# Fact Sheet - Consolidated Financial data, First Quarter, 2007-08



## Profit and Loss Account summary for the Quarter ended

(As per Indian GAAP)

			In Rs. crore, except per share da		
	June 30	D,			Growth % in Q1 FY 2008
	2007	2006	Growth (%)	March 31, 2007	over Q4 FY 2007
Income from software services, products and business process management	3,773	3,015	25.1	3,772	0.0
Software development and business process management expenses	2,169	1,666	30.2	2,021	7.3
GROSS PROFIT	1,604	1,349	18.9	1,751	(8.4)
Selling and marketing expenses	205	204	0.5	268	(23.5)
General and administration expenses	315	256	23.0	286	10.1
	520	460	13.0	554	(6.1)
OPERATING PROFIT BEFORE INTEREST, DEPRECIATION AND MINORITY INTEREST	1,084	889	21.9	1,197	(9.4)
Interest	-	-	-	-	-
Depreciation	144	106	35.9	145	(0.7)
OPERATING PROFIT BEFORE TAX, MINORITY INTEREST AND EXCEPTIONAL ITEMS	940	783	20.1	1,052	(10.6)
Other income, net	253	128	97.7	119	112.6
Provision for investments	-	3	-	(1)	-
NET PROFIT BEFORE TAX, MINORITY INTEREST AND EXCEPTIONAL ITEMS	1,193	908	31.4	1,172	1.8
Provision for taxation*	114	106	7.5	27	322.2
NET PROFIT AFTER TAX AND BEFORE MINORITY INTEREST AND EXCEPTIONAL ITEMS	1,079	802	34.5	1,145	(5.8)
Income on sale of investments (net of taxes)	-	6	-	-	-
NET PROFIT AFTER TAX, EXCEPTIONAL ITEMS AND BEFORE MINORITY INTEREST	1,079	808	33.5	1,145	(5.8)
Minority interest	-	8	-	1	-
NET PROFIT AFTER TAX, EXCEPTIONAL ITEMS AND MINORITY INTEREST	1,079	800	34.9	1,144	(5.7)
<b>EARNINGS PER SHARE**</b> (Equity shares of par value Rs. 5/- each)					
Before exceptional items					
Basic	18.89	14.36	31.5	20.30	(6.9)
Diluted	18.82	14.02	34.2	19.95	(5.7)
After exceptional items					
Basic	18.89	14.48	30.5	20.30	(6.9)
Diluted	18.82	14.14	33.1	19.95	(5.7)

<sup>\*</sup> The net profit for the quarters ended March 31, 2007and June 30, 2007 includes a reversal of tax provisions amounting to Rs 124 crore and Rs. 51 crore respectively.

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

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REVENUE BY GEOGRAPHICAL SEGMENT (%)							
		Quarter ended	LTM	LTM			
	Jun 30, 2007	Mar 31, 2007	Jun 30, 2006	Jun 30, 2007	Jun 30, 2006		
North America	62.6	62.6	64.0	63.0	64.8		
Europe	26.8	26.6	26.2	26.5	25.1		
India	1.8	1.5	1.4	1.7	1.5		
Rest of the world	8.8	9.3	8.4	8.8	8.6		
Total	100.0	100.0	100.0	100.0	100.0		

REVENUE BY SERVICE OFFERING (%)								
	Jun 30, 2007	Mar 31, 2007	Jun 30, 2006	LTM Jun 30, 2007	LTM Jun 30, 2006			
Services								
Development	19.6	21.3	21.3	20.6	20.6			
Maintenance	29.5	28.4	29.9	29.2	30.1			
Re-engineering	2.0	1.5	2.6	1.9	4.1			
Package implementation	18.4	18.4	16.5	18.0	16.5			
Consulting	4.9	4.3	3.0	4.1	3.3			
Testing	7.5	7.3	6.2	7.2	5.9			
Engineering services	1.4	1.6	1.8	1.5	1.8			
Business process management	5.4	5.2	4.2	5.0	4.1			
Other services	8.1	8.2	10.8	8.7	10.1			
Total services	96.8	96.2	96.3	96.2	96.5			
Products	3.2	3.8	3.7	3.8	3.5			
Total revenues	100.0	100.0	100.0	100.0	100.0			
Of the above Infrastructure management services	5.1	4.8	4.1	4.6	3.8			

