



# Wipro – Presentation to Investors

April – June , 2011

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](http://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.

**1 Our Vision?**



**2 Our track record on performance**



**3 Overall Market Opportunity**



**4 Our differentiation today**



**5 Strategy to remain differentiated tomorrow**





# Our Vision

## VISION STATEMENT

To be among the Top 10 Global IT & Business Process Outsourcing Services

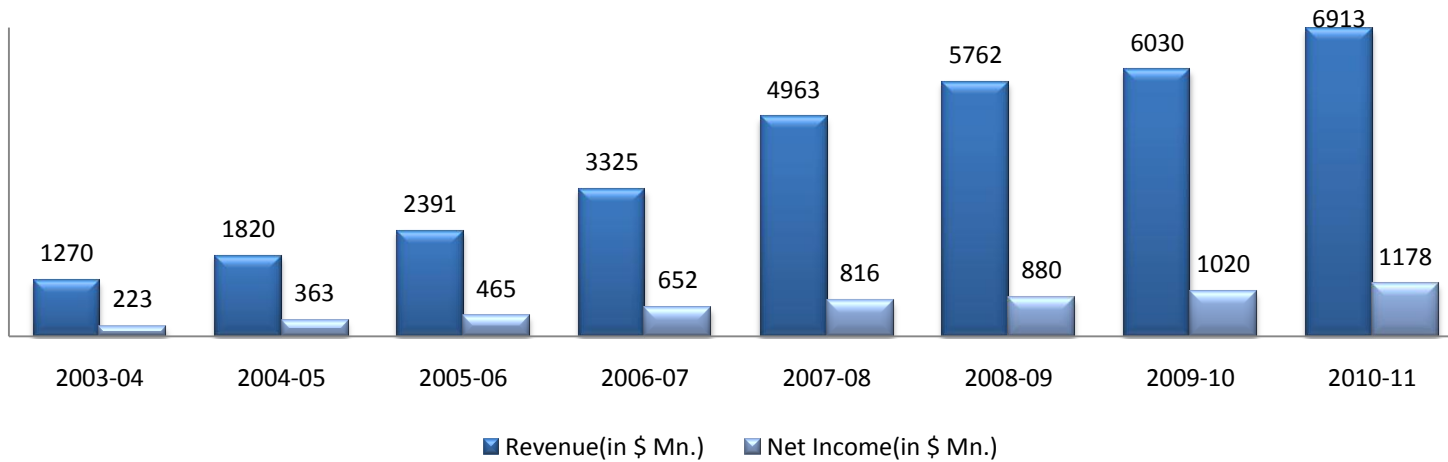
## OBJECTIVES STATEMENT

1. Be a Trusted Partner to our clients by providing Transformation and SI Services.
2. Achieve Thought Leadership in emerging Technology areas.
3. Be perceived as a leader by relevant stakeholders among Global IT Service & BPO providers.



