



CAPCO
a wipro company

DRIVING MARKET LEADERSHIP IN FINANCIAL SERVICES

Transformation Partner for What's Next in an Age of Exponential Change

Lance Levy, Capco Chief Executive Officer
Angan Guha, Americas Chief Executive Officer

AGENDA

01

Joint Market Opportunity

Financial Services (FS) Industry Transformation and Market Potential
Strategic Deal Rationale, United by a Shared Vision and Ambition in FS

02

Combined Power of Wipro + Capco

Unique Partnership, Bringing Together the Combined Strengths of
Wipro and Capco as a Trusted Partner to our Clients in FS

03

Our Go-to-Market Strategy

Shared, Client-Centric, Collaborative Approach. Combining Scale and
Delivery Excellence to Gain Market Share in Financial Services

04

Early Success, Opportunities Ahead

Partnership Realizing Benefits in First Six Months
Well-Positioned for Continued Success and Future Growth

JOINT FS MARKET OPPORTUNITY

Transformation in Financial Services Accelerating. Future Growth Driven by Next-Generation, Technology-Led Solutions

GROWTH

Accelerate and Sustain Growth through Innovation Capabilities

- Holistic customer experiences and engagement
- Hyper-personalization leveraging data and next-gen technologies
- Product, platform, and business model innovation

DIGITIZATION

Rapidly Scale Digital Creativity Anywhere

- Next frontier of digital adoption and enterprise agility
- Accelerate digital transformation through data, cloud, and cyber
- Creative partnerships and ecosystem-based value chain

EFFICIENCY

Build an Efficient and Resilient Foundation

- Develop leadership and organizational skills fit for the future
- Strengthen operational resilience across the network
- Intelligent automaton and visualization of core processes

WIPRO & CAPCO

STRATEGIC DEAL RATIONALE

United by a Shared Vision, Complementary Capabilities, Cultures, and Ambition to Deliver Meaningful Transformation for Our Clients



shared vision to be....

“a leading transformational partner to the world’s pre-eminent FS institutions”

Together, we offer bespoke, holistic transformational services, powered by innovative technology and capabilities at scale, to deliver meaningful transformation through a client-centric approach, deep domain expertise and a focus on delivery excellence

Transformational Services at Scale

together, we deliver integrated, scaled services and solutions, from ideation to execution to prepare our clients for what’s next

Client & Domain-Focused Approach

trusted advisor to our clients to solve some of the toughest challenges in the Financial Services industry

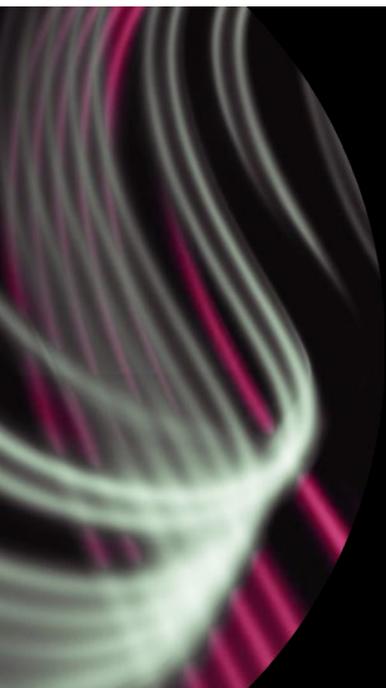
Unique, Complementary Cultures

our collaborative cultures and shared values encourage teamwork and innovative, entrepreneurial thinking



TRUSTED PARTNER

Unique Partnership, Harnessing the Combined Strengths of Wipro & Capco as a Trusted Partner to our Clients in the FS Industry



Global Scale in Financial Services

Established client portfolio of leading financial institutions across all major financial hubs, and global experienced teams with deep FS domain knowledge

Transformational Services & Capabilities for What's Next

Combining end-to-end transformational capabilities with customer insights to deliver large-scale transformation

Client-Centricity & Deep Domain Intimacy

To solve real industry challenges, with bespoke solutions to drive value for clients

Transformation Partner for our clients for What's Next in an age of Exponential Change

OUR SHARED

GO-TO- MARKET STRATEGY

Client-Centric, Collaborative Approach,
Combining Scale and Delivery Excellence
to Gain Market Share in FS.

The Power of One Team.
Bringing together the best of both, to drive
meaningful, holistic transformation for our FS clients.



one TEAM

World-Leading Digital and
Engineering Expertise

Global Scale and
Robust Infrastructure

Focus on
Domain-Led
Delivery Excellence

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one PURPOSE

Deep Domain and
Consulting Expertise

Entrepreneurial Approach
to Solving Client Challenges

Domain-Focused Thought
Leadership to Solve Industry
Challenges



STRUCTURING FOR SUCCESS

Shared Go-to-Market: Client-Centric, Collaborative Approach, Combining Domain Expertise, Scale, and Delivery Excellence

Client Customization

Focused client customization and tailor-made go-to-market strategy

Four distinct segments to enable optimal go-to-market approach with a well-defined governance model

Shared Planning

Value for our clients through shared capabilities and account-based planning

Execution of sales activity through disciplined collaboration

Thought Leadership

Showcase and drive shared capabilities in key areas of client demand

Industry campaigns in Financial Services Big Bets, Data, Cyber, and Cloud

Here And Now

Successful client engagement with focus on “Here and Now” shared opportunities

Wipro + Capco relationships and capabilities provide an impetus for supporting client objectives

WIPRO & CAPCO

EARLY SUCCESSES

Partnership Realizing Benefits in First Six Months. Well-Positioned for Continued Success and Future Growth

Continuing to deliver

MARKET-LEADING PERFORMANCE

Positive market reaction

EARLY WINS & PIPELINE BUILDING

Better together

STRONG COLLABORATION

Realizing selective

SYNERGIES TO SUPPORT GROWTH

OPPORTUNITIES AHEAD

Drive large-scale transformation deals with holistic end-to-end solutions and offerings for clients

Identify potential opportunities around big bets to drive proactive sales and build sustainable sales funnel

Strong deal momentum of 20+ deals supported by strong pipeline of 45+ strategic deals across 20+ clients



DRIVING VALUE TOGETHER

Examples of Initial Shared Wins. Shared Culture with Client Success at the Core

01

Accelerated SFDC implementation on cloud

US HQ Multinational FS provider

Capco experience in Retail portfolio, strong relationships

Wipro SFDC implementation experience

02

Strategic building of neobank on cloud

Leading French online private bank

Capco Strategy & Consulting capabilities in digital banking

Wipro expertise in Cloud Native digital banking

03

Transformation initiative for efficiency, scale and speed

US Fortune 500 company offering a range of FS products and services

Complimentary capabilities in delivery and discovery pods

Use of automation, reduction of resources

04

Business transformation adopting cloud-first operating model

Global wealth manager, investment bank and FS firm

Wipro strong transformation capabilities

Capco deep knowledge of Client Treasury and Product



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THANK YOU

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