

Wipro Limited

Presentation to Investors

Jan-Mar 2009

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.

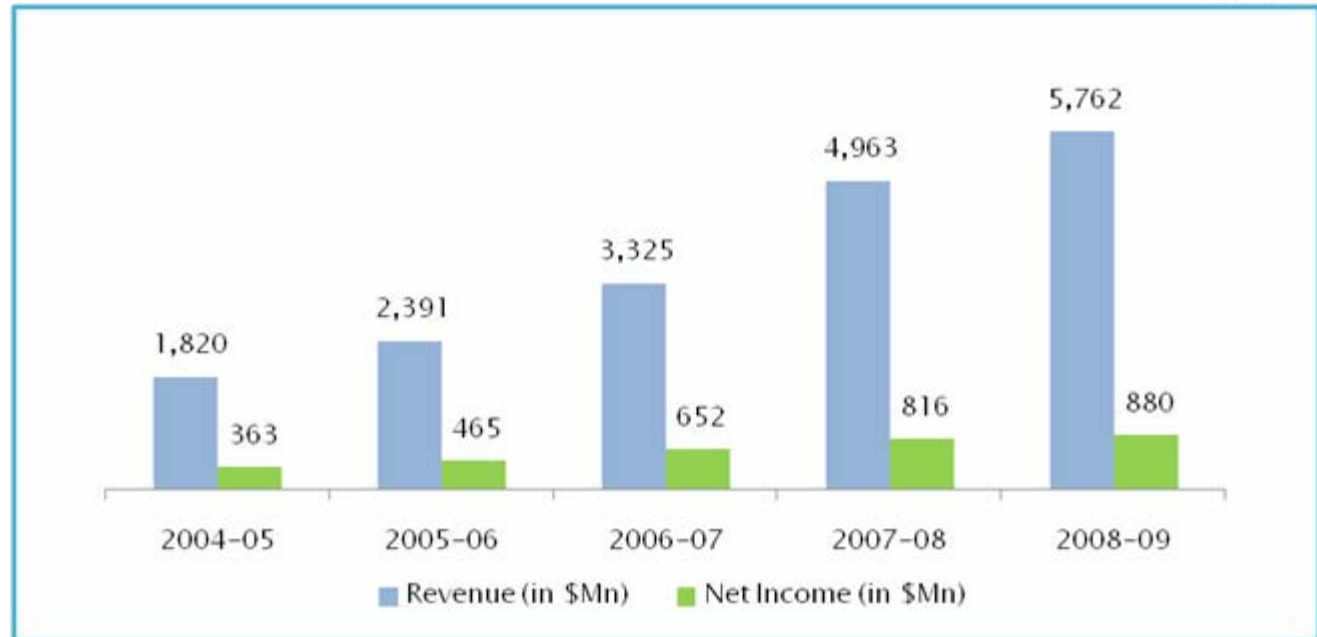
Overview of Wipro Corporation Performance

1. Incorporated in 1945
– Businesses include
 - IT Business;
 - Consumer Care & Lighting; and
 - Infrastructure Engineering

2. Revenue for the corporation at \$5.7 billion for 2008–09

3. Total Employees
~100,000

4. IT Services revenue touches \$4.3 billion



- Wipro Corporation revenue at Rs.255 billion for 2008–09, 28% YoY
- 5 year CAGR of Revenue 34% and Net Income of 30%
- IT Services contribute 75% of Revenue and 92% of PBIT – Revenue growth of 31% and PBIT growth of 29%
- IT Products account for 14% of Revenue and 3% of PBIT – Revenue growth of 31% and PBIT growth of 21%
- Non IT business contribute 12% of Revenue and 5% of PBIT

*All numbers are IGAAP Financial numbers translated into USD on the basis of realized exchange rate

Challenging Global Environment

Wipro Resilience

Performance

- Leader among Global and Indian Tier 1s with 18.5% yoy growth for the year
- Strong operational performance with improvements in Utilization, Offshore mix and pricing defense

Diversified Portfolio

- Good Vertical balance with no over-dependence. No vertical contributing more than 30%
- Diversified Geographical presence with proactive investments in emerging geographies – India and Middle East growing at around 40% year to date
- Broad portfolio of our differentiated Service line offerings growing upwards of 20% yoy

