



# Performance for Quarter ended December 31, 2017



**Jatin Dalal**

Chief Financial Officer  
Wipro Limited

# IT Services revenue



**\$ 2013.0 Million**



↑ **0.9% QoQ growth**  
in constant currency terms

↑ **3.0% YoY growth**  
in constant currency terms

# IT Services margin



**adjusted margins\***

**17.2%**

↓ **10 basis points**  
from Q2 FY18



**reported margins**

**14.8%**

↓ **250 basis points**  
from Q2 FY18

\*We have recorded a provision of ₹3,175 million, consequent to insolvency of a customer, post balance sheet date, which has impacted our IT Services margins in Q3 FY18 by 240 basis points. Adjusted for that, our adjusted IT Services Margins for the quarter were 17.2% down 10bps as compared to Q2 FY18.

# Net income



**adjusted net income\***

**₹ 21.9 Billion**



**reported net income**

**₹ 19.4 Billion**

## Highlights

- Realized rate for IT Services in Q3'18 was ₹65.74 vs. a rate of ₹65.40 realized for Q2.
- The Effective Tax Rate for Q3'18 was at 21.7%.

\*\*We have recorded a provision of ₹3,175 million, consequent to insolvency of a customer, post balance sheet date. Adjusted for that, our adjusted Net Income for the quarter was ₹21.9 billion which grew 0.1% QoQ and 4.0% YoY.

# Operating Cash flow for first nine months of FY'18



**₹ 76.7 Billion**



↑ **14.2%** increase in cash flow  
for first nine months of FY'18

**124%** of net income  
for first nine months of FY'18

**Gross Cash: ₹28,935 crores**

# Quarter highlights



## Business Units

Banking, Financial  
Services & Insurance



4.4% QoQ  
in CC terms

Healthcare &  
Lifesciences



2.5% QoQ  
in CC terms



## Geographies

Europe



4.7% QoQ  
in CC terms

India & ME



1.4% QoQ  
in CC terms

## Services

Business Process  
Services



4.7% QoQ  
in CC terms

Digital



4.0% QoQ  
in \$ terms

# Quarter highlights



1. Top 10 accounts grew by 12% YoY.
2. \$50Mn+ accounts increased from 33 in Q3'17 to 41 in Q3'18.
3. Digital revenue surpassed 25% of IT Services. We now have 90,000+ trained on digital skills.
4. Consulting portfolio grew 9.9% QoQ and 31.1% YoY with a 4-quarter CQGR of 7.0%.
5. More than 55% of our employees in US , 95% in LATAM, and nearly 2/3rd in Continental Europe are locals.
6. We concluded the buyback of 343.75 million equity shares which resulted in a total cash outflow of ₹110,000 million. We saw an active participation from the Investors.
7. Wipro declared an interim dividend of ₹ 1.00 per share.

# Outlook



Q4 FY 18  
**1.0% - 3.0%**  
in CC terms

We expect the Revenue from our IT Services business to be in the range of \$2,033 million to \$2,073 million\*.

\* Guidance is based on the following exchange rates: GBP/USD at 1.33, Euro/USD at 1.18, AUD/USD at 0.76, USD/INR at 64.49 and USD/CAD at 1.28.





Thank You

# Reconciliation of Selected GAAP measures to Non-GAAP measures

## Reconciliation of Gross Cash

WIPRO LIMITED AND SUBSIDIARIES (Amounts in ₹crores)	
	As of December 31, 2017
<b>Computation of Gross cash position</b>	
Cash and cash equivalents	5,207
Investments - Current	23,728
<b>Total</b>	<b>28,935</b>

## Reconciliation of Free Cash Flow

WIPRO LIMITED AND SUBSIDIARIES (Amounts in ₹crores)		
	Three months ended December 31, 2017	Nine months ended December 31, 2017
Profit for the period [A]	1,937	6,205
<b>Computation of Free cash flow</b>		
Net cash generated from operating activities	2,983	7,673
<i>Add/(deduct) cash inflow/(outflow) on :</i>		
Purchase of Property, plant and equipment	(578)	(1,540)
Proceeds from sale of Property, plant and equipment	11	80
<b>Free cash flow [B]</b>	<b>2,416</b>	<b>6,213</b>
<b>Free cash flow as a percentage of Net income [B/A]</b>	<b>125%</b>	<b>100%</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 December 31, 2017		Three months ended December 31, 2017	
IT Services Revenue as per IFRS	\$2013.0	IT Services Revenue as per IFRS	\$2,013.0
Effect of Foreign currency exchange movement	\$ 18.2	Effect of Foreign currency exchange movement	\$ (53.1)
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$ 2,031.2	Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$1,959.9

# Reconciliation of Adjusted Segment Result and Net Income

<b>Reconciliation of Adjusted Segment Result and Net Income (₹ MN)</b>			
<b>Three Months ended December 31,2017</b>			
IT Services Segment Results	19,590	Profit attributable to Equity Shareholders (Net Income)	19,371
Impact of customer insolvency	3,175	Post-tax impact of customer insolvency	2,568
Adjusted IT Services Segment Results	<b>22,765</b>	Adjusted Profit attributable to Equity Shareholders (Net Income)	<b>21,939</b>