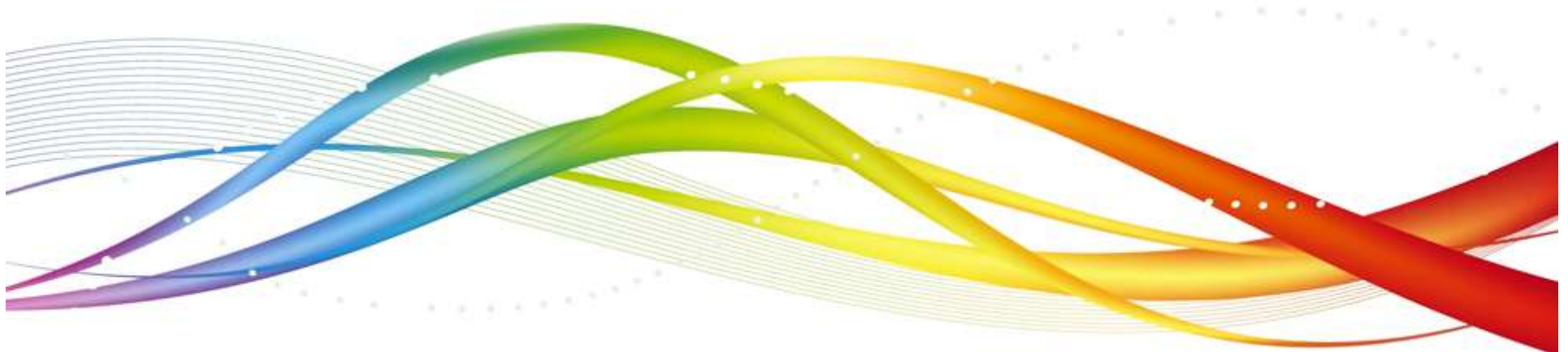




# Wipro Limited

April - June 2017

Presentation to Investors



# Safe Harbor

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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](http://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

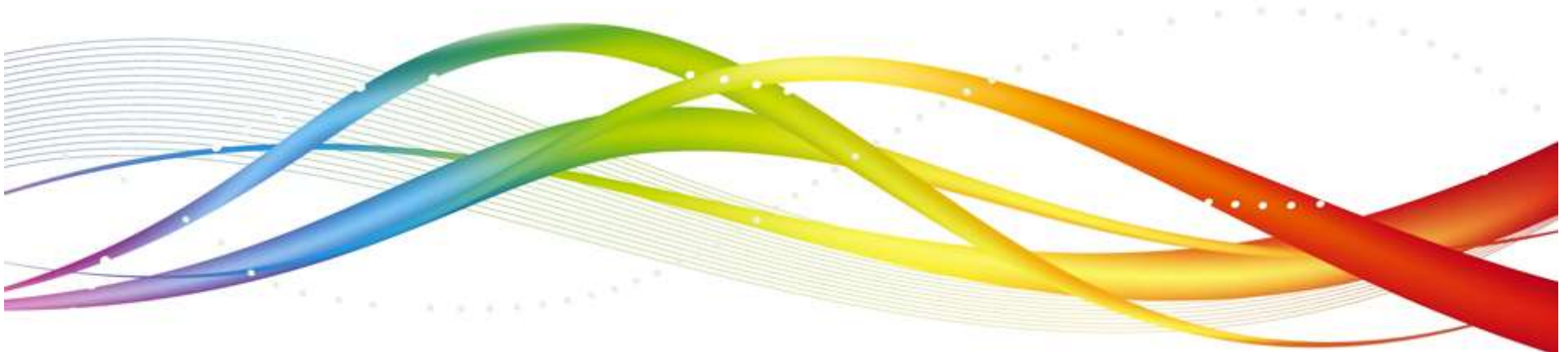
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**1 Our track record on performance**

