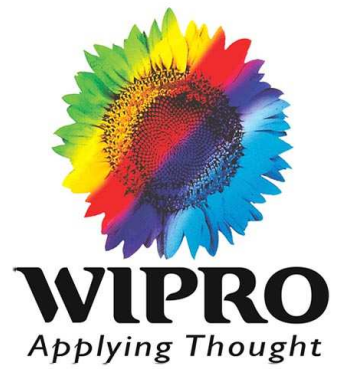


Safe Harbor

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.



Global Infrastructure Services



Infrastructure Services is a large Opportunity

Total IT Services market : \$980Bn in 2015 growing to \$1066Bn by 2017

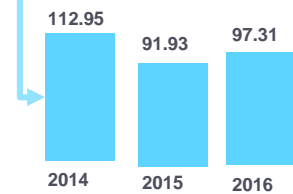
Gartner Forecast: IT Services, Worldwide, 2012-2018, 4Q14 Update

| GEO | 2015 Market share | CAGR |
|-------------------|-------------------|-------------|
| US & Canada | 39.2% | 4.1% |
| Europe | 30.0% | 2.1% |
| APAC | 24.8% | 3.1% |
| Rest of the World | 6.0% | 7.0% |
| Total | 100% | 3.5% |

| Practice | 2015 Market share | CAGR |
|------------------|-------------------|-------------|
| Datacenter | 35.7% | 7.3% |
| EUC | 11.6% | -0.3% |
| Network | 11.8% | 0.1% |
| SI | 15.9% | 2.9% |
| Infra Consulting | 5.5% | 5.4% |
| Product | 19.5% | 0.4% |
| Total | 100% | 3.5% |

