



Wipro Limited

October – December 2014

Presentation to Investors



Safe Harbor

This presentation may contain certain “forward looking” statements, which involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those that may be projected by these forward looking statements. These uncertainties have been detailed in the reports filed by Wipro with the Securities and Exchange Commission and these filings are available at www.sec.gov. This presentation also contains references to findings of various reports available in the public domain. Wipro makes no representation as to their accuracy or that the company subscribes to those findings.

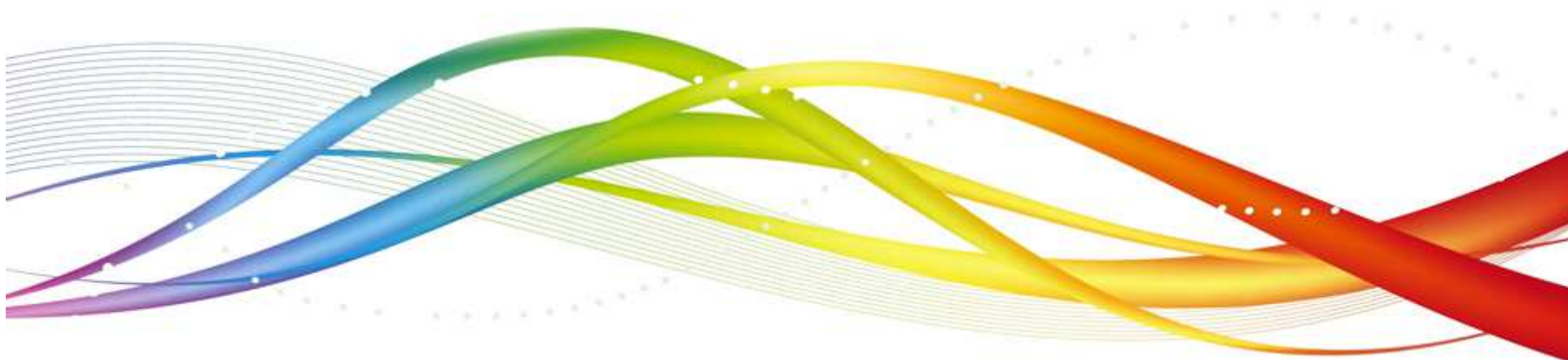
Agenda

1 Our track record on performance

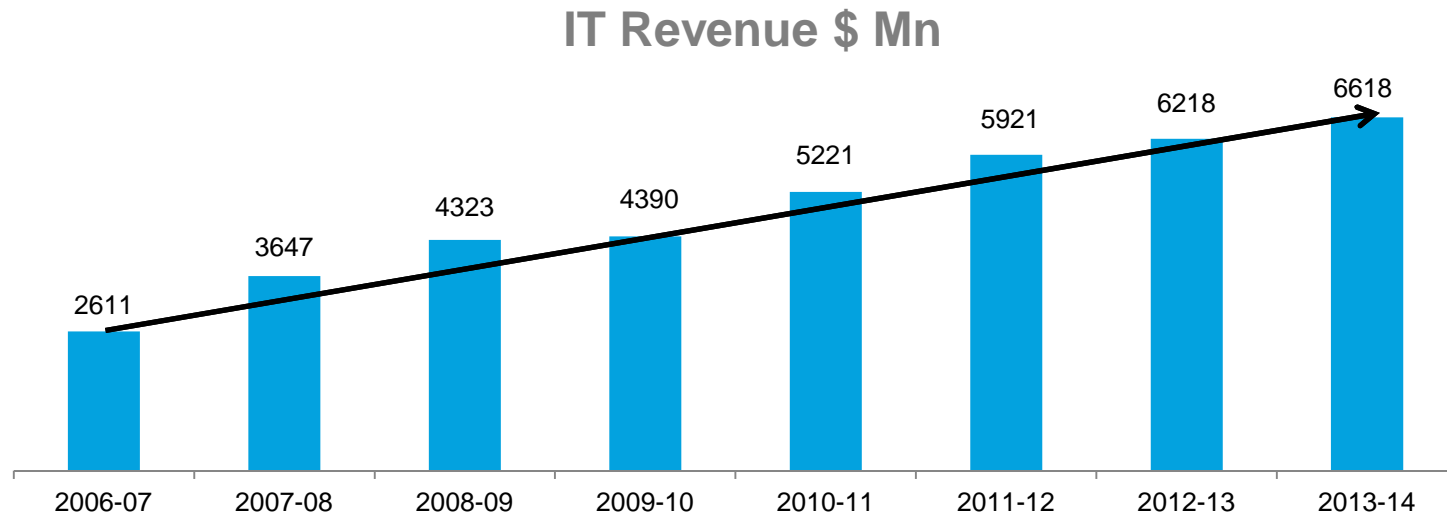
2 Overall Market Opportunity

3 Our Strategy

Track Record on Performance



Growth of IT Services business



Revenues for FY14 at \$6.6 billion

IT Services Business has grown at a CAGR of 14% in the last 7 years



Partner to Industry

- 1000+ active global clients
- 150+ Fortune 500 clients
- 50 new customers in Q2



