

Wipro – Presentation to Investors

July – September, 2013



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

1 Our track record on performance

2 Overall Market Opportunity

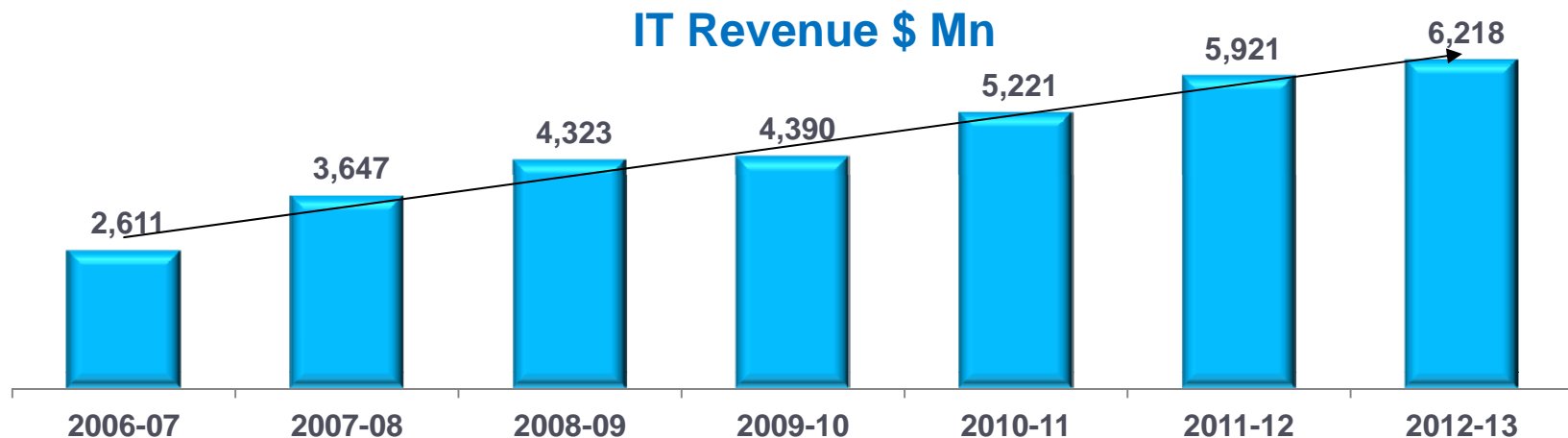
3 Our Strategy

4 Demerger Scheme

Track Record on Performance



IT Services Business has grown at a CAGR of 16% in the last 6 years



Revenues for FY13 at \$6.2 billion

Partner to Industry Leaders	Global Footprint	Diverse Talent Pool
<ul style="list-style-type: none"> ▪ 946 active global clients as of June 30, 2013 ▪ 150+ Fortune 500 customers 	<ul style="list-style-type: none"> ▪ Listed on NYSE in October 2000 ▪ Present in 54 countries ▪ 20,000+ employees onsite across geographies 	<ul style="list-style-type: none"> ▪ 147,000+ employees ▪ 98 nationalities represented in workforce

Broad Based Portfolio

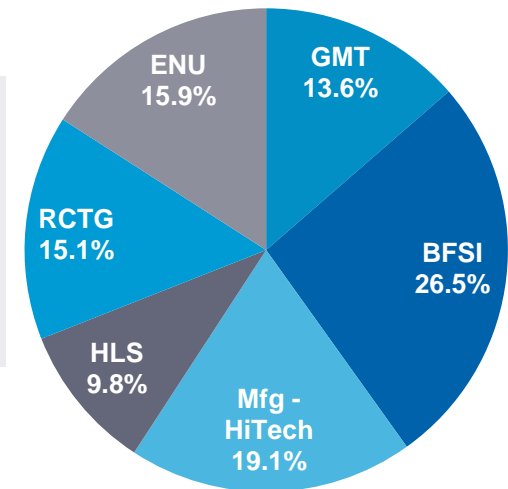
Revenue contribution of Top customers for Q1'13-14

Customer Concentration (% of revenue)	
Top customer	3.7%
Top 5	13.7%
Top 10	22.5%

