



Wipro – Presentation to Investors

April – June, 2012



Safe Harbor

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Agenda

- 1 Our Vision?**
- 2 Our track record on performance**
- 3 Overall Market Opportunity**
- 4 Our Strategy**

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Our Vision



Our Vision

VISION STATEMENT

To be among the Top 10 Global IT & Business Process Outsourcing Services.

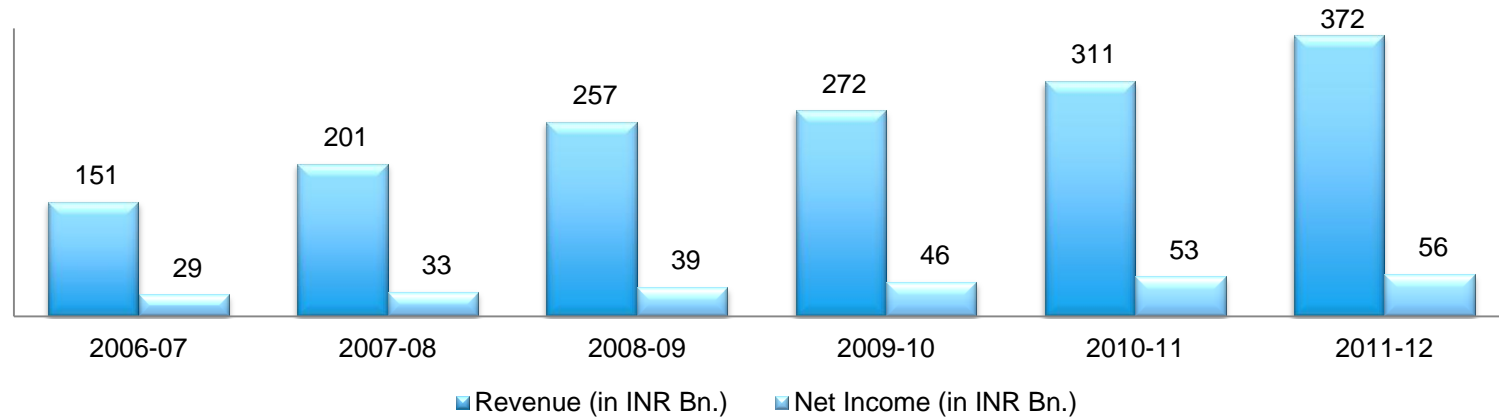
OBJECTIVES STATEMENT

1. Be a Trusted Partner to our clients by providing Transformation and SI Services.
2. Achieve Thought Leadership in emerging Technology areas.
3. Be perceived as a leader by relevant stakeholders among Global IT Service & BPO providers.

Track Record on Performance



Overall Revenue at a 20% CAGR and Net Income at a 14% CAGR over the last 6 years



Revenues of ~\$7.3 billion for FY 12

Incorporated in 1945

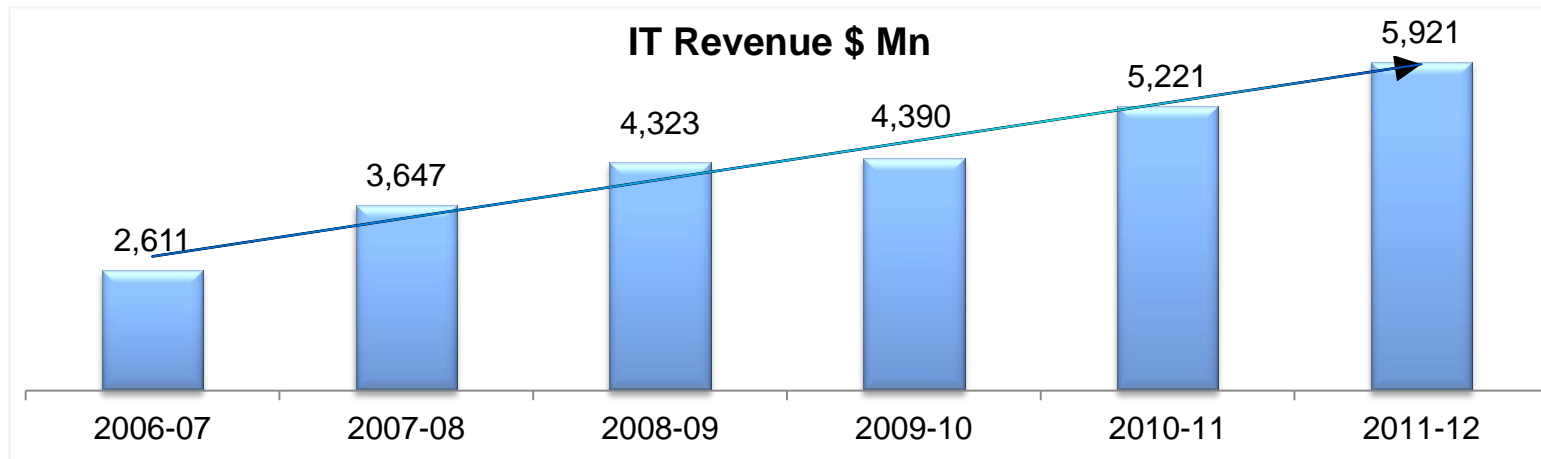
Businesses include

- IT Business
- Consumer Care & Lighting
- Infrastructure Engineering

- Wipro Corporation revenue at Rs.372 Billion for 2012 - 20% YoY
- IT Services contribute 76% of Revenue and 93% of PBIT – Revenue growth of 21% and PBIT growth of 11%
- IT Products account for 10% of Revenue and 3% of PBIT
- Consumer Care and Lighting business contribute 9% of Revenue and 6% of PBIT