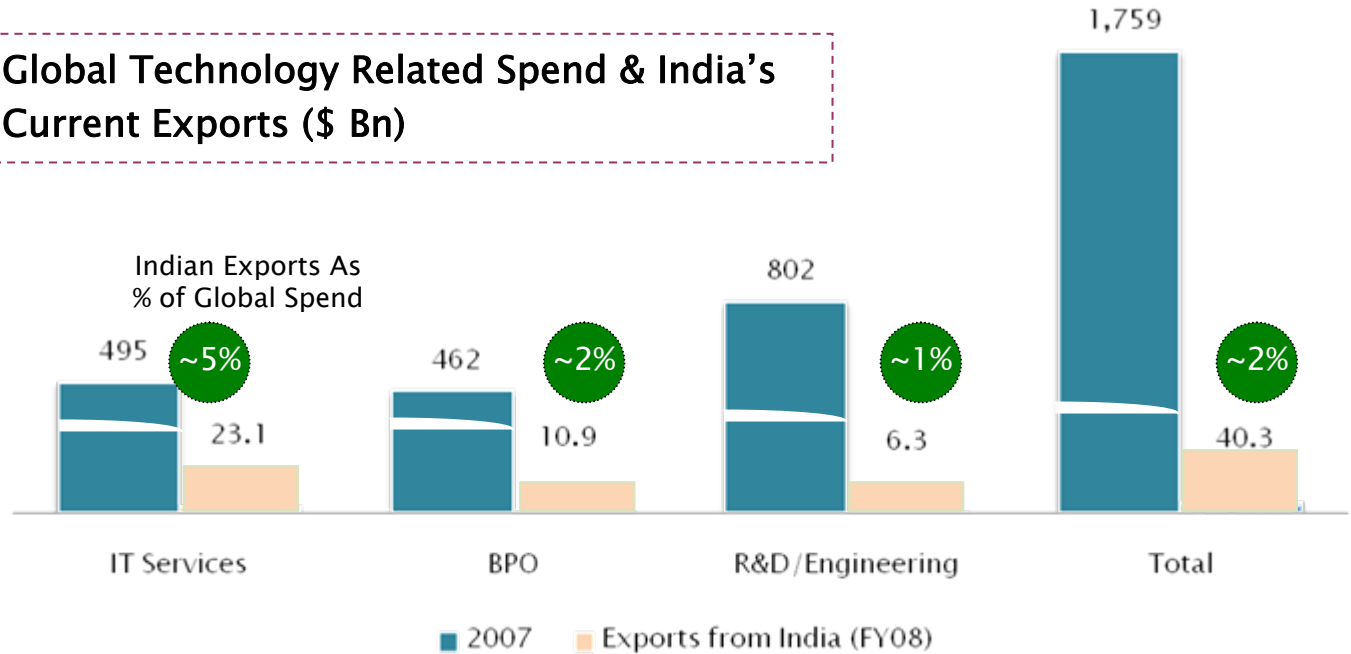
Customer Mix

- Diversified customer portfolio. No customer contributing more than 3% – dependencies on individual customers minimum
- Strong account mining strategy – 2 accounts greater than \$100 million. 17 Accounts in excess of \$50 million with a consistent upward trajectory

Offshore Still Small Part of Overall Spend

1. Despite the growth India has seen in Global IT Services market, it is still a very small proportion (~2%) of global spend

Global Technology Related Spend & India's Current Exports (\$ Bn)



Source: Nasscom Review, 2008

Relative Growth Rates Demonstrate This –
Global IT Spend Growth Rate ~5% (CY 2007); Growth of Indian Exports 28% (FY08)