10 Customers with revenues greater than \$100 MN; 492 customers with \$1 million revenue on trailing 12 month basis

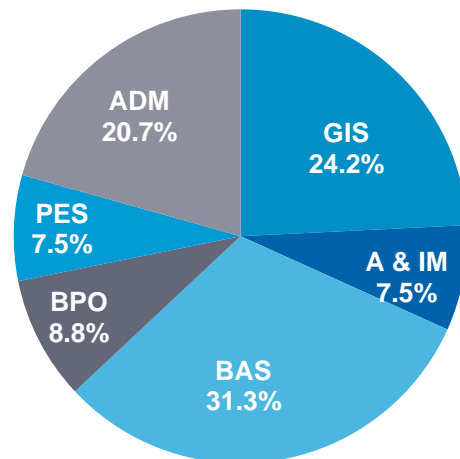
Vertical

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



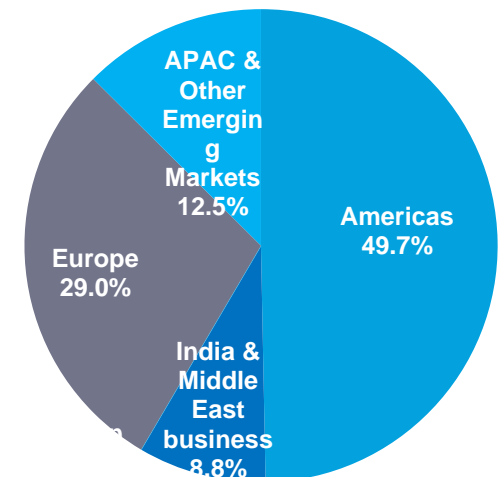
Service Line Distribution

Total integrated consulting revenues constitute >2% of Revenue



Geographical Distribution

1. Scale in Western markets
2. Strong presence in Emerging markets
3. 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

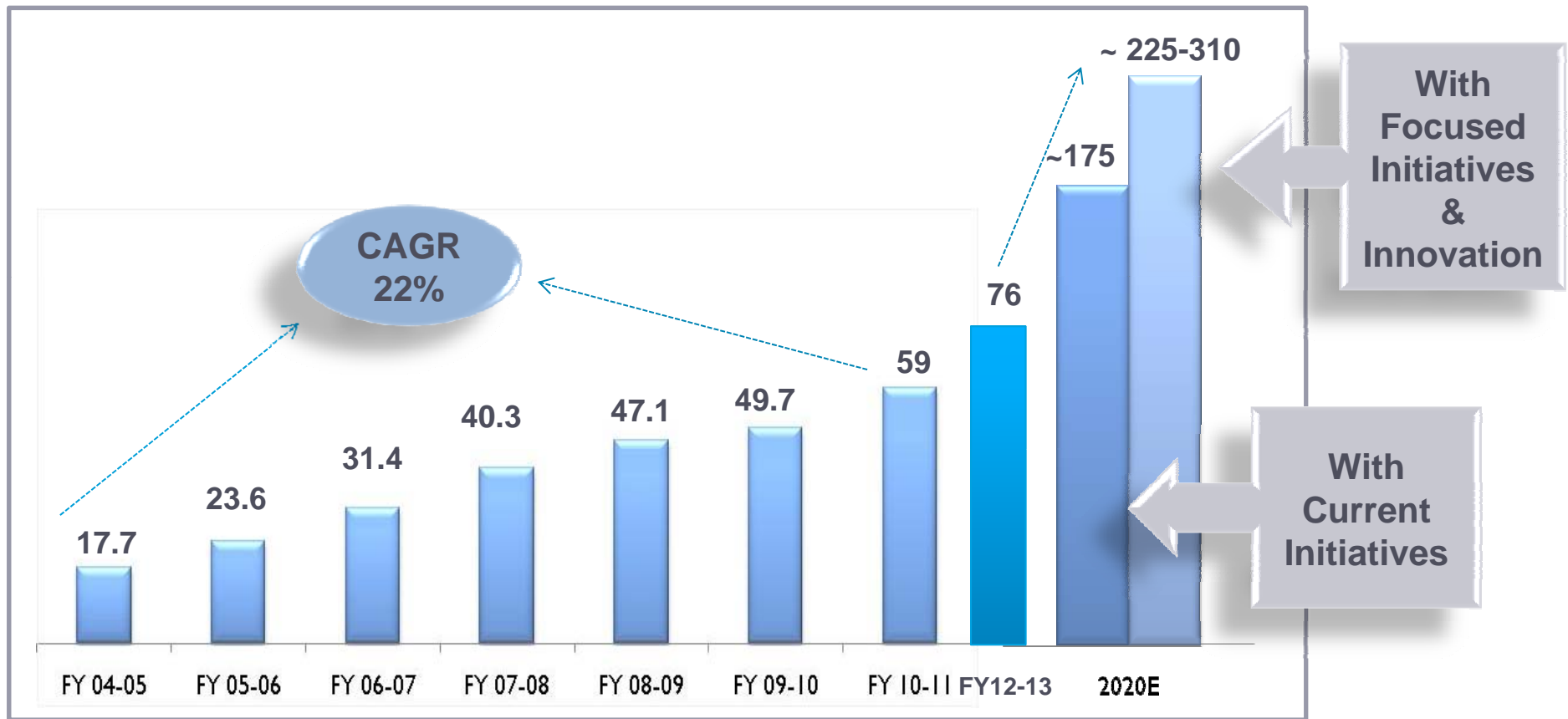
Mega-alliance strategy places Wipro in a unique position in the world of consolidating 'stacks'

