

TO ALL STOCK EXCHANGES

**BSE LIMITED
NATIONAL STOCK EXCHANGE OF INDIA LIMITED
NEW YORK STOCK EXCHANGE
EURONEXT LONDON
EURONEXT PARIS**

August 26, 2016

Dear Sir/Madam,

Sub: Analyst Meet-2016

In continuation to our letter dated August 23, 2016. Please find enclosed the presentations made during today's Analyst meet.

The presentations made at the event, recorded audio file and the transcripts of the discussions will also be made available on the website- www.infosys.com.

This is for your information and records.

Yours sincerely,
For **Infosys Limited**



AGS Manikantha
Company Secretary

Infosys _____
analyst meet

Infosys _____
analyst meet

M.D. Ranganath
Chief Financial Officer

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, 2016. 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. In addition, please note that the date of this presentation is August 26, 2016, 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.

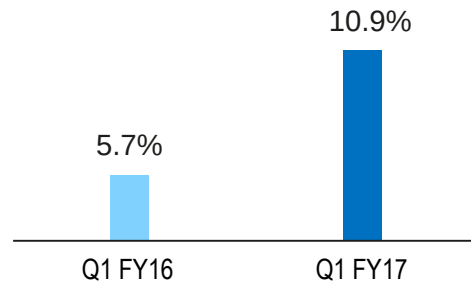
Items in focus

- Have we addressed factors of Q1 FY17 performance?
- How is business environment for Q2 FY17 and FY17?
- Senior leadership retention and attraction
- Progress on strategy execution
 - What is going well and what needs acceleration?
- Progress update on
 - Automation
 - New services
 - Sales effectiveness
- Demos: So that you get to see real examples

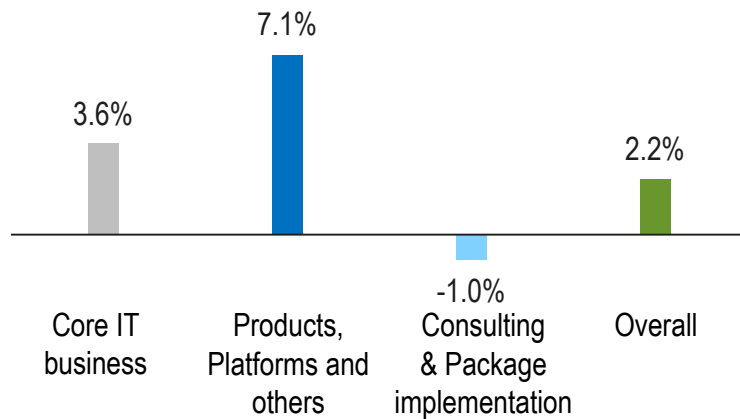
Key Financial Highlights: Q1 FY17 vs. Q1 FY16