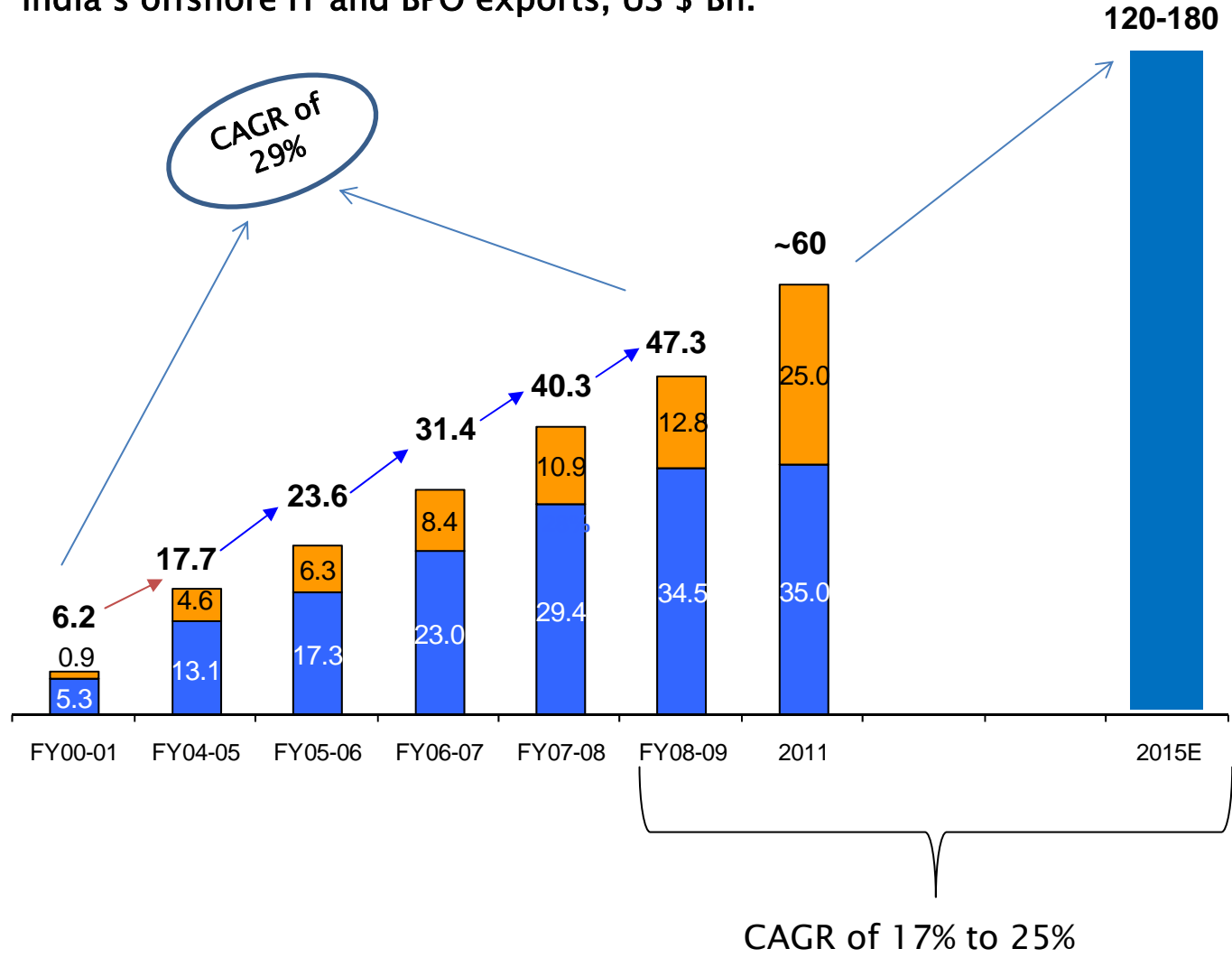
*Scale adjusted for better readability

India Story becoming Stronger



India's offshore IT and BPO exports, US \$ Bn.

- 1. Industry continues strong momentum - grew 17% in FY09
- 2. IT-BPO exports could reach a size of \$120-180 Bn by 2015 ; CAGR of 17-25% from FY08-09



Source: NASSCOM McKinsey report

How do we capitalize on the opportunity?

...Through our differentiators – Current and Prospective



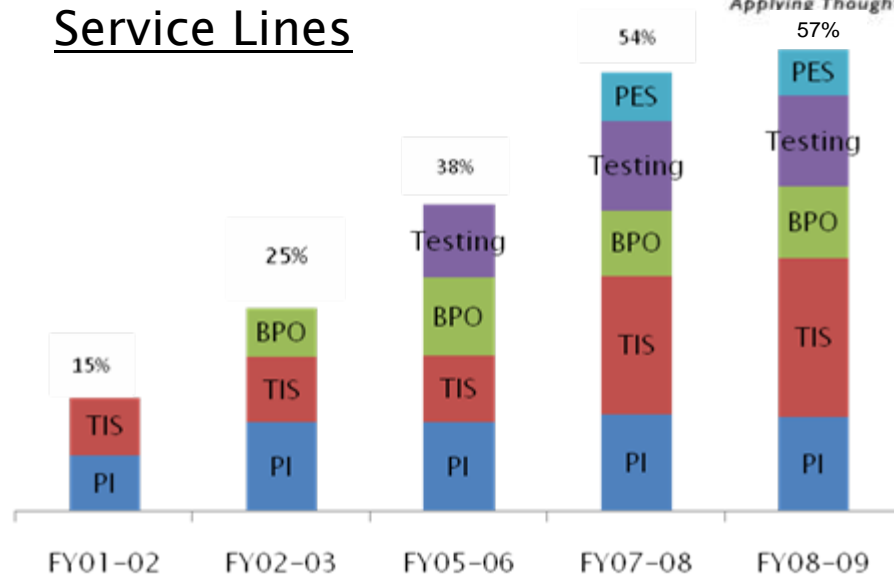
Wipro Strategy: 1. Incubation

Investing Early for Strong Future

Verticals

- Investments in Vertical structure as early as 1999
- Verticalization resulting in deep rooted domain competence
- Deep domain competence facilitates engagements with cost / service transformation – need of the hour from the perspective of customers
- Model designed to facilitate scalability
- Creation of new verticals on segments reaching scale –Healthcare & Services SBU created in 2009

Service Lines



Comprehensive Service Line portfolio

PES was made into a Service line to focus on newer verticals
PES: Product Engineering Services; PI – Package Implementation
TIS: Technology Infrastructure Services

Markets

- Investments in newer geographies ahead of time – Early foray into Europe, India and Middle East
- Aligning balance between “Global Spend” and “Growth in Spend” – able to tap growth opportunities in Emerging Markets