# Track Record on Performance

# Wipro Ltd has grown revenue at a 27% CAGR and Net Income at a 27% CAGR for the last 7 years



## 1 Incorporated in 1945

### Businesses include

- IT Business
- Consumer Care & Lighting
- Infrastructure Engineering

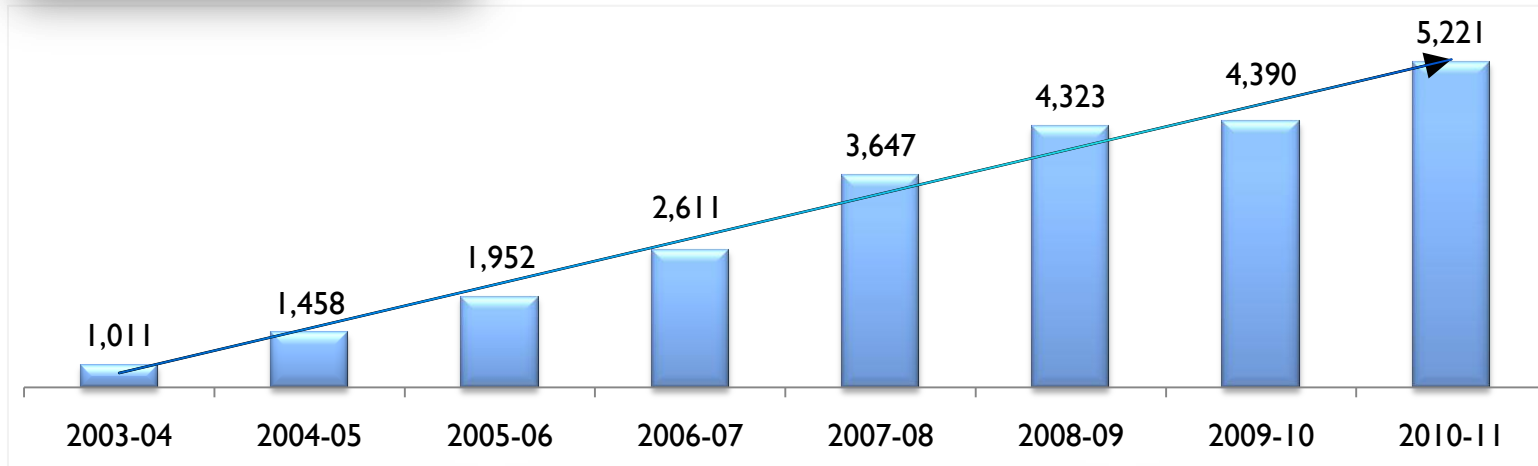
## 2 Total Employees 122,000+

## 3 IT Services revenue at \$5.2 billion

- Wipro Corporation revenue at Rs.311 Billion for 2011 - 15% YoY
- IT Services contribute 76% of Revenue and 93% of PBIT – Revenue growth of 16% and PBIT growth of 12%
- IT Products account for 12% of Revenue and 3% of PBIT
- Consumer Care and Lighting business contribute 9% of Revenue and 6% of PBIT

# Wipro's IT Services Business has grown at a CAGR of 26% in the last 7 years

IT Services (\$ Mn.)



## Partner to Industry Leaders

- 904 active global clients as of March 31, 2011
- 150+ Fortune 500 customers

## Global footprint

- Listed on NYSE in October 2000
- Present in 54 countries
- 20,000+ employees onsite across geographies

