December 31, 2012	December 31, 2011
Others		
Advances		
Prepaid expenses	102,241	109,650
Withholding and other taxes receivable	292,970	34,141
Others	205 211	849,222
Loans and advances to employees	395,211	993,013
Salary advances	807	558,591
Rental deposits	44,387	-
	440,405	1,551,604

# 2.11 INCOME FROM CONSULTANCY SERVICES

		in ₹
Particulars	Year ended December 31, 2012	2011
Income from consultancy services	48,666,313	14,082,678
	48,666,313	14,082,678
2.12 OTHER INCOME		. =
Particulars	Year ended December 31,	in ₹
1 at tection 5	2012	2011
Interest received on deposits with banks and others	189	78
Miscellaneous income, net	2	7
Gains / (losses) on foreign currency, net	(17,384)	(19,434)
	(17,193)	(19,349)
2.13 EXPENSES		in ₹
Particulars	Year ended December 31,	in (
	2012	2011
Employee benefit expenses		
Salaries and bonus including overseas staff expenses	28,007,071	9,656,198
Staff welfare	57,154	27,594
	28,064,225	9,683,792
Cost of technical sub-contractors		
Technical sub-contractors - subsidiaries	165,255	-
	165,255	-
Travel expenses		
Overseas travel expenses	14,818,498	3,222,451
	14,818,498	3,222,451
Cost of software packages and others		
For own use	<u> </u>	116,274
	<del>-</del>	116,274
Communication expenses		
Telephone charges	10,354	3,362
	10,354	3,362
Other expenses	224 450	
Office maintenance	326,658	-
Rent	107,263	93,515
Insurance charges	65,962	13,673
Marketing expenses	-	51,203
Printing and Stationery	-	3,591
Postage and courier	5,187	1,040
Bank charges and commission	30,753	13,628
Others	(7)	171,846 348,496
2.14 TAX EXPENSE	535,816	348,490
712 · ••••• 2422 24172	<u></u>	in ₹
	Year ended December 31, 2012	2011
Current tax	2012	2011
Income taxes	614,327	6,328
Deferred taxes	7,598	(196,748)
Deliver water		
	621,925	(190,42

### 2.15 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

# 2.16 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding	9
		December 31, 2012	December 31, 201
Lodestone Holding AG	Switzerland	100%	100%
Name of Ultimate Holding Company		(	Country
Infosys Limited <sup>(1)</sup>		I	ndia
(1) Holding of Lodestone Holding AG from October 22, 2012			
Name of Fellow subsidiaries		(	Country
Infosys BPO (1)			India
Infosys Australia (1)			Australia
Infosys Consulting Inc (1)			USA
Infosys Mexico (1)			Mexico
Infosys Sweden (1)			Sweden
Infosys Shanghai (1)			China
Infosys Brasil (1)			Brazil
Infosys Public Services, Inc. (1)			USA
Infosys Consulting India Limited (1)			India
Infosys BPO s. r. o (2)			Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)			Poland
McCamish Systems LLC (2)			USA
Portland Group Pty Ltd <sup>(2)</sup>			Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>			Australia
Lodestone Management Consultants (Canada) Inc. (3)			Canada
Lodestone Management Consultants Inc. (3)			USA
Lodestone Management Consultants Pty Limited (3)			Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)			Thailand
Lodestone Management Consultants AG (3)			Switzerland
Lodestone Augmentis AG (3)			Switzerland
Hafner Bauer & Ödman GmbH (3)			Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)			Belgium
Lodestone Management Consultants GmbH (3)			Germany
Lodestone Management Consultants Pte Ltd. (3)			Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>			Singapore
Lodestone Management Consultants SAS (3)			France
Lodestone Management Consultants s.r.o. (3)			Czech Republic
Lodestone Management Consultants GmbH (3)			Austria
Lodestone Management Consultants China Co., Ltd. (3)			China
Lodestone Management Consultants Ltd. (3)			UK
Lodestone Management Consultants B.V. (3)			Netherlands
Lodestone Management Consultants Ltda. (3)(5)			Brazil
Lodestone Management Consultants Sp. z.o.o. (3)			Poland

S.C. Lodestone Management Consultants S.R.L. (3) (1) Wholly owned subsidiaries of Infosys Limited.

Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)

Portugal

Romania

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

in ₹ Particulars As at December 31, 2012 December 31, 2011 Trade Receivables Lodestone Management Consultants AG 9,097,834 849,393 Lodestone Management Consultants GmbH, Germany 540,963 805,712 **Trade Payables** Lodestone Management Consultants AG 121,033 Lodestone Management Consultants GmbH 56,945 34,766 Lodestone Management Consultants Sp. z.o.o. FX Valuation on above (123)

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Year ended Decer	mber 31,
	2012	2011
Capital transactions:		_
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Lodestone Management Consultants Sp. z.o.o.	165,255	-
Sale of shared services including facilities and personnel		
Lodestone Management Consultants AG	27,785,269	13,280,462
Lodestone Management Consultants GmbH	20,881,044	802,216

### 2.17 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

#### 2.18 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

in ₹ Year ended December 31. Statement of Profit and Loss account for the 2012 2011 Income from consultancy services 14,082,678 48,666,313 Cost of Services 43,054,661 12,998,591 GROSS PROFIT 5,611,652 1,084,087 Selling and marketing expenses 51,203 General and administration expenses 2,474,325 2,031,297 2,082,500 2,474,325 **OPERATING PROFIT** 3,137,327 (998,413) Other income (17,193)(19,349)PROFIT BEFORE TAX (1,017,762)3,120,134 Tax expense: Current tax 614,327 6,328 Deferred tax 7,598 (196,748) PROFIT FOR THE YEAR 2,498,209 (827,342)

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Peter Fischer Robert Boreczek
Partner Partner Partner

Membership No. 202841

Bangalore Rolf Schläpfer January 11, 2013 Partner

### To

### The Members of Lodestone Management Consultants SAS.

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants SAS.** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account ('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

# **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

# **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31<sup>st</sup> December 2012;
- 2) In the case of the statement of profit and loss, of the *Profit* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

# For SHENOY & KAMATH

**Chartered Accountants** 

# (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# **Lodestone Management Consultants SAS.**

Balance Sheet as at	Note	December 31, 2012	<i>in ₹</i> December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	5,279,504	5,279,504
Reserves and surplus	2.2	(18,561,524)	(18,710,700)
•		(13,282,020)	(13,431,196)
CURRENT LIABILITIES			
Trade payables	2.4	1,337,722	88,740,659
Other current liabilities	2.5	45,345,181	71,315,465
Short-term provisions	2.6	8,100,799	3,696,635
		54,783,702	163,752,759
		41,501,682	150,321,563
ASSETS NON-CURRENT ASSETS Fixed assets			
Tangible assets	2.7	59,504	111,617
		59,504	111,617
Deferred tax assets	2.3	7,751,598	6,280,445
		7,811,102	6,392,062
CURRENT ASSETS			
Trade receivables	2.8	17,749,538	138,829,711
Cash and cash equivalents	2.9	13,418,998	3,863,861
Short-term loans and advances	2.10	2,522,044	1,235,929
		33,690,580	143,929,501
		41,501,682	150,321,563
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath	Peter Ödman	Rolf Schläpfer	Yvonne Felice Fernandez
Partner	Director	Chief Financial Officer	Chief Human Relaions Officer
Membership No. 202841			

