



BUILDING A BOLD TOMORROW.

Thierry Delaporte
CEO & MD

AGENDA

- 01 ● Our ambition & strategy
- 02 ● Progress on strategic priorities
- 03 ● The opportunity ahead of us
- 04 ● Our path to accelerated growth

01

Be a trusted partner
to our clients

02

Deliver value to our
clients as part of
their transformation
journey

03

Stay resolute in
our commitment
to the societies &
communities in
which we work
and live

OUR
VISION



OUR AMBITION IS TO BE

A true
global leader
in our industry

A
fast-growing
dynamic &
innovative
company

Known for
attracting
top talent from
different
industries

An
orchestrator
delivering
transformation
for our clients



FIVE STRATEGIC PRIORITIES

01

Accelerate growth focus and scale

02

Strengthen clients and partnerships

03

Lead with business solutions

04

Build talent @ scale

05

Simplified operating model

WE HAVE MADE SIGNIFICANT PROGRESS, AND THERE IS MORE TO BE DONE..

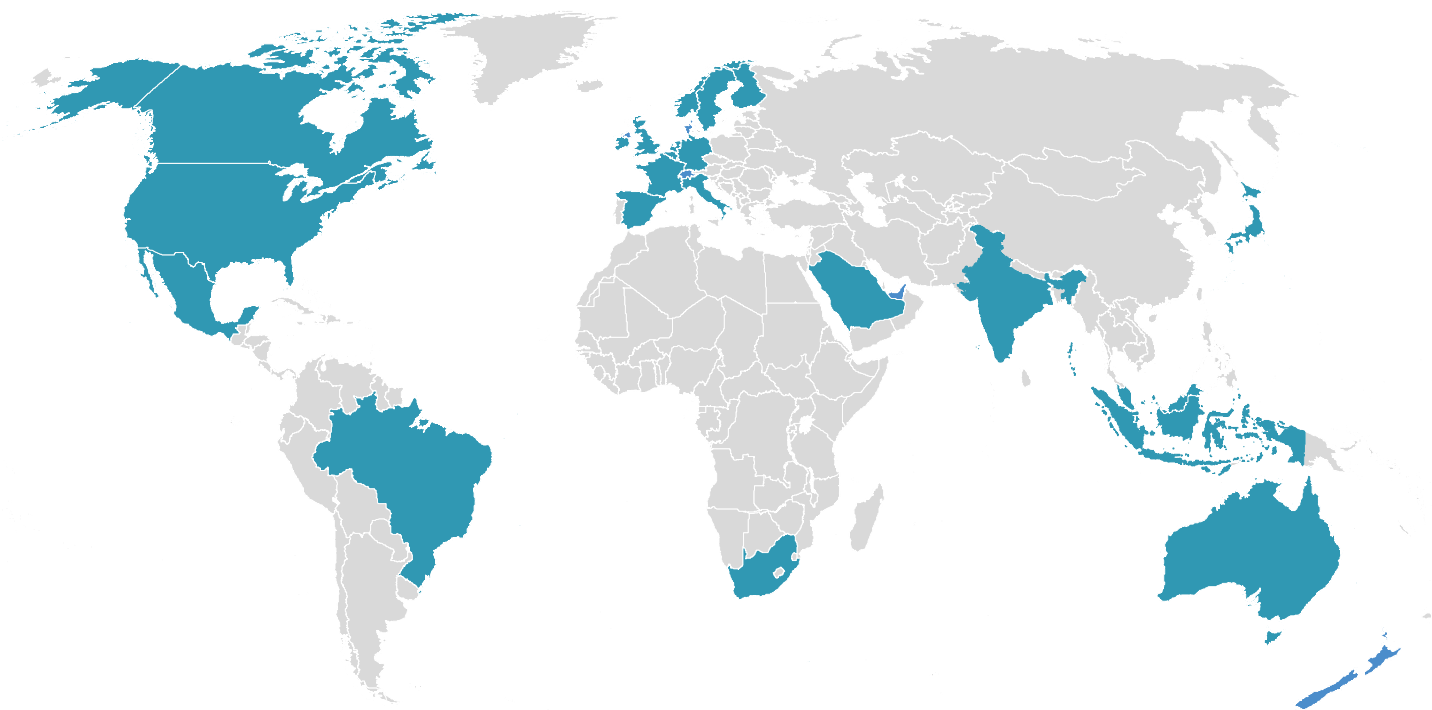


ACCELERATE GROWTH FOCUS & SCALE

- Annual revenue run rate of **\$10 Bn+**
- **4** out of **7** sectors in Americas grew **5%+** CQGR¹
- **4** of **6** countries in Europe grew ahead of company in past 4 quarters

1. Compounded Quarterly Growth Rate across last 4 quarters

 *Prioritized countries*  *De-prioritized countries*



STRENGTHEN CLIENTS & PARTNERSHIPS

01

Client Obsession

Top 10 grew **33%** YoY
in Q2'22; **~80%** of
\$30M+ deals won with
our strategic clients

02

Strategic Partnerships

Strategic partnership
organization in place

03

Large deals acceleration

Mega deal wins in US &
Europe; Large deals
TCV¹ growth of **80%** in
the past 4 quarters

04

Strategic M&A

Game-changing M&A in
Capco; focus on cloud,
cybersecurity, engineering in
priority sectors & geos

1. TCV is Total Contract Value





LEAD WITH BUSINESS SOLUTIONS

\$1Bn investment in Wipro FullStride Cloud Services; cloud ecosystem grew at a CQGR¹ of **6.4%**

Acceleration of Domain & Consulting services; CQGR¹ of **6.5%**

Next-Gen services contributing **20%** of total revenue growing at CQGR¹ of **10.1%**

¹ Compounded Quarterly Growth Rate across last 4 quarters





BUILD TALENT
@ SCALE

