



Wipro Limited

Investor Presentation

For the quarter ended September 30, 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

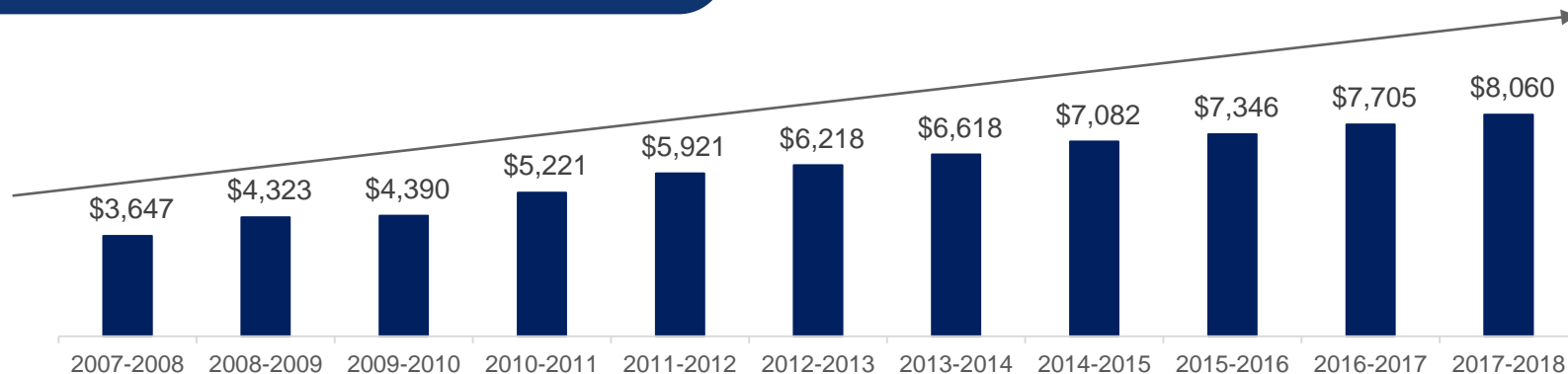


Track record on performance



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

- 1190+ active global clients
- Nine \$100M relationships
- 31%+ Revenue from Digital

Global footprint

- Part of NYSE TMT Index
- Present in six continents
- 55%+ Revenue from Americas

Diverse talent pool

- Over 175,000 employees
- 100+ nationalities represented
- 35%+ women employees

Q2'19 Revenue Distribution – Diversified Portfolio

Revenue Distribution

Revenue contribution[^]

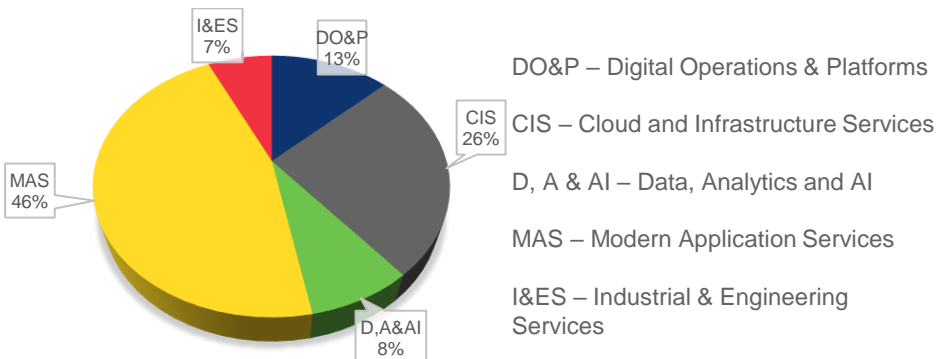
Top customer	3.6%
Top 5 customers	12.1%
Top 10 customers	18.8%

Customer Metrics[^]