Membership No. 202841

Bangalore Rolf Gmünder Jacques Le Ny January 11, 2013 *Partner Partner* 

# **Lodestone Management Consultants SAS.**

			in ₹	
Statement of Profit and Loss for the	Note	Year ended De	Year ended December 31,	
		2012	2011	
Income from Consultancy services	2.11	206,710,684	282,445,517	
Other income	2.12	(1,222,932)	542,064	
Total revenue		205,487,752	282,987,581	
Expenses				
Employee benefit expenses	2.13	122,450,071	94,210,840	
Cost of technical sub-contractors	2.13	56,562,768	160,867,439	
Travel expenses	2.13	18,036,510	12,332,579	
Cost of software packages and others	2.13	-	558,720	
Communication expenses	2.13	1,214,620	657,035	
Professional charges		2,928,091	13,505,041	
Depreciation and amortisation expense	2.7	55,642	78,439	
Other expenses	2.13	1,566,352	1,811,258	
Total expenses		202,814,054	284,021,351	
PROFIT BEFORE TAX		2,673,698	(1,033,770)	
Tax expense:				
Current tax	2.14	2,249,394	340,063	
Deferred tax	2.14	(914,827)	-	
PROFIT FOR THE YEAR		1,339,131	(1,373,833)	
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2			

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath	Peter Odman	Rolf Schläpter	Y vonne Felice Fernandez
Partner	Director	Chief Financial Officer	Chief Human Relaions Officer
Membership No. 202841			
Bangalore			
January 11, 2013		Rolf Gmünder	Jacques Le Ny
		Partner	Partner

# Significant accounting policies and notes on accounts

### Company overview

Lodestone Management Consultants SAS is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

### 1 Significant accounting policies

### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Euro.

### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

#### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

# 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

		in ₹	
Particulars	As	at	
	December 31, 2012	December 31, 2011	
Issued, Subscribed and Paid-Up			
80,000 EURO	5,279,504	5,279,504	
	5,279,504	5,279,504	
2.2 RESERVES AND SURPLUS			
		in ₹	
Particulars	As at		
	December 31, 2012	December 31, 2011	
Currency Translation Reserve	(1,096,468)	93,487	
Surplus- Opening Balance	(18,804,187)	(17,430,354)	
Add: Net profit after tax transferred from Statement of Profit and Loss	1,339,131	(1,373,833)	
Surplus- Closing Balance	(17,465,056)	(18,804,187)	
	(18,561,524)	(18,710,700)	

### 2.3 DEFERRED TAXES

		in ₹		
Particulars	As at			
	<b>December 31, 2012</b>	December 31, 2011		
Deferred tax asset				
Accumulated Losses	7,751,598	6,280,445		
	7,751,598	6,280,445		
2.4 TRADE PAYABLES				
		in ₹		
Particulars	As at			
	December 31, 2012	December 31, 2011		
Trade payables (1)	1,337,722	88,740,659		
	1,337,722	88,740,659		
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.16)	319,743	85,427,833		

# 2.5 OTHER CURRENT LIABILITIES

		in ₹		
Particulars	A	As at		
	<b>December 31, 2012</b>	December 31, 2011		
Accrued salaries and benefits				
Bonus and incentives	10,911,917	11,477,268		
Other liabilities				
Provision for expenses	8,697,070	17,150,479		
Withholding and other taxes payable	16,262,963	36,813,851		
Other payables	765,291	571,205		
Advances received from clients	1,162,358	-		
Unearned revenue	7,545,582	5,302,662		
	45,345,181	71,315,465		

# 2.6 SHORT-TERM PROVISIONS

		in t
Particulars	As	at
	December 31, 2012	December 31, 2011
Provision for employee benefits		
Unavailed leave	8,100,799	3,696,635
	8,100,799	3,696,635

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# 2.7 FIXED ASSETS

in ₹

		Orig	inal cost			Depreciation	n and amortization		Net boo	ok value
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
1 at ticulars	Jan 1,	during the year	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012		the year	2012	2012		the year	2012	2012	2011
Tangible assets:										
IT Eequipment	225,982	12,663	=	238,645	114,365	55,642	(9,134)	179,141	59,504	111,617
Total	225,982	12,663	-	238,645	114,365	55,642	(9,134)	179,141	59,504	111,617
Previous year	196,665	29,317	-	225,982	-	78,439	(35,926)	114,365	111,617	

# 2.8 TRADE RECEIVABLES

Particulars		As at		
	December 31, 2012	December 31, 2011		
Other debts	·			
Unsecured				
Considered good <sup>(1)</sup>	17,749,538	138,829,711		
Considered doubtful	-	-		
	17,749,538	138,829,711		
Less: Provision for doubtful debts				
	17,749,538	138,829,711		
	17,749,538	138,829,711		
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.16)	11,938,585	26,049,869		

# 2.9 CASH AND CASH EQUIVALENTS

Particulars	A	As at		
	December 31, 2012	December 31, 2011		
Cash on hand	-	-		
Balances with banks				
In current accounts	13,418,998	3,863,861		
	13,418,998	3,863,861		

The details of balances as on Balance Sheet dates with banks are as follows:

		in ₹	
Particulars	As at		
	December 31, 2012	December 31, 2011	
In current accounts			
CIC (Euro)	13,418,998	3,863,861	
	13,418,998	3,863,861	
Total bank balances	13,418,998	3,863,861	

# 2.10 SHORT-TERM LOANS AND ADVANCES

2.10 SHORT-TERM EOM STAND AND VANCES		in ₹	
Particulars		As at	
	December 31, 2012	December 31, 2011	
Unsecured, considered good			
Others			
Advances			
Prepaid expenses	148,060	93,059	
Withholding and other taxes receivable	17,044	1,094,329	
Others	389,784	48,541	
	554,888	1,235,929	
Unbilled revenues	1,967,156	-	
	2,522,044	1,235,929	

# 2.11 INCOME FROM CONSULTANCY SERVICES

2.11 INCOME FROM CONSULTANCY SERVICES		in 7
Particulars	Year ended December 31,	
	2012	2011
Income from consultancy services	206,710,684	282,445,517
A.A. OFFIND WAS IN	206,710,684	282,445,517
2.12 OTHER INCOME		in ₹
Particulars	Year ended December 31,	
Missallananna insama nat	2012	2011
Miscellaneous income, net	170	454
Gains / (losses) on foreign currency, net	(1,223,102) (1,222,932)	541,610 <b>542,064</b>
2.13 EXPENSES	(Lymmy/Jm)	242,004
Particulars	Year ended December 31,	in ₹
1 at ucuiai 5	2012	2011
Employee benefit expenses		
Salaries and bonus including overseas staff expenses	122,418,936	93,502,661
Staff welfare	31,135	708,179
	122,450,071	94,210,840
Cost of technical sub-contractors		
Technical sub-contractors - subsidiaries	43,313,931	116,351,377
Technical sub-contractors - others	13,248,837	44,516,062
		160,867,439
Travel expenses		
Overseas travel expenses	18,036,510	12,332,579
·	18,036,510	12,332,579
Cost of software packages and others		, , , , , , , , , , , , , , , , , , ,
For own use	<del>-</del>	558,720
	-	558,720
Communication expenses		
Telephone charges	1,214,620	657,035
	1,214,620	657,035
Other expenses		
Office maintenance	-	6,524
Brand building	22,454	16,990
Rent	83,512	122,547
Rates and taxes, excluding taxes on income	18,695	-
Insurance charges	140,621	109,371
Marketing expenses	397,836	616,785
Printing and Stationery	2,664	26,362
Postage and courier	-	463
Books and periodicals	375	919
Auditor's remuneration		
Statutory audit fees	551,019	566,554
Bank charges and commission	349,306	344,380
Others	(130)	363
	1,566,352	1,811,258
2.14 TAX EXPENSE		± <b>∓</b>
	Year ended December 31,	in ₹
	2012	2011
Current tax		
Income taxes	2,249,394	340,063
Deferred taxes	(914,827)	
	1,334,567	340,063

