



Wipro Limited

January – March, 2014

Presentation to Investors



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.

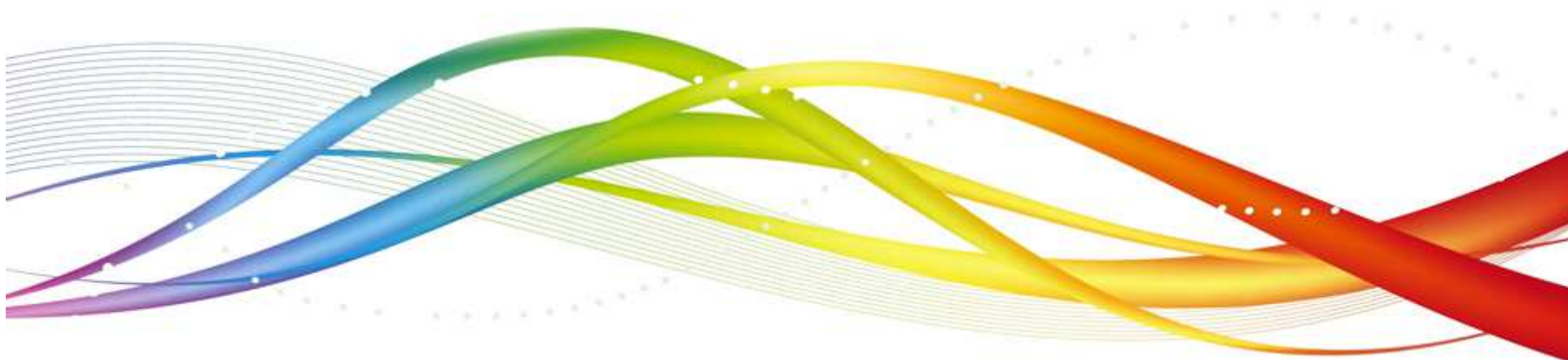
Agenda

1 Our track record on performance

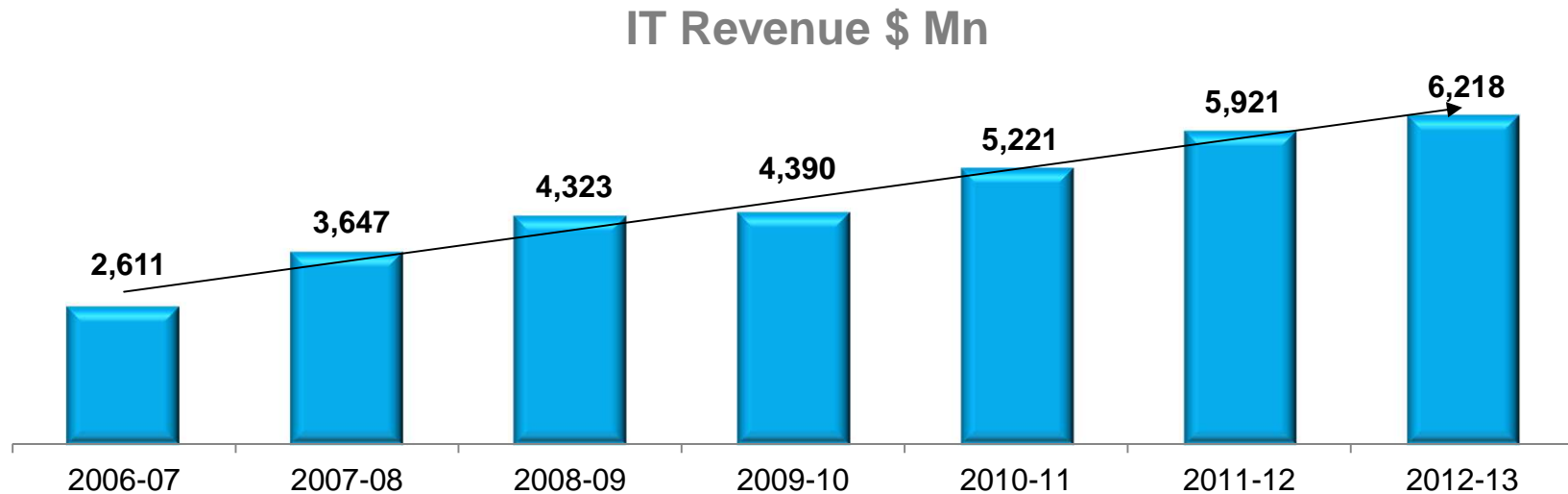
2 Overall Market Opportunity

3 Our Strategy

Track Record on Performance



Growth of IT Services business



Revenues for FY13 at \$6.2 billion

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



Partner to Industry

- 960+ active global clients
- 150+ Fortune 500 clients
- 42 new customers in Q3



Global footprint

- Listed on NYSE in 2000
