



# Wipro Limited

April - June 2016

Presentation to Investors



# Safe Harbor

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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](http://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

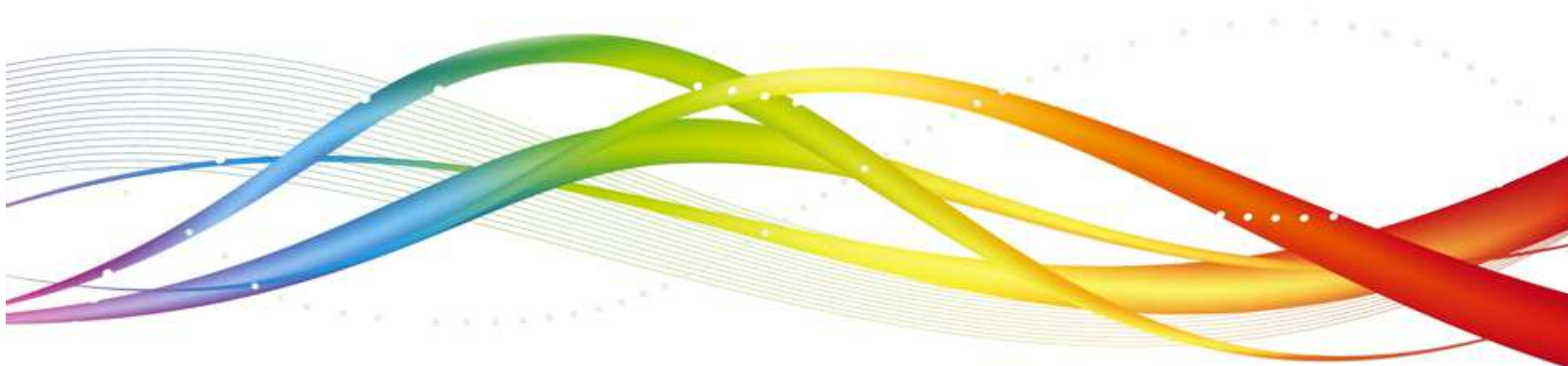
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**1 Our track record on performance**