## Diverse talent pool

- 122,000+ employees
- 76 nationalities represented in workforce

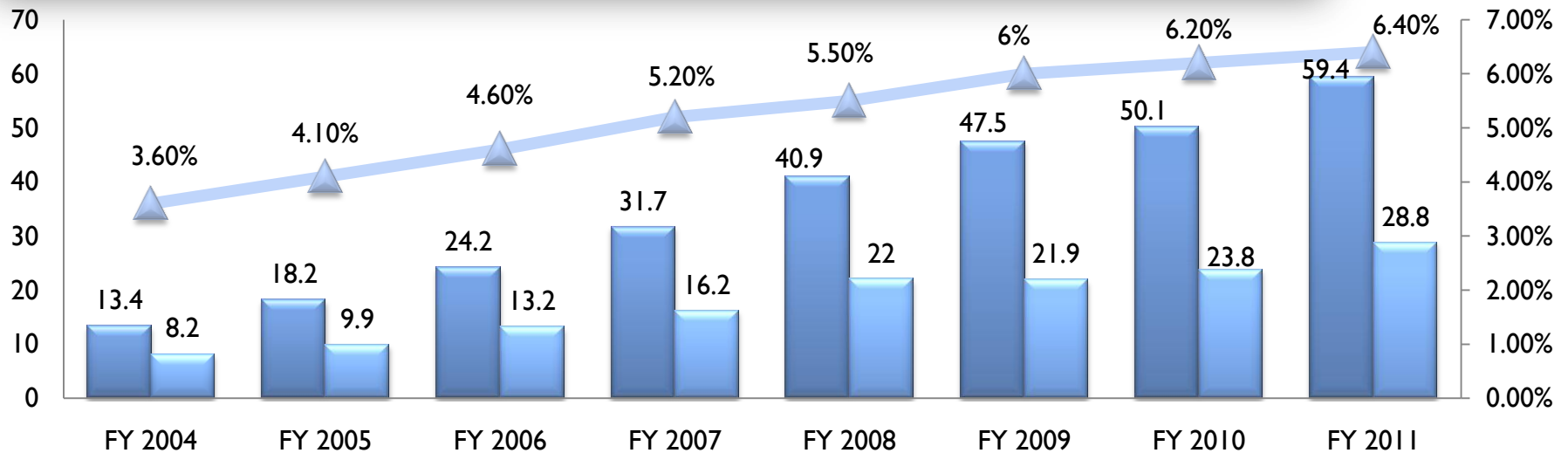




# Overall Market Opportunity

# Indian IT Industry Today

## Indian IT-BPO Sector I: Revenue Aggregate (Export and Domestic) and Share of GDP



## Indian IT Industry

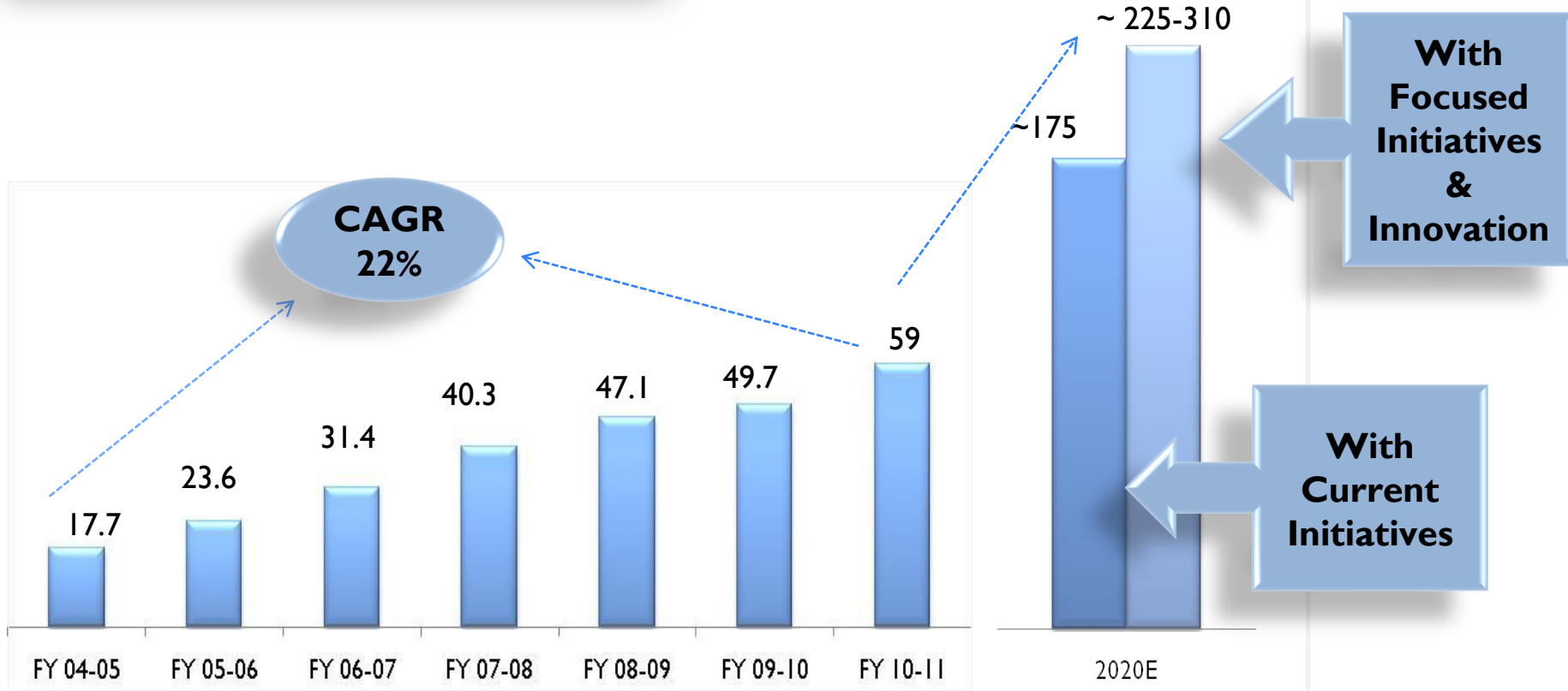
- Indian IT Industry – \$88.1 Bn; exports at ~\$ 59 Bn up from \$159 Mn in 1990
- India – Most preferred offshore destination

