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38TH

ANNUAL
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LIVE ENTERPRISE

# Safe Harbor

Certain statements mentioned 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, 2019. These filings are available at 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. 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.
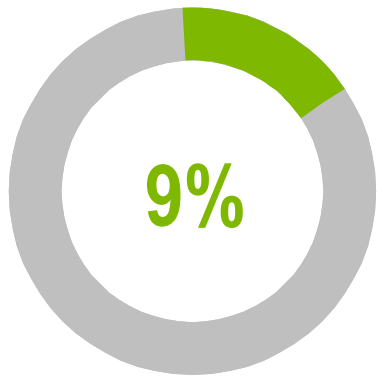
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# Client Relevance, Stability, and Shareholder Value Creation

## Salil Parekh

Chief Executive Officer and Managing Director

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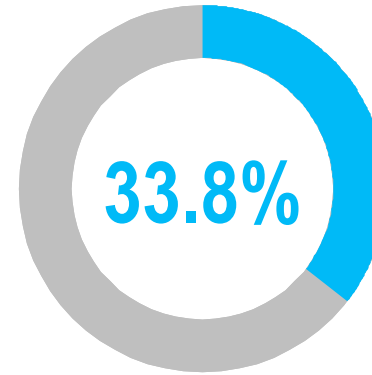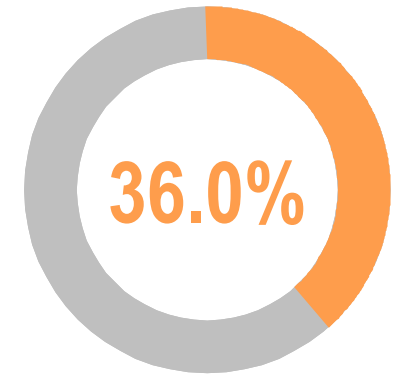
# In FY19 we had an exceptional year!

**9%**

**YoY Revenue Growth in CC**

**22.8%**

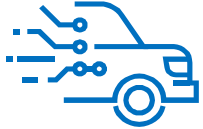**Operating Margin %**

**33.8%**
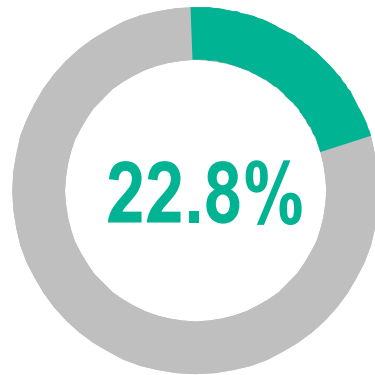
**YoY Digital Revenue Growth in CC**

**36.0%**

**Total Shareholder Return**

## OUR CLEAR STRATEGIC DIRECTION AND FOCUSED EXECUTION YIELDED STRONG RESULTS

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# Key impact areas

**CLIENT RELEVANCE**
We have re-built client relevance, demonstrated with our strong overall growth and strong digital growth
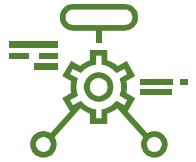
**DIGITAL**
In Q4'19, 33.8% of our revenues were from digital

**LARGE DEALS**
$6.3 billion, highest since inception

**EXPANDED FOOTPRINT**
Strategic partnerships in South East Asia with Temasek, in Japan with Hitachi and Panasonic

**SELECT ACQUISITIONS AND EXPANSIONS**
Brilliant Basics, WongDoody, Fluido, Stater/ABN Amro mortgage

EXPERIENCE
Content personalization
Digital marketing
Omnichannel

INSIGHT
Artificial intelligence
Advanced analytics
Big data

INNOVATE
Digital product engineering
IoT
Vertical platforms

ACCELERATE
API
Cloud migration
RPA and IT automation
Legacy modernization
Digital system integration

ASSURE
Cyber security
Specialized validation

CLIENT DIGITAL JOURNEY

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# Bring our client's digital brand to life

**Digital Design Studios**

**Analytics Data Workbench**

**Intelligent Chatbots**

**Strategic Design Consulting**

**Acquisitions of** 

**1000** Designers through the Infosys Design Accelerators and partnerships with Design Schools

**Partnership with** 

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# Intense automation and platforms

