



Wipro Limited

Investor Presentation

For the quarter ended December 31, 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. 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

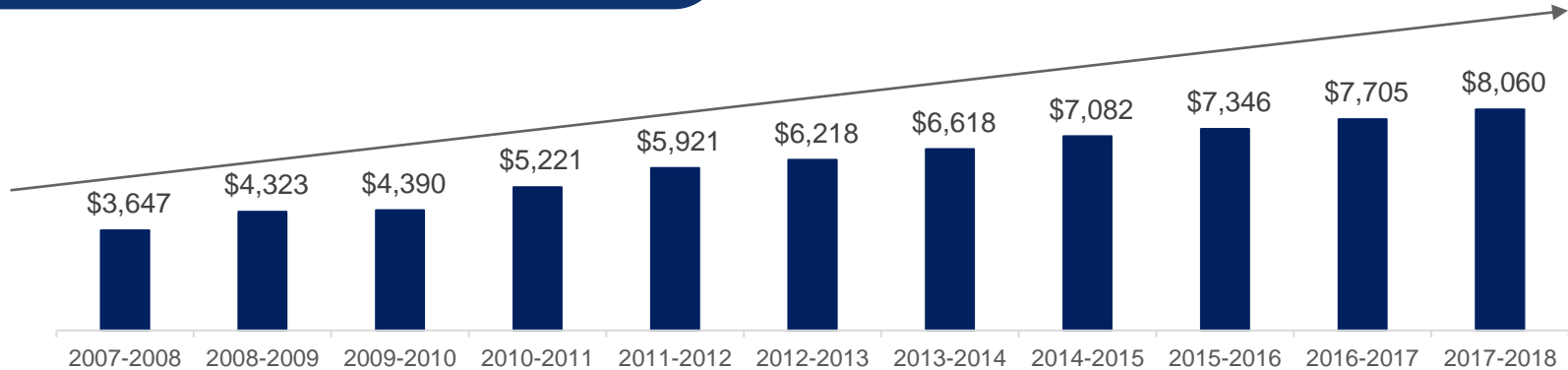
4 Key Highlights

Track record on performance



Growth in IT Services business

IT Services Revenue (\$ Million)



IT Services Business has grown at a CAGR of over 8% in the last 10 years

Other Highlights

Partner to Industry

- 1100+ active global clients
- Ten \$100M relationships
- 33%+ Revenue from Digital

Global footprint

- Part of NYSE TMT Index
- Present in six continents
- 57%+ Revenue from Americas

Diverse talent pool

- Over 170,000 employees
- 100+ nationalities represented
- 35%+ women employees

Q3'19 Revenue Distribution – Diversified Portfolio

Revenue Distribution

Revenue contribution[^]

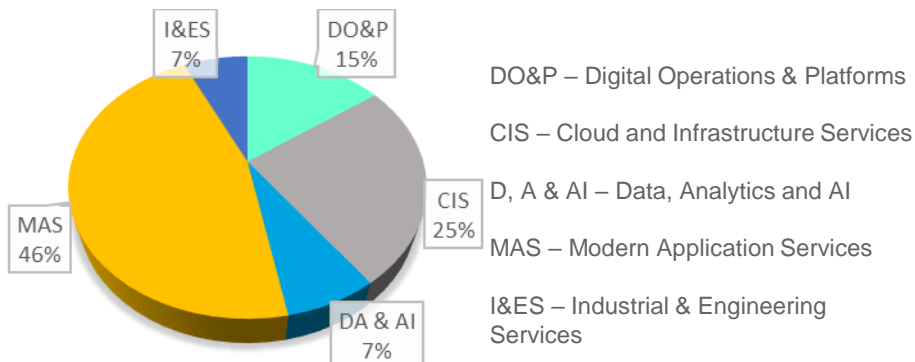
Top customer	3.7%
Top 5 customers	13.0%
Top 10 customers	19.7%

Customer Metrics[^]