# 2.15 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

### 2.16 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding as at	
·	·	December 31, 2012	December 31, 2011
Lodestone Holding AG	Switzerland	100%	100%
Name of Ultimate Holding Company			Country
Infosys Limited <sup>(1)</sup>			India

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)	Poland
McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Australia
Lodestone Management Consultants (Canada) Inc. (3)	Canada
Lodestone Management Consultants Inc. (3)	USA
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

		in ₹	
Particulars	As	As at	
	December 31, 2012	December 31, 2011	
Trade Receivables			
Lodestone Management Consultants AG	10,997,543	5,326,446	
Lodestone Management Consultants Ltd.	-	14,974,614	
Lodestone Management Consultants Inc.	-	5,748,809	
Lodestone Management Consultants Pty Limited	362,160	-	
Lodestone Management Consultants (Belgium) S.A.	520,153	-	
Lodestone Management Consultants Pte Ltd.	58,729	-	
Trade Payables			
Lodestone Management Consultants AG	(1,307,580)	39,691,767	
Lodestone Management Consultants (Belgium) S.A.	481,172	14,132,546	
Lodestone Management Consultants GmbH	-	20,458,882	
Lodestone Management Consultants Sp. z.o.o.	1,055,638	9,930,077	
Lodestone Management Consultants Ltd.	19,581	1,981,994	
FX Valuation on above	70,932	(767,433)	

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Year ended Dece	mber 31,
	2012	2011
Capital transactions:		
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Lodestone Management Consultants (Belgium) S.A.	8,111,167	26,308,690
Lodestone Management Consultants AG	28,187,230	61,393,390
Lodestone Management Consultants GmbH	3,319,866	19,265,190
Lodestone Management Consultants Ltd.	2,514,442	4,692,897
Lodestone Management Consultants Sp. z.o.o.	385,366	9,189,621
Lodestone Management Consultants China Co., Ltd.	782,430	-
Sale of shared services including facilities and personnel		
Lodestone Management Consultants AG	111,420,971	42,125,542
Lodestone Management Consultants Ltd.	-	25,875,488
Lodestone Management Consultants Inc.	-	5,494,333
Lodestone Management Consultants Pty Limited	348,036	-
Lodestone Management Consultants (Belgium) S.A.	2,184,795	-
Lodestone Management Consultants GmbH	10,905,214	-
Lodestone Management Consultants Pte Ltd.	56,438	-

# 2.17 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

# 2.18 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

		in ₹
Statement of Profit and Loss account for the	Year ended Decer	nber 31,
	2012	2011
Income from consultancy services	206,710,684	282,445,517
Cost of Services	197,935,070	268,533,911
GROSS PROFIT	8,775,614	13,911,606
Selling and marketing expenses	420,290	633,775
General and administration expenses	4,403,052	14,775,226
_	4,823,342	15,409,001
OPERATING PROFIT BEFORE DEPRECIATION	3,952,272	(1,497,395)
Interest	-	-
Depreciation and amortization	55,642	78,439
OPERATING PROFIT	3,896,630	(1,575,834)
Other income	(1,222,932)	542,064
PROFIT BEFORE TAX	2,673,698	(1,033,770)
Tax expense:		
Current tax	2,249,394	340,063
Deferred tax	(914,827)	-
PROFIT FOR THE YEAR	1,339,131	(1,373,833)

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath Peter Ödman Rolf Schläpfer Yvonne Felice Fernandez

\*\*Partner\*\* Director Chief Financial Officer Chief Human Relaions Officer\*\*

Membership No. 202841

Bangalore Rolf Gmünder Jacques Le Ny January 11, 2013 Partner Partner

# To

# The Members of Lodestone Management Consultants Sp.z.o.o.

# **Report on the Financial Statements:**

We have audited the accompanying financial statement of **Lodestone Management Consultants Sp. Z.o.o.** ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account ('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

# **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

# **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31st December 2012;
- 2) In the case of the statement of profit and loss, of the *Profit* for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

# For SHENOY & KAMATH

**Chartered Accountants** 

# (M RATHNAKAR KAMATH)

Partner Membership no. 202841 Firms regn. No. 006673s

11<sup>th</sup> January, 2013 BANGALORE

# Lodestone Management Consultants Sp. z.o.o.

Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	30,988,260	2,196,500
Reserves and surplus	2.2	(24,943,580)	(25,100,367)
		6,044,680	(22,903,867)
CURRENT LIABILITIES			
Unsecured Loans		-	28,272,478
Trade payables	2.4	31,162,681	88,393,418
Other current liabilities	2.5	49,443,681	51,424,555
Short-term provisions	2.6	6,091,783	9,740,220
		86,698,145	177,830,671
		92,742,825	154,926,804
ASSETS NON-CURRENT ASSETS Fixed assets			
Tangible assets	2.7	3,018,276	3,344,636
		3,018,276	3,344,636
Deferred tax assets	2.3	10,548,612	10,265,605
		13,566,888	13,610,241
CURRENT ASSETS			
Trade receivables	2.9	41,091,690	90,701,652
Cash and cash equivalents	2.10	30,377,799	27,154,602
Short-term loans and advances	2.11	7,706,448	23,460,309
		79,175,937	141,316,563
		92,742,825	154,926,804
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached

for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath *Partner* 

Membership No. 202841

Bangalore January 11, 2013 Peter Fischer Director

Rolf Schläpfer

Director

Robert Boreczek Director

# Lodestone Management Consultants Sp. z.o.o.

			in ₹
Statement of Profit and Loss for the	Note	Year ended December 31,	
	-	2012	2011
Income from Consultancy services	2.12	495,378,914	457,167,393
Other income	2.13	3,522,877	(5,205,823)
Total revenue	- -	498,901,791	451,961,570
Expenses			
Employee benefit expenses	2.14	246,079,551	223,561,783
Cost of technical sub-contractors	2.14	131,942,661	130,543,115
Travel expenses	2.14	82,150,336	84,344,616
Cost of software packages and others	2.14	33,233	2,106,251
Communication expenses	2.14	4,310,778	4,724,035
Professional charges		20,980,542	17,837,970
Depreciation and amortisation expense	2.7	1,824,993	1,347,247
Other expenses	2.14	10,144,089	8,317,507
Total expenses	-	497,466,183	472,782,524
PROFIT BEFORE INTEREST AND TAX		1,435,608	(20,820,954)
Interest expense		124,450	135,148
PROFIT BEFORE TAX	-	1,311,158	(20,956,102)
Tax expense:			
Current tax	2.15	-	763,977
Deferred tax	2.15	1,016,465	(9,658,539)
PROFIT FOR THE YEAR	- -	294,693	(12,061,540)
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

Robert Boreczek

Director

As per our report attached for Shenoy & Kamath Chartered Accountants

 $Firm's\ Registration\ Number: 006673S$ 

M. Rathnakar Kamath

Peter Fischer

Partner

Director

Membership No. 202841

Bangalore Rolf Schlär

Bangalore Rolf Schläpfer January 11, 2013 *Director* 

Lodestone Management Consultants Sp. z.o.o.

# Significant accounting policies and notes on accounts

### Company overview

Lodestone Management Consultants Sp. Z.o.o. is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Polish złoty.

### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

#### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.14 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower.

Lease in which significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

# 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

# 2.1 SHARE CAPITAL

		in ₹
Particulars	As at	
	December 31, 2012	December 31, 2011
Issued, Subscribed and Paid-Up		
100,000 PLN	30,988,260	2,196,500
	30,988,260	2,196,500

### 2.2 RESERVES AND SURPLUS

Particulars	As at	
	December 31, 2012	<b>December 31, 2011</b>
Currency Translation Reserve	6,251,713	6,389,619
Surplus- Opening Balance	(31,489,986)	(19,428,446)
Add: Net profit after tax transferred from Statement of Profit and Loss	294,693	(12,061,540)
Surplus- Closing Balance	(31,195,293)	(31,489,986)
	(24,943,580)	(25,100,367)

# 2.3 DEFERRED TAXES

Particulars		in ₹
	December 31, 2012	December 31, 2011
Deferred tax asset	200111001 01, 2012	2000111301 01, 2011
Accumulated Losses	10,548,612	10,265,605
	10,548,612	10,265,605

### 2.4 TRADE PAYABLES

Particulars	As at		
	December 31, 2012	December 31, 2011	
Trade payables (1)	31,162,681	88,393,418	
	31,162,681	88,393,418	
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.17)	4,383,137	42,283,052	

# 2.5 OTHER CURRENT LIABILITIES

rticulars	As	in ₹ As at		
	December 31, 2012	December 31, 2011		
Accrued salaries and benefits				
Salaries and benefits	12,793,379	11,041,867		
Bonus and incentives	28,386,001	28,525,095		
Other liabilities				
Provision for expenses	6,419,765	5,748,943		
Withholding and other taxes payable	<u>-</u>	-		
Other payables	1,844,536	6,108,650		
	49,443,681	51,424,555		

# 2.6 SHORT-TERM PROVISIONS

		in t		
Particulars	As	As at		
	December 31, 2012	December 31, 2011		
Provision for employee benefits		·		
Unavailed leave	6,091,783	9,740,220		
	6,091,783	9,740,220		

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# 2.7 FIXED ASSETS

in ₹

	Original cost			Depreciation and amortization			Net book value			
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
	Jan 1,	during the year	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012		the year	2012	2012		the year	2012	2012	2011
Tangible assets :										
Leasehold Improvements	55,443	8,629	=	64,072	13,399	17,523	(3,369)	34,291	29,781	42,044
IT Equipment	4,913,430	1,861,523	203,521	6,571,432	1,694,763	1,792,696	(176,600)	3,664,059	2,907,373	3,218,667
Furniture and fixtures	136,781	21,277	-	158,058	52,856	14,774	(9,306)	76,936	81,122	83,925
Total	5,105,654	1,891,429	203,521	6,793,562	1,761,018	1,824,993	(189,275)	3,775,286	3,018,276	3,344,636
Previous year	2,391,391	3,150,377	436,114	5,105,654	436,113	1,347,247	22,342	1,761,018	3,344,636	

# 2.8 LEASES

# $Obligations \ on \ long-term, \ non-cancelable \ operating \ leases$

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹		
Particulars  Lease rentals recognized during the period	Year ended December 31,			
	2012	2011		
	6,101,272	4,517,772		
		in ₹		
		As at		
Lease obligations payable	December 31, 2012	December 31, 2011		
Within one year of the balance sheet date	1,525,869	6,101,272		
Due in a period between one year and five years	-	1,525,869		

### 2.9 TRADE RECEIVABLES

Particulars	Α	s at
	December 31, 2012	December 31, 2011
Other debts		
Unsecured		
Considered good <sup>(1)</sup>	41,091,690	90,701,652
Considered doubtful		-
T. D C. 1 1:0111:	41,091,690	90,701,652
Less: Provision for doubtful debts	41,091,690	90,701,652
	41,091,690	90,701,652
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.17)	37,398,374	87,820,388
2.10 CASH AND CASH EQUIVALENTS		
Particulars	A	in ₹ s at
Turacular)	December 31, 2012	December 31, 2011
Balances with banks		, , , , , , , , , , , , , , , , , , , ,
In current accounts	30,377,799	27,154,602
	30,377,799	27,154,602
The details of balances as on Balance Sheet dates with banks are as follows:		
Particulars	As	in ₹
	December 31, 2012	December 31, 2011
In current accounts		
Bank Zachodni WBK S.A. (PLN)	30,166,698	27,154,602
Bank Zachodni WBK S.A. (EURO)	211,101	=
	30,377,799	27,154,602
Total bank balances	30,377,799	27,154,602
2.11 SHORT-TERM LOANS AND ADVANCES		. =
Particulars	A	in ₹ s at
	December 31, 2012	December 31, 2011
Unsecured, considered good		<u> </u>
Others		
Advances		
Prepaid expenses	1,128,384	626,954
Withholding and other taxes receivable	6,075,382	10,504,112
Others	<u> </u>	5,004,900
	7,203,766	16,135,966
		4 (40
Unbilled revenues	67,134	1,640
Unbilled revenues Rental deposits	67,134 435,548	7,322,703

### 2.12 INCOME FROM CONSULTANCY SERVICES

Particulars	Year ended Decem	in ?
i ai ucuiai s	2012	2011
Income from consultancy services	495,378,914	457,167,393
	495,378,914	457,167,393
2.13 OTHER INCOME		_
Particulars	Year ended Decem	<i>in ₹</i> ber 31,
	2012	2011
Interest received on deposits with banks and others	51,597	32,052
Miscellaneous income, net	1,195,036	236,985
Gains / (losses) on foreign currency, net	2,276,244	(5,474,860)
	3,522,877	(5,205,823)
2.14 EXPENSES		in F
Particulars	Year ended Decemb	<i>in ₹</i>
	2012	2011
Employee benefit expenses		
Salaries and bonus including overseas staff expenses	244,650,473	217,276,449
Staff welfare	1,429,078	6,285,334
Cost of technical sub-contractors	246,079,551	223,561,783
Technical sub-contractors - others	131,942,661	130,543,115
Technical sub-conductors others	131,942,661	130,543,115
Travel expenses	- 3. 3	
Overseas travel expenses	82,150,336	84,344,616
	82,150,336	84,344,616
Cost of software packages and others		
For own use	33,233	2,106,251
	33,233	2,106,251
Communication expenses Telephone charges	4,310,778	4,724,035
receptione enarges	4,310,778	4,724,035
Other expenses		1,721,000
Office maintenance	464,210	1,076,496
Power and fuel	137,649	111,959
Rent	6,101,272	4,517,772
Rates and taxes, excluding taxes on income	274,311	306,654
Computer maintenance	18,652	-
Insurance charges	71,281	47,885
Marketing expenses	680,790	532,445
Printing and Stationery Postage and courier	163,522 287,595	133,530 173,028
Books and periodicals	59,264	67,721
Auditor's remuneration	37,201	07,721
Statutory audit fees	604,282	493,229
Bank charges and commission	189,944	175,306
Others	1,091,317	681,482
	10,144,089	8,317,507
2.15 TAX EXPENSE		· =
	Year ended December 31,	
	2012	2011
Current tax		
Income taxes	-	763,977
Deferred taxes	1,016,465	(9,658,539)
	1,016,465	(8,894,562)

