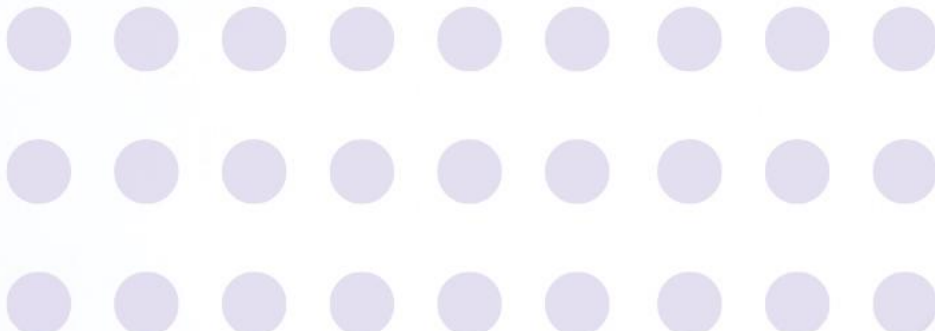




Building a Bold Tomorrow

Analyst Day | November 18, 2020

Thierry Delaporte
CEO & MD



Agenda

01

The evolving technology
market dynamics

02

Reflections from client &
partner conversations

03

Our vision
and aspiration

04

Our aspiration realized through
our strategic priorities

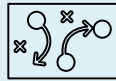
05

Creating sustainable
value for shareholders

Business transformation powered by technology

1

Digital acceleration



- Technology is enabling business & operating model transformation
- 85%+ of incremental spend will be Digital
- It is all about speed - 'Speed is the new cost'

2

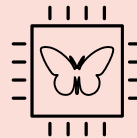
Tech stack transforming



- Cloud: Tech priority for 46%+ organizations
- Cyber-security: Top of mind for 50% CEOs
- Automation, data analytics, IoT, robotics

3

Trust is critical more than ever



- Clients taking 'flight to trust'
- Partnering with clients - Consult, strategize, innovate & execute

4

Talent equation changing

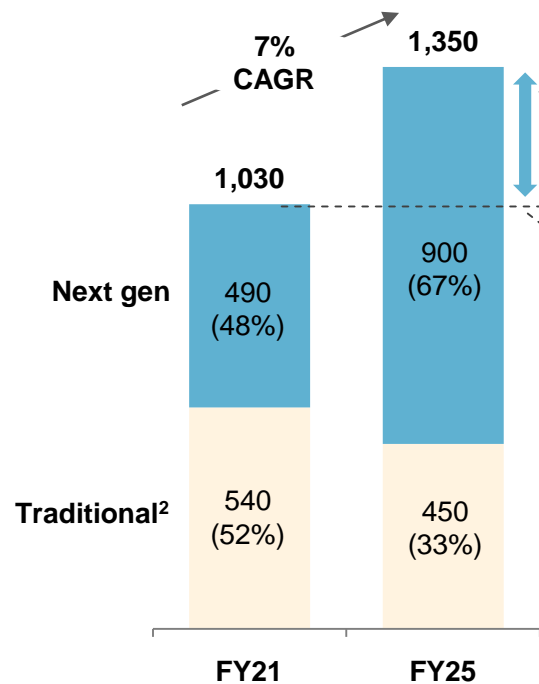


- Industry expertise, transformation, localization
- At the core, it is all about quality of talent