Global footprint

- Listed on NYSE in 2000
- Present in >60 countries
- 51% Revenues from US



Diverse talent pool

- Over 154,000 employees
- 98 nationalities represented
- 30%+ women employees

Revenue Distribution

Revenue Distribution

Revenue contribution^a

Top 1 customer	3.5%
Top 5 customers	12.9%
Top 10 customers	21.5%

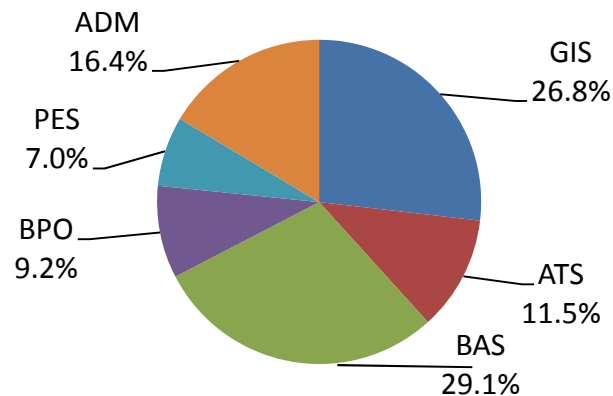
Customer Metrics

Customers >\$100 MN	10
Customers >\$1 MN	524

Strong contribution from top customers

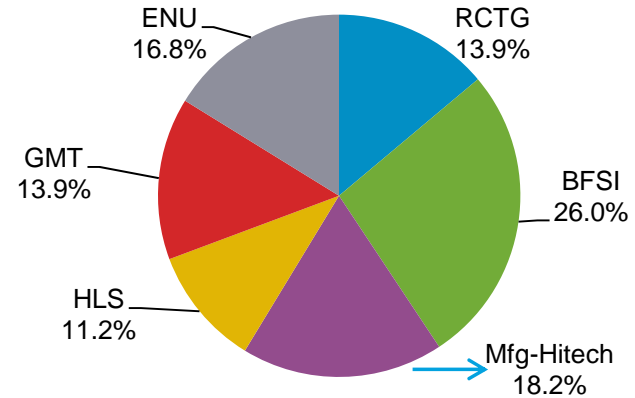
^aTrailing Twelve month basis

Service Line distribution



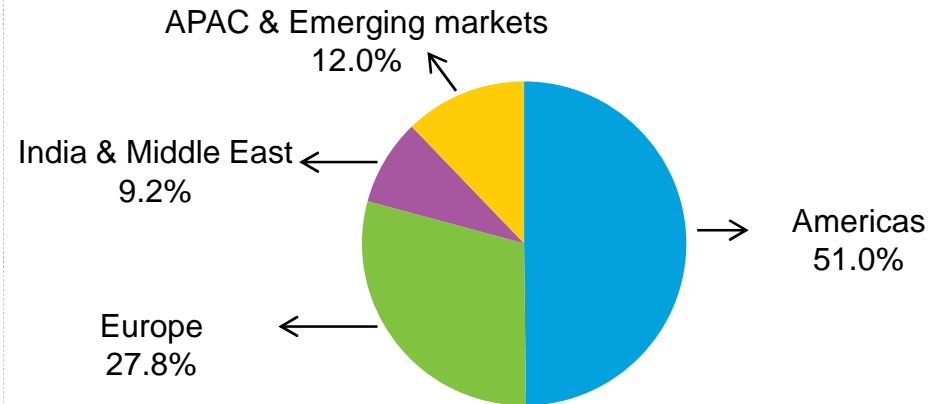
Integrated consulting constitute > 2% of revenues

Business Unit-wise share



Diversified BU portfolio to hedge sector risk

Geographical Distribution



Scale in developed & presence in emerging markets

Revenue well-diversified across verticals, service line & geographies

Strategic Partnerships

Accelerate Innovation | Increase RoI | Industry Expertise | Trusted Network | Emerging Technology

