



# Wipro Limited

Presentation to Investors

January - March 2018

# 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](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

**1** Our track record on performance

**2** Overall Market Opportunity

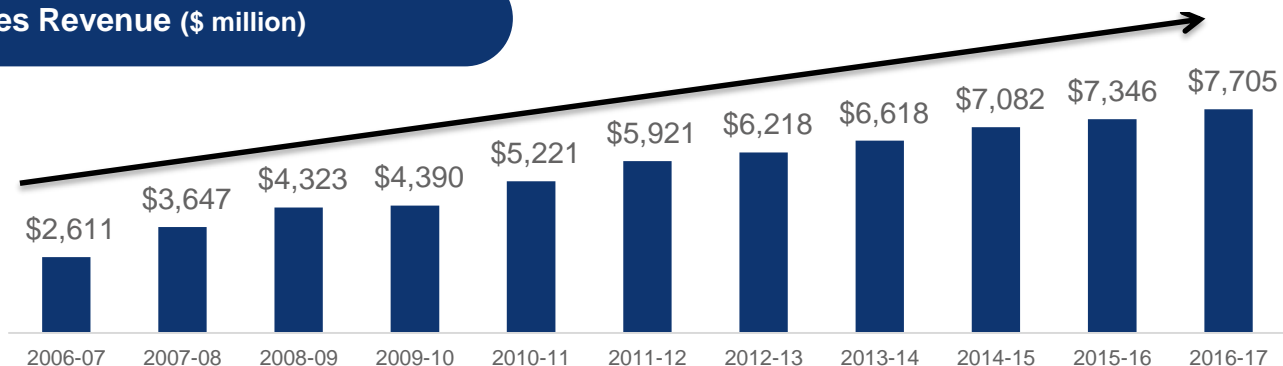
**3** Our Strategy

# Track record on performance



# Growth of IT services business

## IT Services Revenue (\$ million)



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

## Other Highlights

### Partner to Industry

- 1200+ active global clients
- Nine \$100M relationships
- 58% revenues on Fixed Price

### Global footprint

- Part of NYSE TMT Index
- Present in six continents
- 50%+ Revenues from America

### Diverse talent pool

- Over 160,000 employees
- 100+ nationalities represented
- 33%+ women employees

# Revenue distribution – Well diversified

## Revenue Distribution

### Revenue contribution<sup>^</sup>

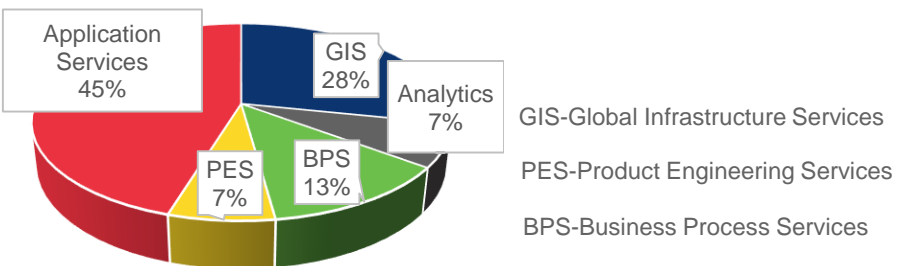
Top customer	3.1%
Top 5 customers	11.3%
Top 10 customers	17.8%

### Customer Metrics

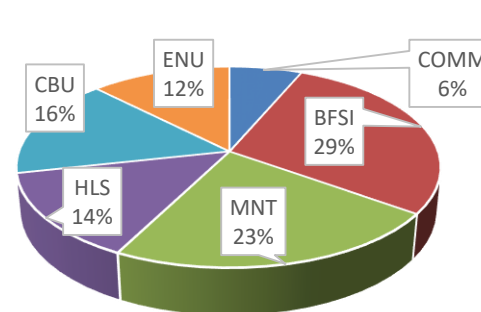
Customers >\$100 MN	9
Customers >\$1 MN	635

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

## Service Line distribution



## Business Unit-wise share



BFSI - Banking, Financial Services and Insurance

HLS - Healthcare and Life Sciences

CBU – Consumer BU

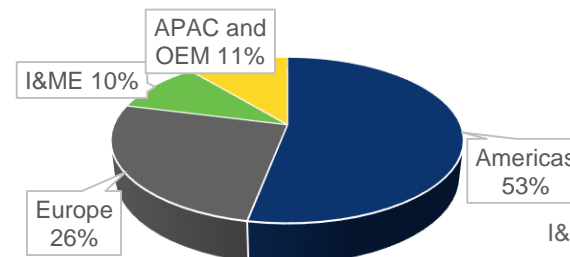
ENU - Energy, Natural Resources and Utilities