Large renewal market

Total market Size or renewal deals (\$ bn)*

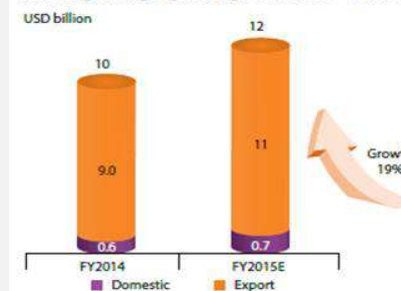


Total market size of Renewal is ~\$190Bn in next two years

Source : ISG

"IS Outsourcing: Fastest growing segment: NASSCOM

Fastest growing segment; growth rates ~2X industry growth

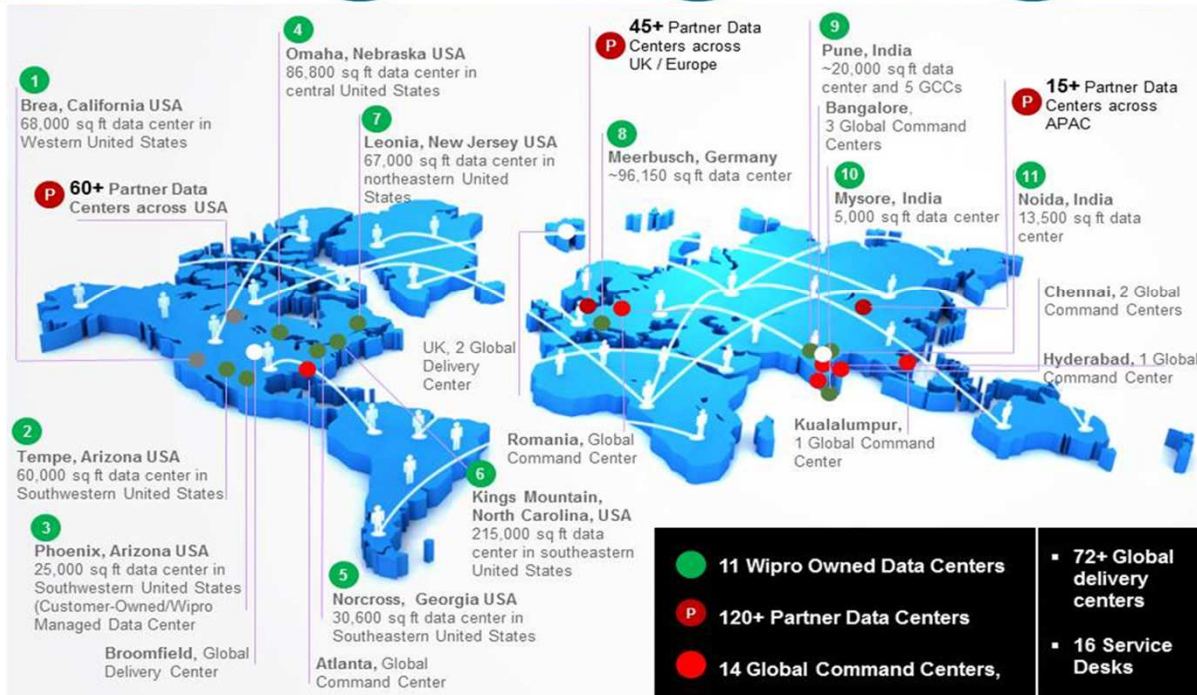


Source: NASSCOM strategic review 2015

Wipro has Global Scale & Strategic depth

- \$ 2.1 Billion**
- 700 Clients**
- 19% YOY Growth**
- 32,000 Employees**

KPMG UK's Pulse Survey rates Wipro as **#1 Infrastructure Services Provider**







Everest ranks Wipro as a **"Major Contender"** in the **PEAK Matrix** Assessment for Infrastructure Services (ITO) in 2013





*FY14 nos Including Products

We have the momentum (1 of 2)



USA

-  **Manufacturing**
DC Migration & Backup Redesign
-  **E-commerce**
DC, EUC and N/W Transformation & management
-  **Apparel**
DC, EUC &SD, Networking and security
-  **Insurance**
Total Outsourcing deal with Automation

CANADA


-  **Power, Natural Gas**
DC, EUC and N/w transformation & manage services
-  **Postal**
Infra OS- Utility based Model

Middle East


-  **Chemical**
Transformation for Service desk, EUC, N/w Security, Data center
-  **Oil**
DC management and Ops


We have the momentum (2 of 2)


