

**WIPRO**  
*Applying Thought*

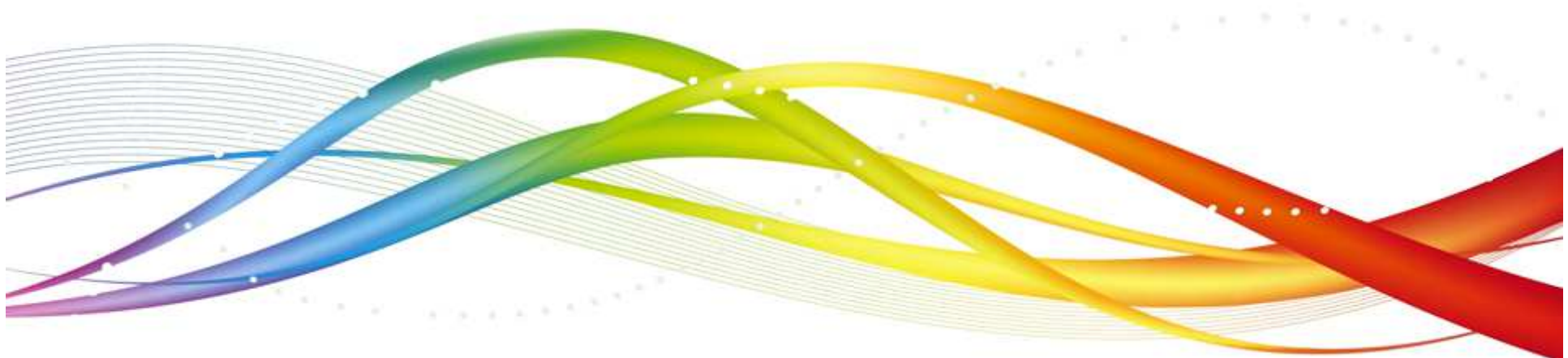


## Performance for Quarter ended December 31, 2015

Jatin Dalal

Senior Vice President and Chief Financial Officer

January 18, 2016



# Financial Summary for the Quarter Ended December 31, 2015 (IFRS)

## Wipro Limited

	Q3 16 (Rs crores)	YoY Growth
Revenues	12,861	7%
Net Income	2,234	2%
Free Cash Flow	2,102	31%

- ▶ Strong cash conversion with Free Cash Flow being 94% of Net Income
- ▶ Gross Cash position was Rs. 30,624 crores or \$ 4.63 Billion
- ▶ Declared Interim Dividend of Rs 5 per share

Operating Profit refers to Results from Operating Activities

Net Income refers to 'Profit for the period attributable to equity shareholders of the company'

Operating Cash Flow refers to 'Net Cash generated from Operating Activities as presented in consolidated interim statements of Cash Flows

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.

Free Cash Flow is defined as Net cash generated from operating activities plus (i) Cash outflows on Purchase of property, plant and equipment and (ii) Proceeds from Sale of property, plant and equipment as presented in consolidated interim statements of Cash Flows. For detailed reconciliations, please refer slide 11 in appendix

# Highlights for the quarter

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- ▶ IT Services Segment Revenue was Rs. 12,315 crores, an increase of 9% YoY.
- ▶ IT Services Segment USD Revenue grew by 0.3% sequentially and 2.4% on a YoY basis.
- ▶ Non-GAAP constant currency IT Services Segment USD Revenue grew 1.4% QoQ and grew 6.3% YoY.
- ▶ IT Services Segment Margins was 20.2% for the quarter, impacted by the Chennai floods.
- ▶ During the quarter, Wipro acquired two high-potential companies - cellent AG and Viteos
- ▶ Net Headcount addition of 2,268 in the quarter. Headcount now stands at 170,664.
- ▶ Addition of 39 new customers in quarter to take the total number of active customers to 1,105.