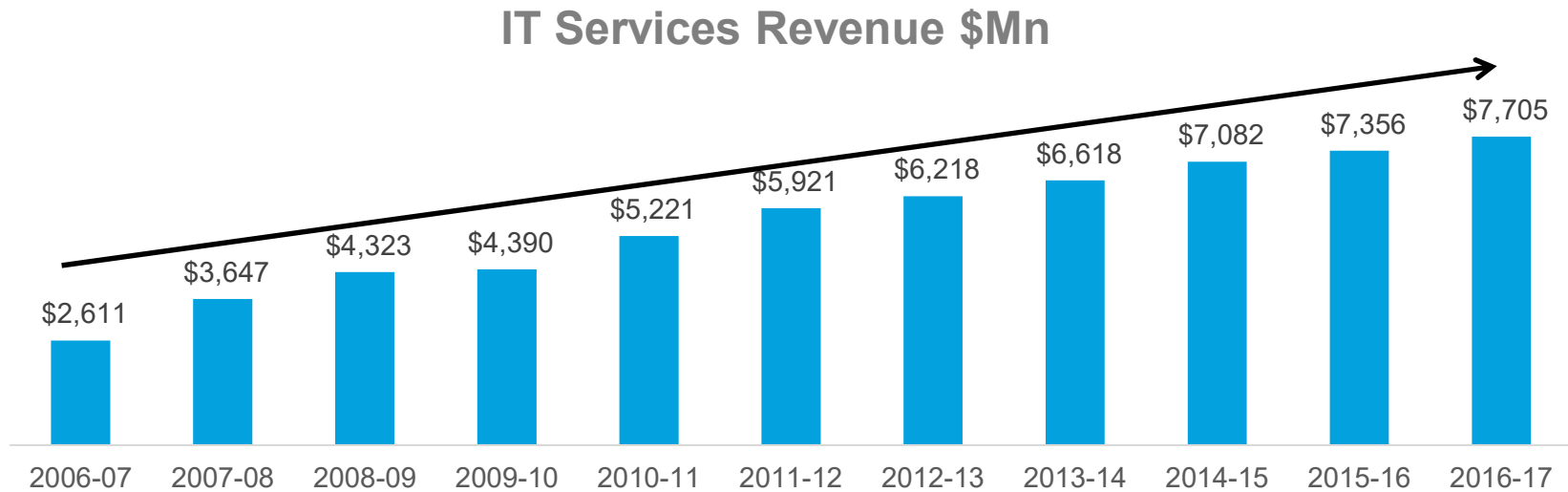
**2 Overall Market Opportunity**

**3 Our Strategy**

# Track Record on Performance



# Growth of IT Services business



**Revenues for FY16 at \$7.7 billion**

**IT Services Business has grown at a CAGR of 10% in the last 10 years**



## Partner to Industry

- 1300+ active global clients
- Nine \$100M relationships
- 57% revenues on Fixed Price