- Present in >55 countries
- 50% Revenues from US



Diverse talent pool

- Over 146,000 employees
- 98 nationalities represented
- 27%+ women employees

Revenue Distribution

Revenue Distribution

Revenue contribution¹

Top 1 customer	3.7%
Top 5 customers	14.2%
Top 10 customers	23.0%

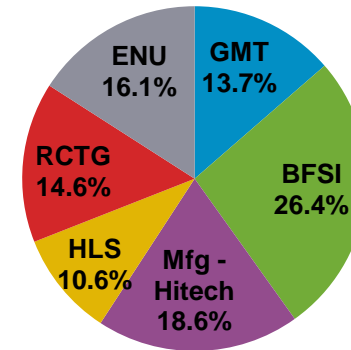
Customer Metrics

Customers >\$100 MN	11
Customers >\$1 MN	495

Strong contribution from top customers

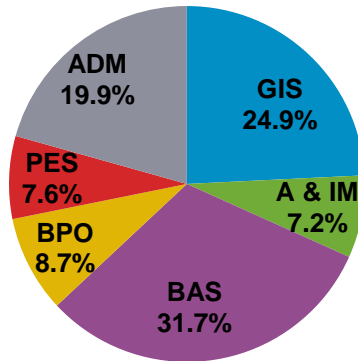
¹Trailing Twelve month basis

Vertical-wise share



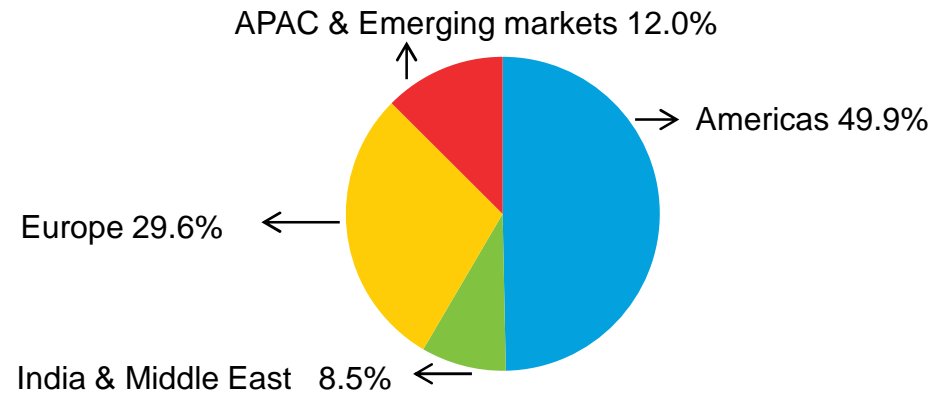
Diversified Vertical portfolio to hedge sector risk

