Welcome to Wipro US Analysts/Investors Meet 2007

Jan 30, '07
NYSE, New York

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.

Building on Business Success

Presenter: PRC Sekar

Designation: Chief Executive – Americas and Europe, Wipro Technologies

Date: 30th Jan 2007

Performance till date - Quantitative

Industry Verticals	YTD FY07	YTD FY06	Growth %
Product Engineering Solutions	485	366	33%
Telecom Service Providers	91	64	41%
Technology Business	576	430	34%
Finance Solutions	376	242	55%
Retail	165	120	38%
Energy & Utilities	155	128	21%
Manufacturing	159	130	22%
TMTS	149	107	39%
Others	40	19	118%
Enterprise Solutions	668	504	33%
TOTAL IT SERVICES	1,621	1,176	38%

Geographies`	YTD FY07	YTD FY06	Growth %
US	1,006	739	36%
Europe	532	381	39%
Japan	60	43	40%
Rest of the World	23	13	80%
TOTAL IT SERVICES	1,621	1,176	38%

Service-Lines	YTD FY07	YTD FY06	Growth %
Technology Infrastructure Services	182	106	72%
Testing Services	193	113	71%
Package Implementation	194	144	35%
Consulting	18	16	15%
BPO	148	127	16%
ADM	1,033	797	30%
TOTAL IT SERVICES + BPO	1,769	1,303	36%

Performance till date - Qualitative

- The world's first PCMM and CMMi Level 5 company and the first company outside the USA to receive the IEEE Software Process Award
- Largest independent R&D services provider in the world with 15,000 employees in R&D and $0.5+ Bn in revenues
- Largest Technology Infrastructure Management service providers ($605Mn revenue 2006)
- Among the top 3 offshore BPO services provider in the world
- Largest offshore testing services provider ($164.2 Mn revenue- 2006)
- Largest Indian Telecom software company with market share of 18.5 % - 'Voice and Data'
- A strategic partner to 5 of the top 10 most Innovation companies in the world - Technology Review Innovation Index 2005
- The only Indian company in the BusinessWeek's IN25 'Champions of Innovation' list

Performance till date - Qualitative

- Growth momentum continues in Europe.

- Despite US Slow down fears, Americas registered strong sequential growth for past 3 quarters, on a large base. Pipeline continues to be robust.

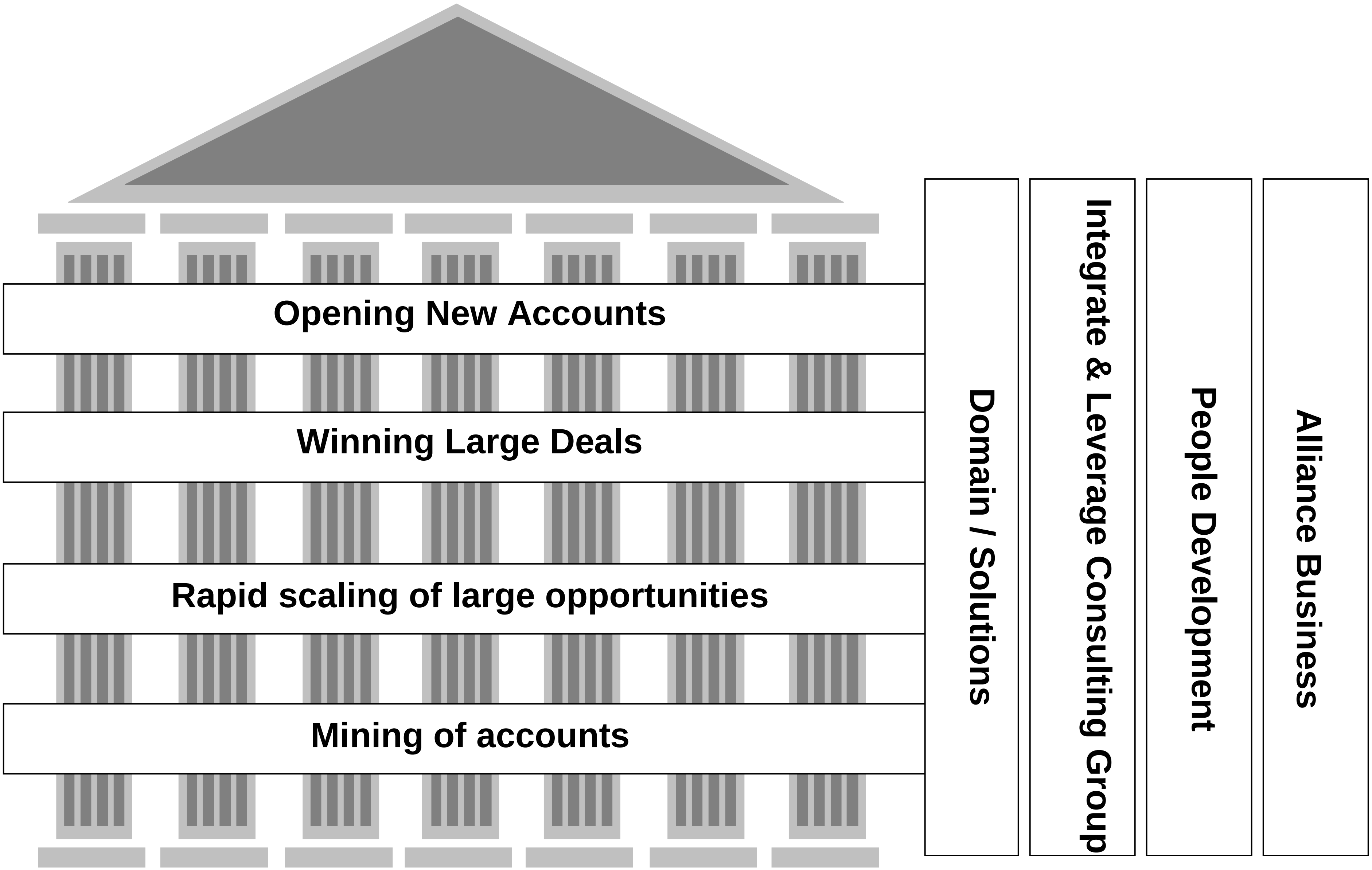
- Large deal with CS. Hybrid model . Reward Mechanism in Nokia deal.

- BFSI, Telecom, Manufacturing and Transportation shows strong traction in BPO.

- Large deal in energy sector in BPO.

Key Strategic initiatives as we move forward

Key Revenue Growth Drivers



Initiatives going forward

Strategies	Actions
Geo Expansion	§ Continue investing on GEO Expansion – Canada & Latam. § Taking lead in certain countries in Europe to continue faster growth in Europe. § Global Programs launch to assist in multi- continent, multi service lines initiatives.
Account Management	§ Creation of Mega accounts team § Replicate success of Finance Solutions in account management in all business units. § Invest in dedicated teams to quickly ramp up in potential large deals.
Leveraging alliances	§ Creation of dedicated team for alliance management for horizontal alliances. § Federated model of management for vertical specific alliances. § Target 10% of Global IT Revenues from alliances by FY 10
Transformational Initiatives	§ Transforming Wipro to a trusted partner by Ÿ Investing in Innovation Ÿ Leveraging the broad service portfolio Ÿ Adopting Wipro Way

Wipro's Transformational Initiative 1 - Innovation

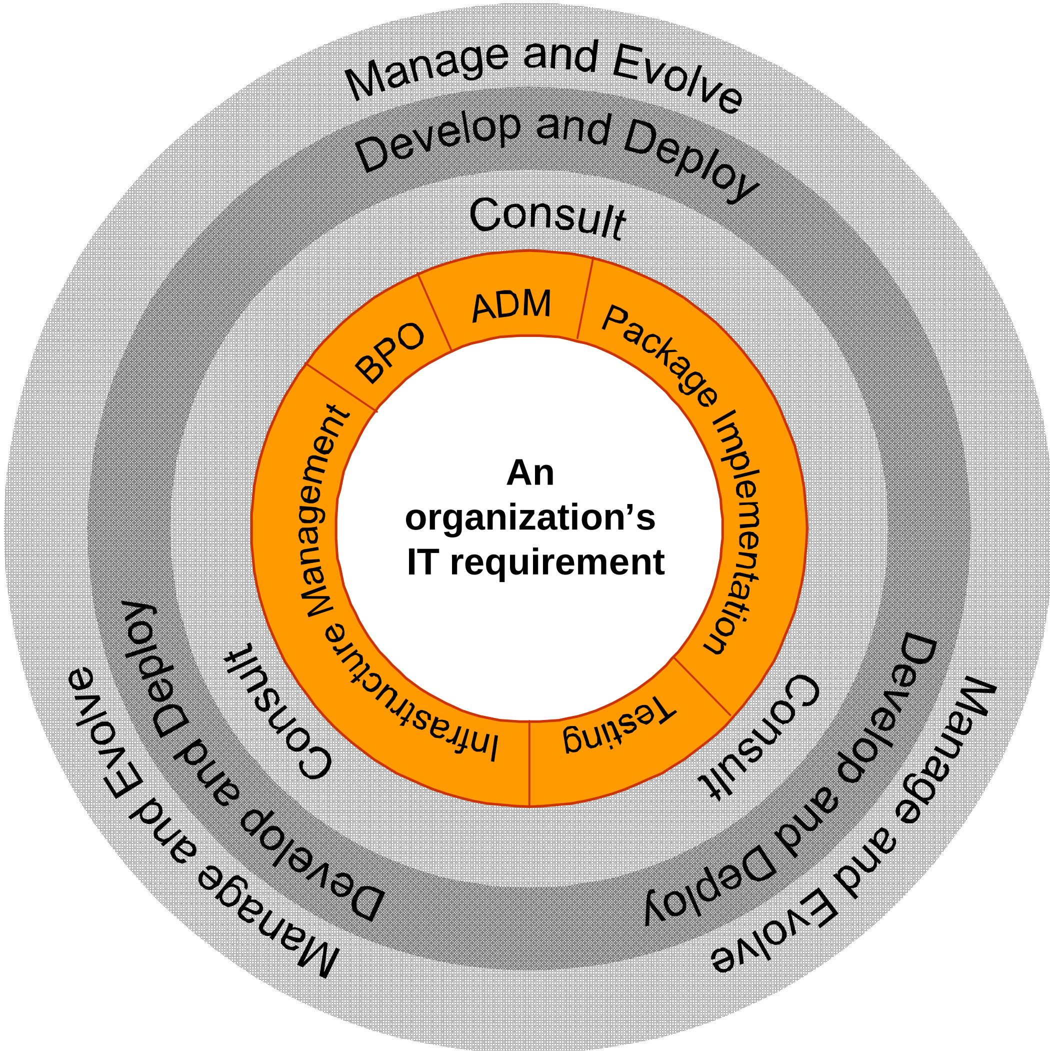
Product Innovation

- Partnering industry-defining products like the world's first Gaming Chip and the worlds first Linux Phone
- Over 60+ innovation disclosures / patents filed on behalf of customers last year
- Largest IP / Patents holders in Bluetooth, 1394, USB and wireless LAN space