- Innovation and scale
- Expansion into new markets

- MNCs integral part of the industry
- Focus on cost efficiencies and customer value

# India Off-shoring market is expected to grow at a CAGR of ~13-20% through 2020

India's offshore IT and BPO exports (\$B)



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

CAGR of 13% to 20%

Source: NASSCOM The IT - BPO Sector in India – Strategic Review 2011



# Our Differentiation Today

# What differentiates Wipro today?

- Broad based portfolio across Verticals, Geographies, Service Lines and Customers
- Strong (\$1B) and Established (20+ years) presence in some of the key growth markets – India & Middle East
- A complete, integrated portfolio of services
- Leadership in R&D – worlds largest independent 3rd party R&D shop

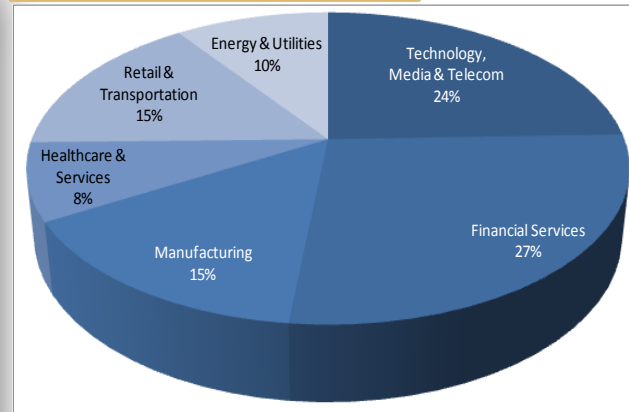
# Strength of a broad based portfolio

## Revenue contribution of Top customers for Q4'10-11

Customer Concentration (% of revenue)	
Top customer	3.1%
Top 5	11.4%
Top 10	19.7%

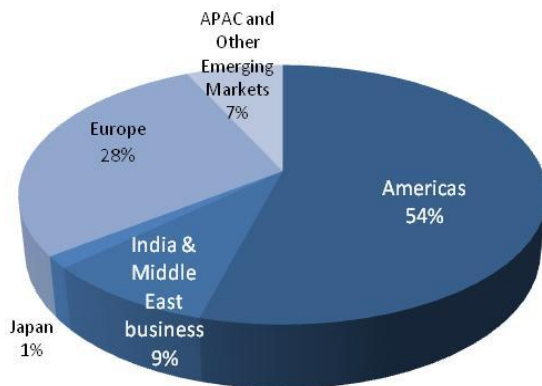
- New customer contributing around 3.1%
- 429 customers with \$1 million revenue on trailing 12 month basis, 22 customers greater than \$50 million

## Vertical Distribution



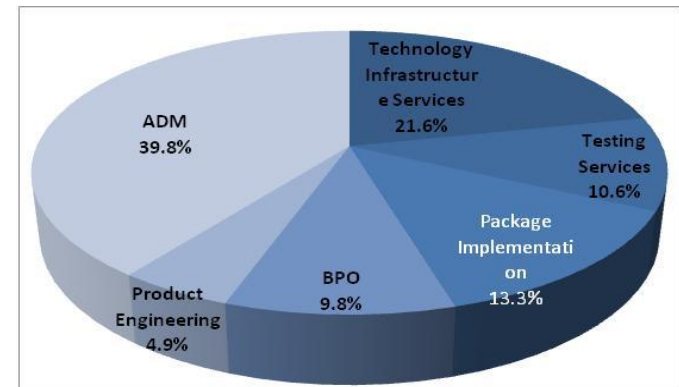
- Diversified Vertical portfolio, with no vertical contributing more than 27%

## Geographical Distribution



- Scale in Western markets
- Strong presence in Emerging markets
- Balance to align "Global spend and Growth in spend"

## Service Line distribution



- Differentiated Service lines contributing over 60% of Rev
- Total integrated consulting revenues constitute >3.1% of Revenue

# India & Middle East – A comprehensive IT Services Portfolio

1. Revenue upwards of a billion dollars
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, Telenor, Lavasa, DIAL etc.
5. Incubator of global service lines
6. Leaders in Systems Integration

