



Wipro Limited

July - September 2016

Presentation to Investors



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

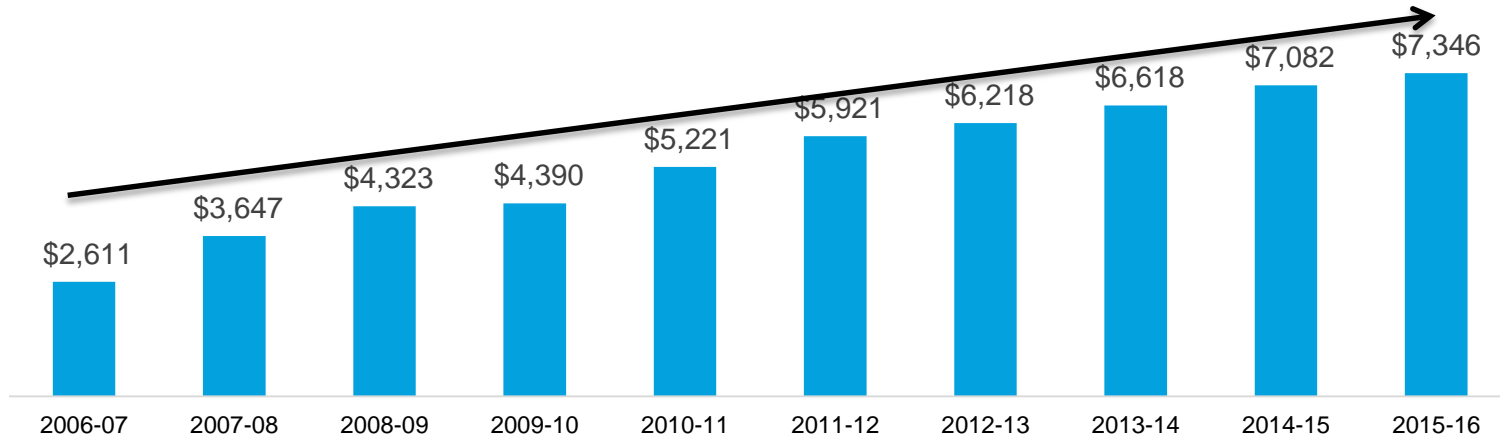
- 1 **Our track record on performance**
- 2 **Overall Market Opportunity**
- 3 **Our Strategy**

Track Record on Performance



Growth of IT Services business

IT Services Revenue \$ Mn



Revenues for FY16 at \$7.3 billion

IT Services Business has grown at a CAGR of 12% in the last 9 years



Partner to Industry

- 1200+ active global clients
- Nine \$100M relationships
- 56% revenues on Fixed Price



Global footprint

- Part of NYSE TMT Index
- Present in six continents
- 54% Revenues from America



Diverse talent pool

- Over 170,000 workforce
- 100+ nationalities represented
- 32%+ women employees

Revenue Distribution

Revenue Distribution

Revenue contribution^a

| | |
|------------------|-------|
| Top 1 customer | 2.5% |
| Top 5 customers | 10.3% |
| Top 10 customers | 17.6% |

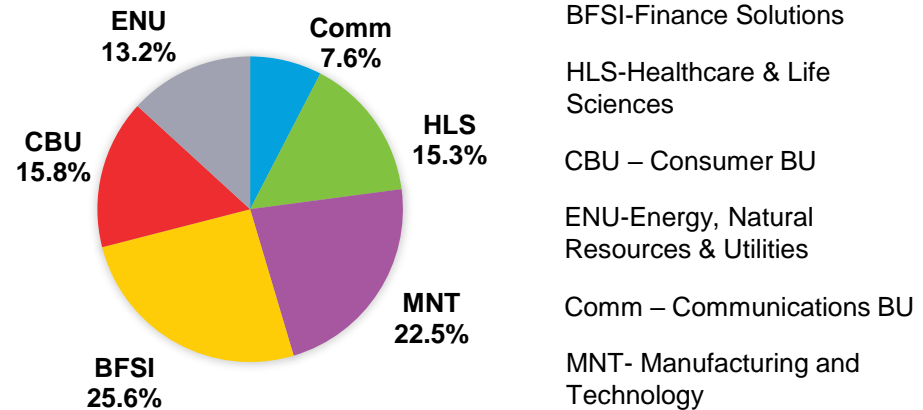
Customer Metrics

| | |
|---------------------|-----|
| Customers >\$100 MN | 9 |
| Customers >\$1 MN | 565 |