Revenue Growth

Revenue: YoY growth %



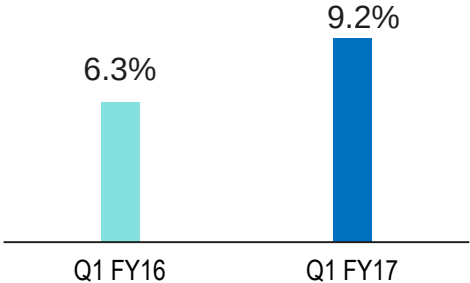
Q1 FY17 revenue: QoQ growth %



Based on IFRS consolidated

Top accounts growth and large deal wins momentum

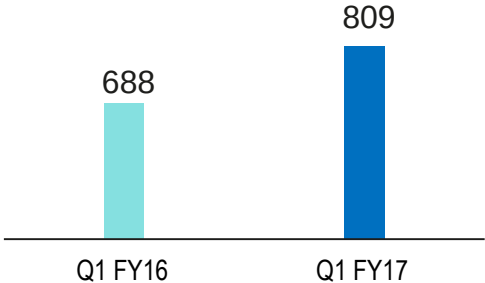
Top 10 accounts - YoY growth %



Avg. size of top 10 accounts \$ Mn

201	217
Q1 FY16	Q1 FY17

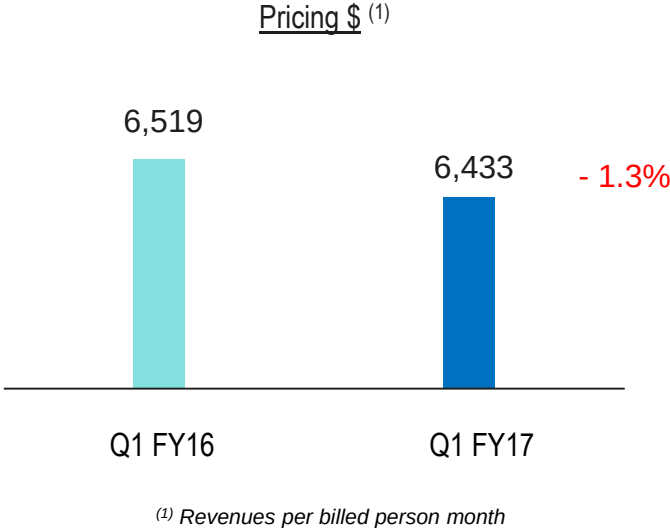
Large deal wins: TCV \$ Mn



100 Mn+ accounts

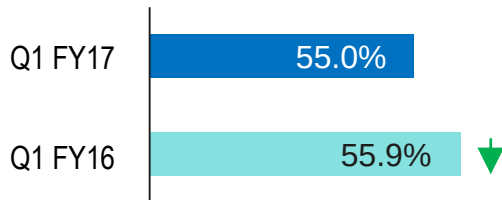
14	17
Q1 FY16	Q1 FY17

Pricing

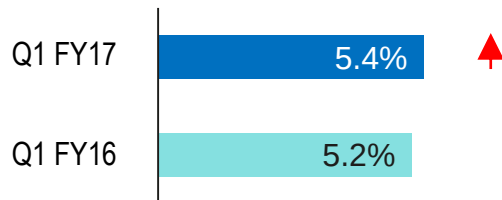


Operating efficiency levers

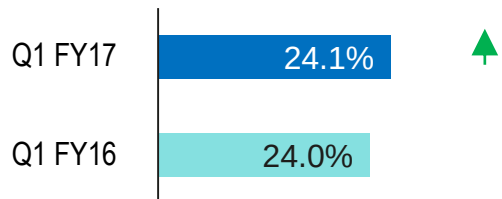
Employee cost as % of revenue



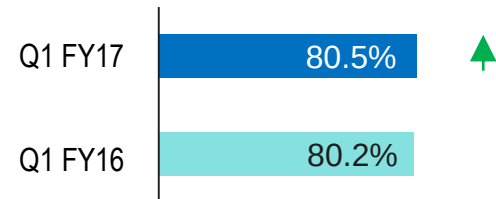
Sub Con cost as % of revenue



Operating margin %

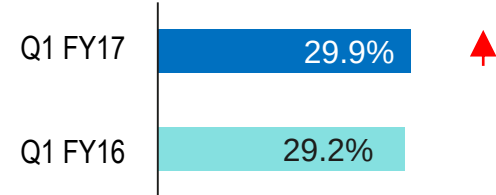


Utilization ⁽¹⁾



⁽¹⁾ Consolidated IT services, excluding trainees

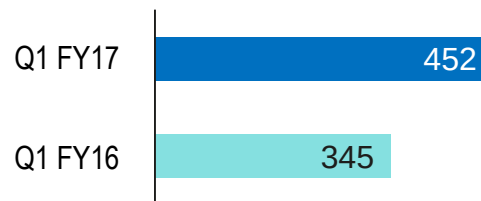
Onsite effort mix % ⁽²⁾



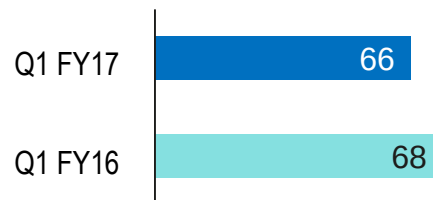
⁽²⁾ Consolidated IT services

Operating cash flow and DSO

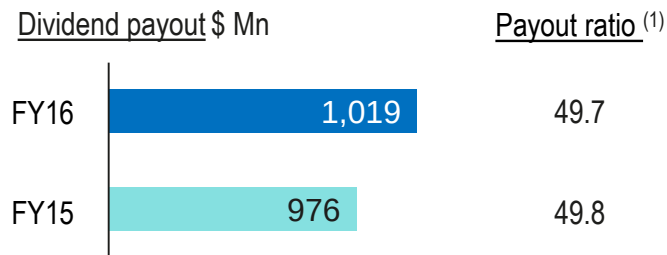
Cash flow from operating activities \$ Mn



DSO

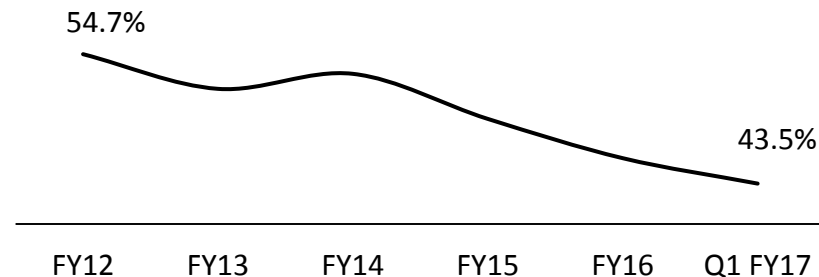


Dividend payout and liquid assets



⁽¹⁾ Payout ratio is dividend payout as % of consolidated net profit

Liquid assets as % of total assets ⁽²⁾



⁽²⁾ Liquid assets include Cash & Cash equivalents, current portion of available-for-sale financial assets, certificate of deposit and investment in quoted debt securities

Infosys _____ **analyst meet**

Thank you

Infosys _____
analyst meet



CEO UPDATE TO ANALYSTS & INVESTORS

DR. VISHAL SIKKA

CEO & MANAGING DIRECTOR

SAFE HARBOR

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A UNIVERSALLY APPLICABLE STRATEGY



Infosys _____ **analyst meet**

Thank you

Infosys _____
analyst meet

Infosys _____
analyst meet

Operations Update

Pravin Rao

Chief Operating Officer

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SIGNIFICANT INCREASE IN NEW CLIENTS AND MILLION DOLLAR CLIENTS

FY 16

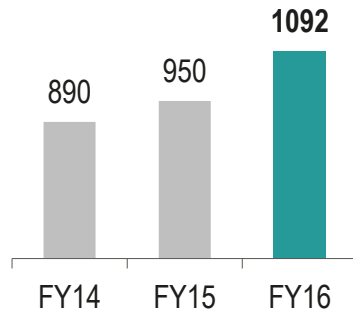
325

NEW CLIENTS

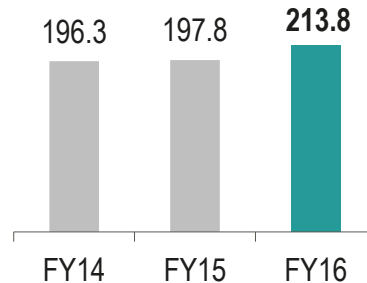
97%

REPEAT BUSINESS

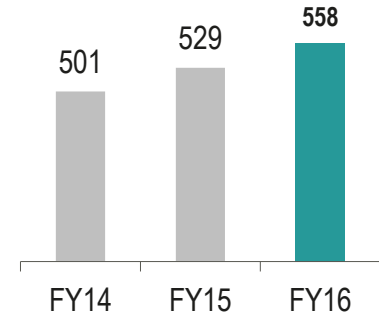
Total number of clients



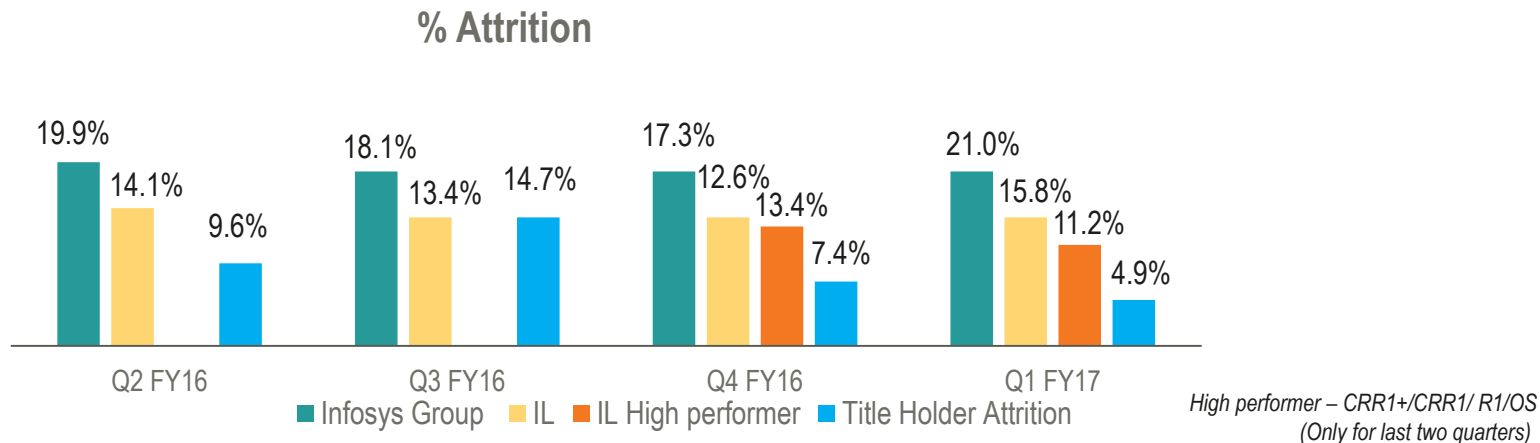
Average Revenue from Top 10 clients



Million-dollar clients



ENABLING OUR EMPLOYEES TO DELIVER THEIR FULL POTENTIAL



THE JOURNEY SO FAR

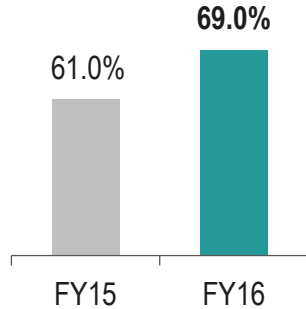
- Creating Empowerment and Entrepreneurship by higher reward differentiation for high performers
- Building a Talent Engine through a Digital talent marketplace
- Culture of learning and retention of key talent
- Enhancing employee experience