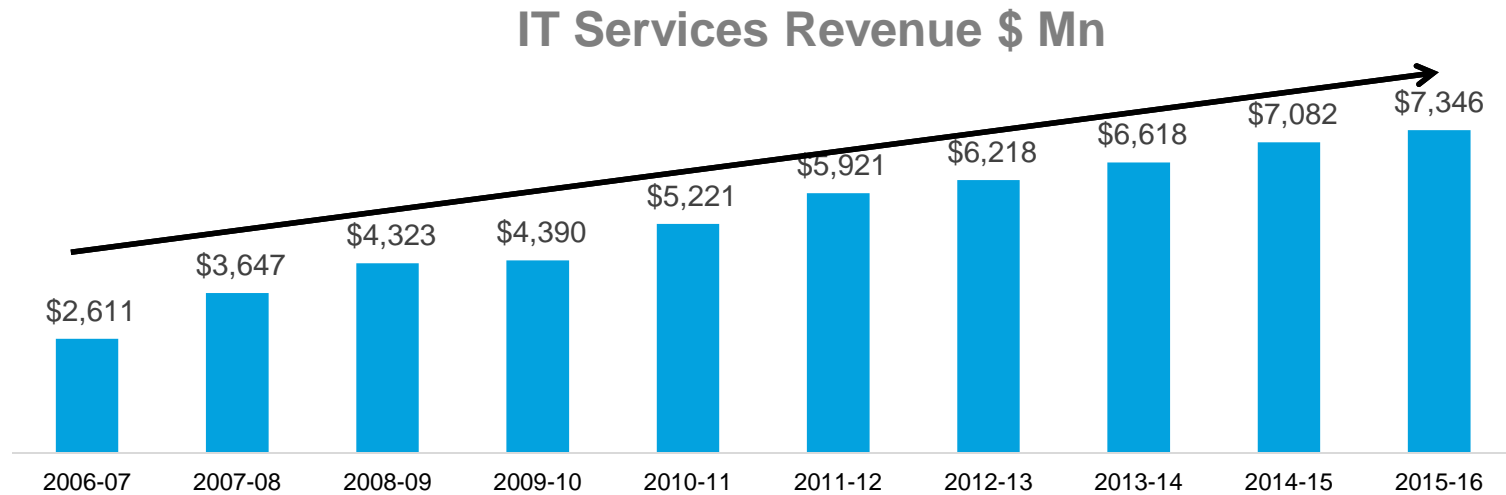
**2 Overall Market Opportunity**

**3 Our Strategy**

# Track Record on Performance



# Growth of IT Services business



Revenues for FY16 at \$7.3 billion

IT Services Business has grown at a CAGR of 12% in the last 9 years



## Partner to Industry

- 1200+ active global clients
- Nine \$100M relationships
- 57% revenues on Fixed Price



## Global footprint

- Part of NYSE TMT Index
- Present in over 175 cities
- 53% Revenues from America