Service Innovation

- Global Command Center: Pioneering New Service lines that can be delivered on the Global Delivery Model eg. Remote Delivery of infrastructure Management and delivery of testing as managed service
- Pioneering new engagement and compensation models with customers like 'usage based pricing', joint ventures and 'risk-reward' based compensation

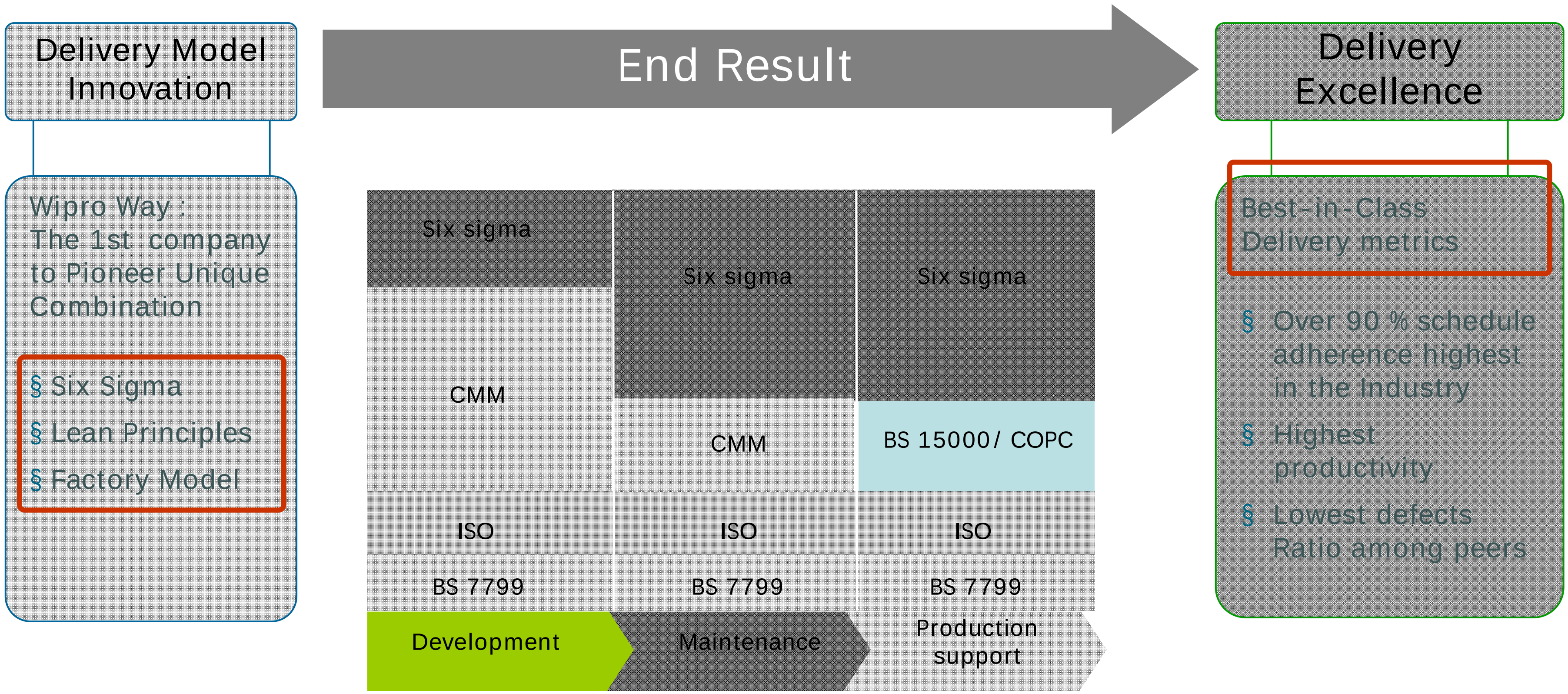
Wipro's Transformational Initiative 2 – 360^0 Service Portfolio



Integrated Business Solutions Vs Individual Service Lines

Wipro's Transformational Initiative 3 –The Wipro Way

Quality and Process Excellence



Integrating Quality Processes according to Project Stage and Requirement

Wipro Consulting

Timothy Matlack
Chief Executive, Global Consulting
30 January 2007

Consulting is a Core Enabler of Wipro's Growth

What we said last year:

Key Consulting actions in our Strategic Plan:

1. Drive Consulting as a High Growth Business
2. Leverage Consulting as a Deal Winner in Game Changing Deals
3. Deploy Consulting as an Account Penetrator for global accounts
4. Make Consulting a Capability Integrator across Wipro by linking diverse consultants and their content expertise/ knowledge
5. Orient Consulting as a Talent Attractor – a draw and home for key client-facing talent

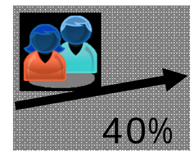
Ÿ Overall Goal - Enhance Wipro from an Outsourcing Partner to a Problem Solver with Outsourcing Capability

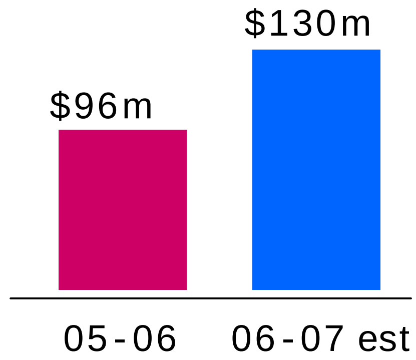
How are we doing so far?

Drive Consulting as a High Growth Business

Growth of Global Consulting

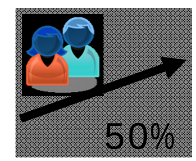
- Est. 06-07 Revenue up 35%
- Gaining scale, and maintaining profitability
- Global headcount now at 1,700

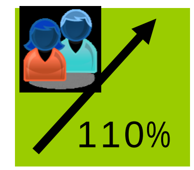




Growth in Europe & North America headcount

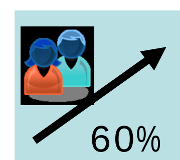
- Business Transformation/Business Process Improvement/IT Strategy & Architecture/Technology Management at 445
- Industry/Domain/Technology Specialist Consulting at 250

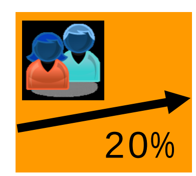




Growth India, Asia/Pacific & Middle East headcount

- Business Transformation/Business Process Improvement/IT Strategy & Architecture/Technology Management at 205
- Industry/Domain/Technology Specialist Consulting at 800





Leverage Consulting as a Deal Winner

- In past 12 months, Consulting teams have played key roles in 6 major deals, each valued at $50m+
  - Typical deal involves multiple services (e.g., BPO, ADM, TIS)
  - Consulting engagement in both pre-sales and post-award activity
  - Deals across industries, including Financial Services, Health Care, Retail/CPG/Distribution, Travel/Leisure

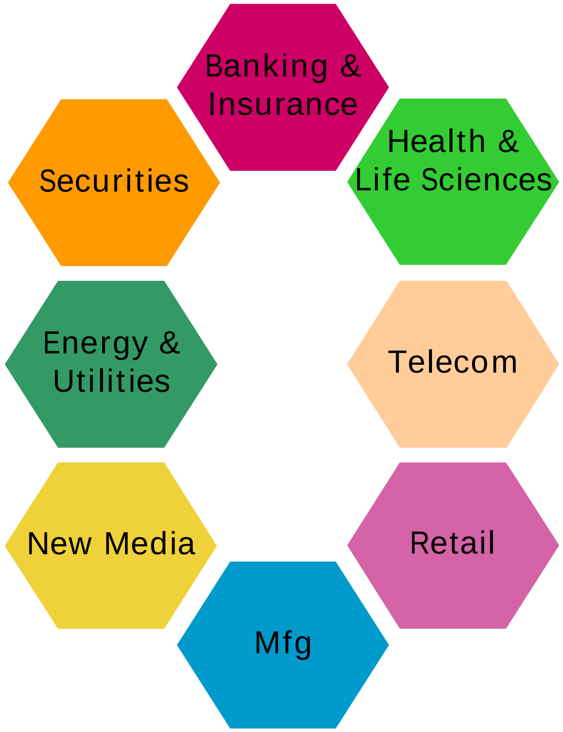
- Key Consulting service lines involved:
  - Business process transformation
  - IT/BPO transition management
  - Business performance improvement

6 deals
@ $50m+

- Ongoing Consulting leverage provided by a new dedicated Global Programs/Large Deals team
  - Supplemented by senior consultants assigned to specific deals

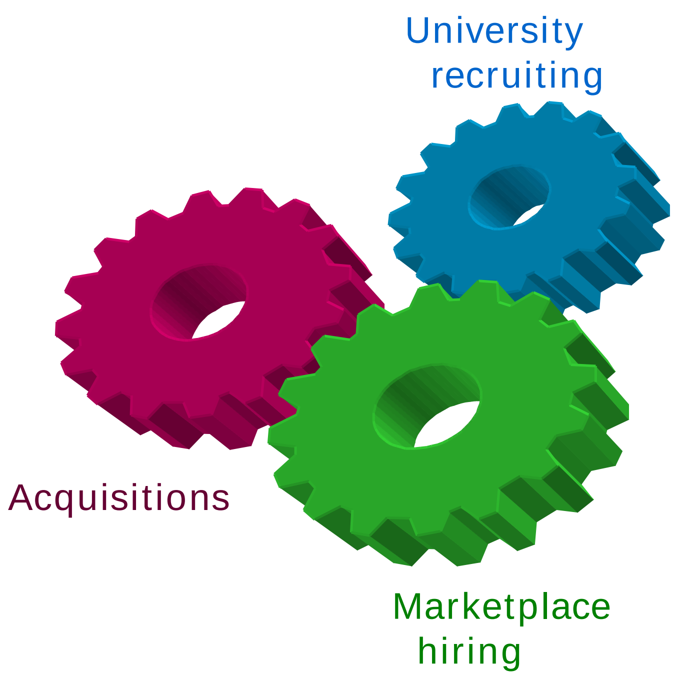
Deploy Consulting as an Account Penetrator and Capability Integrator

- Consulting services elevate the level of engagement (focus on C-level) and broaden the engagement (focus on business)
- More integrated offerings support CIO decision-making
  - Service-Oriented Architecture
  - IT management effectiveness, quality and metrics
  - Data/information strategy and enterprise content management
- Significant increase in integrated offerings for business customers
  - Business transformation integrated with BPO and ITO
  - Business process/performance improvement integrated with domain expertise
  - Business-technology integration services
  - Domain-expertise integrated with global sourcing solutions



Orient Consulting as a Talent Attractor

- Wipro Consulting a growing attractor for college & grad school recruits
  - Particularly in US and India
- Wipro Consulting playing integral role in building talent through acquisitions
  - Planning and managing integration of talented resources at acquired companies
- Growing market recognition of Wipro Consulting has elevated brand awareness among potential recruits and made candidate sourcing (somewhat) easier



Wipro Enabler

Presenter: Antonio Murta

Designation: Vice President – Wipro Enabler

Date: 30th Jan 2007

Deeper

Track-record of Reaching Out for 'Add-on' Competencies

WIPRO Applying Thought

Acquisition Objectives:

- Deepening our domain competence
- Expanding or filling out our service lines
- Obtaining access to a new market
- Enhancing Technology footprint

'String of Pearls' Strategy:

Company	New Logic	mPower	cMango Inc.	Enabler	Quantech	Saraware
Space	Semi Conductors	Financial Services	Business Services Mgmt	Oracle Retail Solutions	Automotive, Aerospace & Consumer Industries	ADM for Wireless Network Infra
Domain Specialist	120	351	120	300	500	200
Benefits, Access to	Wireless, RFID, Analog, IP	Payments Space	ITIL, BMC Competence	Oracle Retail Expertise, Retail Consulting	CAD/CAE space, Mechanical Design Serv	Local Expertise in Next Gen Network Appln

JV with Motorola in July '06 – A Game Changer !