* All numbers are numbers translated into USD on the basis of realized exchange rate of IT Services . For FY10 onwards, the numbers are in IFRS, while the past is in IGAAP

IT Services Business has grown at a CAGR of 18% in the last 5 years



Revenues of ~ \$6 billion for FY 12

Partner to Industry Leaders

- 943 active global clients as of Mar 31, 2012
- 150+ Fortune 500 customers

Global footprint

- Listed on NYSE in October 2000
- Present in 54 countries
- 20,000+ employees onsite across geographies

Diverse talent pool

- 135,000+ employees
- 73 nationalities represented in workforce

Broad based portfolio

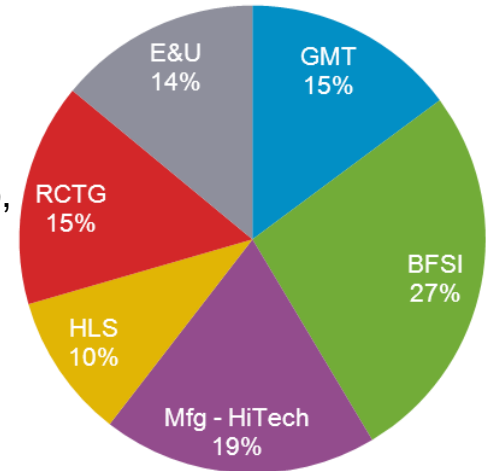
Revenue contribution of Top customers for Q4'11-12

Customer Concentration (% of revenue)	
Top customer	3.5%
Top 5	11.5%
Top 10	20.0%

- 475 customers with \$1 million revenue on trailing 12 month basis, 25 customers greater than \$50 million

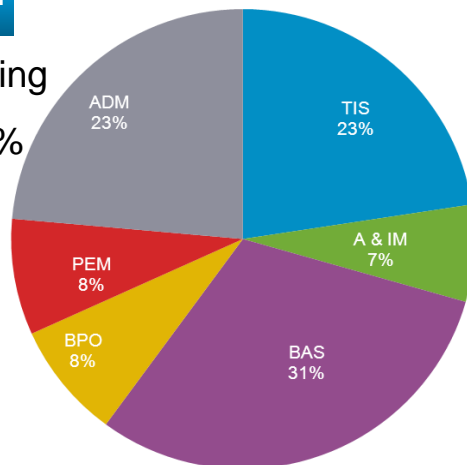
Vertical

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



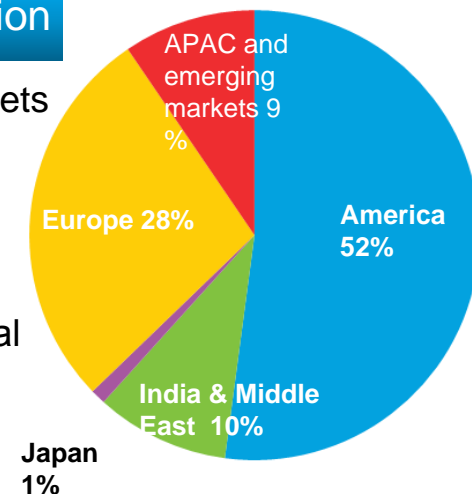
Service Line distribution

- Total integrated consulting revenues constitute >3% of Revenue



Geographical Distribution

- Scale in Western markets
- Strong presence in Emerging markets
- Balance to align "Global spend and Growth in spend"



Strategic Partnerships

Accelerate Innovation | Increase RoI | Industry Expertise | Trusted Network | Emerging Technology

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'