## Diverse talent pool

- Over 160,000 workforce
- 100+ nationalities represented
- 32%+ women employees

# Revenue Distribution

## Revenue Distribution

### Revenue contribution<sup>a</sup>

Top 1 customer	3.1%
Top 5 customers	11.6%
Top 10 customers	19.3%

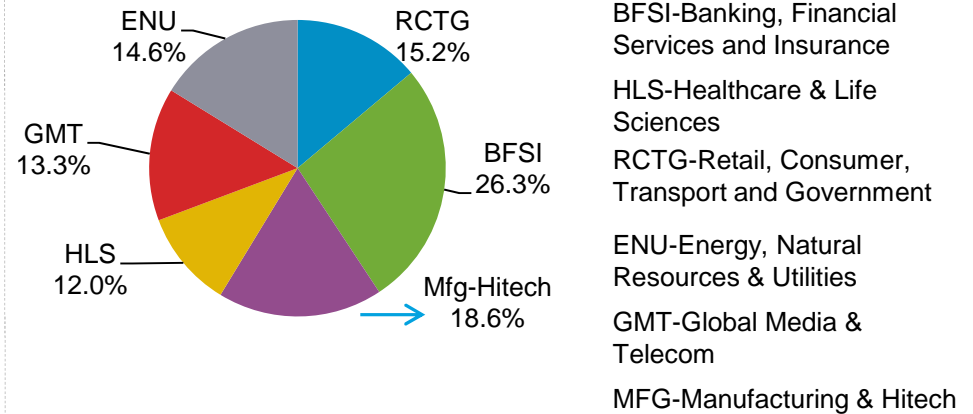
### Customer Metrics

Customers >\$100 MN	9
Customers >\$1 MN	550

Strong contribution from top customers

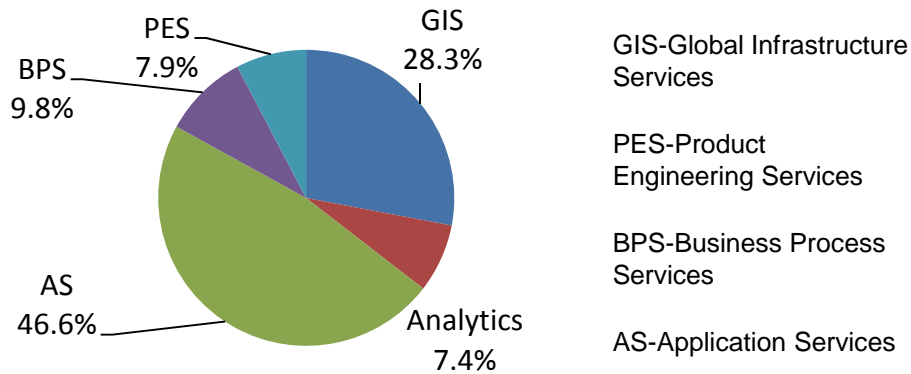
<sup>a</sup>Trailing Twelve month basis

## Business Unit-wise share



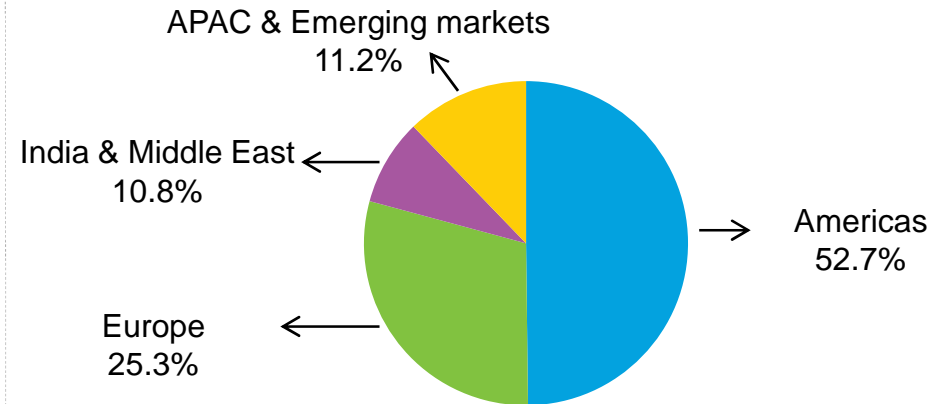
Diversified BU portfolio to hedge sector risk

## Service Line distribution



Integrated consulting constitute ~1.7% of revenues

## Geographical Distribution



Scale in developed & presence in emerging markets

## Revenue well-diversified across verticals, service line & geographies

The distribution percentages have been calculated based on FY16 USD revenues for the Business Unit/ Service line/ Geography

# Winning together with Strategic Alliances



Joint Value



Thought Leadership



Executive Commitment

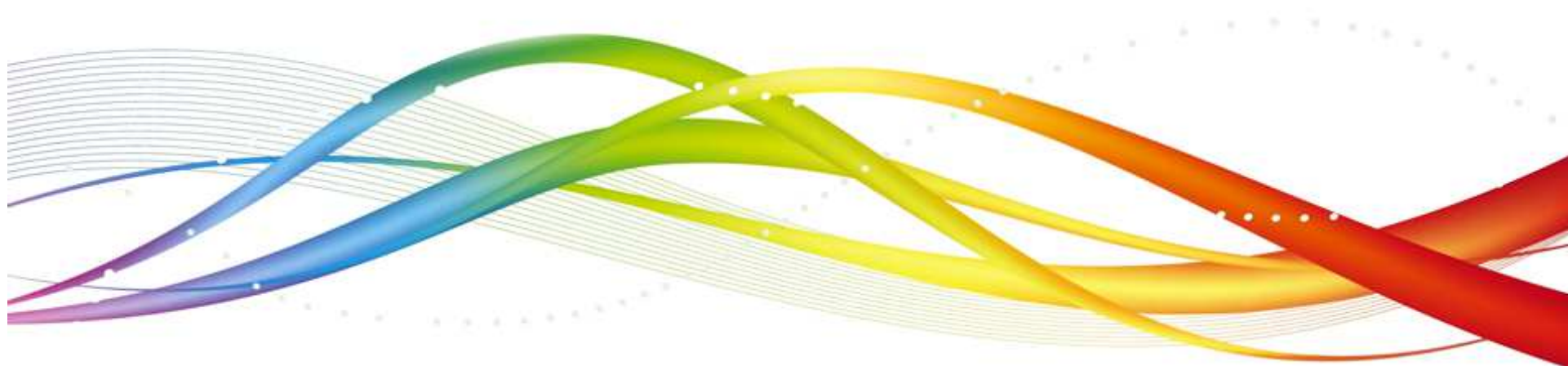


Wipro's WINNING TOGETHER approach is all about driving joint Go to Market initiatives in partnership with Strategic Alliances and help customers Do Business Better.

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.