Strong contribution from top customers

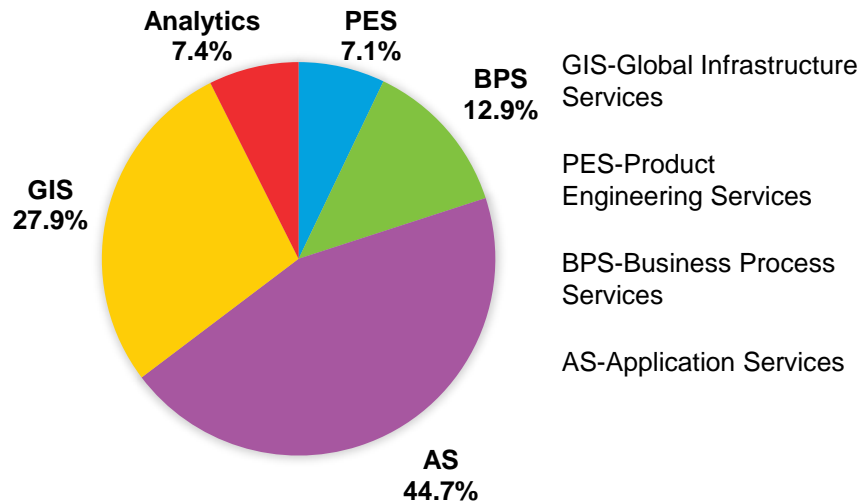
^aTrailing Twelve month basis

Business Unit-wise share

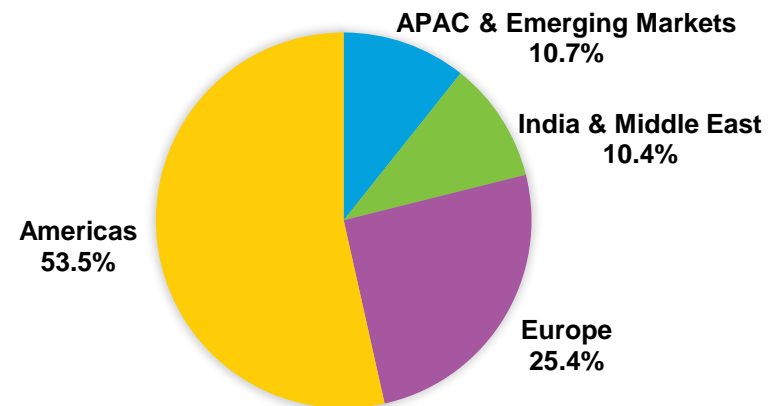


Diversified BU portfolio to hedge sector risk

Service Line distribution



Geographical Distribution



Scale in developed & presence in emerging markets

Revenue well-diversified across verticals, service line & geographies

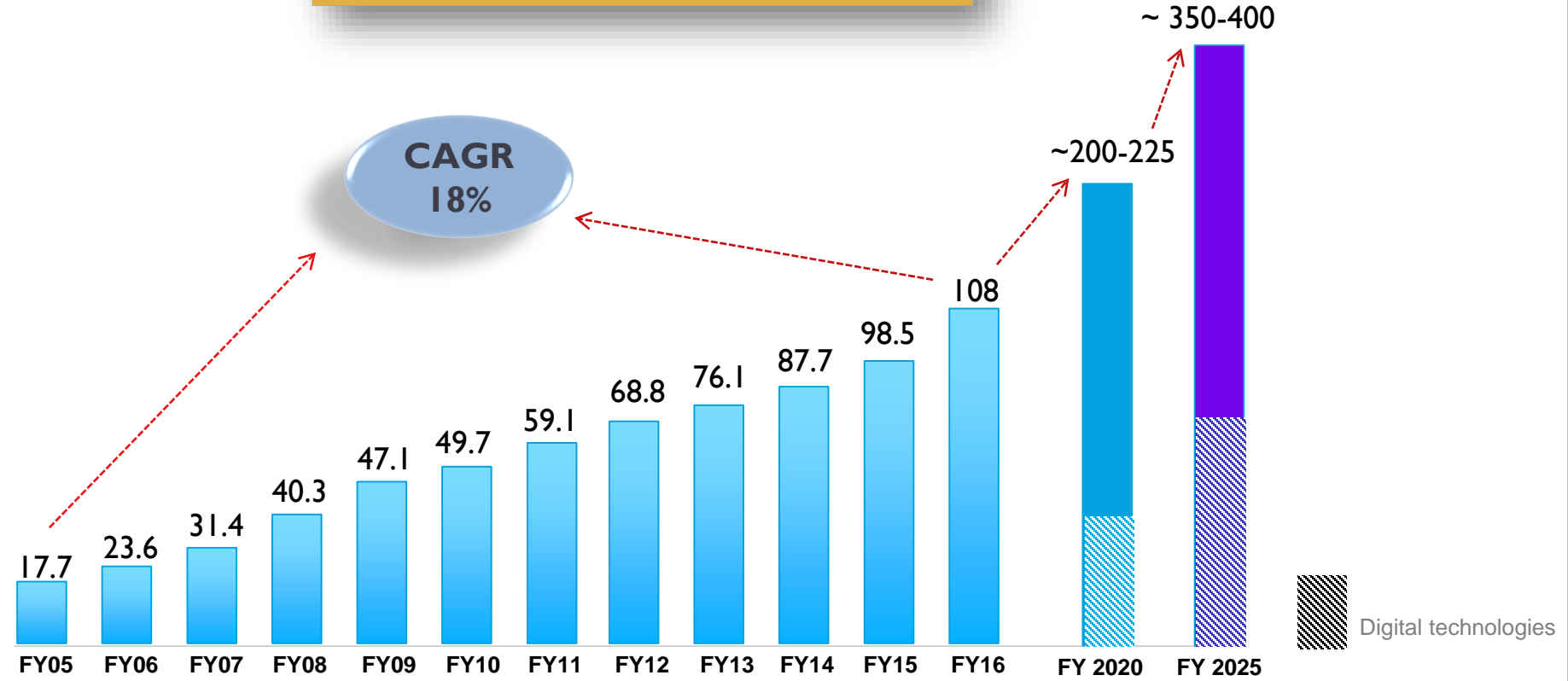
The distribution percentages have been calculated based on Q1FY17 USD revenues for the Business Unit/ Service line/ Geography