Next gen technologies will drive incremental growth

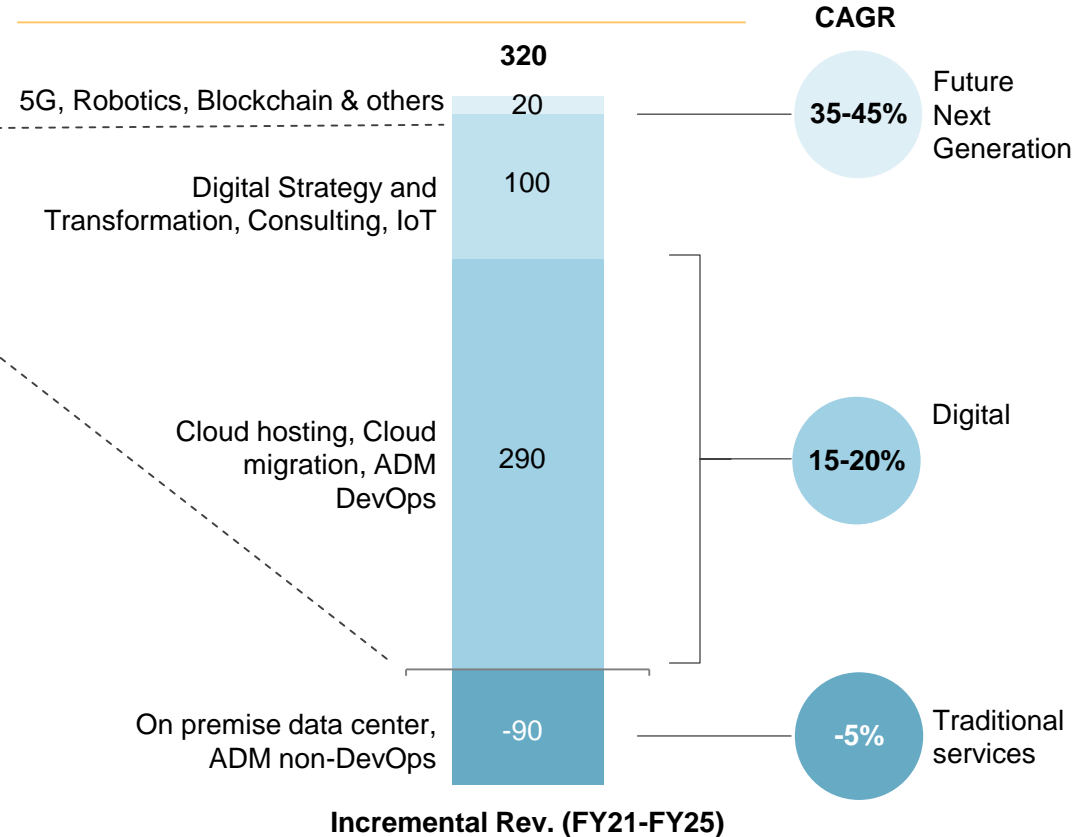
Traditional services will decline

IT, BPO, Engineering market¹ (\$B)



Growth to be driven by next gen services

Incremental revenue in FY21-FY25¹ (\$B)



Differentiators

- Transformation DNA
- Industry solutions
- Digital talent @ Scale
- Automation

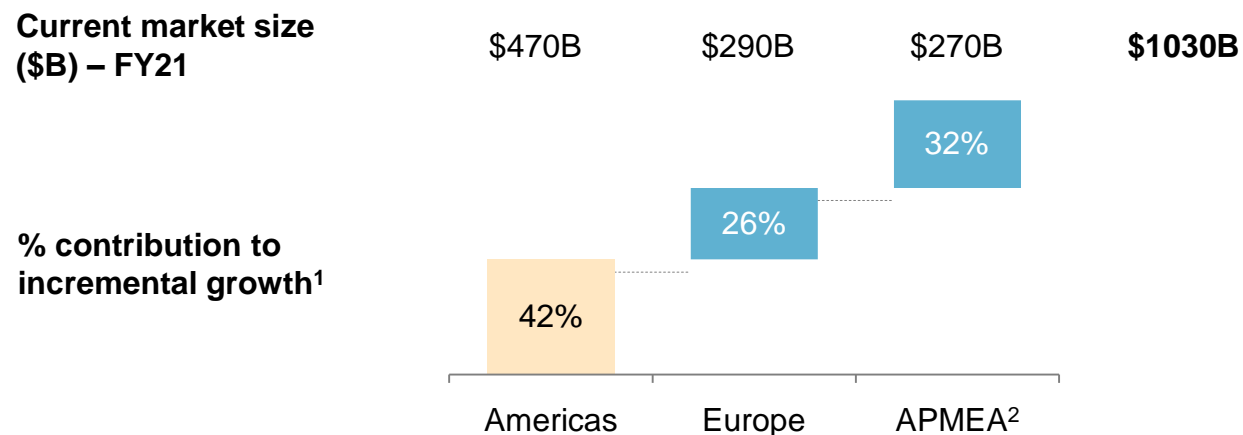
1. All market size numbers excl. China and Hong Kong.

