Safe Harbor

Certain statements in this presentation concerning our future growth prospects are forward-looking statements regarding our future business expectations intended to qualify for the 'safe harbor' under the Private Securities Litigation Reform Act of 1995, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, fluctuations in foreign exchange rates, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which Infosys has made strategic investments, withdrawal or expiration of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. Additional risks that could affect our future operating results are more fully described in our United States Securities and Exchange Commission filings including our Annual Report on Form 20-F for the fiscal year ended March 31, 2015. These filings are available at [www.sec.gov](http://www.sec.gov). Infosys may, from time to time, make additional written and oral forward-looking statements, including statements contained in the company's filings with the Securities and Exchange Commission and our reports to shareholders. In addition, please note that the date of this presentation is mentioned at the beginning of the presentation, and any forward-looking statements contained herein are based on assumptions that we believe to be reasonable as of this date. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company unless it is required by law.
Highlights

• An overview
• Next Generation Business model
• Market opportunities
• Competitive situation
• Strategy and approach to market
• Investments
• Financials
• Challenges
## An overview

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<table>
<thead>
<tr>
<th></th>
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<tbody>
<tr>
<td>LTM Q3 FY 16 Revenues / 5-year CAGR*</td>
<td>$9.21 billion / 8.7%</td>
</tr>
<tr>
<td>LTM Q3 FY 16 Net Income / 5-year CAGR*</td>
<td>$2.02 billion / 5.7%</td>
</tr>
<tr>
<td>Employees (Dec-15)</td>
<td>193,383 from 124 nationalities</td>
</tr>
<tr>
<td>Market cap (Dec-15)#</td>
<td>$38.5 billion</td>
</tr>
<tr>
<td>Global Presence^</td>
<td>85 Sales Offices</td>
</tr>
<tr>
<td></td>
<td>100 Global Development Centers</td>
</tr>
<tr>
<td></td>
<td>Operating in 43 countries</td>
</tr>
<tr>
<td>Business Model</td>
<td>To provide integrated end-to-end outsourcing and consulting services, products and platforms</td>
</tr>
</tbody>
</table>

* Based on Q3 FY 16 financials  
# As of last day of the quarter based on closing NYSE price  
^ As of March 31, 2015
Next Generation Business Model

1981
- Application Development and Maintenance
- Software Re-engineering

1996
- Technology Consulting
- Technology-enabled BPR
- Enterprise Solutions

2001
- IT Outsourcing
- Systems Integration
- Independent Validation Services
- Infrastructure Management
- Product Lifecycle Management

2008
- SaaS
- Learning
- Consulting
- Business Process Management

2014
- Artificial Intelligence
- Design Thinking
- Innovation

People | Organization | Infrastructure | Process | Quality

Infosys Global Delivery Model
Non-ADM services revenue grew at a CAGR of 10.6% over a period of 15 quarters.
Growing Client Relationships and Increasing Client Base

Execution excellence resulted in high share of repeat business (96.8% in Q3 FY 16)
Market Opportunities

Global Mega Trends
- Asia – New “center of gravity” for the world
- “Geography becomes History” with reduced telecommunication costs
- Technology – the supreme enabler

Infosys – Transformation Partner
- Differentiated access to highly educated, cost-competitive human capital
- Leading the Next-Generation Business Model and investing in innovations and business solutions
- Redefining scalability with modular global infrastructure
Offshore Outsourcing is a Global Mega Trend

Outsourcing Benefits

• Convert fixed costs to variable
• Reduce TCO and enhance ROI
• Improve competitiveness
• Improve time-to-market

Offshore Benefits

• Deliver high quality at great value
• Highly scalable with a large resource pool available
• Proven track record

Indian IT – BPO Market is Increasing

• Indian IT- BPO sector exports to grow 12-14% in FY 16 and consequently reach $ 110-112 billion

Source: NASSCOM
Competitive Situation

High Quality Delivery and Offerings
- Established track record of exceptional quality
- Expanded offerings that encompass the entire value chain

Abundant Skilled Resources
- 4.7 million graduates and post graduates pool
- Over 3,000 engineering colleges with a capacity to produce approximately 1 million engineering graduates annually

Established Industry
- IT-BPM continues to remain the highest impact sector for India amongst all service industries in terms of contribution to GDP and exports
- IT-BPO domestic market to grow 15-17%; industry to add revenues of $20 billion in FY 16
- Offshore ‘home’ for virtually all the leading technology companies

Strong Government Support
- “Tax Holiday” schemes
- Supportive Government policy environment

