## Agenda

<table>
<thead>
<tr>
<th>Time</th>
<th>Duration</th>
<th>Session</th>
<th>Presenter</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:30 AM to 9:15 AM</td>
<td>45 min</td>
<td>Registration and Breakfast</td>
<td></td>
</tr>
<tr>
<td>9:15 AM to 9:30 AM</td>
<td>15 min</td>
<td>Business Overview</td>
<td>Jatin Dalal</td>
</tr>
<tr>
<td>9:30 AM to 10:10 AM</td>
<td>40 min</td>
<td>Session 1 - Global Infra Services</td>
<td>GK Prasanna</td>
</tr>
<tr>
<td>10:10 AM to 10:50 AM</td>
<td>40 min</td>
<td>Session 2 – Healthcare &amp; Life Sciences</td>
<td>Sangita Singh</td>
</tr>
<tr>
<td>10:50 AM to 11:05 AM</td>
<td>15 min</td>
<td>Tea / Coffee Break</td>
<td></td>
</tr>
<tr>
<td>11:05 AM to 11:45 AM</td>
<td>40 min</td>
<td>Session 3 – Digital</td>
<td>Avinash Rao</td>
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<tr>
<td>11:45 PM to 12:30 PM</td>
<td>45 min</td>
<td>Session 4 – CEO Address</td>
<td>TK Kurien</td>
</tr>
<tr>
<td>12:30 PM to 13:00 PM</td>
<td>30 min</td>
<td>Open House</td>
<td>Leadership</td>
</tr>
<tr>
<td>13:00 PM to 14:00 PM</td>
<td>60 min</td>
<td>Lunch</td>
<td></td>
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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.
Business Overview

March 4, 2015

Jatin Dalal
CFO IT Business
Growth of IT Services business

Revenues for FY15E over $7.1 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
- 44 new customers in Q3

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

Diverse talent pool
- Over 155,000 employees
- 98 nationalities represented
- 30%+ women employees

*FY 2014-15 E IT Services revenues of $ 7,121 to $ 7,157 Mn is based on Q4 CC guidance of $ 1,814 to $ 1,850 Mn provided in Q3 earnings release issued on 16 Jan 2015.
Revenue Distribution

Revenue contribution

- Top 1 customer: 3.8%
- Top 5 customers: 12.7%
- Top 10 customers: 21.0%

Customer Metrics

- Customers >$100 MN: 10
- Customers >$1 MN: 526

Strong contribution from top customers

*Trailing Twelve month basis

Service Line distribution

- ADM: 16.0%
- PES: 7.1%
- BPS: 9.5%
- GIS: 27.3%
- ATS: 11.2%
- BAS: 28.9%

Business Unit-wise share

- ENU: 16.4%
- RCTG: 14.1%
- GMT: 13.8%
- BFSI: 25.7%
- HLS: 11.7%
- MFG: 18.3%

Geographical Distribution

- Americas: 51.4%
- Europe: 27.6%
- APAC & Emerging markets: 11.4%
- India & Middle East: 9.6%

Diversified BU portfolio to hedge sector risk

Integrated consulting constitute ~1.9% of revenues

Revenue well-diversified across verticals, service line & geographies

The distribution percentages have been calculated based on USD revenues for the Business Unit/Service line/Geography

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Strategic Partnerships

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’
India Off-shoring market

India’s offshore IT and BPO exports ($B)

CAGR 19%

~ 225-310

~ 175

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

Source: NASSCOM The IT - BPO Sector in India – Strategic Review 2014 & 2015
India: Macro & Budget Update

**Economy**

- Real GDP growth is expected to accelerate to 7.4% in 2014-15 making India the fastest growing large economy in the world; expectation of growth between 8-8.5% for FY16
- Foreign exchange reserves have swelled to a record $340 billion
- CPI inflation rate is 5.1%, Maintaining CPI at these levels will allow further easing of monetary policy.
- Lower crude oil prices have helped fiscal consolidation

**Reform**

- Planning Commission replaced with NITI Aayog, a body for policy framing
- Investment in Growth initiatives like Make in India and Digital India
- Successful re-start of allocation of Coal Mines through auction
- Articulated goal of improving ease of doing business ranking

**Highlights from Budget**

- Optical Fibre Network Program of 750,000 kms and networking 250,000 villages is being speeded up.
- Financial Inclusion Program has provided most households with bank a/c and access to a debit card
- $1Bn has been allocated towards the Smart Cities initiative
- To modify the (PE) norms to the effect that mere presence of a fund manager of offshore funds in India would not result in adverse tax consequences.

There is a lot of optimism. The Indian stock market was the second best-performing stock market in Apr- Dec 2014 period

Major reforms in Land Acquisition uncertain due to political polarization can be a roadblock to growth acceleration.
Thank You
## Reconciliation of Selected GAAP measures to Non-GAAP measures

### Reconciliation of Gross Cash

<table>
<thead>
<tr>
<th>WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR millions)</th>
<th>As of Dec 31, 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Computation of Gross cash position</strong></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>122,113</td>
</tr>
<tr>
<td>Available for sale investments - current</td>
<td>82,985</td>
</tr>
<tr>
<td>Interest bearing deposits with corporates - current</td>
<td>26,500</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>231,598</td>
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</tbody>
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### Reconciliation of Free Cash Flow

<table>
<thead>
<tr>
<th>WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR millions)</th>
<th>Three months ended Dec 31, 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Computation of Free cash flow</strong></td>
<td></td>
</tr>
<tr>
<td>Net cash generated from operating activities</td>
<td>17,240</td>
</tr>
<tr>
<td><strong>Add/(deduct) cash inflow/(outflow) on :</strong></td>
<td></td>
</tr>
<tr>
<td>Purchase of Property, plant and equipment</td>
<td>(1,408)</td>
</tr>
<tr>
<td>Proceeds from sale of Property, plant and equipment</td>
<td>230</td>
</tr>
<tr>
<td>Free cash flow attributable to equity holders of the company [B]</td>
<td>16,062</td>
</tr>
<tr>
<td>Free cash flow as a percentage of Net income [B/A]</td>
<td>73%</td>
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</tbody>
</table>

### Reconciliation of Non-GAAP constant currency Revenue

<table>
<thead>
<tr>
<th>Reconciliation of Non-GAAP Constant Currency IT Services Revenue to IT Services Revenue as per IFRS ($MN)</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Services Revenue as per IFRS</td>
<td>$ 1,795</td>
</tr>
<tr>
<td>Effect of Foreign currency exchange movement</td>
<td>$ 41</td>
</tr>
<tr>
<td>Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates</td>
<td>$ 1,836</td>
</tr>
<tr>
<td>IT Services Revenue as per IFRS</td>
<td>$ 1,795</td>
</tr>
<tr>
<td>Effect of Foreign currency exchange movement</td>
<td>$ 47</td>
</tr>
<tr>
<td>Non-GAAP Constant Currency IT Services Revenue based on previous year exchange rates</td>
<td>$ 1,842</td>
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</tbody>
</table>