

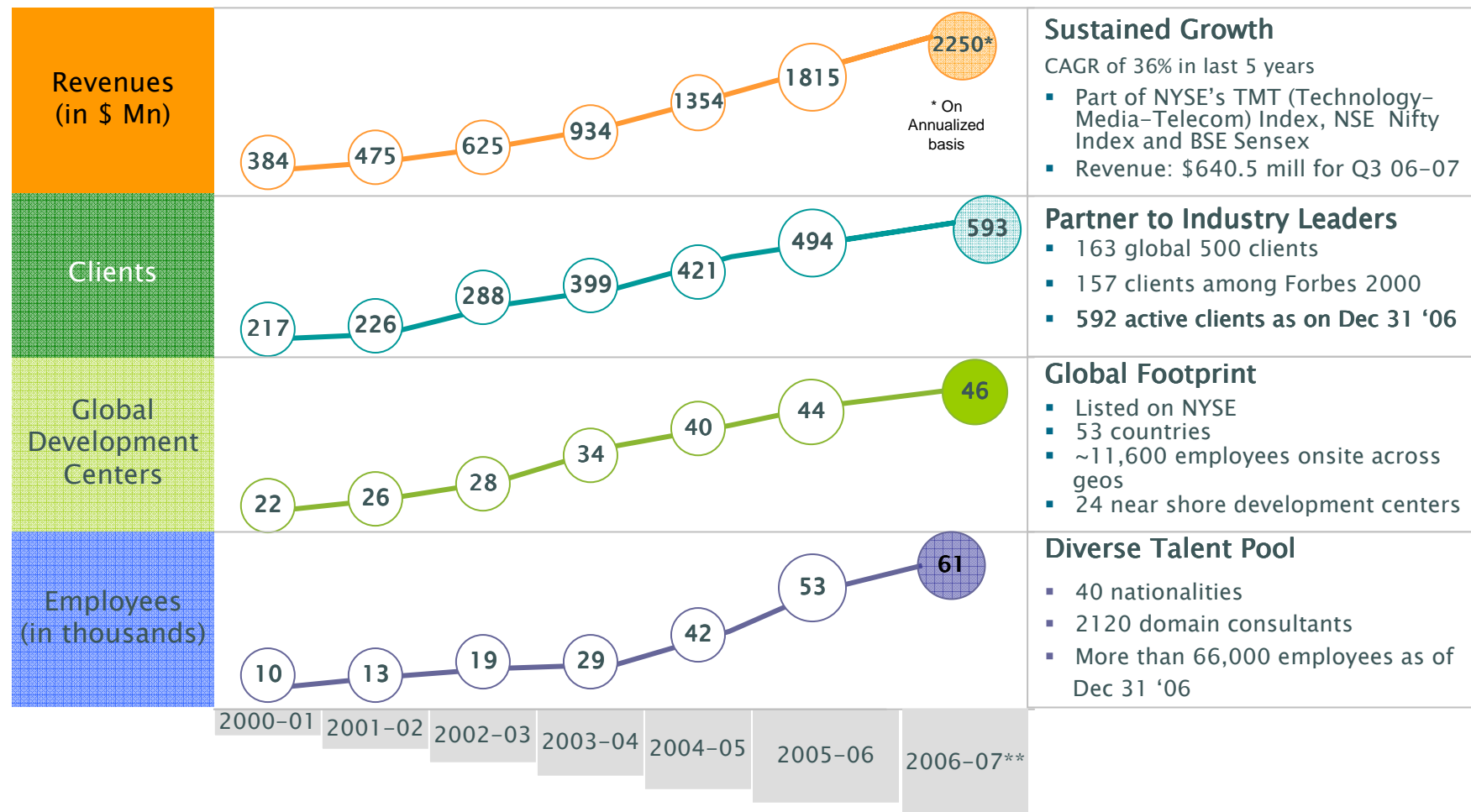


Logomotive final conference

Hamburg

Risto Niva, VP

No. 1 Provider Of Integrated Business, Technology and Process Solutions on a Global Delivery Platform *



Wipro tops **Most Admired Knowledge Enterprise (MAKE)** Asia ranking 4th time in a row - 2006

Fin Tech 100 ranked Wipro in top 25 enterprise companies in Financial services industry - 2006

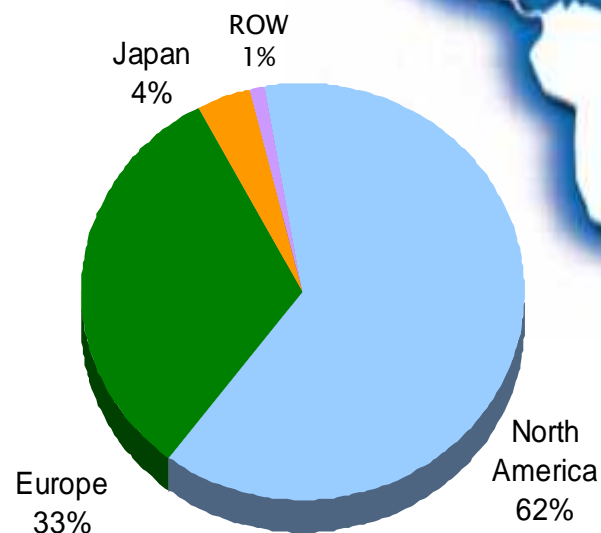
Winner of the "ASTD Best " award 2006 by American Society for Training & Development (ASTD) 3 times in a row

7 June, 2007 Wipro named **"IT Outsourcing Service Provider of the year"** at the third Annual **NOA Awards** - UK (2006)

Global Delivery Footprint



48 Development / Delivery centers



7 June, 2007

Wipro in Europe

Country	Manpower 01.02.07
	Total
Austria	71
Belgium	67
Czech Republic	
Denmark	40
Finland	464
France	173
Germany	288
Greece	
Hungary	23
Ireland	61
Italy	21
Kenya	
Netherlands	83
Norway	9
Poland	
Portugal	225
Romania	
South Africa	
Spain	10
Sweden	67
Switzerland	168
Tunisia	
Turkey	
UK	2257
Total	4027

- Finland is the largest base of employees in Europe
- Apart from the Technology business, there are additional 200 people from Hydrauto

7 June, 2007

Revenues, Reach & Presence in Europe



- Fastest growing and high focus market for Wipro
 - Over \$650 Mn in revenues
 - Over \$100 Mn of investments (total acquisitions prices)
 - Three out of 8 acquisitions are European based (past 1 year)
- Contributes ~31% to overall Wipro revenues
- Successful three way 'go-to-market' strategy
 - Vertical
 - Horizontal / Service line
 - Geo
- 150+ active clients (across industries)
- 15+ Development centres in strategic locations across Europe
- Widest geographical presence
 - 22 offices in over 12 countries
- Culturally diverse workforce of over 4000 people onsite



Acquisition strategy

- Three out of the eight acquisitions European based
- First offshore outsourcing company to pursue strategic acquisition to build complementary capabilities.
 - NewLogic in Wireless Communications – Austria
 - Enabler in Oracle based retail solutions – Portugal
 - Saraware in Design and Engineering services for Telecom companies Finland
- Tri-fold objective
 - To add niche skill sets to current portfolio
 - To increase geographical footprint
 - To add locals to the global workforce

Why in Europe

- We need to be close to customer
- Local customers, local employees
- To be global you need to be local also
- Our growth target by the end 2010 is 120–130 000 employees, there has to be also people all over world
- Typically 20–30% of work done near customer and rest in India



Thank you