### 2.16 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

#### 2.17 RELATED PARTY TRANSACTIONS

Name of Related Party	Country	Holding	as at
	Country	December 31, 2012	December 31, 2011
Lodestone Holding AG	Switzerland	100%	100%
Name of Ultimate Holding Company			Country
Infosys Limited <sup>(1)</sup>			India
(1) Holding of Lodestone Holding AG from October 22, 2012			
Name of Fellow subsidiaries			Country
Infosys BPO (1)			India
Infosys Australia (1)			Australia
Infosys Consulting Inc (1)			USA
Infosys Mexico (1)			Mexico
Infosys Sweden (1)			Sweden
Infosys Shanghai (1)			China
Infosys Brasil (1)			Brazil
Infosys Public Services, Inc. (1)			USA
Infosys Consulting India Limited (1)			India
Infosys BPO s. r. o (2)			Czech Republic
Infosys BPO (Poland) Sp Z.o.o (2)			Poland
McCamish Systems LLC (2)			USA
Portland Group Pty Ltd <sup>(2)</sup>			Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>			Australia
Lodestone Management Consultants (Canada) Inc. (3)			Canada
Lodestone Management Consultants Inc. (3)			USA
Lodestone Management Consultants Pty Limited (3)			Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)			Thailand
Lodestone Management Consultants AG (3)			Switzerland
Lodestone Augmentis AG (3)			Switzerland
Hafner Bauer & Ödman GmbH (3)			Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)			Belgium
Lodestone Management Consultants GmbH (3)			Germany
Lodestone Management Consultants Pte Ltd. (3)			Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>			Singapore
Lodestone Management Consultants SAS (3)			France
Lodestone Management Consultants s.r.o. (3)			Czech Republic
Lodestone Management Consultants GmbH (3)			Austria
Lodestone Management Consultants China Co., Ltd. (3)			China
Lodestone Management Consultants Ltd. (3)			UK
Lodestone Management Consultants B.V. (3)			Netherlands
Lodestone Management Consultants Ltda. (3)(5)			Brazil
Lodestone Management Consultants Sp. z.o.o. (3)			Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)			Portugal

S.C. Lodestone Management Consultants S.R.L. (3)

(1) Wholly owned subsidiaries of Infosys Limited.

Romania

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

<sup>(3)</sup> Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

Particulars	As at	in ₹
	December 31, 2012	December 31, 2011
Unsecured Loans		
Lodestone Holding AG	-	28,272,478
Trade Receivables	·	
Lodestone Management Consultants (Canada) Inc.	67,920	-
Lodestone Management Consultants Inc.	522,494	321,671
Lodestone Management Consultants Pty Limited	1,245,491	1,531,790
Lodestone Management Consultants AG	20,286,295	40,282,093
Lodestone Augmentis AG	15,154	35,963
Lodestone Management Consultants (Belgium) S.A.	1,060,743	75,867
Lodestone Management Consultants GmbH, Germany	8,899,553	35,859,699
Lodestone Management Consultants Pte Ltd.	937,666	525,489
Lodestone Management Consultants SAS	1,128,193	9,027,253
Lodestone Management Consultants s.r.o.	34,651	-
Lodestone Management Consultants GmbH, Austria	50,463	-
Lodestone Management Consultants China Co., Ltd.	1,192,442	-
Lodestone Management Consultants Ltd.	736,058	160,563
Lodestone Management Consultants B.V.	687,732	-
Lodestone Management Consultants Portugal, Unipessoal, Lda.	533,519	-
Trade Payables		
Lodestone Management Consultants AG	4,285,183	39,036,315
Lodestone Management Consultants GmbH, Germany	91,914	56,391
FX Valuation on above	6,040	3,190,346

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹
Particulars	Year ended Decen	nber 31,
	2012	2011
Capital transactions:		
Revenue transactions:		
Purchase of shared services including facilities and personnel		
Lodestone Management Consultants AG	14,480,050	11,391,016
Interest expense		
Lodestone Holding AG	124,450	135,148
Sale of shared services including facilities and personnel		
Lodestone Management Consultants Pty Limited	1,329,084	1,555,141
Lodestone Management Consultants (Belgium) S.A.	2,901,016	7,830,033
Lodestone Management Consultants AG	319,336,469	269,692,246
Lodestone Augmentis AG	3,677	36,512
Lodestone Management Consultants GmbH	147,196,177	151,786,543
Lodestone Management Consultants SAS	393,664	9,236,399
Lodestone Management Consultants Ltd.	1,691,032	994,267
Lodestone Management Consultants Pte Ltd.	803,706	533,500
Lodestone Management Consultants Inc.	4,982,870	6,305,676
Lodestone Management Consultants GmbH Austria	121,481	-
Lodestone Management Consultants (Canada) Inc.	63,843	-
Lodestone Management Consultants Ltda.	471,402	-
Lodestone Management Consultants China Co., Ltd.	1,121,720	-
Lodestone Management Consultants s.r.o.	161,679	-
Lodestone Management Consultants B.V.	2,161,184	-
Lodestone Management Consultants Portugal, Unipessoal, Lda.	501,906	-
S.C. Lodestone Management Consultants S.R.L.	368,841	-

### 2.18 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

#### 2.19 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

Statement of Profit and Loss account for the Year ended December 31 2011 2012 Income from consultancy services 495,378,914 457,167,393 Cost of Services 456,949,009 439,721,101 GROSS PROFIT 17,446,292 38,429,905 680,790 Selling and marketing expenses 532,445 General and administration expenses 38,011,391 31,181,731 38,692,181 31,714,176 OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION (262,276)(14,267,884) Interest 124,450 135,148 Depreciation and amortization 1,824,993 1,347,247 OPERATING PROFIT (2,211,719) (15,750,279)Other income 3,522,877 (5,205,823) PROFIT BEFORE TAX 1,311,158 (20,956,102)Tax expense: Current tax 763,977 1,016,465 Deferred tax (9,658,539)PROFIT FOR THE YEAR 294,693 (12,061,540)

As per our report attached for Shenoy & Kamath Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath
Peter Fischer
Robert Boreczek
Partner
Director
Director

Membership No. 202841

Bangalore Rolf Schläpfer January 11, 2013 Director

### To

### The Members of S. C. Lodestone Management Consultants S. R. L.

### **Report on the Financial Statements:**

We have audited the accompanying financial statement of S. C. Lodestone Management Consultants S. R. L. ('the Company') which comprises the Balance Sheet as at 31st December 2012, the profit and loss account('Financial Statement') of the Company for the year ended on that date and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Financial Statements:**

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in Sub-Section (3C) of Section 211 of the Companies Act, 1956(``the Act``) This responsibility included the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility:**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit.

### **Opinion:**

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- 1) In the case of the balance sheet, of the state of affairs of the Company as at 31st December 2012;
- 2) In the case of the statement of profit and loss, of the Loss for the year ended on that date;

As required by Section 227(3) of the Act, we report that;

- a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- b) In our opinion proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
- c) The Balance Sheet and statement of profit and loss account dealt with by this Report are in agreement with the books of accounts;
- d) In our opinion, the Balance Sheet and statement of profit and loss account comply with the Accounting Standards referred to in Subsection (3C) of Section 211 of the Companies Act, 1956.