Enabler Acquisition – Integration and Beyond

Integration Challenges

- **Cultural integration**, both national culture and business culture aspects
- **Careful preparation** (12 months) ; post acquisition **dedicated integration team**
- Targeting higher growth rates: **balance between growth plans vs integration effort**

Business Leverage

- Much **wider range of services** (eg. TIS, full outsourcing)
- **New customer acquisitions jointly done** (KOJ, Sultan-Centre, a large US Retailer)
- Access to a **much bigger talent pool**
- **WW Oracle Retail Partnership**

New Markets that we are approaching together

- **USA** (big synergies potential)
- **Big International Retailers**
- **Latin-America** (Brazil, Chile and Mexico)
- **Middle-East**
- **South Asia**

Reasons for Success

- **Sales of Enabler in Europe**
- **Deep Retail Know-how** and Business Risk Management capabilities **of Enabler** - fully synergetic with Wipro
- **Respect for the cultural differences** and for the different ways of operating

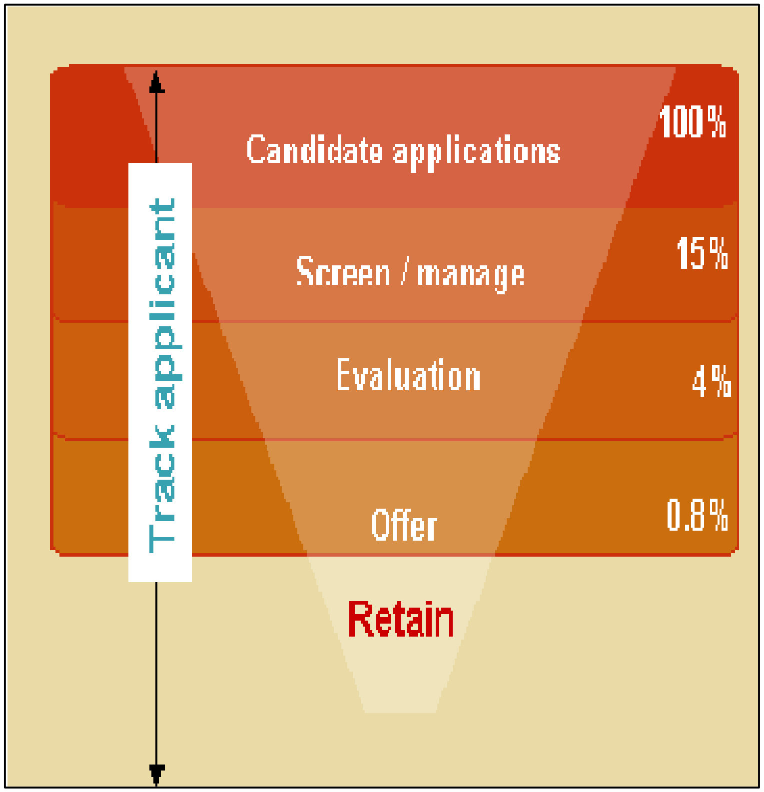
Talent Management

Presenter: Raja V

Designation: Vice President –Talent Engagement & Development

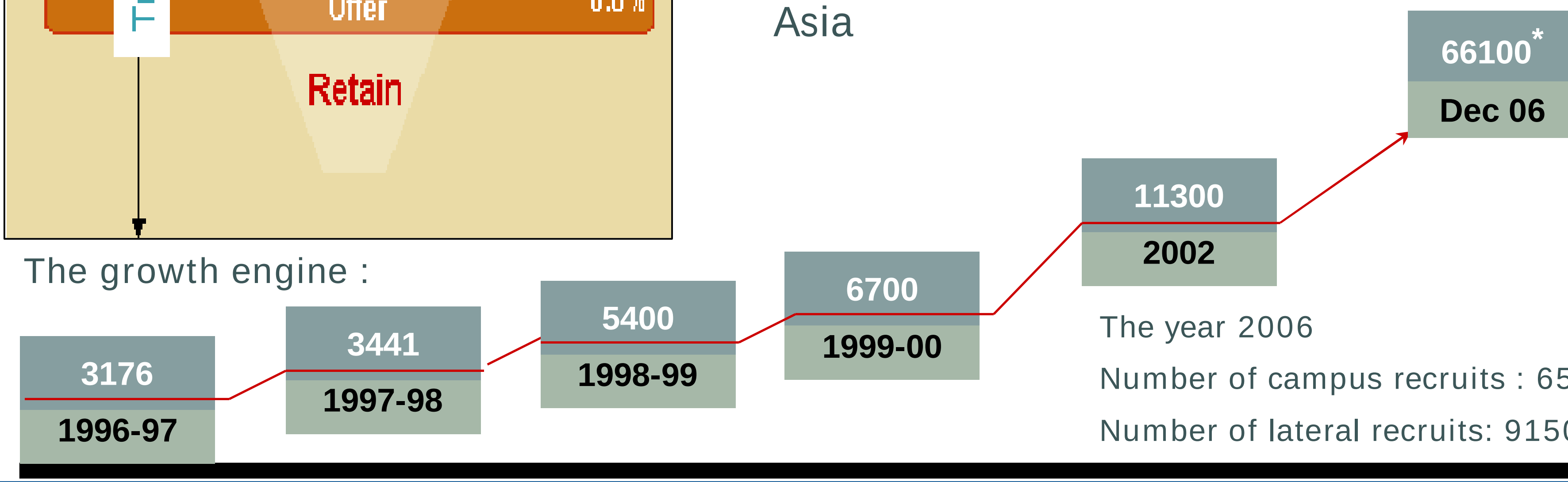
Date: 30th Jan 2007

Growing talent base



- One of the top 3 recruiters in India
- Application to Offer ratio of 0.8%
- One of the most preferred employers for the top class talent in India.
- International Campus hiring initiated across US, Europe and Asia

The growth engine :



The year 2006

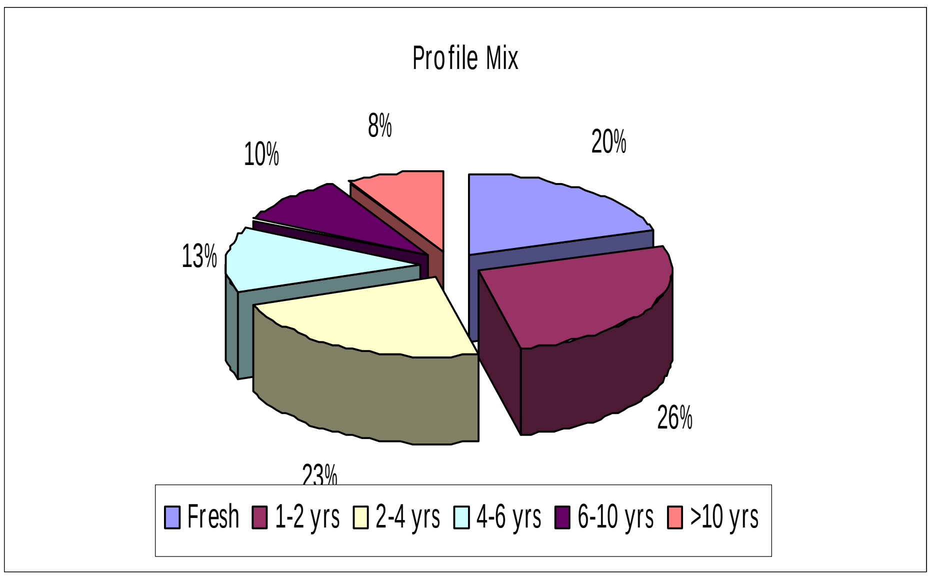
Number of campus recruits : 6500

Number of lateral recruits: 9150

66,100 employees, ~11,000 employees onsite across Geos, 23 nationalities, Avg age of 26

Managing the Talent Pipeline

- Dynamic Recruitment Database of 600,000+ profiles (200,000+ active and 400,000+ passive candidates).
- Growing at the rate of 8000 per month
- End-2-end Automation & Integration with all sourcing partners.
- Highly automated recruitment process – ‘Synergy’



