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.
Overview of Wipro Corporation Performance

1. Revenue for the corporation at $4.9 billion for 2007–08
2. Total Employees ~100,000
3. Total IT business touches $4.3 billion
4. Consumer Care and Lighting business achieves $378 million
5. Wipro – Infrastructure Globally among the top 2 in Hydraulic Cylinder Business

• Wipro Corporation revenue at Rs.200 billion for 2007–08
• 5 year CAGR of Revenue 36% and Net Income of 34%
• IT business contributes 87% of Revenue and 92% of PBIT
• 85% of IT business is Services and 15% is Products

*All numbers are IGAAP Financial numbers translated into USD on the basis of realized exchange rate
Despite the growth India has seen in Global IT Services market, it is still a very small proportion (~2%) of global spend on technology-related spend. India’s current exports are a small proportion (~2%) of global spend. Relative growth rates demonstrate this - Global IT Spend Growth Rate ~5% (CY 2007); Growth of Indian Exports 28% (FY08)
India Story becoming Stronger

India’s offshore IT and BPO exports, US $ Bn.

1. Industry continues strong momentum – grew 28% in FY08

2. IT-BPO exports could reach a size of $120–180 Bn by 2015; CAGR of 15–21% from FY07–08

Source: NASSCOM McKinsey report
Incentive to Outsource / Offshore

- Cost optimization is the top most agenda worldwide
- Stick to Core Competence – Outsourcer to handle IT transformation
- Large vendors with Deep Domain / Technology / Global Delivery Model best geared to service customer objectives
How do we capitalize on the opportunity?

...Through our differentiators – Current and Prospective
Wipro Differentiators

1. Verticals
2. Service Lines
3. R&D
4. India & Middle East
5. Wipro Way
6. Acquisition
Wipro Differentiators: 1. Verticals

**Improved Addressability through Verticalization**

**Verticals Addressed**

- Telecom
- Banking
- Energy & Utilities
- Manufacturing
- Securities
- Technology
- CMSP
- Insurance
- Healthcare
- Retail & Transportation

- Pioneered the Vertical framework in 1999 – first among Tier 1 players
- Verticalization resulting in deep rooted domain competence.
- Deep domain competence facilitates engagements with cost / service transformation – need of the hour from the perspective of customers
- Model designed to facilitate scalability
- Creation of new verticals on segments reaching scale

**Enhancing Customer Centricity**
Wipro Differentiators: 2. Service Lines

Service Lines – Growth Drivers and Differentiators

Delivering Comprehensive Solutions
Wipro Differentiators: 3. R&D Business

**Leaders in R&D Business**

**Industry Verticals Addressed**

- **Wireless Net & Devices**
- **Printing and Imaging**
- **Computer Sys & Storage**
- **Semiconductors**

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<tr>
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</thead>
<tbody>
<tr>
<td>Industry</td>
<td>514</td>
<td>672</td>
<td>851</td>
<td>1064</td>
</tr>
<tr>
<td>Verticals</td>
<td>27%</td>
<td>27%</td>
<td>25%</td>
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</tr>
</tbody>
</table>

- **18000+ talent pool engaged in R&D Services**
- **Largest player based on headcount**
- **World’s largest independent team of Hardware Design Engineers of 2,200+**
- **Leaders in Telecom OEM**
- **Pioneers in the Embedded space**

**World’s largest 3rd party R&D business**
Wipro Differentiators:

1. Leadership position in India, pioneer in Middle East
2. Best of breed partnerships
3. Revenue of $931 million; 3-year CAGR of Revenue at 39% and EBIT at 44%
4. Transformational customer engagements
5. Incubator of global service lines

<table>
<thead>
<tr>
<th>Consulting</th>
<th>Process, IT Governance, e-Governance, Security, Strategic Cost Reduction</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Solutions</td>
<td>Package Application, Business Intelligence, Application Development &amp; Management</td>
</tr>
<tr>
<td>Professional Services</td>
<td>System Integration, Infrastructure Management Services, Application Support</td>
</tr>
<tr>
<td>Infrastructure Products</td>
<td>Platforms, Networking, Storage, Enterprise Management &amp; Security</td>
</tr>
<tr>
<td>Total Outsourcing</td>
<td>IT, Process Strategy Formulation and Alignment to Business</td>
</tr>
</tbody>
</table>

Comprehensive IT solutions portfolio
Wipro Differentiators: 5. Wipro Way

Driving Innovation

- Understanding customer and his customers needs better
- Moving from doing what is contracted to being a partner in solution success
- Internal partnerships to create value for the customer
- Relationship building, Excellence in governance
- Partner of choice