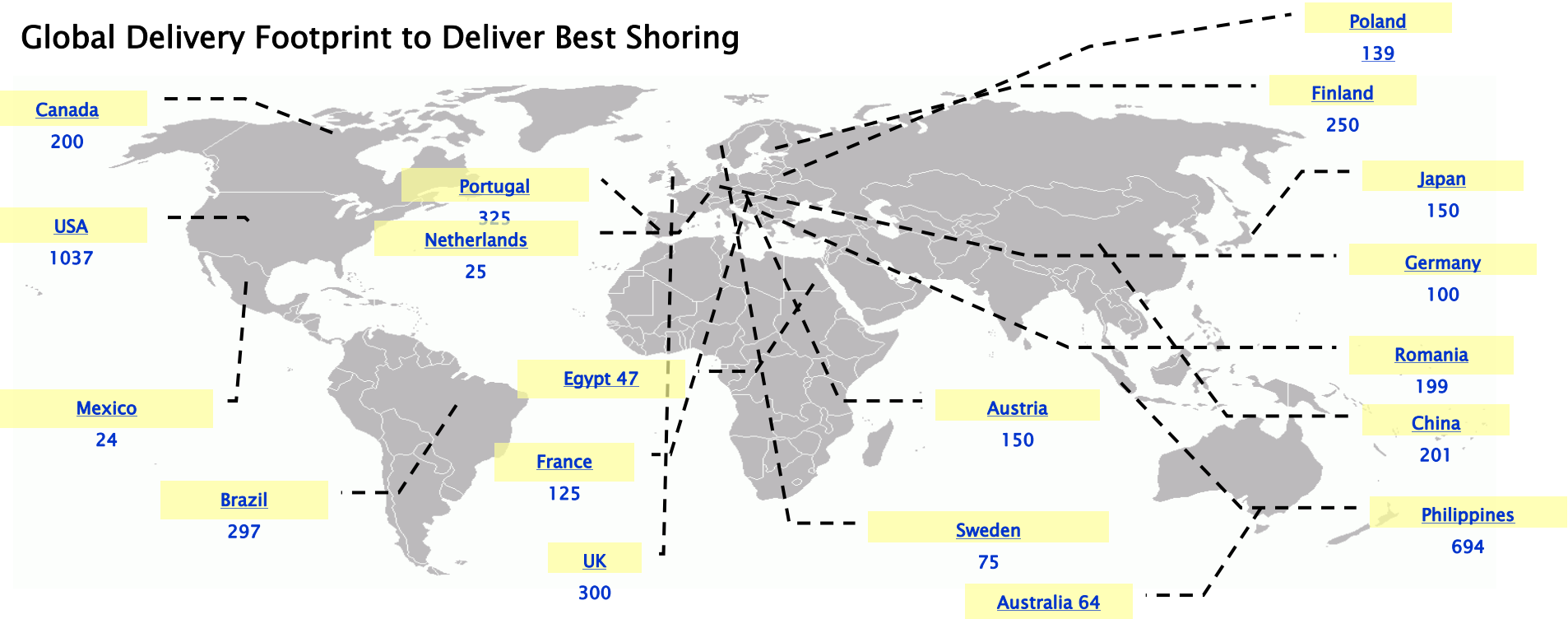
Tapping Opportunities across the 3-Dimensions of Business

Re-defining the Global Delivery Model

Approach to Optimize Delivery Locations

- Design ideal mix of onshore, offshore and best shore based on client’s business needs and value hierarchy
- Provide integrated applications, BPO and ITO Service Delivery from Global Service Centers
- Provide near-shore capabilities with specialized skills aligned with customers’ business needs from Regional Centers
- Create more leadership globally

Global Delivery Footprint to Deliver Best Shoring



Leverage Growing Global Presence

Wipro Strategy: 3. Adaptation

Innovative Delivery Methodology

- Understanding customer and his needs better
- Moving from doing what is contracted to being a partner in solution success
- Internal partnerships to create value for the customer
- Relationship building, Excellence in governance
- Partner of choice

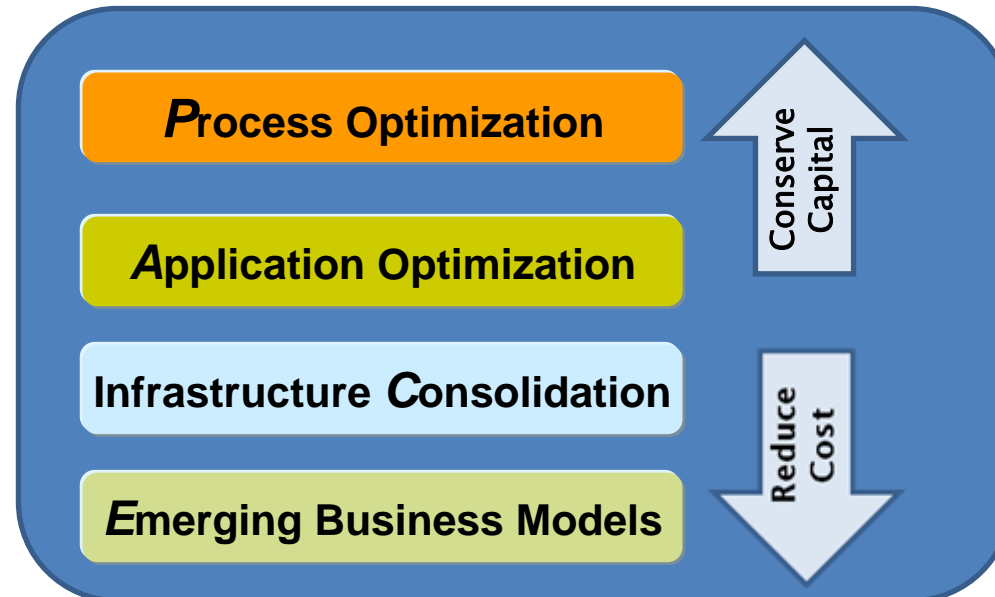


Proprietary Delivery Methodology Guarantees Best-in-class Productivity

Performance And Capital Efficiency – “PACE”

