



Infosys Technologies Ltd.

Disappointing Q4

CMP: Rs. 2990

52 Week High/ Low: Rs. 3499 / Rs.2510

NSE	Infosys
BSE	500209
Face Value (Rs)	05
Equity Shares (Cr)	57.4
Market Cap (Rs Cr)	177940

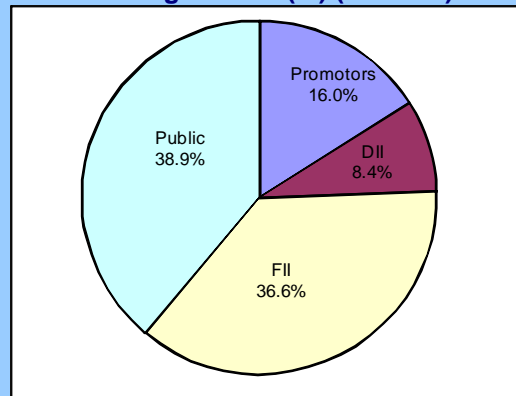
Average Volume (Cr)

1M	925.28
3M	1054
6M	989
12M	970

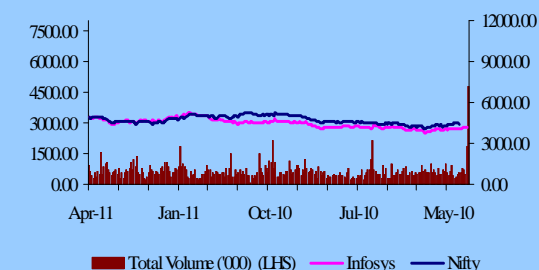
Return Analysis (%)

In (%)	Infosys	Sensex	Relative to Sensex
1M	8.24	-1.68	9.92
3M	2.92	-10.13	13.05
6M	4.91	-9.80	14.71
12M	18.82	3.32	15.50

Shareholding Pattern (%) (Dec. '10)



Stock Performance



Financial Performance

Revenue and PAT Marginally up, Margins Down

- Net Revenue of the company increased by 2% to Rs 7,250 cr QoQ.
- EBITDA Margin declined to 29% in Q4FY'11 v/s 30.2% in Q3FY'11.
- Net profit of the company increased by 2.15% to Rs 1,818 crore QoQ.

- Net Revenue of the company increased by 20% to Rs 25,385 cr in FY'11 as against Rs 21,140 cr in FY'10.
- EBITDA Margin declined by 140bps to 37.7% in FY'11 v/s 39.1% in FY'10.
- Net profit of the company increased by 12% to Rs 6443 crore in FY'11 as against Rs 5755 cr in FY'10.

Margins Declined Across All Verticals

Vertical (EBITDA Margin %)	Q4FY'11	Q4FY'10	FY'11	FY'10
BFSI	33.1%	35.4%	33.3%	35.1%
Manufacturing	30.9%	31.8%	31.7%	30.5%
Telecom	34.5%	38.1%	34.7%	39.6%
Retail	32.5%	33.1%	32.3%	33.8%

The Board has recommended a final dividend of Rs 20 per share for the FY'11.

Operational Performance

Declined Utilisation Rate

- The company worked 3,95,316 person-month during the quarter with utilization rate of 75.2%.
- The company worked 14,65,961 person-month during the year with utilization rate of 78.9%.
- The onsite efforts stands at 24.6 and 24.2 during the quarter and year respectively.

Diversified Revenue

- Revenue contribution from North America declined by 100bps to 63.7 during the quarter. However, the same declined by 50 bps to 65.3% during the year.
- Time and material contracts accounts for 59% and 59.7% of the revenue during the quarter and year respectively.

Client Statistics

- The company added 34 clients during the quarter to reach 620 clients.
- The company continue to drive 4.7% of its revenue from top client. Whereas, top 5 and top 10 clients account for 15.4% and 24.9% of revenue respectively.
- The company earned a repeat business of 97% during the quarter.

Miscellaneous

- Attrition rate stands at 17% during the quarter as well as during the year.
- Account receivable (in days) remains high at 63 days during the quarter as well as during the year.

Other Announcements

- Mohandas Pai, the director of the company, has resigned from the company as well as its board. This is a setback for the company. He will be relieved from all the responsibilities after the company annual meeting on June 11.

Guidance

- The company guided FY'12 Revenue in the range of Rs 31,727-32,270 cr; indicating a growth of 15.40%-17.30%.
- The company guided FY'12 EPS in the range of Rs 126.05-128.21.
- During the FY'11, the company recruited 43,000 people and is looking at recruiting 45,000 people in FY'12.

RR View

Overall the result were not so encouraging and is lower than the market expectations, therefore the stock has witnessed heavy selling pressure. However, there is no fundamental wrong with the company, long term investors may hold the stock.

Key Financials

Particulars (Rs Cr)	FY'10	FY'11	YoY (%)	Q4FY'10	Q3FY'11	Q4FY'11	QoQ (%)	YoY (%)
Net Revenue	21,140	25,385	20%	5944.0	7,106	7,250	2%	22%
EBITDA	8,270	9,561	16%	1987	2,147	2,102	-2%	6%
EBITDA Margin (%)	39.1%	37.7%		33.4%	30.2%	29.0%		
PAT	5,755	6,443	12%	1569	1,780	1,818	2%	16%
PAT Margin (%)	27.2%	25.4%		26.4%	25.0%	25.1%		
EPS (Rs)	100	112		36.45	41	42		
P/E (x)	0.86	0.77		2.36	2.08	2.04		

For Further Details/Clarifications please contact:

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NSE - INB 231219636, INF 231219636

BSE - INB 011219632