



Performance for the Quarter ended June 30, 2018



Jatin Dalal
Chief Financial Officer
Wipro Limited

IT Services

Revenue for the quarter



\$ 2026.5 Million

(at upper end of our guidance)



₹ 137.0 Billion

(increased 5.2% YoY)



IT Services

Margin for the quarter



Operating Margins

17.2%

+35 bps YoY



Operating Profit increased 9.4% YoY



Net income for the quarter



Highlights:

- Net Income stable at 15.2% of Revenue
- EPS for the quarter was ₹4.71 per share, increasing by 9.9% YoY
- The Effective Tax Rate for Q1'19 was 21.9%



Operating Cash flow for the quarter



₹ 28.8 Billion



136% of Net Income

Net Cash: ₹20,369 crores

Gross Cash: ₹32,141 crores



Quarter highlights



Business Units

Banking, Financial Services & Insurance ↑ 3.0% QoQ
in CC terms

Consumer Business Unit ↑ 2.6% QoQ
in CC terms

Technology ↑ 7.2% YoY
in CC terms

Services

Digital ↑ 6.2% QoQ
in CC terms

Modern Application Services ↑ 3.3% QoQ
in CC terms

Product Engineering Services ↑ 7.0% YoY
in CC terms

Geographies

US ↑ 2.9% QoQ
in CC terms

APAC ↑ 1.1% QoQ
in CC terms



Other highlights



1. Top account grew 2.6% QoQ
2. Utilization* at an all time high of 85.2%
3. FPP mix at all time-high of 58.9%
4. Generated free cash flow of ₹25,062 million at 118% of Net Income
5. EPS grew 9.9% YoY to ₹4.71 per share

*net utilization excluding trainees



Outlook for quarter ending September 30, 2018



Q2FY19
0.3% to 2.3%

excluding the impact of
divestment of hosted
data center business in
Q1FY19

We expect the revenue from our IT Services business to be in the range of \$2,009 million to \$2,049 million*.

* Outlook is based on the following exchange rates: GBP/USD at 1.34, Euro/USD at 1.18, AUD/USD at 0.75, USD/INR at 68.50 and USD/CAD at 1.29.





Thank You

Reconciliation of Selected GAAP measures to Non-GAAP measures

Reconciliation of Gross Cash as of June 30, 2018

Wipro Limited and Subsidiaries (Amounts in ₹ crore)	
Computation of Gross cash position	
Cash and cash equivalents	7,068
Investments - Current	25,073
Total	32,141

Reconciliation of Non-GAAP constant currency revenue for three months ended June 30, 2018

IT Services Revenue to IT Services Revenue as per IFRS (\$MN)			
IT Services Revenue as per IFRS	\$2026.5	IT Services Revenue as per IFRS	\$2,026.5
Effect of Foreign currency exchange movement	\$37.7	Effect of Foreign currency exchange movement	(\$7.2)
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$ 2,064.2	Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$2,019.3

