



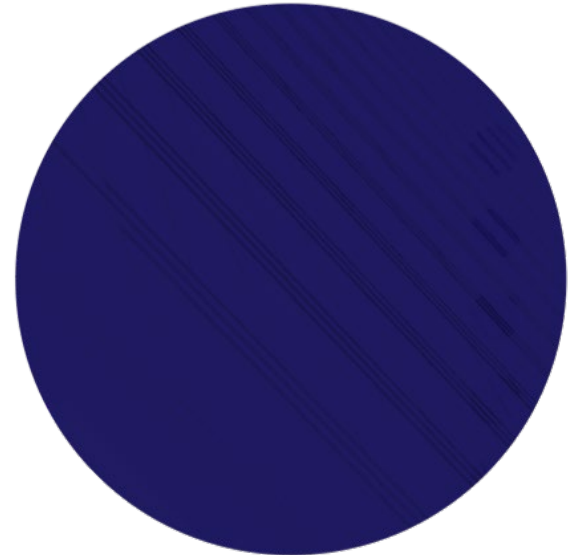
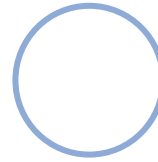
# Wipro Limited

Investor Presentation

For the quarter and year ended March 31, 2021

# 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



Our track record on performance



Overall Market Opportunity



Our Strategy

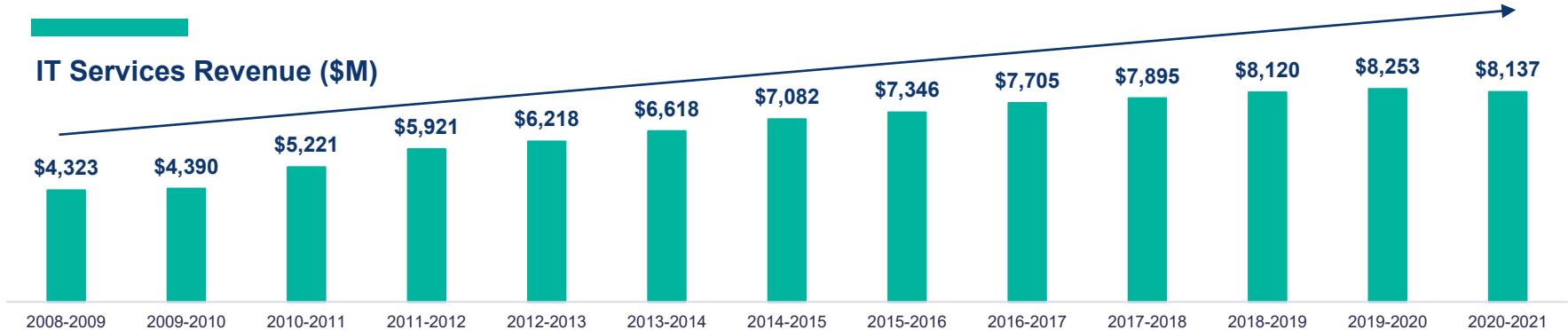


Key Highlights

# Our track record on performance

# Growth in IT Services business

## IT Services Revenue (\$M)



IT Services Business has grown at a CAGR of over 4.5% in the last 10 years\*

## Other highlights

### Partner to Industry

- 1,120 active global clients
- 52 new customers added
- Eleven \$100M relationships

### Global footprint

- Part of NYSE TMT Index
- Present in six continents
- Employees across 55+ countries

### Diverse talent pool

- Over 200,000 employees
- 130+ nationalities represented
- 35%+ women employees

\* IT Services Revenue from FY2017-18 to FY 2019-20 is excluding revenue from India State Run Enterprise business which was carved out as a separate segment under IFRS effective Q3'19

# Q4'21 Revenue Distribution – Diversified Portfolio

## Revenue Mix

### Revenue Contribution

|                  |       |
|------------------|-------|
| Top Customer     | 3.1%  |
| Top 5 Customers  | 12.2% |
| Top 10 Customers | 19.5% |