## Global footprint

- Part of NYSE TMT Index
- Present in six continents
- 55% Revenues from America



## Diverse talent pool

- Over 175,000 workforce
- 100+ nationalities represented
- 32%+ women employees

# Revenue Distribution

## Revenue Distribution

### Revenue contribution <sup>a</sup>

Top 1 customer	2.9%
Top 5 customers	10.0%
Top 10 customers	16.9%

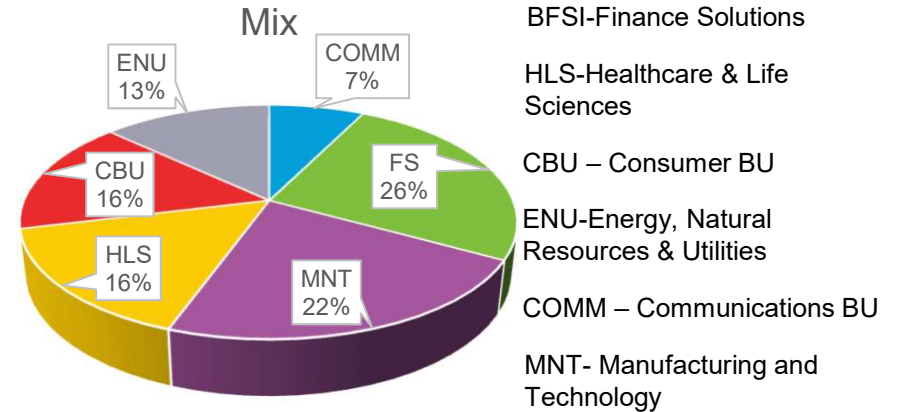
### Customer Metrics

Customers >\$100 MN	9
Customers >\$1 MN	602

Strong contribution from top customers

<sup>A</sup> Trailing Twelve month basis

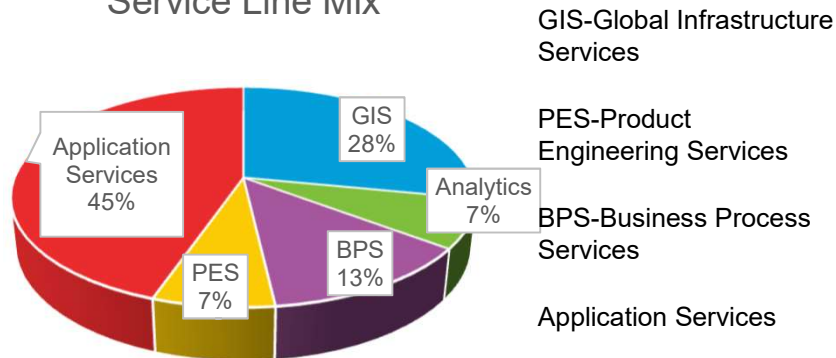
## Business Unit-wise share



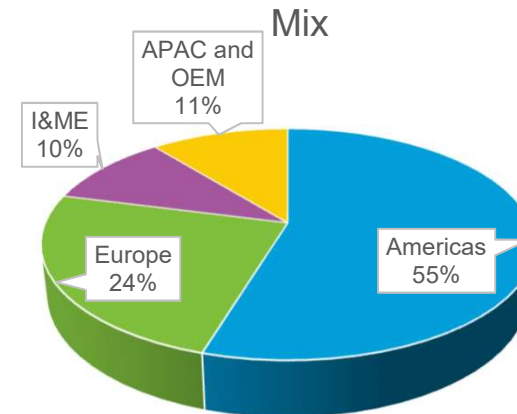
Diversified BU portfolio to hedge sector risk