## Strategic Partnerships



Consulting

Process, IT Governance, e-Governance, Security, Strategic Cost Reduction

Business Solutions

Package Application, Business Intelligence, Application Dev & Management

Professional Services

System Integration, Infrastructure Management, Application Support

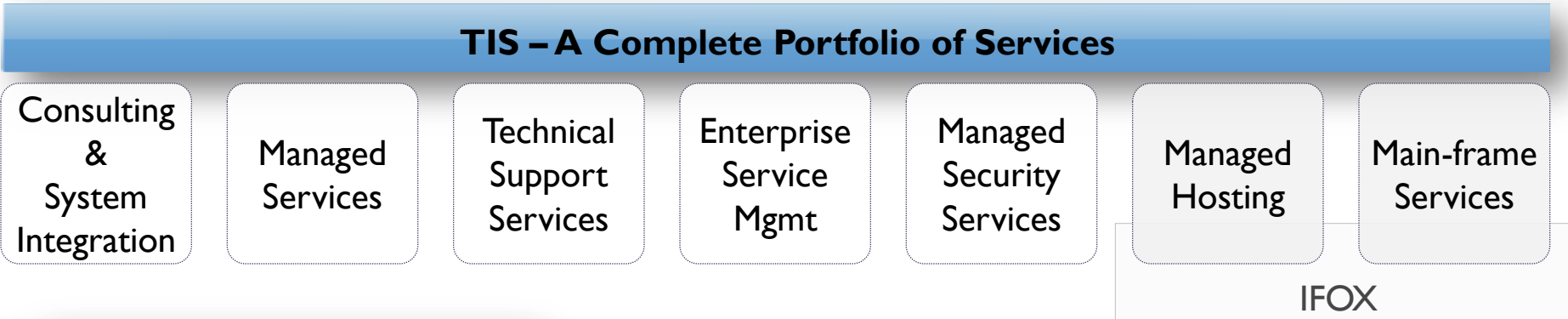
Infrastructure Products

Platforms, Networking, Storage, Enterprise Management & Security

Total Outsourcing

IT, Process Strategy Formulation and Alignment to Business

# Global TOS – A complete, integrated portfolio of services



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

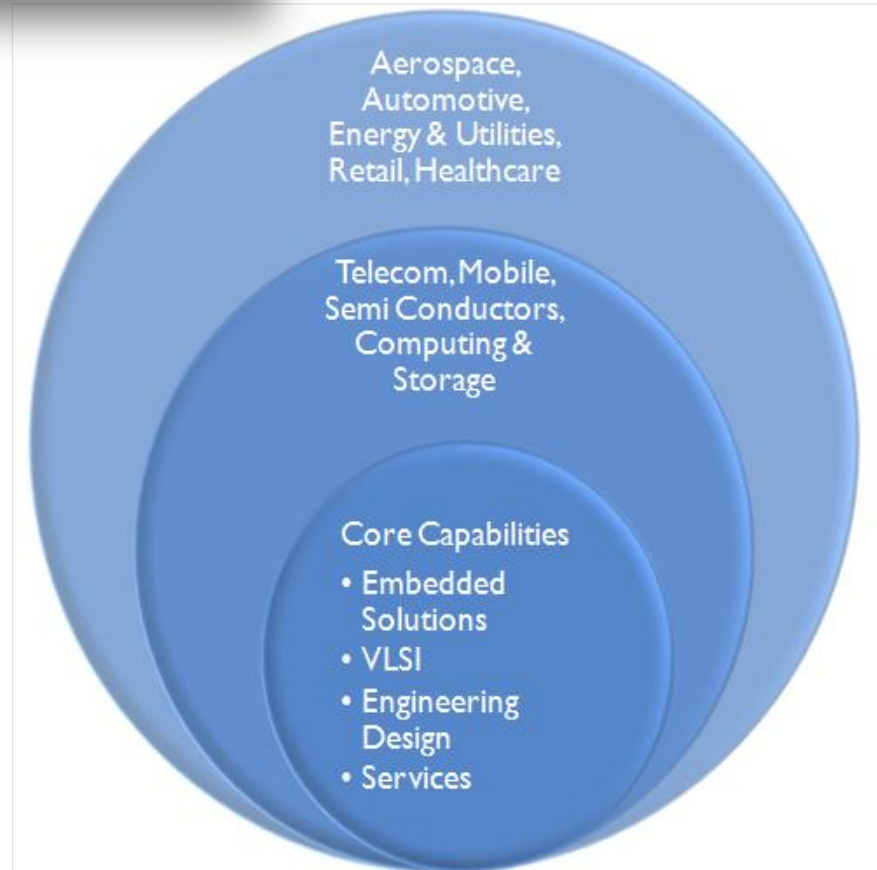
- Robust onshore front-end to address IT Outsourcing as opposed to only Remote Management