### Customer Metrics\*

|                    |     |
|--------------------|-----|
| Customers > \$100M | 11  |
| Customers > \$100M | 566 |

\*Trailing 12-month basis

## Sector Mix



■ BFSI ■ Consumer ■ Technology ■ ENU ■ Health ■ Manufacturing ■ Communication

## Strategic Market Unit Mix



■ Americas 1 ■ Americas 2 ■ Europe ■ APMEA

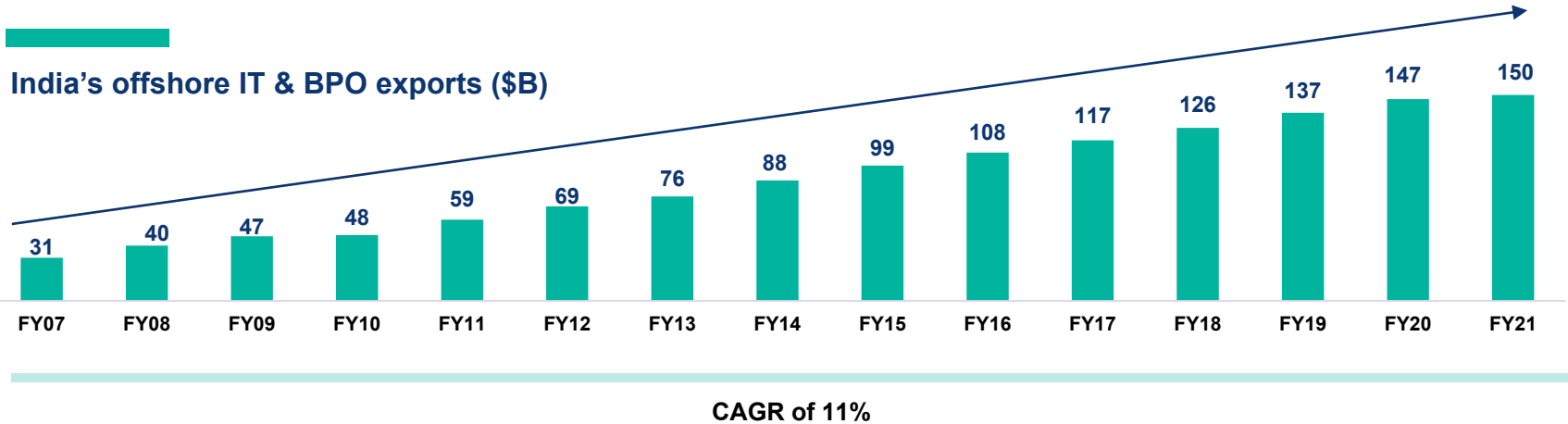
## Global Business Line Mix



■ IDEAS ■ iCORE

# Overall market opportunity

# Global Market Size



1. The growth is driven by increased demand for digital transformation and infrastructure modernization
2. Offshoring market grew at a ~11% CAGR in the last 15 years
3. Digital revenues accounts for 28%-30% of total industry revenues in FY'21

Source: NASSCOM– Strategic Review 2021



# Our strategy

# Our Vision

- **Be a trusted partner to our clients** in their transformation journey and enable them to achieve leadership and outstanding business outcomes.
- **Deliver industry-leading value to our clients** through sector focused 'Business solutions', digital capabilities, leading-edge innovation leveraging our strategic partnerships, and world class talent.
- Our greater purpose is beyond just winning in business. It is our **unwavering commitment to the society, our communities and a sustainable planet** we work and live in.

# Five Strategic Priorities

01

## Accelerate growth

Focus & scale

- Prioritized sectors & markets
- Best of Wipro to our clients

02

## Strengthen clients and partnerships

- Strategic clients
- Large transformational deals
- Strategic partnerships
- M&A
- Sales excellence

03

## Lead with business solutions

- Beyond IT office
- Leveraging industry & technology expertise

04

## Build talent @ scale

- Ambitious program to hire deep domain & tech expertise
- Reskilling @ scale
- Diverse and Local
- Reinforce a 'high performance' culture

05

## Simplified operating model

- Agile and empowered at the edge
- Leaner organization centered around our clients



# Business transformation powered by technology.

Digital transformation, cloud and cybersecurity are no longer debated — they are table stakes for winning business models.