2. Traditional includes On premise data center systems, networks and end user computing, App development and maintenance (non-DevOps) ; Source: Gartner

While Americas will continue to be large, Europe and APMEA to contribute **58%** to incremental revenue

Four sectors to contribute **56%** of incremental growth

Total incremental revenue (FY21–FY25)¹ : \$ 320 B



Sectors ³	Current Market Size ¹ (\$B) – FY21	% contribution to incremental revenue ¹ (FY21-25)
BFSI	230	17%
Retail and consumer	130	12%
Energy and utilities	120	13%
Manufacturing	70	14%
Telecommunications	90	7%
Technology and Software	50	7%
Payor and Provider	50	6%
Media and Education	40	5%
Others	250	19%
Total	1030	

1. All numbers excl. China and Hong Kong
2. APMEA : Asia Pacific, Middle East and Africa
3. The list of sectors is not exhaustive, the largest sector we have not covered is Public Sector

Reflections from 100+ client and 20+ partner connects on Wipro



Our vision & our aspiration

Our vision...

- **Be a trusted partner to our clients** in their transformation journey and enable them in achieving leadership in their respective industries.
- **Deliver value to our clients as part of their transformation journey** through sector focused 'Business solutions', 'Digital' & 'Technology' capabilities, cutting edge innovation leveraging our strategic partnerships & our world class talent.
- Our larger purpose is beyond just winning in business. It is our **unwavering commitment to the societies & communities** in which we work and live in.



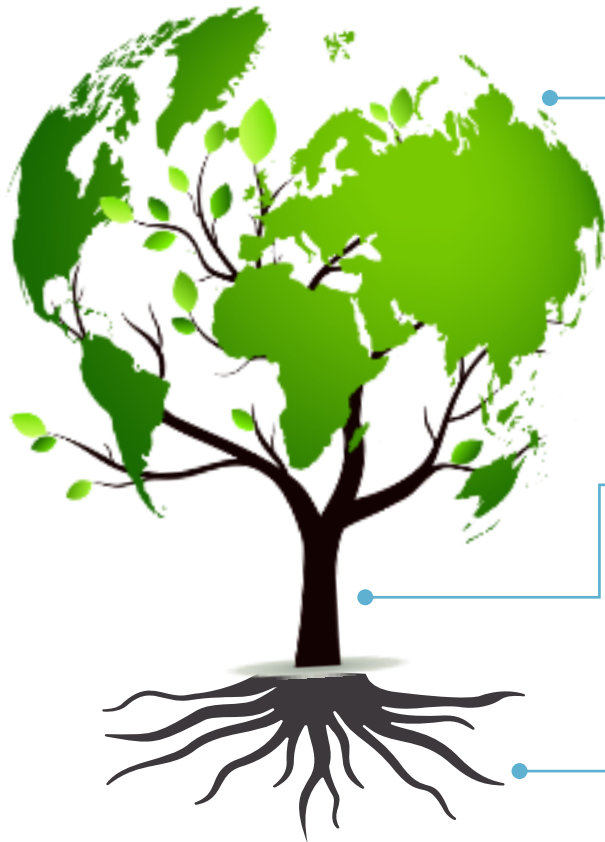
What we want to be known for

We want to be a **true global leader** in our industry

We want to be a **fast-growing dynamic & innovative company** - one which is constantly reinventing itself

