



Performance for Quarter ended September 30, 2015

Jatin Dalal

Senior Vice President and Chief Financial Officer

October 21, 2015



Financial Summary for the Quarter Ended September 30, 2015 (IFRS)

Wipro Limited

	Q2 16 (Rs million)	YoY Growth
Revenues	125,135	7%
Operating Profit	24,289	5%
Net Income	22,354	7%

- ▶ Revenue of the Company grew 7% YoY surpassing the Rs 125 billion mark
- ▶ Net Income of the Company grew 7% YoY
- ▶ Gross Cash position was Rs. 283,553 million or \$ 4.33 Billion

- 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

- ▶ IT Services Segment Revenue was Rs 120.4 billion, an increase of 10% YoY.
- ▶ IT Services Segment USD Revenue grew by 2.1% sequentially and 3.4% on a YoY basis.
- ▶ Non-GAAP constant currency IT Services Segment USD Revenue grew 3.1% QoQ and grew 8.4% YoY.
- ▶ IT Services Segment Margins was 20.7% for the quarter, in a narrow range of Q1 margins.
- ▶ During the quarter, Wipro Digital consummated the acquisition of Designit.
- ▶ Net Headcount addition of 6,607 in the quarter. Headcount now stands at 168,396.
- ▶ Addition of 67 new customers in quarter to take the total number of active customers to 1,100.

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

IT Services - Revenue Dynamics for Quarter Ended September 30, 2015

Business units

1. Retail, Consumer Goods and Transportation grew 16.4% on a constant currency YoY basis
2. Financial Services grew 10.8% on a constant currency YoY basis
3. Manufacturing and Hi-tech grew 10.7% on a constant currency YoY basis

Geographies

1. Americas grew 9.1% on a constant currency YoY basis
2. India and Middle East grew 23.8% on a constant currency YoY basis
3. APAC and Other Emerging Markets grew 10.5% on a constant currency YoY basis

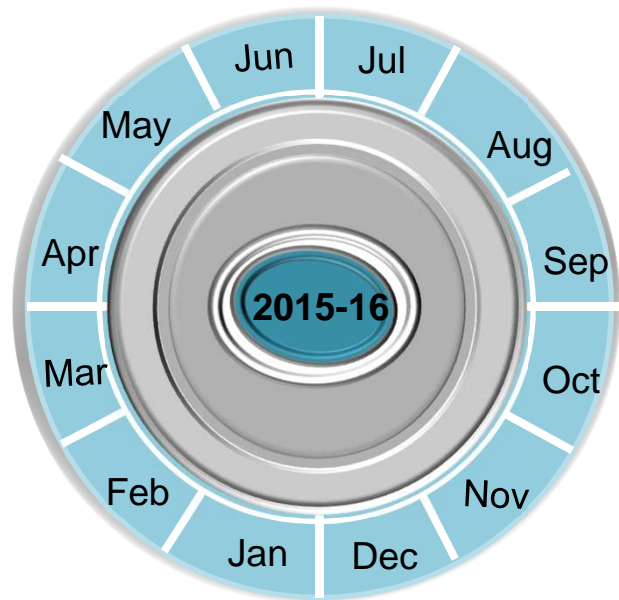
Service Lines

1. Product Engineering Services grew 17.2% on a YoY reported basis
2. Business Process Service grew 9.7% on a YoY reported basis
3. Wipro Analytics grew 8.4% on a YoY reported basis

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

Looking ahead

Looking ahead for the quarter ending December 31, 2015



We expect the Revenue from our IT Services business to be in the range of \$ 1,841 million to \$ 1,878 million*

* Guidance is based on the following exchange rates: GBP/USD at 1.55, Euro/USD at 1.12, AUD/USD at 0.72, USD/INR at 65.34 and USD/CAD at 1.33

Supplemental Data

Key Operating Metrics of IT Services



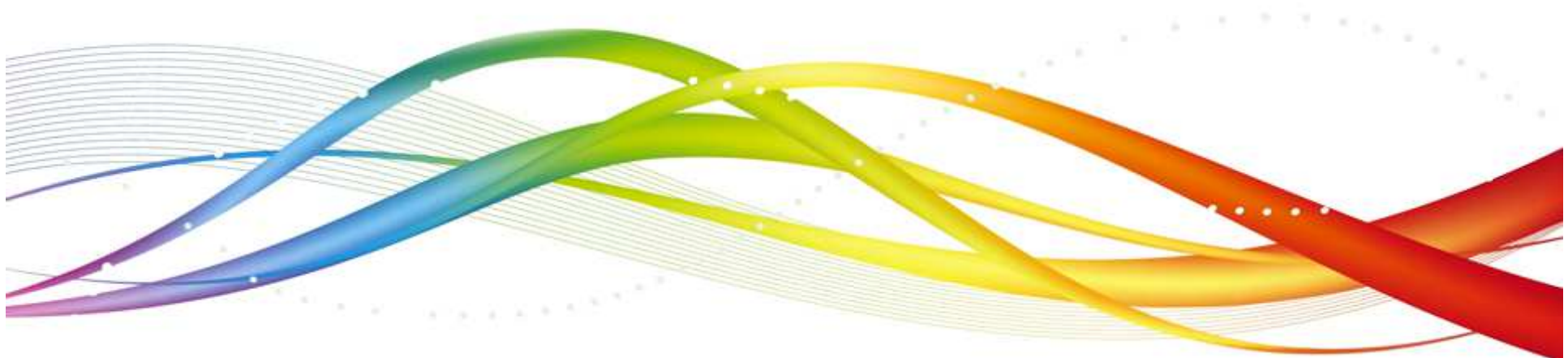
Key Operating Metrics in IT Services for the Quarter ended September 30, 2015