REVENUE BY PROJECT TYPE * (%)							
Jun 30, 2007     Mar 31, 2007     Jun 30, 2006     LTM Jun 30, 2007     LTM Jun 30, 2007							
Fixed Price	27.5	25.9	26.9	26.9	27.7		
Time & Materials	72.5	74.1	73.1	73.1	72.3		
Total	100.0	100.0	100.0	100.0	100.0		

<sup>&</sup>quot;LTM" - Last Twelve Months

<sup>\*</sup> Excluding products





REVENUE BY INDUSTRY (%)							
	Jun 30, 2007	Mar 31, 2007	Jun 30, 2006	LTM	LTM		
Insurance, banking & financial	36.1	37.0	36.4	37.2	36.1		
Insurance	7.0	7.4	7.0	7.2	7.2		
Banking & financial services	29.1	29.6	29.4	30.0	28.9		
Manufacturing	13.6	12.9	14.5	13.3	14.2		
Retail	10.8	10.8	9.7	10.3	10.1		
Telecom	22.0	21.9	17.7	20.4	16.7		
Energy & Utilities	4.9	4.8	5.4	5.2	5.1		
Transportation & logistics	2.3	1.8	3.3	2.2	4.2		
Services	7.6	7.9	8.7	7.8	9.4		
Others	2.7	2.9	4.3	3.6	4.2		
Total	100.0	100.0	100.0	100.0	100.0		

CLIENT DATA							
		Quarter ended					
	Jun 30, 2007	Mar 31, 2007	Jun 30, 2006				
Number of Clients							
Active	509	500	469				
Added during the quarter	35	34	38				
Accounting for > 5% of revenue	1	1	1				
Number of million dollar clients*							
1 Million dollar +	285	275	221				
5 Million dollar +	113	107	94				
10 Million dollar +	75	71	56				
20 Million dollar +	40	36	28				
30 Million dollar +	26	25	19				
40 Million dollar +	18	16	15				
50 Million dollar +	13	12	11				
60 Million dollar +	11	11	7				
70 Million dollar +	9	9	3				
80 Million dollar +	8	4	3				
90 Million dollar +	4	4	2				
100 Million dollar +	3	3	2				
200 Million dollar +	1	1					
Client contribution to revenue							
Top client	8.6%	8.5%	5.8%				
Top 5 clients	21.4%	21.3%	19.5%				
Top 10 clients	32.3%	33.4%	31.7%				
Repeat business	99.5%	93.3%	97.0%				
Account receivables – LTM (in days)	62	64	65				

<sup>&</sup>quot;LTM" - Last Twelve Months

<sup>\*</sup> LTM Revenues





EFFORT AND UTILIZATION (%)							
	Quarter ended						
	Jun 30, 2007	Jun 30, 2007 Mar 31, 2007 Jun 30,					
Effort							
Onsite	26.3	26.5	27.4				
Offshore	73.7	73.5	72.6				
Revenue							
Onsite	49.7	49.8	50.5				
Offshore	50.3	50.2	49.5				
Utilization							
Including trainees	70.5	67.9	71.1				
Excluding trainees	73.9	73.0	76.1				

PERSON MONTHS							
		Quarter ended					
	Jun 30, 2007 Mar 31, 2007 Jun 30, 2						
Billed – Onsite	39,043	36,752	30,051				
– Offshore	1,09,316	1,02,100	79,767				
TOTAL	1,48,359	1,38,852	1,09,818				
Non Billable	52,273	51,450	34,498				
Trainee	9,793	14,102	10,176				
Sales & Support	11,108	10,622	9,540				
TOTAL	2,21,533	2,15,026	1,64,032				

EMPLOYEE METRICS							
		Quarter ended					
	Jun 30, 2007 Mar 31, 2007 Jun						
Total Employees	75,971	72,241	58,409				
Software professionals	71,018	68,156	54,606				
Billable	63,895	61,917	48,438				
Banking Product Group	2,053	2,053	1,817				
Trainees	5,070	4,186	4,351				
Sales & Support	4,953	4,085	3,803				
Gross Addition	7,004	5,992	8,097				
Net Addition	3,730	2,809	5,694				
Lateral Employees	1,859	1,647	2,140				
Attrition (LTM)*	13.7%	13.7%	11.9%				