Accelerate internal automation across landscapes

**1M use cases**

Platforms and micro-automation assets for large programs

**40K components e.g. next gen chatbots, Genome, Hawkeye**

Reengineer the enterprise led by AI services and apps, platforms

**Business apps powered by Nia McCamish, Stater, Finacle**

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# People-first mindset

**Series of engagement activities undertaken to nurture strong emotional connect**

**ENGAGE**

**ENABLE**

**REWARD**

**Added close to 22,000 college graduates to the organization in FY19**

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# Continuous learning
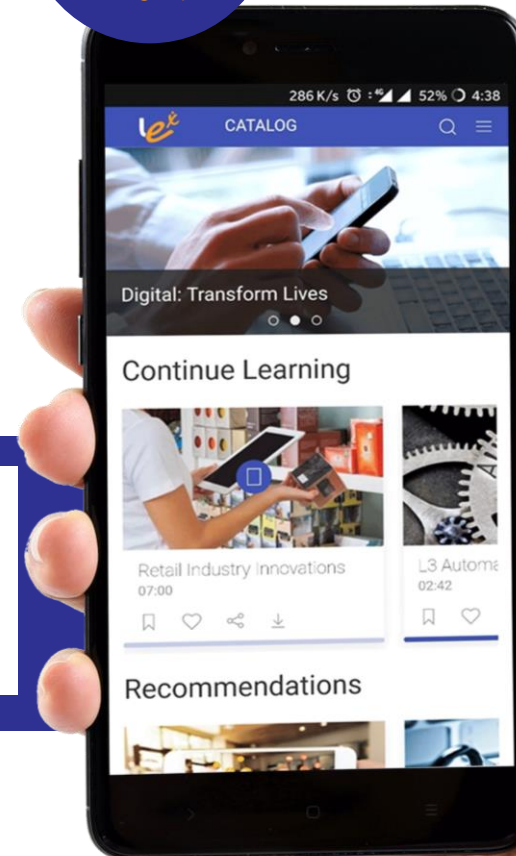
**200,000**

Infoscions on the Lex platform

**32**

minutes per user per day

weekends averaging **60** minutes

The platform houses over **42,800** resources, **700** courses and **20** learning stack specializations