THE JOURNEY AHEAD

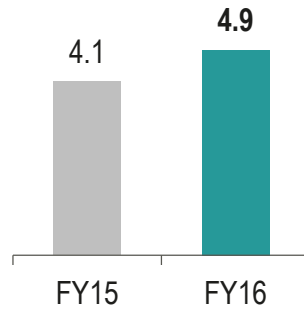
- Greater focus on performance differentiation and on improving productivity
- Focus on Leadership Development and Manager enablement

TRANSFORMING EDUCATION, TRAINING AND ASSESSMENT INFRASTRUCTURE

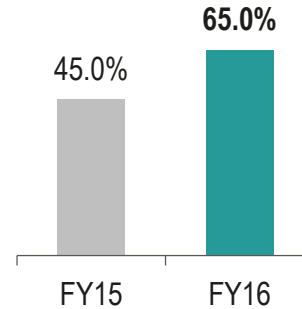
% Employees Reskilled



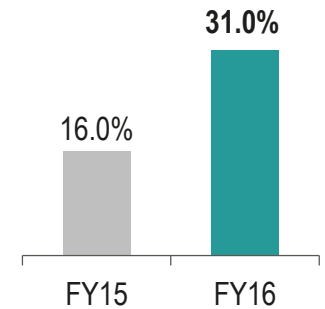
Average Training Days/ Person



First Time Pass in Training



High Performer %



For Infosys Group

THE JOURNEY SO FAR

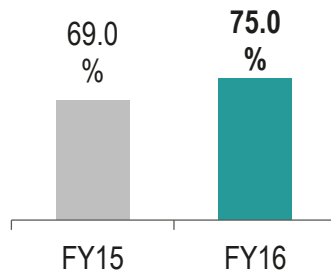
- Revamped fresher training
- Launched Infosys learning platform
blending world-class learning techniques
- Digital Tutor
- *Power of 3* (three language training) *program*

THE JOURNEY AHEAD

- Digital Tutor on Cloud
- Next gen knowledge management platform
- Optimal usage of external providers to
complement in-house training capabilities

DRIVING PRODUCTIVITY AND ENHANCED PROCESSES THROUGH INFOSYS QUALITY

% projects with highest maturity*



* Projects operating at CMMI Level 5

For Infosys Ltd.

THE JOURNEY SO FAR

- Aggressive adoption of Agile methodologies and Devops
- Industry leading new methodologies for new services
- Reinvigorated Quality Consulting

THE JOURNEY AHEAD

- Next Gen Project Management
- Develop Infosys quality platforms
- Help drive sustained, improved zero distance

PROCESS++: DELIVERING SIMPLIFICATION

THE JOURNEY SO FAR

Process Simplifications

Big Bets - Automation,
Enhanced User Experience,
Communication, Collaboration
and Mobility

Order to Remittance Rethink

Accelerated Client Invoicing

REDUCED CYCLE TIME

45%

Simplified Order creation
& Deal Pricing

Accelerated Global Mobility

30%

20%

Simplified Vendor
empanelment, faster vendor
invoice processing

THE JOURNEY AHEAD

Next Gen Global Mobility

Simplified Vendor Payments
and Claims

Greater public cloud adoption

Self-Healing systems

Reimagine Procure to Pay

Optiwise – Ideas Implementation

More Purpose with Less Process

Infosys _____ **analyst meet**

Thank you

Infosys _____
analyst meet

RENEWAL OF SERVICES

Ravi Kumar

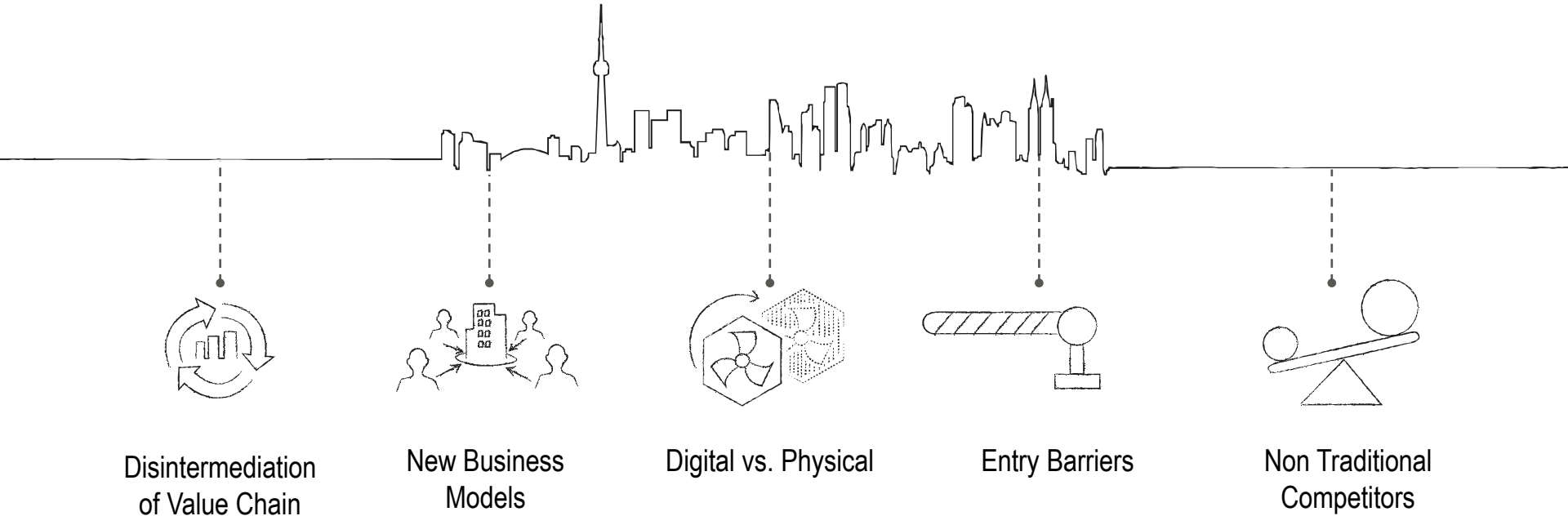
President, Chief Delivery Officer



SAFE HARBOR

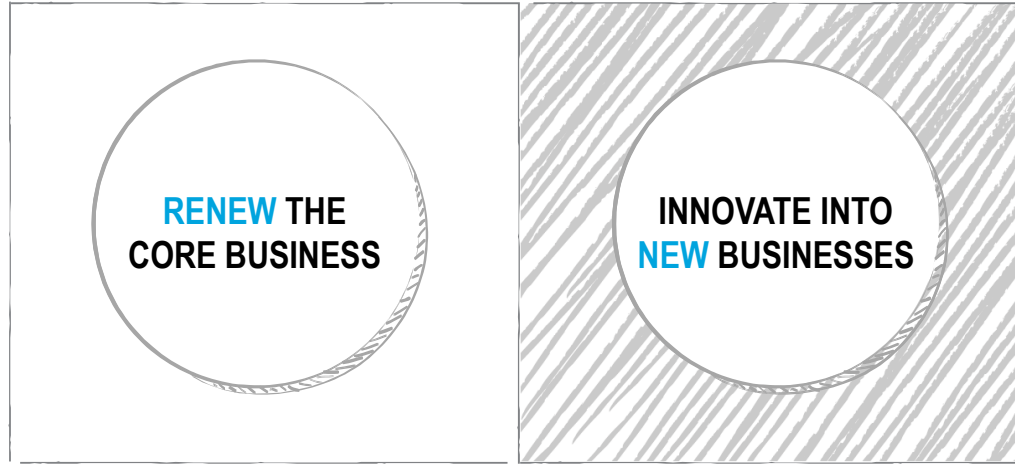
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MARKET FORCES ARE TRANSFORMING LARGE ENTERPRISES