COMM – Communications BU

MNT - Manufacturing and Technology

## Geographical Distribution

Scale in developed & presence in emerging markets



I&ME-India & Middle-East

APAC-Asia Pacific

OEM-Other Emerging Markets

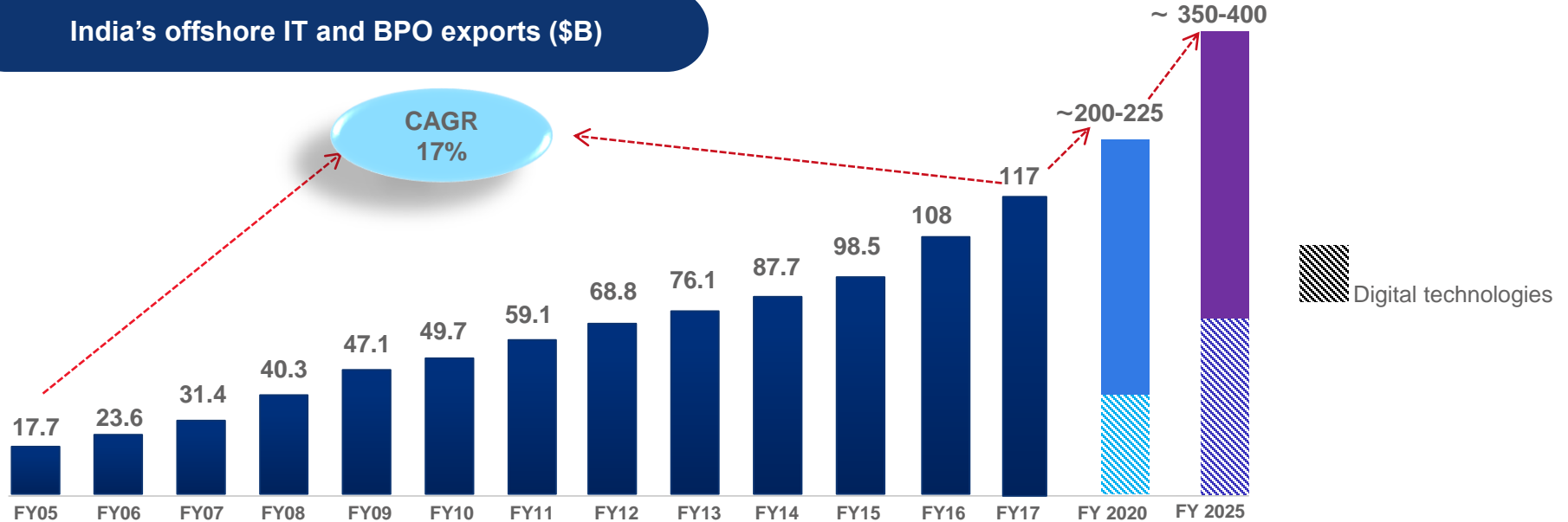
Revenue well-diversified across verticals, service line & geographies

# Overall market opportunity



# Global market size

## India's offshore IT and BPO exports (\$B)



- 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



# Our strategy



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

## Digital

- **Advisory, Design & technology**
  - **Transformative end-user experience**
  - **Training Workforce in Digital**
- Appirio and Designit have integrated well with our digital unit and the Joint GTM is helping in securing synergy deals
  - Have 16 global digital pods; Have almost 90,000 technical employees trained on digital skills
  - Digital grew from 17.5% of revenues in Q1 FY17 to 25.1% in Q3 FY18
  - Consulting grew from 4.9% of revenues in Q1 FY17 to 6.8% of revenues in Q3 FY18

## Non-Linearity

- **Investments in IP**
  - **Target incremental revenue led by IP**
  - **Wipro HOLMES**
- Focus on core suite of IP assets including product (eg. Promax), platform (eg. ServiceNXT), solution (eg. Managed File Transfer) & tool (eg. RPA)
  - Holmes for Business is focused on building verticalized solutions. Eg: use cases in areas such as compliance, onboarding, customer service, supply chain & anomaly detection
  - We have filed 1,858 patents including many on HOLMES and Blockchain