<sup>&</sup>quot;LTM" - Last Twelve Months

<sup>\*</sup> Excluding subsidiaries



INFRASTRUCTURE (as on June 30, 2007) **							
		Completed		Work in Progress			
	Built-Up Area (Sq Ft)	No. of Seats	Built-Up Area (Sq Ft)	No. of Seats	acquired during the Qtr (acres)		
Bangalore	34,58,325	20,715	4,00,000	2,330	-		
Bhubaneshwar	5,44,400	3,300	3,29,230	567	-		
Chandigarh	7,88,914	3,900	3,85,370	2,100	-		
Chennai	9,69,406	6,466	14,70,500	7,500	-		
Hyderabad	14,89,210	6,580	3,33,313	2,850	-		
Mangalore	1,98,000	1,400	4,77,000	3,502	-		
Mysore (including ILI)*	30,43,720	5,434	44,19,760	350	-		
Pune	14,44,626	9,181	26,98,010	14,400	-		
Thiruvananthapuram	88,000	1,112	50,000	450	-		
Mauritius	28,000	400	-	-	-		
Total	1,20,52,601	58,488	1,05,63,183	34,049	-		

<sup>\*</sup> Infosys Leadership Institute

<sup>\*\*</sup> Excluding subsidiaries

CONSOLIDATED IT SERVICES						
			Quarter er	nded		
	Jun 30, 2007	Sequential growth%	March 31, 2007	Sequential growth%	Jun 30, 2006	Sequential growth%
Effort – Services (Person Months)						
Onsite	38,882	6.28	36,584	4.01	29,861	12.47
Offshore	80,440	7.25	75,003	3.45	60,337	6.58
Total	119,322	6.93	111,587	3.63	90,198	8.46
Revenue – Services (\$ million)						
Onsite	459.47	7.78	426.30	5.83	330.70	13.66
Offshore	389.51	8.37	359.41	4.86	277.45	6.77
Total	848.98	8.05	785.71	5.39	608.15	10.40

US DOLLAR RATE						
	Jun 30, 2007	March 31, 2007	Jun 30, 2006			
Period closing rate (Re)	40.58	43.10	45.87			
Period average rate (Re)	40.66	43.75	45.65			





PERFORMANCE AS AGAINST GUIDANCE						
For Quarter ending June' 07		Guidance	Actuals			
	Revenue (Rs. Crore)	3,896 – 3,913	3,773			
Indian GAAP	EPS (Rs.)*	17.84	18.00			
US GAAP	Revenue (US \$ Million)	904 - 908	928			
	Basic EPADS (US \$)*	0.41	0.44			

<sup>\*</sup> Excluding Tax reversal of Rs. 51 Crore (US \$ 13 million)

SUBSIDIARIES PERFORMANCE					
For Quarter ending June' 07	Revenue (Rs. Crore)	PAT (Rs. Crore)			
Infosys BPO Limited	200	36			
Infosys Technologies (Australia) Pty. Limited	144	23			
Infosys Consulting, Inc.	52	(3)			
Infosys Technologies (China) Company Limited	15	(4)			

# Fact Sheet - Consolidated Financial data, First Quarter, 2007-08



#### **Unaudited Consolidated Statements of Income**

(Dollars in millions except per share data)

	Three months ended June 30,		Year ended
	2006	2007	March 31, 2007
Revenues	\$660	\$928	\$3,090
Gross profit	271	359	1,313
Operating income	170	229	852
Income before income taxes and minority interest	199	291	936
Income before minority interest	176	263	852
Net income	\$174	\$263	\$850
Earnings per equity share*			
Basic	\$0.32	\$0.46	\$1.53
Diluted	\$0.31	\$0.46	\$1.50
Weighted average equity shares used in computing earnings per equity share*			
Basic	549,991,125	568,376,262	554,018,739
Diluted	562,806,776	570,506,394	566,110,582

<sup>\*</sup> Adjusted for stock split

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

in Rs. Crore

	Quarter	Year ended	
	June 30, 2007	June 30, 2006	March 31, 2007
Consolidated Net Profit as per Indian GAAP	1,079	800	3,856
Amortization of stock compensation expenses (SFAS 123R)	(3)	(5)	(24)
Amortization of Intangibles	(6)	-	(17)
Consolidated Net income as per US GAAP	1,070	795	3,815

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

#### Stock compensation expenses (SFAS 123R)

From April 1, 2006, the company adopted FASB Statement No.123 (revised 2004), Share-Based Payment using the modified prospective approach. The company recorded stock compensation expense of Rs. 3 crore during the quarter ended June 30, 2007, 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.