IRELAND

 **Banking**
Datacenter outsourcing


UK


 **Banking**
Optimization of platforms, core banking servers


 **Construction**
Integrated Apps+Infra+BPO

 **Natural Gas**
IT outsourcing


Continental Europe


 **Steel**
Platform integration and managed services

 **Media**
RIM of LAN wan video.
Open source based hybrid cloud


 **Manufacturing**
Workplace transformation

AUSTRALIA


 **Retail**
Infrastructure transformation in DC,EUC and Network

 **Media**
EUC & SD management along with operations of IT network and Data Centre

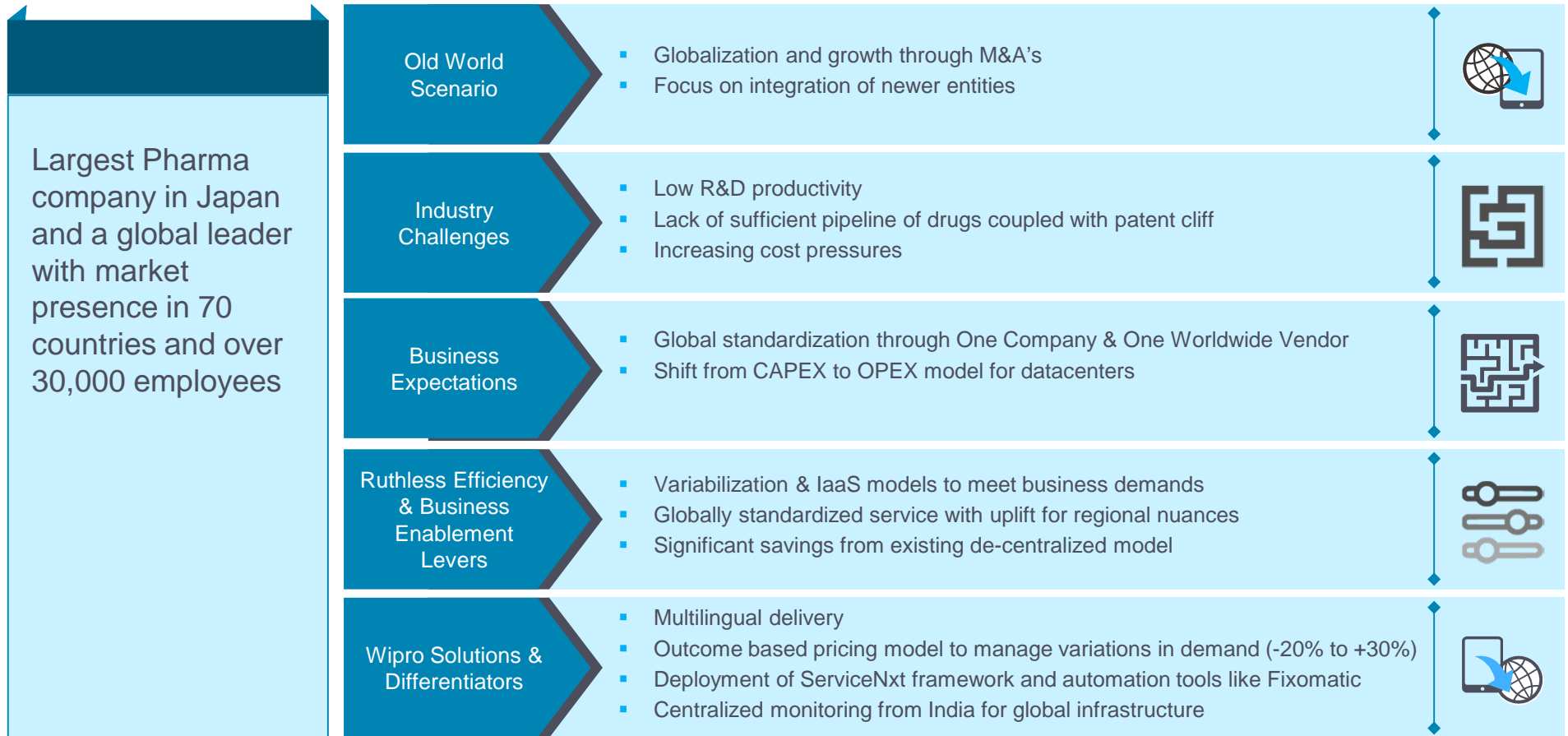
JAPAN

 **Pharma**
Infrastructure-as-a-Service

INDIA

 **Airport**
Total infrastructure outsourcing

Case Study – Global Consolidation



Case Study - Business Linked KPIs

A leading British integrated support services company with a substantial portfolio of Public Private Partnership projects and extensive construction services

Old World Scenario

- Significant erosion of profit in previous year
- Needed huge cost take outs to the tune of 30-35% from IT



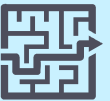
Industry Challenges

- Internal IT managed by internal team
- IT heads for projects were internal team
- IT for customer projects o/s to Accenture for the last 10 years



Business Expectations

- Replace incumbent and provide required cost take outs



Ruthless Efficiency & Business Enablement Levers

- Committed cost savings - TCO reduction by 30%
- 6% YoY productivity improvement
- Business linked KPI and SLA's
- Variabilization through core flex delivery models