For reconciliation of non-GAAP constant currency IT Services USD revenues please refer to slide 11  
Segment Profit refers to Segment Results  
1 crores= 10 million

# IT Services - Revenue Dynamics for Quarter Ended December 31, 2015

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## Business units

1. Retail, Consumer Goods and Transportation grew 16.7% on a constant currency YoY basis
2. Financial Services grew 7.8% on a constant currency YoY basis
3. Healthcare, Life Sciences & Services grew 7.2% on a constant currency YoY basis

## Geographies

1. Americas grew 6.8% on a constant currency YoY basis
2. India and Middle East grew 20.9% on a constant currency YoY basis
3. APAC and Other Emerging Markets grew 12.3% on a constant currency YoY basis

## Service Lines

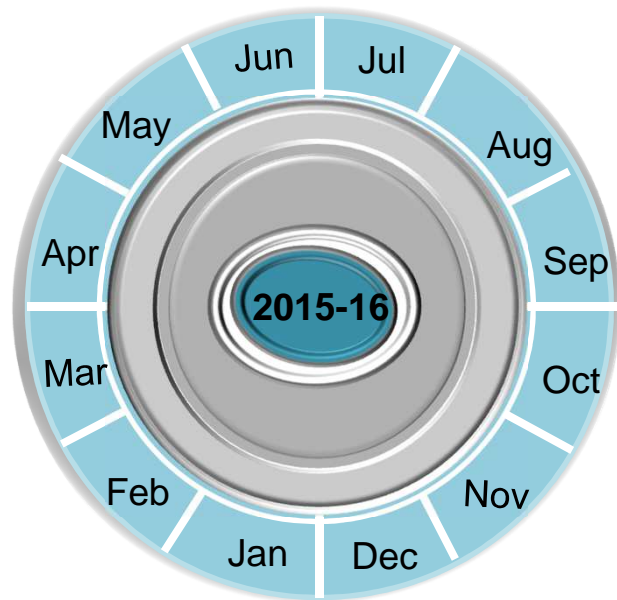
1. Product Engineering Services grew 16.2% on a YoY reported basis
2. Wipro Analytics grew 8.4% on a YoY reported basis
3. Business Process Service grew 5.9% on a YoY reported basis

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 March 31, 2016

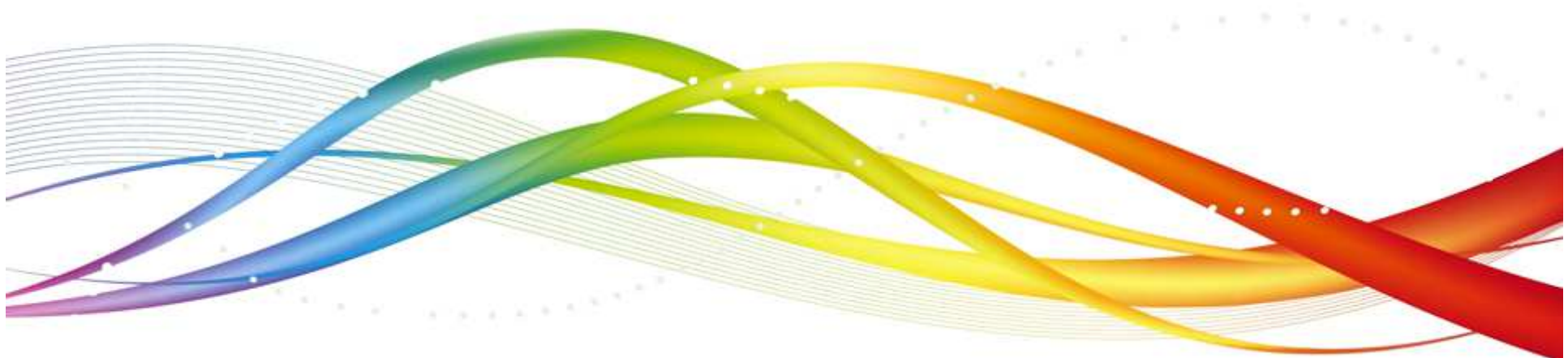


**We expect the Revenue from our  
IT Services business to be in the range of  
\$ 1,875 million to \$ 1,912 million\***

\* Guidance is based on the following exchange rates: GBP/USD at 1.50, Euro/USD at 1.07, AUD/USD at 0.72, USD/INR at 66.13 and USD/CAD at 1.37

# Supplemental Data

Key Operating Metrics of IT Services



# Key Operating Metrics in IT Services for the Quarter ended December 31, 2015

Particulars	Q3'16	Q2'16	Q3'15
<b>Revenue Composition</b>			
Global Media & Telecom	13.4%	13.4%	13.8%
Finance Solutions	26.2%	26.7%	25.7%
Manufacturing & Hitech	18.4%	18.7%	18.3%
Healthcare, Life Sciences & Services	12.0%	11.4%	11.7%
Retail, Consumer Goods & Transportation	15.6%	15.1%	14.1%
Energy, Natural Resources & Utilities	14.4%	14.7%	16.4%
<b>Geography Composition</b>			
Americas	52.8%	53.0%	51.4%
Europe	24.8%	25.2%	27.6%
India & Middle East Business	11.0%	10.6%	9.6%
APAC & Other Emerging Markets	11.4%	11.2%	11.4%
<b>People related</b>			
Number of employees	170,664	168,396	156,866



