



# Performance for Quarter & Year ended March 31, 2016

Jatin Dalal

Senior Vice President and Chief Financial Officer

April 20, 2016



# Financial Summary for the Year Ended March 31, 2016 (IFRS)

## Wipro Limited

	FY 16 (Rs Crore)	YoY Growth
Revenues	51,244	9%
Results from Operating Activities (EBIT)	9,702	2%
Net Income	8,892	3%

Segments	Revenue (Rs Crore)	YoY Growth	Segment Results (Rs Crore)	YoY Growth
IT Services	48,732	11%	9,972	2%

- ▶ Revenue of the Company grew 9% YoY in FY16. Net Income grew 3% YoY.
- ▶ IT Services Revenue grew by 11% on a YoY basis and EBIT grew 2% YoY.
- ▶ Board approved a buyback proposal for purchase by the company of up to 4 crore shares at a price of Rs. 625 per equity share aggregating up to Rs.2,500 crores.
- ▶ Payout for the year including interim, final dividend & the approved buyback amount is 48%

# Financial Summary for the Quarter Ended March 31, 2016 (IFRS)

## Wipro Limited

	Q4 16 (Rs crores)	YoY Growth
Revenues	13,632	12%
Results from Operating Activities (EBIT)	2,484	1%

- ▶ Revenue of the Company grew 12% YoY in the quarter.
- ▶ IT Services Segment Revenue was Rs 12,797 crore, an increase of 14% YoY
- ▶ Gross Cash position was Rs. 30,143 crores or \$ 4.55 Billion

Gross Cash is the sum of (i) cash and cash equivalents plus (ii) Available for Sale Investments – current, and (iii) Interest bearing deposits with corporates - current.  
For detailed reconciliations, please refer slide 12 in appendix  
1 crores=10 million

# Highlights for the quarter

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- ▶ Non-GAAP constant currency IT Services Segment USD Revenue grew 2.7% QoQ and grew 7.8% YoY.
- ▶ IT Services Segment Margins was 20.1% for the quarter.
- ▶ Wipro completed the acquisition of Health Plan Services, a BPaaS company in US
- ▶ Quarterly Annualized voluntary attrition dropped from 16.3% in Q3 to 14.9%
- ▶ Net Headcount addition of 2,248 in the quarter. Headcount now stands at 172,912.

For reconciliation of non-GAAP constant currency IT Services USD revenues please refer to slide 12  
Segment Profit refers to Segment Results  
1 crores= 10 million

# IT Services - Revenue Dynamics for Quarter Ended March 31, 2016

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## Business units

1. Healthcare, Life Sciences & Services grew 20.1% on a constant currency YoY basis
2. Retail, Consumer Goods and Transportation grew 15.2% on a constant currency YoY basis
3. Manufacturing grew 9.1% on a constant currency YoY basis

## Geographies

1. Americas grew 8.5% on a constant currency YoY basis
2. India and Middle East grew 14.0% on a constant currency YoY basis
3. APAC and Other Emerging Markets grew 7.8% on a constant currency YoY basis

## Service Lines

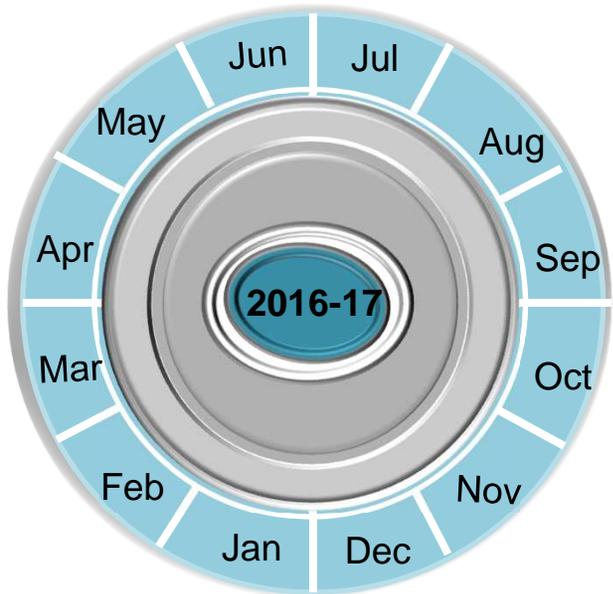
1. Business Process Service grew 19.9% on a YoY reported basis
2. Product Engineering Services grew 11.5% on a YoY reported basis
3. Global Infrastructure Services grew 9.9% on a YoY reported basis