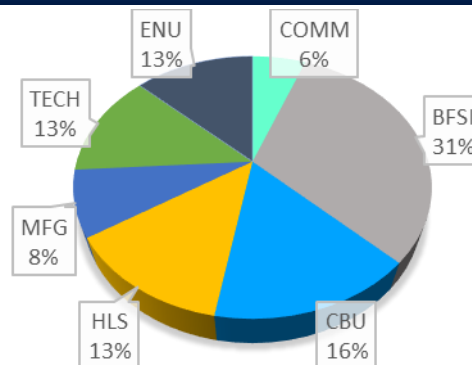
Customers >\$100 MN	10
Customers >\$1 MN	578

[^] Trailing 12-month basis

Service Line Distribution



Business Unit Distribution



BFSI - Banking, Financial Services and Insurance

CBU – Consumer Business Unit

COMM – Communications

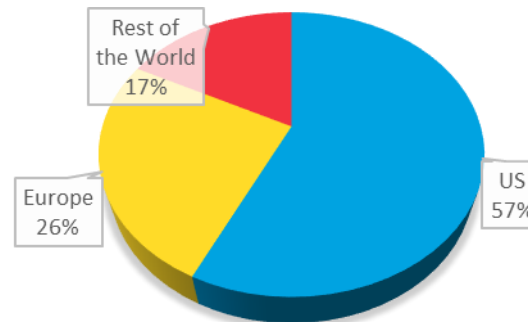
ENU - Energy, Natural Resources and Utilities