A set of service offerings from Wipro to address key requirements of companies in this downturn – Capex and Opex reduction

1. These offerings are focused on four areas – IT Savings, IT Transformation, IT Rationalization, and Post Merger IT integration – which are the top priorities for companies today
2. Each offering leverages the full breadth of Wipro’s capabilities from Consulting, App Dev and Maintenance, Infrastructure, Data Centers, and BPO.
3. These services incorporate emerging technology innovation in Cloud Computing, Grid Computing, Green IT, and SaaS
4. In addition, these services are also offered with service contextual business models like Outcome Based Pricing, Shared Benefit Pricing, Capital Cost Variablization, and SaaS



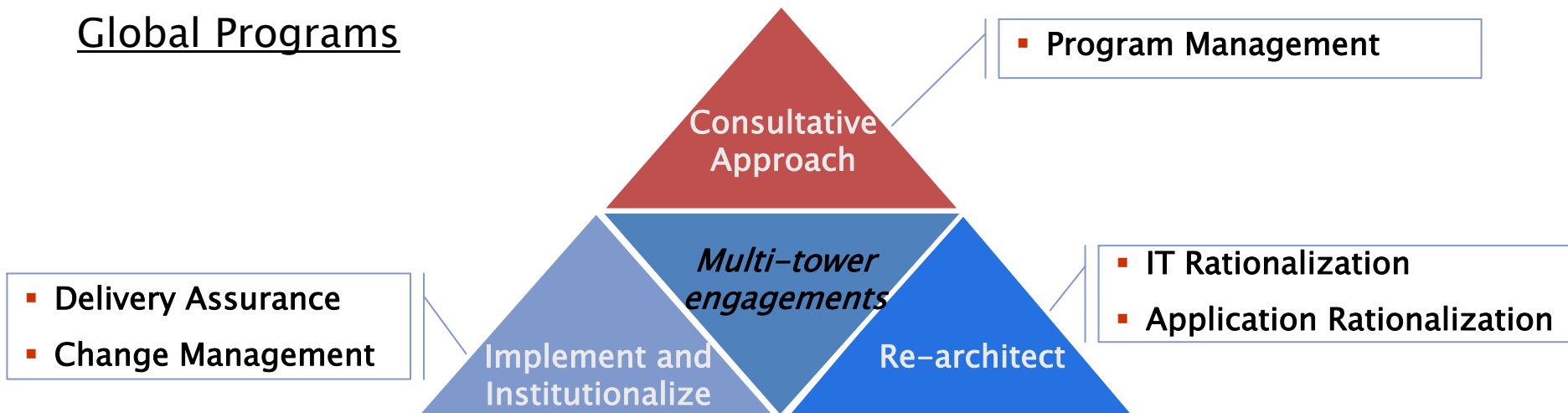
Addressing Shifts in Business Environment

Consulting

1. Consulting aligned to accelerate growth
2. Dedicated MEGA / GAMA account alignment
3. Single services channel for Verticals/ Accounts/ Analysts
4. Comprehensive market-aligned advisory services
5. Single accountability for thought leadership
6. Single support services group



Global Programs



1. Focus on Large, Complex, Multi-tower Organization
2. Solution sale , integrating various service lines
3. Transformation & business process and business outcome focused
4. Significantly enhanced risk management capability and Large change management capability
5. Strong joint governance processes

Addressing Shifts in Business Environment




Acquisition Strategy

1. Enhancing domain and technology competence
2. Expanding Service Line portfolio
3. New geographies
4. String of Pearls acquisition strategy to fill strategic gaps

1. Infocrossing – Transformational deal for Wipro:
Infocrossing's Pan-US Local Hosting Capabilities with a Managed Services Layer providing a significant competitive advantage in large TOS deals
2. CITOS – Committed business from Citigroup of at least US\$500 million over 6 years for a consideration of \$101 million (net of cash) on an equated offshore basis.
Exclusivity of TIS services for Citigroup out of India and Preferred Vendor status for ADM work delivered out of India