We want to be known for **attracting the best talent of our industry**

Brought to life through our 5 key strategic priorities



01

Accelerate growth

Focus & scale

- Prioritized sectors & markets
- Best of Wipro to our clients

02

Strengthen clients & partnerships

- Strategic clients
- Large transformational deals
- Strategic partnerships
- Sales excellence

03

Lead with business solutions

- Beyond IT office
- Leveraging industry & technology expertise

04

Build talent @ scale

- Ambitious program to hire deep domain & tech expertise
- Reskilling @ scale
- Diverse and Local
- Reinforce a 'high performance' culture

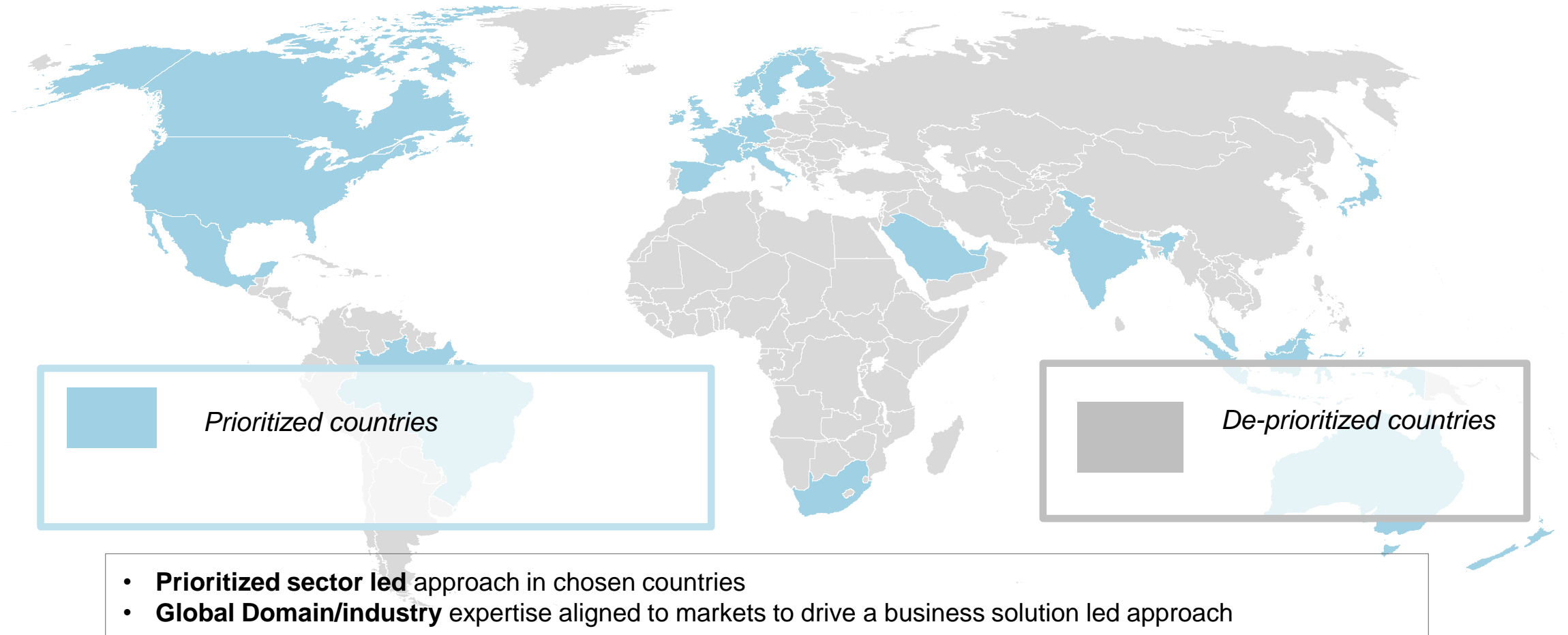
05

Simplified operating model

- Agile and empowered at the edge
- Leaner organization centered around our clients