## PARTNERSHIPS
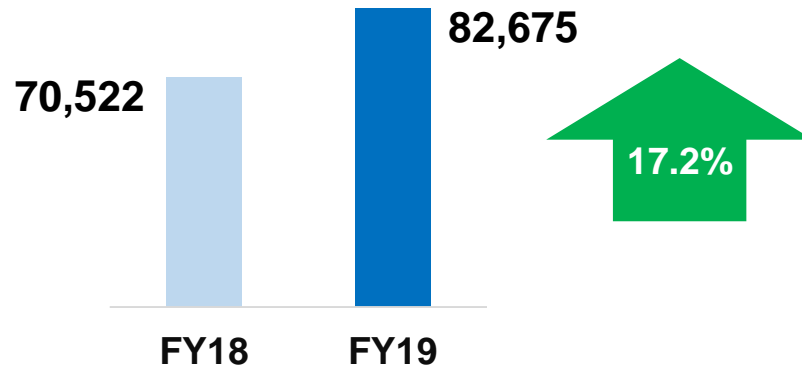
Strategic alliances for external content integration

# Summary of financial performance
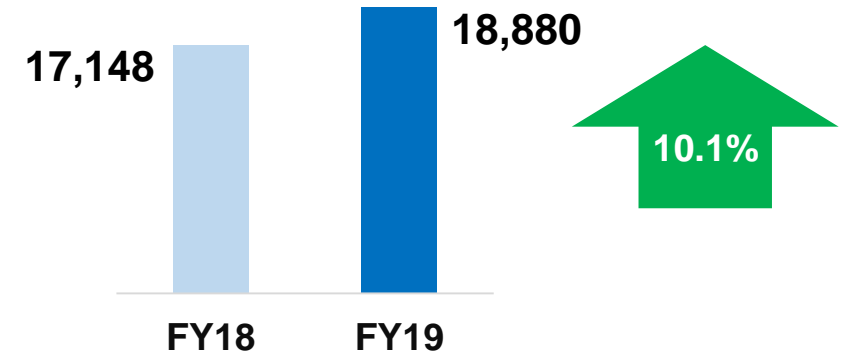
## Total Revenue (in INR crore)

70,522 — FY18
82,675 — FY19

↑ 17.2%

## Operating Profit (in INR crore)

17,148 — FY18
18,880 — FY19

↑ 10.1%

## Net Profit (in INR crore)

16,029 — FY18
15,410 — FY19

**Normalized\* net profit increased 9.6% YoY**

## Basic EPS (in INR)

35.53 — FY18
35.44 — FY19

**Normalized\* EPS increased 13% YoY**
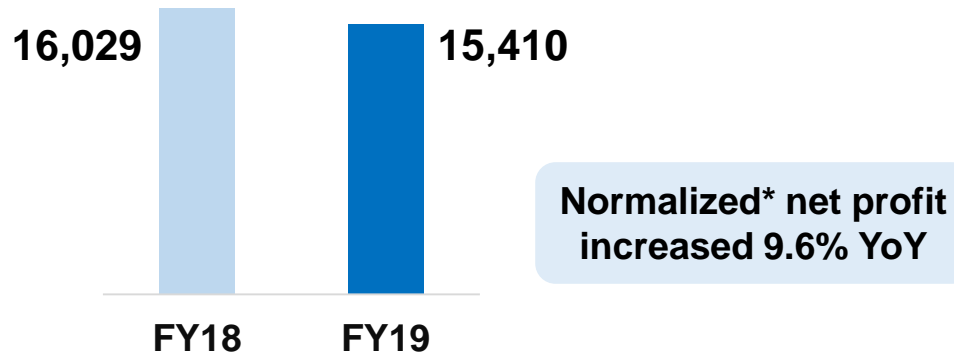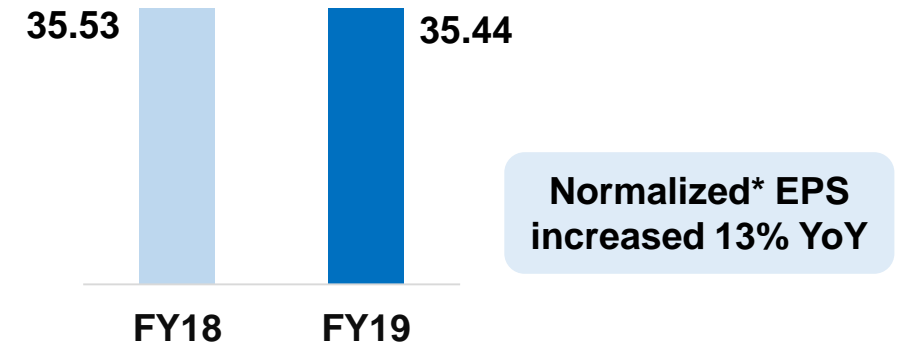
*Above numbers are based on Ind AS Consolidated Financials*
*\* Normalized for APA, Panaya & Skava*

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# Balance sheet is strong, debt free, and liquid

In INR crore

| | FY19 | FY18 |
|---|---|---|
| Property, plant & equipment including CWIP | 12,867 | 11,722 |
| Goodwill and intangibles | 4,231 | 2,458 |
| Other non-current assets | 10,267 | 10,153 |
| Cash and investments* | 30,690 | 31,765 |
| Other net working capital | 8,045 | 9,687 |
| | **66,100** | **65,785** |
| Less: Non-current liabilities | 1,094 | 861 |
| **Total Equity** | **65,006** | **64,924** |

*Above numbers are based on Ind AS Consolidated Financials*
*\* Investments includes current investments and non-current investments in Tax-free bonds, FMPs, NCDs and Government Securities*

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# Returning capital to shareholders