Overall Market Opportunity



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 2013

Our Strategy



Agenda

- 1 Evolving Market Context**
- 2 Organization Re-Design**
- 3 Enabling Ambition – Our Strategy**
- 4 Implications of our Strategy**

1 Mega trends are changing the way our customers do business with their customers and with us...

Innovation imperative to win in a 'world of constraints'

1. Constraints in Energy, Raw material, Talent & capital giving rise to new opportunities for providers to play & win
2. Businesses will have to rapidly redesign value chains to increase efficiency / reduce consumption and dependence on 'constrained resources'

Business Agility through variabilization of IT

1. Organizations looking to be more agile, flexible and responsive in dealing with their customers
2. Leveraging Cloud Services to enable variabilization

Consumerization of IT fuelling business value

1. Companies leveraging personalized feedback on products & services.
2. Consumer market driving enterprise technology advances & deployment.
3. Mobile & social technologies driving significant revenue streams

Business performance through analytics

1. Leading companies across industries using analytics & big data to outperform their peers
2. Analytics enabling customer insights, operations optimization, product/service innovation & continuous process improvements

1 ... leading to a change in customer expectations

Old Paradigm

1. Basis of engagement lower cost , efficiency & quality.
2. IT as a back office
3. Traditional services AD, AM & Infrastructure based services.
4. Large and Longer deal durations with traditional outsourcing providers.
5. Client port of call – CIO office

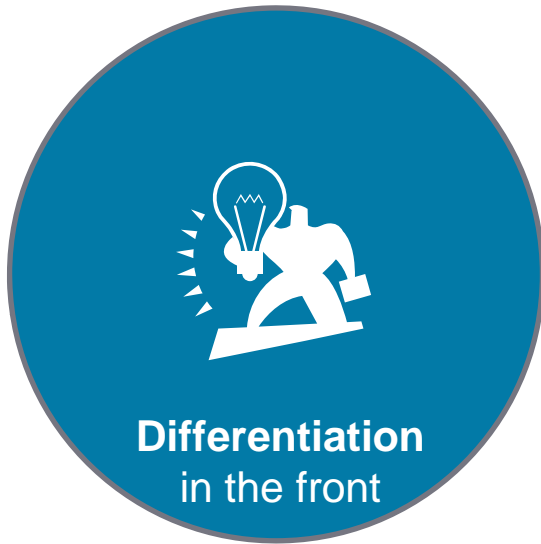
New Paradigm

1. Basis of engagement co-innovation, outcome based risk/reward models.
2. IT as a strategic enabler for business driving new client offerings & business models.
3. Multi service, multi industry solutions & new digital services
4. Cloud delivery models changing deal metrics and with specialist providers.
5. Client ports of call : Line of Business, CMO, CFO, COO & CIO