HBU – Health Business Unit

MFG – Manufacturing

TECH – Technology

Geographical Distribution



ROW comprises India & Middle East, Asia Pacific and Other Emerging Markets

Revenue diversified across verticals, service lines & geographies

Overall market opportunity



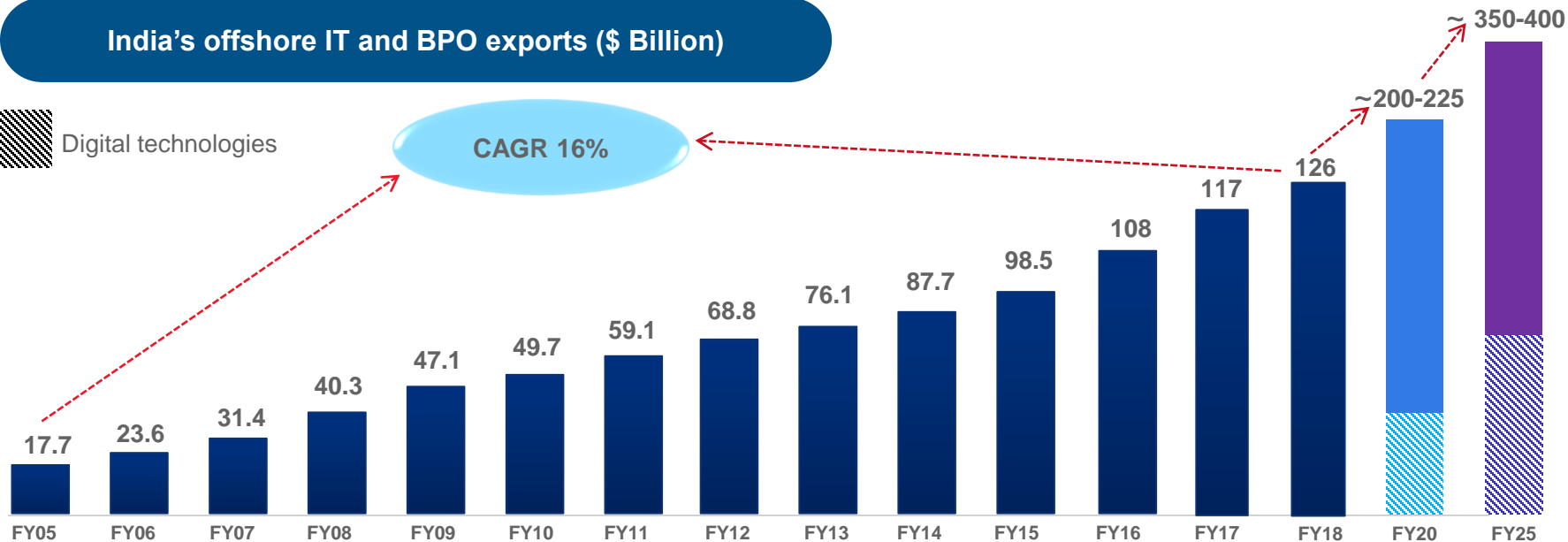
Global market size

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



Digital technologies

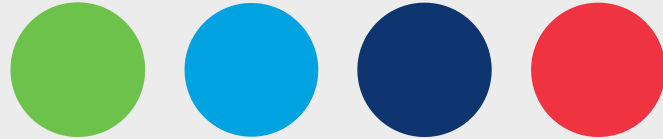
CAGR 16%



- Long Term Fundamentals of the India offshoring story remain intact
- Offshoring 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



Driving client growth through our 'Run' and 'Change' Strategy

A. Modernize the 'Core' (RUN)

1 Business Solutions Integrated domain and technology solutions	2 Process & IT estate Simplification Consolidation Elimination Automation Cloudification
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B. Enable the 'Future' (CHANGE)

3 Digital & Consulting ThinkiT DesigniT BuildiT RuniT	4 Big Bets & Emerging areas Digital Cloud Cybersecurity HOLMES BPaaS Topcoder DDP ¹ Software defined X ² New age markets
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5 Non-Linearity
IPs, Platforms, Solutions and Innovative commercial constructs

6 Open Innovation
Ventures, Partner Ecosystem, Topcoder, Horizon program, Expert Networks, Academia & M&A

7 Localization
Local teams, Global execution

8 Hyper Automation
HOLMES for IT, HOLMES for Business, Automation Ecosystem, Automation Advisory



¹ Data Discovery Platform
² Software Defined Everything

Driving client growth through our 'Run' and 'Change' Strategy

A. Modernize the 'Core' (RUN)

1 Business Solutions

Wipro 'HOLMES™ for Business' solutions in compliance, onboarding, customer service, supply chain & anomaly detection.

2 Process & IT estate Simplification

In Q3, we saved 6.7% of efforts in our fixed price programs vs. 3.0% in Q2'19

B. Enable the 'Future' (CHANGE)

3 Digital & Consulting

Digital up 6.4% QoQ and 35.4% YoY.
Trained >130,000 employees in digital technologies.

4 Big Bets & Emerging areas

90,000+ users on TopGear, our crowd-sourcing platform.
In Q3, 2,186 project challenges were executed successfully.

5

Non-Linearity

Filed 60 new patents in Q3'19; Overall 2,113 patents filed
Total patents granted at 492, majority in new age technologies

6

Open Innovation

Funded 18 companies through Wipro Ventures

7

Localization

62%+ of U.S. workforce is local. Strong localization levels in Europe, APAC & LATAM

8

Hyper Automation

Completed deployment of Wipro HOLMES™ in over 350 clients

Partner Ecosystem - Winning together



Joint Value



Thought Leadership



Executive Commitment

At Wipro, strategic partnerships are one of the core pillars of our business strategy. We have a 360 degree relationship with our partners and the Wipro Winning Together approach is aimed at delivering unparalleled value to our clients.



Ecology, Community and People Program highlights

Ecology



33% of electricity from Renewable sources



187 million liters of water saved.
41% of our water is recycled.

