Wipro Limited

October– December 2015

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

- 1100+ active global clients
- 150+ Fortune 500 clients
- 67 new customers in Q2
- 150,000 workforce
- 98 nationalities represented
- 30%+ women employees

Revenues for FY15 at $7.1 billion
IT Services Business has grown at a CAGR of 13% in the last 8 years

<table>
<thead>
<tr>
<th>Year</th>
<th>IT Revenue $ Mn</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006-07</td>
<td>2,611</td>
</tr>
<tr>
<td>2007-08</td>
<td>3,647</td>
</tr>
<tr>
<td>2008-09</td>
<td>4,323</td>
</tr>
<tr>
<td>2009-10</td>
<td>4,390</td>
</tr>
<tr>
<td>2010-11</td>
<td>5,221</td>
</tr>
<tr>
<td>2011-12</td>
<td>5,921</td>
</tr>
<tr>
<td>2012-13</td>
<td>6,218</td>
</tr>
<tr>
<td>2013-14</td>
<td>6,618</td>
</tr>
<tr>
<td>2014-15</td>
<td>7,082</td>
</tr>
</tbody>
</table>
Revenue Distribution

Revenue Distribution

Revenue contribution
- Top 1 customer: 3.1%
- Top 5 customers: 11.7%
- Top 10 customers: 19.8%

Customer Metrics
- Customers >$100 MN: 10
- Customers >$1 MN: 533

Strong contribution from top customers

Service Line distribution

Integrated consulting constitute ~1.9% of revenues

Geographical Distribution

Diversified BU portfolio to hedge sector risk

Revenue well-diversified across verticals, service line & geographies

The distribution percentages have been calculated based on Q2FY16 USD revenues for the Business Unit/ Service line/ Geography.

© 2015 WIPRO LTD | WWW.WIPRO.COM
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.
Overall Market Opportunity
India Off-shoring market

India’s offshore IT and BPO exports ($B)

CAGR 19%

FY05  FY06  FY07  FY08  FY09  FY10  FY11  FY12  FY13  FY14  FY15E  FY2020
17.7  23.6  31.4  40.3  47.1  49.7  59.1  68.8  76.1  87.7  98.5

With Focused Initiatives & Innovation
With Current Initiatives

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

India Off-shoring market is expected to grow at a CAGR of ~12-26% through 2020

Source: NASSCOM The IT - BPO Sector in India – Strategic Review 2014 & 2015
Our Strategy
5 market discontinuities that could transform the industry

- **Consumerization**
  - Enriching consumer experience - digital content leading to hyper personalization
  - Consumer insights & feedback impacting product & services design and customer engagement channels
  - Mobile is becoming the key channel for commerce
  - Multichannel capabilities & front office systems to drive differentiation
  - Variable consumption models - Need for flexibility, speed, responsive & capex-light models driving innovations in pricing
    - E.g. outcome based pricing
  - ‘Business process as a service’ (Utility Models) for Back office
    - E.g. cheque processing
  - Middle office integration into back office to increase speed to market
    - E.g. process control system unified in ERP

- **Regulation**
  - FACTA, Dodd Frank Act, Obama-care will ↑ technology spending
  - New visa regulations could change the model of global delivery

- **Complexity**
  - Managing complexity of legacy businesses in core areas
    - E.g. – Closed Book Processing
  - Cyber-security - Protection of critical business & customer data is a key imperative for enterprises in face of sophisticated attacks

- **Changing Stakeholder Influence**
  - IT decision making beyond CIO
    - Increasingly technology budgets will move outside CIO office
  - CMO, CFO & business heads to play key roles in IT decisions

Note: ERP is Enterprise Resource Planning, FACTA is Fair and Accurate Credit Transactions Act, CMO is Chief Marketing Officer
6 strategies to win at the marketplace

- **Focus on the Core**
  - BPO - Make big bets in areas like F&A
  - USA - Gain Leadership
  - GIS - Drive growth momentum to extend leadership
  - Big Bet areas
    - Tangential play in Banking; Insurance
    - Focus on Germany