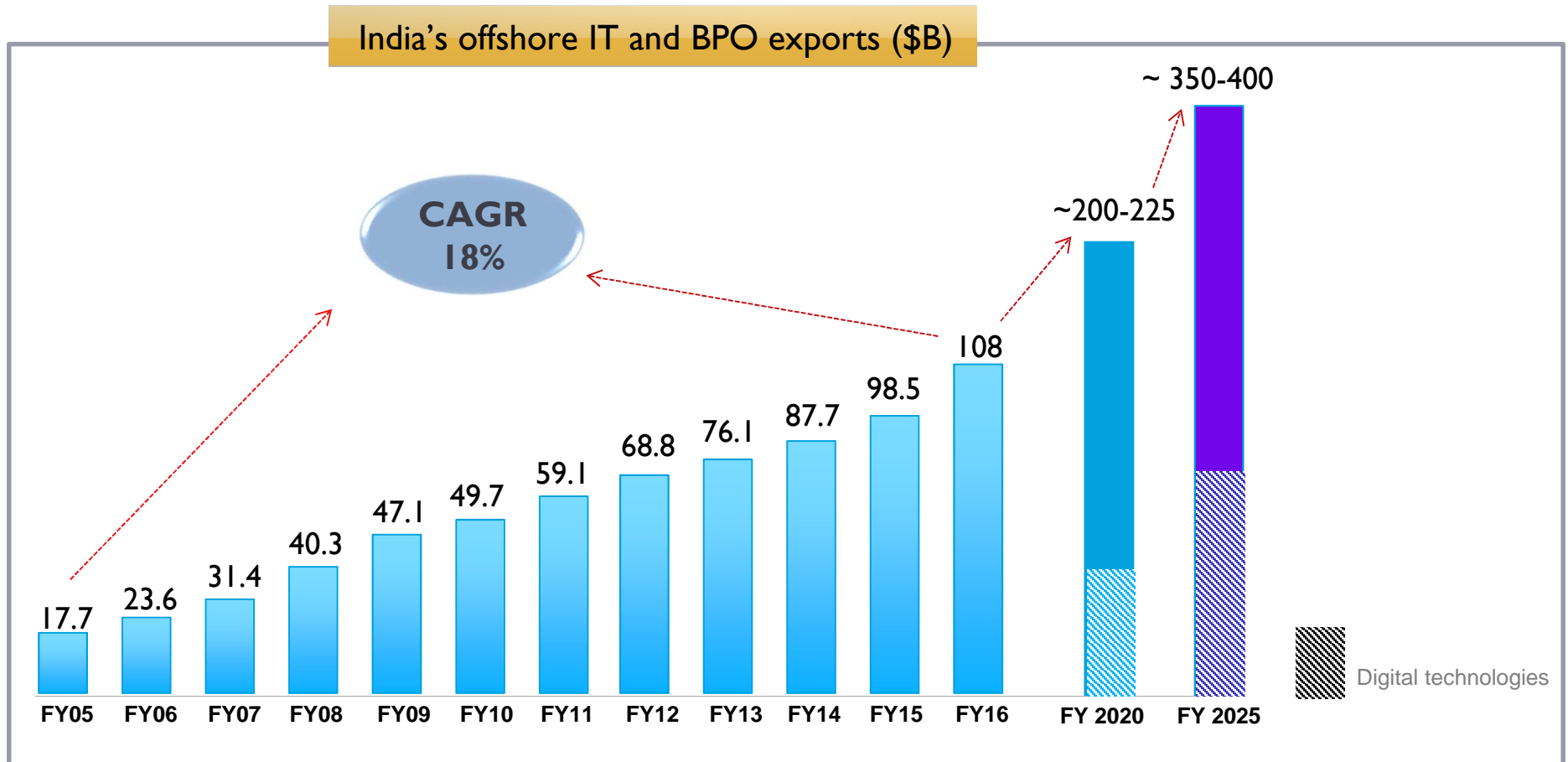
**WINNING TOGETHER**

# Overall Market Opportunity





# India Off-shoring market



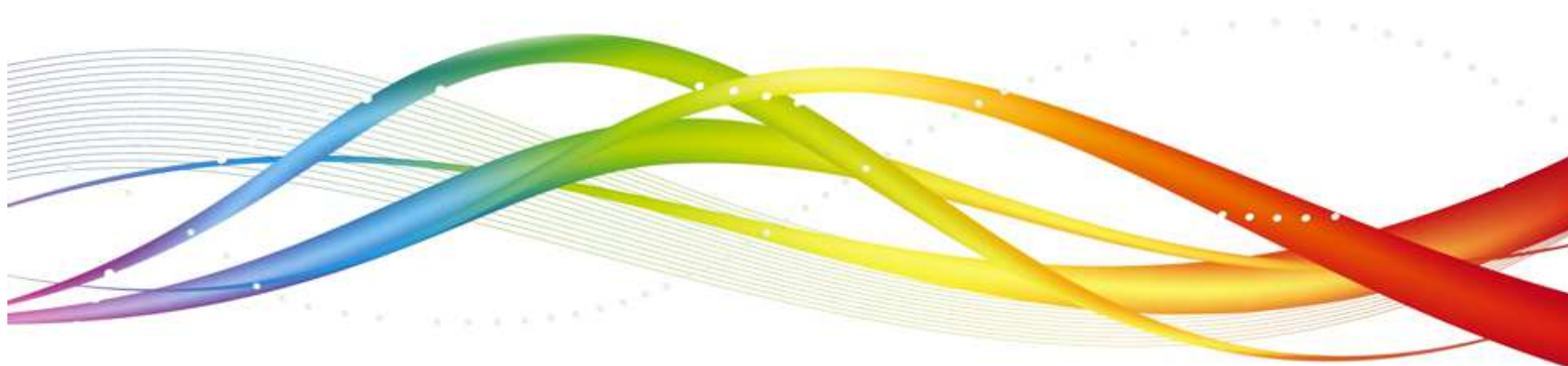
Long Term Fundamentals of the India Off-shoring story remain intact

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



# Themes to win: Run: Modernize the 'Core'

## Integrated Services

- **Solve business problem AsAService rather than offer à la carte services**
- **Delivery-led sales program launched**
- Set up integrated services unit (ISSG) to synergize domain knowledge with end-to-end solutions from multiple services like Apps, Infra & Analytics
- An example is the Managed File Transfer (MFT) platform which is a BPaaS offering hosted on cloud enabling secure transfers of large file in organizations. The platform has transformed B2B file transfers for our Fortune 500 customers
- **ADROIT is** a program for 1000 account delivery managers aimed at fostering learning agility in delivery teams & creating a framework for delivery-led sales.

## Hyper Automation

- **Increase Automation; de-skill task**
- **Robotic Process Automation**
- **Cognitive Intelligence**
- Hyper automation is initiative to drive **robotic process automation (RPA)** and **Cognitive Intelligence** drastically changing traditional IT delivery model
- In FY16 we performed successful PoCs across **42 clients**
- FY17 we plan to scale the PoCs across Infra, AMS & BPS and plan to release 4,500 people from our engagements through automation for the year
- **Released employees** are being trained & redeployed into newer technologies

## Localization

- **Setting up of local delivery centers**
