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](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

1. Our track record on performance

2. Overall Market Opportunity

3. Our Strategy
Track Record on Performance
Growth of IT Services business

IT Services Revenue $ Mn

Revenues for FY16 at $7.3 billion
IT Services Business has grown at a CAGR of 12% in the last 9 years

- 1150+ active global clients
- Eight $100M relationships
- 56% revenues on Fixed Price

- Partner to Industry
- Part of NYSE TMT Index
- Present in six continents
- 55% Revenues from America

- Global footprint
- Over 170,000 workforce
- 100+ nationalities represented
- 32%+ women employees

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Revenue Distribution

**Revenue contribution a**
- Top 1 customer: 2.6%
- Top 5 customers: 10.1%
- Top 10 customers: 17.5%

**Customer Metrics**
- Customers >$100 MN: 8
- Customers >$1 MN: 571

Strong contribution from top customers

**Service Line distribution**

- AS: 43.8%
- GIS: 28.2%
- PES: 7.3%
- BPS: 13.4%
- Analytics: 7.3%
- GIS-Global Infrastructure Services
- PES-Product Engineering Services
- BPS-Business Process Services
- AS-Application Services

**Business Unit-wise share**

- ENU: 12.9%
- COMM: 7.5%
- FS: 25.5%
- CBU: 15.7%
- HLS: 16.0%
- MNT: 22.4%

**Geographical Distribution**

- APAC and OEM: 10.8%
- I&ME: 10.4%
- Europe: 24.0%
- Americas: 54.8%

Scale in developed & presence in emerging markets

Diversified BU portfolio to hedge sector risk

Revenue well-diversified across verticals, service line & geographies

The distribution percentages have been calculated based on Q2FY17 USD revenues for the Business Unit/ Service line/ Geography
Overall Market Opportunity
India Off-shoring market

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

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
  - 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
  - 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.
- Acquisitions
  - Local presence through **M&A**, such as cellent acquisition in DACH region.
- Diversification of Workforce
  - 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 3 companies Designit, cellent & 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
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.
Recognitions on Sustainability front
Annexure - Key Highlights
Revenue of the Company grew 10% YoY in the quarter.

IT Services Segment Revenue was Rs 131,366 million, an increase of 9.1% YoY

Gross Cash position was Rs. 313,666 million or $ 4.71 Billion

Gross Cash is the sum of (i) cash and cash equivalents plus (ii) Investments – Current.
For detailed reconciliations, please refer slide 10 in appendix
Highlights for the quarter ended September 30, 2016

- Non-GAAP constant currency IT Services Segment USD Revenue grew 0.9% QoQ and grew 7.2% YoY.

- IT Services Segment Margins was maintained at 17.8% as headwinds from salary increases were offset by strong operational improvements in automation-led productivity, offshoring and utilization improvements.

- Gross Utilization has increased by 134 bps to 71.2%.

- Digital Eco-system constitutes 19.6% of revenues

- Acquired Appirio, a leader in cloud applications across Salesforce and Workday implementation services

For reconciliation of non-GAAP constant currency IT Services USD revenues please refer to slide 10
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 million)</th>
<th>As of September 30, 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Computation of Gross cash position</td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>55,167</td>
</tr>
<tr>
<td>Investments - Current</td>
<td>258,499</td>
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<tr>
<td>Total</td>
<td>313,666</td>
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</tbody>
</table>

### Reconciliation of Free Cash Flow

<table>
<thead>
<tr>
<th>WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR million)</th>
<th>Three months ended September 30, 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit for the period</td>
<td>[A] 20,672</td>
</tr>
<tr>
<td>Computation of Free cash flow</td>
<td></td>
</tr>
<tr>
<td>Net cash generated from operating activities</td>
<td>26,367</td>
</tr>
<tr>
<td>Add/(deduct) cash inflow/(outflow) on</td>
<td></td>
</tr>
<tr>
<td>Purchase of Property, plant and equipment</td>
<td>(6,949)</td>
</tr>
<tr>
<td>Proceeds from sale of Property, plant and equipment</td>
<td>120</td>
</tr>
<tr>
<td>Free cash flow [B]</td>
<td>19,538</td>
</tr>
<tr>
<td>Free cash flow as a percentage of Net income [B/A]</td>
<td>94.5%</td>
</tr>
</tbody>
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### 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>
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<tbody>
<tr>
<td>Three months ended September 30, 2016</td>
</tr>
<tr>
<td>IT Services Revenue as per IFRS</td>
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<tr>
<td>IT Services Revenue as per IFRS</td>
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<tr>
<td>Effect of Foreign currency exchange movement</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 previous quarter exchange rates</td>
</tr>
<tr>
<td>Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year</td>
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</tbody>
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