

Strategic Transaction for Wipro in Capital Markets Outsourcing



Enhancement of BPaaS capabilities

- **Non-linear value proposition:** Technology-based solutions resulting in higher and non-linear revenue realization.

Financials

- Purchase consideration of \$130M
- FY 14-15 revenues: \$26.5M

Expansion of Capital markets portfolio

- **Specialized buy-side capabilities:** Viteos Group provides full suite of shadow-accounting services, middle office and accounting solutions to the Alternative Investment Management Industry in United States, Europe and Asia through the Global Delivery Model.
- **Transformational services capability:** Viteos has proprietary platform which offers transformation & integration of post-trade operations across virtually every asset class, currency, border, or structure. This platform can be leveraged to launch solutions across other segments of Capital markets.

Provide Platform-based Services

- **As-a-Service model-** The IT services industry is moving to an 'as-a-Service' model, and the future of BPS (Business Process Services) is going to be BPaaS (Business Process as-a-Service). Our strategy is to invest in industry vertical platforms which will provide platform-based services to our clients in transaction/outcome-based pricing models.

Synergies

- **Expand:** Enhance Wipro's presence in Capital markets outsourcing by positioning Viteos' capability and acquire new clients. It will position Wipro as a leader in this segment amongst competitors in end-to-end services across Capital markets.
- **Service Offerings:** Complementary expertise on Sell-Side and Buy-Side will help Wipro's broad service portfolio to provide wider scope of IT solutions and Business Process Services to existing Viteos customers and grow existing Viteos relationships.