- **Acquisitions**
- **Diversification of Workforce**
- Continuing to focus on the new growth markets like Latin America, Canada, South Africa as well as Continental Europe
- Driving Localization in key markets by increasing **local centers**, a center in Mountain view has already been set up.
- Local presence through **M&A**, such as cellent acquisition in DACH region.
- Increasing the % of locals in the workforce and diversity

## Annuity Services

- **Drive Higher Annuity Mix**
- **Automation Asset covering ADM**
- Drive higher annuity mix for predictability & stickiness in revenues and improve OM
- ADM solutions like portfolio rationalization, modernization, cloud migration and SaaS / PaaS offerings.

## Alliances

- **Strategic, Growth & Niche Alliances**
- A dedicated unit to deepen and widen alliance ecosystems to drive creation of new markets and solutions, expand in key verticals/geographies and drive GTM outcomes.

# Themes to win: Change: Driving the 'Future'

## Digital

- **Advisory, Design & technology**
  - **Transformative** end-user experience
  - Deep investment in **selling Digital**
  - **Training Workforce in Digital**
- Aligned **Consulting** services with Digital unit
  - **Designit**: unique design capabilities driving synergy wins for Wipro
  - Opened **digital pods** in London & New York to serve global customers
  - Dedicated Digital leaders in each vertical; 'One Voice' program to enable front-end across Wipro to pitch Digital services consistently to key customers
  - In FY16 launched a program to train **10,000 employees** in digital technologies.
  - Scaling the training program to cover another 20,000 employees

