ORCHESTRATING BUSINESS OUTCOMES

Helping businesses thrive through Wipro FullStride Cloud Services.

Rajan Kohli, Managing Partner
Stephanie Trautman, Chief Growth Officer
AGENDA

01  Our growth engines
02  Value orchestration
03  Wipro FullStride Cloud Services
OUR GROWTH ENGINES

01 Journey towards the digital enterprise

- CIO
- COO
- CTO
- ... 

- Core transformation
- Data and automation
- 5G and edge driven business solutions

- Digital & cloud for future ready foundations
- Scalable cost efficiencies and agility
- Resilience and security

02 Build new ecosystems and thrive

- CXO
- LOBs
- PE¹
- ... 

- Operations on Cloud
- Experiences on Cloud
- Products on Cloud

- Business solutions on cloud
- Trusted & Always-on

¹ Private Equity firms
WIPRO DIFFERENTIATION

End-to-end value orchestration to realize highly personalized business outcomes
A new partnership paradigm

01 THINK
As the orchestrator

02 ACT
To continuously deploy value and innovation

03 DO
As a business partner sharing outcomes
Domain & Consulting

Value design for sectors

Integrated Capability

Business solutions and industry stacks on cloud

- Industry Stacks
- Business Design and Experience
- Industry Platforms
- Operating Model
- Solution Blueprint
- Solution Architecture
- Cloud Native Acceleration Platform
- Technology Accelerators
- Partner Ecosystem & Venture Investments
- Foundation Capabilities

WIPRO CLOUD STUDIO

- 79K Cloud professionals
- 10,000 Certified specialists
- 100+ certified IPs

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Investor Day 2021 - Building A Bold Tomorrow
# Examples

<table>
<thead>
<tr>
<th>BFSI</th>
<th>Telco</th>
<th>Transport</th>
<th>Utilities</th>
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<tbody>
<tr>
<td><strong>New logo</strong> for a global multinational financial services company. <strong>Migrate and modernize</strong></td>
<td><strong>New business and operating model</strong> enabled on a <strong>new cloud stack</strong> to create an as-a-service play into the <strong>BFSI ecosystem</strong></td>
<td><strong>New business operations</strong> on the cloud underpinned with <strong>5G capability</strong> for B2B and B2C customers</td>
<td><strong>Enabling new revenue streams through monetizing enterprise data</strong> into the <strong>logistics ecosystem</strong></td>
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<td><strong>Data as an asset for Smart Grid decisioning; secure data democratization; OT and AI capability at the centre</strong></td>
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Towards the digital enterprise

Build new ecosystems & thrive
WIPRO FULLSTRIDE CLOUD SERVICES

UNIFIED AND INTEGRATED APPROACH TO CLOUD

- Experience
- Research
- Regulation, Compliance, Legal
- Change Management
- Business & Operating Model
- Strategy
- Ecosystem Partners
- Cloud Platforms
- Consulting and Advisory Services
- Product Strategy
- Process
- Features Design
- Security
- AI
- Automation
- Software
- Engineering
- Testing
- Deployment
THE MARKET HAS TAKEN NOTICE

"Wipro is investing in the right time with these efforts..."
- HFS Research

"Brings the full strength of Wipro behind cloud."
- Everest Group

"With its launch of FullStride Cloud Services, Wipro provides a full life cycle of services and a full-stack play that enables digital transformation and continuous innovation."
- IDC
WIPRO FABRIC
TIGHT INTERSECTIONS FOR EFFICIENT ORCHESTRATION

- 4 regional delivery hubs
- 11 cloud studios, 5 in progress
- 4 Innovation centers
FULLSTRIDE ECOSYSTEMS AND PARTNERS
PARADIGM SHIFT

Focus and Investments

New Global and Market Leadership to orchestrate across partners and develop ecosystems

Proactive Partner Engagement through dedicated market development teams

Focus on Developing Ecosystems over and beyond alliances to address client needs

Field Enablement and Market Alignment both internally and externally

Partner Investment Strategy
- Joint investments in high priority opportunities
- Tiered Alliances
- Alliance Portfolios – Cloud, Digital Experience, Data & Analytics, Banking, etc.

Ecosystem Orchestration

Jointly building business solutions through our ecosystem
INVESTMENTS
IN FULLSTRIDE CLOUD SERVICES

01
Hyperscaler communities of practice

02
Cloud Studio assets and skills

03
AI, Cloud, Data & Engineering practice expansions

04
Deepening sector focus in Domain and Consulting

05
Cloud acquisitions

06
Sales specialization and Large Deals Team

07
Partnership co-investments
THANK YOU

Rajan Kohli, Managing Partner
Stephanie Trautman, Chief Growth Officer