## Fact Sheet – Consolidated Financial data, Second Quarter, 2006-07

# Infosys

### Profit and Loss Account summary for the Quarter ended

### (As per Indian GAAP)

In Rs. crore, except per share data

In Rs. crore, except per share data						
Perfector	Septemb	ber 30,	Growth		Growth % in Q2 FY 2007	
Particulars	2006	2005	(%)	June 30, 2006	over Q1 FY 2007	
Income from software services, products and						
business process management	3,451	2,294	50.4	3,015	14.5	
Software development and business process						
management expenses	1,833	1,212	51.2	1,666	10.0	
GROSS PROFIT	1,618	1,082	49.5	1,349	19.9	
Selling and marketing expenses	221	149	48.3	204	8.3	
General and administration expenses	288	199	44.7	256	12.5	
	509	348	46.3	460	10.7	
OPERATING PROFIT BEFORE INTEREST, DEPRECIATION AND MINORITY INTEREST	1,109	734	51.1	889	24.7	
Interest	-	-	-	-	-	
Depreciation	122	96	27.1	106	15.1	
OPERATING PROFIT BEFORE TAX, MINORITY INTEREST AND EXCEPTIONAL ITEMS	987	638	54.7	783	26.1	
Other income, net	66	44	50.0	128	-48.4	
Provision for investments	-	1	-	3	-	
NET PROFIT BEFORE TAX, MINORITY INTEREST AND EXCEPTIONAL ITEMS	1,053	681	54.6	908	16.0	
Provision for taxation	123	69	78.3	106	16.0	
NET PROFIT AFTER TAX AND BEFORE MINORITY INTEREST AND EXCEPTIONAL ITEMS		612	52.0	802	16.0	
Income on sale of investments (net of taxes)	-	_	-	6	-	
NET PROFIT AFTER TAX, EXCEPTIONAL ITEMS						
AND BEFORE MINORITY INTEREST	930	612	52.0	808	15.1	
Minority interest	1	6	-83.3	8	-87.5	
NET PROFIT AFTER TAX, EXCEPTIONAL ITEMS AND MINORITY INTEREST	929	606	53.3	800	16.1	
	525	000			10.1	
EARNINGS PER SHARE*						
(Equity shares of par value Rs. 5/- each)						
Before exceptional items						
Basic	16.75	11.13	50.5	14.36	16.6	
Diluted	16.37	10.82	51.3	14.02	16.8	
After exceptional items						
Basic	16.75	11.13	50.5	14.48	15.7	
Diluted	16.37	10.82	51.3	14.13	15.9	

\* Adjusted for the issue of bonus shares in the ratio of 1:1 allotted on July 15, 2006

## Fact Sheet - Consolidated Financial data, Second Quarter, 2006-07

### Profit and Loss Account summary for the Half-year ended

### (As per Indian GAAP)

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In Rs. crore, except per share data

Particulars	Septemb	oer 30,	Growth	Year ended
	2006	2005	(%)	March 31, 2006
Income from software services, products and				
business process management	6,466	4,366	48.1	9,521
Software development and business process	a 100			
management expenses	3,499	2,316	51.1	5,066
GROSS PROFIT	2,967	2,050	44.7	4,455
Selling and marketing expenses	425	291	46.0	600
General and administration expenses	544	361	50.7	764
	969	652	48.6	1,364
OPERATING PROFIT BEFORE INTEREST, DEPRECIATION AND MINORITY INTEREST	4 009	4 209	42.9	2 004
Interest	1,998	1,398	42.9	3,091
Depreciation	-	-	-	-
OPERATING PROFIT BEFORE TAX, MINORITY	228	176	29.5	437
INTEREST AND EXCEPTIONAL ITEMS	1,770	1,222	44.8	2,654
Other income, net	194	72	169.4	139
Provision for investments	3	1	200.0	1
NET PROFIT BEFORE TAX, MINORITY INTEREST				
AND EXCEPTIONAL ITEMS	1,961	1,293	51.7	2,792
Provision for taxation	229	150	52.7	313
NET PROFIT AFTER TAX AND BEFORE MINORITY INTEREST AND EXCEPTIONAL ITEMS	1,732	1,143	51.5	2,479
Income on sale of investments (net of taxes)	6	-	-	-
NET PROFIT AFTER TAX, EXCEPTIONAL ITEMS				
AND BEFORE MINORITY INTEREST	1,738	1,143	52.1	2,479
	9	6	50.0	21
NET PROFIT AFTER TAX, EXCEPTIONAL ITEMS AND MINORITY INTEREST	1,729	1,137	52.1	2,458
	.,	.,	•=	_,
EARNINGS PER SHARE*				
(Equity shares of par value Rs. 5/- each)				
Before exceptional items				
Basic	31.11	20.94	48.6	45.03
Diluted	30.39	20.35	49.3	43.78
After exceptional items				
Basic	31.23	20.94	49.1	45.03
Diluted	30.50	20.35	49.9	43.78