Mega Alliances



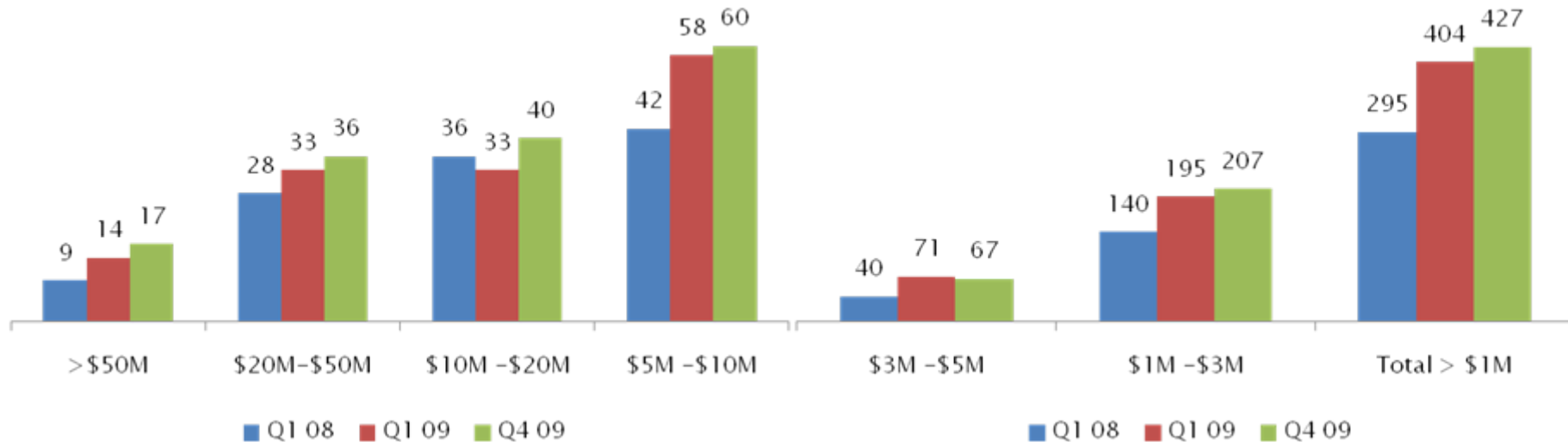
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1. Enhanced customer value proposition
 2. Improved customer penetration and global go-to-market
 3. Co-innovation and Co-creation of Solutions
 4. Emerging Market Focus
 5. Synergistic Partnership ecosystem for the future

Wipro Strategy: 5. Account Focus

Customer Focused Strategy



Customer Size Distribution*

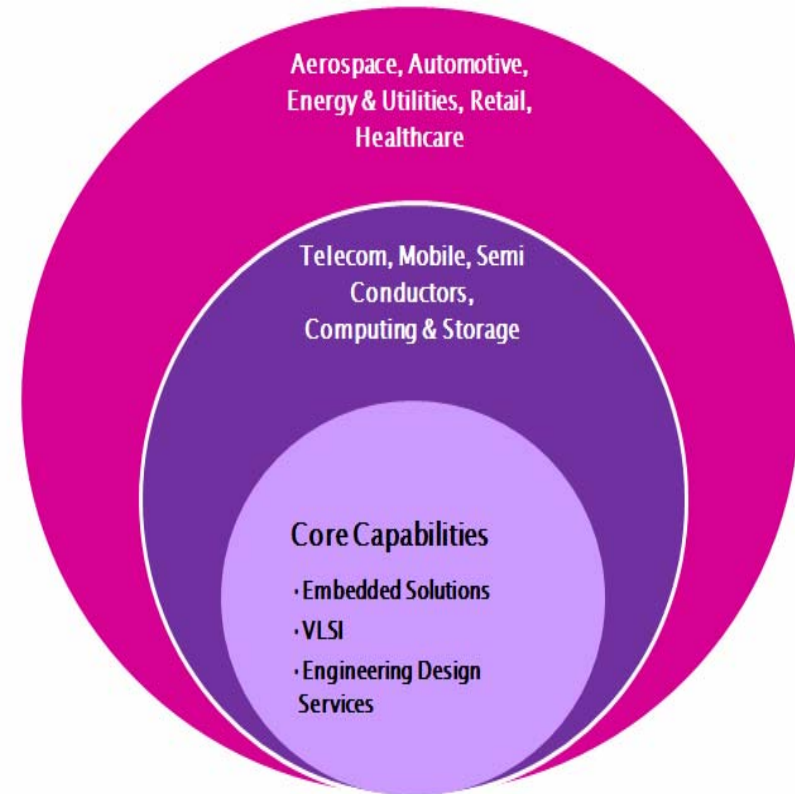


1. Strong account mining strategy in place – \$1 Million + accounts increased to 427 from 295 over 8 quarters (growth of 45%)
2. Focus across Service-Lines & Verticals to drive growth from MEGA & GAMA accounts
3. Restructuring the client-facing team to add domain richness and consulting

*Trailing 12 months

Leadership in R&D business

- Revenue of \$867 million for 2008–09
- 18000+ talent pool engaged in R&D Services
- Largest player based on headcount
- World's largest independent team of Hardware Design Engineers of 1,900
- Leaders in Telecom OEM
- Addressing new segments through this differentiated capability with lot of traction in Aerospace, Defense, Automotive, Healthcare, Retail and Energy & Utilities
- Electronics is becoming a big proportion of manufacturing and design spend of customers – Untapped opportunity. Able to address this spend through our PES capabilities





Wipro Differentiators India & Middle East

1. Revenue of Rs. 47 billion (\$1.1 billion*) ; Yoy revenue growth of 34% and EBIT growth of 35%
2. Leadership position in India, pioneer in Middle East
3. Best of breed partnerships
4. Transformational customer engagements – Some of the largest deals won by Wipro like Aircel, ESIC,
5. Incubator of global service lines
6. Leaders in Systems Integration