80% of senior leadership hiring in market facing roles

Ethnic diversity up by **15%**;
90+ women have joined our senior leadership in 2021

Building key talent of the future e.g., 'Cybersecurity by CyberSecurists'

SIMPLIFIED OPERATING MODEL

Org. & Culture Transformation

- Smooth & rapid transformation to simplified org. model
- Strong focus on client centricity and agile ways of working
- 5 Habits as a way of life

Delivery Transformation

- 4M¹ Delivery Model
- Delivery excellence
- Strong program management, automation
- Workforce transformation

Change Management

- Change & transformation approach to all initiatives
- Global best-in-class teams set up to drive growth programs and post-merger integration

Process & IT Transformation

- Investment in scalable internal systems
- Security Governance and Risk & Compliance remain a top priority

¹Model, Method, Machinery, Mindset

WE SEE A BUOYANT MARKET IN THE NEAR AND MID TERM...

OUR MARKET VIEW

01 “Business models are radically changing with technology platforms at the core of enterprise transformation strategy”

02 “Clients are rapidly pivoting to enterprise-wide transformation programs that drive business outcomes and require investment funding as a part of operating models with partners”

03 “Cloud is the single biggest opportunity. Cybersecurity, Data and AI, and engineering opportunity continue to be strategic and significant”

04 “Talent of the future will pivot towards companies with a strong purpose and a clear approach to ESG¹”

¹Environment, Social, and Governance

**AND WE ARE
JUST
GETTING
STARTED!**

Sustain growth momentum and win large deals

- Sales transformation
- Winning large deals in priority markets
- Leadership position with Strategic partners

Talent Obsession

- Enriching careers with a sense of purpose
- Embracing future of work & high-performance culture
- Superior employee experience & engagement

Accelerating growth hotspots

- Wipro FullStride Cloud Services
- Data and AI
- Cybersecurity
- Engineering and R&D

Driving operational excellence and profitability

- Delivery excellence
- Process & IT transformation

WINNING CULTURE AND PURPOSE AT THE CORE



THANK YOU

Thierry Delaporte
CEO & MD