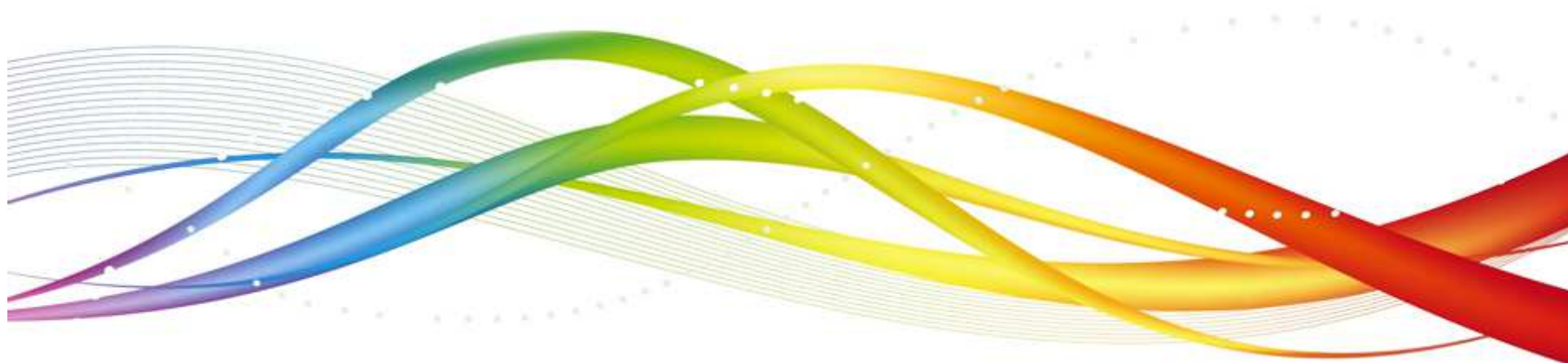
Strategic Alliance Portfolio



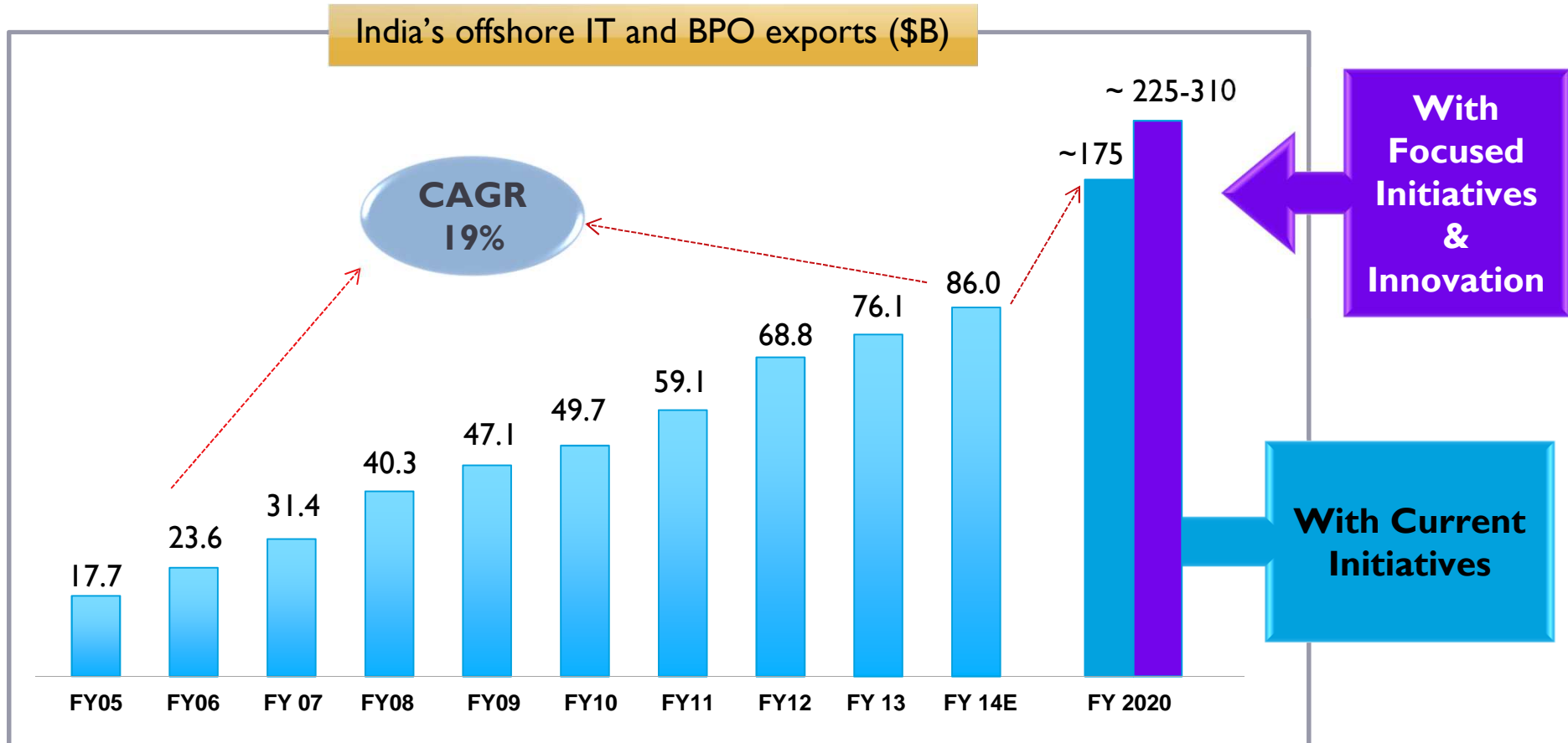
- ▶ Strategic initiatives across cloud, analytics, mobility
- ▶ Improved customer penetration and global go-to-market
- ▶ Co-innovation and co-creation of solutions
- ▶ Emerging market focus – reverse innovation of products
- ▶ Synergistic partnership ecosystem for the future
- ▶ Sell to, sell with, co innovate

Mega-alliance strategy places Wipro in a unique position in the world of consolidating 'stacks'