Significant Benefits
- Substantial cost savings associated with moving offshore
- Large intangible benefits such as reduced time to market

Source:
1. NASSCOM Performance Review (includes engineering services and software products)
**Competitive Situation**

**Need to**
- Replace resources
- Overcome “offshore-is-cost-center” mindset
- Combat revenue cannibalization
- Provide seamless sales and delivery
- Reduce SG&A

**Next Generation Business Model**
- Consulting + solution mindset
- Continue to strengthen brand
- Strengthen Board-level relationships
- Thought Leadership
Strategy and approach to market

Strategy

• Have end-to-end service capability, deep vertical penetration, broad geographical footprint

• Increase revenue productivity and build long-term scalability by creating industry specific solutions, platforms, IP etc.

• To have superior revenue growth and margins relative to the industry

Approach to market

• ‘One Infy’

• Cross-selling of services

• Vertical focus to create industry specific competencies

• Investing in the business
Talent Management : Hiring the Best

- Industry wide preferred employer
  - Recognized as one of the ‘Achievers 50 Most Engaged Workplaces™’ in The United States in 2012
  - The most preferred company to work for in India by Business Today magazine in 2010
- Able to simultaneously evaluate 10,000+ candidates across 7 cities in India
- Global hiring
  - US, UK, China and Eastern Europe
  - Supplementing with experienced local hires
- Tapping non-traditional labor pool
  - Employing non-engineers for infrastructure management, testing and BPO
  - Proactive assistance provided to India’s educational system to produce engineers with high quality software skills
Developing and Retaining the Best

• Learning support to employees towards development and career progression, which improves long-term retention and solidifies culture

• Currently able to train 14,000 entry-level recruits at the Mysore campus simultaneously
Investing in front-end, services and industries

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>LTM Q3 FY16</th>
<th>CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales &amp; Marketing expenses ($ mn)</td>
<td>373</td>
<td>431</td>
<td>480</td>
<td>506</td>
<td>12%</td>
</tr>
<tr>
<td>Revenues from ($ mn)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Infrastructure Management Services</td>
<td>510</td>
<td>586</td>
<td>697</td>
<td>756</td>
<td>15%</td>
</tr>
<tr>
<td>Life Sciences and Healthcare</td>
<td>437</td>
<td>561</td>
<td>592</td>
<td>691</td>
<td>18%</td>
</tr>
</tbody>
</table>
Robust, Flexible, Modular Global Infrastructure

• 100 Global Development Centers ("GDC")*

• 42.3 million sq. feet of total area to house 1,96,848 employees; 4.0 million sq. feet under construction to house 25,377 employees as of December 31, 2015

• Ability to rapidly scale new engagements

• Flexibility to distribute engagements and capacity across centers worldwide

• Disaster recovery / business continuity capabilities

*As of March 31, 2015
Building World Class Systems and Processes

Quality Par Excellence

- Benchmarked to Global Standards
- Deployment of improvement techniques

Award-winning Knowledge Management Processes

- PRIDE: Infosys process repository
- 2008 Asian Most Admired Knowledge Enterprise (MAKE) award

Technology-driven Scalable Business Processes

Note: EFQM – European Foundation for Quality Management
CMMI – Capability Maturity Model
PRIDE – Process Repository at Infosys for Driving Excellence
Revenue Growth

Revenues

Quarterly Revenue (US $ million)

CAGR 8.7%

Q3  Q4  Q1  Q2  Q3  Q4  Q1  Q2  Q3  Q4  Q1  Q2  Q3  Q4  Q1  Q2  Q3
FY11  FY12  FY13  FY14  FY15  FY16

1,585

2,407
Sustained, Industry-leading Profitability

Flexible cost structure helps Infosys deliver industry-leading margins

CAGR 5.7%

Quarterly Net Income (US$ million)

Operating Income in %

Q1 Q2 Q3 Q4
FY11 FY12 FY13 FY14
Q1 Q2 Q3 Q4
FY14 FY15 FY16

(*) Q2 FY 14, include a provision of $ 35 million towards visa related matters.
Strong and Liquid Balance Sheet

• Highly liquid (Liquid assets including cash and cash equivalents and available-for-sale financial assets stand at $4,765 mn)*
• Zero debt
• High quality receivables (95% of receivables is either not due or due for less than 60 days)*
• ROCE of 33.0%, ROIC of 51.5% for LTM Q3 FY 16
• Dividends up to 50% of annual post-tax profits

*As of December 31, 2015
Challenges

• Economic uncertainty
• Regulatory changes
• Currency Volatility
• Resource availability
• Ability to expand addressable market
• Wage inflation
Thank You