...and **TECHNOLOGY** is at the **CORE** of this shift

ALIGNING OUR STRATEGY WITH OUR TRANSFORMATION



A CULTURE OF LEARNING, CREATIVITY & PURPOSE



RENEW
CULTURE



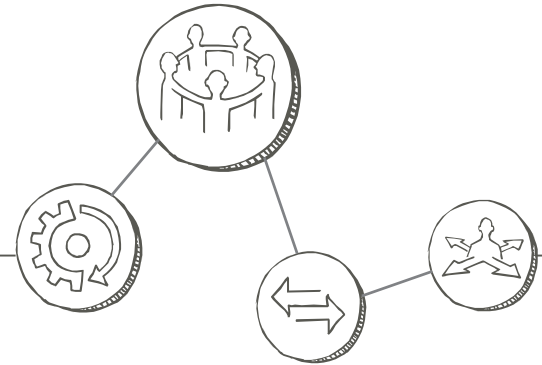
POWER OF
AUTOMATION



BOUNDARYLESS
THINKING

WE ARE TRANSFORMING.

...CULTURE IS AT THE CENTER OF OUR RENEWAL.



CULTURAL RENEWAL

DESIGN THINKING

- User centricity
- Engineerability
- Economic value

100,000+ Associates trained on dT

200+ dT workshops

CONTINUOUS LEARNING



THE NUCLEUS
- PROJECTS

INNOVATION



ZERO DISTANCE

- 5 Point framework
- Empowerment to projects and project teams
- Value through problem finding

11400+ Ideas

95% Project coverage

ZERO BENCH

- Employee engagement
- Disseminate knowledge
- Skunk works, Prototypes etc.

21,600 work packets created

4800+ actively engaged
(80% of available pool)

EXECUTION

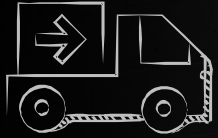


NEXT GEN DELIVERY CONSTRUCT

- Flat & Nimble Structure
- Delink from Span
- Specialization
- Delivering value

3 Service Lines adopted

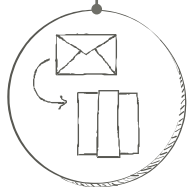
ZERO DISTANCE GRASSROOTS INNOVATION



Canada Post Story



IMPACTING THE DELIVERY BUSINESS OF CANADA POST THAT DELIVERS TO 13 MILLION ADDRESSES EACH DAY



Unprecedented decline in
volumes of 'Letters' and
growth in 'Parcels'



