



Performance for Quarter ended September 30, 2017

Jatin Dalal

Chief Financial Officer

October 17, 2017

Financial summary for the quarter ended September 30, 2017

All figures based on IFRS	Q2'18 (₹ crores)	Sequential Growth
IT Services Revenue	13,169	1.1%
Results from Operating Activities (EBIT)	2,278	4.0%
Profit After Tax (PAT)	2,192	5.5%

- **IT Services Revenues in dollar terms grew 2.1% and 0.3% in constant currency sequentially**
- **IT Services Revenue crossed \$2.0 billion for the quarter**
- **IT Services Margin for the quarter expanded 48 bps to 17.3%.**
- **Our Gross cash at September 30, 2017 was at ₹38,447 crores.**
- **Announced the acquisition of Cooper, a design & business consultancy to accelerate the expansion of digital capability in North America**

1crore= 10million

PAT refers to Profit for the period, attributable to equity holders of the Company

Highlights for the quarter

- The number of customers in >50 buckets increased from 36 to 39.
- Top Ten accounts accelerated momentum by growing 4.9% sequentially.
- Digital revenues at 24.1% of IT Services revenues, now forms nearly a quarter of our IT Services business.
- We trained 12,000 employees on digital skills.
- Opened a local innovation center in Mt View, California. 50+ client CXOs have visited in the first 50 days
- Gross Utilization has expanded by 90 bps sequentially to end Q2 at 72.9%
- Generated productivity of 2,500 people in the L2 and above bucket leveraging Wipro HOLMES™

IT Services - Revenue Dynamics for quarter ended September 30, 2017

Business units

1. Financial Services grew 5.1% sequentially and 13.6% YoY on reported currency.
2. Manufacturing & Technology grew 3.4% sequentially and 6.9% YoY on reported currency.

Geographies

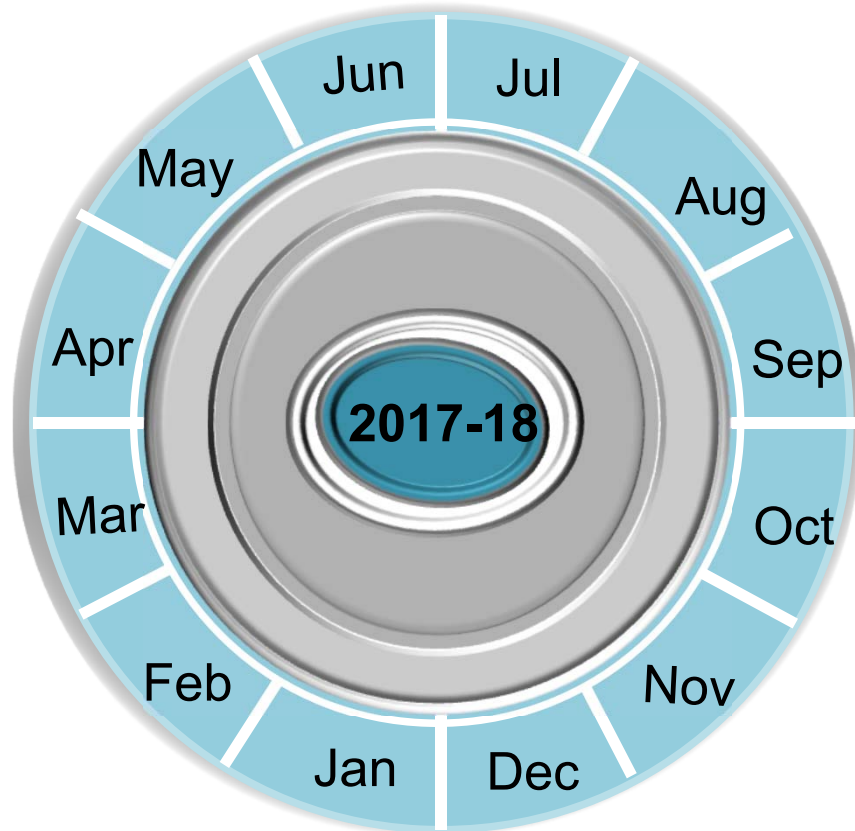
1. Europe grew 5.8% sequentially and 9.8% YoY on reported currency.
2. APAC and Other emerging markets grew 7.4% sequentially and 10.8% YoY on reported currency

Services

1. Application services grew 1.4% sequentially and 9% YoY on a reported currency basis
2. Global Infrastructure Services grew 3.5% sequentially and 6.0% YoY on a reported currency basis

Looking ahead

Looking ahead for the quarter ending December 31, 2017



We expect the Revenue from our IT Services business to be in the range of \$ 2,014 million to \$2,054 million*.

* Guidance is based on the following exchange rates: GBP/USD at 1.34, Euro/USD at 1.19, AUD/USD at 0.81, USD/INR at 64.26 and USD/CAD at 1.23.

Supplemental Data

Key Operating Metrics of IT Services



Key Operating Metrics in IT Services for the Quarter ended September, 2017

Particulars	Q2'18	Q1'18	Q2'17
Revenue Composition			
Communications	6.5%	6.8%	7.5%
Finance Solutions	27.6%	26.7%	25.5%
Manufacturing & Technology	22.8%	22.5%	22.4%
Healthcare, Life Sciences & Services	13.7%	14.8%	16.0%
Consumer	15.9%	15.8%	15.7%
Energy, Natural Resources & Utilities	13.5%	13.4%	12.9%
Geography Composition			
Americas	53.6%	54.5%	54.8%
Europe	25.1%	24.2%	24.0%
India & Middle East Business	9.9%	10.4%	10.4%
APAC & Other Emerging Markets	11.4%	10.9%	10.8%
People related			
Employee Count	163,759	166,790	159,791



Thank You

- Jatin Dalal
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Appendix



Reconciliation of Selected GAAP measures to Non-GAAP measures

Reconciliation of Gross Cash

WIPRO LIMITED AND SUBSIDIARIES (Amounts in ₹crores)	
	As of September 30, 2017
Computation of Gross cash position	
Cash and cash equivalents	5,141
Investments - Current	33,306
Total	38,447

Reconciliation of Free Cash Flow

WIPRO LIMITED AND SUBSIDIARIES (Amounts in ₹crores)		
	Three months ended September 30, 2017	Half year ended September 30, 2017
Profit for the period [A]	2,192	4,268
Computation of Free cash flow		
Net cash generated from operating activities	1,734	4,690
<i>Add/(deduct) cash inflow/(outflow) on :</i>		
Purchase of Property, plant and equipment	(542)	(962)
Proceeds from sale of Property, plant and equipment	3	69
Free cash flow [B]	1,195	3,797
Free cash flow as a percentage of Net income [B/A]	55%	89%

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 September 30, 2017		Three months ended September 30, 2017	
IT Services Revenue as per IFRS	\$2013.5	IT Services Revenue as per IFRS	\$2,013.5
Effect of Foreign currency exchange movement	\$ (36.6)	Effect of Foreign currency exchange movement	\$ (44.1)
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$ 1,976.9	Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$1,969.4