## Service Line distribution

### Service Line Mix



## Geographical Distribution



Scale in developed & presence in emerging markets

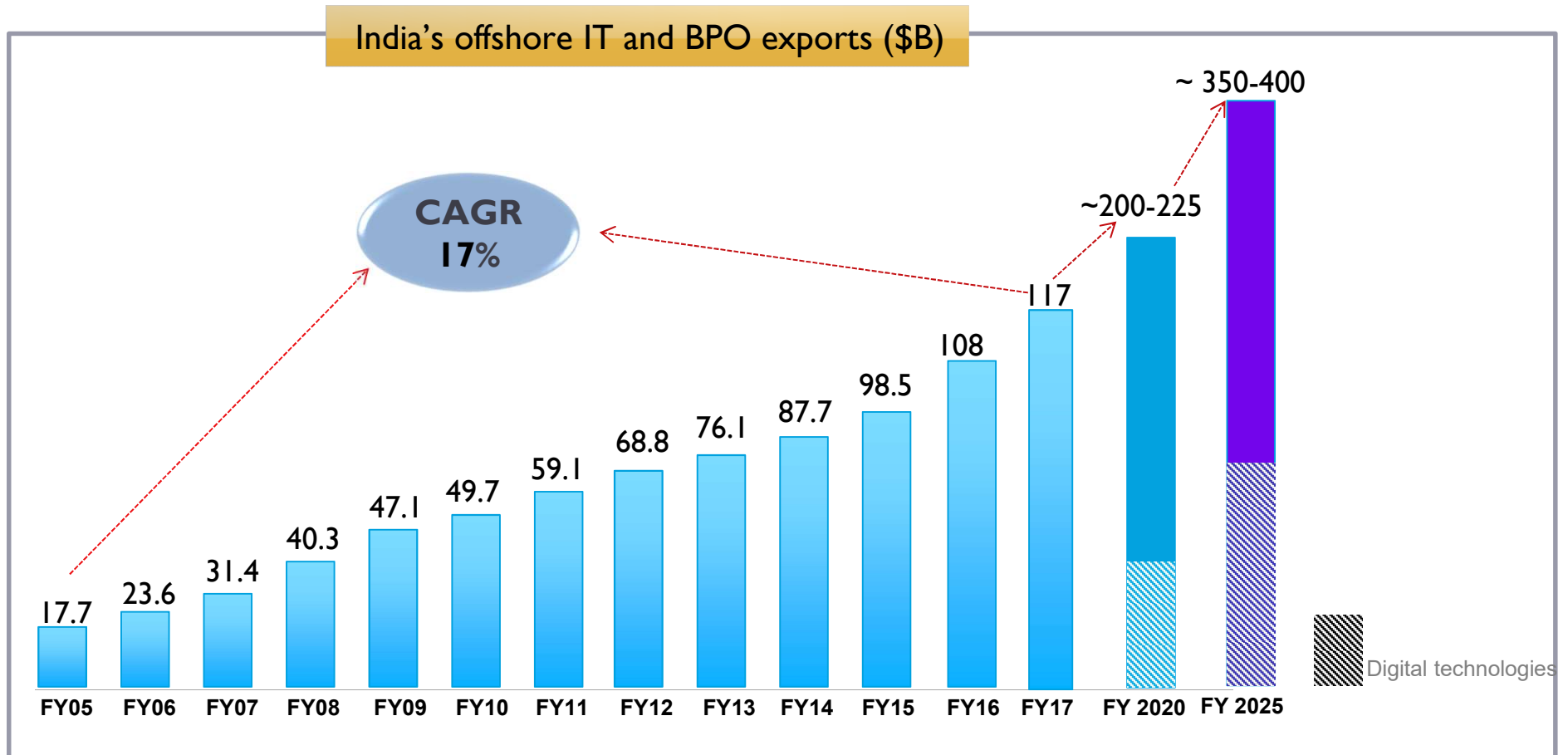
## Revenue well-diversified across verticals, service line & geographies

The distribution percentages have been calculated based on Q4FY17 USD revenues for the Business Unit/ Service line/ Geography

# Overall Market Opportunity



# India Off-shoring market



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

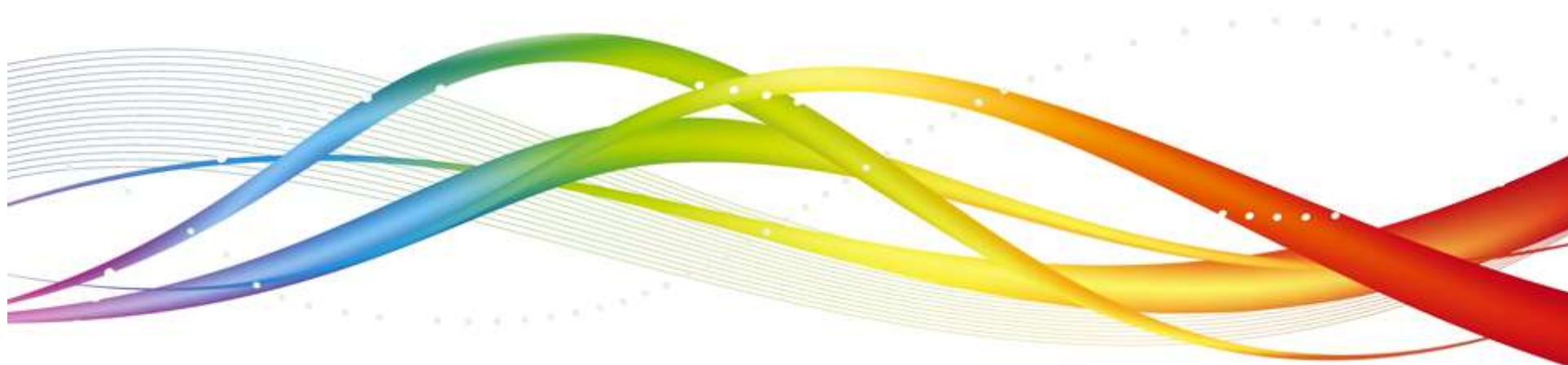
Off-shoring market is expected to grow at a 15% CAGR for the next eight years