Enterprises are focused on how to use technology to navigate disruption and change their operating models to be more resilient.

1

## Speed is the new efficiency

We are moving to an age where models, systems and tools dynamically adapt to market pressures and opportunities. This transformation is driven by technology enabled acceleration.

2

## The intelligent enterprise is powered by the new tech stack

Cloud technology is a priority for 46% of organizations, while cyber-security is top of mind for 50% of CEOs. AI, Automation, data analytics, IoT and robotics are key drivers of the future tech stack.

3

## Disruption is driving a flight to trust

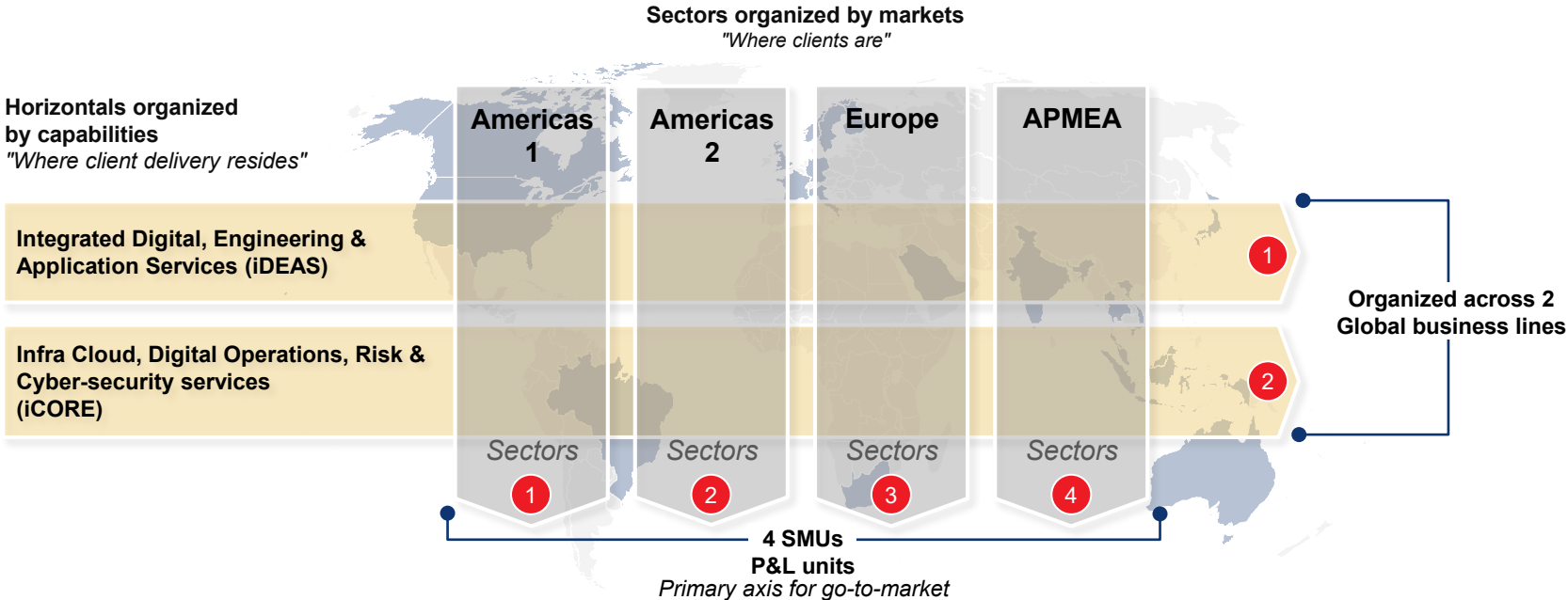
In a world of disruptive progress, consumers and businesses are making choices based on trust. Systems and data need to be secure, reliable and resilient.