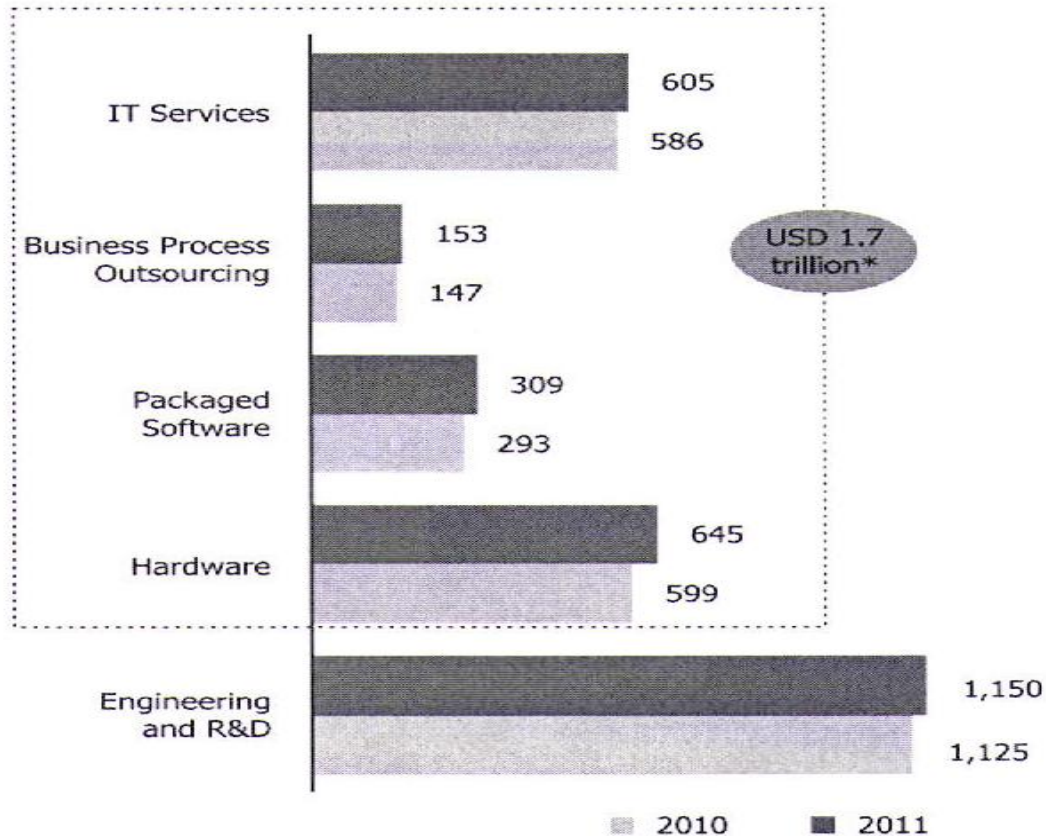
Overall Market Opportunity



Significant Market Opportunity

IT Services

Worldwide IT-BPO Spend
USD billion

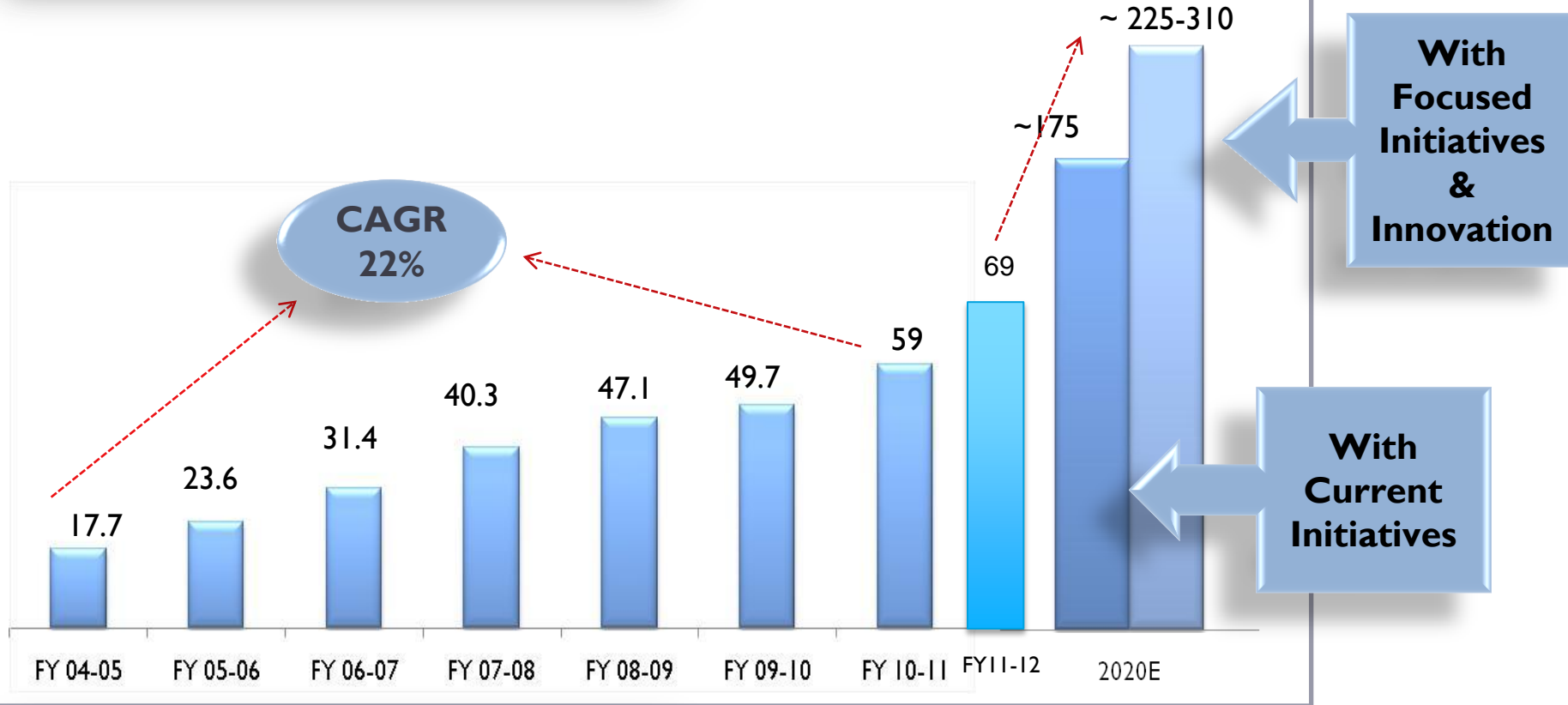


1. Global IT Spends at \$1.7 trillion
2. R&D spends at \$1.15 trillion
3. Indian IT addresses IT Services, BPO and Engineering & R&D spends of customers globally