Revenues from Digital technologies are expected to represent 23% and 38% share by 2020 and 2025

Source: NASSCOM The IT - BPO Sector in India – Strategic Review 2017



# Our Strategy



# Themes to win: Run: Modernize the 'Core'

## Integrated Services

- **Solve business problem as-a-service rather than offer à la carte services**
- **Delivery-led sales program launched**
- Set up integrated services unit (ISSG) to synergize domain knowledge with end-to-end solutions from multiple services like Apps, Infra & Analytics
- An example is the Managed File Transfer (MFT) platform which is a BPaaS offering hosted on cloud enabling secure transfers of large file in organizations. The platform has transformed B2B file transfers for our Fortune 500 customers
- **ADROIT is** a program for 1000 account delivery managers aimed at fostering learning agility in delivery teams & creating a framework for delivery-led sales.

## Hyper Automation

- **Increase Automation; de-skill task**
- **Robotic Process Automation**
- **Cognitive Intelligence**
- Hyper automation is initiative to drive **robotic process automation (RPA)** and **Cognitive Intelligence** drastically changing traditional IT delivery model
- In FY17, we generated productivity worth over 12,000 persons across 140+ customer engagements in over 1,800 cumulative instances of HOLMES bots
- **Released employees** are being trained & redeployed into newer technologies

## Localization

- **Setting up of local delivery centers**
- **Acquisitions**
- **Diversification of Workforce**
- Continuing to focus on the new growth markets like Latin America, Canada, South Africa as well as Continental Europe
- Driving Localization in key markets by increasing **local centers**- In FY17, set-up and scaled centers near Detroit, Atlanta, Dallas, Mountain View, Ireland and Mexico
- Local presence through **M&A**, like Cellent in DACH region, Infoserver in Latam
- Increasing the % of locals in the workforce & diversity. In Q1 FY'18, we expect to have more than 50% of our US operations localized

## Annuity Services

- **Drive Higher Annuity Mix**
- **Automation Asset covering ADM**
- Drive higher annuity mix for predictability & stickiness in revenues and improve OM
- ADM solutions like portfolio rationalization, modernization, cloud migration and SaaS / PaaS offerings.

## Alliances

- **Strategic, Growth & Niche Alliances**
- A dedicated unit to deepen and widen alliance ecosystems to drive creation of new markets and solutions, expand in key verticals/geographies and drive GTM outcomes.

# Themes to win: Change: Driving the 'Future'

## Digital

- **Advisory, Design & technology**
  - **Transformative** end-user experience
  - Deep investment in **selling Digital**
  - **Training Workforce in Digital**
- Aligned **Consulting** services with Digital unit
  - **Designit**: unique design capabilities driving synergy wins for Wipro
  - Opened **digital pods** in London, New York to serve global customers
  - Dedicated Digital leaders in each vertical; 'One Voice' program to enable front-end across Wipro to pitch Digital services consistently to key customers
  - In FY 17, we trained 39,600 employees. Overall, we now have 61,000 technical employees trained on Digital skills.