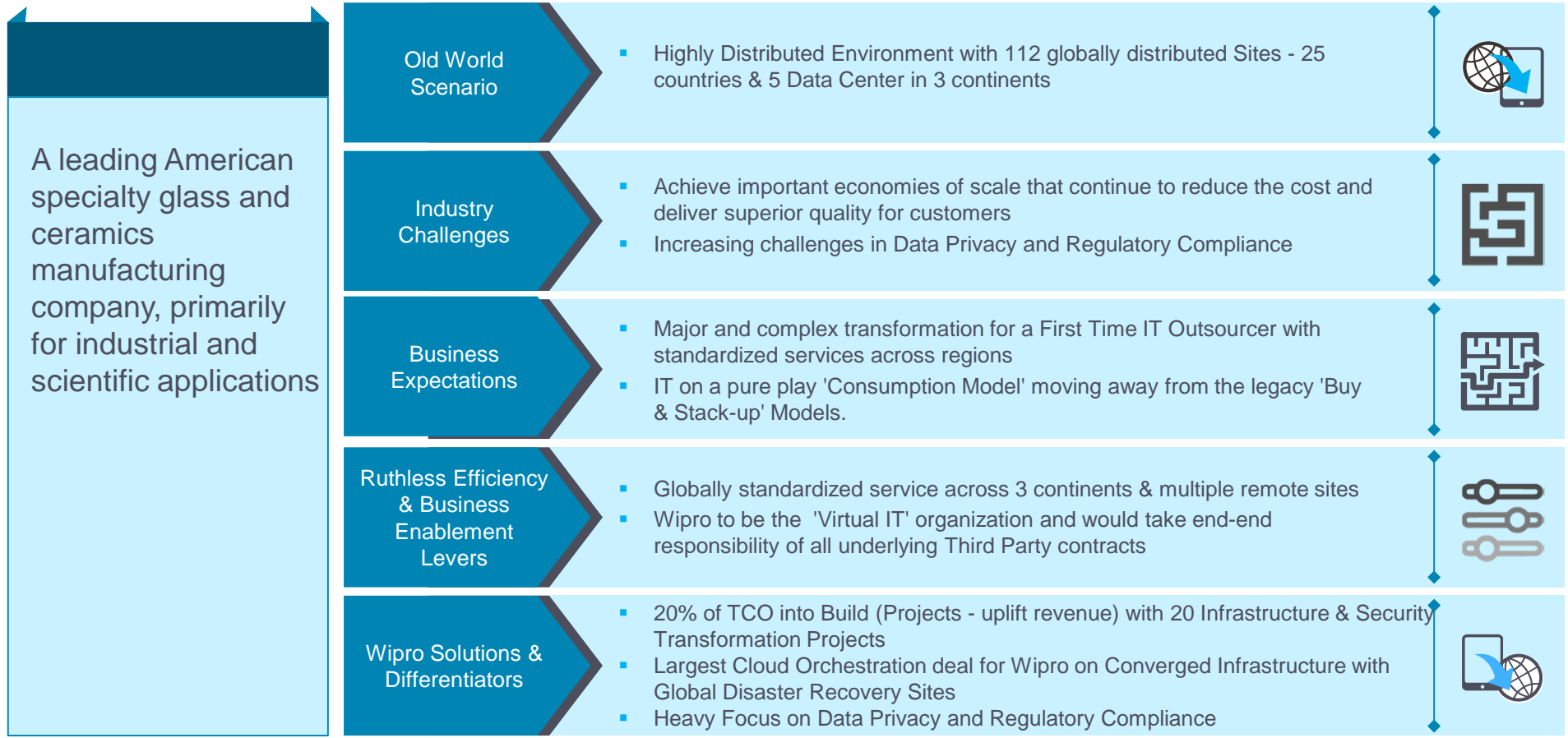


Wipro Solutions & Differentiators

- Automation, standardization and continuous improvement through platform based delivery
- Integrated IT BPO delivery for BLA transformation
- Infrastructure sharing across customer projects



Case Study - Business Transformation



Case Study – National Critical Infrastructure



- 34 million passengers per annum capacity
- 5.4 million Sq. ft. area
- 9 level passenger terminal building and 2 piers each 1.2 km long.
- 6 Common check-in islands -168 check-in counters
- 95 Immigration counters , 78 Passenger Boarding Bridges
- 6.7 million Sq. ft. of apron area
- Over 215000 Sq. ft. of retail space.
- 9 level passenger terminal building

ICT Offerings

- Application Infrastructure
- Services Support
- Security Support
- Network Support , Server Support, Active Directory Management
- Help Desk Services
- Asset Management Services
- Vendor Management

Changing Business Landscape

1

The rise of the digital economy

(Connected devices, Internet of things)



2

The data monetization Gap

(Scale & explosion in availability of data but lack of exploitation)



3

Blurring industry borders





(Face of competition & pace of innovation)



