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
- 44 new customers in Q3

Global footprint
- Listed on NYSE in 2000
- Present in >60 countries
- 51% Revenues from US

Diverse talent pool
- Over 155,000 employees
- 98 nationalities represented
- 30%+ women employees
Revenue Distribution

**Revenue Distribution**

**Revenue contribution**
- Top 1 customer: 3.8%
- Top 5 customers: 12.7%
- Top 10 customers: 21.0%

**Customer Metrics**
- Customers >$100 MN: 10
- Customers >$1 MN: 526

Strong contribution from top customers

*Trailing Twelve month basis

**Service Line distribution**

Integrated consulting constitute ~1.9% of revenues

**Business Unit-wise share**

- RCTG: 14.1%
- BFSI: 25.7%
- HLT: 11.7%
- Mfg-Hitech: 18.3%
- ENU: 16.4%
- GMT: 13.8%
- APAC & Emerging markets: 11.4%
- India & Middle East: 9.6%
- Europe: 27.6%
- Americas: 51.4%

Diversified BU portfolio to hedge sector risk

Scale in developed & presence in emerging markets

**Geographical Distribution**

Revenue well-diversified across verticals, service line & geographies

The distribution percentages have been calculated based on USD revenues for the Business Unit/ Service line/ Geography
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

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

CAGR 19%

With Focused Initiatives & Innovation

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

India Off-shoring market is expected to grow at a CAGR of ~12-26% through 2020

Source: NASSCOM The IT - BPO Sector in India – Strategic Review 2014 & 2015
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

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>
</tr>
</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>

**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**
  - Global Client Partner model for Top 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

**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 December 31, 2014 (IFRS)

**Wipro Limited**

<table>
<thead>
<tr>
<th></th>
<th>Q3 15 (Rs million)</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>119,929</td>
<td>6%</td>
</tr>
<tr>
<td>Results from Operating Activities</td>
<td>24,034</td>
<td>3%</td>
</tr>
<tr>
<td>Net Income</td>
<td>21,928</td>
<td>9%</td>
</tr>
</tbody>
</table>

Revenue of the Company grew 6% YoY in the quarter. Net Income grew 9% YoY.

Robust Operating & Free Cash Flow generation at 79% & 73% of Net Income respectively

Gross Cash position of INR 231,598 million

---

Net Income refers to ‘Profit for the period attributable to equity shareholders of the company’

Operating Cash Flow refers to ‘Net Cash generated from Operating Activities as presented in consolidated interim statements of Cash Flows’

We define Gross Cash as the sum of (i) cash and cash equivalents plus (ii) Available for Sale Investments – current, and (iii) Interest bearing deposits with corporates - current.

Free Cash Flow is defined as Net cash generated from operating activities plus (i) Cash outflows on Purchase of property, plant and equipment and (ii) Proceeds from Sale of property, plant and equipment as presented in consolidated interim statements of Cash Flows. For detailed reconciliations, please refer slide 17

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## Highlights of the results

<table>
<thead>
<tr>
<th>Segments</th>
<th>Revenue (Rs million)</th>
<th>YoY Growth</th>
<th>Segment Results (margin) (Rs million)</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Services</td>
<td>113,445</td>
<td>10%</td>
<td>24,741</td>
<td>4%</td>
</tr>
<tr>
<td>IT Products</td>
<td>7,740</td>
<td>-24%</td>
<td>89</td>
<td>NA</td>
</tr>
</tbody>
</table>

IT Services USD Revenue grew by 3.7% sequentially on constant currency basis

IT Services USD Revenue grew by 1.3% sequentially and 7.0% on a YoY basis

$50 million+ accounts increased by 1 to 31

IT Services Margins was 21.8%.

Interim Dividend of ₹ 5 ($0.08) per share/ ADS was declared, compared to ₹ 3 in FY14

Segment results of IT Products for QE 31 December 2013 was Rs -116 Million. Hence YoY growth % is not applicable.
For reconciliation of non-GAAP constant currency IT Services USD revenues please refer to slide 17
Reconciliation of Selected GAAP measures to Non-GAAP measures

### Reconciliation of Gross Cash

<table>
<thead>
<tr>
<th>WIPRO LIMITED AND SUBSIDIARIES</th>
<th>(Amounts in INR millions)</th>
<th>As of Dec 31, 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Computation of Gross cash position</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>122,113</td>
<td></td>
</tr>
<tr>
<td>Available for sale investments - current</td>
<td>82,985</td>
<td></td>
</tr>
<tr>
<td>Interest bearing deposits with corporates - current</td>
<td>26,500</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>231,598</td>
<td></td>
</tr>
</tbody>
</table>

### Reconciliation of Free Cash Flow

<table>
<thead>
<tr>
<th>WIPRO LIMITED AND SUBSIDIARIES</th>
<th>(Amounts in INR millions)</th>
<th>Three months ended Dec 31, 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Profit for the period [A]</strong></td>
<td></td>
<td>22,031</td>
</tr>
<tr>
<td><strong>Computation of Free cash flow</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net cash generated from operating activities</td>
<td>17,240</td>
<td></td>
</tr>
<tr>
<td>Add/(deduct) cash inflow/(outflow) on:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Purchase of Property,plant and equipment</td>
<td>(1,408)</td>
<td></td>
</tr>
<tr>
<td>Proceeds from sale of Property,plant and equipment</td>
<td>230</td>
<td></td>
</tr>
<tr>
<td><strong>Free cash flow attributable to equity holders of the company [B]</strong></td>
<td></td>
<td>16,062</td>
</tr>
<tr>
<td><strong>Free cash flow as a percentage of Net income [B/A]</strong></td>
<td></td>
<td>73%</td>
</tr>
</tbody>
</table>

### Reconciliation of Non-GAAP constant currency Revenue

<table>
<thead>
<tr>
<th>Reconciliation of Non-GAAP Constant Currency IT Services Revenue to IT Services Revenue as per IFRS ($MN)</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Services Revenue as per IFRS</td>
</tr>
<tr>
<td>Effect of Foreign currency exchange movement</td>
</tr>
<tr>
<td>Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates</td>
</tr>
<tr>
<td>IT Services Revenue as per IFRS</td>
</tr>
<tr>
<td>Effect of Foreign currency exchange movement</td>
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<tr>
<td>Non-GAAP Constant Currency IT Services Revenue based on previous year exchange rates</td>
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