## Non-Linearity

- Target a larger share of revenue led by **non-linearity**
  - Investments in **Intellectual Property (IP)**.
  - Cognitive Intelligence Platform, **Wipro HOLMES™**
- Focus on core suite of **IP assets** including product (eg. Promax), platform (eg, ServiceNXT), solution (eg. Managed File Transfer) & tool (eg. RPA)
  - Wipro HOLMES Artificial Intelligence Platform™ has received strong adoption with multiple engagements. Key Wall Street customer deployed **HOLMES** for an eKYC solution
  - We have filed for over 1,650 **patents** including many on **HOLMES**

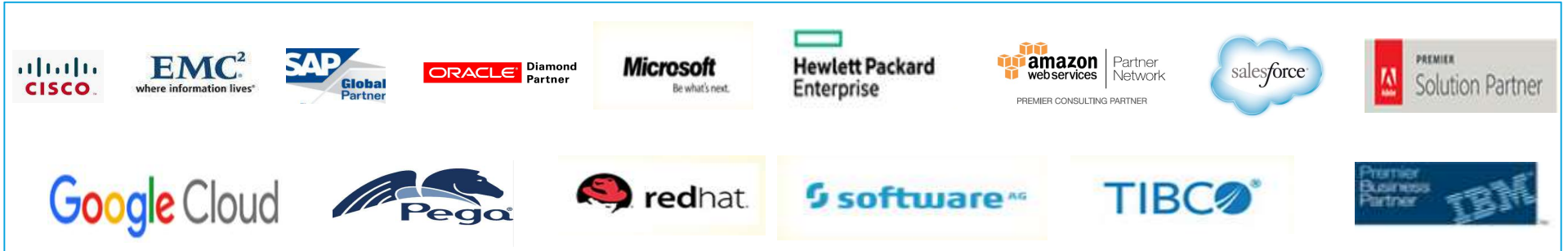
## Partner Ecosystem

- **M&A and Wipro Ventures**
  - **Alliances & Academia**
  - **Other strategic partnerships**
- Acquired 4 companies Designit, Cellent, HealthPlan Services, Appirio and Infoserver over the last 24 months
  - Wipro Ventures completed 4 minority investments in the last 12 months. We have 10 commercial engagements across our portfolio companies
  - Continued to enhance our 360 degree alliances with key technology companies
  - Engaged with academia in **joint research programs**.

## Invest for Future

- **Internet of Everything**
  - **Software-Defined**
  - **Cyber-Security**
  - **Open Source**
- Dedicated Units that are addressing the opportunity in emerging areas by delivering platforms, framework and solutions
  - Horizon program for intrapreneurship

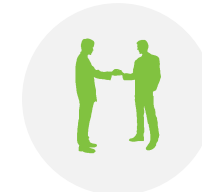
# Winning together with Strategic Alliances



Joint Value



Thought Leadership



Executive Commitment



Wipro's WINNING TOGETHER approach is all about driving joint Go to Market initiatives in partnership with Strategic Alliances and help customers Do Business Better.

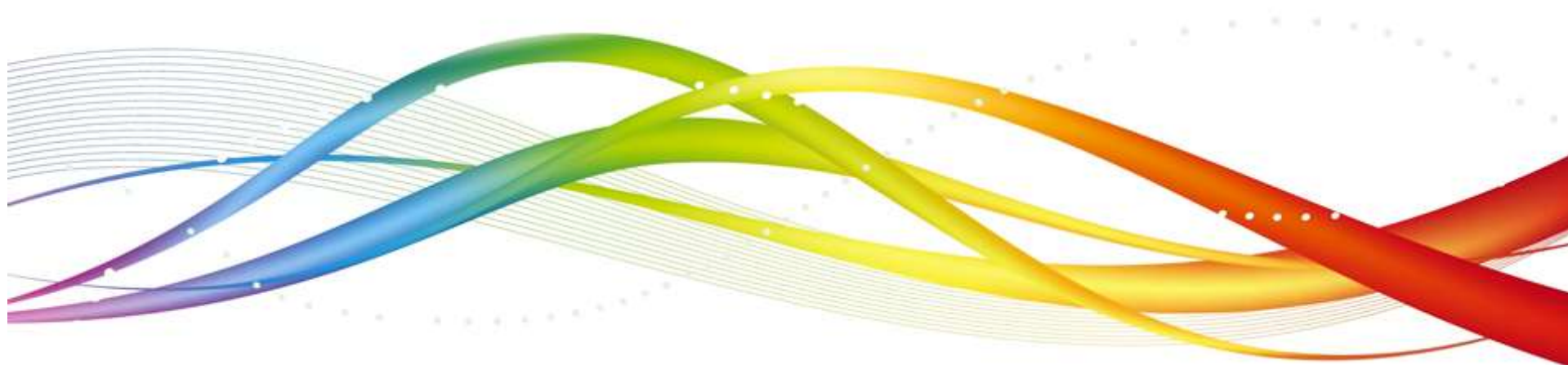
Wipro Strategic Alliances community helps in creating winning partnerships which offers mutual business growth opportunities, joint value driven by collaboration, executive commitment and thought leadership around future technologies.