SOURCE

Consultants – 15%

Database/Direct – 42%

Career Site – 09%

Employee Referrals – 18%

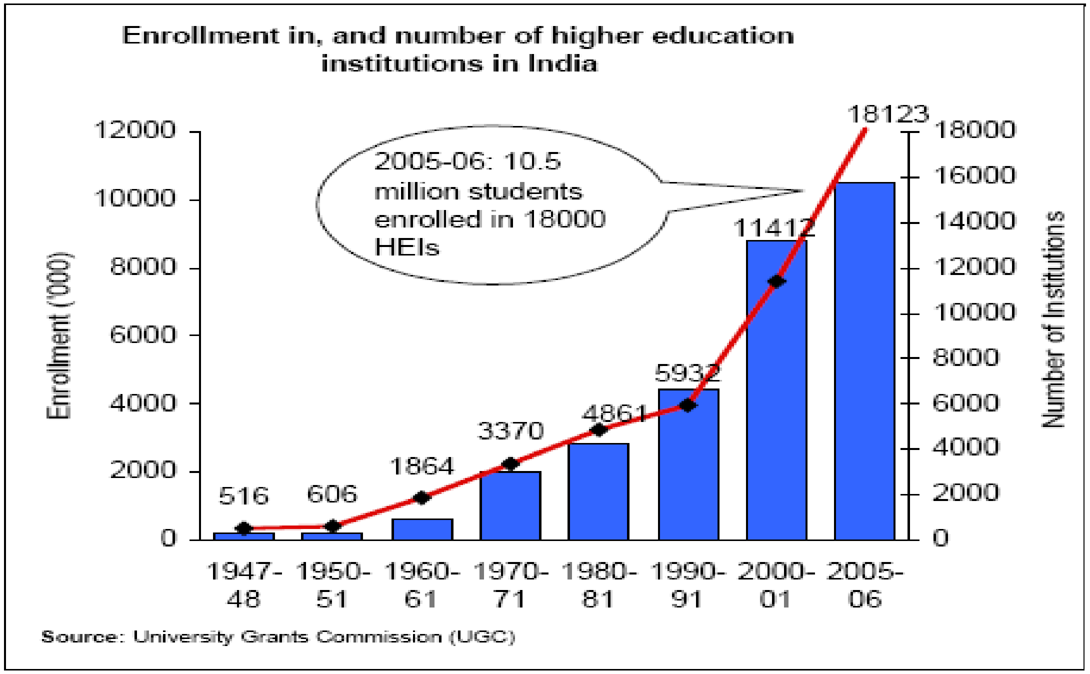
Job Sites – 16%

Talent Pool Availability

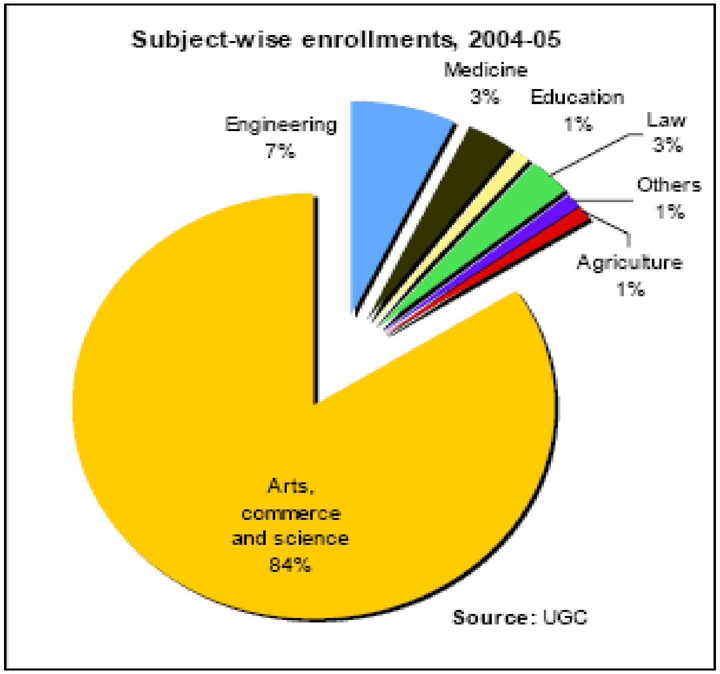
- India has only 7% of the total graduates with Engineering background
- On an average around 8% of fresh graduates are employable
- India will face a shortage of 500,000 knowledge workers by 2010

***NASSCOM - McKinsey Report

Pool of talent:



Source: University Grants Commission (UGC)



Source: UGC

Mitigating Supply chain constrains

WIPRO
Applying Thought

Non engineering graduates

WASE
Wipro Academy of Software Excellence

• Higher intake of WASE proportion (3000-4000 in 07-08 against 1324 in 06-07)

•BSc graduates for TIS and Testing Services

• Movement from WBPO to WT in a planned way

Other Sources

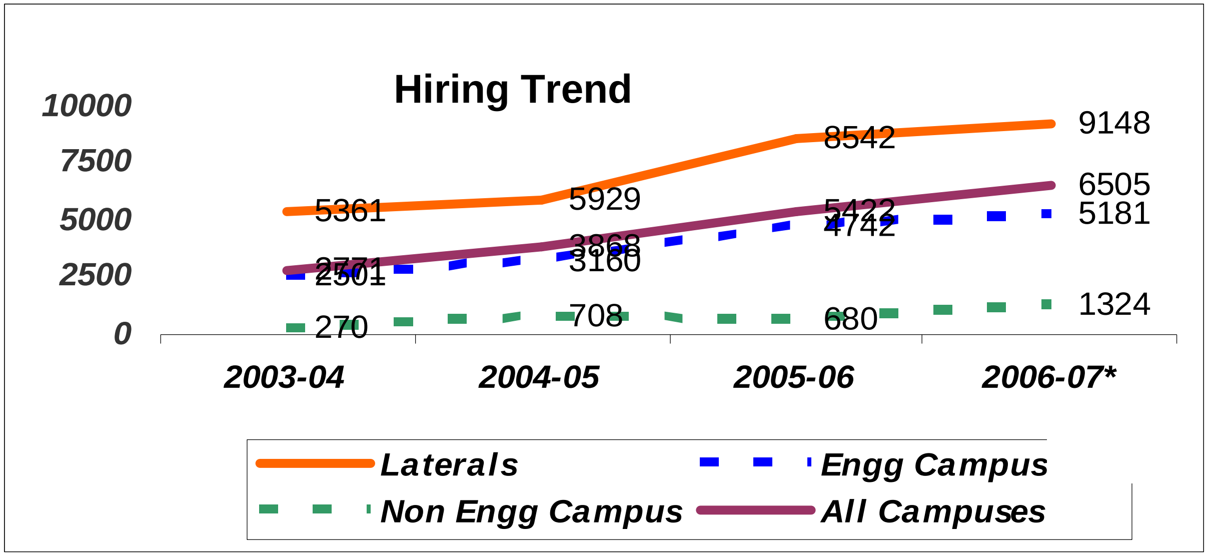
• Increasing the employability of engineering graduates (i2Connect, FDP, Fast Forward)

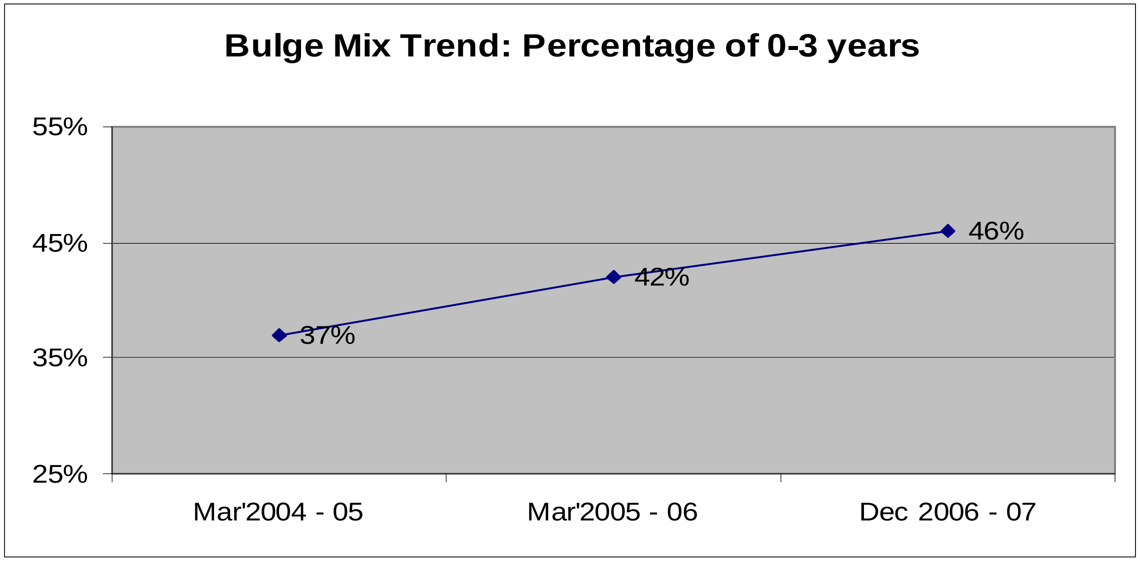
• Geo Campus hiring

• Centers outside India with cost advantage

• Leveraging acquisitions

Hiring patterns : overall composition trend





Scalability Enablers – Systems and Processes

Shared Services
1.13 Million HR transactions processed last yr
Processes
1127 employee queries per day

Services 66 000 Employees across The globe

Efficiency in Recruitment

WebBased Resume Database
Synergy & Offer Generation System

Employee Self Help Portal
Holds 98 applications

One stop shop For all Employee Needs

Making Processes Productive

579 No . Of Lean Projects
520 Six Sigma Projects in 06-07 YTD

Sculpting World Class " Wipro Leaders"

EARLY OPPORTUNITIES

360 degree Feedback (WLQ)

TRAINING

Cross Functional Exposure

WINGS WITHIN

Succession Planning

20 plus CXOs
75 plus Vice Presidents
Groomed in Wipro

Leadership Pipeline

- 5000 Plus managers With Wipro for 5 – 10 yrs
- 600 Plus managers with Wipro for 10 – 25 yrs

DALE CARNEGIE® TRAINING

Winner of Dale Carnegie Leadership Award 2007

Learning and Development

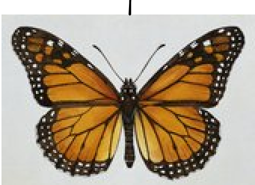
ASTD Award Winner for 3 consecutive Years

Enabling Talent Development

5% Billable time spent on training

102 Full Time Faculty
50% hold Masters Degree
10 PhDs
5000 Learners per day

20,000 E Learners with access to 2200 titles of Learning



In the last 9 months 3800 person days of behavioral training across US, Europe Japan and China.

Training in 2005-06 : 3,80,000 person days..30% thru Tech Enabled Learning

Satellite Based Management Program with IIMC Covering 200 Managers

Transforming Talent

Strategic Leadership Programs

Field Capability Enhancement: Sales School

Stanford Advanced Program Management

Lifecycle Leadership programs

PM Academy: Managing Talent Supply

Consulting Certifications

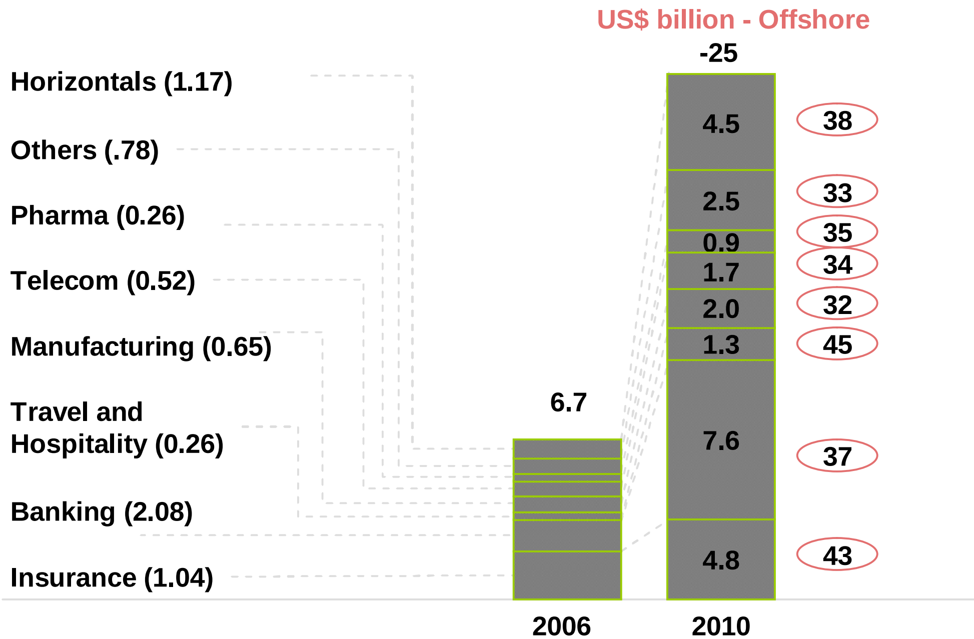
In the last three years , 5000 plus employees have gone thru Lifecycle Leadership Training in our Corporate Leadership Centre @ Bangalore

Wipro BPO

Action Replay-Fast Forward

T.K. Kurien
Jan 2007

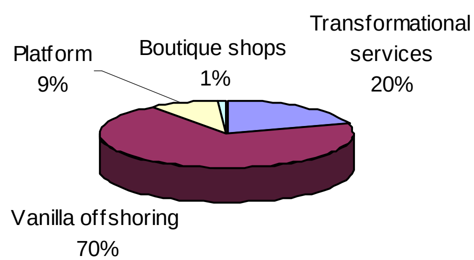
BPO: Where is the market headed?



