



Wipro Limited

Presentation to Investors

October - December 2017

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

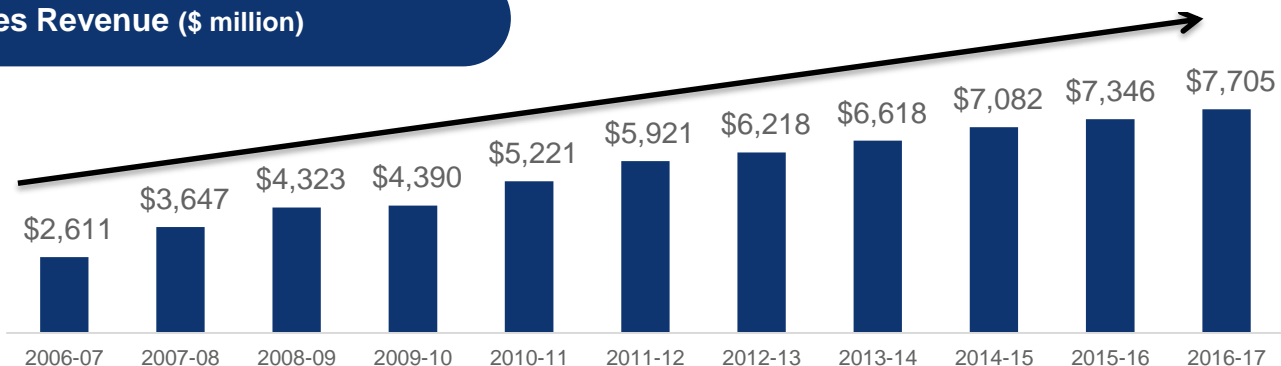
3 Our Strategy

Track record on performance



Growth of IT services business

IT Services Revenue (\$ million)



IT Services Business has grown at a CAGR of above 10% in the last 10 years

Other Highlights

Partner to Industry

- 1200+ active global clients
- Nine \$100M relationships
- 58% revenues on Fixed Price

Global footprint

- Part of NYSE TMT Index
- Present in six continents
- 50%+ Revenues from America

Diverse talent pool

- Over 160,000 employees
- 100+ nationalities represented
- 33%+ women employees

Revenue distribution – Well diversified

Revenue Distribution

Revenue contribution[^]

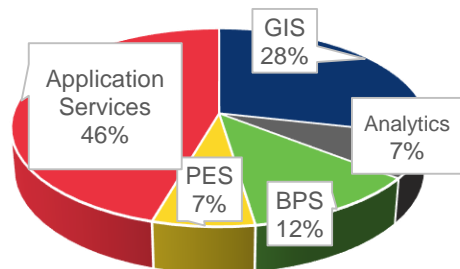
Top customer	3.1%
Top 5 customers	11.0%
Top 10 customers	18.0%

Customer Metrics

Customers >\$100 MN	9
Customers >\$1 MN	627

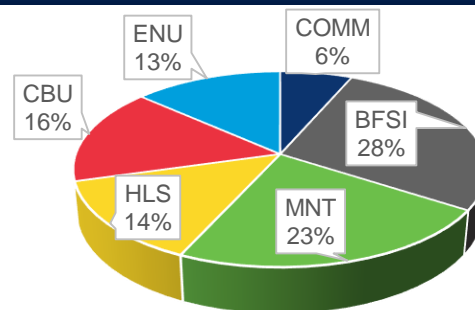
[^] Trailing Twelve month basis

Service Line distribution



GIS-Global Infrastructure Services
 PES-Product Engineering Services
 BPS-Business Process Services