#### For SHENOY & KAMATH

Chartered Accountants

### (M RATHNAKAR KAMATH)

Partner

Membership number: 202841 Firms Regn. no 006673S

BANGALORE January, 11 2013

# S.C. Lodestone Management Consultants S.R.L.

			in ₹
Balance Sheet as at	Note	December 31, 2012	December 31, 2011
EQUITY AND LIABILITIES			
SHAREHOLDERS' FUNDS			
Share capital	2.1	21,849,784	2,127,997
Reserves and surplus	2.2	(11,587,075)	(11,125,474)
		10,262,709	(8,997,477)
CURRENT LIABILITIES			
Unsecured Loans		4,440,126	22,924,349
Trade payables	2.4	-	2,459,307
Other current liabilities	2.5	10,010,047	6,661,091
Short-term provisions	2.6	4,341,329	2,511,639
		18,791,502	34,556,386
		29,054,211	25,558,909
ASSETS NON-CURRENT ASSETS Fixed assets	<del></del>		
Tangible assets	2.7	650,567	370,394
Intangible assets		-	2,705
· ·		650,567	373,099
Deferred tax assets	2.3	2,194,403	1,846,215
		2,844,970	2,219,314
CURRENT ASSETS			
Trade receivables	2.9	12,359,407	15,779,628
Cash and cash equivalents	2.10	10,708,328	5,657,933
Short-term loans and advances	2.11	3,141,506	1,902,034
		26,209,241	23,339,595
		29,054,211	25,558,909
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath
Peter Fischer
Partner
Director
Director

Membership No. 202841

Bangalore Rolf Schläpfer Cristin Florescu January 11, 2013 Director Director

# S.C. Lodestone Management Consultants S.R.L.

			in ₹
Statement of Profit and Loss for the	Note	Year ended December 31,	
		2012	2011
Income from Consultany services	2.12	92,741,757	61,964,356
Other income	2.13	(1,274,139)	(315,877)
Total revenue	<del>-</del>	91,467,618	61,648,479
Expenses			
Employee benefit expenses	2.14	61,686,429	38,288,506
Cost of technical sub-contractors	2.14	-	1,317,999
Travel expenses	2.14	23,744,713	16,958,874
Cost of software packages and others	2.14	-	258,015
Professional charges		1,047,686	1,243,987
Depreciation and amortisation expense	2.7	498,736	221,104
Other expenses	2.14	5,378,411	1,688,694
Total expenses	_	92,355,975	59,977,179
PROFIT BEFORE INTEREST AND TAX	_	(888,357)	1,671,300
Interest expense		1,002,874	1,039,883
PROFIT BEFORE TAX	_	(1,891,231)	631,417
Tax expense:	_		
Current tax	2.15	-	476,263
Deferred tax	2.15	(305,803)	(435,759)
PROFIT FOR THE YEAR	=	(1,585,428)	590,913
SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS	1 & 2		

As per our report attached for Shenoy & Kamath

Chartered Accountants

Firm's Registration Number:006673S

M. Rathnakar Kamath
Peter Fischer
Robert Boreczek
Partner
Director
Director

Membership No. 202841

Bangalore Rolf Schläpfer Cristin Florescu
January 11, 2013 Director Director

S.C. Lodestone Management Consultants S.R.L.

## Significant accounting policies and notes on accounts

#### Company overview

S.C. Lodestone Management Consultants S.R.L. is a wholly-owned subsidiary of Lodestone Holding AG, Kloten (Switzerland). The company render professional management consulting services, thereby enabling its clients to enhance business performance.

#### 1 Significant accounting policies

#### 1.1 Accounting year

The accounting year of the Company is from January 1 to December 31.

#### 1.2 Basis of preparation of financial statements

These financial statements are prepared in accordance with Indian Generally Accepted Accounting Principles (GAAP) under the historical cost convention on the accrual basis except for certain financial instruments which are measured at fair values. GAAP comprises mandatory accounting standards as prescribed by the Companies (Accounting Standards) Rules, 2006, the provisions of the Companies Act, 1956 and guidelines issued by the Securities and Exchange Board of India (SEBI). Accounting policies have been consistently applied to all periods presented in the financial report.

#### 1.3 Reporting currency

The Company's reporting currency is the Romanian leu.

#### 1.4 Previous year figures

The previous year's figures disclosed in these financial statements have been regrouped / reclassified wherever necessary.

#### 1.5 Use of estimates

The preparation of the financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenses during the period. Examples of such estimates may include computation of percentage of completion which requires the Company to estimate the efforts expended to date as a proportion of the total efforts to be expended, provisions for doubtful debts, future obligations under employee retirement benefit plans, income taxes, post-sales customer support and the useful lives of fixed assets and intangible assets.

Accounting estimates could change from period to period. Actual results could differ from those estimates. Appropriate changes in estimates are made as the Management becomes aware of changes in circumstances surrounding the estimates. Changes in estimates are reflected in the financial statements in the period in which changes are made and, if material, their effects are disclosed in the notes to the financial statements.

The Management periodically assesses using, external and internal sources, whether there is an indication that an asset may be impaired. An impairment loss is recognized wherever the carrying value of an asset exceeds its recoverable amount. The recoverable amount is higher of the asset's net selling price and value in use, which means the present value of future cash flows expected to arise from the continuing use of the asset and its eventual disposal. An impairment loss for an asset is reversed if, and only if, the reversal can be related objectively to an event occurring after the impairment loss was recognized. The carrying amount of an asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortization or depreciation) had no impairment loss been recognized for the asset in prior years.

### 1.6 Revenue recognition

The method for recognising revenues and cost depends on the nature of the services rendered and on the substance of the contractual agreement. Revenues and costs generated under time and material contracts are recognised as services are rendered.

An expected project loss is recognised as an expense immediately.

Revenue comprises the invoiced value for the services and expense reimbursements, net of value added tax, rebates and discounts.

#### 1.7 Fixed assets, intangible assets and capital work-in-progress

Fixed assets are stated at cost, less accumulated depreciation and impairment, if any. Direct costs are capitalized until fixed assets are ready for use. Capital work-in-progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date. Intangible assets are recorded at the consideration paid for acquisition of such assets and are carried at cost less accumulated amortization and impairment.

#### 1.8 Depreciation and amortization

Depreciation is calculated using the straight - line method based on the estimated useful lives. Gains and Losses on disposal are determined by comparing proceeds with the carrying amount. Intangible assets are amortized over their respective individual estimated useful lives on a straight-line basis, commencing from the date the asset is available to the Company for its use.

#### 1.9 Impairment

The carrying amounts of assets are reviewed regularly at each Balance Sheet date to determine whether their recoverable amounts have declined below their carrying amounts. Assets are tested for impairment whenever events or changes in circumstances indicate that their recorded carrying amounts may not be recoverable. When such a decline has occurred, the carrying amount is reduced to the recoverable amount. The amount by which the carrying amount is reduced is the impairment loss.

The recoverable amount is the greater of the net selling price and the present value of the estimated future cash flows arising from the continuous use of the asset and from the disposal of the asset at the end of its useful life.

Provision for impairment loss is calculated on an item by item basis and recognized as an expense in the income statement.

#### 1.10 Benefits to employees

Company operate various pension schemes, subject to specific local regulations. Contributions to pension plans are charged to the income statement in the period to which they relate, together with other personnel expenses.

#### 1.11 Foreign currency transactions in the books of Holding Company

Foreign currency transactions during the period are translated into CHF at the exchange rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated intoCHF at the exchange rates ruling at the Balance Sheet date. Exchange gains and losses on foreign currency translation are dealt with in the income statement.

#### 1.12 Income taxes

Income taxes are accrued in the same period that the related revenue and expenses arise. A provision is made for income tax annually, based on the tax liability computed, after considering tax allowances and exemptions. Provisions are recorded when it is estimated that a liability due to disallowances or other matters is probable. The Company offsets, on a year on year basis, the current tax assets and liabilities, where it has a legally enforceable right and where it intends to settle such assets and liabilities on a net basis.