Trends

- End to End/Transformational and Platform based services are expected to constitute 60% of the pie by 2010 (up from the current 29%)
- Customers demand a Global delivery model with a “follow the sun “ approach.
- BFSI and Telecom followed by manufacturing and travel are projected to be the growth drivers for the future.
- F&A market projections upto 2010 has been revised upwards by 100% from the previous year .
- Outcome based pricing will become a key reality

Market segment by Service type 2006



Market Realities

Market is sharply consolidating in 4 specific segments.

- Global Providers with business transformation capabilities who go after Bespoke solutions
- Industry platform players who combine both platform as well as processing capabilities
- Offshore shops with focus around volume
- Boutique players

BPO Growth will be driven Increasingly by the need for Process efficiency and Re-engineering capabilities. Transaction based model will become reality.

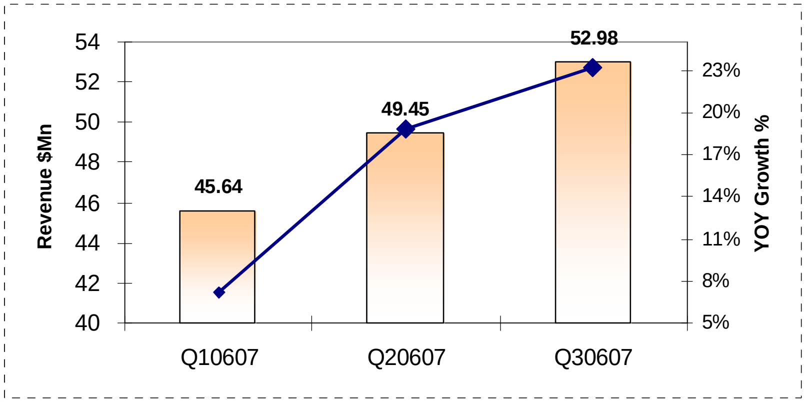
BPO: Strategic Implications

Strategic Implication	Strategic Implication
Go to Market	§ Integrated Solution Capability –Customer sees a solution not a wedge § Current WT Sales force became the GTM arm. Wipro BPO Sales force restructured to provide Process Solutions
Competencies & Delivery	§ Product approach to Industry Solutions -Creating Depth and Scale in few rather than many § SLA linked to final out put move from FTE based numbers to outcome based events § Follow the Sun Approach to Deliver services and building a globally scalable delivery model
Globalization of Delivery	§ Romania is the first Global Site. Baby steps taken to Globalizing not only the Romanian workforce but also the Wipro BPO workforce § Plan to have one more site by March 08 in the US time zone

Focused servicing of value chain with integrated solutions, scalable operations and Global footprint to drive growth

Financial Snapshot

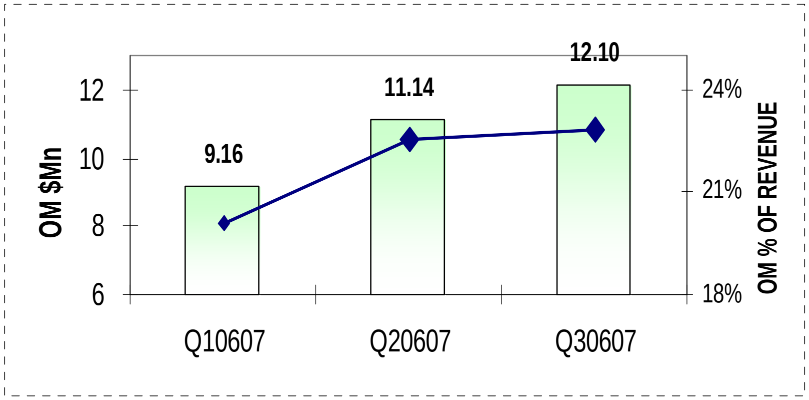
Revenue



Revenue

- Revenue back on growth trajectory.
- YOY revenue growth increased from 7% in Q1 to 19% in Q2 and 23% in Q3.
- Change in mix of business from several small processes to lesser number of processes but more strategic.
- Pipeline indicates a future growth in non voice business.

Operating Margin



Operating Margin

- Quality initiatives, productivity improvement and better utilisation of resources leading to consistent profit improvement.
- YTD Q3' 06 - 07 margins 200% of YTD Q3 '05-06 margins.
- Operating margin as a percentage of revenue stabilized at healthy number of 23%.

Revenue back on growth trajectory while Operating margin stabilizing at healthy numbers after significant/consistent growth

Wipro Limited

Growth - Innovation - Quality

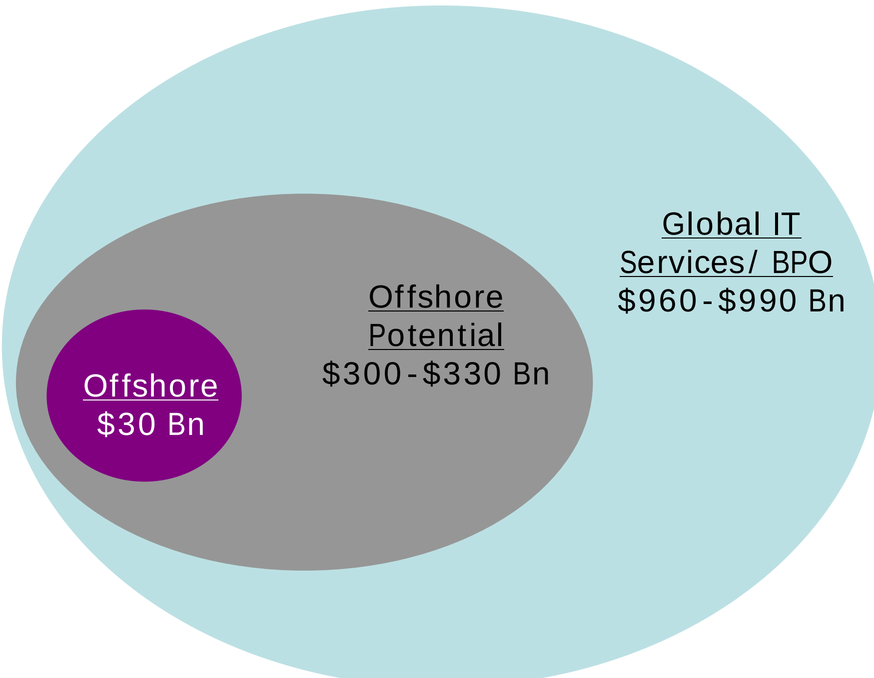
US Analyst/Investors Meet 2007

Jan 30 2007, New York Stock Exchange

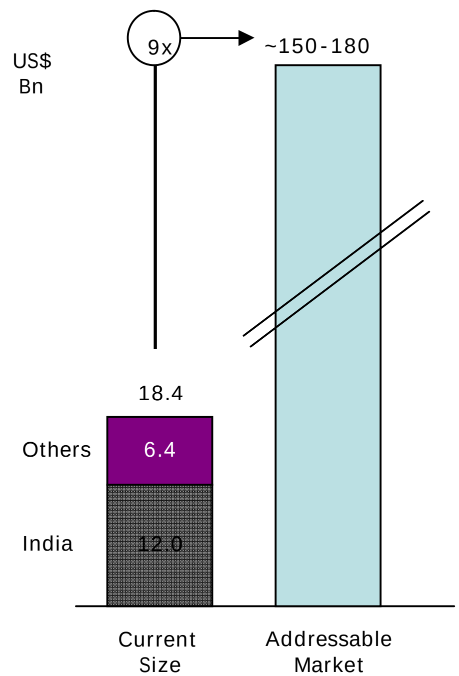
Suresh C Senapaty
Chief Financial officer

Global Opportunity Space for Offshore IT/BPO

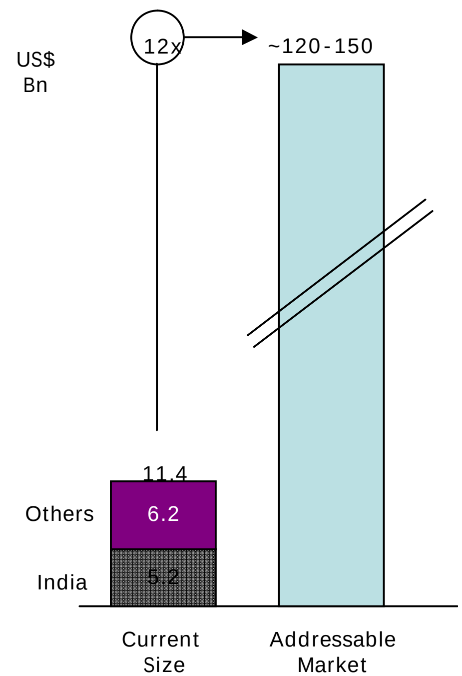
Offshore IT Services/BPO <4% of IT Spend in 2005



Global Offshore IT Industry, FY 2005



Global Offshore BPO Industry, FY 2005



AT Kearney ranks India ahead of China, Czech Republic & Philippines on attractiveness for Offshore

Factors Impacting Offshoring

- Labor Intensity
- Automation potential
- Business risk
- Need for co-location
- Complexity of interaction
- Local knowledge requirements