## Non-Linearity

- Target a larger share of revenue led by **non-linearity**
  - Investments in **Intellectual Property (IP)**.
  - Cognitive Intelligence Platform, **Wipro HOLMES™**
- Focus on core suite of **IP assets** including product (eg. Promax), platform (eg, ServiceNXT), solution (eg. Managed File Transfer) & tool (eg. RPA)
  - **Wipro HOLMES™** has received strong adoption with 18 engagements. Key Wall Street customer deployed **Wipro HOLMES™** for an eKYC solution
  - We have filed for over 1,000 **patents** including many on **Wipro HOLMES™**

## Partner Ecosystem

- **M&A and Wipro Ventures**
  - **Alliances & Academia**
  - **Other strategic partnerships**
- Acquired 4 companies Designit, cellent, Viteos & HealthPlan Services in FY16
  - **Wipro Ventures** invested \$20 million in 6 start-ups operating in the cutting-edge technology space
  - Continue to enhance our 360 degree alliances with key technology companies
  - Initiated **2 joint research programs on AI** with leading universities

## Invest for Future

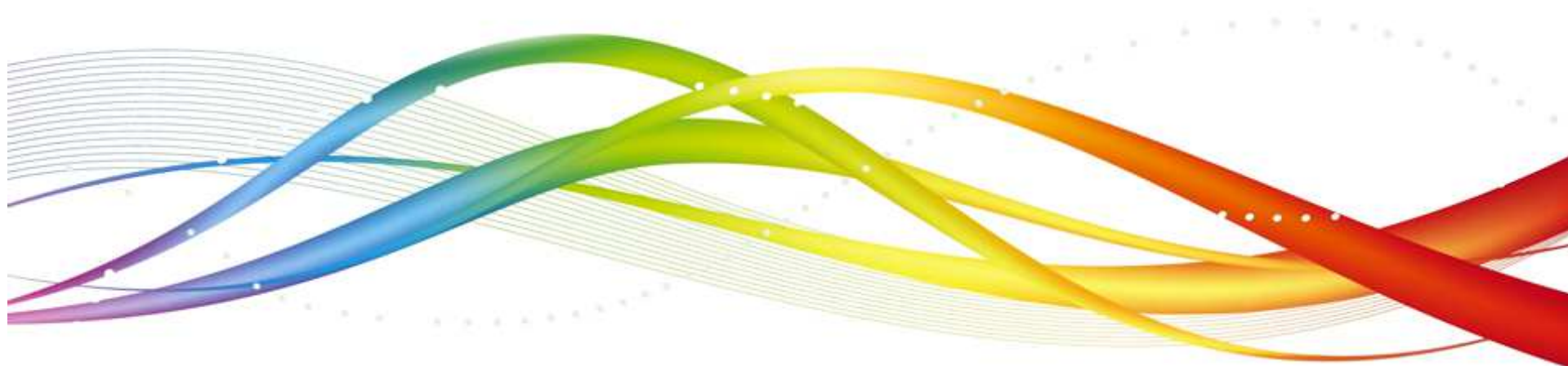
- **Internet of Everything**
  - **Software-Defined**
  - **Cyber-Security**
  - **Open Source**
- Dedicated Units that are addressing the opportunity in emerging areas by delivering platforms, framework and solutions

# Recognitions on Sustainability front

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# Annexure - Key Highlights



# Financial Summary for the Year Ended March 31, 2016 (IFRS)

## Wipro Limited

	FY 16 (Rs million)	YoY Growth
Revenues	512,440	9%
Results from Operating Activities (EBIT)	97,021	2%
Net Income	88,922	3%

Segments	Revenue (Rs million)	YoY Growth	Segment Results (Rs million)	YoY Growth f
IT Services	487,316	11%	99,716	2%

- ▶ Revenue of the Company grew 9% YoY in FY16. Net Income grew 3% YoY.
- ▶ IT Services Revenue grew by 11% on a YoY basis and EBIT grew 2% YoY.
- ▶ Board approved a buyback proposal for purchase by the company of upto 40 million shares at a price of Rs. 625 per equity share aggregating up to Rs.25,000 million.
- ▶ Payout for the year including interim, final dividend and maximum buyback amount is 48 %