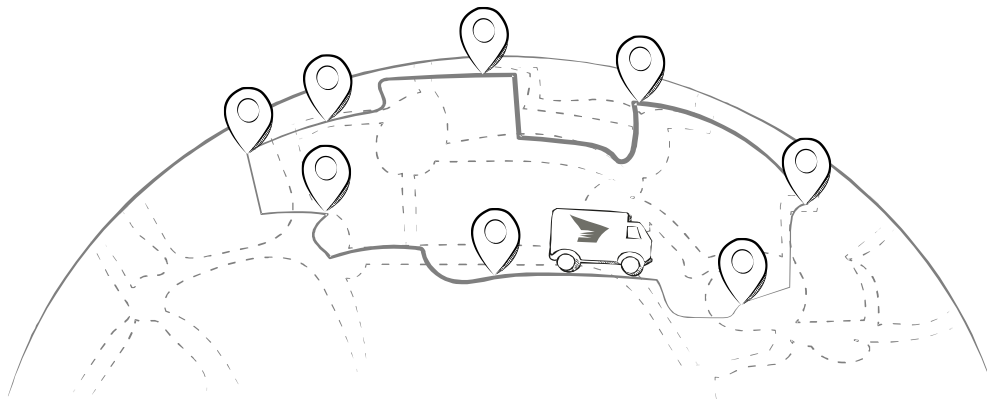
Reduce Cost of Operations



Dynamic Route Optimizer:
Co-Innovation Model

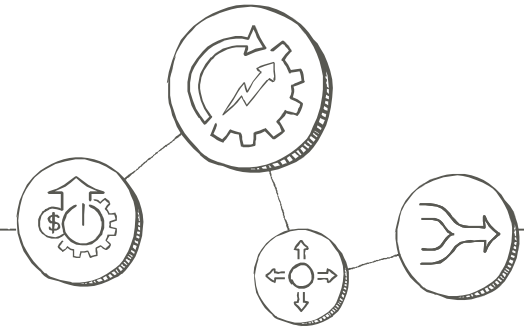


Delivery of Parcels Per Hour
have gone up by 88%

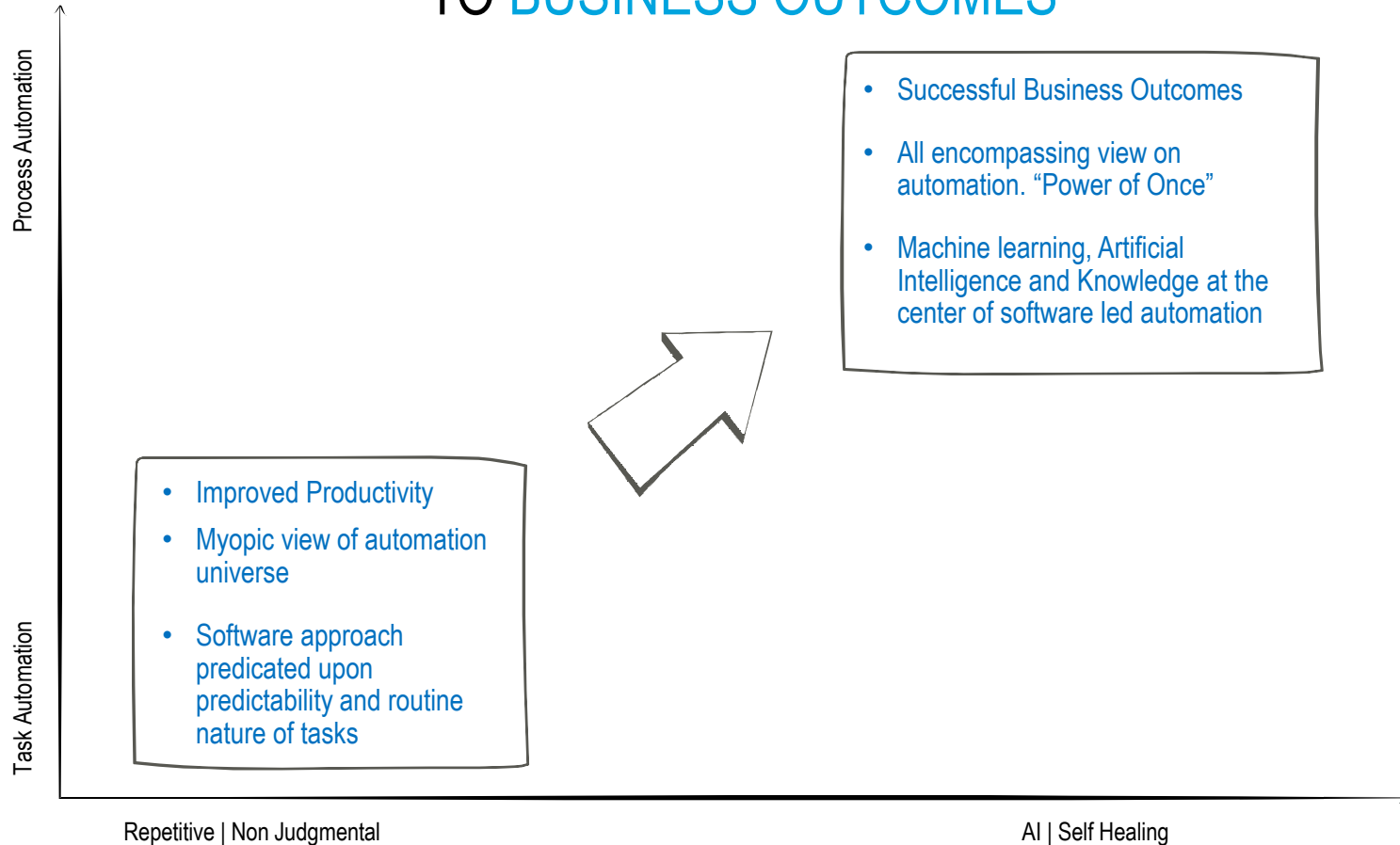


POWER OF AUTOMATION

...MAJOR FORCE CUTTING ACROSS OUR SERVICE LINES

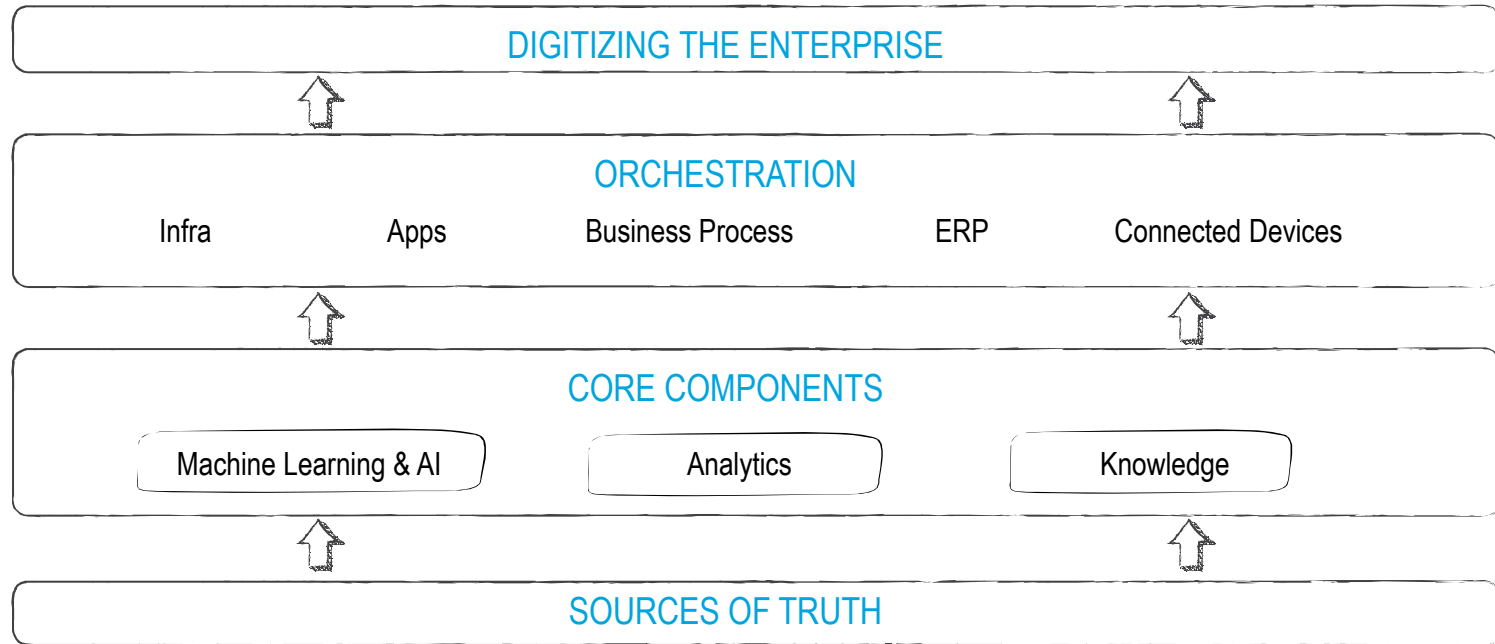


AUTOMATION - TRANSCENDING PRODUCTIVITY TO BUSINESS OUTCOMES

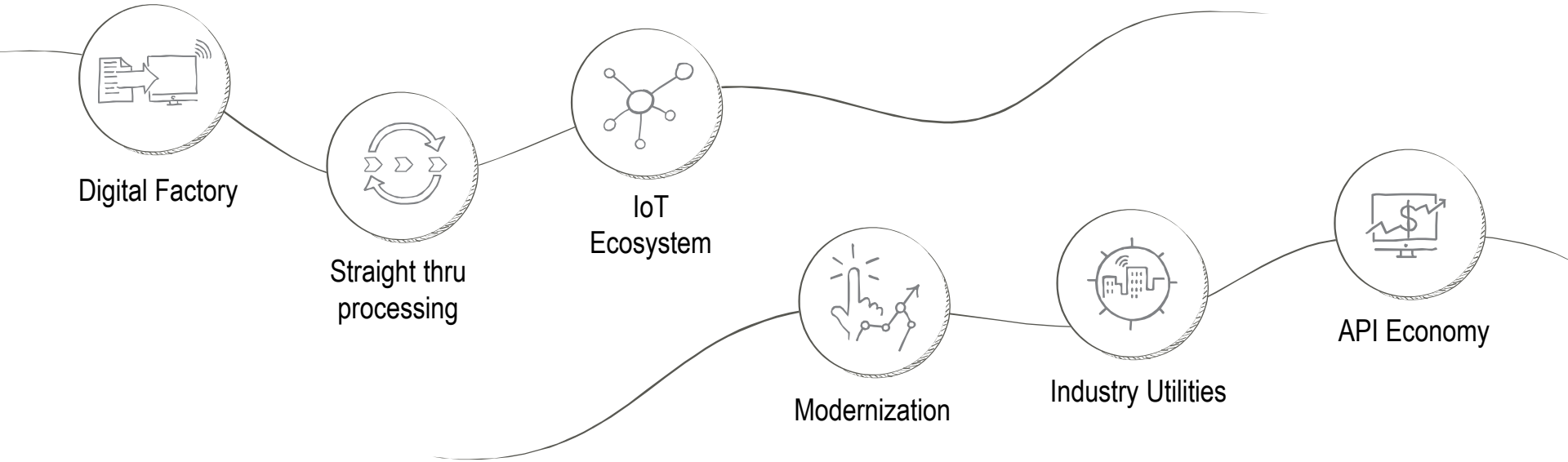


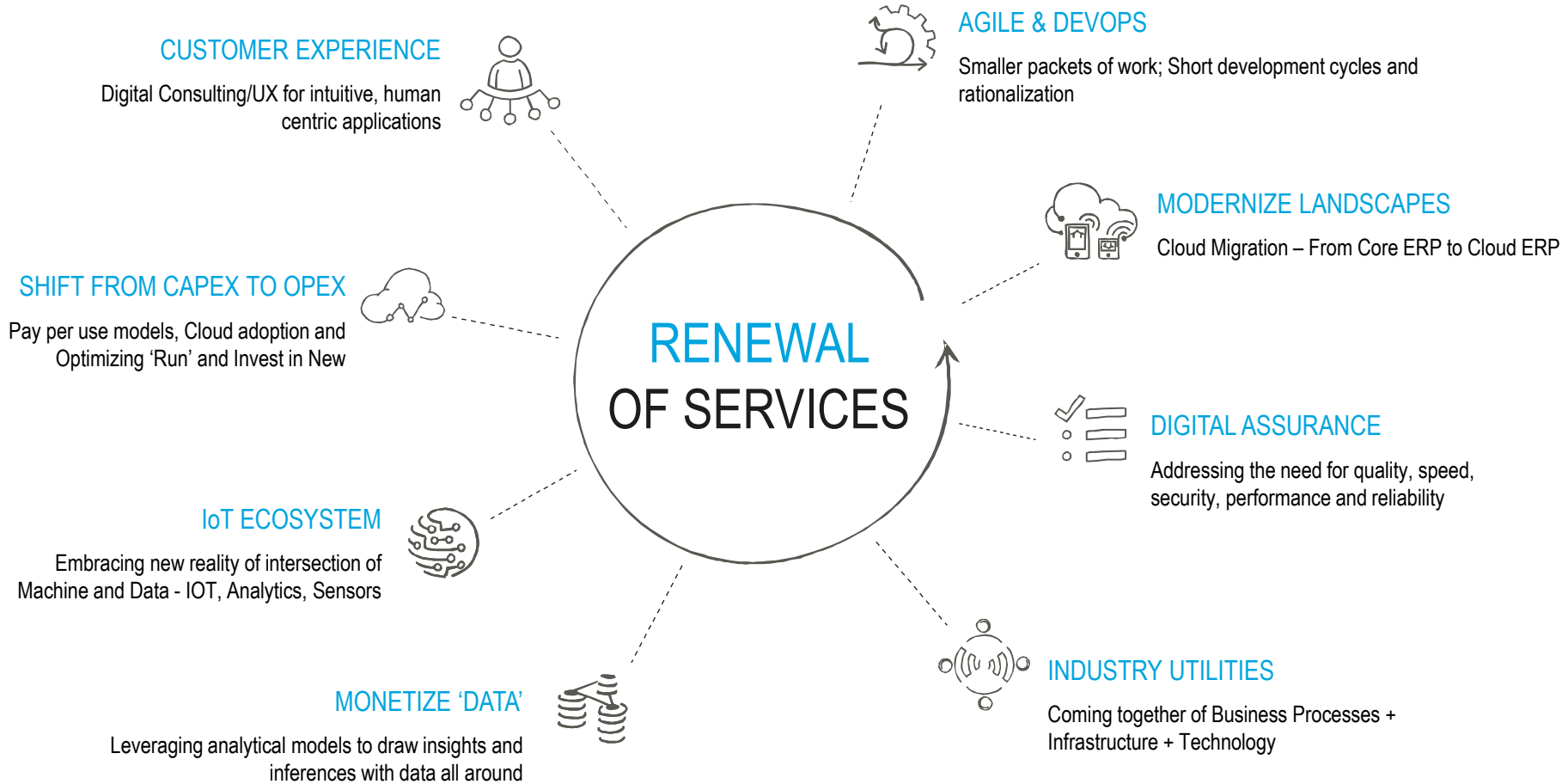
SOFTWARE + PEOPLE RENEWAL

Bring together AI, Knowledge and Analytics on to an integrated platform



NEW SERVICES MANIFESTED OUT OF **BOUNDARY** **LESS THINKING**





IN SUMMARY...

MARKET FORCES

Disintermediation

New Business Models

Digital vs Physical

No Entry barriers

Non Traditional Competitors



RENEWAL OF SERVICE LINES



RENEW CULTURE