Overall Market Opportunity



India Off-shoring market

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



Long Term Fundamentals of the India Off-shoring story remain intact

Off-shoring market is expected to grow at a 14% CAGR for the next nine years

Revenues from Digital technologies are expected to represent 23% and 38% share by 2020 and 2025

Our Strategy



Themes to win: Run: Modernize the 'Core'

Integrated Services

- **Solve business problem AsAService rather than offer à la carte services**
- **Delivery-led sales program launched**
- Set up integrated services unit (ISSG) to synergize domain knowledge with end-to-end solutions from multiple services like Apps, Infra & Analytics
- An example is the Managed File Transfer (MFT) platform which is a BPaaS offering hosted on cloud enabling secure transfers of large file in organizations. The platform has transformed B2B file transfers for our Fortune 500 customers
- **ADROIT is** a program for 1000 account delivery managers aimed at fostering learning agility in delivery teams & creating a framework for delivery-led sales.

Hyper Automation

- **Increase Automation; de-skill task**
- **Robotic Process Automation**
- **Cognitive Intelligence**
- Hyper automation is initiative to drive **robotic process automation (RPA)** and **Cognitive Intelligence** drastically changing traditional IT delivery model
- In FY16 we performed successful PoCs across **42 clients**
- FY17 we plan to scale the PoCs across Infra, AMS & BPS and plan to release 4,500 people from our engagements through automation for the year
- **Released employees** are being trained & redeployed into newer technologies

Localization

- **Setting up of local delivery centers**
- **Acquisitions**
- **Diversification of Workforce**
- Continuing to focus on the new growth markets like Latin America, Canada, South Africa as well as Continental Europe
- Driving Localization in key markets by increasing **local centers**, a center in Mountain view has already been set up.
- Local presence through **M&A**, such as cellent acquisition in DACH region.
- Increasing the % of locals in the workforce and diversity

Annuity Services

- **Drive Higher Annuity Mix**
- **Automation Asset covering ADM**
- Drive higher annuity mix for predictability & stickiness in revenues and improve OM
- ADM solutions like portfolio rationalization, modernization, cloud migration and SaaS / PaaS offerings.

Alliances

- **Strategic, Growth & Niche Alliances**
- A dedicated unit to deepen and widen alliance ecosystems to drive creation of new markets and solutions, expand in key verticals/geographies and drive GTM outcomes.

Themes to win: Change: Driving the 'Future'

Digital

- **Advisory, Design & technology**
- **Transformative** end-user experience
- Deep investment in **selling Digital**
- **Training Workforce in Digital**
- Aligned **Consulting** services with Digital unit
- **Designit**: unique design capabilities driving synergy wins for Wipro
- Opened **digital pods** in London & New York to serve global customers
- Dedicated Digital leaders in each vertical; 'One Voice' program to enable front-end across Wipro to pitch Digital services consistently to key customers
- In FY16 launched a program to train **10,000 employees** in digital technologies.
- Scaling the training program to cover another 20,000 employees

Non-Linearity

- Target a larger share of revenue led by **non-linearity**
- Investments in **Intellectual Property (IP)**.
- Cognitive Intelligence Platform, **Wipro HOLMES™**
- Focus on core suite of **IP assets** including product (eg. Promax), platform (eg, ServiceNXT), solution (eg. Managed File Transfer) & tool (eg. RPA)
- **Wipro HOLMES™** has received strong adoption with 18 engagements. Key Wall Street customer deployed **Wipro HOLMES™** for an eKYC solution
- We have filed for over 1,000 **patents** including many on **Wipro HOLMES™**