4

## Talent is now everywhere

We now operate with a highly distributed and remote workforce. This boundaryless model requires a new approach to technology, security, process and people management.

# A simplified operating model accelerates delivery



Simplified model

Anchored in Sectors

Integrated Solution led delivery

Large deal Focus



# Education, Ecology, Community care highlights



## Ecology

- 43% of electricity from Renewable sources
- 32% of our water is recycled out of total water consumption



## Education

- **Systemic Reforms:** Supported 124 organizations working towards systemic reforms through 125 projects in 26 states & UTs
- **Sustainability Education:** Nearly 8,800 children from underprivileged communities benefited



## Community Care

- Supported more than 6,000 people that were affected by natural disasters (cyclones & floods)
- Supporting education for 68,000+ children from disadvantaged sections and 2,600 children with disability



## People

- 36% women employee
- 130+ nationalities
- 660+ employees with disabilities



## Customers

- 98.0% revenue generated from existing customers in FY'21
- 280 new customers added during FY'21



## Urban ecology

- Urban water program focusing on advocacy, citizen engagement and on ground interventions in 4 cities - Bengaluru, Pune, Chennai and Hyderabad

# Building a Better World

We believe business fuels our purpose, and purpose fuels our business.  
That is why 66% of Wipro's economic interest is owned by the Azim Premji Foundation.

## Social Responsibility

### Education

In the U.S and Canada, through our various initiatives with First Book, over 60,000 books were donated, impacting more than 28,000 children from underserved communities.

### Community Care

Work on long-term disaster rehabilitation and issues of health, children with disabilities, education, and the environment.

## Advocacy & Public Policy

Shape policies by engaging with government, NGOs, and industry networks.

## Business Responsibility

### Ecological Sustainability

Minimize Wipro's internal footprint re: energy, water, and waste. Wipro has prevented 425,000 tons of CO2 from entering the atmosphere over the past 5 years

### Workplace Sustainability

Promote employee diversity, empowerment, and continuous learning.

### Customer Stewardship

Provide products and solutions that enable customers to become greener.

### Supplier Sustainability

Collaborate with suppliers to help them become more sustainable.



Honored as one of the World's Most Ethical Companies by Ethisphere Institute for the 10<sup>th</sup> successive year, 2021

**The only IT services company consistently recognized for excellence in corporate citizenship & ethics.**

Member of

## Dow Jones Sustainability Indices

Powered by the S&P Global CSA

Member of the Dow Jones Sustainability Index (DJSI), World and DJSI Emerging Markets Index for 11<sup>th</sup> year in a row



# Key highlights



# Financial summary for the quarter ended March 31, 2021

| All figures based on IFRS    | Q4'21 ( ₹ million) | QoQ Growth | YoY Growth |
|------------------------------|--------------------|------------|------------|
| IT Services Revenue          | 158,917            | 3.7%       | 3.9%       |
| IT Services Operating Income | 33,398             | 0.4%       | 24.0%      |

- IT Services Segment Revenue in dollar terms was \$2,152.4 million.
- IT Services Segment Revenue increased 3.9% sequentially and 3.8% YoY.
- Non-GAAP IT Services CC revenue increased by 3.0% sequentially and 0.5% YoY.
- IT Services Operating Margins was at 21.0% down 0.7% QoQ and up 3.4% on YoY basis.
- Net income attributable to Equity shareholders for the quarter was ₹29.7 billion. EPS was ₹5.39 and grew by 31.8% on YoY basis.

## Other highlights for the quarter

- We closed 12 large deals resulting in a TCV of \$1.4Bn
- Customer count in >\$100 Mn account moved from 10 to 11, > 75Mn moved from 24 to 27 and > 50Mn account moved from 38 to 40 in Q4'21
- Gross addition of 18,000+ employees which includes onboarding of more than 2,850 freshers in Q4'21
- Announced our largest ever acquisition- Capco during the quarter
- Offshore revenue mix is at 54.5% and Gross Utilization is at 76.7% for Q4'21
- Completed Buyback of 237.5 Mn equity shares for an aggregate amount of ₹ 95 billion (1.3 Bn<sup>1</sup>), excluding buyback Tax

### Notes:

1. For the convenience of the readers, the amounts in Indian Rupees in this release have been translated into United States Dollars at the certified foreign exchange rate of US\$1 = ₹73.14, as published by the Federal Reserve Board of Governors on March 31, 2021.

