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.
Agenda

• What is our track record on performance?

• What is the overall Market Opportunity?

• What differentiates us today?

• What is our strategy to remain differentiated tomorrow?
Wipro Ltd has grown revenue at a 34%* CAGR and Net Income at a 30%* CAGR for the last 5 years

1. Incorporated in 1945 - Businesses include
   - IT Business;
   - Consumer Care & Lighting;
   - Infrastructure Engineering

2. Total Employees 100,000+

3. IT Services revenue touches $4.3 billion

   - Wipro Corporation revenue at Rs.255 billion for 2008-09, 28% YoY
   - IT Services contribute 75% of Revenue and 92% of PBIT - Revenue growth of 31% and PBIT growth of 29%
   - IT Products account for 14% of Revenue and 3% of PBIT - Revenue growth of 31% and PBIT growth of 21%
   - Non IT business contribute 12% of Revenue and 5% of PBIT

*Growth Rates are calculated based on IGAAP INR numbers which is our reporting currency; All numbers are IGAAP Financial numbers translated into USD on the basis of realized exchange rate
Wipro’s IT Services Business has grown at a CAGR of 34% in the last 5 years

- **Rev for IT Services + Products is $4.9B in 2008-09**

<table>
<thead>
<tr>
<th>Year</th>
<th>IT Services (M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2003-04</td>
<td>1011</td>
</tr>
<tr>
<td>2004-05</td>
<td>1458</td>
</tr>
<tr>
<td>2005-06</td>
<td>1952</td>
</tr>
<tr>
<td>2006-07</td>
<td>2611</td>
</tr>
<tr>
<td>2007-08</td>
<td>3647</td>
</tr>
<tr>
<td>2008-09</td>
<td>4323</td>
</tr>
</tbody>
</table>

- **Partner to Industry Leaders**
  - 822 active global clients as of December 31, 2009
  - 150+ Fortune 500 customers

- **Global footprint**
  - Listed on NYSE in October 2000
  - Present in 54 countries
  - 13,000+ employees onsite across geographies

- **Diverse talent pool**
  - 100,000+ employees
  - 67 nationalities represented in workforce
  - One of the most preferred employers for top class talent (Survey by Hewitt Associates, Fortune Magazine, and The RBL Group, 2007)
Highlights of the Quarter ended Dec 31, 2009

**Revenue Highlights**
- Wipro Limited Revenue grew by 5% YoY to Rs. 69.66Bn
- IT Services Reported Revenue at $1,126.8Mn, sequential growth of 5.8%. Constant currency revenue came at $1,117.1Mn, sequential growth of 4.9%
- Among verticals, Healthcare & Services grew 14% while Energy & Utilities grew 12%, sequentially
- TIS and Product Engineering Services both grew 9% sequentially, among differentiated services
- From a geo perspective, Other Emerging Markets grew 20% while India & Middle East grew 16%, sequentially
- IT Services Revenue Guidance for Q4’10 in the range of $1,161*Mn to $1,183*Mn, a growth of 3.0% to 5.0% QoQ

**Operational Highlights**
- Profit After Tax was at Rs. 12.17 billion, a growth of 21% YoY and 5% sequentially
- EPS at Rs. 8.35, a growth of 21% yoy
- IT Services EBIT grew 17% YoY to Rs. 12.27Bn, even as Margin expanded to 23.8%, a 320bps increase YoY

**Profitability**
- Free Cash Flow generation of Rs.7.64 billion during quarter ending December 31, 2009, a YoY increase of 31%
- Gross cash balance as on December 31, 2009 was Rs. 91 billion ($2 billion), while Net Cash on the Balance Sheet stood at Rs. 36 billion ($773 million)
- IT Services and Products business Return on Capital Employed at 46%; 25% at Wipro Corporation level

* Guidance is based on constant currency exchange rates of GBP/USD at 1.63, Euro/USD at 1.46, AUD/USD at 0.91, USD/INR at 46.64
Agenda

• What is our track record on performance?

• What is the overall Market Opportunity?

• What differentiates us today?