Partner Ecosystem

- **M&A and Wipro Ventures**
- **Alliances & Academia**
- **Other strategic partnerships**
- Acquired 3 companies Designit, cellent & HealthPlan Services in FY16
- **Wipro Ventures** invested \$20 million in 6 start-ups operating in the cutting-edge technology space
- Continue to enhance our 360 degree alliances with key technology companies
- Initiated **2 joint research programs on AI** with leading universities

Invest for Future

- **Internet of Everything**
- **Software-Defined**
- **Cyber-Security**
- **Open Source**
- Dedicated Units that are addressing the opportunity in emerging areas by delivering platforms, framework and solutions

Winning together with Strategic Alliances



Joint Value



Thought Leadership



Executive Commitment



Wipro's WINNING TOGETHER approach is all about driving joint Go to Market initiatives in partnership with Strategic Alliances and help customers Do Business Better.

Wipro Strategic Alliances community helps in creating winning partnerships which offers mutual business growth opportunities, joint value driven by collaboration, executive commitment and thought leadership around future technologies.

WINNING TOGETHER

Recognitions on Sustainability front



Annexure - Key Highlights



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

Wipro Limited

| | FY 16 (Rs million) | YoY Growth |
|--|--------------------|------------|
| Revenues | 512,440 | 9% |
| Results from Operating Activities (EBIT) | 97,021 | 2% |
| Net Income | 88,922 | 3% |

| Segments | Revenue (Rs million) | YoY Growth | Segment Results (Rs million) | YoY Growth |
|-------------|----------------------|------------|------------------------------|------------|
| IT Services | 487,316 | 11% | 99,716 | 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 upto 40 million shares at a price of Rs. 625 per equity share aggregating up to Rs.25,000 million.
- ▶ Payout for the year including interim, final dividend and maximum buyback amount is 48 %

Financial Summary for the Quarter Ended June 30, 2016 (IFRS)

Wipro Limited

| | Q1 17 (Rs million) | YoY Growth |
|---|--------------------|------------|
| Revenues | 135,992 | 11% |
| Results from Operating Activities (EBIT) | 22,847 | -5% |

- ▶ Revenue of the Company grew 11% YoY in the quarter.
- ▶ IT Services Segment Revenue was Rs. 131,092 million, an increase of 13% YoY.
- ▶ Gross Cash position was Rs. 322,106 million or \$ 4.77 Billion.

Gross Cash is the sum of (i) cash and cash equivalents plus (ii) Investments – Current.
For detailed reconciliations, please refer slide 18 in appendix

Highlights for the quarter ended June 30, 2016

- ▶ Non-GAAP constant currency IT Services Segment USD Revenue grew 2.0% QoQ and grew 9.5% YoY.
- ▶ IT Services Segment Margins was 17.8%, after considering the impact of salary increase and the effect of consolidation of our acquired entities for the full quarter.
- ▶ Customer Bucket of “>\$75 Mn accounts” has increased by 1 and “>\$10 Mn accounts” has increased by 10
- ▶ Gross Utilization has increased by 176 bps to 69.9%.
- ▶ Net Headcount addition of 951 in the quarter. Headcount now stands at 173,863.

For reconciliation of non-GAAP constant currency IT Services USD revenues please refer to slide 18
Segment Profit refers to Segment Results



Thank You



Reconciliation of Selected GAAP measures to Non-GAAP measures

Reconciliation of Gross Cash

| WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR millions) | |
|---|------------------------|
| | As of June 30, 2016 |
| Computation of Gross cash position | |
| Cash and cash equivalents | 124,435 |
| Investments - Current | 197,671 |
| Total | 322106 |

Reconciliation of Free Cash Flow

| WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR millions) | |
|---|-------------------------------------|
| | Three months ended June 30, 2016 |
| Profit for the period [A] | 20,518 |
| Computation of Free cash flow | |
| Net cash generated from operating activities | 14,436 |
| <i>Add/(deduct) cash inflow/(outflow) on :</i> | |
| - | |
| Purchase of Property, plant and equipment | (4683) |
| Proceeds from sale of Property, plant and equipment | 48 |
| Free cash flow [B] | 9801 |
| Free cash flow as a percentage of Net income [B/A] | 48% |

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 June 30, 2016 | | Three months ended June 30, 2016 | |
| IT Services Revenue as per IFRS | \$1,930.8 | IT Services Revenue as per IFRS | \$1,930.8 |
| Effect of Foreign currency exchange movement | \$ (10.9) | Effect of Foreign currency exchange movement | \$ 34.2 |
| Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates | \$ 1,919.9 | Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year | \$1,965.0 |