## World class Ecosystem

- **M&A and Wipro Ventures**
  - **Alliances & Academia**
  - **Strategic partnerships**
  - **Horizon Intrapreneurship**
- M&A: Acquired 6 companies - Designit, Cellent, HealthPlan Services, Appirio, Infoserver and Cooper since 2015
  - Ventures has 13 minority investments. We have multiple commercial GTM engagements with our portfolio companies
  - Academia Partnerships: Our focus is to work with academic institutions and associations in the United States, Europe, Israel and India in the fields of computer and electrical engineering
  - Horizon Program: we are investing in key areas such as AI, cloud computing, cybersecurity, digital experience, digital marketing & commerce, Industry 4.0, Block Chain and Software Defined everything. Total 14 themes being funded.
  - Crowdsourcing: We are innovators in building crowdsourcing delivery models to serve enterprise customers.
  - New Age Ecosystem: We have formed a fresh group tasked with creating solutions, platforms and offerings for these customers in the areas of digital, cloud, analytics, cybersecurity and BPaaS, among others

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

## Integrated Services

- **Solve business problem as-a-service rather than offer à la carte services**
- Traction with integrated services offerings to synergize domain knowledge with end-to-end solutions from multiple services like Apps, Infra & Analytics to solve customer problem and enhance client mining
- An examples is a KYC process hosted within Wipro environment with client data, client onboarding platform and Holmes eKYC solution being hosted in Wipro data center with BPS delivery from multiple locations
- Pipeline of Integrated deals pipeline have risen steadily over the last seven quarters

## Hyper Automation

- **Increase Automation; de-skill task**
- **Focus on higher levels of automation**
- **Robotic Process Automation**
- **Cognitive Intelligence**
- Hyper automation is initiative to drive robotic process automation (RPA) and Cognitive Intelligence drastically changing traditional IT delivery model
- Set up a dedicated integrated unit called HOLMES to drive hyper-automation across IT & Business operations
- In FY18, generated productivity worth 6,335 persons from automation-led productivity gains. Released employees are being trained & redeployed into newer technologies
- E.g. In one of our European customers, we have integrated Wipro Holmes with customer's ITSM platform to provide up to 50 % auto resolution of tickets and 42 % auto resolution in Service requests
- For a European energy major, we automated 40% ticket resolution, 65% application health checks and eliminated 66% incident tickets in data center operations.

## Localization

- **Setting up of local delivery centers**
- **Acquisitions**
- **Diversification of Workforce**
- More than 55% of U.S. workforce is local
- We have over 1,000 employees each in states of Florida, California, Georgia & Texas
- Focus on key markets such as Continental Europe, Latin America and Middle-East

# 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



# Annexure – key highlights



# Financial summary for the quarter ended December 31, 2017

All figures based on IFRS	Q3'18 (₹ crores)	QoQ Growth
IT Services Revenue	13,235	0.5%
Results from Operating Activities (EBIT) <sup>1</sup>	1,959	-14.0%

- **IT Services Revenues in Non-GAAP constant currency increased by 0.9% QoQ and 3.0% YoY.**
- **IT Services Revenues in dollar terms were \$2,013.0 million, which was flat QoQ and increased by 5.8% YoY.**
- **Our Gross cash at December 31, 2017 was at ₹28,935 crores.**
- **Wipro declared an interim dividend of ₹ 1.00 per share.**

1. We have recorded a provision of ₹3,175 million, consequent to insolvency of a customer, post balance sheet date. Adjusted for that, our Results from Operating activities for the quarter was ₹2,276 crores.

1crore= 10million.

# Highlights for the quarter

- Top 10 accounts grew by 12% YoY.
- \$50Mn+ accounts increased from 33 in Q3'17 to 41 in Q3'18.
- Digital revenue surpassed 25% of IT Services. We now have 90,000+ trained on digital skills.
- Consulting portfolio grew 9.9% QoQ and 31.1% YoY with a 4-quarter CQGR of 7.0%
- More than 55% of our employees in US, 95% in LATAM, and nearly 2/3rd in Continental Europe are locals.
- Generated productivity of over 1,500 persons at L2 and above levels in Q3.
- 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.





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>