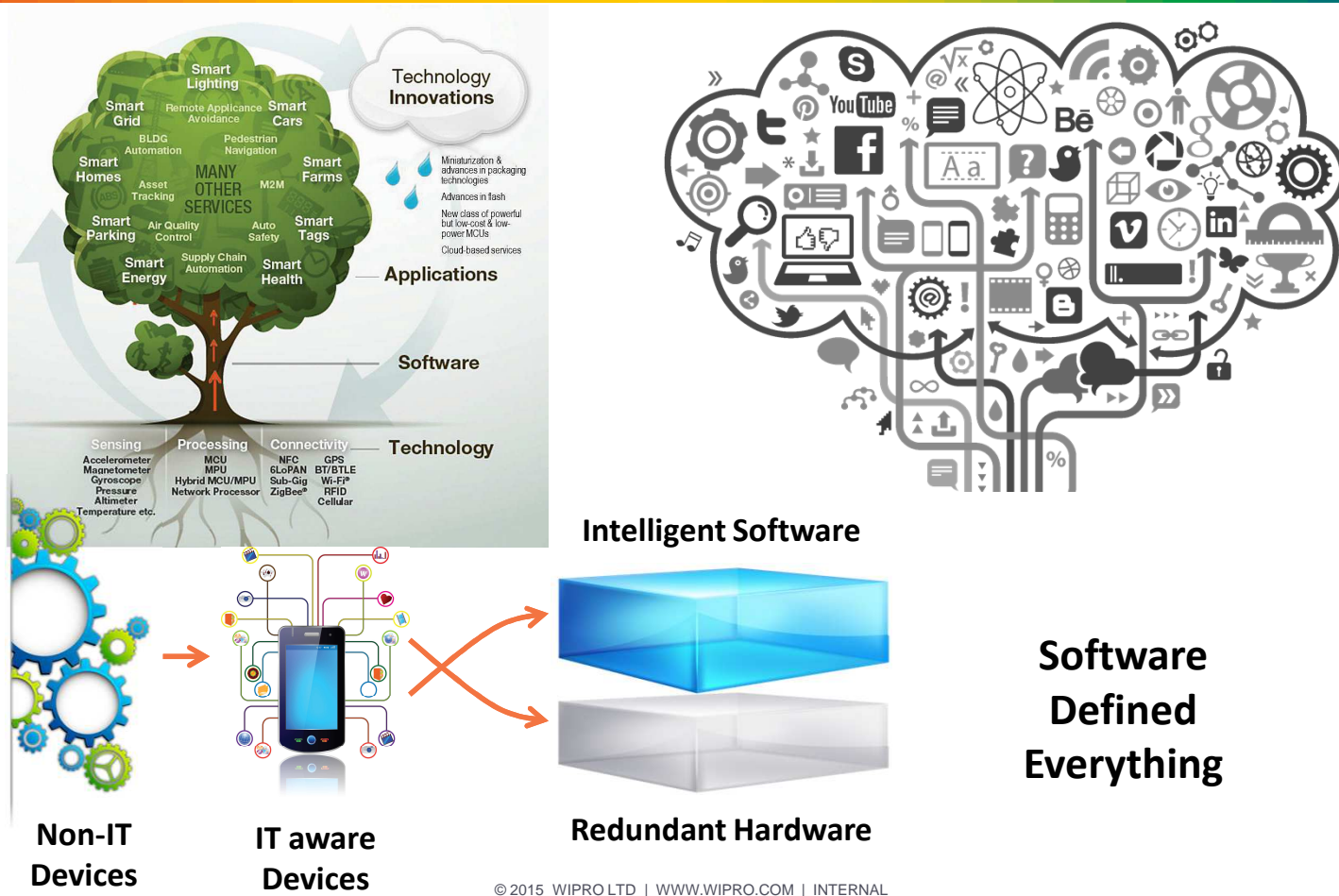
Our Belief ...

- | Managing business will continue to get complex
- | Cross industry phenomenon due to digitization of the Front office will lead to a lot of cross Industry innovations
- | Using the data & meaningful insights to make decisions will be key to the growth.

Changing Data Fabric – A Connected World

| Increasing Sources of Data | |
|---|---|
| Machine / Device Sensors / IT Systems / Devices |  |
| Customer Experience Contact, Emails, Voice, Video |  |
| Social Interactions Networks like Twitter, FB.. |  |
| Market / Public Fin Markets, Open Data |  |