Business Unit-wise share



BFSI-Banking, Financial Services and Insurance

HLS-Healthcare & Life Sciences

CBU – Consumer BU

ENU-Energy, Natural Resources & Utilities

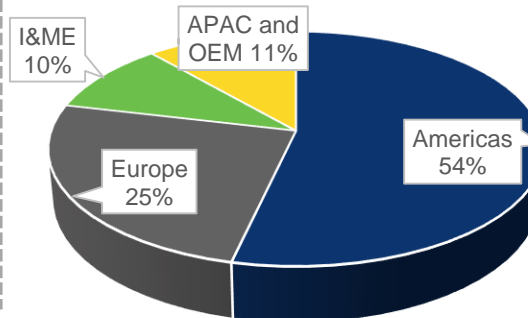
COMM – Communications BU

MNT- Manufacturing and Technology

Diversified BU portfolio to hedge sector risk

Geographical Distribution

Scale in developed & presence in emerging markets



I&ME-India & Middle-East

APAC-Asia Pacific

OEM-Other Emerging Markets

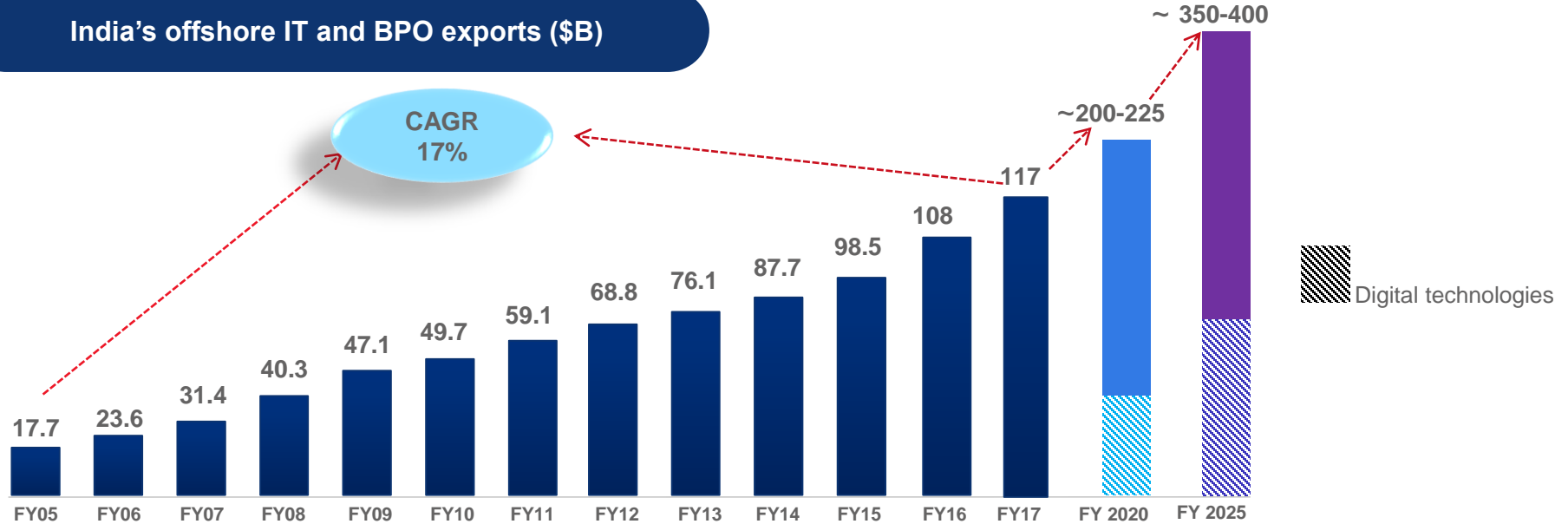
Revenue well-diversified across verticals, service line & geographies

Overall market opportunity



Global market size

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 15% CAGR for the next eight years
- Revenues from Digital technologies are expected to represent 23% and 38% share by 2020 and 2025

Our strategy



Themes to win: Change: Driving the 'Future'

Digital

- **Advisory, Design & technology**
 - **Transformative end-user experience**
 - **Training Workforce in Digital**
- Designit, has integrated well with our digital unit and the Joint GTM is helping in securing synergy deals
 - Have 14 global digital pods; Have more than 75,000 technical employees trained on digital skills
 - Digital grew from 17.5% of revenues in Q1 FY17 to 24.1% in Q2 FY18
 - Consulting grew from 4.9% of revenues in Q1 FY17 to 6.2% of revenues in Q2 FY18

Non-Linearity

- **Investments in IP**
 - **Target incremental revenue led by IP**
 - **Wipro HOLMES**
- Focus on core suite of IP assets including product (eg. Promax), platform (eg. ServiceNXT), solution (eg. Managed File Transfer) & tool (eg. RPA)
 - *Holmes for Business* is focused on building verticalized solutions. E.g use cases in areas such as compliance, onboarding, customer service, supply chain & anomaly detection
 - We have filed for over 1,780 patents including many on HOLMES and Blockchain

World class Ecosystem

- **M&A and Wipro Ventures**
 - **Alliances & Academia**
 - **Strategic partnerships**
 - **Horizon Intrapreneurship**
- M&A: Acquired 5 companies Designit, Cellent, HealthPlan Services, Appirio and Infoserver over the last 24 months
 - Ventures has 10 minority investments. We have multiple commercial GTM engagements with our portfolio companies
 - Academia Partnerships: Our focus is to work with academic institutions and associations in the United States, Europe, Israel and India in the fields of computer and electrical engineering
 - Horizon Program: we are investing in key areas such as AI, cloud computing, cybersecurity, digital experience, digital marketing & commerce, Industry 4.0, Block Chain and Software Defined everything
 - Crowdsourcing: We are innovators in building crowdsourcing delivery models to serve enterprise customers.
 - New Age Ecosystem: We have formed a fresh group tasked with creating solutions, platforms and offerings for these customers in the areas of digital, cloud, analytics, cybersecurity and BPaaS, among others