Source: Nasscom Mckinsey Report 2005

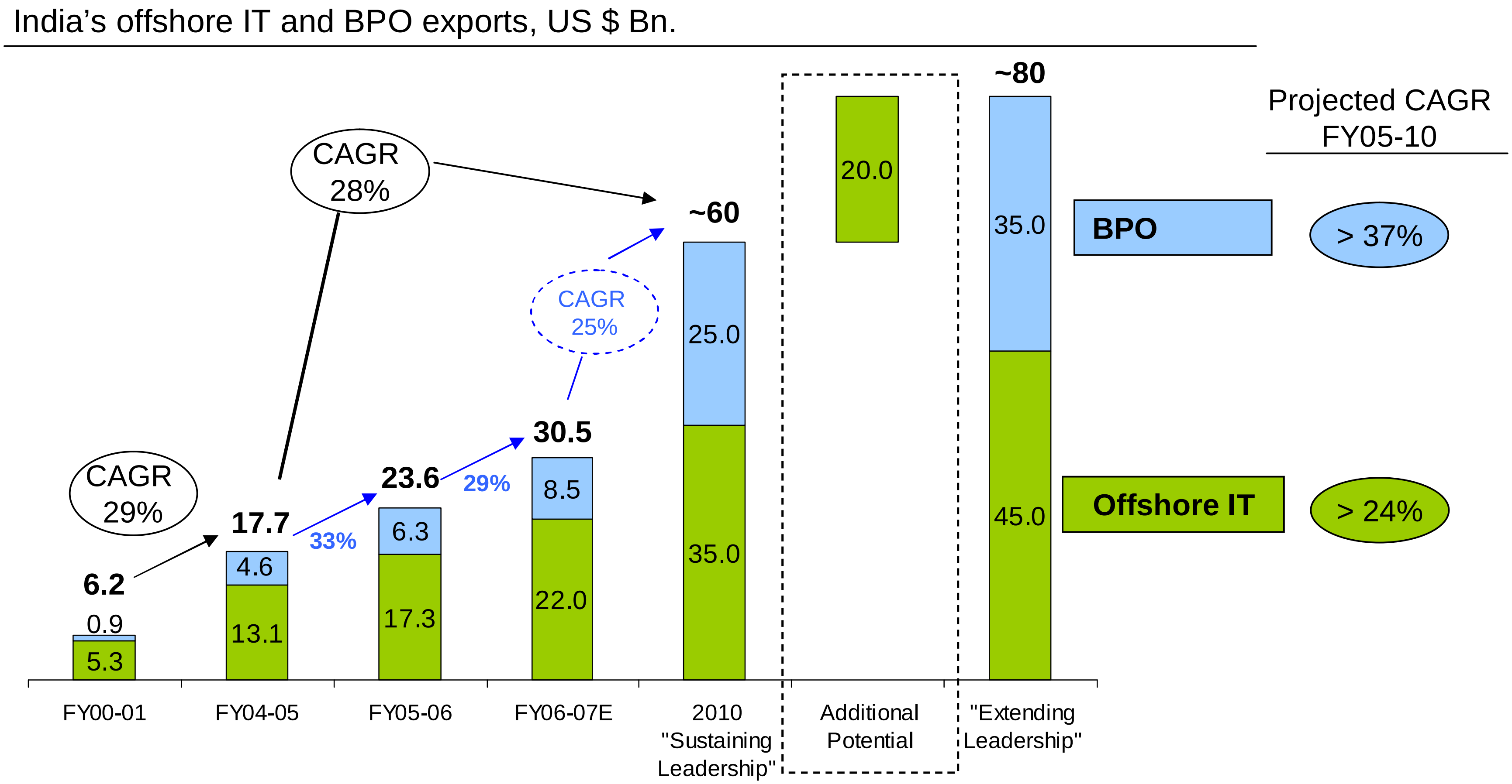
Countries Competing as Offshore Destination

Factors	1 India	China	Malaysia	Czech Republic	Singapore	Philippines
Financial Structure (Scale: 1-4)						
Compensation	3.19	3	2.5	2.24	0.91	3.14
Infrastructure cost	0.23	0.23	0.33	0.27	0.22	0.22
Tax and regulatory	0.3	0.09	0.26	0.13	0.34	0.23
Sub Total	3.72	3.32	3.09	2.64	1.47	3.59
People Skills and Availability (Scale: 1-3)						
BPO experience	1.03	0.48	0.19	0.23	0.61	0.42
Size & availability of labour	0.47	0.6	0.02	0.01	-	0.08
Education	0.25	0.21	0.27	0.33	0.33	0.19
Language	0.21	0.07	0.14	0.17	0.25	0.14
Employee retention	0.13	-	0.11	0.18	0.17	0.11
Sub Total	2.09	1.36	0.73	0.92	1.36	0.94
Business Environment (Scale: 1-3)						
Country risk	0.83	0.68	1.03	1.06	1.41	0.57
Country infrastructure	0.2	0.15	0.24	0.28	0.4	0.13
Culture adaptability	0.1	-	0.28	0.38	0.43	0.05
Security of Intellectual Property	0.18	0.1	0.22	0.3	0.39	0.17
Sub Total	1.31	0.93	1.77	2.02	2.63	0.92

Comparative rating for offshore destinations
Source: AT Kearney

India continues to be the best destination for offshore IT & BPO

How India Attractiveness Translates into Industry Prospects for Offshore IT+BPO

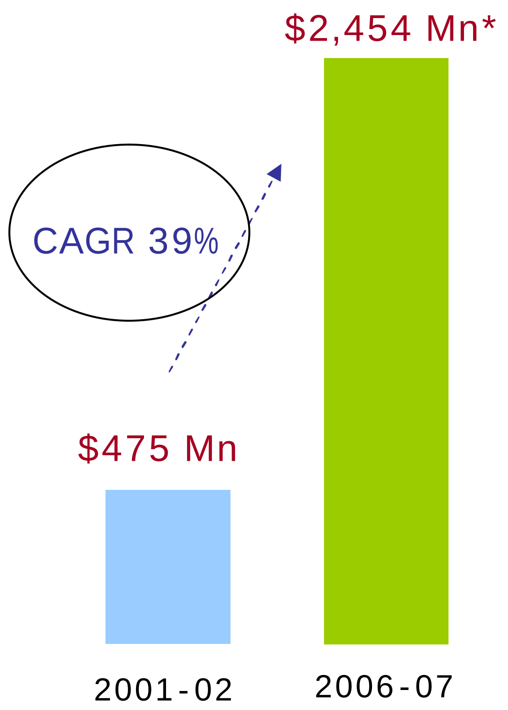


- India's Offshore IT and BPO industries can achieve US $ 60 Bn in exports by 2010 if they sustain their current leadership.
- These industries could also aspire for an even bigger prize in the next five to ten years: an additional $ 20 Bn. in exports by extending leadership through a targeted expansion of the Offshore market.

Industry well-on-track to meet 2010 forecast

Source: NASSCOM McKinsey report 2005

Wipro's Global IT Services Business – Consistently leading industry growth



*9 months Actuals+Q4 Guidance

Industry CAGR -> 32%

Partner to industry leaders

- 592 active clients as on 31 Dec 2006
- 163 global 500/Fortune 1,000 clients

Global footprint

- Listed on NYSE
- 45 countries
- ~12,000 employees onsite across geos
- 20+ near-shore development centers

Diverse talent pool

- More than 66,100 employees
- 23 nationalities
- One of the most preferred employers for the top class talent

Ranked leader by IDC, MetaGroup, Forrester
Awarded the highest rating in Stakeholder Value Creation & Corporate Governance by ICRA, an Associate of Moody's Investor Services

What Makes Us Unique

Four Traits That Help Wipro Deliver Superior Growth Rates

1. Consistent Investments in Next Generation Growth Drivers

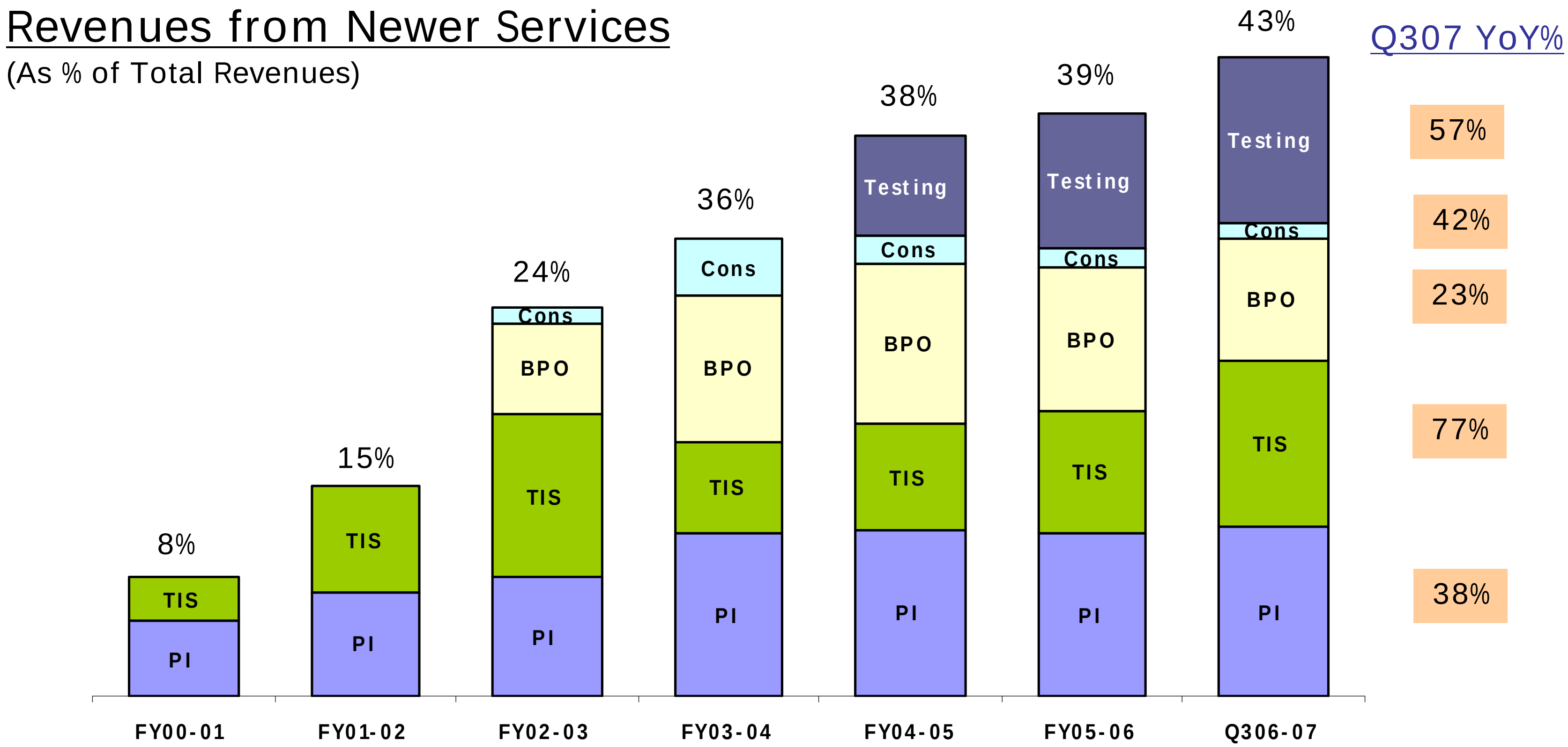
2. Dominent Leadership: Steadfastly ahead of Competition in Idenfied Areas

3. The Most Comprehensive Servies Portfolio

4. Bedrock of Enablers: Pionners in Quality Standards, Innovation-led-Excellence, Newer Delivery Paradigms

Œ Consistent Investments (1/3)

Incubating Newer Service-Lines



- New Services Revenue : 43% (up from 8% in 2000-01)
- Demonstrating remote delivery execution for traditional onsite services
- Leadership Position in TIS, Testing, TOS