Customers >\$100 MN	9
Customers >\$1 MN	612

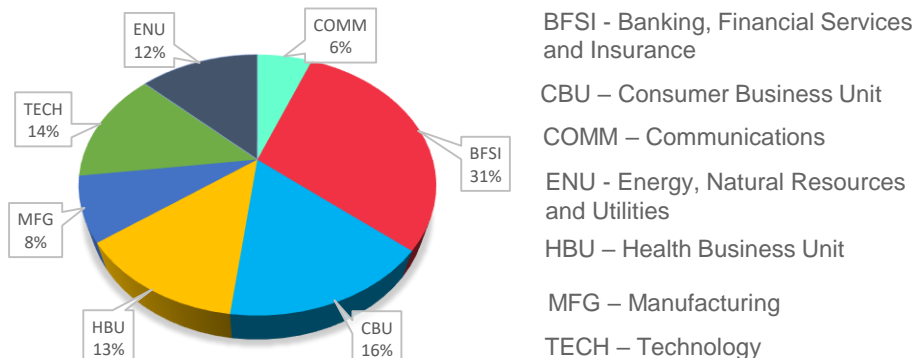
[^] Trailing 12-month basis

Service Line Distribution

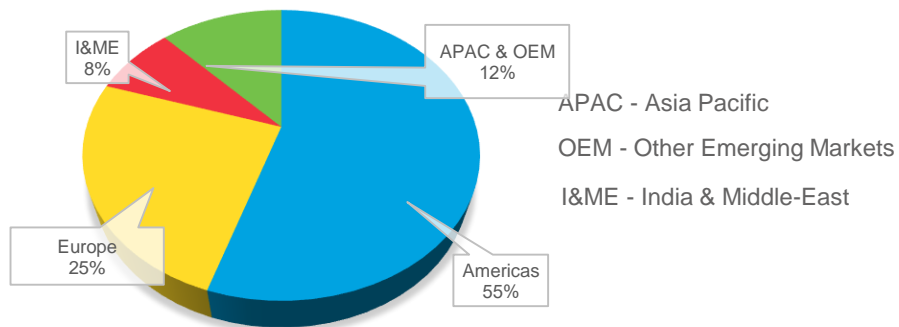


Revenue diversified across verticals, service lines & geographies

Business Unit Distribution



Geographical Distribution



Overall market opportunity



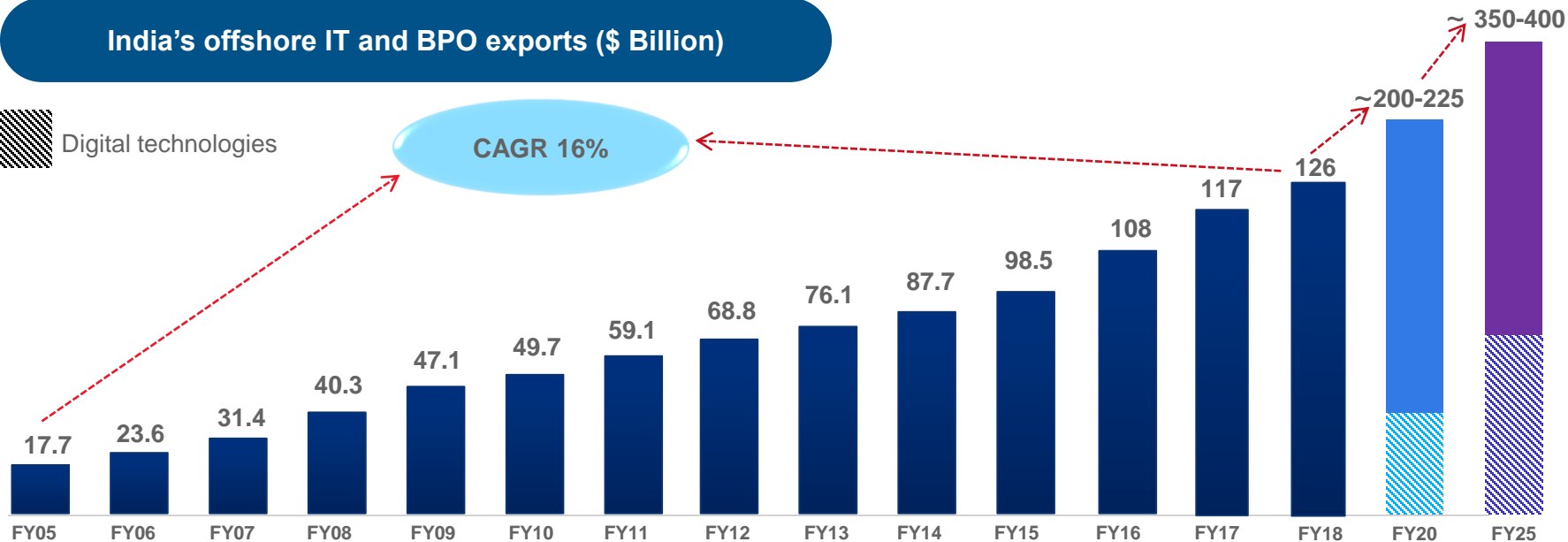
Global market size

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



Digital technologies

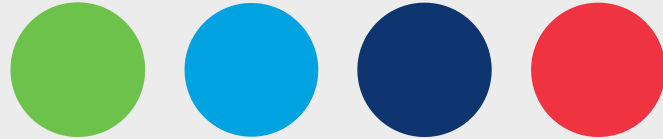
CAGR 16%



- 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 Q2, we saved 3.0% of efforts in our fixed price programs vs. 1.1% in Q1'19.

B. Enable the 'Future' (CHANGE)

3 Digital & Consulting

Digital up 13.4% QoQ
Trained >100,000 employees in digital technologies

4 Big Bets & Emerging areas

63,000+ users on TopGear, our crowd-sourcing platform

5 Non-Linearity

Filed 50 new patents in Q2'19; Overall 2,071 patents filed
Total patents granted at 454; over 40% in new age technologies

6 Open Innovation

Funded 17 companies through Wipro Ventures

7 Localization

60%+ of U.S. workforce is local. Strong localization levels in Europe, APAC & LATAM

8 Hyper Automation

Completed deployment of Wipro HOLMES™ in 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



98.6% revenue generated from existing customers in Q2

76 new customers added during Q2'19

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



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



**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 September 30, 2018

All figures based on IFRS	Q2'19 (₹ million)	YoY Growth
IT Services Revenue*	143,773	10.4%
IT Services Operating Income	20,996	-7.8%

- **IT Services Revenue in rupee terms was ₹143.8 billion, up 10.4% YoY***
- **IT Services Segment Revenue in dollar terms was \$2,041.2 million, up 2.6% YoY***