Note: * 2011
Source: Everest Research, Forrester, Gartner, IDC, NASSCOM

India Off-shoring market is expected to grow at a CAGR of ~12-21% through 2020

India's offshore IT and BPO exports (\$B)



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

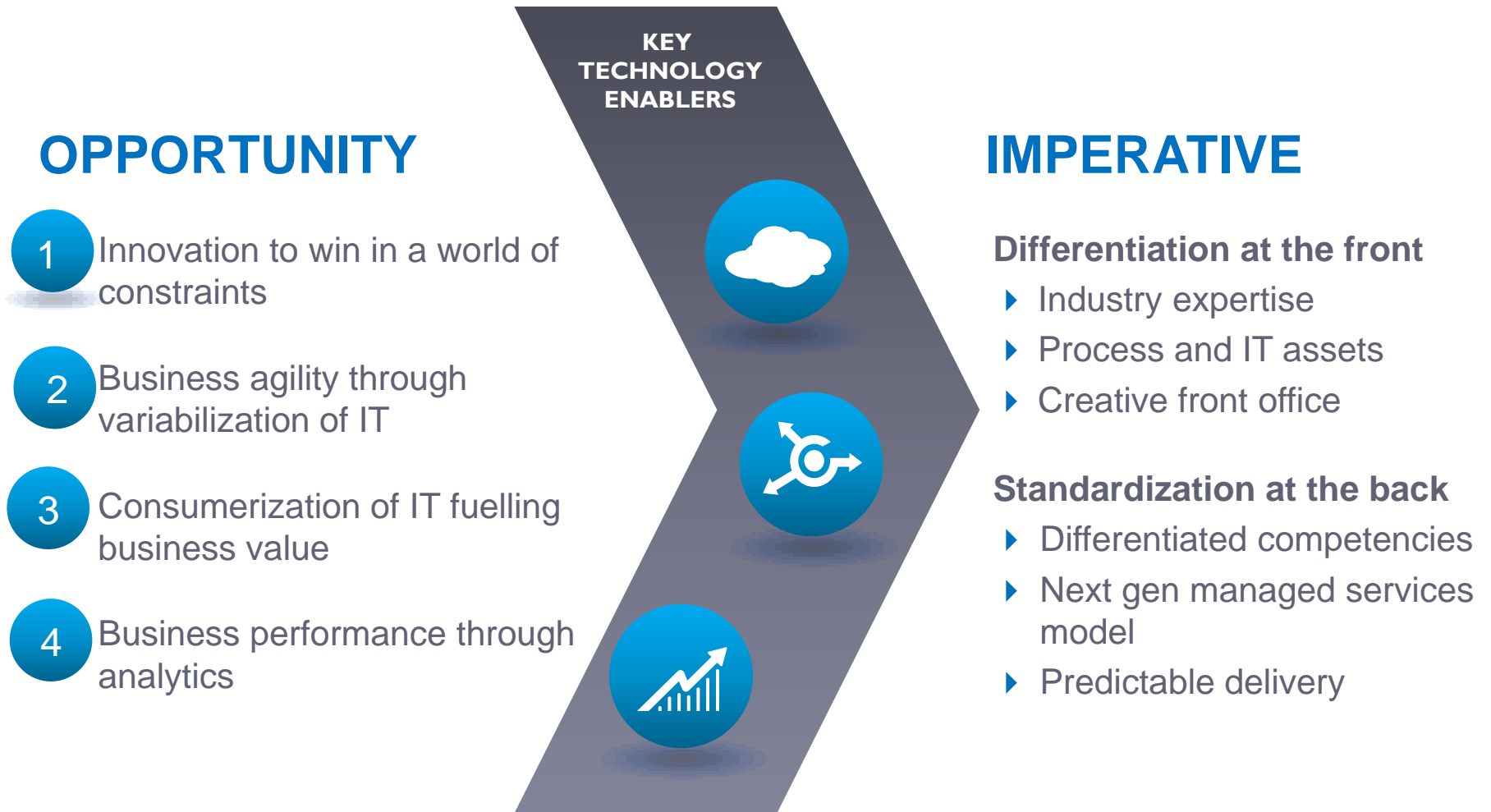
CAGR of 12% to 21%

Source: NASSCOM The IT - BPO Sector in India – Strategic Review 2011

Our Strategy

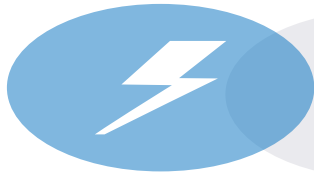


Overarching changes influencing business today



Innovation to win in a world of constraints

Businesses will have to rapidly redesign value chains to increase efficiency / reduce consumption and dependence on 'constrained resources'



Energy

Global oil consumption in 2010 was **87.38 mb/d** with production lagging at 82.09 mb/d. 2012 global oil demand to grow to 89.65 mb/d