Design Thinking:
Problem finding

Zero Distance:
Grassroots innovation

Zero Bench:
Skunkworks



POWER OF AUTOMATION

Machine Learning

AI

Automation

Mana



BOUNDARYLESS THINKING

Digital Factory

API Economy

Industry Utilities

Modernization

Straight thru Processing

Infosys _____ **analyst meet**

Thank you

Infosys _____
analyst meet

Infosys _____
analyst meet

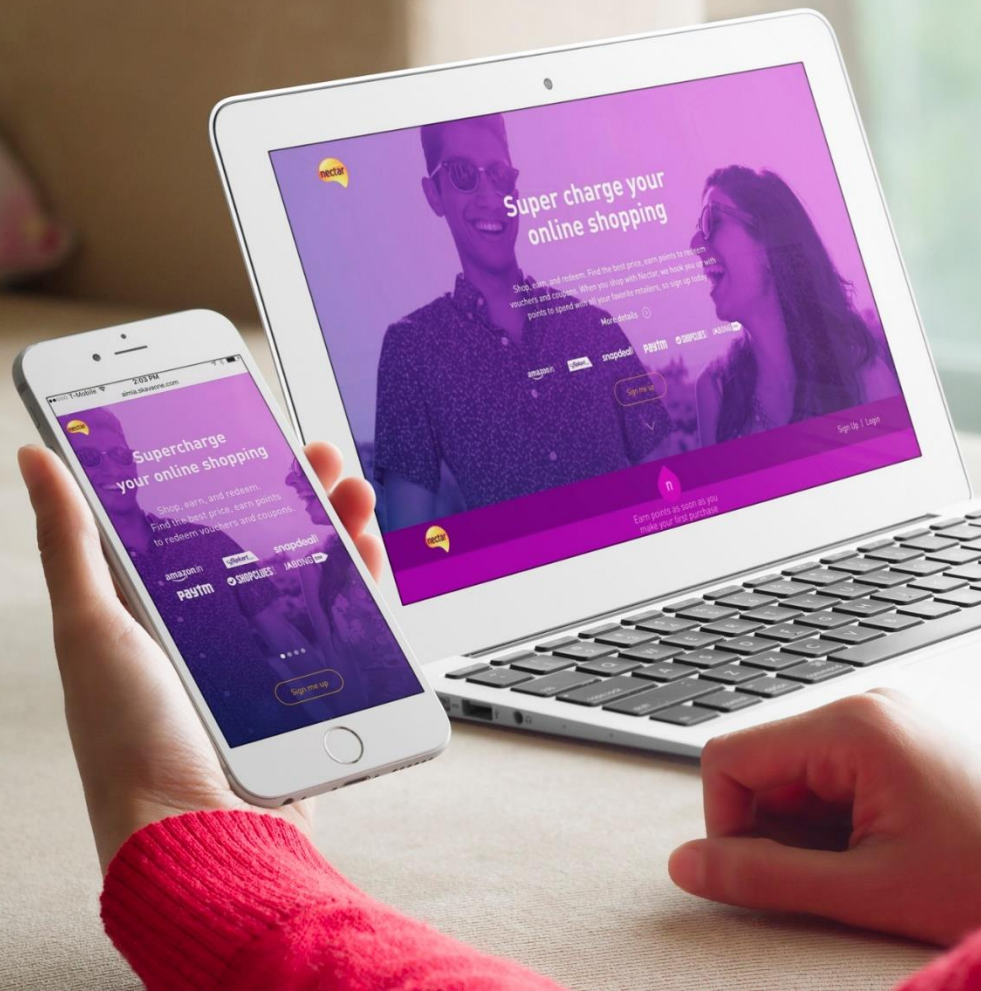
New Services

Sandeep Dadlani

President and Head – Manufacturing, Retail, CPG & Logistics

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Nectar.in

Global loyalty brand's ecommerce website launch in India. The **responsive** website is different from traditional e-commerce site in look and feel and navigation structure – it eschews a traditional navigation hierarchy and instead provides a **dynamic search-based navigation** capability.