# Leadership in R&D

## Leadership in R&D business

- 15000+ 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





# Strategy to remain differentiated tomorrow

# Our Strategy is aligned to the needs of the 21st century corporation

Expectations  
of the 21st  
Century  
Corporation



Wipro  
Strategy

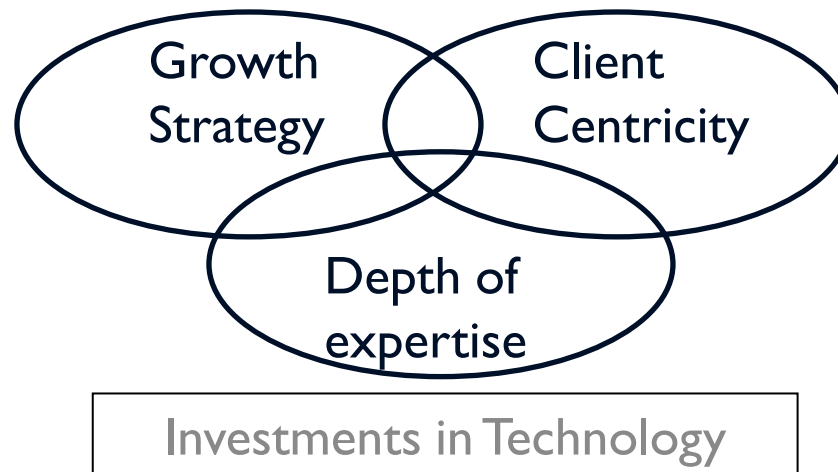


Providing  
transforma-  
tional  
outcomes to  
customers

Transformation Partner

Building SI & Transformational  
Capability

## Core Tenets Enabling Strategy



# Core Tenets (1/3)



Growth  
Strategy

## **Clients & Markets : Driving Globalization**

- Mass (developed) & Momentum (emerging)
- Global Operating locations & Strategic Delivery centers in line with client growth.
- Acquisitions as key aspect of growth strategy (like SAIC)

## **Changing the Business Mix**

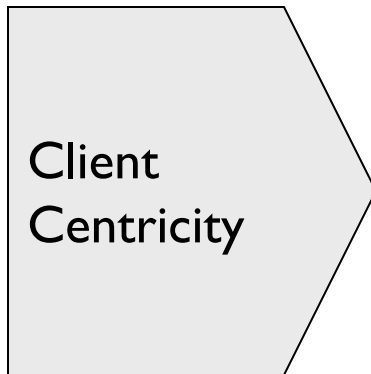
- SI & Transformational engagements
- Differentiation through IP & productized solution portfolio

## **Mega-alliances**

- Participation in Technology Leadership
- 360 approach: Sell to Sell with & Co-innovate

## **People Development**

- Best in class global leadership
- Workforce localization
- Global talent resourcing model.
- Talent engagement & development.

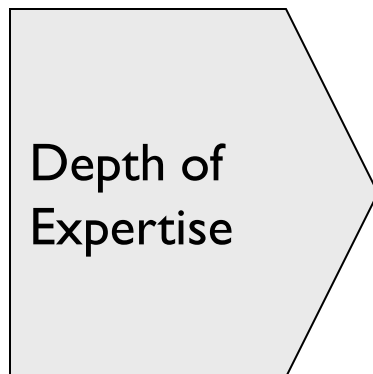


## **Be a trusted advisor to clients**

- Client Engagement Model – CEO for the account
- Client Development Solution Team
- Help build 21<sup>st</sup> Century Virtual Corporation model for clients
- Domain led client business propositions
- Consulting approach to solutions

## **IT 360**

- Achieve a tight integration between the business processes & IT
- Complete visibility of the availability & performance of the business process as impacted by concurrent changes in IT
- An ability to make changes in IT to achieve better efficiencies at business processes in a top down manner as against traditional bottoms up approach.