- **Leveraging Disruptions in Technology**
  - Cloud
    - Services ➔ ‘Utility’ Models (BPaaS)
    - Enablement Services ➔ Aggregator & Federator
  - Analytics & Big Data
    - Consumer insights, Pricing Analytics etc.
  - Mobility - Process Transformation approach

- **Transforming Selling**
  - Key Account Focus
    - Global Client Partner model for Top accounts
  - Selling to stakeholders other than CIO
    - Business & Consultative approach

- **Building Solution & People assets**
  - Vertical expertise industry specialization
  - Domain skill e.g. eco-energy, cyber-security
  - SI Expertise in Niche products
  - IP creation & Patent strategy
  - Enterprise & Technology Architect pool
  - Program management - PM academy

- **Building World class Eco-systems**
  - M&A
    - Domain & Technology
    - Geo focus on Germany
  - Alliances
    - SAP, MS, Cisco, SFDC
    - EMC, HP, Oracle, Workday
  - Captives
    - In Vertical like Banking, and Insurance
  - Strategic stake
    - In niche pioneers like Opera, Talena & Vicarious

- **Delivering Certainty and Efficiency**
  - Hyper-automation & Excellence
    - Increase automation; de-skill tasks
    - Build competence to ↑ operational efficiency
Recognitions on Sustainability front

- MSCI 2014 Constituent MSCI Global Sustainability Indexes
- MSCI 2014 Constituent MSCI Global SRI Indexes
- Member of Dow Jones Sustainability Indices
- In Collaboration with RobecoSAM
- Euronext Vigeo INDICES Emerging 70
- CDP Climate Performance Leader 2014
- 2014 World's Most Ethical Company
Annexure - Key Highlights
## Financial Summary for the Year Ended March 31, 2015 (IFRS)

**Wipro Limited**

<table>
<thead>
<tr>
<th></th>
<th>FY 15 (Rs million)</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>469,545</td>
<td>8%</td>
</tr>
<tr>
<td>Results from Operating Activities (EBIT)</td>
<td>95,423</td>
<td>7%</td>
</tr>
<tr>
<td>Net Income</td>
<td>86,528</td>
<td>11%</td>
</tr>
</tbody>
</table>

### Segments

<table>
<thead>
<tr>
<th>Segments</th>
<th>Revenue for the year (Rs million)</th>
<th>YoY Growth for the year</th>
<th>Segment Results for the year (Rs million)</th>
<th>YoY Growth for the year</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Services</td>
<td>440,180</td>
<td>10%</td>
<td>97,649</td>
<td>8%</td>
</tr>
<tr>
<td>IT Products</td>
<td>34,006</td>
<td>-12%</td>
<td>374</td>
<td>21%</td>
</tr>
</tbody>
</table>

- Revenue of the Company grew 8% YoY in FY15. Net Income grew 11% YoY.
- IT Services Revenue grew by 10% on a YoY basis and PBIT grew 8% YoY.
- Final Dividend of Rs. 7 per share – Total Dividend for the year at Rs. 12 per share, an increase of Rs. 4 over FY 2013-14.

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’
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 19 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 19
Segment Profit refers to Segment Results
Thank You
Reconciliation of Selected GAAP measures to Non-GAAP measures

### Reconciliation of Gross Cash

<table>
<thead>
<tr>
<th>WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR millions)</th>
<th>As of Sept 30, 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Computation of Gross cash position</strong></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>100,486</td>
</tr>
<tr>
<td>Available for sale investments - current</td>
<td>123,315</td>
</tr>
<tr>
<td>Interest bearing deposits with corporates - current</td>
<td>59,752</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>283,553</td>
</tr>
</tbody>
</table>

### Reconciliation of Free Cash Flow

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

### Reconciliation of Non-GAAP constant currency Revenue

<table>
<thead>
<tr>
<th>Reconciliation of Non-GAAP Constant Currency IT Services Revenue to IT Services Revenue as per IFRS ($MN)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>IT Services Revenue as per IFRS</strong> $1,831.9</td>
</tr>
<tr>
<td><strong>Effect of Foreign currency exchange movement $ 18.2</strong></td>
</tr>
<tr>
<td><strong>Non-GAAP Constant Currency IT Services Revenue based on previous year exchange rates</strong> $ 88.3</td>
</tr>
</tbody>
</table>