Overall Market Opportunity



India Off-shoring market

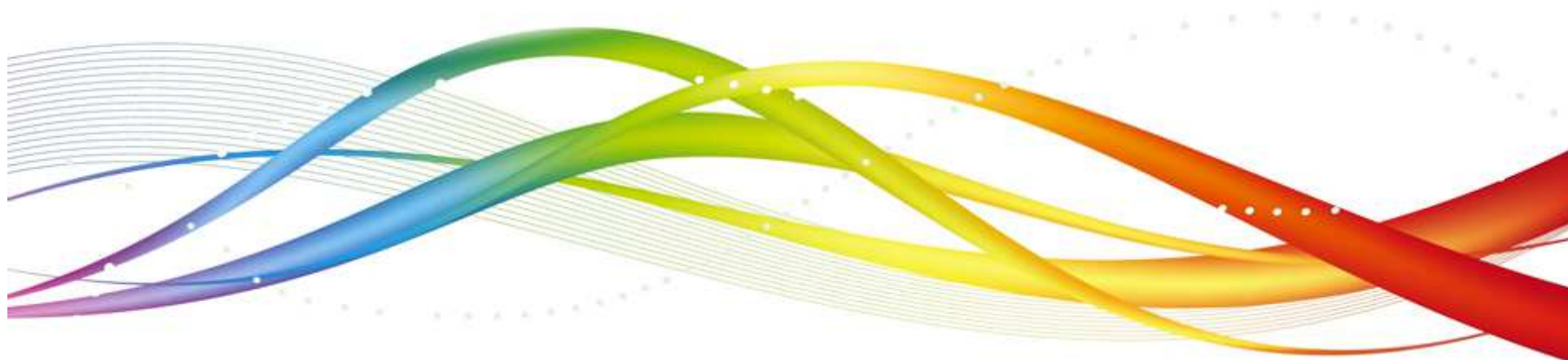


Long Term Fundamentals of the India Off-shoring story remain intact

India Off-shoring market is expected to grow at a CAGR of ~13-24% through 2020

Source: NASSCOM The IT - BPO Sector in India – Strategic Review 2013 & 2014

Our Strategy



5 market discontinuities that could transform the industry

1



Consumerization

- **Enriching consumer experience-** digital content leading to hyper personalization
- **Consumer insights & feedback** impacting product & services design and customer engagement channels
- **Mobile is** becoming the key channel for commerce
- **Multichannel** capabilities & front office systems to drive differentiation

2



Consumption Models

- **Variable consumption models-** Need for flexibility, speed , responsive & capex-light models driving innovations in pricing
 - E.g. outcome based pricing
- **'Business process as a service' (Utility Models) for Back office**
 - E.g. cheque processing
- **Middle office integration into back office to increase speed to market**
 - E.g. process control system unified in ERP

3



Regulation

- FACTA, Dodd Frank Act, Obama-care will ↑technology spending
- **New visa regulations** could change the model of global delivery

4



Complexity

- Managing **complexity of legacy businesses** in core areas
 - E.g. – Closed Book Processing
- **Cyber-security-** Protection of critical business & customer data is a key imperative for enterprises in face of sophisticated attacks

5



Changing Stakeholder Influence

- **IT decision making beyond CIO**
 - Increasingly technology budgets will move outside CIO office
- CMO, CFO & business heads to play key roles in IT decisions

Note: ERP is Enterprise Resource Planning, FACTA is Fair and Accurate Credit Transactions Act, CMO is Chief Marketing Officer

6 strategies to win at the marketplace



Our priorities drive our allocation of talent and resources



Focus on the Core

- **BPO**- Make big bets in areas like F&A
- **USA**- Gain Leadership
- **GIS** - Drive growth momentum to extend leadership
- **Big Bet areas**
 - Tangential play in Banking; Insurance
 - Focus on Germany



Leveraging Disruptions in Technology

- **Cloud**
 - Services ➢ 'Utility' Models (BPaaS)
 - Enablement Services ➢ Aggregator & Federator
- **Analytics & Big Data**
 - Consumer insights, Pricing Analytics etc.
- **Mobility** - Process Transformation approach



Transforming Selling

- **Key Account Focus**
 - Global Client Partner model for T125 accounts
- **Selling to stakeholders other than CIO**
 - Business & Consultative approach



Building Solution & People assets

- **Vertical expertise** industry specialization
- **Domain skill** e.g. eco-energy, cyber- security
- **SI Expertise** in Niche products
- **IP creation & Patent strategy**
- **Enterprise & Technology Architect pool**
- **Program management** - PM academy



