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# Analyst Meet

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2019

# Winning Large Deals



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November 6, 2019

# Safe harbor

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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 the outcome of the pending investigation into recent whistleblower complaints, 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](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. 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.





Infosys sales transformation is being driven by

# key initiatives...

Market facing strategies



Large Deals



Account Expansion



New Account  
Openings

Foundational capabilities



Sales Force  
Transformation



Sales  
Enablement

...with winning **large deals** a key pillar of our strategy



Our **transformation journey** started in early 2018 with a holistic approach to address all facets of large deals

using this **Deals Winning Equation**

**TCV =**



# We built a **global team of experts** to lead our efforts...



An **integrated** ecosystem of strategic deals specialists with expanded global presence

Added  
**experienced  
Deal Directors**

**Re-focused  
the Influencer  
Team** on  
strategic deals

**Strengthened  
negotiations  
with industry  
experts**

Established a  
**global  
solution  
architect  
model**

Expanded  
**knowledge  
portal**

**Enhanced  
creative  
capabilities**  
with interactive  
artifacts



...and developed **Industry Themes** to create a pipeline of proactive deals

### Illustrative Themes



Network modernization



Re-imagining Wealth Management experience



S/4HANA led digital transformation



Smart manufacturing



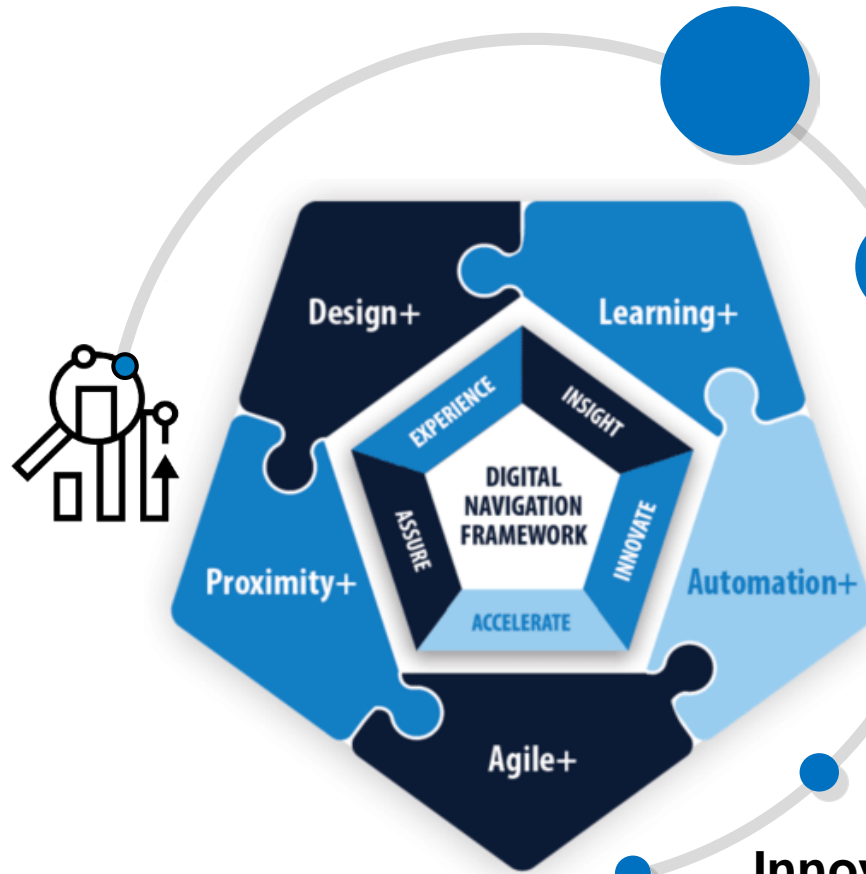
Utilities – Grid Modernisation







... and these are some key **elements** of our strategic pursuits



### **Senior Leadership Commitment**

Clients expect Senior leadership involvement and Commitment for their transformation journey

### **Proactive Transformative Solutions**

Utilizing Infosys' digital navigation framework and strong domain-led Value Propositions