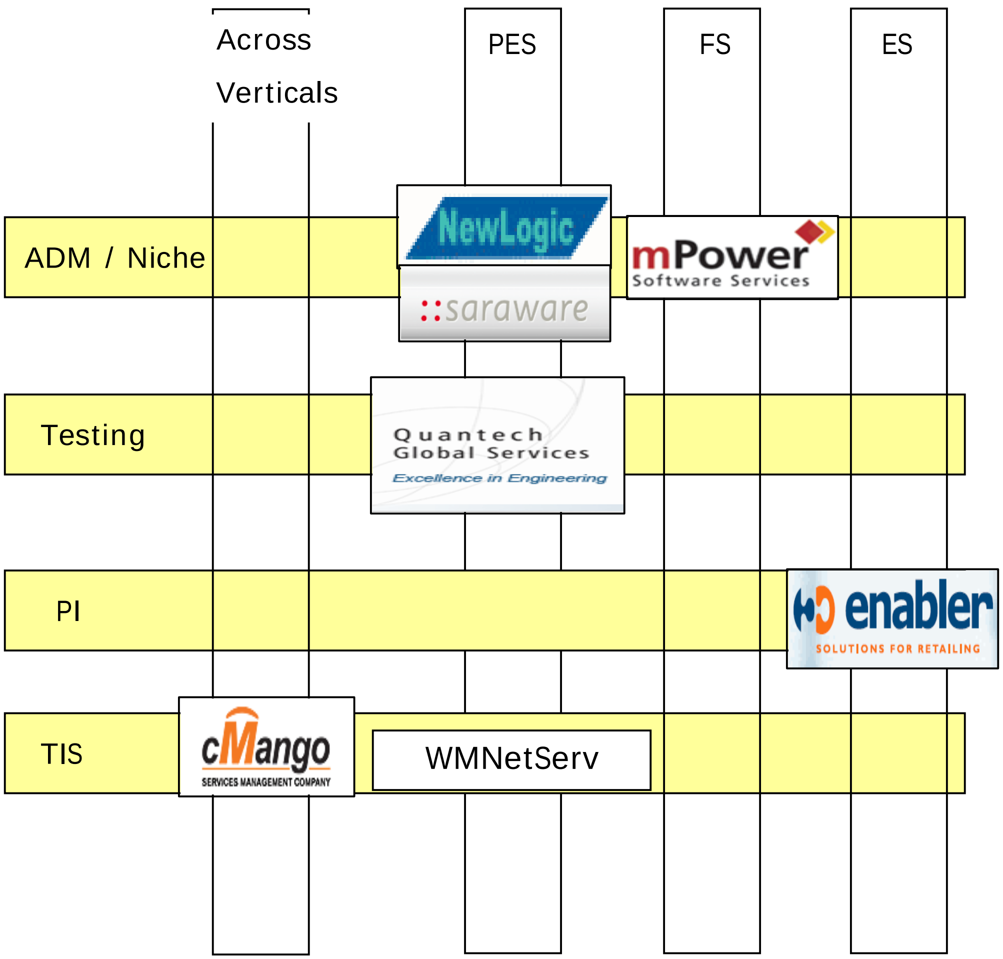
Newer services to grow at CAGR 37% , spearheading the sector growth

Note: FY 06-07 data is for the quarter ended Dec 31, 2005
Consulting revenues used here are pure consulting revenues and do not include the consulting revenues embedded in vertical revenue
Estimated CAGR between FY05 and FY10 as per Nasscom-Mckinsey Report 2005

Œ Consistent Investments (3/3)

'String of Pearls' Acquisition Strategy

Mapping of Recent Acquisitions



Space, Size & Rationale

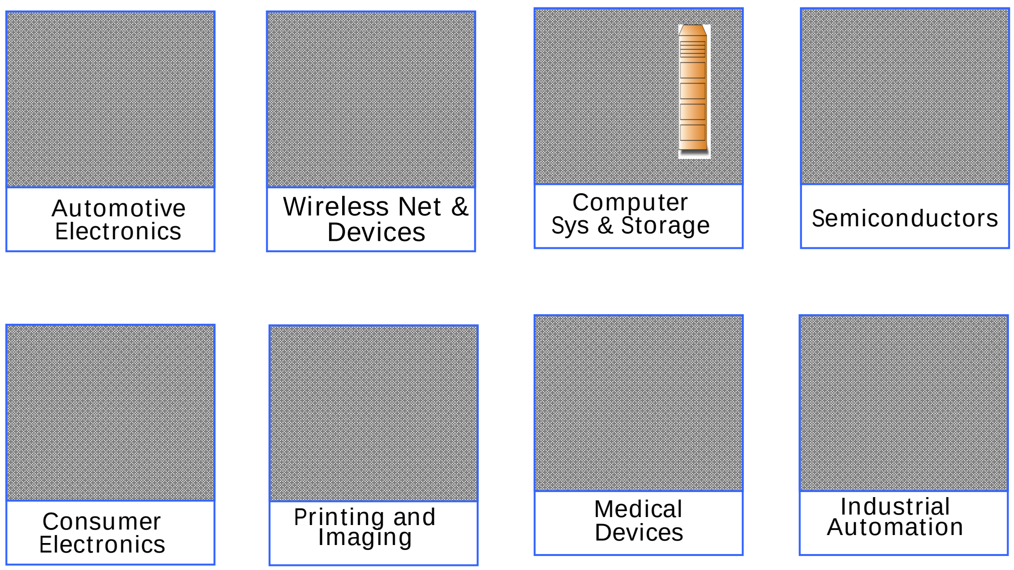
Company	Space	Domain Specialist	Benefits, Access to
New Logic	Semi Conductors	120	Wireless, RFID, Analog, IP
mPower	Financial Services	351	Payments Space
cMango	Business Services Mgmt	120	ITIL, BMC Compete nce
Enabler	Oracle Retail Solutions	300	Retek Expertise
Quantech	Auto, Aerospace Industries	500	CAE/CAD space, Mech Design
Saraware	Wireless Network Infra	200	Next Generati on Network Appln

JV with Motorola in July '06 – Exploring an Untapped Offshore Opportunity !

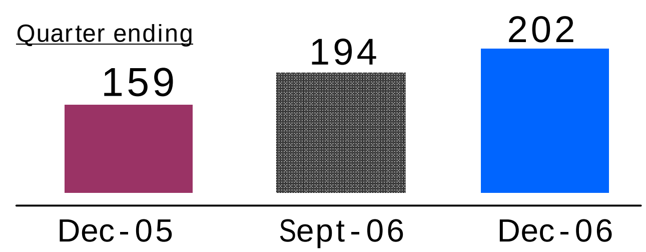
- Dominant Leadership (1/3)

Global Leadership in R&D Business

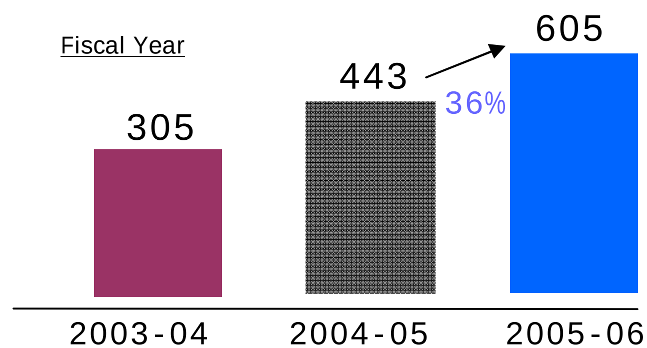
Industry Verticals



Revenue ($ M)



YoY growth – 27%



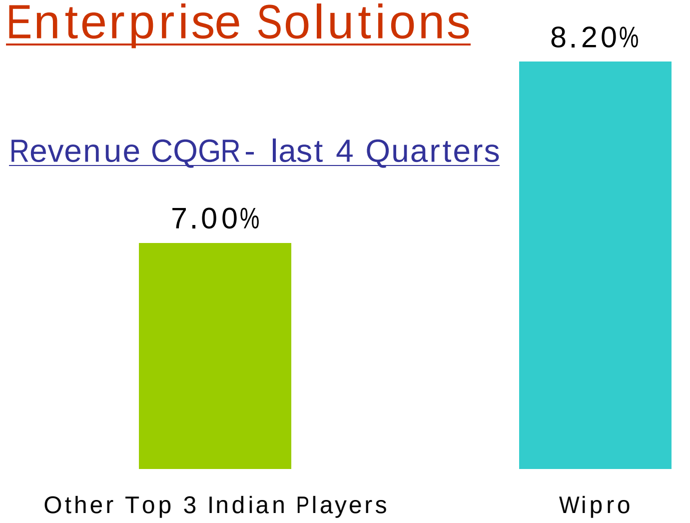
- India's current R&D Exports of $1.5 - $1.8 Bn is likely to grow 3X to 5X by 2010 as per study by Booz, Allen & Hamilton
- Wipro is a world leader in Product Engineering space with more than 15,000 engineers
- We have World's largest independent team of Hardware Design Engineers of 1,400+
- We have filed 58 Invention disclosures so far
- We are Worlds largest provider for IP in the IEEE 1394, WLAN and Bluetooth space

"Wipro is the largest global R&D services provider for 'TRUE' outsourcing" - McKinsey

• Dominant Leadership (2/3)

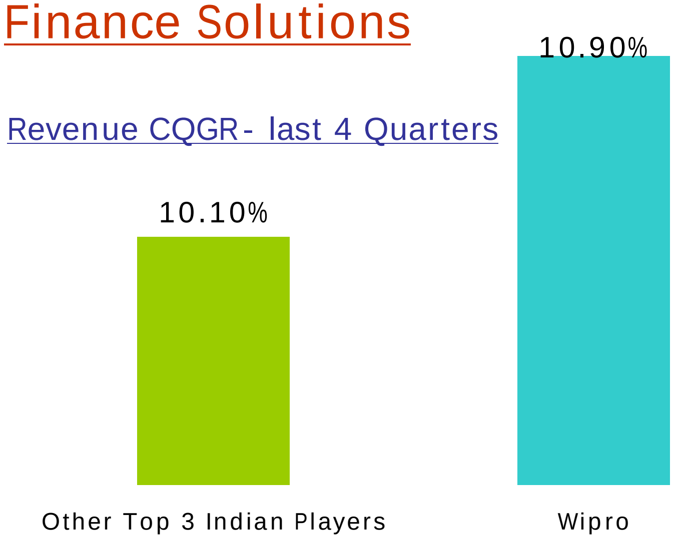
World-class Enterprise Business

Enterprise Solutions



- Over $1.1 Bn in Annual Revenues (Q307 annualized)
- 200+ Marquee client relationships with 15 customers >$ 20 Mn run-rate
- Over 22,000 employees and >10% of that are domain experts
- Largest Player from India in Energy & Utilities space; Industry Leading presence in Retail, Manufacturing and TMTS (Technology, Media, Travel & Services)
- Factory Model Innovation is a case study at Harvard Business School

Finance Solutions



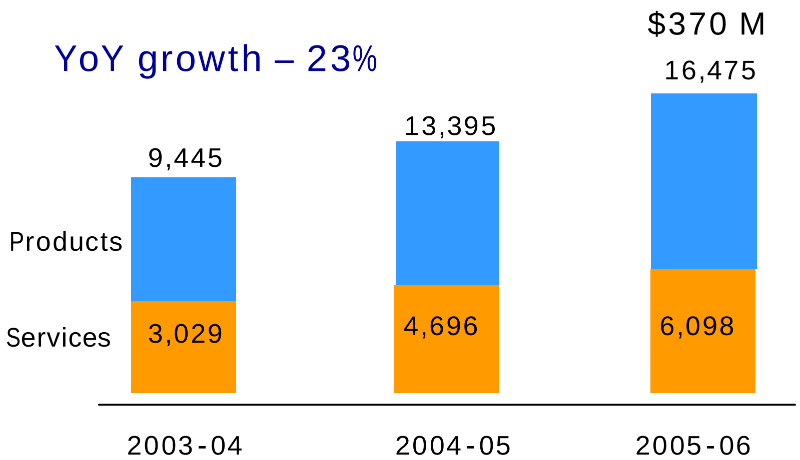
- Over $532 Mn in Annual Revenues (Q307 annualized)
- 50+ client relationships and 15 large, marquee accounts with multi-year outsourcing contracts
- Over 11,250 employees and over 400 domain experts
- Ranked in Securities Tech Top 50 by IDC and Securities Industry News
- Featured in IAOP World's top Outsourcing providers in Banking and financial services