## **Build Consulting & Domain expertise as measured by**

- Business through Business Advisory Services
- Business advisory through to implementation
- Sole-sourced business
- Business through alliances and vertical solution partners

## **Innovation**

- Investments in CTO Themes that have the potential to transform business models & operations
- Horizon Program (H2-H3)
- External Innovation

# Technology Investments



## Cloud Environments

Transforming enterprise applications & infrastructure to operate in hybrid cloud

## Collaboration

Deliver business process efficiency & enhanced user experience for global enterprises

## Green Technologies

Achieve sustainability goals of enterprises using a combination of IT and non-IT

## Mobility Force

Extend enterprise & consumer applications & manage multiple devices for mobile work

## Social Computing Strategy

Leverage collective intelligence of communities for Enterprise products & services

## Information Management

Manage Information in Hybrid environments & apply multimedia analytics for business insight

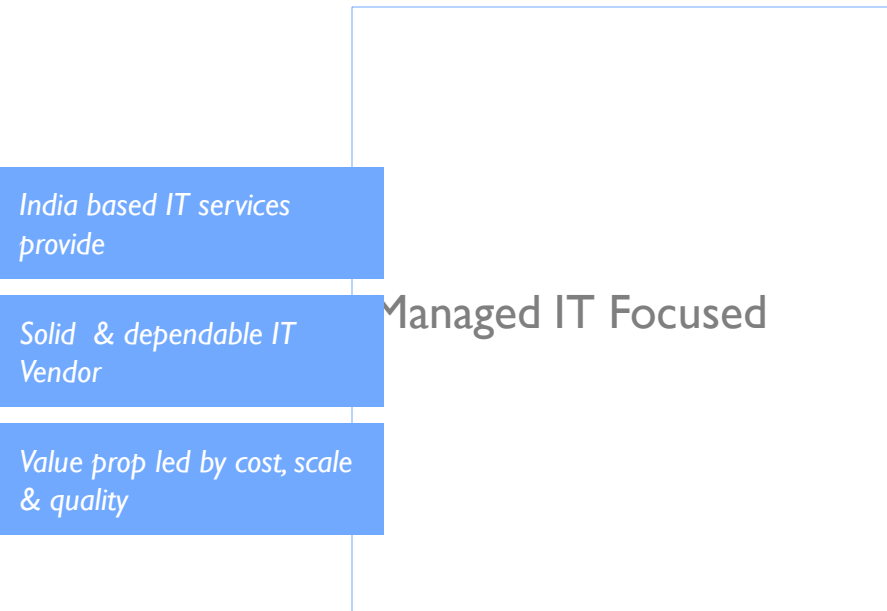
## Security

Physical & Information Security in a globalized business environment

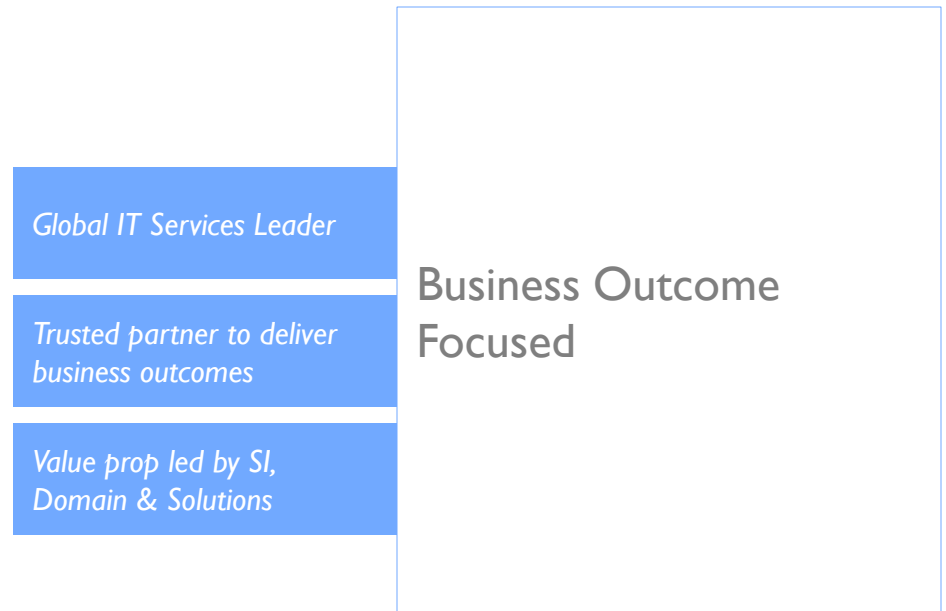
**Investing in Technologies Enabling the 21st Century Corporation**