# Recognitions on Sustainability front

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# Annexure - Key Highlights



# Financial Summary for the Year Ended March 31, 2017

## Wipro Limited

<i>All figures based on IFRS</i>	FY17 (₹ crores)	YoY Growth
Gross Revenues	55,040	7.4%
Results from Operating Activities (EBIT)	9,388	-3.1%

- ▶ IT Services Segment revenue in constant currency grew 7.0% YoY.
- ▶ Cash generation was strong with operating cash flow at 109% of Net Income.
- ▶ Gross Cash position was ₹34,474 crores or \$ 5.3 Billion.
- ▶ The Board of Directors recommends issue of bonus shares in the ratio of 1:1
- ▶ The Board of Directors will consider a proposal for buyback of equity shares around July 2017

Gross Cash is the sum of (i) cash and cash equivalents plus (ii) Investments – Current.  
For detailed reconciliations, please refer slide 11 in appendix  
1 crores=10 million

# Financial Summary for the Quarter Ended March 31, 2017

## Wipro Limited

<i>All figures based on IFRS</i>	Q4'17 (₹ crores)	QoQ Growth
Gross Revenues	13,988	2.2%
Results from Operating Activities (EBIT)	2,483	6.9%

- ▶ IT Services Segment revenue in constant currency grew 1.7% QoQ in line with guidance.
- ▶ In a quarter with volatile currency, IT Services Segment revenue on reported USD basis grew 2.7%.
- ▶ IT Services Margin for the quarter was at 18.3%, flat as compared to Q3.
- ▶ Our hedge book, as on March 31, 2017 stood at \$2.5 Billion.
- ▶ Digital Eco-system, which was 17.5% of IT Services revenues in Q1 has grown to 22.1% of IT Services revenues in Q-4.

Margins for the quarter and year ended March 31, 2017 have been computed by dividing the segment results by an aggregate of Segment Revenue and Other Operating Income.

1crore= 10million



# Highlights for the quarter

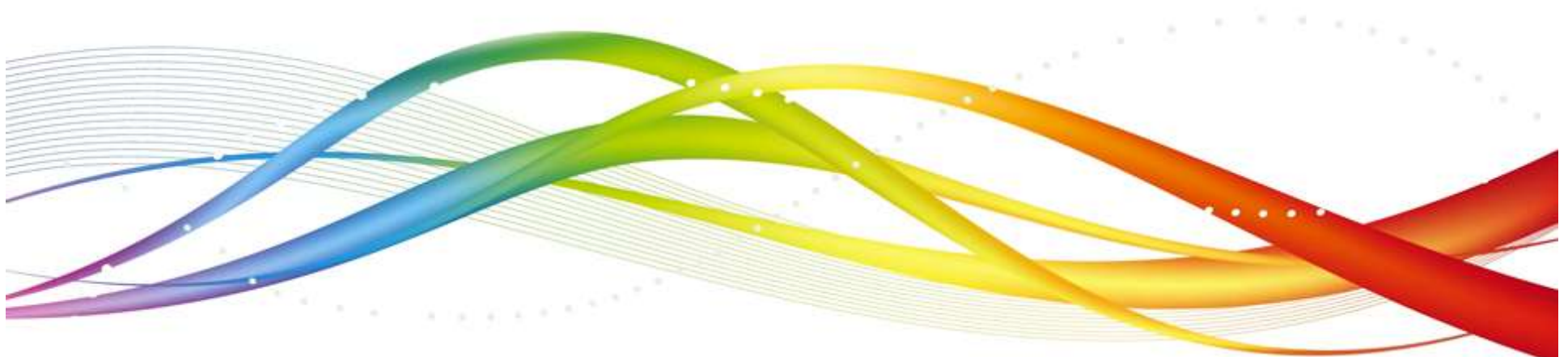
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- ▶ Net Addition to Employee count was 1,305.
- ▶ Gross Utilization at record high, has increased 150 sequentially basis points to 73.1%.
- ▶ Quarterly Annualized Attrition has reduced to 14.8% from 15.4% in Q3.
- ▶ Revenues from Fixed Price Projects grew from 57.7% in Q3 to 58.3% in Q4
- ▶ The number of customers in >75, >50, >20 buckets all increased by one each sequentially.