• What is our strategy to remain differentiated tomorrow?
Off-shoring to India Still Remains a Very Small Part of the Overall Spend

Global Technology Related Spend & India's Current Exports ($ Billion)

- Despite the growth India has seen in Global IT Services market, it is still a very small proportion (~3%) of global spend

Source: Nasscom Review, 2009
India Off-shoring market is expected to grow at a CAGR of ~13-19% through 2020

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

- FY00-01: $6.2B
- FY04-05: $17.7B
- FY05-06: $23.6B
- FY06-07: $31.4B
- FY07-08: $40.3B
- FY08-09: $46.3B
- 2011: ~$60B
- 2020E: ~$225-310B

CAGR of 29%

With Focused Initiatives & Innovation

With Current Initiatives

CAGR of 13% to 19%

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

Source: NASSCOM McKinsey 2020 Perspectives
Agenda

• What is our track record on performance?

• What is the overall Market Opportunity?

  • What differentiates us today?

  • What is our strategy to remain differentiated tomorrow?
What differentiates Wipro today?

1. Broad based portfolio across Verticals, Geographies, Service Lines and Customers

2. Strong ($1B) and Established (20+ years) presence in some of the key growth markets – India & Middle East

3. A complete, integrated portfolio of services

4. Leadership in R&D – worlds largest independent 3rd party R&D shop
**Strength of a broad based portfolio**

- **Revenue contribution of Top customers for Q3’09-10**

<table>
<thead>
<tr>
<th>Customer Concentration (% of revenue)</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Top customer</td>
<td>2.6%</td>
</tr>
<tr>
<td>Top 5</td>
<td>10.8%</td>
</tr>
<tr>
<td>Top 10</td>
<td>19.5%</td>
</tr>
</tbody>
</table>

- No customer contributing more than 3%
- 398 customers with $1 million revenue on trailing 12 month basis

- **Vertical Distribution**

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

- **Geographical Distribution**

- US contributes less than 30%
- Strong presence in India / Middle East / Emerging markets
- Balance to align “Global spend and Growth in spend”

- **Service Line Distribution**

- Total integrated consulting revenues constitute >2% of Revenue
India & Middle East – A comprehensive IT Services Portfolio

1. Revenue of Rs. 47 billion ($1.1 billion*) ; YoY revenue growth of 34% and EBIT growth of 35%
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 etc
5. Incubator of global service lines
6. Leaders in Systems Integration

Strategic Partnerships

* INR Revenue converted to USD based on realized exchange rate of IT Services Revenue and are for FY 08/09
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 business

- Revenue of $867 million for 2008-09
- 18000+ 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
Agenda

• What is our track record on performance?

• What is the overall Market Opportunity?

• What differentiates us today?

• What is our strategy to remain differentiated tomorrow?
How do we see the Market Evolving?

The only constant is change

1. Reducing the structural cost of IT will be among the top CIO priorities

2. Move from Information Technology to Business Technology offerings with increased focus on transformation through consulting, system integration

3. IT consolidation methodologies like Application Rationalization, platform consolidation, technology that enables virtualization & mobility, hosted and managed services, Risk management solutions and consultancy based on the same, SaaS/ PaaS and piping them to cloud, BI Analytics, Automation

4. Emerging markets like India, Latin America, China and non-cyclical domains like Healthcare
We continue to invest in our people, in our capabilities and in new technologies while always keeping the customer first.

**Horizon - 1**
12-18 months
- **Immediate Need**
- Move up Value Chain
- Define the Next Model

**Horizon - 2**
15-36 months
- Focus on new Business Models/Technologies - Cloud, Automation, etc
- Build Transformation & SI Capabilities
- Address customers’ Cost & Capital Conservation Requirement
- Build the right Cost Model
- Address customers’ Growth & integration needs
- Sustain the right Cost Model
- Address customers’ Need for a Utility Model
- Re-invent a new Cost Model

**Horizon - 3**
24-48 months
- Deliver & Expand Transformation & SI Capabilities
We will execute on our strategy by driving 5 key tracks

1. Delivered by a focused Client Engagement Program.
2. Innovating services & delivery models
3. Robust Services Roadmap
   • Technology Innovation
4. Globalization
   • Delivery and Work Force
   • Markets
5. In-organic Growth
6. Mega Alliances
Structured and focused client engagement program

CEM as CEO of the Account

Sales Process Excellence

Large Account focus MEGA & GAMMA PROGRAM

Advisor Relationships

Consulting led engagements
Innovating services & delivery models

- Flex Model: Activity based
- Cigma: Process based
- GCC: Element Based

- System Integration
- Specialized Services
- Combinatorial Services

- Process Accelerators
- Task and Profile Segregation
- Std. Accelerator Components