**INR 13,000 crore**
*To be distributed to the shareholders*

**INR 2,633 crore**
*Special dividend of INR 10 per share\**

**+**

**INR 2,107 crore**
*Special dividend of INR 4 per share*

**+**

**INR 8,260 crore**
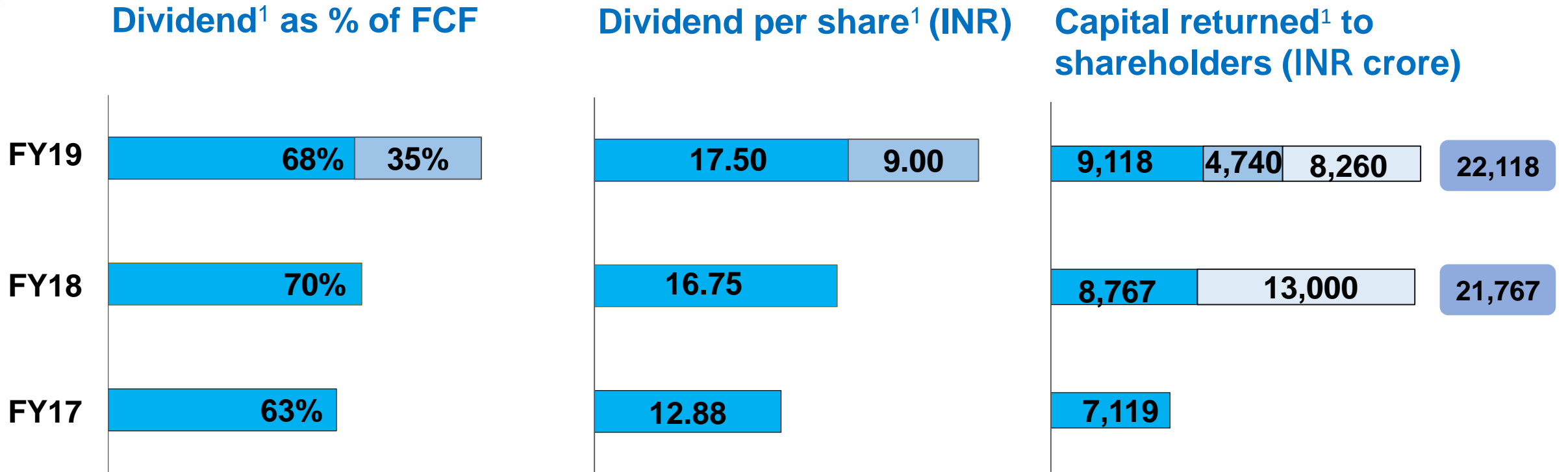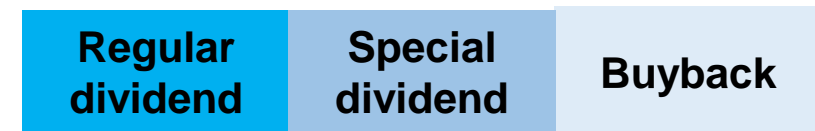*Buyback at maximum price of INR 800 per share*

Paid in Jun 2018

Paid in Jan 2019

Bought back INR 5,352 crore till date

*\* Not adjusted for Bonus issue in Sep'18*
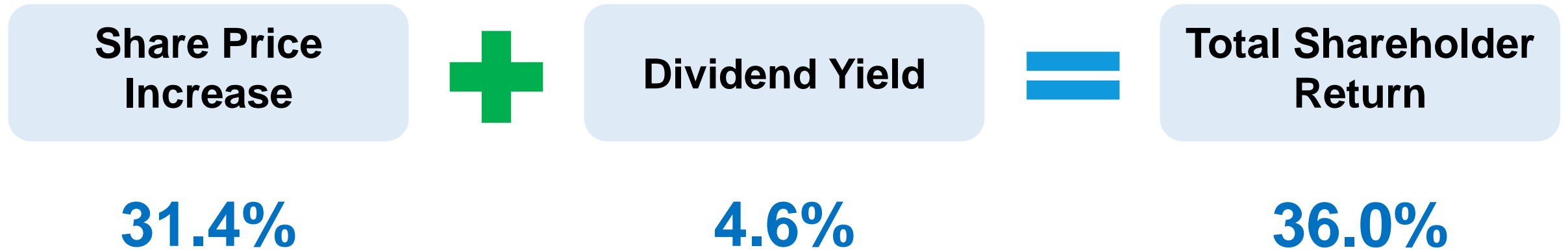*Dividend is inclusive of Dividend Distribution Tax*

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# Returning capital to shareholders…

## Dividend[1] as % of FCF

| | |
|---|---|
| FY19 | 68% · 35% |
| FY18 | 70% |
| FY17 | 63% |

## Dividend per share[1] (INR)

| | |
|---|---|
| FY19 | 17.50 · 9.00 |
| FY18 | 16.75 |
| FY17 | 12.88 |

## Capital returned[1] to shareholders (INR crore)

| | |
|---|---|
| FY19 | 9,118 · 4,740 · 8,260 → 22,118 |
| FY18 | 8,767 · 13,000 → 21,767 |
| FY17 | 7,119 |

**Regular dividend** · **Special dividend** · **Buyback**

[1] Final dividend of FY19 is subject to shareholders approval in AGM on Jun 22, 2019.
  Dividend amount is inclusive of Dividend Distribution Tax
  All earlier dividends prior to Sep'18 bonus issue have been adjusted
  FY19 buyback is still under progress
  Capital returned numbers are based on IFRS Consolidated Financials

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# Total shareholder return for FY19

| Share Price Increase | **+** | Dividend Yield | **=** | Total Shareholder Return |
|:---:|:---:|:---:|:---:|:---:|
| **31.4%** | | **4.6%** | | **36.0%** |

*Dividend includes special dividend paid out during the year*

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# THANK YOU

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