For reconciliation of non-GAAP constant currency IT Services USD revenues please refer to slide 11  
Segment Profit refers to Segment Results  
1 crores= 10 million



Thank You



# Reconciliation of Selected GAAP measures to Non-GAAP measures

## Reconciliation of Gross Cash

WIPRO LIMITED AND SUBSIDIARIES (Amounts in ₹crores)	
	As of March 31, 2017
<b>Computation of Gross cash position</b>	
Cash and cash equivalents	5,271
Investments - Current	29,203
<b>Total</b>	<b>34,474</b>

## Reconciliation of Free Cash Flow

WIPRO LIMITED AND SUBSIDIARIES (Amounts in ₹crores)		Three months ended March 31, 2017
Profit for the period	<b>[A]</b>	2,261
<b>Computation of Free cash flow</b>		
Net cash generated from operating activities		2,559
<i>Add/(deduct) cash inflow/(outflow) on :</i>		
Purchase of Property, plant and equipment		(415)
Proceeds from sale of Property, plant and equipment		38
<b>Free cash flow [B]</b>		<b>2,182</b>
<b>Free cash flow as a percentage of Net income [B/A]</b>		<b>96%</b>

## Reconciliation of Non-GAAP constant currency Revenue

Reconciliation of Non-GAAP Constant Currency IT Services Revenue to IT Services Revenue as per IFRS (\$MN)			
Three months ended March 31, 2017		Three months ended March 31, 2017	
IT Services Revenue as per IFRS	\$ 1,954.6	IT Services Revenue as per IFRS	\$ 1,954.6
Effect of Foreign currency exchange movement	\$ (19.3)	Effect of Foreign currency exchange movement	\$ 25.2
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$ 1,935.3	Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$ 1,979.8

# Reconciliation of Selected GAAP measures to Non-GAAP measures

## Reconciliation of Gross Cash

WIPRO LIMITED AND SUBSIDIARIES (Amounts in ₹ crores)	
	As of March 31, 2017
<b>Computation of Gross cash position</b>	
Cash and cash equivalents	5,271
Investments - Current	29,203
<b>Total</b>	<b>34,474</b>

## Reconciliation of Free Cash Flow

WIPRO LIMITED AND SUBSIDIARIES (Amounts in ₹ crores)		For the year ended March 31, 2017
Profit for the period [A]		8,490
<b>Computation of Free cash flow</b>		
Net cash generated from operating activities		9,277
<i>Add/(deduct) cash inflow/(outflow) on :</i>		
Purchase of Property, plant and equipment		(2,085)
Proceeds from sale of Property, plant and equipment		121
<b>Free cash flow [B]</b>		<b>7,313</b>
<b>Free cash flow as a percentage of Net income [B/A]</b>		<b>86%</b>

## Reconciliation of Non-GAAP constant currency Revenue

Reconciliation of Non-GAAP Constant Currency IT Services Revenue to IT Services Revenue as per IFRS (\$MN)	
Year ended March 31, 2017	
IT Services Revenue as per IFRS	\$7,704.5
Effect of Foreign currency exchange movement	\$ 155.3
Non-GAAP Constant Currency IT Services Revenue based on previous year exchange rates	\$ 7,859.8