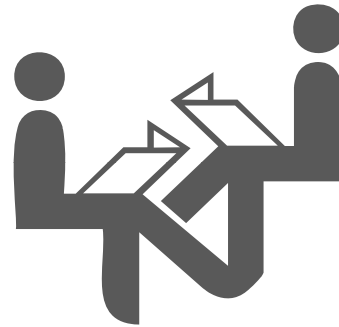
Given changing customer expectations, we are Re-Designing the organization to succeed in the new market dynamic

2 The changing market dynamic requires that we design the organization for GROWTH

OUR STRATEGY



- Sales Transformation
- Deep domain & SI expertise
- Solution oriented and platform based assets



- Predictable delivery
- Workflow, tool based approach to industrialize delivery
- Differentiated competencies



CUSTOMER AT THE CORE

3 Differentiation in the Front

a CHANGE THROUGH DESIGN

1. Sales Transformation
2. Prioritized Allocation of resources around Accounts, Verticals and Geographies

b DOMAIN & SOLUTION FOCUS

1. Building deep domain expertise (inch wide and mile deep)
2. Business Transformation (Consultative) led selling
3. SI & Architecture capabilities



Differentiation
in the front

c DISRUPTIVE TECHNOLOGIES

1. Cloud
 - i. On Cloud & Cloud Enablement services
2. Analytics
 - i. Advanced Analytics (Predictive, Real Time)
3. Mobility
 - i. Enterprise Focus

d MERGERS & ACQUISITIONS

1. Domain Gaps
2. Technology Gaps
3. Geographic Expansion
4. Captives

● How we sell

● What we sell

Change Through Design

Sales Transformation

1. Global Client Partner model for Mega/Gama & Growth accounts
2. Dedicated hunting teams for new customer acquisitions
3. Sales Enablement teams for training and up-skilling.
4. Domain & SI based selling
5. Selling to lines of business and functions in the customer organization

Prioritized 'Resource' Allocation

1. Focus on the Top 125 Accounts
2. Leveraging High Growth opportunities in verticals such as such as Financial Services, Energy Natural Resources & Utilities, Healthcare, Pharma, Retail , Transportation , Process Mfg., Consumer Electronics & Industrial Mfg.
3. Leveraging High Growth opportunities in markets such as Germany, France, Nordics India , Middle East & Africa & Mature markets (US & UK)

Domain & Solution Focus

Driving Domain Centricity

1. Institutionalized Domain framework across Verticals
2. Three tracks to Domain approach (1) Domain consulting, (2) Domain Solutions (3) Domain SI
3. Dedicated Domain structure under each Vertical led by a Vertical domain head
4. Institutionalized Domain Career framework with clear role definitions & career path
5. Institutionalized approach to building Domain Solutions, Domain partnerships & Domain measures

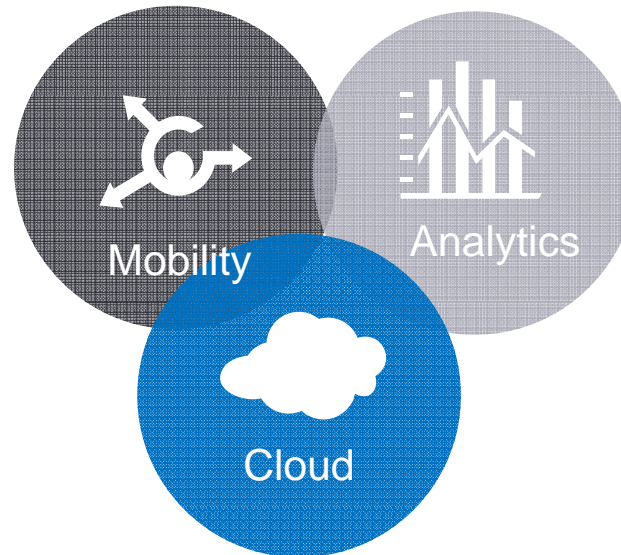
Solution Approach

1. Productized service & Platform based approach to building Solutions
2. Solutions incorporate Technology, Domain & Business view
3. Nurturing high potential & Domain centric Solutions through the H2/H3 program