The site features **25 million + SKUs** across various shopping categories including fashion and accessories.



Credit Memo Processing through AssistEdge at a Large US Retailer

AssistEdge's Robotic Process Automation (RPA) Solution for Process and Productivity Improvement



Overview

- Global Shared Services Organization
- Targeting 15 Use Cases for implementation by Dec'16 across different GSS centers in US, Canada, South America, Mexico
- E2E automation of processes involving *complex validation* of invoices/POs before vendor payment approvals



Business Challenges

- Extensive manual intervention and processing during invoice/PO validation
- Increased backlog of invoice/PO for validation

Project Highlights



- Credit Memo Process – Invoice/PO Processing and Validation for **8000+ Stores**
- Implementation of Robotic Processing Automation (**RPA**)
- **Quick Turn Around Time** of 6 weeks for release 1

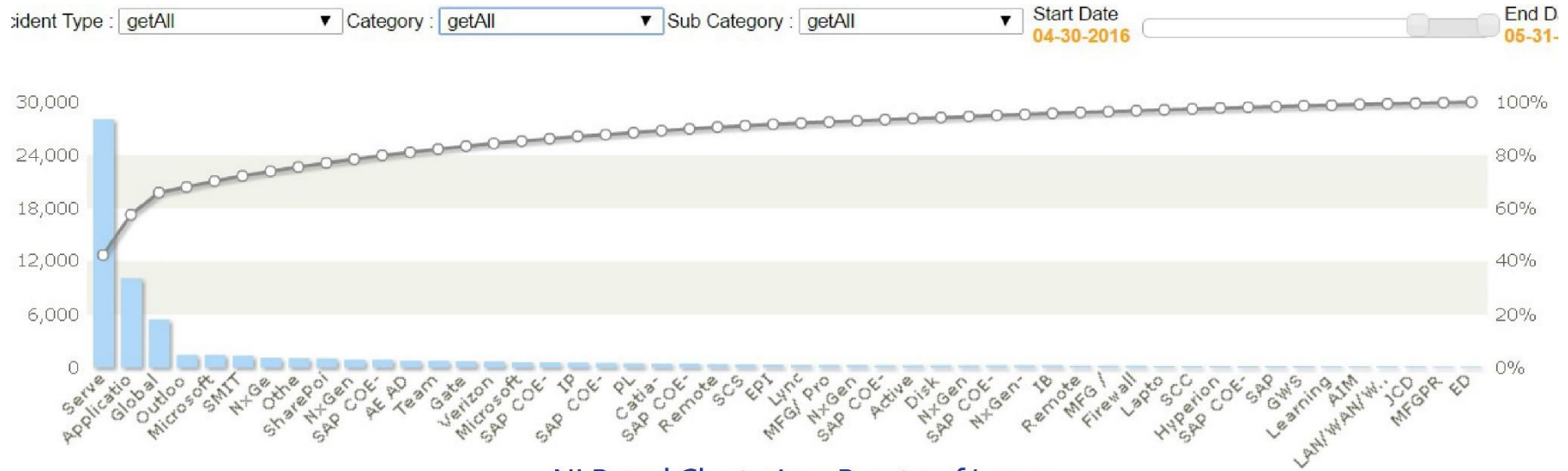
Business Benefits



- **Productivity Improvement** **Reduced backlog** of 160K cases within weeks & processed 2,500 case validations per day as compared to 1,500 earlier)
- **75% Reduction in AHT** – from 4 minutes to ~ 1 minute



Mana uncovers \$21M in annual savings in 2 months of analysis for a client



NLP and Clustering: Pareto of Issues

[illegible]

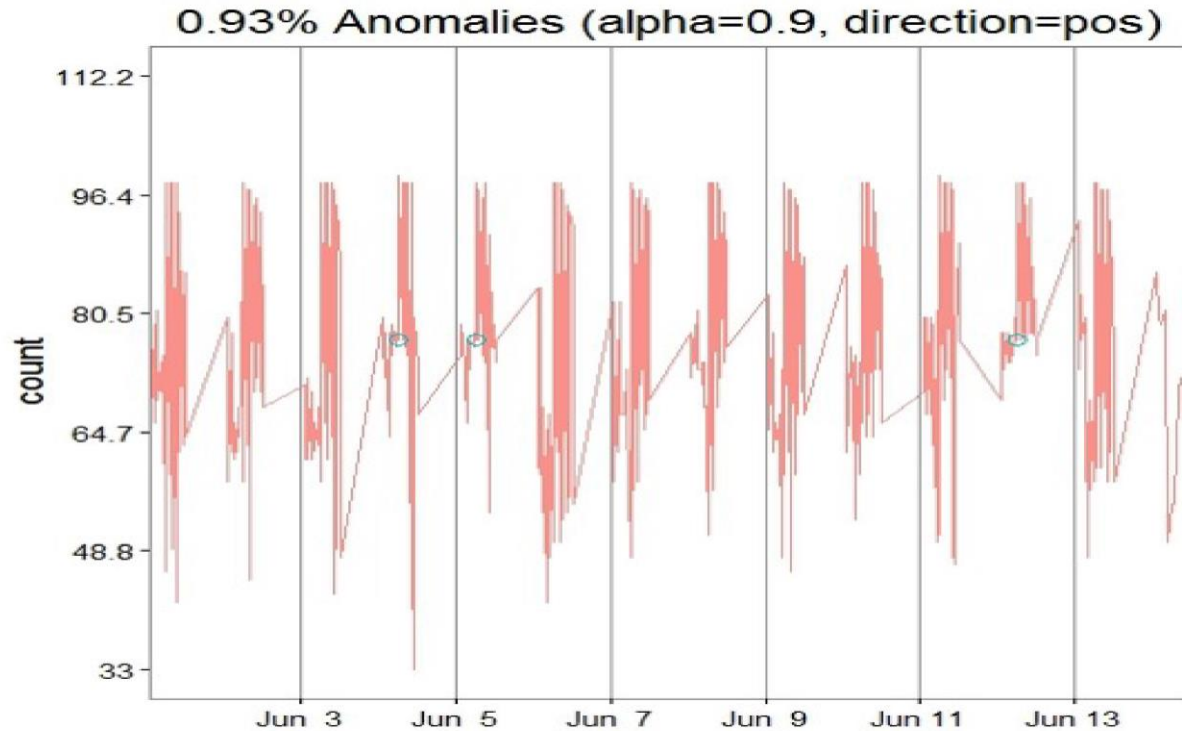
Correlation Strength as per Ticket Arrival Pattern

Mana uncovers \$21M in annual savings in 2 months of analysis for a client



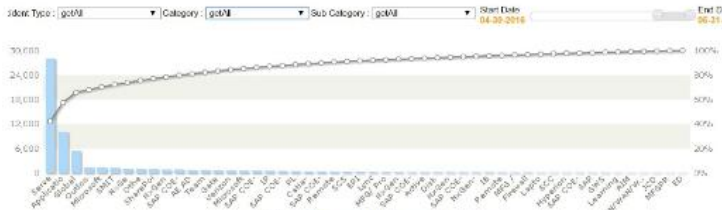
Application Risk Analysis as Function of Ticket Severity, Volume etc.