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

# Financial Summary for the Quarter Ended March 31, 2016 (IFRS)

## Wipro Limited

	Q4 16 (Rs million)	YoY Growth
Revenues	136,324	12%
Results from Operating Activity (EBIT)	24,836	1%

- ▶ Revenue of the Company grew 12% YoY in the quarter.
- ▶ IT Services Segment Revenue was Rs 127,967 million, an increase of 14% YoY
- ▶ Gross Cash position was Rs. 301,432 million or \$ 4.55 Billion

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. For detailed reconciliations, please refer slide 19 in appendix



# Highlights for the quarter

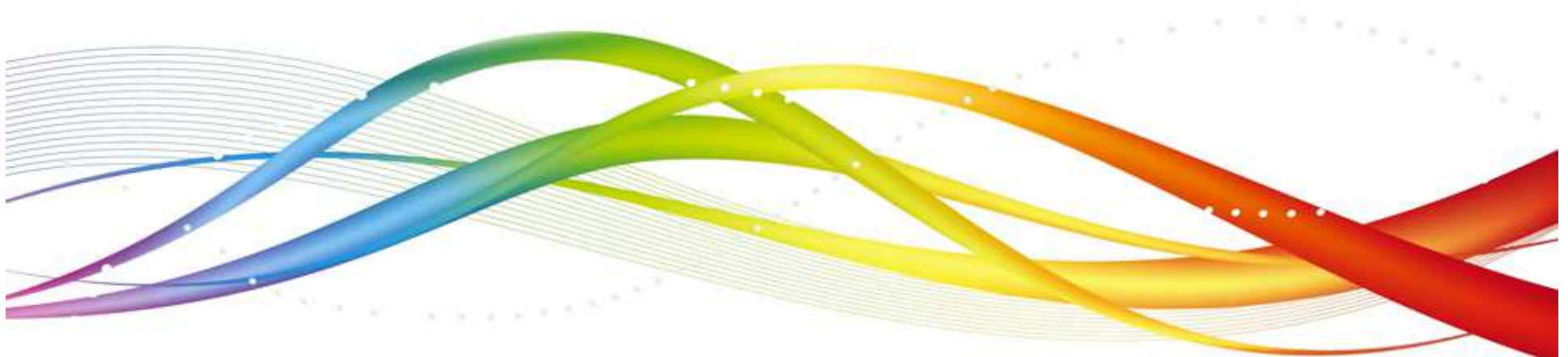
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- ▶ Non-GAAP constant currency IT Services Segment USD Revenue grew 2.7% QoQ and grew 7.8% YoY.
- ▶ IT Services Segment Margins was 20.1% for the quarter.
- ▶ Wipro completed the acquisition of Health Plan Services, a BPaaS company in US
- ▶ Quarterly Annualized voluntary attrition dropped from 16.3% in Q3 to 14.9%
- ▶ Net Headcount addition of 2,248 in the quarter. Headcount now stands at 172,912.

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

WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR million)	
	As of Mar 31, 2016
<b>Computation of Gross cash position</b>	
Cash and cash equivalents	99,049
Available for sale investments - current	132,944
Inter corporate and term deposit - current	69,439
<b>Total</b>	<b>301,432</b>

## Reconciliation of Free Cash Flow

WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR million)	
	Three months ended Mar 31, 2016
Profit for the period [A]	22,350
<b>Computation of Free cash flow</b>	
Net cash generated from operating activities	19,277
<i>Add/(deduct) cash inflow/(outflow) on :</i>	
-	
Purchase of Property, plant and equipment	(5,273)
Proceeds from sale of Property, plant and equipment	278
<b>Free cash flow attributable to equity holders of the company [B]</b>	<b>14,281</b>
<b>Free cash flow as a percentage of Net income [B/A]</b>	<b>64%</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 March 31, 2016		Three months ended March 31, 2016	
IT Services Revenue as per IFRS	\$1,882.0	IT Services Revenue as per IFRS	\$1,882.0
Effect of Foreign currency exchange movement	\$ 5.6	Effect of Foreign currency exchange movement	\$ 30.3
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$ 1,887.6	Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$1,912.3