• Dominant Leadership (3/3)

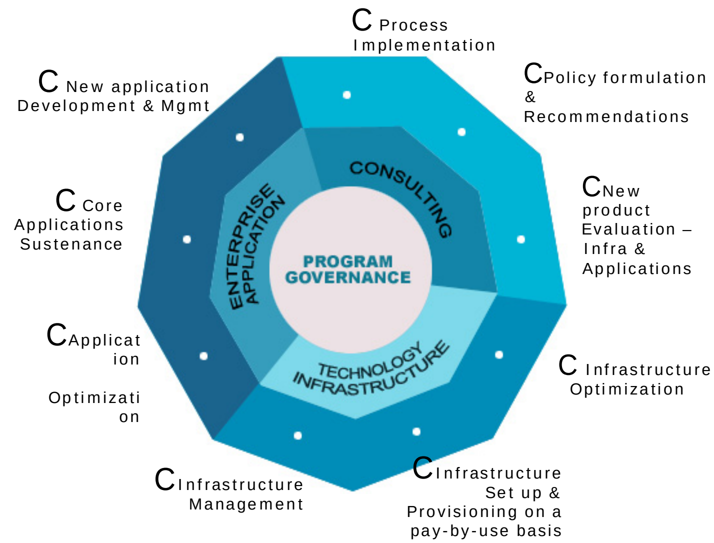
Strong Foundation in Domestic Biz; Pioneers in ME

Revenue (Rs. M)

YoY growth – 23%



Revenue from Services and Solutions



Leadership Position in Total Outsourcing Market

No. 1 IT Company in System Integration

§ Partnering 245 of Top 500 Companies in India

§ Grown consistently ahead of industry growth rate; Pioneer in Middle East market

§ Sustained leadership position in India as reflected by customer confidence

- Leading Systems and Network integrator
- 10 Successful Total Outsourcing deals
- Multiple end-to-end ERP rollouts

Feeder for Global IT business :

- Incubating newer service lines :
  - ú R&D Services – 1992
  - ú Technology Infrastructure Services – 1998
  - ú Infrastructure Security – 2001
  - ú Procurement Services in BPO – 2004
  - ú Total Outsourcing Services - 2005
- Grooming Leadership Talent
- 5000+ trained resources

Grew Revenues by 74% YoY in Q3 2006-07

Ž Most Comprehensive Service Portfolio

Targeting Multiple Spend-Budgets Simultaneously

WIPRO
Applying Thought

Wipro's Revenue Pie

Consulting | ADM | PI | Testing — 52% → CIO's Application Budget

Product Engg Solution — 29% → CTO's Budget

TIS — 11% → CIO's Infra Budget

BPO — 8% → COO / CFO's Budget

Leverage of Comprehensive Services Portfolio in Ramping up Accounts to Multi-million Run-rates:

Illustration of Revenue Distribution of 10 Large Accounts (each with >$40 Mn annual run-rate)

Consulting, ADM & Package Implementation & Testing	Product Engg Solution	TIS	BPO
40%	45%	11%	4%

Of our top 50 Accounts, 90% accounts use at –least 4 different Service-lines of Wipro

- Bedrock of Enablers (1/2)

Pioneering Quality Standard

- 15,000+ employees trained in Six Sigma methodologies
- 204 certified black belts and 10 master black belts
- Over 700 PMI certified consultants, highest in India
- 33% business parameters for the Wipro CEO relate to quality
- Pioneers among Tier 1 Indian companies in establishing Agile capability

Among the first few organizations in the world, to be globally certified at Level 5 of SEI's CMMI V 1.2 model released in Sep 06

		ISO 9000
1997	On the road to continuous improvement	CMM Level - 3
1998	World's fist software services company to be assessed at SEI CMM Level 5	CMM Level - 5
2000	Strengthening upstream processes	6 Sigma Methodologies for software
2001	The best in people processes World's first PCMM Level 5 company Industry-specific quality standards	TL-9000 PCMM Level 5
2002	World's first at Level 5 of CMMI ver 1.1 BS 7799	CMMI ISO 27001
2003	Infused Statistical Rigor into Management Software process achievement Award from IEEE USA Orthogonal Arrays DMAIC/ DSSS+ frameworks launched	SPA Award Statistical Rigor
2005	Studied Toyota Manufact uring System) Lean Pilots Wipro Way Agile	Lean
2006	CMMI 1.2 Global Assessment at Level 5 Domain specific standards • World's first Automotive SPICE • AS9100 • SW68	CMMI 1.2 Level 5

• Bedrock of Enablers (2/2)

Innovation Focus

Process

Process Focus

Pioneered in the art of adopting Lean techniques for Software Service delivery. Benefits from this are: Delivery excellence and cost savings of about 10% - 15% in effort.

Delivery Focus

Global Delivery model and Software Factory model for standardized delivery are good examples of our Delivery Innovations.

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Technology

Innovation

Focus

Delivery

Technology Focus

Solutions with high Intellectual property (IP) content, which can be delivered as a service to product companies, thus giving the time to market advantage

Business

Business Focus

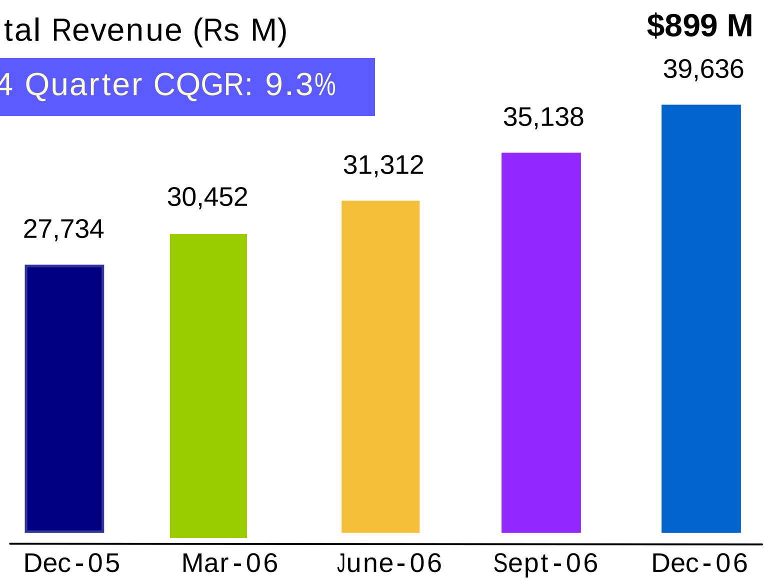
Frameworks and methodologies to develop solutions for specific business. Deep domain understanding and new customer experience are primary drivers in identifying such solutions.

Innovation currently contributes 5% of the Revenues

Our Recent Quarterly Performances

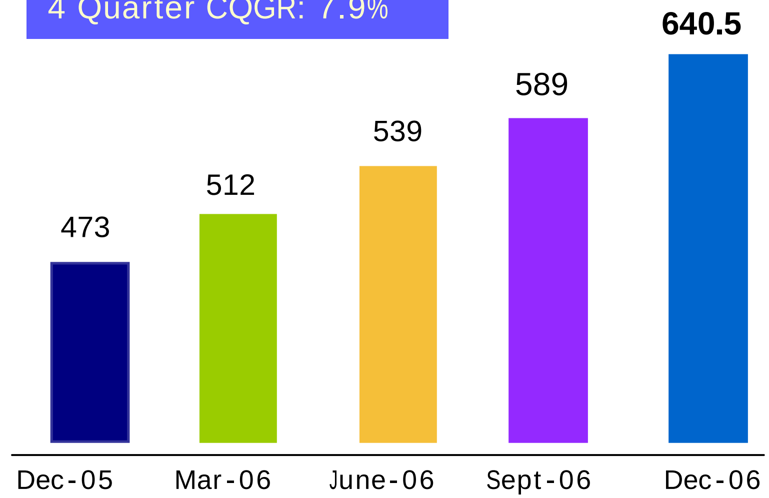
Total Revenue (Rs M)

4 Quarter CQGR: 9.3%



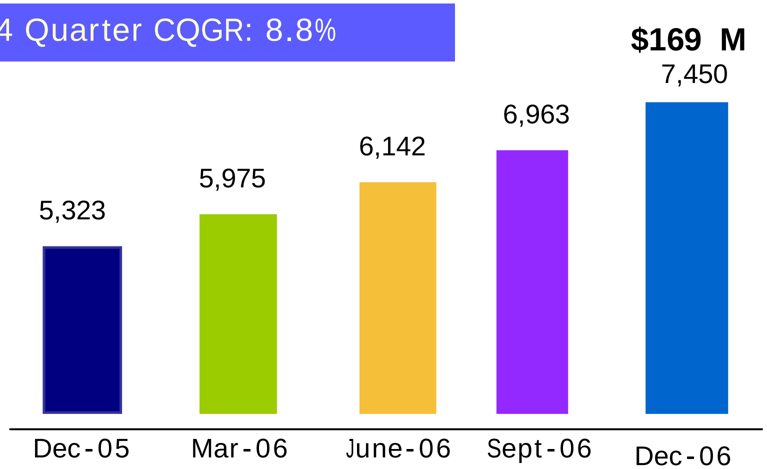
Global IT Services Revenue ($ M)

4 Quarter CQGR: 7.9%



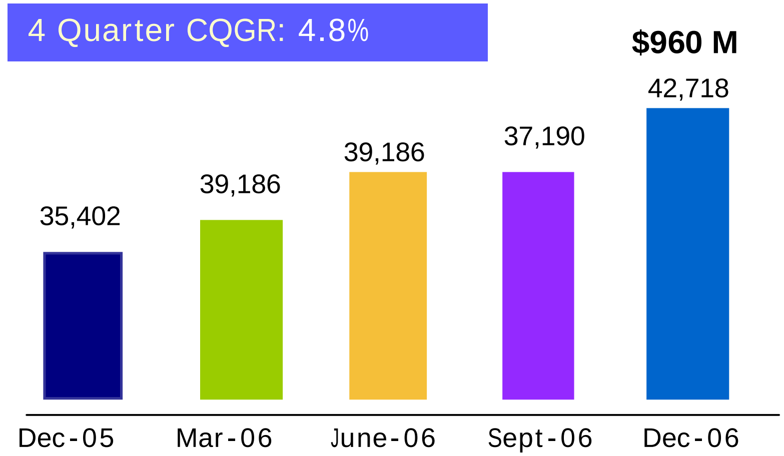
Net Income (Rs M)

4 Quarter CQGR: 8.8%



Cash & Cash equivalents (Rs M)

4 Quarter CQGR: 4.8%



CQGR – Compounded Quarterly Growth Rate

Thank you for your time