Innovation at the intersection of disruptive technologies

Mobility

1. Focused on Enterprise Mobility Solutions
2. Drive Business Process Transformation enabled by Mobility.
3. Solution focus leveraging technologies such as Machine-to-Machine (M2M), Near Field Communication & Augmented Reality



Analytics

1. Focused on providing Analytics led Services and Solutions
2. Focused areas for Investments include Customer Analytics, Risk and Stress analytics, Pricing Analytics, Big Data Strategy & Consulting.

Cloud

1. Two pronged strategy - offering Wipro Solutions on Cloud (On Cloud Services) & System Integration services around Cloud (Cloud Enablement Services)
2. On Cloud Strategy focused on Vertical solutions
3. Cloud Enablement Services includes playing the role of a trusted cloud aggregator, federator and provider; Invest in IP and frameworks e.g. advisory tools.

Mergers & Acquisitions

5 key priority areas

1. **Domain Focused Assets** – Targets with Deep Domain Knowledge or high customer concentration in identified verticals
2. **Technology Focused Assets** - Targets with IP/Platform/Technical skills in identified areas of Analytics, Cloud and Mobility
3. **Geography Focused Assets** - Targets with a High Focus Geo presence with chosen Technical expertise
4. **Captives**
5. **Large Account Penetration**

4 Standardization at the Core

Hyper Automation

1. Integrated workflow based delivery system with reusable assets & tools
2. Platform based delivery for Managed services

Technology & Delivery Model

1. Agile delivery model
2. Componentized work
3. Crowdsourcing talent pools

Operational Excellence

1. Supply Chain segmentation – Tiered service levels
2. Cycle time reduction across Hiring, Fulfillment & Training
3. Alternate local delivery centers for accessing local talent pool

Annexure - Key Highlights



Financial Summary for the Quarter Ended June 30, 2013 (IFRS)

Wipro Limited (Continuing Operations)

	Q1 14 (Rs million)	Seq Growth.	YoY Growth.
Revenues	97,346	1%	5%
PBIT	17,702	3%	1%
Net Income	16,233	3%	11%

1. Overall Revenues grew 5% YoY, while Net Income grew 11% YoY
2. Net Income has grown faster due to growth in Other Income on a YoY basis

Particulars	Revenue for the Qtr. (Rs million)	YoY Growth for the Qtr.	PBIT for the Qtr. (Rs million)	YoY Growth for the Qtr.
IT Services	89,363	7%	17,845	2%
IT Products	8,166	-14%	131	-38%

1. IT Services Revenue grew 7% on a YoY basis, with PBIT growth of 2% YoY
2. IT Products impacted by the weaker capex spending in India

Highlights of the Quarter ended June 30, 2013

Revenue Highlights

1. Wipro Limited Revenue (from Continuing Operations) grew by 5% YoY to Rs. 97.35 Bn.
2. IT Services Revenue at \$1,588 Mn, sequential growth of 1.2% in constant currency
3. IT Services Revenue Guidance for Q2'14 in the range of \$1,620* Mn to \$1,650* Mn
4. 10 customers with revenues greater than \$100 MN

Profitability Highlights

1. Net Income (from Continuing Operations) was at Rs.16.23 billion, a growth of 11% YoY
2. IT Services EBIT was Rs.17.85 billion, a growth of 2% YoY
3. Operating Margins for IT Services at 20.0%, decline of 20 basis points sequentially

Balance Sheet and Cash Flow

1. Free Cash Flow generation of Rs.9.6 billion during quarter, 59% of Net Income ; Operating cash flows at 74% of Net Income
2. Cash net of debt of Rs.109 billion as of June 30, 2013
3. IT Services and Products business Return on Capital Employed at 44%

* Guidance is based on the following exchange rates: GBP/USD at 1.54, Euro/USD at 1.31, AUD/USD at 0.97, USD/INR at 57.24.



Thank You