01. Accelerate growth – Focus & scale

We have prioritized specific sectors in markets (countries X sectors) to drive disproportionate growth



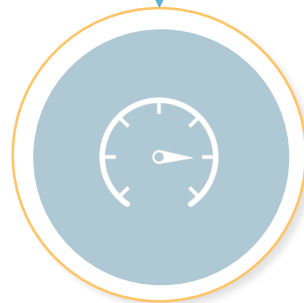
02. Strengthen clients & partnerships

Growth enablers under a new role created
under the Chief Growth Officer



Client Obsession

Invest in
strategic clients



Large deals acceleration

Specialized large
deals team



Strategic Partnerships

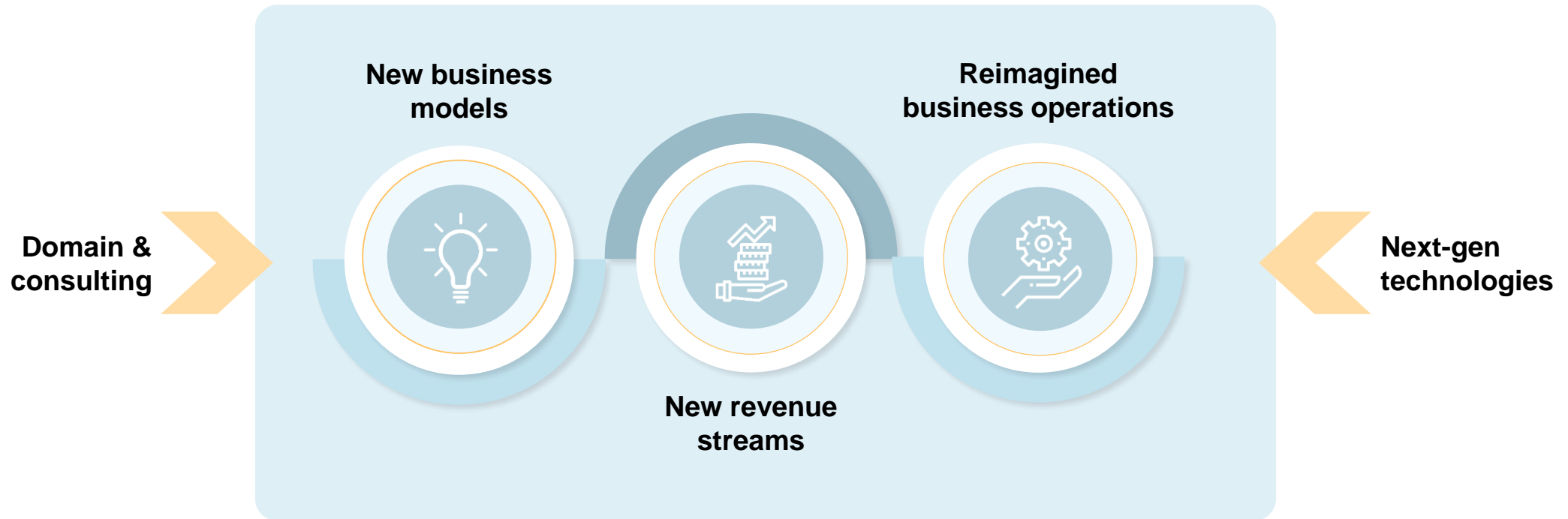
6 Hyper-growth
alliances



M&A

Strategic
M&A

03. Lead with business solutions



04. Build talent @ Scale

Scale talent muscle in both market making & execution

- Drive a very proactive performance management culture
- Hire top talents in key roles
- Promote new generation of Wipro talent



Ambitious program to hire deep subject matter experts & go to market leaders over the next 3 years



Reskilling legacy to next gen – a key imperative
Focus on cloud, Dev-ops, analytics & digital technologies



Localized talent muscle
Onsite hiring across next gen & traditional capabilities

Accelerate leadership diversity across...