Customer & Wipro

- Strategy
- Internal Controls
- Business Models

Customer centered
- Experimentation
- Adaptable to changes
- Proactiveness

Well defined and efficient Work processes
- Seamless Execution
- Optimized and Effective roles
- Appropriate tools / methods for process improvements
- Culture of Experimentation

Right skill at the Right place
- HR practices aligned to business needs
- Training and Education
- High Employee engagement
- Mission 10X

Proprietary delivery methodology guarantees best-in-class productivity
Wipro Differentiators: 6. Acquisition

Acquisition Strategy

1. Enhancing domain and technology competence
2. Expanding Service Line portfolio
3. New geographies
4. Investment of $1 billion+ towards strategic acquisitions

Infocrossing

➢ Transformational deal for Wipro: Infocrossing’s Pan-US Local Hosting Capabilities with a Managed Services Layer providing a significant competitive advantage in large TOS deals

Enhancing growth and maximizing value
Shaping the Future

**Business Transformation**

1. Global TOS
2. Global Programs
3. Best Shoring
4. Integrated Consulting
5. Mega Partnerships
6. Product Engg as a Service line

**IT Transformation**
Unleashing the value of Infocrossing acquisition

- 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 Service Portfolio
  - Augmentation of Managed Services portfolio through addition of 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
Shaping the Future: 2. Global Programs

Global Programs – Transformational Outsourcing

- Program Management
- IT Rationalization
- Application Rationalization

Consultative Approach
- Delivery Assurance
- Change Management
- Multi-tower engagements
- Implement and Institutionalize
- Re-architect

From
- Traditional single service depth capacity silo sale
- Efficiency and technology delivery focused
- Capability based sale to CIO
- Input linked compensation
- Customer driven change / step improvements
- Minimal risk management requirement

To
- Solution sale, integrating various service lines
- Transformation & business process and business outcome focused
- CxO / Sr mgt relationship + reference + advisory / consulting + capability
- Outcome linked compensation
- Pro active change / continuous improvement (willingness to cannibalize own business volume)
- Significantly enhanced risk management capability
- Large change management capability
- Strong joint governance processes

Refine solutions and increase focus on large, complex multi–tower engagements
Approach to Optimize Delivery Locations

- Design ideal mix of onshore, offshore and best shore based on client’s business needs and value hierarchy.
- Provide integrated applications, BPO and ITO Service Delivery from Global Service Centers.
- Provide near-shore capabilities with specialized skills aligned with customers’ business needs from Regional Centers.

Global Delivery Footprint to Deliver Best Shoring

Leverage growing global presence
Shaping the Future: 4. Integrated Consulting

Consulting as an Enabler

- Dedicated MEGA / GAMA account alignment
- Single services channel for Verticals/ Accounts/ Analysts
- Comprehensive market-aligned advisory services
- Single accountability for thought leadership
- Single support services group

Consulting aligned to accelerate growth
Partnership with Technology Leaders

Enhanced customer value proposition
Improved customer penetration and global go-to-market
Co-innovation and Co-creation of Solutions
Emerging Market Focus
Synergistic Partnership ecosystem for the future

Mega Partnership help us leverage on untapped business potential with partners
Product Engineering – a differentiated capability in Wipro
- Incubated in our Telecom, Computing & Semiconductor business
- Leaders in VLSI services

- Addressing new segments through this differentiated capability
- 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

PES addressing multiple market segments
Performance Highlights
Performance of IT Services

Combined IT Services USD Mn

Our Combined IT Products and Services business at $4.3 billion in 2007–08

Partner to industry leaders
- 743 active global clients as on 31 March 2008
- 184 Global 500/Fortune 1,000 clients

Global footprint
- Listed on NYSE
- 54 countries
- ~14,500 employees Onsite across geos
- 25 near–shore Development Centers

Diverse talent pool
- Over 97,000 employees
- 56 nationalities
- One of the most preferred employers for the top class talent (Survey by Hewitt Associates, Fortune Magazine, and The RBL Group, 2007)
IT Services – Highlights in Q2 09

- Revenues at $1,110 Mn significantly ahead of guidance of $1089 Mn for the quarter with sequential growth of 4% (constant currency of 5.6%) and yoy growth of 29.4%

- IT Services added 28 new clients in the quarter.

- Turbo charged growth in India & Middle East business with 48% yoy and 14% sequential (19% at constant currency).

- Rate Realization and Fixed Price Projects mix improved sequentially by 200 basis points and 100 basis points respectively.

- Gross Utilization improved by 240bps sequentially, while Net Utilization improved by 260 basis points sequentially.

- The operating margin increased by 10 basis points sequentially through improved realization, utilization and other operational parameters in spite of the offshore wages increasing from August.

- Total employee strength in IT Services at 97,552 employees.