Raw Material

Metal / mineral costs have risen by **300%** over the last 5 years



Capital

\$20 trillion global investment deficit over last 2 decades



Talent

Key industries in developed economies have **<15%** of employees under **30 years**; **>15%** are **65+**

Initial opportunities



Financial Services

Increasing compliance and legislation norms concerning new types of liabilities, impacting capital flows need new IT systems

Energy, Natural Resources & Utilities

Smart grids to improve the efficiency of the transmission and distribution of energy

Retail

Real time analysis of events, integration of interconnected devices with enterprise systems for supply chain security

Business agility through variabilization of IT

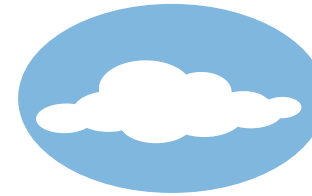
Variabilization of IT applies proven management tenets - scale, standardization, simplification and lean - to drive efficiency, optimize delivery and lower unit costs.

VARIABILIZATION



Enhancing value

- ▶ Agility and responsiveness to business
- ▶ SLA / BLA driven engagements
- ▶ Outcome based business / pricing models
- ▶ Flexibility to manage demand variations



The cloud model

- ▶ Will completely variabilize investment in IT for- applications, information, processing and storage

Wipro innovations driving variabilization



Industrialized services

Industrialized services, associated with preconfigured solutions

Predictive variabilized delivery model

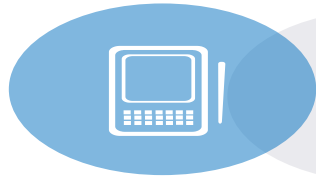
Delivery workflow model with tailored sniffing agents and automation tools integrating applications, middleware, database and infrastructure

Cloud and hosted services

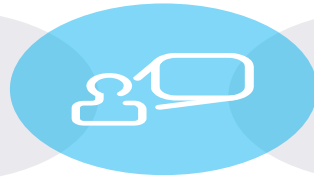
Outcome based, variabilized models that integrate IT, infrastructure and operations

Consumerization of IT fuelling business value

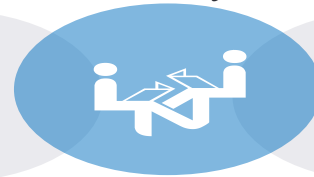
The consumer market is driving enterprise technology advances and its deployment today



Mobile cloud computing will deliver annual revenues topping **\$20** billion over the next five years



Over **70m** bloggers post reviews on products and services today



By 2015, companies will generate **50%** of web sales via their social presence and mobile applications -- **Gartner**



By 2015, **40%** of large enterprises will have a corporate "Facebook," for circulating both business and personal data -- **Gartner**

Growth of mobility



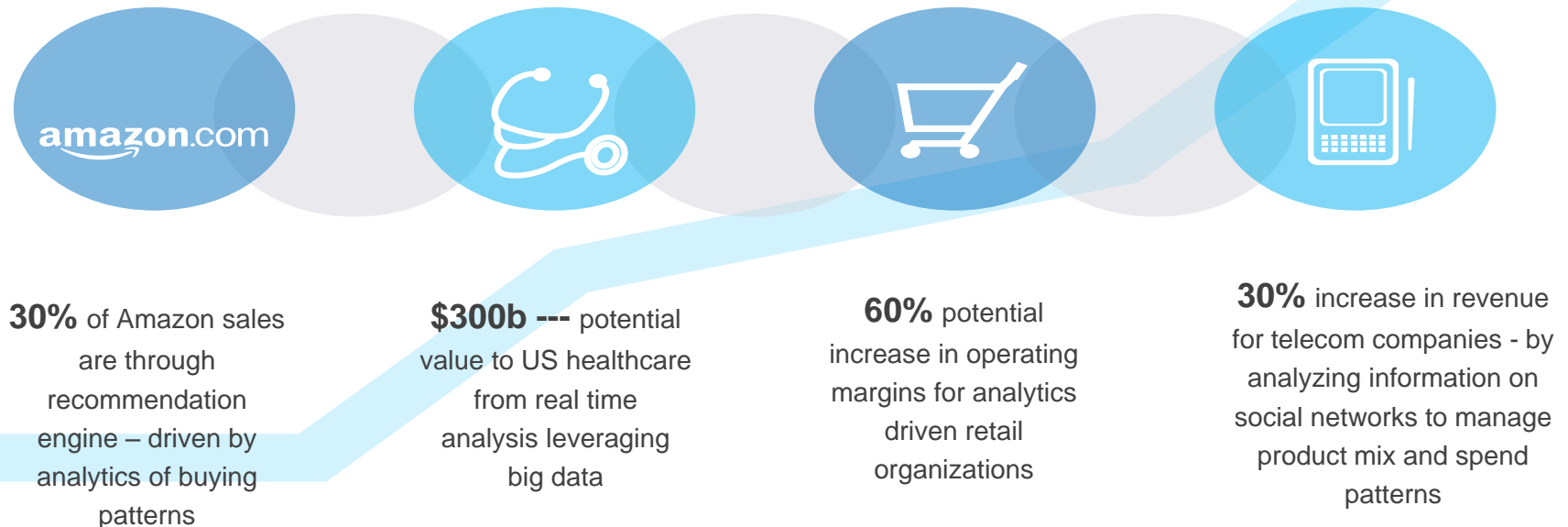
Wipro mobility solutions deployed best smartphone mobile shopping app for a large US retailer – 250K downloads in 8 weeks. 1000+ items ordered through app per week. Highest rated app in the retailer app store

Wipro is helping a global financial services company in enabling their sales force with iPad based applications, allowing them to manage sales leads, capture customer information and initiate the application processing at the customer point

Wipro Applife the Enterprise Appstore of Wipro, which was launched in the last quarter has seen significant traction - with over 50 apps developed by employees improving the efficiencies of our operations such as Travel Management, Sales CRM, Field Engineer Transformation, Time and Absence.