Particulars	Q2'16	Q1'16	Q2'15
Revenue Composition			
Global Media & Telecom	13.4%	13.2%	13.9%
Finance Solutions	26.7%	26.8%	26.0%
Manufacturing & Hitech	18.7%	18.6%	18.2%
Healthcare, Life Sciences & Services	11.4%	11.2%	11.2%
Retail, Consumer Goods & Transportation	15.1%	15.0%	13.9%
Energy, Natural Resources & Utilities	14.7%	15.2%	16.8%
Geography Composition			
Americas	53.0%	52.5%	51.0%
Europe	25.2%	25.6%	27.8%
India & Middle East Business	10.6%	10.6%	9.2%
APAC & Other Emerging Markets	11.2%	11.3%	12.0%
People related			
Number of employees	168,396	161,789	154,297

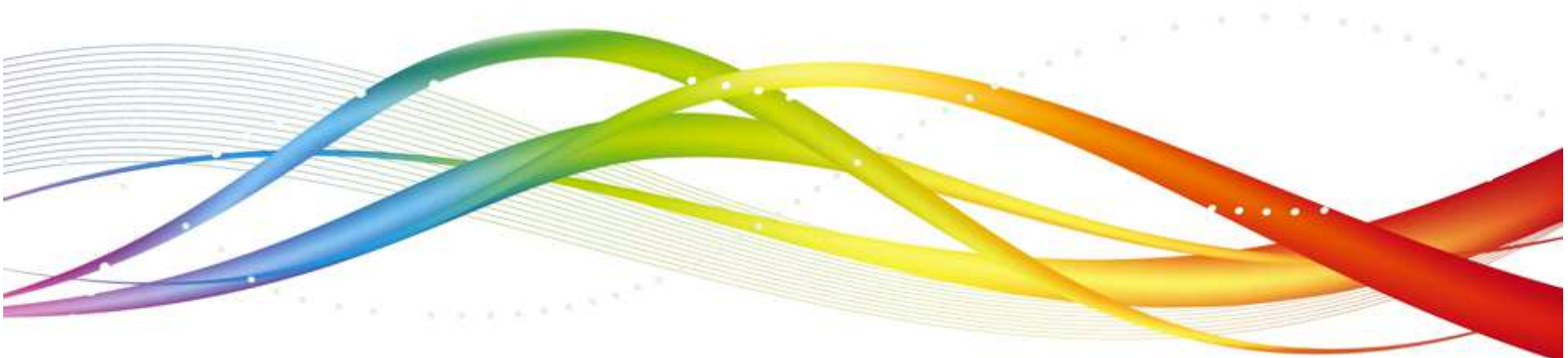


Thank You

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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 millions)	
	As of Sept 30, 2015
Computation of Gross cash position	
Cash and cash equivalents	100,486
Available for sale investments - current	123,315
Interest bearing deposits with corporates - current	59,752
Total	283,553

Reconciliation of Free Cash Flow

WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR millions)	
	Three months ended Sept 30, 2015
Profit for the period [A]	22,354
Computation of Free cash flow	
Net cash generated from operating activities	15,774
<i>Add/(deduct) cash inflow/(outflow) on :</i>	
-	
Purchase of Property, plant and equipment	(4097)
Proceeds from sale of Property, plant and equipment	35
Free cash flow attributable to equity holders of the company [B]	11,712
Free cash flow as a percentage of Net income [B/A]	52%

Reconciliation of Non-GAAP constant currency Revenue

Reconciliation of Non-GAAP Constant Currency IT Services Revenue to IT Services Revenue as per IFRS (\$MN)			
IT Services Revenue as per IFRS	\$1,831.9	IT Services Revenue as per IFRS	\$1,831.9
Effect of Foreign currency exchange movement	\$ 18.2	Effect of Foreign currency exchange movement	\$ 88.3
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$ 1,850.1	Non-GAAP Constant Currency IT Services Revenue based on previous year exchange rates	\$1,920.2