Client facing leadership roles



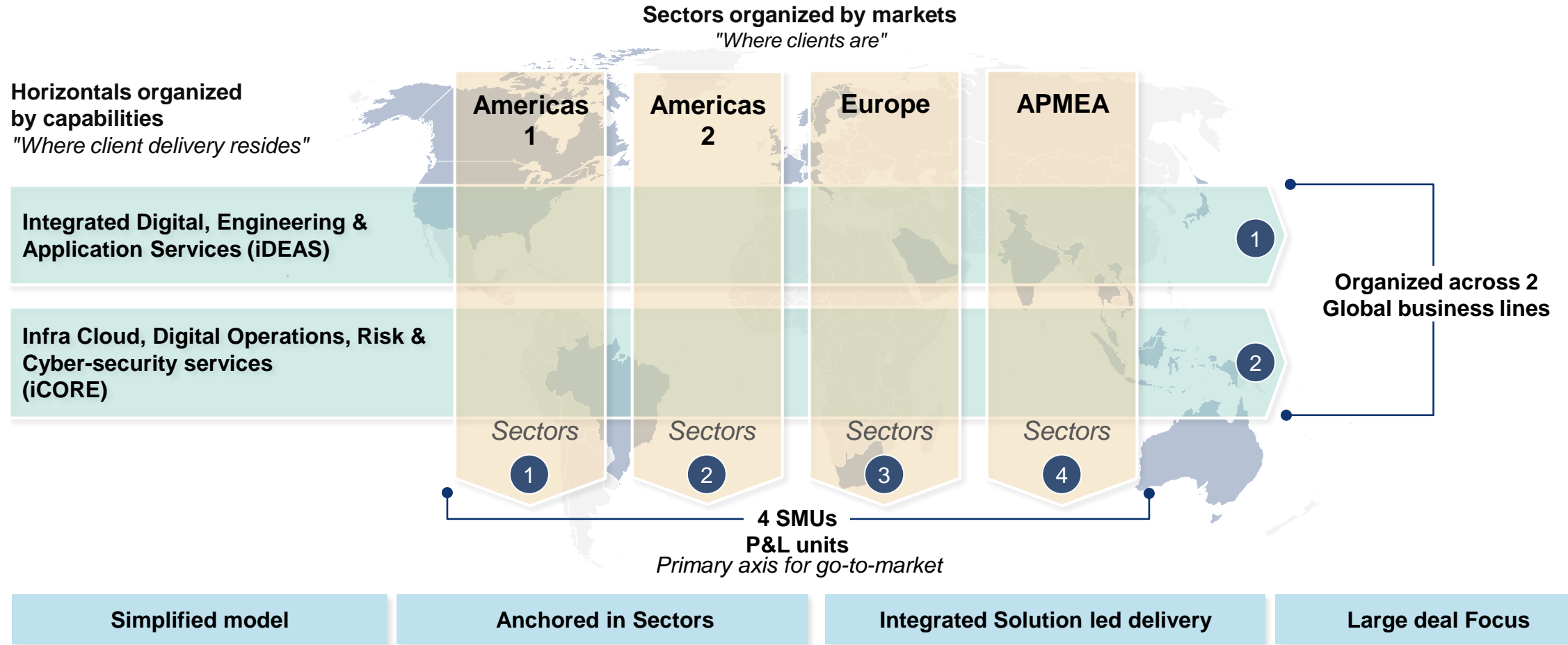
Gender diversity



Nationality composition

05. Simplified operating model

4 Strategic Market Units (SMUs), 2 Global Business Lines (GBLs)



Expected outcomes from the new operating model



**Organization centered
around our clients**



**Simplicity
over perfection**



**Become employer
of choice**

Creating sustainable value for our shareholders



**Accelerated
Revenue Growth**



**Sustained
margins**



**Robust cash
flow generation**



**Optimal Capital allocation
through dividend distribution
and share buyback**



Thank You

Thierry Delaporte
CEO & MD

