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

IT Revenue $ Mn

Revenues for FY14 at $6.6 billion
IT Services Business has grown at a CAGR of 14% in the last 7 years

Partner to Industry
- 1000+ active global clients
- 150+ Fortune 500 clients
- 35 new customers in Q1

Global footprint
- Listed on NYSE in 2000
- Present in >60 countries
- 50% Revenues from US

Diverse talent pool
- Over 147,000 employees
- 98 nationalities represented
- 30%+ women employees
Revenue Distribution

Revenue contribution

- Top 1 customer: 3.7%
- Top 5 customers: 13.4%
- Top 10 customers: 21.8%

Customer Metrics

- Customers >$100 MN: 10
- Customers >$1 MN: 511

Strong contribution from top customers

Service Line distribution

- ADM: 18.0%
- GIS: 25.3%
- PES: 7.0%
- BAS: 28.7%
- ATS: 11.3%
- BPO: 9.7%

Integrated consulting constitute > 2% of revenues

Vertical-wise share

- ENU: 16.0%
- BFSI: 26.7%
- GMT: 14.3%
- Mfg-Hitech: 18.2%

Diversified Vertical portfolio to hedge sector risk

Geographical Distribution

- Americas: 49.8%
- Europe: 29.6%
- India & Middle East: 9.1%
- APAC & Emerging markets: 11.5%

Scale in developed & presence in emerging markets

Revenue well-diversified across verticals, service line & geographies

*Trailing Twelve month basis
Strategic Partnerships

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 ~13-24% through 2020

Source: NASSCOM The IT - BPO Sector in India – Strategic Review 2013 & 2014
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

4. **Complexity**
   - New visa regulations could change the model of global delivery
     - Managing complexity of legacy businesses in core areas
     - E.g. - Closed Book Processing
   - Cyber-security - Protection of critical business & customer data is a key imperative for enterprises in face of sophisticated attacks

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

**“Where to Win”**

<table>
<thead>
<tr>
<th>Verticals</th>
<th>Accounts</th>
<th>Geographies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Service lines</td>
<td></td>
<td></td>
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</tbody>
</table>

**“Market discontinuities”**

<table>
<thead>
<tr>
<th>Consumerization</th>
<th>Complexity</th>
<th>Regulatory forces</th>
</tr>
</thead>
<tbody>
<tr>
<td>Changing stakeholders</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**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**
  - Global Client Partner 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**

1. **M&A**
   - Domain & Technology
   - Geo focus on Germany
2. **Alliances**
   - SAP, MS, Cisco, SFDC
   - EMC, Oracle, Workday
3. **Captives**
   - In Vertical like Banking, and Insurance
4. **Strategic stake**
   - 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 for the Quarter Ended
June 30, 2014 (IFRS)

Wipro Limited

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q1 15 (Rs million)</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>112,456</td>
<td>16%</td>
</tr>
<tr>
<td>PBIT</td>
<td>23,771</td>
<td>34%</td>
</tr>
<tr>
<td>Net Income</td>
<td>21,032</td>
<td>30%</td>
</tr>
</tbody>
</table>

1. Overall Revenues grew 16% Year-on-Year
2. PBIT grew 34% Year-on-Year
3. Net Income grew 30% Year-on-Year

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Revenue (Rs million)</th>
<th>YoY Growth</th>
<th>PBIT (Rs million)</th>
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</tr>
</thead>
<tbody>
<tr>
<td>IT Services</td>
<td>105,083</td>
<td>18%</td>
<td>24,003</td>
<td>35%</td>
</tr>
<tr>
<td>IT Products</td>
<td>7,660</td>
<td>-6%</td>
<td>165</td>
<td>26%</td>
</tr>
</tbody>
</table>

1. IT Services Revenue grew 18% YoY, with PBIT growth of 35% YoY
2. IT Products Revenue de-grew 6% YoY, with PBIT growth of 26% YoY.
3. IT Products revenue declined in-line with strategy to stay focused on services business by engaging in selective transformational deals where products form an integral part of the solution. This strategy has helped expand margins and grow profits by 26% YoY.
Highlights of the Quarter ended June 30, 2014

Revenue Highlights

1. Wipro Limited Revenue grew by 14% YoY to Rs. 111.4 Bn.
2. IT Services Revenue at $1,740.2 Mn, sequential growth of 1.2% in reported currency
3. IT Services Revenue Guidance for Q2’15 in the range of $1,770 Mn to $1,810 Mn.*

Profitability Highlights

1. Net Income was at Rs.21.0 billion, growth of 30% YoY
2. IT Services EBIT was Rs.24.0 billion, growth of 35% YoY
3. Operating Margins for IT Services at 22.8%.

Balance Sheet and Cash Flow

1. Cash, net of debt at Rs.160 billion
2. Free Cash Flow at 88% of Net Income; Operating cash flows at 103% of Net Income

* Guidance is based on the following exchange rates: GBP/USD at 1.70, Euro/USD at 1.37, AUD/USD at 0.94, USD/INR at 59.66 and USD/CAD at 1.07