The differences that result between the profit considered for income taxes and the profit as per the financial statements are identified, and thereafter a deferred tax asset or deferred tax liability is recorded for timing differences, namely the differences that originate in one accounting period and reverse in another, based on the tax effect of the aggregate amount of timing difference. The tax effect is calculated on the accumulated timing differences at the end of an accounting period based on enacted or substantively enacted regulations. Deferred tax assets in situation where unabsorbed depreciation and carry forward business loss exists, are recognized only if there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax asset can be realized. Deferred tax assets, other than in situation of unabsorbed depreciation and carry forward business loss, are recognized only if there is reasonable certainty that they will be realized. Deferred tax assets are reviewed for the appropriateness of their respective carrying values at each reporting date. Deferred tax assets and deferred tax liabilities have been offset wherever the Company has a legally enforceable right to set off current tax assets against current tax liabilities and where the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority.

### 1.13 Cash and cash equivalents

Cash and cash equivalents comprise cash and cash on deposit with banks. The Company considers all highly liquid investments with a remaining maturity at the date of purchase of three months or less and that are readily convertible to known amounts of cash to be cash equivalents.

#### 1.14 Leases

Lease under which the Company assumes substantially all the risks and rewards of ownership are classified as finance leases. Such assets acquired are capitalized at fair value of the asset or present value of the minimum lease payments at the inception of the lease, whichever is lower.

Lease in which significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Lease payments under operating leases are recognised as an expense on a straight line basis in the statement of profit and loss over the lease term.

### 2 NOTES ON ACCOUNTS FOR THE YEAR ENDED DECEMBER 31, 2012

The previous period figures have been regrouped/reclassified, wherever necessary to conform to the current period presentation.

### 2.1 SHARE CAPITAL

		in ₹
Particulars	As	at
	December 31, 2012	December 31, 2011
Issued, Subscribed and Paid-Up		
100,000 RON	21,849,784	2,127,997
	21,849,784	2,127,997

### 2.2 RESERVES AND SURPLUS

		in ₹		
Particulars	A	As at		
	December 31, 2012	December 31, 2011		
Currency Translation Reserve	4,109,742	2,985,915		
Legal reserve - Opening balance	-	-		
Add: Transferred from Surplus	400,479	-		
	400,479	-		
Surplus- Opening Balance	(14,111,389)	(14,702,302)		
Add: Net profit after tax transferred from Statement of Profit and Loss	(1,585,428)	590,913		
Amount available for appropriation	(15,696,817)	(14,111,389)		
Appropriations:	400,470			
Amount transferred to legal reserve	400,479	-		
Surplus- Closing Balance	(16,097,296)	(14,111,389)		
	(11,587,075)	(11,125,474)		

### 2.3 DEFERRED TAXES

		in ₹
Particulars	As	at
	December 31, 2012	December 31, 2011
Deferred tax asset		
Accumulated Losses	2,194,403	1,846,215
	2,194,403	1,846,215

### 2.4 TRADE PAYABLES

Particulars	As	s at
	December 31, 2012	December 31, 2011
Trade payables (1)	-	2,459,307
		2,459,307
(1) Includes dues to holding company and fellow subsidiaries (refer to note 2.17)	-	2,267,747

### 2.5 OTHER CURRENT LIABILITIES

Particulars		As at	
	December 31, 2012	December 31, 2011	
Accrued salaries and benefits	,	,	
Bonus and incentives	6,443,751	5,188,229	
Other liabilities			
Provision for expenses	1,911,753	587,512	
Withholding and other taxes payable	1,654,543	885,350	
	10,010,047	6,661,091	

### 2.6 SHORT-TERM PROVISIONS

		in ₹
Particulars	As	sat
	December 31, 2012	December 31, 2011
Provision for employee benefits		
Unavailed leave	4,020,430	2,511,639
Provision for Income taxes	320,899	· -
	4.341.329	2,511,639

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### 2.7 FIXED ASSETS

in ₹

		Orig	inal cost			Depreciation	and amortization		Net boo	k value
Particulars	As at	Additions	Deductions/	As at	As at	For the	Deductions/	As at	As at	As at
raruculars	Jan 1,	during the year	Retirement during	December 31,	Jan 1,	year	adjustment during	December 31,	December 31,	December 31,
	2012		the year	2012	2012		the year	2012	2012	2011
Tangible assets :										
IT Equipment	614,072	807,716	-	1,421,788	243,678	496,089	(31,454)	771,221	650,567	370,394
	614,072	807,716	-	1,421,788	243,678	496,089	(31,454)	771,221	650,567	370,394
Intangible assets:										
Intellectual property rights	16,239	341	-	16,580	13,534	2,647	(399)	16,580	-	2,705
	16,239	341	-	16,580	13,534	2,647	(399)	16,580	ı	2,705
Total	630,311	808,057	-	1,438,368	257,212	498,736	(31,853)	787,801	650,567	373,099
Previous year	210,904	508,746	89,339	630,311	23,909	221,104	(12,199)	257,212	373,099	

#### 2.8 LEASES

### Obligations on long-term, non-cancelable operating leases

The lease rentals charged during the period and the maximum obligations on long-term, non-cancelable operating leases payable as per the rentals stated in the respective agreements are as follows:

		in ₹	
Particulars	Year ended December 31,		
	2012	2011	
Lease rentals recognized during the period	1,655,285	1,366,884	
		in ₹	
	As at		
Lease obligations payable	December 31, 2012	December 31, 2011	
Within one year of the balance sheet date	365,415	1,655,285	
Due in a period between one year and five years	-	365,415	

### 2.9 TRADE RECEIVABLES

Particulars	As at		
	December 31, 2012	December 31, 2011	
Other debts	·	,	
Unsecured			
Considered $good^{(I)}$	12,359,407	15,779,628	
č	12,359,407	15,779,628	
(1) Includes dues from holding company and fellow subsidiaries (refer to note 2.17)	12,359,277	15,779,501	
2.10 CASH AND CASH EQUIVALENTS			
		in ₹	
Particulars	December 31, 2012	December 31, 2011	
Cash on hand	373	104	
Balances with banks	3/3	104	
	10 707 055	5 657 920	
In current accounts	10,707,955	5,657,829	
	10,708,328	5,657,933	
The details of balances as on Balance Sheet dates with banks are as follows:			
Particulars	As	in ?	
Tul Welling	December 31, 2012	December 31, 2011	
In current accounts			
Raiffeisen Bank S.A. (RON)	10,707,955	5,657,829	
	10,707,955	5,657,829	
Total bank balances	10,707,955	5,657,829	
2.11 SHORT-TERM LOANS AND ADVANCES		. =	
Particulars	A	in ₹	
Tu Welling	December 31, 2012	December 31, 2011	
Unsecured, considered good	,		
Others Advances			
Prepaid expenses	402,849	227,752	
Withholding and other taxes receivable	2,618,541	1,732,634	
Others	4,521	1,732,034	
	3,025,911	1,960,386	
Loans and advances to employees		(4.00.415)	
		(168 112)	
Salary advances Rental deposits	115,595	(168,112) 109,760	