### **Leveraging a Strong Partner Ecosystem**

Best-of-breed solutions for every element of scope

### **Investments in Horizontal & Vertical Platforms**

Finacle, Stater, McCamish, IAMP

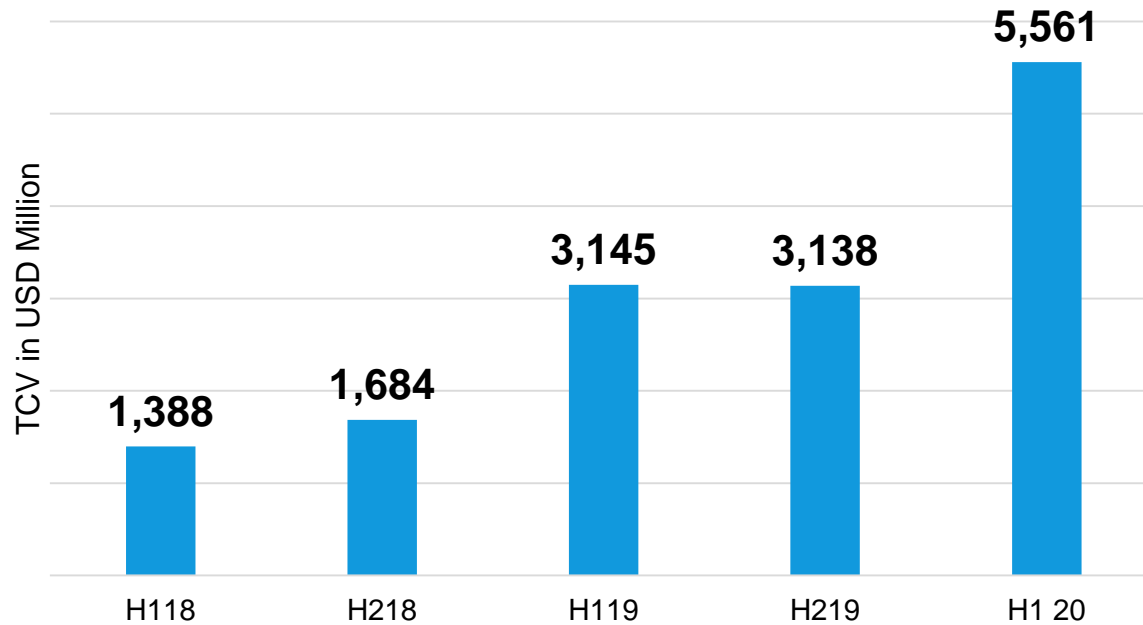
### **Structured large deal review process**

### **Innovative Deal Structuring & Contracting**

Outcome-based and Gainshare models, JVs



# The success of our strategy is evident in our **growth trajectory...**



**Over \$5.5Bn** large deal signings in H1 FY20, with highest **Net New** signings so far



**77%** Y-o-Y growth in overall signings (on top of the 106% growth last year)



# ... and our deals are **diverse**, spanning all industries and geographies

Innovative structuring  
(Outcome-based, Gainshare)

