



Performance for Quarter ended June 30, 2017

Jatin Dalal

Chief Financial Officer

July 20, 2017

Financial summary for the quarter ended June 30, 2017

| All figures based on IFRS | Q1'18 (₹ crores) | YoY Growth |
|---------------------------|------------------|------------|
| Gross Revenues | 13,626 | 0.2% |
| Profit After Tax (PAT) | 2,077 | 1.2% |

- IT Services Segment revenue grew 0.3% in constant currency- above the upper end of the guidance range.
- Due to cross-currency impact, IT Services Segment revenue on reported USD basis grew 0.9%.
- IT Services Margin for the quarter was at 16.8%.
- Continued to generate robust Operating Cash Flow at 142% of Net Income .
- Our Gross cash was at ₹37,204 crores.
- Top Ten accounts accelerated momentum by growing 4.4% QoQ

1crore= 10million

PAT refers to Profit for the period, attributable to equity holders of the Company

Highlights for the quarter

- **Localization Focus: Locals form over 50% of our U.S. workforce.**
- **Net Addition to Employee count in the quarter was 1,309.**
- **The number of customers in >50 buckets increased by two sequentially.**
- **We trained 15,000+ employees on digital skills. We now have 75,000+ employees trained on digital skills.**
- **Completed allotment of Bonus equity shares of ₹2/- each in the ratio of 1:1**
- **Board approved proposal for Buyback of ₹11,000 crore at a buyback price of ₹320.**

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

IT Services - Revenue Dynamics for Quarter Ended June 30, 2017

Business units

1. Energy, Natural Resources & Utilities grew 3.2% sequentially on reported currency.
 2. Financial Services grew 4.1% sequentially on reported currency.
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Geographies

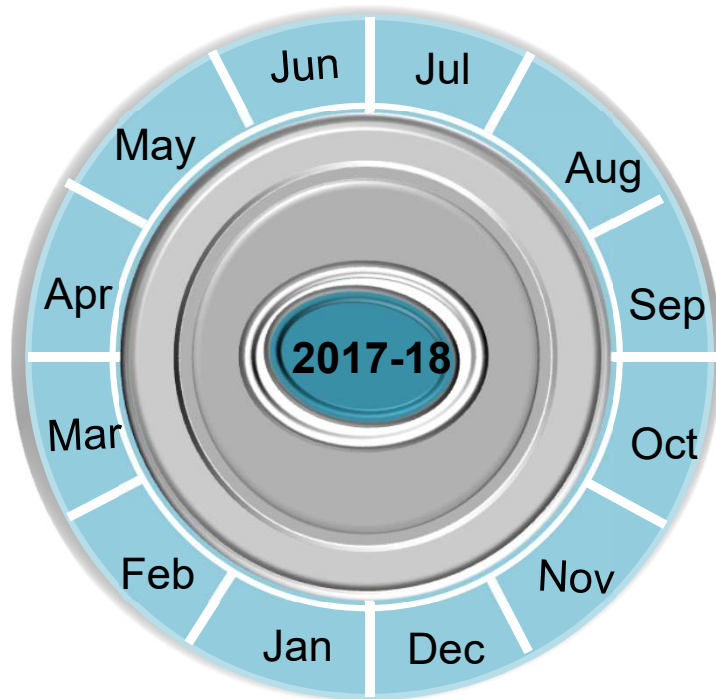
1. India and Middle East business grew 6.7% sequentially on reported currency.
 2. APAC and Other emerging markets grew 1.5% sequentially on reported currency
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Services

1. Digital grew 3.0% sequentially on a reported currency basis
2. Analytics grew 4.4% sequentially on a reported currency basis

Looking ahead

Looking ahead for the quarter ending September 30, 2017



**We expect the Revenue from our
IT Services business to be in the range of
\$1,962 million to \$2,001 million*.**

* Guidance is based on the following exchange rates: GBP/USD at 1.29, Euro/USD at 1.11, AUD/USD at 0.75, USD/INR at 64.46 and USD/CAD at 1.33.

Supplemental Data

Key Operating Metrics of IT Services



Key Operating Metrics in IT Services for the Quarter ended June, 2017

| Particulars | Q1'18 | Q4'17 | Q1'17 |
|---------------------------------------|---------|---------|---------|
| Revenue Composition | | | |
| Communications | 6.8% | 6.9% | 7.6% |
| Finance Solutions | 26.7% | 26.0% | 25.6% |
| Manufacturing & Technology | 22.5% | 22.8% | 22.5% |
| Healthcare, Life Sciences & Services | 14.8% | 15.4% | 15.3% |
| Consumer | 15.8% | 15.8% | 15.8% |
| Energy, Natural Resources & Utilities | 13.4% | 13.1% | 13.2% |
| Geography Composition | | | |
| Americas | 54.5% | 54.9% | 53.5% |
| Europe | 24.2% | 24.4% | 25.4% |
| India & Middle East Business | 10.4% | 9.9% | 10.4% |
| APAC & Other Emerging Markets | 10.9% | 10.8% | 10.7% |
| People related | | | |
| Employee Count | 166,790 | 165,481 | 158,272 |



Thank You

- Jatin Dalal
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Appendix



Reconciliation of Selected GAAP measures to Non-GAAP measures

Reconciliation of Gross Cash

| WIPRO LIMITED AND SUBSIDIARIES (Amounts in ₹crores) | |
|--|------------------------|
| | As of June 30, 2017 |
| Computation of Gross cash position | |
| Cash and cash equivalents | 5,432 |
| Investments - Current | 31,772 |
| Total | 37,204 |

Reconciliation of Free Cash Flow

| WIPRO LIMITED AND SUBSIDIARIES (Amounts in ₹crores) | |
|---|-------------------------------------|
| | Three months ended June 30, 2017 |
| Profit for the period [A] | 2,077 |
| Computation of Free cash flow | |
| Net cash generated from operating activities | 2,956 |
| <i>Add/(deduct) cash inflow/(outflow) on :</i> | |
| Purchase of Property, plant and equipment | (421) |
| Payment for Business Acquisition | (327) |
| Proceeds from sale of Property, plant and equipment | 66 |
| Free cash flow [B] | 2,274 |
| Free cash flow as a percentage of Net income [B/A] | 110% |

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, 2017 | | Three months ended June 30, 2017 | |
| IT Services Revenue as per IFRS | \$1,971.7 | IT Services Revenue as per IFRS | \$1,971.7 |
| Effect of Foreign currency exchange movement | \$ (12.1) | Effect of Foreign currency exchange movement | \$ 24.2 |
| Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates | <u>\$ 1,959.6</u> | Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year | <u>\$1,995.9</u> |