Changing technology Landscape



Wipro is responding to the new world

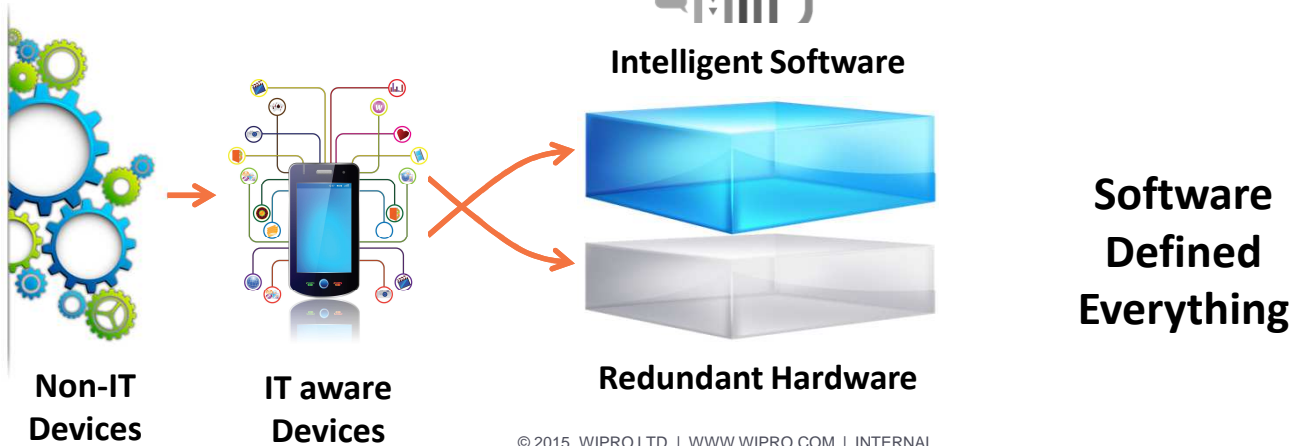
CxO's Ask

- Agility
- Services Based
- Relevant Data
- Multi-system integrated
- Open Systems



Wipro Responds

- Open Cloud
- XaaS
- IoT
- Smart infra
- Open DC



Bracing for the change



- New skill set required at all levels to manage “New World Infrastructure”
- Focus on Turnkey projects – Software defined infra, Smart city, Internet of things etc.
- Cross skill set needed in higher volume
- Pre tested, validated reference architecture and solutions
- Strategic alliances with niche technology players