2.12 INCOME FROM CONSULTANCY SERVICES		in ₹
Particulars	Year ended Decen	
	2012	2011
Income from consultancy services	92,741,757	61,964,356
	92,741,757	61,964,356
2.13 OTHER INCOME		in ₹
Particulars	Year ended Decen	nber 31,
Interest received on democite with house and others	2012	2011
Interest received on deposits with banks and others	4,373	-
Miscellaneous income, net	- (1.250.512)	13,362
Gains / (losses) on foreign currency, net	(1,278,512) (1,274,139)	(329,239) (315,877)
	(1,274,137)	(313,877)
2.14 EXPENSES		in ₹
Particulars	Year ended Decen	nber 31,
	2012	2011
Employee benefit expenses  Salaries and bonus including overseas staff expenses	(1.510.720	27 207 (40
Staff welfare	61,518,739	37,387,648
Stati wenate	167,690	900,858
Cost of technical sub-contractors	61,686,429	38,288,506
Technical sub-contractors - others	_	1,317,999
reclinical sub-contractors - others	<del>-</del>	1,317,999
Travel expenses	<del></del>	1,317,399
Overseas travel expenses	23,744,713	16,958,874
	23,744,713	16,958,874
Cost of software packages and others		- 0,5 - 0,0 - 1
For own use	-	258,015
	-	258,015
Other expenses		
Rent	1,655,285	1,366,884
Repairs to plant and machinery	-	58,939
Insurance charges	-	60,806
Printing and Stationery	48,163	-
Postage and courier	1,090,307	-
Bank charges and commission	242,592	138,704
Others	2,342,064	63,361
	5,378,411	1,688,694
2.15 TAX EXPENSE		
ZHO TIM DAI DAOD		in ₹
	Year ended Decen 2012	aber 31, 2011
Current tax	2012	2011
Income taxes	-	476,263
Deferred taxes	(305,803)	(435,759)
	(305,803)	40,504

### 2.16 QUANTITATIVE DETAILS

The Company is primarily engaged in the business of consultancy services. Hence, it is not possible to give the quantitative details of sales and certain information as required under paragraphs 5 (viii)(c) of general instructions for preparation of the statement of profit and loss as per revised Schedule VI to the Companies Act, 1956.

#### 2.17 RELATED PARTY TRANSACTIONS

List of related parties:

Name of Related Party	Country	Holding	Holding as at	
		December 31, 2012	December 31, 2011	
Lodestone Holding AG	Switzerland	100%	100%	

Name of Ultimate Holding Company	Country
Infosys Limited <sup>(1)</sup>	India

<sup>(1)</sup> Holding of Lodestone Holding AG from October 22, 2012

Name of Fellow subsidiaries	Country
Infosys BPO (1)	India
Infosys Australia (1)	Australia
Infosys Consulting Inc (1)	USA
Infosys Mexico (1)	Mexico
Infosys Sweden (1)	Sweden
Infosys Shanghai (1)	China
Infosys Brasil (1)	Brazil
Infosys Public Services, Inc. (1)	USA
Infosys Consulting India Limited (1)	India
Infosys BPO s. r. o (2)	Czech Republic
	Poland
Infosys BPO (Poland) Sp Z.o.o (2) McCamish Systems LLC (2)	USA
Portland Group Pty Ltd <sup>(2)</sup>	Australia
* *	Australia
Portland Procurement Services Pty Ltd <sup>(2)</sup>	Austrana Canada
Lodestone Management Consultants (Canada) Inc. (3)	USA
Lodestone Management Consultants Inc. (3)	
Lodestone Management Consultants Pty Limited (3)	Australia
Lodestone Management Consultants (Asia Pacific) Limited (3)(4)	Thailand
Lodestone Management Consultants AG (3)	Switzerland
Lodestone Augmentis AG (3)	Switzerland
Hafner Bauer & Ödman GmbH (3)	Switzerland
Lodestone Management Consultants (Belgium) S.A. (3)(5)	Belgium
Lodestone Management Consultants GmbH (3)	Germany
Lodestone Management Consultants Pte Ltd. (3)	Singapore
Lodestone Augmentis Ltd <sup>(3)(4)</sup>	Singapore
Lodestone Management Consultants SAS (3)	France
Lodestone Management Consultants s.r.o. (3)	Czech Republic
Lodestone Management Consultants GmbH (3)	Austria
Lodestone Management Consultants China Co., Ltd. (3)	China
Lodestone Management Consultants Ltd. (3)	UK
Lodestone Management Consultants B.V. (3)	Netherlands
Lodestone Management Consultants Ltda. (3)(5)	Brazil
Lodestone Management Consultants Sp. z.o.o. (3)	Poland
Lodestone Management Consultants Portugal, Unipessoal, Lda. (3)	Portugal
S.C. Lodestone Management Consultants S.R.L. (3)	Romania

<sup>(1)</sup> Wholly owned subsidiaries of Infosys Limited.

<sup>(2)</sup> Wholly owned subsidiaries of Infosys BPO.

 $<sup>^{(3)}</sup>$  Wholly owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

<sup>(4)</sup> Under liquidation

<sup>(5)</sup> Majority owned and controlled subsidiaries of Lodestone Holding AG acquired on October 22, 2012

The details of amounts due to or due from as at December 31, 2012 and December 31, 2011 are as follows:

in ₹ Particulars As at December 31, 2012 December 31, 2011 **Unsecured Loans** Lodestone Holding AG 4,440,126 22,851,270 **Trade Receivables** Lodestone Management Consultants AG 4,708,605 4,676,540 Lodestone Management Consultants (Belgium) S.A. 4,778,236 Lodestone Management Consultants GmbH, Germany 1,549,088 11,102,961 Lodestone Management Consultants Inc. 1,323,348 **Trade Payables** Lodestone Management Consultants AG 2,003,504 Lodestone Management Consultants GmbH 56,869 FX Valuation on above 207,374

The details of the related party transactions entered into by the Company for the year ended December 31, 2012 and December 31, 2011 are as follows:

		in ₹	
Particulars	Year ended December 31,		
	2012	2011	
Capital transactions:			
Revenue transactions:			
Interest expense			
Lodestone Holding AG	1,002,874	1,039,883	
Sale of shared services including facilities and personnel			
Lodestone Management Consultants (Belgium) S.A.	4,485,049	3,926,793	
Lodestone Management Consultants AG	50,089,672	30,578,500	
Lodestone Management Consultants GmbH	28,500,539.00	27,459,063	
Lodestone Management Consultants Inc.	9,666,497.00	-	

### 2.18 SEGMENT REPORTING

The Company is engaged in providing consultancy services in a single geography. Its operations are therefore considered to constitute a single segment in the context of Accounting Standard 17 - "Segment Reporting"

#### 2.19 FUNCTION WISE CLASSIFICATION OF STATEMENT OF PROFIT AND LOSS

Year ended December 31, Statement of Profit and Loss account for the 2012 2011 61,964,356 Income from consultancy services 92,741,757 56,823,394 Cost of Services 85,413,136 **GROSS PROFIT** 7,328,621 5,140,962 Selling and marketing expenses 2,932,681 General and administration expenses 6,444,103 6,444,103 2,932,681 OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION 884,518 2,208,281 1,039,883 Interest 1,002,874 Depreciation and amortization 498,736 221,104 **OPERATING PROFIT** (617,092)947,294 Other income (1,274,139)(315,877)PROFIT BEFORE TAX (1,891,231) 631,417 Tax expense: 476,263 Current tax Deferred tax (305,803)(435,759)PROFIT FOR THE YEAR (1,585,428)590,913

As per our report attached for Shenoy & Kamath Chartered Accountants Firm's Registration Number:006673S

M. Rathnakar Kamath Peter Fischer Robert Boreczek
Partner Director Director

Membership No. 202841

Bangalore Rolf Schläpfer Cristin Florescu January 11, 2013 Director Director