The growth percentages have been calculated based on USD revenues for the Business Unit/ Service line/ Geography

# Looking ahead

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## Looking ahead for the quarter ending June 30, 2016



**We expect the Revenue from our  
IT Services business to be in the range of  
\$ 1,901 million to \$ 1,939 million\***

\* Guidance is based on the following exchange rates: GBP/USD at 1.42, Euro/USD at 1.12, AUD/USD at 0.74, USD/INR at 67.31 and USD/CAD at 1.35

# Supplemental Data

## Key Operating Metrics of IT Services



# Key Operating Metrics in IT Services for the Quarter ended March 31, 2016

Particulars	Q4'16	Q3'16	Q4'15
<b>Revenue Composition</b>			
Global Media & Telecom	13.1%	13.4%	13.4%
Finance Solutions	25.4%	26.2%	26.5%
Manufacturing & Hitech	18.8%	18.4%	18.3%
Healthcare, Life Sciences & Services	13.3%	12.0%	11.7%
Retail, Consumer Goods & Transportation	15.4%	15.6%	14.5%
Energy, Natural Resources & Utilities	14.0%	14.4%	15.5%
<b>Geography Composition</b>			
Americas	52.5%	52.8%	51.7%
Europe	25.6%	24.8%	26.3%
India & Middle East Business	11.0%	11.0%	10.7%
APAC & Other Emerging Markets	10.9%	11.4%	11.3%
<b>People related</b>			
Number of employees	172,912	170,664	158,217



# Thank You

Jatin Dalal

Senior Vice President & Chief Financial Officer

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# Appendix



# Reconciliation of Selected GAAP measures to Non-GAAP measures

## Reconciliation of Gross Cash

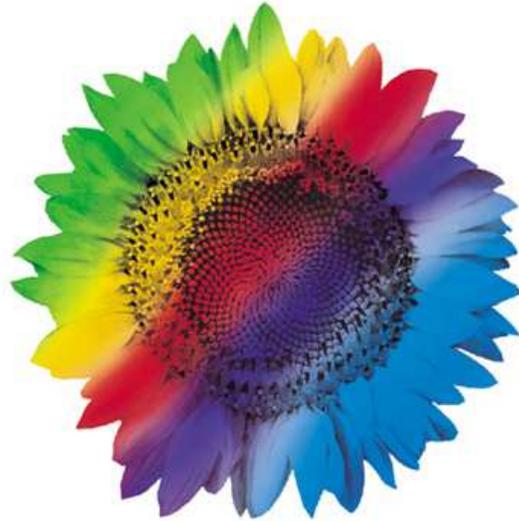
WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR crores)	
	As of Mar 31, 2016
<b>Computation of Gross cash position</b>	
Cash and cash equivalents	9,905
Available for sale investments - current	13,294
Inter corporate and term deposit - current	6,944
<b>Total</b>	<b>30,143</b>

## Reconciliation of Free Cash Flow

WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR crores)	
	Three months ended Mar 31, 2016
Profit for the period [A]	2,235
<b>Computation of Free cash flow</b>	
Net cash generated from operating activities	1,928
<u>Add/(deduct) cash inflow/(outflow) on :</u>	
-	
Purchase of Property, plant and equipment	(527)
Proceeds from sale of Property, plant and equipment	28
<b>Free cash flow attributable to equity holders of the company [B]</b>	<b>1,428</b>
<b>Free cash flow as a percentage of Net income [B/A]</b>	<b>64%</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 March 31, 2016		Three months ended March 31, 2016	
IT Services Revenue as per IFRS	\$1,882.0	IT Services Revenue as per IFRS	\$1,882.0
Effect of Foreign currency exchange movement	\$ 5.6	Effect of Foreign currency exchange movement	\$ 30.3
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$ 1,887.6	Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$1,912.3



**WIPRO**  
*Applying Thought*