- **Non-GAAP constant currency IT Services Segment Revenue up 2.8%* sequentially and 5.1%* YoY**
- **IT Services Revenue for the quarter was at the upper end of our guidance range**
- **Gross Cash as at September 30, 2018 was at ₹328,633 million, up 2.2% QoQ**
- **Effective Tax Rate for Q2'19 was at 22.1% vs 21.9% for Q1'19**
- **Cash generated from operating activities was ₹18,586 million at 98% of our net income**

*Sequential and YoY growth rates for Q2'19 computed by adjusting revenues for Q1'19 and Q2'18 for the divestment of our hosted data center services business.



Highlights for the quarter ended September 30, 2018

1. Digital grew 13.4% QoQ and is now at 31.4% of our revenue
2. Top 10 accounts grew 3.6% QoQ in constant currency terms
3. Added 1 account to \$100MN+ revenue bucket
4. Added 7 accounts to \$10MN+ revenue bucket
5. Localization in US crossed 60%
6. Efforts savings on FPP projects at 3.0% vs 1.1% in Q1'19
7. Utilization* at all time high of 85.5%
8. FPP mix remains at all time high of 58.9%
9. Generated free cash flow of ₹12,852 million

*net utilization excluding trainees



Thank you

Reconciliation of Selected GAAP measures to Non-GAAP measures

Reconciliation of Gross Cash as of September 30, 2018

Wipro Limited and Subsidiaries (Amounts in ₹ million)	
Computation of Gross cash position	
Cash and cash equivalents	79,818
Investments - Current	248,815
Total	328,633

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

IT Services Revenue to IT Services Revenue as per IFRS (\$MN)			
IT Services Revenue as per IFRS	\$2,041.2	IT Services Revenue as per IFRS	\$2,041.2
Effect of Foreign currency exchange movement	\$18.7	Effect of Foreign currency exchange movement	\$50.7
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$ 2,059.9	Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$2,091.9