# What does it mean to our customers

## Wipro Today



## Going Forward







# Full Year Highlights and Key Highlights of Other Businesses

# Highlights of the Year ended March 31, 2011

## Revenue Highlights

- Wipro Limited Revenue grew by 15% YoY to Rs. 311 Bn
- IT Services Revenue at \$ 5,221 Mn, YoY growth of 19 %. Constant Currency IT Services Revenue was \$5,211 Mn
- Strong growth across verticals – Financial Services grew 23% ; E&U grew 24%, Retail grew 22% and Telecom grew 21% YoY
- TIS grew 20%, PI grew 22% , Consulting grew 49% YoY
- Americas grew 13% , Europe grew 23% and India & Middle East business grew 26%, while APAC and Emerging markets continued to post strong growth of 45%

## Profitability Highlights

- Profit After Tax was at Rs. 53 billion, a growth of 15 % YoY
- EPS at Rs. 21.74, a growth of 15% YoY
- IT Services EBIT grew 12% YoY

## Balance Sheet and Cash Flow

- Free Cash Flow generation of \$639 million for the year
- Gross cash balance was \$2.6 billion, while Net Cash stood at \$1.4 billion
- IT Services and Products business Return on Capital Employed at 37%

# Highlights of the Quarter ended March 31, 2011

## Revenue Highlights

- Wipro Limited Revenue grew by 18% YoY to Rs. 83.02 Bn
- IT Services Revenue at \$1,400 Mn, sequential growth of 4.2%. Constant Currency IT Services Revenue was \$1,391 Mn
- Strong sequential growth across some verticals – Telecom grew 10% , E&U grew 8%, Retail & Transportation grew 6% and Manufacturing grew 4%
- TIS grew 5%, BPO grew 10%, PI grew 5% and PES grew 6%
- Americas grew 3% , India & Middle East business grew 7%, while APAC and Emerging markets grew 10%
- IT Services Revenue Guidance for Q1'12 in the range of \$1,394\*Mn to \$1,422\*Mn

## Profitability Highlights

- Profit After Tax was at Rs. 13.75 billion, a growth of 14 % YoY
- EPS at Rs. 5.64, a growth of 14% YoY
- IT Services EBIT grew 9% YoY

## Balance Sheet and Cash Flow

- Free Cash Flow generation of \$284 million during quarter
- IT Services and Products business Return on Capital Employed at 37%

\* Guidance is based on the following constant currency exchange rates: GBP/USD at 1.64 Euro/USD at 1.46, AUD/USD at 1.07, USD/INR at 44.29

# Other Highlights – Other Businesses for the Quarter Ended March 31, 2011



## Wipro Consumer Care and Lighting (WCCL)

- Our thrust in rural areas has helped to grow well in Santoor. In Yardley we have been able to transition our brand successfully to attract the youth - See good potential in the brand.
- Unza acquisition continues to do well with leading growths in Malaysia, Vietnam and China. Our investments in brand building ensured our key brands Enchanteur, Safi and Romano continued to outperform the market.
- 35% of our sales in Office Furniture is from our premium range – a proof that it has been well accepted by the customers. Our LED streetlight 'Orio' won the prestigious Design for Asia merit recognition award in Hong Kong.

## Wipro Infrastructure Engineering (WIN)

- We are the worlds largest third party Hydraulics player
- Continue to see strong rebound in the India Market and better than expected bounce back in Europe

## Eco-energy

- Very bullish on the prospects of the business in the medium term
- Continue to drive Energy Managed Services
- Confidence in our business model has increased significantly, validated by the market & our wins



**Thank You**