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 Revenue $ Mn

Revenues for FY15 at $7.1 billion

IT Services Business has grown at a CAGR of 13% in the last 8 years

- Listed on NYSE in 2000
- Present in over 175 cities

Partner to Industry
- 1100+ active global clients
- Nine $100M relationships
- 39 new customers in Q3

Global footprint
- 53% Revenues from America

Diverse talent pool
- Over 160,000 workforce
- 100+ nationalities represented
- 32%+ women employees
Revenue Distribution

**Revenue contribution**
- Top 1 customer: 3.2%
- Top 5 customers: 11.5%
- Top 10 customers: 19.3%

**Customer Metrics**
- Customers >$100 MN: 9
- Customers >$1 MN: 536

Strong contribution from top customers

*Trailing Twelve month basis

**Service Line distribution**

- GIS: 28.1%
- BPS: 9.8%
- AS: 46.7%
- Analytics: 7.4%
- PES: 8.0%

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

Integrated consulting constitute ~1.6% of revenues

**Business Unit-wise share**

- BFSI: 26.2%
- ENU: 14.4%
- GMT: 13.4%
- HLS: 12.0%
- RCTG: 15.6%

BFSI-Banking, Financial Services and Insurance
ENU-Energy, Natural Resources & Utilities
GMT-Global Media & Telecom
RCTG-Retail, Consumer, Transport and Government
HLS-Healthcare & Life Sciences

**Geographical Distribution**

- Americas: 52.8%
- Europe: 24.8%
- India & Middle East: 11.0%
- APAC & Emerging markets: 11.4%

Scale in developed & presence in emerging markets

The distribution percentages have been calculated based on Q3FY16 USD revenues for the Business Unit/ Service line/ Geography
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
Long Term Fundamentals of the India Off-shoring story remain intact
Off-shoring market is expected to grow at a 14% CAGR for the next nine years
Revenues from Digital technologies are expected to represent 23% and 38% share by 2020 and 2025

Source: NASSCOM The IT - BPO Sector in India – Strategic Review 2016
Our Strategy
5 market discontinuities that could transform the industry

1. **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

2. **Consumption Models**
   - **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

3. **Regulation**
   - **FACTA, Dodd Frank Act, Obama-care** will increase technology spending

4. **Complexity**
   - **New visa regulations** could change the model of global delivery
   - 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

5. **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

**Where to Win**

<table>
<thead>
<tr>
<th>Verticals</th>
<th>Accounts</th>
<th>Geographies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Service lines</td>
<td></td>
<td></td>
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</tbody>
</table>

**Market discontinuities**

<table>
<thead>
<tr>
<th>Consumerization</th>
<th>Complexity</th>
<th>Regulatory forces</th>
</tr>
</thead>
<tbody>
<tr>
<td>Changing stakeholders</td>
<td></td>
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</tbody>
</table>

**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**

1. **M&A**
   - Domain & Technology
   - Geo focus on Germany

2. **Alliances**
   - SAP, MS, Cisco, SFDC
   - EMC, HP, Oracle, Workday

3. **Captives**
   - In Vertical like Banking, and Insurance

4. **Strategic stake**
   - In niche pioneers like Opera, Talena & Vicarious

**Delivering Certainty and Efficiency**

- **Hyper-automation & Excellence**
  - Wipro HOLMES™
  - Increase automation; de-skill tasks;
  - Build competence to ↑ operational efficiency
Recognitions on Sustainability front
Annexure - Key Highlights
Financial Summary for the Year Ended March 31, 2015 (IFRS)

Wipro Limited

<table>
<thead>
<tr>
<th>FY 15 (Rs million)</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>469,545</td>
</tr>
<tr>
<td>Results from Operating Activities (EBIT)</td>
<td>95,423</td>
</tr>
<tr>
<td>Net Income</td>
<td>86,528</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.
## Financial Summary for the Quarter Ended December 31, 2015 (IFRS)

**Wipro Limited**

<table>
<thead>
<tr>
<th></th>
<th>Q3 16 (Rs million)</th>
<th>Q3 YOY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>128,605</td>
<td>7%</td>
</tr>
<tr>
<td>Net Income</td>
<td>22,341</td>
<td>2%</td>
</tr>
<tr>
<td>Free Cash Flow</td>
<td>21,019</td>
<td>31%</td>
</tr>
</tbody>
</table>

- Strong cash conversion with Free Cash Flow being 94% of Net Income
- Gross Cash position was Rs. 306,242 million or $ 4.63 Billion
- Declared Interim Dividend of Rs 5 per share
Highlights for quarter ended 31 December 2015

- IT Services Segment Revenue was Rs 123.1 billion, 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, in a narrow range of Q2 margins.
- 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.
Thank You
## Reconciliation of Selected GAAP measures to Non-GAAP measures

### Reconciliation of Gross Cash

<table>
<thead>
<tr>
<th>WIPRO LIMITED AND SUBSIDIARIES</th>
<th>As of Dec 31, 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>89,973</td>
</tr>
<tr>
<td>Available for sale investments - current</td>
<td>151,651</td>
</tr>
<tr>
<td>Interest bearing deposits with corporates - current</td>
<td>64,618</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>306,242</td>
</tr>
</tbody>
</table>

### Reconciliation of Free Cash Flow

<table>
<thead>
<tr>
<th>WIPRO LIMITED AND SUBSIDIARIES</th>
<th>Three months ended Dec 31, 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Profit for the period [A]</strong></td>
<td>22,341</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>21,827</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>(1,179)</td>
</tr>
<tr>
<td>Proceeds from sale of Property, plant and equipment</td>
<td>371</td>
</tr>
<tr>
<td><strong>Free cash flow attributable to equity holders of the company [B]</strong></td>
<td>21,019</td>
</tr>
<tr>
<td><strong>Free cash flow as a percentage of Net income [B/A]</strong></td>
<td>94%</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>Three months ended December 31, 2015</strong></td>
</tr>
<tr>
<td>IT Services Revenue as per IFRS</td>
</tr>
<tr>
<td>Effect of Foreign currency exchange movement</td>
</tr>
<tr>
<td>Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates</td>
</tr>
<tr>
<td><strong>Three months ended December 31, 2015</strong></td>
</tr>
<tr>
<td>IT Services Revenue as per IFRS</td>
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<tr>
<td>Effect of Foreign currency exchange movement</td>
</tr>
<tr>
<td>Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year.</td>
</tr>
</tbody>
</table>