Consulting	Process, IT Governance, e-Governance, Security, Strategic Cost Reduction
Business Solutions	Package Application, Business Intelligence, Application Development & Management
Professional Services	System Integration, Infrastructure Management Services, Application Support
Infrastructure Products	Platforms, Networking, Storage, Enterprise Management & Security
Total Outsourcing	IT, Process Strategy Formulation and Alignment to Business



* INR Revenue converted to USD based on realized exchange rate of IT Services Revenue

Comprehensive IT Solutions Portfolio

TIS – A Complete Portfolio of Services

Consulting
&
Sys
Integration

Managed
Services

Technical
Support
Services

Enterprise
Service
Mgmt

Managed
Security
Services

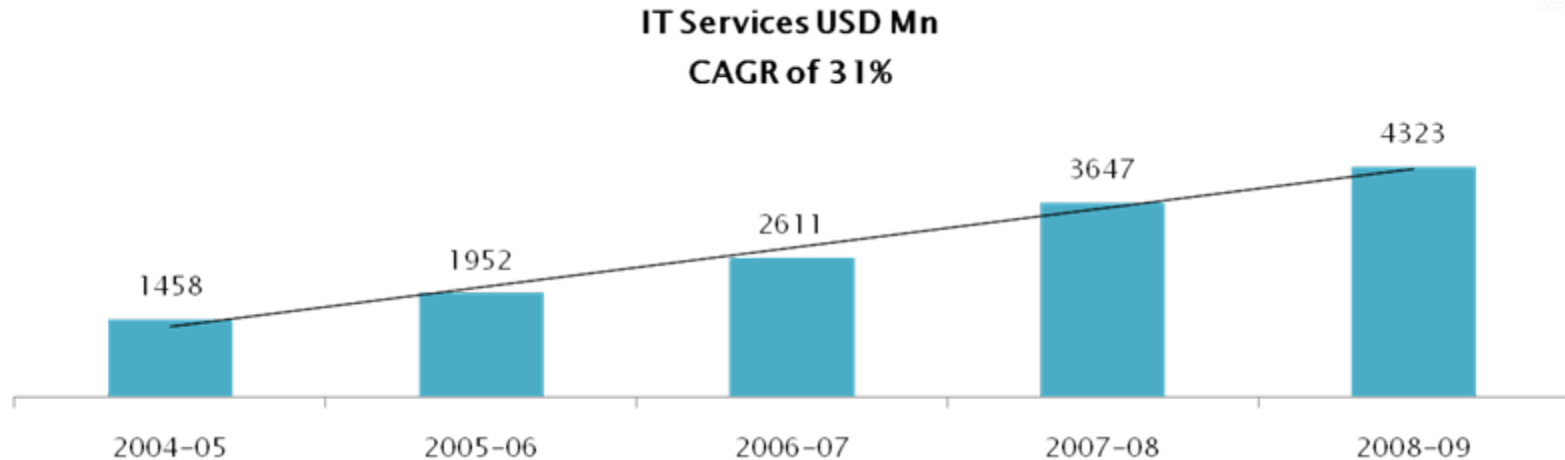
Managed
Hosting

Main-
frame
Services

IFOX

- **Transformational Outsourcing**
 - Changing the IT landscape of our customers – through Transformation Consulting & SI Services, across Platforms/Storage/Networks
- **A superior value proposition for Global IT Outsourcing Deals**
 - Leveraging on Infocrossing's world class Data Center Services capabilities to address Global IT Outsourcing deals involving management of customer's strategic IT assets
 - Augmentation of Managed Services portfolio through addition of high end Managed Mainframe Services
- **Transformation from Remote Infrastructure Management to IT Infrastructure Outsourcing**
 - Robust onshore front-end to address IT Outsourcing as opposed to only Remote Management

Unleashing the Value of Total Outsourcing



Our Combined IT Products and Services business at \$4.9 billion in 2008-09

Partner to industry leaders

- 863 active global clients as on 31 March 2009
- 191 Global 500/Fortune 1000 cos.

Global footprint

- Listed on NYSE
- 54 countries
- ~13,000 employees Onsite across geos

Diverse talent pool

- Over 97,000 employees
- One of the most preferred employers for top class talent (Survey by Hewitt Associates, Fortune Magazine, and The RBL Group, 2007)



IT Services - Highlights for the Quarter & Year ended March 31, 2009



- IT Services Revenue for the quarter in constant currency was \$1,058 million, beating the guidance of \$1,045 million
- IT Services Revenue in dollar terms for the year was \$4.3 billion, a YoY growth of 18.5% (22.3% in constant currency). In Rupee terms, IT Services Revenue for the year was Rs. 192 billion, a YoY growth of 31%
- Our million dollar accounts increased from 362 to 427 over the last 4 quarters
- Revenues for the quarter from Fixed Price Projects went up sequentially by **210bps** while Offshore mix improved **195bps** sequentially
- Onsite rates moved up **2.6%** on a yoy basis, while offshore rates moved up **3.1%** on a yoy basis
- Solid execution on operational parameters resulted in improvement of margins by 120 basis points sequentially ; Adjusted for one-time PDD impact in last quarter, margins improved by 60 basis points
- Completed **acquisition of Citi Technology Services**