Business performance through analytics

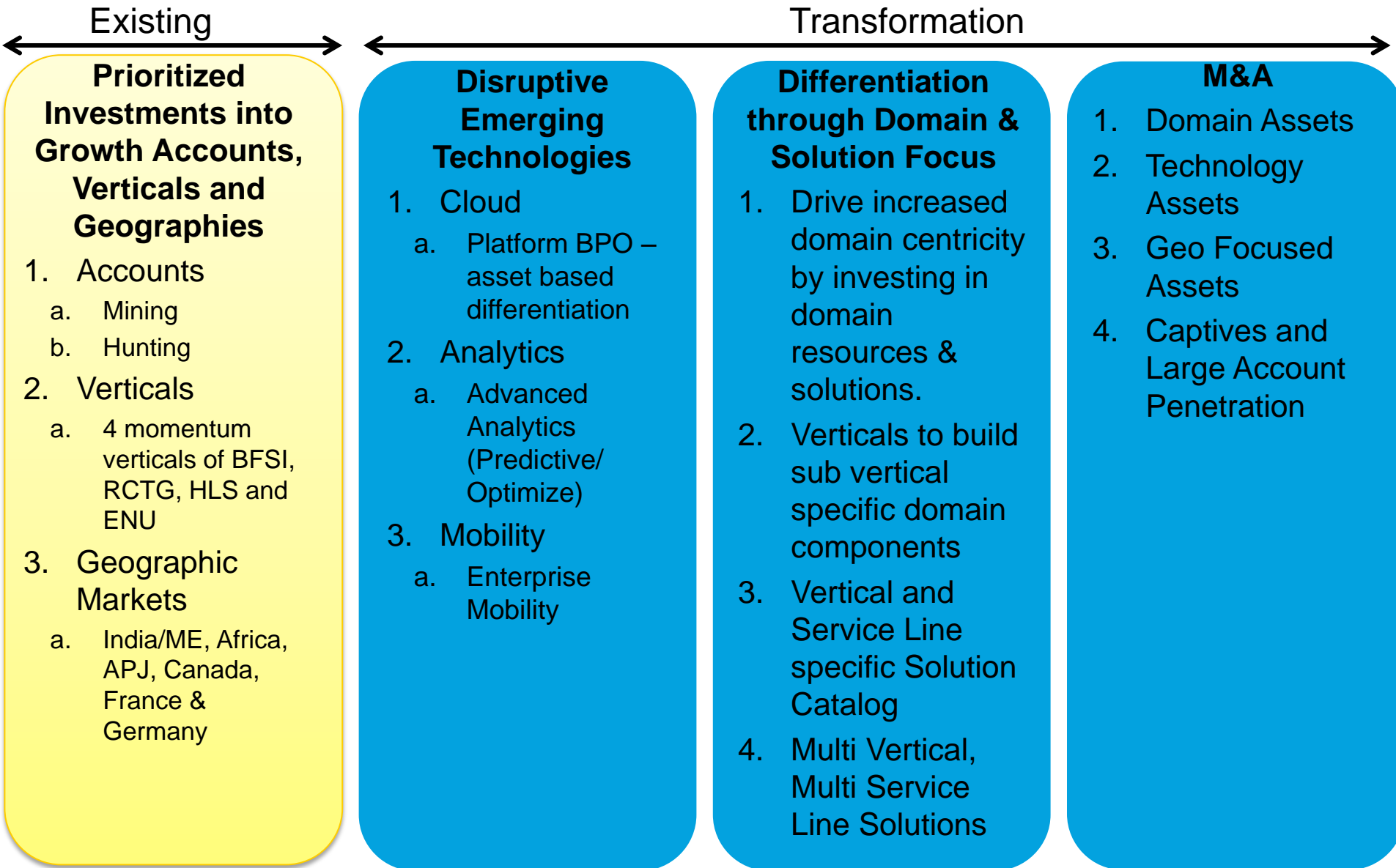
Leading companies using analytics and leveraging big data today, outperform their peers



Analytics based outcomes we deliver to clients

1. Better financial performance analysis
2. Deep customer insights
3. Optimize operations
4. Drive product / service innovation
5. Continuous process improvement

4 key components to our Strategy



Prioritizing Investments into Growth Accounts, Verticals and Markets

Right Account Real Estate

1. Identify , prioritize & pursue accounts that will drive company growth & profitability in a 3 year horizon
2. 5 account categories
 - a. Key Mega/Gama
 - b. Key Growth
 - c. Key Nurture
 - d. Flow
 - e. Tail
3. Invest & grow Key & Flow & deprioritize Tail
4. Drive disproportionate growth in Key-Mega/Gama & Key-Growth in line with potential
5. Hunting focus -Key Must-have Target accounts