# Outlook

for quarter ending June 30, 2021

**QoQ growth**  
**8.0% to 10.0%**

**We expect the revenue from our IT Services business to be in the range of \$2,324 million to \$2,367 million\*, post completion of Capco acquisition**

**This does not include revenue from our recently announced acquisitions of Ampion**

- *Outlook is based on the following exchange rates: GBP/USD at 1.39, Euro/USD at 1.20, AUD/USD at 0.78, USD/INR at 72.76 and CAD/USD at 0.78*





**Thank You**

# Reconciliation of selected GAAP measures to Non-GAAP measures (1/2)

## Reconciliation of Gross Cash and Net Cash as of March 31, 2021

|   | Amount in INR Mn | Amount in \$Mn <sup>1</sup> |
|---|------------------|-----------------------------|
| <b>Computation of Gross Cash and Net Cash</b> |                  |                             |
| Cash & Cash Equivalents                       | 169,793          | 2,321                       |
| Investments - Current                         | 175,707          | 2,402                       |
| <b>Gross Cash</b>                             | <b>345,500</b>   | <b>4,723</b>                |
| Less: Long term and short term borrowings     | 83,332           | 1,139                       |
| <b>Net Cash</b>                               | <b>262,168</b>   | <b>3,584</b>                |

## Reconciliation of Free Cash Flow for three months and year ended March 31, 2021

| Wipro Ltd and Subsidiaries                              | Amount in INR Mn                     |                              |
|---|--------------------------------------|------------------------------|
|   | Three months ended<br>March 31, 2021 | Year ended<br>March 31, 2021 |
| <b>Net Income for the period [A]</b>                    | 29,721                               | 107,946                      |
| <b>Computation of Free Cash Flow</b>                    |                                      |                              |
| Net cash generated from operating activities            | 17,283                               | 147,550                      |
| <i>Add/ (deduct) cash inflow/ (outflow) on:</i>         |                                      |                              |
| Purchase of property, plant and equipment               | (6,111)                              | (19,577)                     |
| Proceeds from sale of property, plant and equipment     | 141                                  | 753                          |
| <b>Free Cash Flow [B]</b>                               | <b>11,313</b>                        | <b>128,726</b>               |
| <b>Free Cash Flow as percentage of Net Income [B/A]</b> | <b>38.1%</b>                         | <b>119.3%</b>                |

*Notes:*

1. For the convenience of the readers, the amounts in Indian Rupees in this release have been translated into United States Dollars at the certified foreign exchange rate of US\$1 = ₹73.14, as published by the Federal Reserve Board of Governors on March 31, 2021.

# Reconciliation of selected GAAP measures to Non-GAAP measures (2/2)

## Reconciliation of Non-GAAP Constant Currency IT Services Revenue to IT Services Revenue as per IFRS (\$M)

### Three Months ended March 31, 2021

|   |    |               |
|---|----|---------------|
| IT Services Revenue as per IFRS   | \$ | 2,152.4       |
| Effect of Foreign currency exchange movement  | \$ | <u>(18.7)</u> |
| Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates | \$ | 2,133.7       |

### Three Months ended March 31, 2021

|  |    |               |
|--|----|---------------|
| IT Services Revenue as per IFRS  | \$ | 2,152.4       |
| Effect of Foreign currency exchange movement   | \$ | <u>(68.8)</u> |
| Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year | \$ | 2,083.6       |

### Year ended March 31, 2021

|  |    |               |
|--|----|---------------|
| IT Services Revenue as per IFRS  | \$ | 8,136.5       |
| Effect of Foreign currency exchange movement   | \$ | <u>(72.2)</u> |
| Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year | \$ | 8,064.4       |