Education



Systemic Reforms: 20,000 schools across 29 states through 163 projects

Sustainability Education: Cumulative outreach to 25,000 students and 6500 educators in 8000+ schools and colleges

Community Care



Healthcare outreach: nearly 40,000 people



Supporting education for 68,000+ children from disadvantaged sections and 2,600 children with disability

People



35% gender diversity

+110 nationalities

442 employees with disabilities

Customers



97.9% revenue generated from existing customers in Q3

57 new customers added during Q3'19

Suppliers



Gender diversity ratio for support staff is 25.6%



52,000+ EPEAT products purchased in FY18

MEMBER OF

**Dow Jones
Sustainability Indices**

In Collaboration with RobecoSAM

Recognized as member of Dow Jones Sustainability Index (DJSI), World for the eighth time in a row. Wipro is also a member of the DJSI Emerging Markets Index

vigeo eiris
RANKING **EMERGING 70**

Wipro selected as a member of the 2018 Vigeo Eiris Emerging Market Sustainability Index (the 70 most advanced companies in the Emerging Market Region)



Recognized among India's most innovative companies by CII Industrial Innovation Awards 2017

TCFD TASK FORCE ON CLIMATE-RELATED FINANCIAL DISCLOSURES



**Global Compact
Network India**

United Nations Global Compact Network India (UN GCN) – Women at Workplace Awards 2018 – 2nd Runner Up



We participate in investors led disclosures- FTSE Russel ESG and others.



Received CSR Rating of Gold from Ecovadis.



Association for Talent Development (ATD) – Best of Best Award for FY 2017



Key highlights



Financial summary for the quarter ended December 31, 2018

All figures based on IFRS	Q3'19 (₹ million)	YoY Growth
IT Services Revenue*	146,656	13.0 %
IT Services Operating Income	29,094	15.8%

- IT Services Segment Revenue in dollar terms was \$2,046.5 million.
- Non-GAAP constant currency IT Services Segment Revenue up 2.4% sequentially and 7.0%* YoY. IT Services Revenue for the quarter was ahead of the mid point of our guidance range
- IT Services Operating Margins was at 19.8% and expanded by 4.8% QoQ and 5.0%YoY basis
- Net Income for the quarter was ₹29,103 million and grew 29.6% YoY. EPS grew by 38.2% YoY
- Gross Cash as at December 31, 2018 was at \$ 5.1 billion vs \$4.5 billion in Q2. Net cash at \$3.6Bn. Cash generated from operating activities was ₹35,655 million at 142% of our net income
- Effective Tax Rate for Q3'19 was at 21.5% vs 22.1% for Q2'19
- Wipro declared an interim dividend of ₹1 per equity share / ADS. The Board also recommended to the shareholders a bonus 1:3 (one equity share for every three equity shares held) subject to the approval by shareholders

*Sequential and YoY growth rates for Q3'19 computed by adjusting revenues for Q2'19 and Q3'18 for ISRE, divestment of our hosted data center services business and one timers.



Highlights for the quarter ended December 31, 2018

1. Digital grew 6.4% QoQ and is now at 33.2% of our revenue
2. Top 10 accounts grew 6.3% QoQ in constant currency terms
3. Added 1 account to \$100MN+ revenue bucket
4. Added 7 accounts to \$20MN+ revenue bucket
5. Localization in US at 62.6%
6. Efforts savings on FPP projects at 6.7% vs 3.0% in Q2'19
7. FPP mix at an all time high of 59.8%

*net utilization excluding trainees



Thank you

Reconciliation of Selected GAAP measures to Non-GAAP measures

Reconciliation of Gross Cash as of December 31, 2018

Wipro Limited and Subsidiaries (Amounts in ₹ crore)	
Computation of Gross cash position	
Cash and cash equivalents	14,277
Investments - Current	21,210
Total	35,487

Reconciliation of Non-GAAP constant currency revenue for three months ended December 31, 2018

IT Services Revenue to IT Services Revenue as per IFRS (\$MN)				
IT Services Revenue as per IFRS	\$2,046.5		IT Services Revenue as per IFRS	\$2,046.5
Effect of Foreign currency exchange movement	\$10.3		Effect of Foreign currency exchange movement	\$38.3
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$2,056.8		Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$2,084.8