Momentum Verticals

1. Differentiated & Disproportionate focus & investments taking advantage of fast growing vertical segments
2. 4 SBUs identified based on size, Absolute \$ growth & Degree of Outsourcing viz.
 - a. BFSI
 - b. ENU
 - c. RCTG
 - d. HLS

Emerging Geographies

1. Prioritized focus on markets that are driving Global growth across geographies.
2. Dedicated teams, & investments in place to leverage local market growth & establish global delivery centers
3. Prioritized markets defined as India, Middle East & Africa , ASEAN, Australia (Emerging Geo) & Canada, France, Germany (Focus Geo)

Disruptive Emerging Technologies

Cloud

1. Cloud Enablement Services
 - a. Application Transformation for Public and Private Clouds
 - i. App Refactoring
 - b. Cloud Based Infra transformation
 - i. Hybrid Cloud Management
 - ii. Dev – Test Automation
2. On Cloud Services
 - a. Horizontal Offerings
 - i. HR BPAAS
 - ii. Loyalty Management
 - iii. Procurement BPAAS
 - b. Vertical Offerings
 - i. Mortgage Origination – Gallagher
 - ii. Core Banking – Temenos

Analytics

- 2 pronged approach focused on 2 parts of the customer biz
1. Existing
 - a. Focus on increasing market share in core areas such as BI & DW
 2. Transformation
 - a. Increase market share in areas such as Customer analytics, Risk & Compliance, Supply Chain & Finance.
 3. Key actions to drive the strategy:
 - a. Focus on critical skills and SME induction
 - b. Partnerships and eco-systems for completeness of offerings
 - c. Winning of large , transformational projects in the AIM space
 - d. Organic skill build up

Mobility

- Primary Focus market: Enterprise Mobility
1. Development of productized solutions e.g. Mobility Test Farm on a cloud, Banking solutions for mid-tier banks. etc
 2. Focus on building end to end Managed services capability
 3. Drive leadership in key verticals viz. Retail , Financial Services, Utilities & Healthcare.
 4. Flex Centers/Shared Services for rapid prototyping, short cycle development, and shared testing
 5. Demonstration of Mobility thought leadership through 'Mobility Experience center'