- Won 6 multi–year multi–million dollar deals in the quarter.
IT Services Business
Strength of De-Risked Business Model

Vertical distribution for Q2 2008–09

- Diversified Vertical portfolio, with no vertical contributing more than 30%

Geo distribution for Q2 2008–09

- US contributes less than 60%. Including IT Products, contribution will be 50%
- Strong presence in India / Middle East / Emerging markets

Service line distribution for Q2 2008–09

- Differentiated Service lines contributing 56% of Revenues
- Total integrated consulting revenues including those embedded in the verticals constitute 2% of Revenue

Revenue contribution of Top customers for Q2 2008–09

<table>
<thead>
<tr>
<th>Customer Concentration (% of revenue)</th>
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<tbody>
<tr>
<td>Top customer</td>
<td>2.7%</td>
</tr>
<tr>
<td>Top 5</td>
<td>11.5%</td>
</tr>
<tr>
<td>Top 10</td>
<td>20.4%</td>
</tr>
</tbody>
</table>

- No customer contributing more than 3%
- 426 customers with $1 million revenue on trailing 12 month basis
### Performance Highlights IT Services

**Platform for Sustainable Growth**

1. **Tightened qualification process for new accounts**

2. **High focus on existing accounts resulting in increase in million dollar revenue customers**

3. **16 Clients >$50 Mn Revenue on trailing 12 months basis in Q2 09 (from 9 in Q2 08)**

<table>
<thead>
<tr>
<th>No. of Active Customers</th>
<th>% Revenues from New Service Lines</th>
</tr>
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<tbody>
<tr>
<td>Sept-07 720</td>
<td>Sept-07 (53.1%)</td>
</tr>
<tr>
<td>June-08 928</td>
<td>June-08 (54.7%)</td>
</tr>
<tr>
<td>Sept-08 906</td>
<td>Sept-08 (54.3%)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Million dollar Revenue Customers</th>
<th>Volume Growth % (Person-months Billed)</th>
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<tbody>
<tr>
<td>Sept-07 308 &gt;$20 m Run-rate</td>
<td>Sept-07 7.4% 108,235</td>
</tr>
<tr>
<td>June-08 47 &gt;$1 m Run-rate</td>
<td>June-08 2.2% 124,381</td>
</tr>
<tr>
<td>Sept-08 426 &gt;$1 m Run-rate</td>
<td>Sept-08 1.2% 125,872</td>
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</tbody>
</table>
For the Quarter ending December 2008, we expect Revenue from our IT Services business to be approximately $1,121 million*. We expect volume led growth for the quarter.

*based on closing exchange rates as of 30th Sep 08

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<tr>
<th></th>
<th>Closing rates Sep 08</th>
<th>Average rates (1st Oct to Nov)</th>
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<tbody>
<tr>
<td>GBP to USD</td>
<td>1.80</td>
<td>1.69</td>
</tr>
<tr>
<td>Eur to USD</td>
<td>1.43</td>
<td>1.33</td>
</tr>
<tr>
<td>INR to USD</td>
<td>46.96</td>
<td>48.63</td>
</tr>
<tr>
<td>AUD to USD</td>
<td>0.81</td>
<td>0.70</td>
</tr>
</tbody>
</table>
1. Cash balance as on 30\textsuperscript{th} Sep is Rs. 59.6 billion ($1.3 billion).
2. Net cash generated from operating activities in the last 6 months is Rs.17 billion ($370 million), a yoy growth of 48%.
3. CAPEX spend in H1 of Rs.8.5 billion ($180 million). We expect a certain degree of moderation in CAPEX spends in the second half due to completion of some facilities.
4. On the whole, we are a high margin business with strong ability to generate cash flows.
**Our Non IT business**

**Wipro Consumer Care and Lighting (WCCL)**
- For the quarter, Wipro Consumer Care and Lighting (including Unza) recorded Revenues of Rs. 5.27 billion, a growth of 42% YoY and PBIT of Rs. 643 million, a growth of 46% YoY.
- Our domestic business grew 22% yoy. Operating Margin Expands by 30 basis points in Q2, despite cost pressures.
- Unza continued to see good underlying value growth in Malaysia, Middle East, Indochina and Indonesia.

**Wipro Infrastructure Engineering (WIN)**
- Wipro – Infrastructure Globally among the top 2 in Hydraulic Cylinder Business
- Business in current quarter severely impacted due to slowdown in overall infrastructure spend.
- Focus on managing impact of slow down by improving internal efficiencies till demand pickup.
Thank you for your time

Spirit of Wipro

Intensity to Win
- Make customers successful
- Team, innovate, excel

Act with Sensitivity
- Respect the individual
- Thoughtful and responsible

Unyielding Integrity
- Delivering on commitments
- Honesty and fairness in action

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