- Productized Solutions
- Process based Solutions

DRIVING DOMAIN CENTRICITY & NON-LINEARITY IN OPERATIONS
Driving a robust Services Roadmap - Technology Innovation

<table>
<thead>
<tr>
<th><strong>Cloud Environments</strong></th>
<th>Transforming enterprise applications &amp; infrastructure to operate in hybrid cloud</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Collaboration</strong></td>
<td>Deliver business process efficiency &amp; enhanced user experience for global enterprises</td>
</tr>
<tr>
<td><strong>Green Technologies</strong></td>
<td>Achieve sustainability goals of enterprises using a combination of IT and non-IT</td>
</tr>
<tr>
<td><strong>Mobility Force</strong></td>
<td>Extend enterprise &amp; consumer applications &amp; manage multiple devices for mobile work</td>
</tr>
<tr>
<td><strong>Social Computing Strategy</strong></td>
<td>Leverage collective intelligence of communities for Enterprise products &amp; services</td>
</tr>
<tr>
<td><strong>Information Management</strong></td>
<td>Manage Information in Hybrid environments &amp; apply multimedia analytics for business insight</td>
</tr>
<tr>
<td><strong>Security</strong></td>
<td>Physical &amp; Information Security in a globalized business environment</td>
</tr>
</tbody>
</table>

Investing in Technologies Enabling the 21st Century Corporation
Globalization – Delivery & Workforce

- Strategic Delivery Centres
- Best in Class Global Leadership
- Workforce localisation
- Strategic Acquisitions
- Strengthening Global Presence

Continue to globalize our markets, delivery centers, teams and leadership
Continue to invest to globalize our markets presence

- Markets developments & presence in LATAM & China

**Immediate**

**Medium Term**

**Longer Term**

- Strong Presence in India, Australia & Middle East

- Market developments & presence in LATAM & China
‘String of Pearls’ Inorganic Growth Strategy

Key Principles

- Enhancing domain & technology competence
- Expanding Service Line portfolio
- New geographies
- Filling Strategic Gaps

Key Transactions

**Infocrossing**
- Pan-US local Hosting capabilities with a Managed Services layer providing a significant competitive advantage in large TOS deals

**CITOS**
- Committed business from Citigroup of at least US$500 million over 6 years
- Exclusivity of TIS services for Citigroup out of India & preferred Vendor status for ADM work delivered out of India
Driving Mega Alliances – Leveraging differentiated channels to deliver customer needs

1. Enhanced customer value proposition
2. Improved customer penetration and global go-to-market
3. Co-innovation and Co-creation of Solutions
4. Emerging Market Focus
5. 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’
In Summary

New Normal

21st Century Corporation

Investing to meet the needs of tomorrow

Technology
Cloud Collaboration
Green

Markets
India/ Middle East
China
Latam

Domains
Healthcare
Govt./ Defense / Security
Key Quarter highlights of Other Businesses
Highlights for the Quarter ended Dec 31, 2009

**IT Products**
- IT Products business recorded Revenues of Rs. 10.02 billion, a growth of 20% YoY
- PBIT grew by 34% YoY to Rs. 579 million
- Operating Margin for the quarter was 5.8%

**Wipro Consumer Care and Lighting**
- Recorded Revenues of Rs. 6.01 billion, a growth of 14% YoY and PBIT of Rs. 740 million, a growth of 21% YoY
- International Business had a great quarter with leading growth in Vietnam, China and Indonesia
- Yardley acquisition in personal care category which was earlier announced on 5th Nov 09 has been consolidated for reporting since 9th Dec 2009
- Santoor, our flagship brand, remains the #1 toilet soap brand in South India, both in urban and rural

**W IN - Eco-energy**
- We continue to make big strides in this start-up business.
- We won the first contracts for consulting and implementation of utility scale Solar Photo Voltaic Plants.
- Our confidence in our business model has increased significantly, being validated by the market
- This business model is that of consulting led multi-technology solutions for renewable energy and energy efficiency

**Wipro Infrastructure Engineering**
- We have seen robust recovery in India.
- Europe market has bottomed out. We have grown our market share through the recession