Differentiation through Domain and Solution Focus

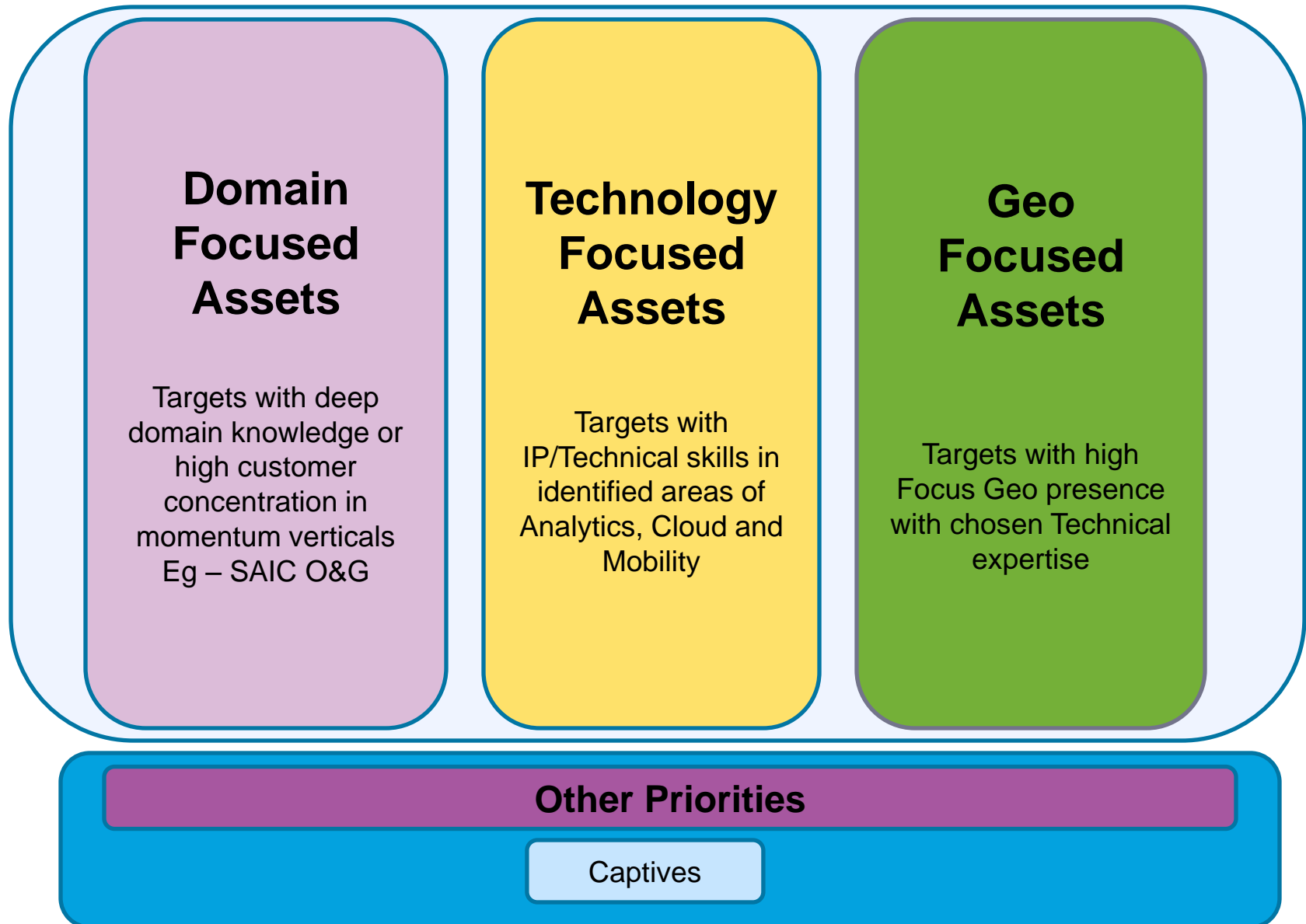
Domain & Differentiated Solutions

1. Building Domain capabilities as part of the Business Advisory Services team within the vertical
2. Identify process assets and create standardized productized offerings around this
3. Objective is to design and deliver solutions that drive business value
4. Examples :
 - a. Mortgage loan origination
 - b. Dealer Management system
 - c. Hospital Information system

H2/H3 Program

1. Investment in areas which can be future growth drivers for the company
2. Program complements “business as usual” initiatives with the objective to drive growth in revenue and profitability
3. Identified areas can be one of or mix of
 - a. Solution creation
 - b. White spaces
 - c. Product led services
 - d. New lines of business
 - e. New account & geo penetration

Mergers & Acquisitions



In Summary

'4' Over-arching Global changes



'4' Key Components to the Strategy



Markets

- Account RE
- 4 growth verticals
- Emerging geos



Themes

- Cloud
- Analytics
- Mobility



Domains

- Biz advisory services
- Vertical solutions

M&A

Annexure - Full Year Highlights and Key Highlights of Other Businesses



Highlights of the Year ended March 31, 2012

Revenue Highlights

1. Wipro Limited Revenue grew by 21% YoY to Rs. 375.25 Bn.
2. IT Services Revenue at \$ 5,921 Mn, YoY growth of 13%
3. Strong growth in Energy & Utilities (58%) and Financial Services (13%)
4. Analytics grew 28%, TIS grew 17% and BAS (16%)
5. Americas grew 7% , Europe grew 18%, India & Middle East business grew 17% and APAC and Emerging markets continued to post strong growth of 42%

Profitability Highlights

1. Net Income was at Rs.55.73 billion, a growth of 5 % YoY.
2. EPS at Rs. 22.76, a growth of 4.7% YoY
3. IT Services EBIT grew 11% YoY

Balance Sheet and Cash Flow

1. Free Cash Flow generation of Rs.28 billion for the year, 50% of Net Income
2. Gross cash balance was \$2.5 billion, while Net Cash stood at \$1.4 billion
3. IT Services and Products business Return on Capital Employed at 44%

Highlights of the Quarter ended March 31, 2012

Revenue Highlights

1. Wipro Limited Revenue grew by 19% YoY to Rs. 98.69 Bn.
2. IT Services Revenue at \$1,535.6 Mn, sequential growth of 2%. Constant currency growth of 1.3%
3. Energy and Utilities grew 6.8%, Retail grew 5.9%, Healthcare and Manufacturing grew 2.4% sequentially.
4. IT Services Revenue Guidance for Q1'13 in the range of \$1,520* Mn to \$1,550* Mn
5. Attrition stable at 14.4% - employees settled into the new structure.

Profitability Highlights

1. Net Income was at Rs.14.81 billion, a growth of 8% YoY.
2. EPS at Rs. 6.04, a growth of 7.1% YoY
3. IT Services EBIT grew 13% YoY

Balance Sheet and Cash Flow

1. Free Cash Flow generation of Rs.16 billion during quarter, 109% of Net Income
2. IT Services and Products business Return on Capital Employed at 42%

Non IT Business Highlights for the Quarter Ended March 31, 2012

Wipro Consumer Care and Lighting (WCCL)

1. Revenue growth in Q4 of 25% YoY and EBIT growth of 30% YoY.
2. Santoor No 1 Brand in combined South + West regions at 13.8% share.
3. Major businesses Santoor , Yardley and UNZA drove the Q4 growth.
4. International business Brands Enchanteur, Safi, Male Toiletries (Romano and Dashing) grew ahead of our expectations.
5. Leaders in functional LED lighting, growth upwards of 100%.

Wipro Infrastructure Engineering (WIN)

1. In FY12, we saw good growth in key geographies of our business, driven by renewed focus on infrastructure development, recovery of demand and OEM competitive interplay.
2. Though we experienced some blips in the short term in Q4 (due to softening of demand), long term fundamentals remain strong.
3. We are progressing well on the JV agreement with Kawasaki Precision Machines Ltd signed in December and our agreement with EADS subsidiary CESA.

Wipro Eco Energy

1. Our energy management business is showing positive momentum in market place. We are able to excite customer by demonstrating analytics driven energy savings.



Thank You