\* Adjusted for the issue of bonus shares in the ratio of 1:1 allotted on July 15, 2006

Fact Sheet – Consolidated Financial data, Second Quarter, 2006-07

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REVENUE BY GEOGRAPHICAL SEGMENT						
		Quarter ended	LTM	LTM		
	Sep 30, 2006	Jun 30, 2006	Sep 30, 2005	Sep 30, 2006	Sep 30, 2005	
	%	%	%	%	%	
North America	63.7	64.0	65.4	64.4	64.8	
Europe	25.8	26.2	23.7	25.6	23.3	
India	1.6	1.4	1.5	1.5	2.0	
Rest of the world	8.9	8.4	9.4	8.5	9.9	
Total	100.00	100.0	100.0	100.0	100.0	

REVENUE BY SERVICE OFFERING						
	Sep 30, 2006	Jun 30, 2006	Sep 30, 2005	LTM Sep 30, 2006	LTM Sep 30, 2005	
	%	%	%			
Services						
Development	21.4	21.3	19.9	21.0	20.5	
Maintenance	29.2	29.9	30.1	29.8	30.4	
Re-engineering	2.3	2.6	4.7	3.4	5.5	
Package implementation	17.0	16.5	15.8	16.8	15.4	
Consulting	3.6	3.0	3.8	3.3	4.0	
Testing	6.8	6.2	6.2	6.1	6.2	
Engineering services	1.6	1.8	1.9	1.8	1.9	
Business process management	4.5	4.2	3.9	4.1	3.5	
Other services	9.9	10.8	10.1	10.1	8.9	
Total services	96.3	96.3	96.4	96.4	96.3	
Products	3.7	3.7	3.6	3.6	3.7	
Total revenues	100.00	100.0	100.0	100.0	100.0	

REVENUE BY PROJECT TYPE *								
	Sep 30, 2006	Sep 30, 2006 Jun 30, 2006 Sep 30, 2005 LTM Sep 30, 2006 LTM Sep 30, 2006						
	% %							
Fixed Price	26.2	26.9	28.7	27.0	29.4			
Time & Materials	73.8	73.1	71.3	73.0	70.6			
Total	100.0	100.0	100.0	100.0	100.0			

"LTM" - Last Twelve Months

\* Excluding products

## Fact Sheet - Consolidated Financial data, Second Quarter, 2006-07

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REVENUE BY INDUSTRY							
	Sep 30, 2006	Sep 30, 2006 Jun 30, 2006 Sep 30, 2005 LTM   Sep 30, 2006 Sep 30, 2006 Sep 30, 2006					
	%	%	%	%	%		
Insurance, banking & financial	37.4	36.4	35.7	36.6	35.3		
Insurance	6.7	7.0	7.9	6.9	8.6		
Banking & financial services	30.7	29.4	27.8	29.7	26.7		
Manufacturing	14.0	14.5	13.5	14.3	13.7		
Retail	9.0	9.7	10.5	9.8	9.7		
Telecom	18.9	17.7	16.7	17.3	17.8		
Energy & Utilities	5.6	5.4	4.3	5.4	3.7		
Transportation & logistics	2.7	3.3	5.6	3.5	6.9		
Services	7.7	8.7	9.9	8.8	9.3		
Others	4.7	4.3	3.8	4.3	3.6		
Total	100.0	100.0	100.0	100.0	100.0		

CLIENT DATA					
		Quarter ended			
	Sep 30, 2006	Jun 30, 2006	Sep 30, 2005		
Number of Clients					
Active	476	469	450		
Added during the quarter	45	38	34		
Accounting for > 5% of revenue	1	1	-		
Number of million dollar clients*					
1 Million dollar +	232	221	191		
5 Million dollar +	97	94	76		
10 Million dollar +	61	56	48		
20 Million dollar +	29	28	23		
30 Million dollar +	20	19	16		
40 Million dollar +	16	15	11		
50 Million dollar +	12	11	6		
60 Million dollar +	8	7	4		
70 Million dollar +	6	3	2		
80 Million dollar +	3	3	1		
90 Million dollar +	3	2	1		
100 Million dollar +	2	2	-		
Client contribution to revenue					
Top client	6.6%	5.8%	4.4%		
Top 5 clients	21.0%	19.5%	17.8%		
Top 10 clients	32.9%	31.7%	30.6%		
Repeat business	95.2%	97.0%	96.5%		
Account receivables – LTM (in days)	65	65	59		