Service Line distribution



Integrated consulting constitute > 2% of revenues

Geographical Distribution



Scale in developed & presence in emerging markets

Revenue well-diversified across verticals, service line & geographies

Strategic Partnerships

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

Strategic Alliance Portfolio



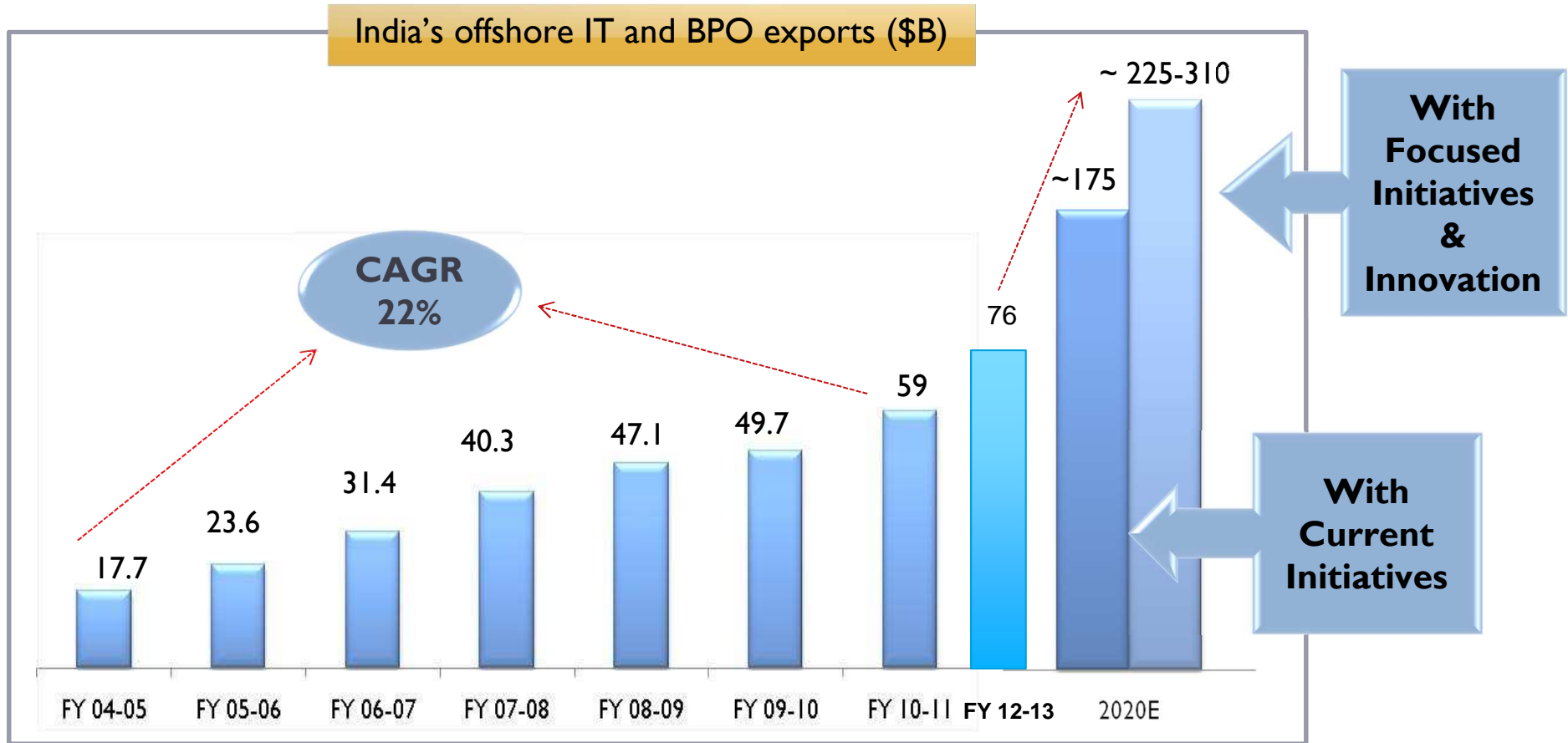
- ▶ Strategic initiatives across cloud, analytics, mobility
- ▶ Improved customer penetration and global go-to-market
- ▶ Co-innovation and co-creation of solutions
- ▶ Emerging market focus – reverse innovation of products
- ▶ Synergistic partnership ecosystem for the future
- ▶ Sell to, sell with, co innovate