Themes to win: Run: Modernize the 'Core'

Integrated Services

- **Solve business problem as-a-service rather than offer à la carte services**
 - Traction with integrated services unit (ISSG) set- up to synergize domain knowledge with end-to-end solutions from multiple services like Apps, Infra & Analytics to solve customer problem and enhance client mining
 - An examples is a KYC process hosted within Wipro environment with client data, client onboarding platform and Holmes eKYC solution being hosted in Wipro data center with BPS delivery from multiple locations
 - Pipeline of Integrated deals pipeline have risen steadily over the last five quarters

Hyper Automation

- **Increase Automation; de-skill task**
- **Focus on higher levels of automation**
- **Robotic Process Automation**
- **Cognitive Intelligence**
 - Hyper automation is initiative to drive robotic process automation (RPA) and Cognitive Intelligence drastically changing traditional IT delivery model
 - Set up a dedicated integrated unit called HOLMES to drive hyper-automation across IT & Business operations
 - In FY17, generated productivity worth 12,000+ persons. In FY18, focus on higher levels of automation; Productivity of 2,100 people in the L2+ bucket YTD; Released employees are being trained & redeployed into newer technologies
 - E.g. In one of our European customers, we have integrated Wipro Holmes with customer's ITSM platform to provide up to 50 % auto resolution of tickets and 42 % auto resolution in Service requests

Localization

- **Setting up of local delivery centers**
- **Acquisitions**
- **Diversification of Workforce**
 - Over half of U.S. workforce are local ; New centers near Detroit and in Mountain View
 - We have over 1,000 employees each in states of Florida, California, Georgia & Texas
 - Focus on key markets such as Continental Europe, Latin America and Middle-East

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.

Recognitions on sustainability front



Annexure – key highlights



Financial summary for the quarter ended September 30, 2017

All figures based on IFRS	Q2'18 (₹ crores)	Sequential Growth
IT Services Revenue	13,169	1.1%
Results from Operating Activities (EBIT)	2,278	4.0%
Profit After Tax (PAT)	2,192	5.5%

- **IT Services Revenues in dollar terms grew 2.1% and 0.3% in constant currency sequentially**
- **IT Services Revenue crossed \$2.0 billion for the quarter**
- **IT Services Margin for the quarter expanded 48 bps to 17.3%.**
- **Our Gross cash at September 30, 2017 was at ₹38,447 crores.**
- **Announced the acquisition of Cooper, a design & business consultancy to accelerate the expansion of digital capability in North America**

1crore= 10million

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

Highlights for the quarter

- The number of customers in >50 buckets increased from 36 to 39.
- Top Ten accounts accelerated momentum by growing 4.9% sequentially.
- Digital revenues at 24.1% of IT Services revenues, now forms nearly a quarter of our IT Services business.
- We trained 12,000 employees on digital skills.
- Opened a local innovation center in Mt View, California. 50+ client CXOs have visited in the first 50 days
- Gross Utilization has expanded by 90 bps sequentially to end Q2 at 72.9%
- Generated productivity of 2,500 people in the L2 and above bucket leveraging Wipro HOLMES™



Thank you

Reconciliation of Selected GAAP measures to Non-GAAP measures

Reconciliation of Gross Cash

WIPRO LIMITED AND SUBSIDIARIES (Amounts in ₹crores)	
	As of September 30, 2017
Computation of Gross cash position	
Cash and cash equivalents	5,141
Investments - Current	33,306
Total	38,447

Reconciliation of Free Cash Flow

WIPRO LIMITED AND SUBSIDIARIES (Amounts in ₹crores)		
	Three months ended September 30, 2017	Half year ended September 30, 2017
Profit for the period [A]	2,192	4,268
Computation of Free cash flow		
Net cash generated from operating activities	1,734	4,690
<i>Add/(deduct) cash inflow/(outflow) on :</i>		
Purchase of Property, plant and equipment	(542)	(962)
Proceeds from sale of Property, plant and equipment	3	69
Free cash flow [B]	1,195	3,797
Free cash flow as a percentage of Net income [B/A]	55%	89%

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 September 30, 2017		Three months ended September 30, 2017	
IT Services Revenue as per IFRS	\$2013.5	IT Services Revenue as per IFRS	\$2,013.5
Effect of Foreign currency exchange movement	\$ (36.6)	Effect of Foreign currency exchange movement	\$ (44.1)
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$ 1,976.9	Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$1,969.4