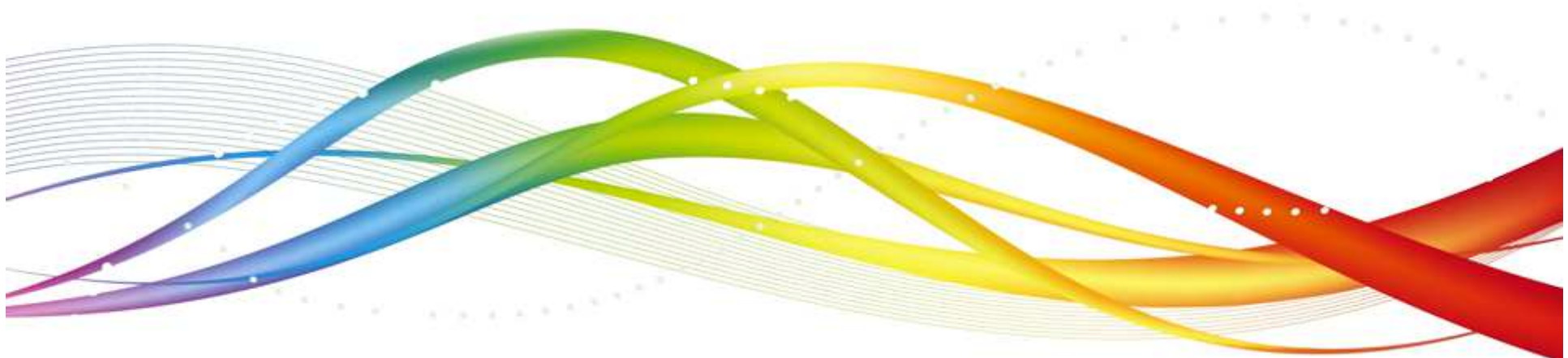


# Thank You

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

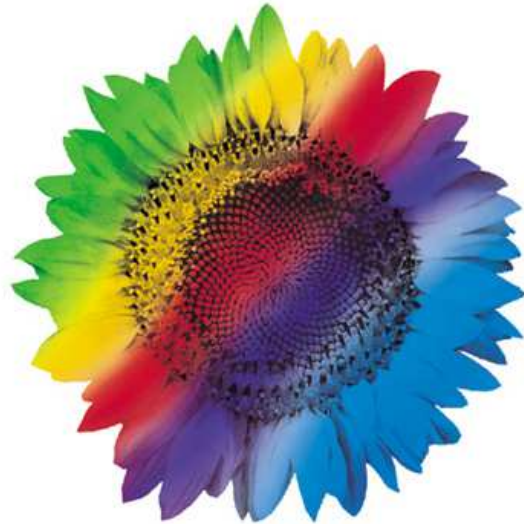
WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR crores)	
	As of Dec 31, 2015
<b>Computation of Gross cash position</b>	
Cash and cash equivalents	8,997
Available for sale investments - current	15,165
Interest bearing deposits with corporates - current	6,462
<b>Total</b>	<b>30,624</b>

## Reconciliation of Free Cash Flow

WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR crores)	
	Three months ended Dec 31, 2015
Profit for the period [A]	2,234
<b>Computation of Free cash flow</b>	
Net cash generated from operating activities	2,183
<i>Add/(deduct) cash inflow/(outflow) on :</i>	
-	
Purchase of Property, plant and equipment	(118)
Proceeds from sale of Property, plant and equipment	37
<b>Free cash flow attributable to equity holders of the company [B]</b>	<b>2,102</b>
<b>Free cash flow as a percentage of Net income [B/A]</b>	<b>94%</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 December 31, 2015		Three months ended December 31, 2015	
IT Services Revenue as per IFRS	\$ 1,838.3	IT Services Revenue as per IFRS	\$ 1,838.3
Effect of Foreign currency exchange movement	\$ 19.8	Effect of Foreign currency exchange movement	\$ 69.9
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	<b>\$ 1,858.1</b>	Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	<b>\$ 1,908.2</b>



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