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

Overall Market Opportunity



India Off-shoring market

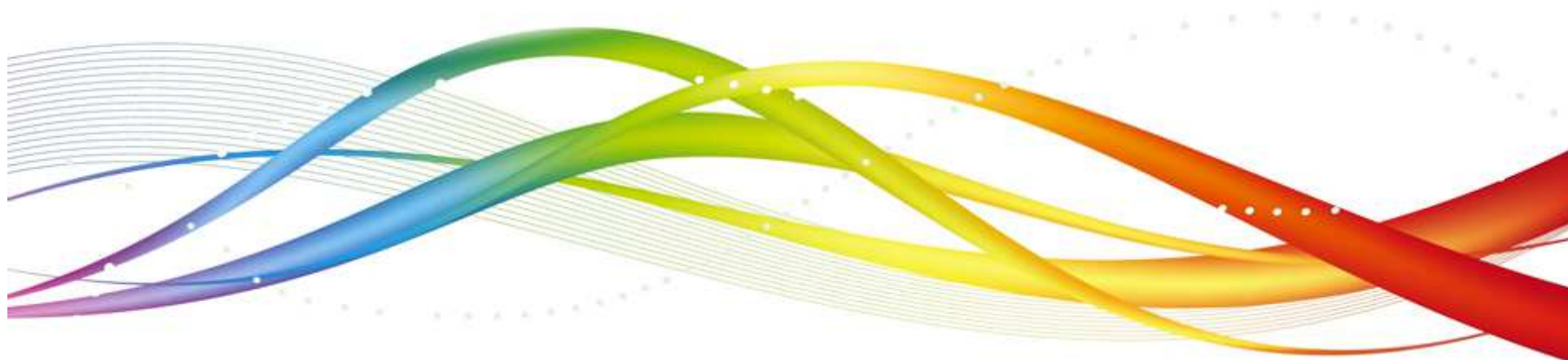


Long Term Fundamentals of the India Off-shoring story remain intact

India Off-shoring market is expected to grow at a CAGR of ~12-22% through 2020

Source: NASSCOM The IT - BPO Sector in India – Strategic Review 2013

Our Strategy



5 market discontinuities that could transform the industry

1



Consumerization

- **Enriching consumer experience-** digital content leading to hyper personalization
- **Consumer insights & feedback** impacting product & services design and customer engagement channels
- **Mobile is** becoming the key channel for commerce
- **Multichannel** capabilities & front office systems to drive differentiation

2



Consumption Models

- **Variable consumption models-** Need for flexibility, speed , responsive & capex-light models driving innovations in pricing
 - E.g. outcome based pricing
- **'Business process as a service' (Utility Models) for Back office**
 - E.g. cheque processing
- **Middle office integration into back office to increase speed to market**
 - E.g. process control system unified in ERP

3



Regulation

- FACTA, Dodd Frank Act, Obama-care will ↑technology spending
- **New visa regulations** could change the model of global delivery

4



Complexity

- Managing **complexity of legacy businesses** in core areas
 - E.g. – Closed Book Processing

5



Changing Stakeholder Influence

- **IT decision making beyond CIO**
 - Increasingly technology budgets will move outside CIO office
- CMO, CFO & business heads to play key roles in IT decisions

Note: ERP is Enterprise Resource Planning, FACTA is Fair and Accurate Credit Transactions Act, CMO is Chief Marketing Officer

6 strategies to win at the marketplace



Our priorities drive our allocation of talent and resources



Focus on the Core

- **BPO**- Make big bets in areas like F&A
- **USA**- Gain Leadership
- **GIS** - Drive growth momentum to extend leadership
- **Big Bet areas**
 - Tangential play in Banking; Insurance
 - Focus on Germany



Leveraging Disruptions in Technology

- **Cloud**
 - Services ➤ 'Utility' Models (BPaaS)
 - Enablement Services ➤ Aggregator & Federator
- **Analytics & Big Data**
 - Consumer insights, Pricing Analytics etc.
- **Mobility** - Process Transformation approach



Transforming Selling

- **Key Account Focus**
 - GCP model for T125 accounts
- **Selling to stakeholders other than CIO**
 - Business & Consultative approach



Building Solution & People assets

- **Vertical expertise** industry specialization
- **Domain skill** e.g. eco-energy, cyber- security
- **SI Expertise** in Niche products
- **IP creation & Patent strategy**
- **Enterprise & Technology Architect pool**
- **Program management** - PM academy