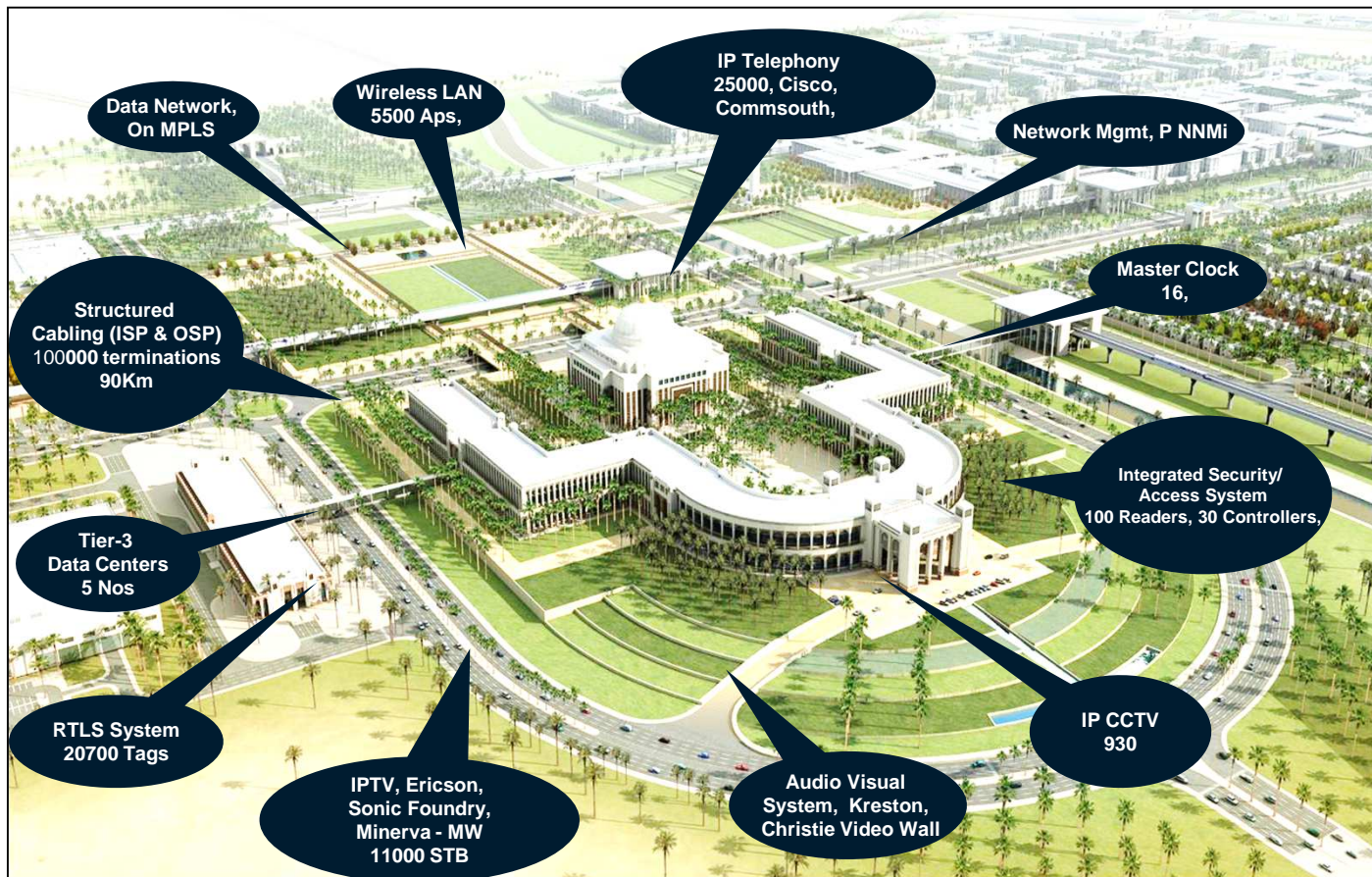
Case Study – Smart city



| Situation | Our Approach | Impact |
|---|--|--|
| <ul style="list-style-type: none"> ▪ Digital-Lifestyle experience in the city – Villa owners & Apartment owners in the Township ▪ Envisaged an integrated city solution ▪ City wide Network infrastructure <ul style="list-style-type: none"> ▪ Convergence for Voice Data & Video services ▪ Villa Security ▪ Entertainment ▪ Automation | <ul style="list-style-type: none"> ▪ Evaluate World class Home Automation products & Technologies ▪ Integrated solution & Platform which integrated all modules of the Digital Lifestyle experience Automation ▪ Network design & Integration of all components on a Media Center PC ▪ Project Management capabilities ▪ Solution Documentation ▪ Preparing Sales & Marketing Catalogue for the Digital Experience | <ul style="list-style-type: none"> ▪ Encompassing aspects of a digital city of Home automation, Security, Communication & Entertainment ▪ An Integrated service delivery model - Single Window Clearance, Integrated Bill etc ▪ Convergence of Broadband Internet, Wire line Voice and Television (IPTV, DTH) ▪ Flexibility for subscribers to choose between service providers ▪ Efficient Backend operations between various SPV through shared services. Shared Services becoming a Profit Center |

Case Study – Smart University

Women only University, Riyadh with 50,000 students and 12,000 employees



Our Investment in IP & frameworks

- **ServiceNXT™** - Wipro's Blueprint for Next-Gen IT Monitoring & Mgmt Services
- **VirtuaDesk™** - Wipro's Appliance based Desktop Virtualization Solution
- **FixOmatic™** - End User Service Requests & Datacentre Operations Automation
- **istrukture™** - Wipro's Public / Private Cloud IaaS / PaaS Offering
- **ROBODO™** - Integrated Appliance based solution for Remote Office-Branch Offices
- **SDi** - Wipro's Blueprint for Software defined Storage & Network
- **InsightX™** - Application Led Discovery of Infrastructure & Dependencies for Rationalization & Optimization