"LTM" – Last Twelve Months \* LTM Revenues

Fact Sheet – Consolidated Financial data, Second Quarter, 2006-07

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EFFORT AND UTILIZATION						
	Quarter ended					
	Sep 30, 2006 Jun 30, 2006 Sep 30, 2005					
	%	%	%			
Effort						
Onsite	27.4	27.4	26.4			
Offshore	72.6	72.6	73.6			
Revenue						
Onsite	50.3	50.5	48.8			
Offshore	49.7	49.5	51.2			
Utilization						
Including trainees	67.5	71.1	72.9			
Excluding trainees	77.5	76.1	79.1			

PERSON MONTHS DATA						
	Quarter ended					
	Sep 30, 2006 Jun 30, 2006 Sep 30, 2005					
Billed – Onsite	33,346	30,051	23,486			
– Offshore	88,499	79,767	65,334			
TOTAL	1,21,845	1,09,818	88,820			
Non Billable	35,294	34,498	23,508			
Trainees	23,404	10,176	9,518			
Sales & Support	9,842	9,540	7,284			
TOTAL	1,90,385	1,64,032	1,29,130			

EMPLOYEE METRICS						
		Quarter ended				
	Sep 30, 2006	Sep 30, 2006 Jun 30, 2006 Sep 30, 2				
Total Employees	66,150	58,409	46,196			
S/W professionals	61,966	54,606	43,441			
Billable	53,873	48,438	38,541			
Banking Product Group	1,809	1,817	1,351			
Trainees	6,284	4,351	3,549			
Sales & Support	4,184	3,803	2,755			
Gross Addition	10,795	8,097	8,026			
Net Addition	7,741	5,694	6,390			
Lateral Employees	2,560	2,140	1,166			
Attrition % (LTM)*	12.9%	11.9%	10.0%			

"LTM" – Last Twelve Months \* Excluding subsidiaries

## Fact Sheet – Consolidated Financial data, Second Quarter, 2006-07

INFRASTRUCTURE (as on September 30, 2006) **							
	Com	pleted	Work in	Progress	Land		
	Built-Up Area (Sq Ft)	No. of Seats	Built-Up Area (Sq Ft)	No. of Seats	acquired during the Qtr (acres)		
Bangalore	33,43,325	19,515	1,15,000	1,200	-		
Pune	12,89,160	9,181	9,83,632	1,900	-		
Chennai	9,69,406	6,466	10,40,000	5,000	-		
Hyderabad	11,84,000	6,580	6,27,963	2,900	-		
Bhubaneshwar	5,23,000	3,300	3,50,630	450	-		
Mangalore	1,98,000	1,400	2,42,000	1,600	-		
Mysore (including ILI)*	30,13,720	5,434	34,38,580	350	0.87		
Chandigarh	5,63,248	3,900	2,25,666	-	30.22		
Thiruvananthapuram	88,000	880	-	-	-		
Mauritius	28,000	400	-	-	-		
Total	1,11,99,859	57,056	7,023,471	13,400	31.09		

\* Infosys Leadership Institute

\*\* Excluding subsidiaries

CONSOLIDATED IT SERVICES							
	Quarter ended						
	Sep 30, 2006 Jun 30, 2006 Sep 30, 2005						
Effort – Services (Person Months)							
Onsite	33,146	29,861	23,311				
Offshore	67,146	60,337	50,465				
Total	100,292	90,198	73,776				
Revenue – Services (\$ million)							
Onsite	372.36	330.70	254.06				
Offshore	312.13	277.45	230.54				
Total	684.49	608.15	484.60				

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### Fact Sheet – Consolidated Financial data, Second Quarter, 2006-07

#### Reconciliation of accounts as per Indian GAAP and US GAAP

in Rs. Crore

Info

	Quarter ended		Year ended
	September 30, 2006	September 30, 2005	March 31, 2006
Consolidated Net Profit as per Indian GAAP	929	606	2,458
Amortization of stock compensation expenses (SFAS 123R)	(5)	-	-
Amortization of Intangibles	(6)	-	-
Consolidated Net income as per US GAAP	918	606	2,458

#### Reasons for differences in net income as per Indian GAAP and US GAAP

#### Amortization of stock compensation expenses

From April 1, 2006, the company adopted FASB Statement No.123 (revised 2004), *Share-Based Payment* using the modified prospective approach. The company recorded amortization of stock compensation expense of Rs. 5 crores during the three months ended September 30, 2006, using the fair value recognition provisions.

#### **Amortization of Intangibles**

US GAAP requires the purchase price in business combination transactions to be allocated to identifiable assets and liabilities, including intangibles assets. Intangible assets are to be amortized over the estimated useful life. The amortization relates to that of an intangible asset identified in allocation of the purchase price of Infosys BPO Limited (formerly Progeon Limited).