Building World class Eco-systems

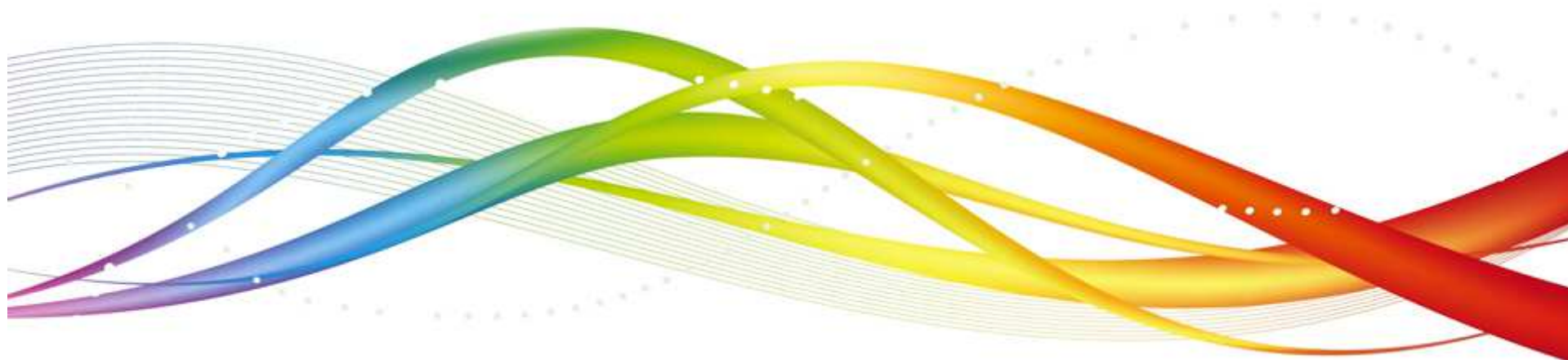
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|---|-------------------------------------|
| 1 M&A | 2 Alliances |
| Domain & Technology | SAP, MS, Cisco, SFDC |
| Geo focus on Germany | EMC, Oracle, Workday |
| 3 Captives | 4 Strategic stake |
| In Vertical like Banking, and Insurance | In niche pioneers like Opera, Axeda |



Delivering Certainty and Efficiency

- **Hyper-automation & Excellence**
 - Increase automation; de-skill tasks
 - Build competence to ↑ operational efficiency

Annexure - Key Highlights



Financial Summary of Quarter Ended December 31, 2013

Wipro Limited (Continuing Operations)

	Q3 14 (Rs million)	Seq Growth.	YoY Growth.
Revenues	113,317	3%	18%
PBIT	23,418	4%	30%
Net Income	20,147	4%	27%

1. Overall Revenues grew 18% YoY, while Net Income grew 27% YoY

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	103,274	20%	23,790	33%
IT Products	10,155	2%	-116	-149%

1. IT Services Revenue grew 20% YoY, with PBIT growth of 33% YoY
2. IT Products revenue and margins were impacted by the cessation of manufacturing of our 'Wipro branded desktops, laptops and servers'.

Highlights of the Quarter ended December 31, 2013

Revenue Highlights

1. Wipro Limited Revenue (from Continuing Operations) grew by 18% YoY to Rs. 113.3 Bn.
2. IT Services Revenue at \$1,678 Mn, sequential growth of 2.9% in reported currency
3. IT Services Revenue Guidance for Q4'14 in the range of \$1,712 Mn to \$1,745 Mn
4. Two customers with revenues > \$ 200 Mn on a quarterly annualized basis

Profitability Highlights

1. Net Income (from Continuing Operations) was at Rs.20.15 billion, growth of 27% YoY
2. IT Services EBIT was Rs.23.79 billion, growth of 33% YoY
3. Operating Margins for IT Services at 23.0%, improvement of 54 basis points sequentially

Balance Sheet and Cash Flow

1. Free Cash Flow at Rs.12.5 Bn in Q3, 62% of Net Income ; Operating cash flows at 70% of Net Income
2. Cash, net of debt at Rs.125 billion

* Guidance is based on the following exchange rates: GBP/USD at 1.63, Euro/USD at 1.37, AUD/USD at 0.92, USD/INR at 62.0

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Thank You