Ready to Deploy Blue Prints

Award winning IPs & Solutions

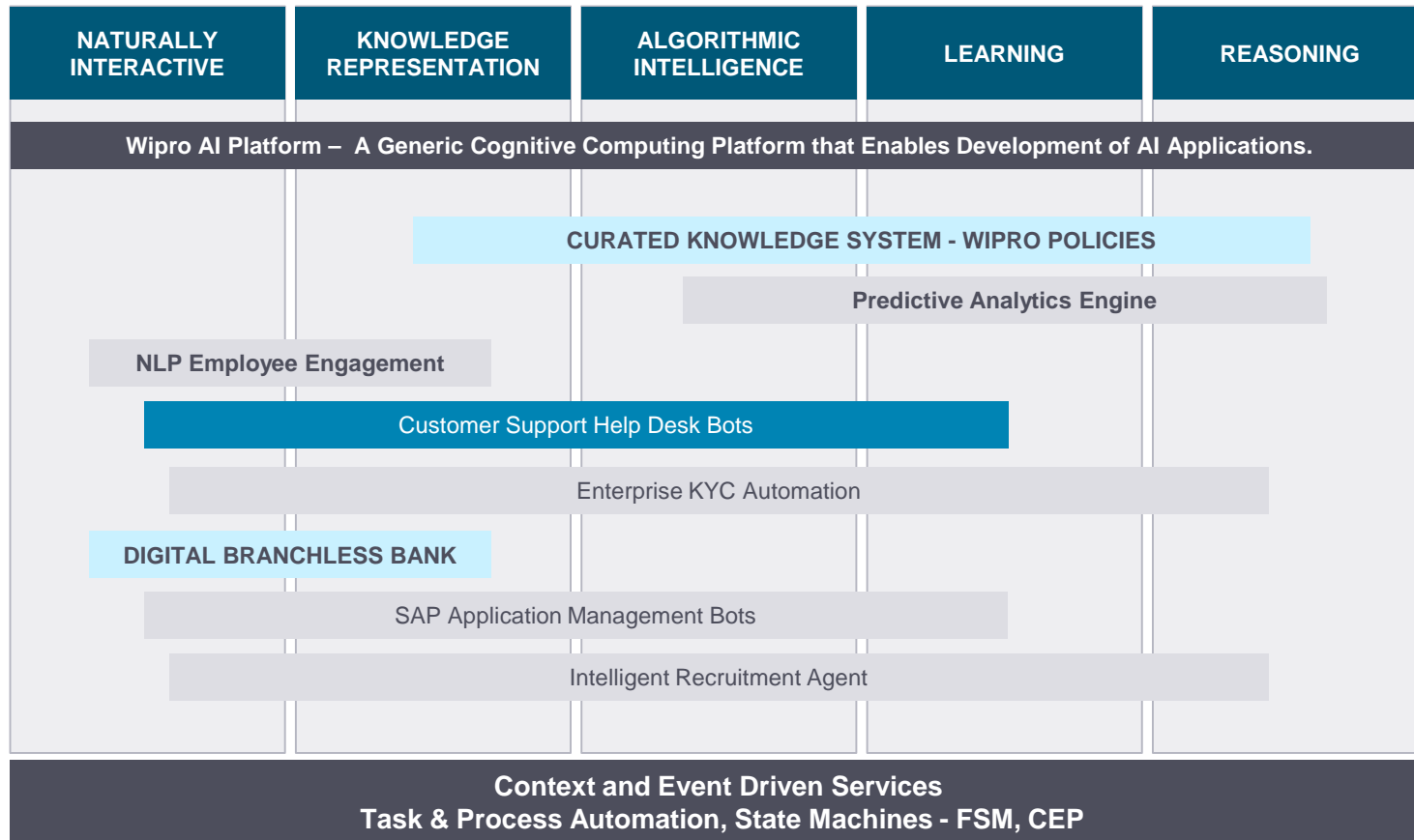
Top Partnership with OEMs

Factory Model for Rollouts

Manage & Own User Adoption

- **Accelerated Timelines**
- **Outcome based Pricing**
- **Extended Savings on RUN**

Wipro's AI framework - HOLMES



Helpdesk Automation

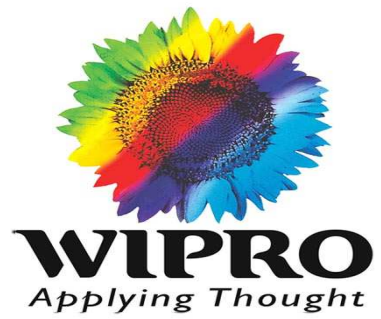
Service Ticket

Bots are Created with Model, Natural Interaction Capabilities to Process Tickets. Deployed into Scalable Environments & Integrated with Help Desks



METRICS

- 500,000 + tickets corpus
- 3500+ Categories
- 60+ Service Functions
- 10% reduction in transition time
- 95% accuracy in Infrastructure tickets handling
- 12,000 tickets handled per day



Thank You

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Chief Executive GIS

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