Platform Deals

Next Gen Infrastructure  
Transformation

Operations Transformation

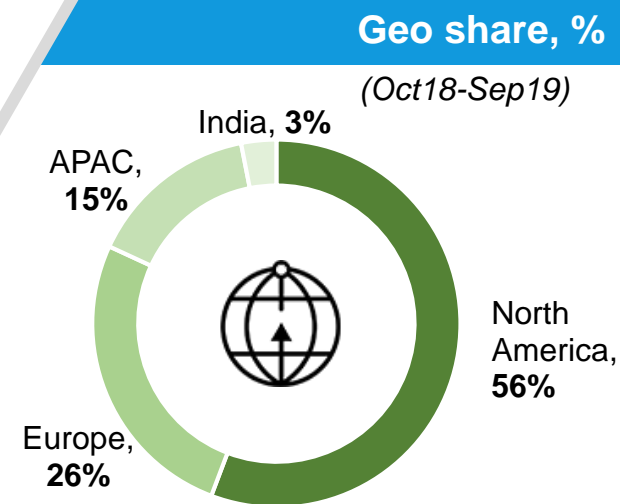
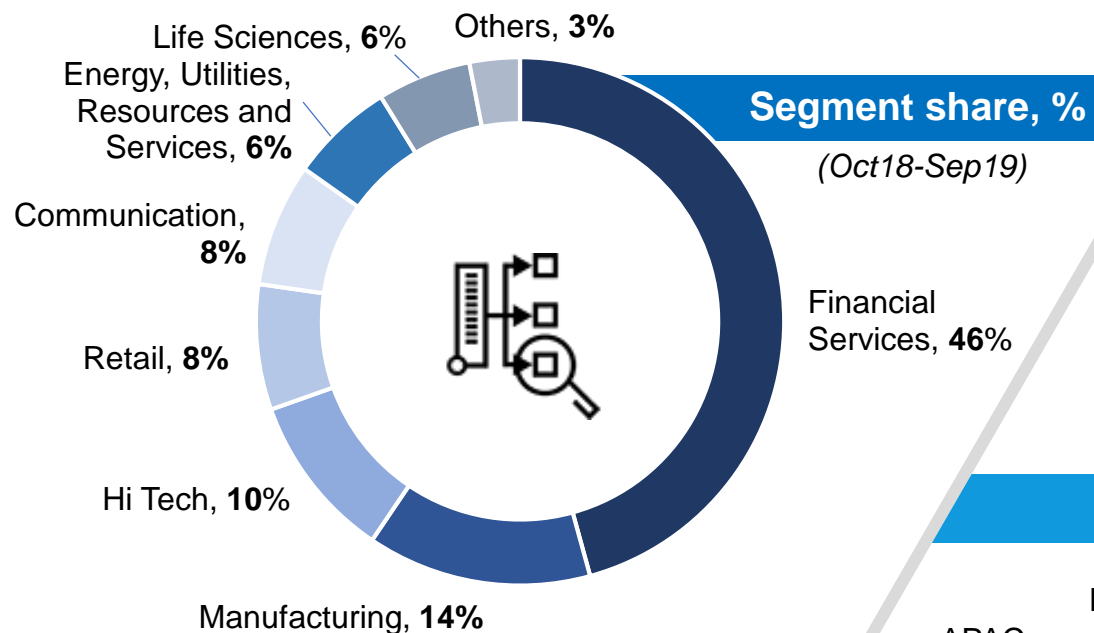
Alliance/ Partnership Structures

IT as a Service/ large IT scope  
takeover

ERM Implementation & Support

Public Sector wins

Digital Transformation Partner



# Our recent win at a large **healthcare client** illustrates our approach...

## Client “Standard” RFP



Application Maintenance Support

Infrastructure Managed Service

Basic aspects of Business Transformation

“Typical” SLA driven Managed Services RFP



## Infosys Solution



Expert Knowledge of Client Ecosystem

Deep Client Relationship

Microsoft Cloud Partnership

Innovation Investments

Assumed Risk

Focused Deal Team

Infosys IP

Agile/Devops

Automation



## Strong Business Outcomes & Winning Strategy



Mature technology to enable business growth **OVER 30%**

Enhancement of IT/Business capability: expected to more than double in 2020

Enabling “business aware” IT environment allowing informed business decisions

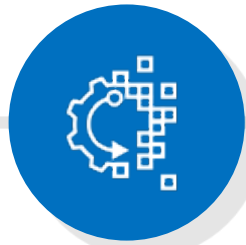
Time-bound financial commitment to deliver on key aspects of business transformation



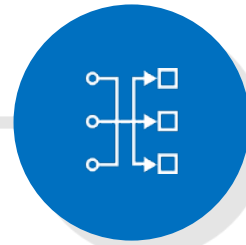
# The **future** is changing...and so is our approach



Partnering with an eco-system of providers/ platforms



'Live Enterprise' paradigm powered by Infosys Digital Platform



3-tier location model leveraging localization



'Always-on' learning and talent transformation



Joint GTM with clients





**LIVE ENTERPRISE**