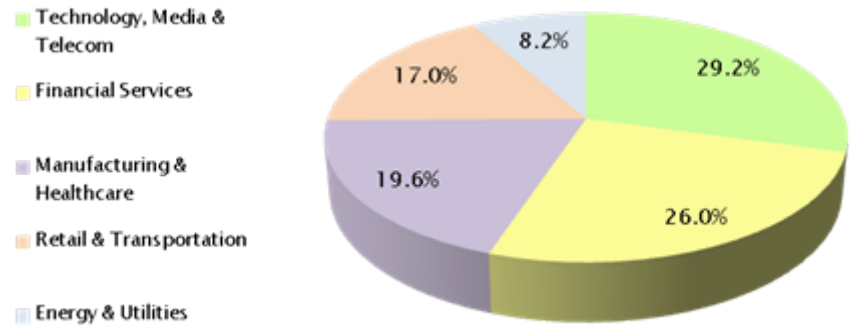
Strength of De-Risked Business Model

Revenue contribution of Top customers for FY 2008-09

Customer Concentration (% of revenue)	
Top customer	2.5%
Top 5	11.2%
Top 10	19.8%

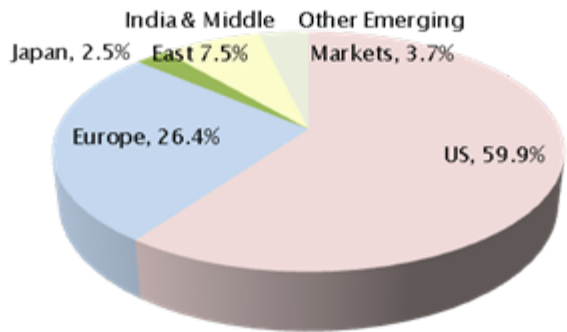
- No customer contributing more than 3%
- 427 customers with \$1 million revenue on trailing 12 month basis

Vertical distribution for FY 2008-09



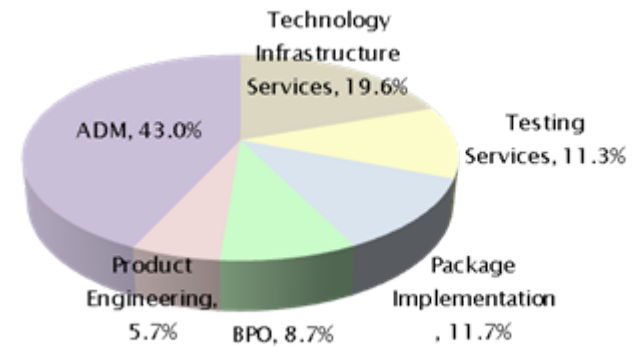
- Diversified Vertical portfolio, with no vertical contributing more than 30%

Geo distribution for FY 2008-09



- US contributes 60%.
- Strong presence in India / Middle East / Emerging markets
- Balance to align Global spend and Growth in spend

Service line distribution for FY 2008-09



- Differentiated Service lines contributing 57% of Revenues
- Total integrated consulting revenues constitute 2% of Revenue

Performance Highlights

Non IT business



Wipro Consumer Care and Lighting (WCCL)

- For the quarter, Wipro Consumer Care and Lighting (including Unza) recorded Revenues of Rs.5,164Mn, a growth of 7% YoY and PBIT of Rs. 683 million, a growth of 8% YoY
- SANTOOR, our flagship brand has No.1 position in Rural South India with 16% market share in value terms (Jan/Feb'09). All India market share increases to 8.4% (vs. 7.9% last year)
- Unza Products Enchanteur and Romano launched in India and doing well
- New Range of open office architecture furniture launched
- Our International acquisition "UNZA" continues to deliver good value growths in Malaysia, Indonesia, Indo China and Middle East. Constant currency growth rate for FY09 is 13% - ahead of Industry growth rates for South East Asian markets

Wipro Infrastructure Engineering (WIN)

- Wipro Infrastructure Engineering impacted by the sharp global slowdown in investment in multiple sectors, driven by economic uncertainty
- Fundamentals of the sector remains intact, with investments targeted across India, China and US for revival of economies
- Continue to invest with focus on increasing global market share, and Water and Renewable energy

Strength of our Balance Sheet



- Operating Cash Flow generation of Rs.36 billion (\$710 million) for the year 2008–09
- DSO at 60 days as on March 31, 2009 as against 67 days in the same period previous year
- Total Cash at Rs. 70 billion (\$1.4 billion) in the Balance Sheet as of March 31, 2009. Cash Balance net of short term debt is Rs. 31 billion (\$615 million)

Looking Ahead



- The value proposition of the Outsourcing in general and Offshoring in particular has only strengthened
- Our deal wins have been strong, and we have generated a robust deal pipeline
- Looking ahead, for the quarter ending June 30, 2009, we expect the Revenue from our IT Services to be in the range of \$1009*Mn to \$1025*Mn

* Guidance is based on constant currency exchange rates, GBP/USD at 1.43, Euro/USD at 1.31, USD/INR at 50.25



WIPRO
Applying Thought

Thank You for your time