Mana uncovers \$21M in annual savings in 2 months of analysis for a client

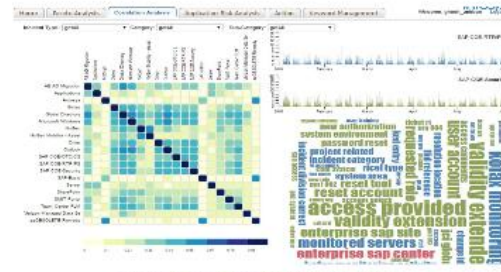


Process Anomaly Detection: Memory Usage on Server

Mana uncovers \$21M in annual savings in 2 months of analysis for a client

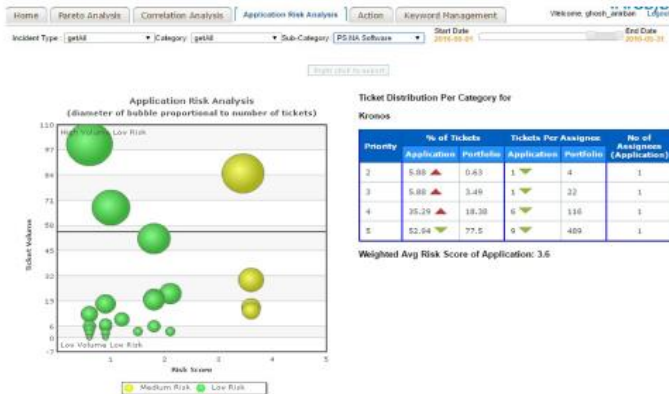


NLP and Clustering: Pareto of Issues

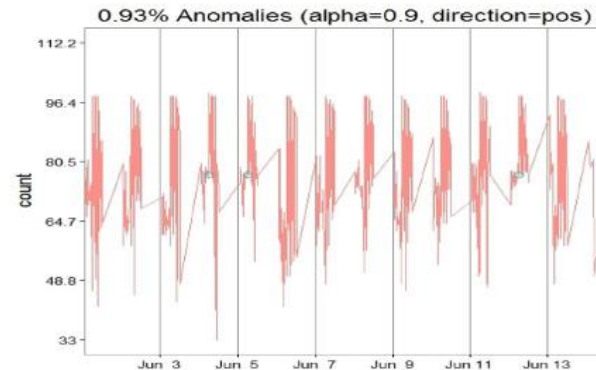


Correlation Strength as per Ticket Arrival Pattern

Total Incidents analyzed : **353,223**
Potential Mana Addressable by Automation: **227,842**



Application Risk Analysis as Function of Ticket Severity, Volume etc.



Process Anomaly Detection: Memory Usage on Server



“We have chosen Infosys Mana, a Knowledge-based Artificial Intelligence Platform, to help us with insights, drive automation, innovation, efficiency and excellence across the organization.”

– Robert Weltevreden, Head of SBS



“We have chosen Infosys Mana, a Knowledge-based Artificial Intelligence Platform, to help us drive automation, innovation, efficiency and excellence across the enterprise.”

– Jeff Augustin, Vice President and CIO

Infosys _____ **analyst meet**

Thank you

Infosys _____
analyst meet

Infosys _____
analyst meet

Sales Effectiveness

Mohit Joshi

President and Head – Financial Services

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, 2016. 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. In addition, please note that the date of this presentation is August 26, 2016, 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.

A person in a dark blue suit and light blue shirt is drawing a green dashed line on a whiteboard. The line starts from the bottom left, curves upwards, and then levels off towards the right. The person's hand is holding a black marker.

SALES EFFECTIVENESS

– KEY OBJECTIVES

SALES EFFECTIVENESS

– KEY OBJECTIVES

Large Deals

Top Accounts

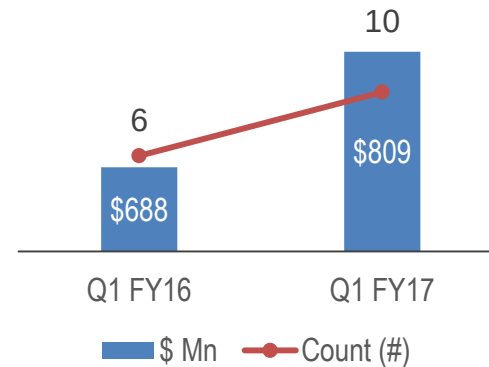
Technology enabled Sales

THE GROWTH DRIVERS...

Large Deals

- Pan Service Line Solutions
- Desirability, Feasibility, Viability Interventions

Large Deal Wins



THE GROWTH DRIVERS...

Top Accounts

- Helping Clients Reimagine Business
- Leveraging the “New”

Avg. size of
top 10 accounts \$ Mn

201

217

Q1 FY16

Q1 FY17

100 Mn+ accounts

14

17

Q1 FY16

Q1 FY17

TECHNOLOGY ENABLED SALES...

CRM

- Simple Process, Integration of Lead channels
- Machine learning interventions

Social Selling

- Maximising Network strength
- Engaging with Insights

Infosys _____ **analyst meet**

Thank you

Infosys _____
analyst meet



Demos – Mana and Automation

Sudhir Jha

SVP and Head of Product Management and Strategy

Infosys Mana: Integrated AI Platform for Enterprise

Data Analytics	Batch/Dashboards	Real-time Analysis/BI	Predictive/Prescriptive
Automation	Macros/Scripted	UI-based/Robotic	Cognitive/AI-based
Knowledge Mgmt	Document Control	Static Representation	Integrate, Reason, Infer
Machine Learning	Rules-based	Supervised Learning	Unsupervised Learning

Infosys Mana: Platform Overview

Mana Solutions



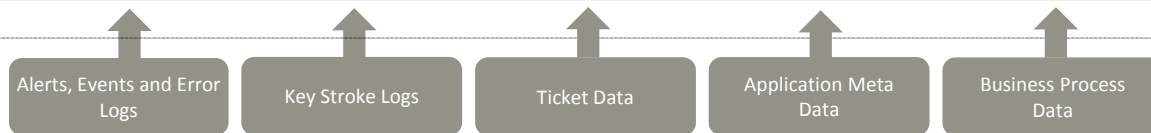
Cognitive Automation



Knowledge & Reasoning System



Sources of Truth



External Tools

ITSM Tools

RPA Tools

Infosys Mana: Platform Strategy

THREE PILLARS

Platform

**Platform +
Managed Services**

App Dev and Management
Infrastructure Mgmt
Testing, etc.

**Pre-built Solutions
on Platform**

Order to Cash
Sales Efficiency
Business Compliance
IoT
HR, etc.

Infosys _____ **analyst meet**

Thank you