Building World class Eco-systems

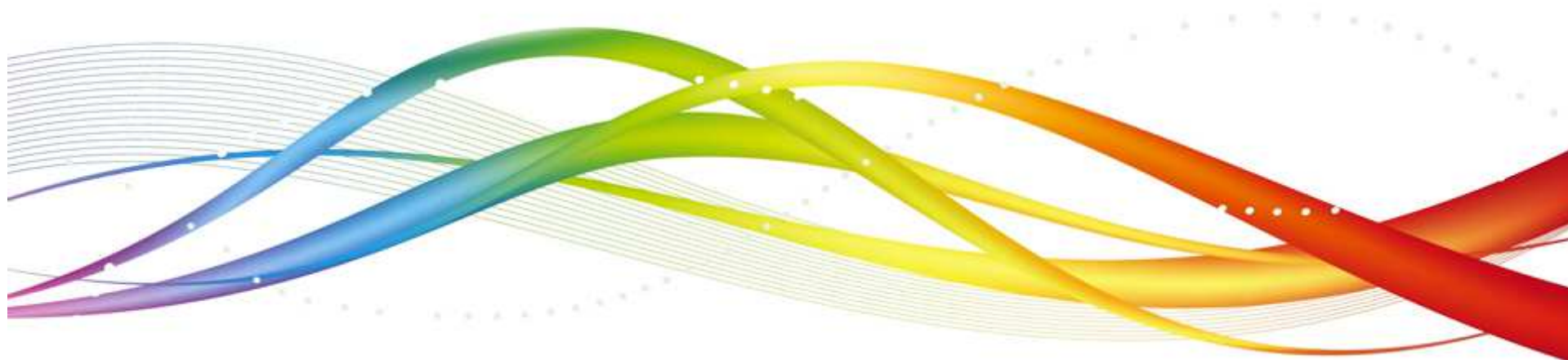
- | | |
|---|-------------------------------------|
| 1 M&A | 2 Alliances |
| Domain & Technology | SAP, MS, Cisco, SFDC |
| Geo focus on Germany | EMC, Oracle, Workday |
| 3 Captives | 4 Strategic stake |
| In Vertical like Banking, and Insurance | In niche pioneers like Opera, Axeda |



Delivering Certainty and Efficiency

- **Hyper-automation & Excellence**
 - Increase automation; de-skill tasks
 - Build competence to ↑ operational efficiency

Annexure - Key Highlights



Financial Summary for the Quarter Ended September 30, 2014 (IFRS)

Wipro Limited

	Q2 15 (Rs million)	YoY Growth
Revenues	116,838	8%
Results from Operating Activities	23,062	3%
Net Income	20,848	8%

- ▶ Revenue and Net Income of the Company grew 8% YoY in the quarter
- ▶ Robust Operating & Free Cash Flow generation at 66% & 55% of Net Income respectively
- ▶ Gross Cash position of INR 200,038 million

Gross Cash is sum of Cash & Cash Equivalents, Available for Sale Investments(Current) and Interest bearing deposits with corporates (Other Current Assets) from the financials
Net Income refers to 'Profit for the period attributable to equity holders of the company'

Operating Cash Flow refers to 'Net Cash generated from Operating Activities on the Cash Flow Statement

Free Cash Flow (in Rs Mn) (11,510) is computed as the aggregate of Operating Cash Flow (13,833) , 'Purchase of PP&E' (-2,586) , and 'Proceeds from Sale of PP&E' (263) from the Cash Flow Statement

Highlights of the results

Segments	Revenue (Rs million)	YoY Growth	Segment Results (margin) (Rs million)	YoY Growth
IT Services	109,235	8%	24,023	6%
IT Products	9,152	-2%	62	-59%

- ▶ IT Services USD Revenue grew by 1.8% sequentially and 8.6% on a YoY basis
- ▶ IT Services USD Revenue grew by 3.0% sequentially on constant currency basis
- ▶ During the quarter we won our largest outsourcing deal with ATCO Corporation
- ▶ \$50 million+ accounts increased by 1 to 30
- ▶ IT Services Margins was 22.0%. IT Services Margins includes profit on sale of a strategic investment during the quarter



Thank You

