Wipro Limited

Presentation to Investors

July - September 2017
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 Services Revenue ($ million)

IT Services Business has grown at a CAGR of above 10% in the last 10 years

Other Highlights

Partner to Industry
- 1200+ active global clients
- Nine $100M relationships
- 58% revenues on Fixed Price

Global footprint
- Part of NYSE TMT Index
- Present in six continents
- 55% Revenues from America

Diverse talent pool
- Over 160,000 employees
- 100+ nationalities represented
- 33%+ women employees
Revenue distribution – Well diversified

Revenue Distribution

Revenue contribution*
- Top customer: 2.9%
- Top 5 customers: 10.3%
- Top 10 customers: 17.5%

Customer Metrics
- Customers >$100 MN: 9
- Customers >$1 MN: 624

*Trailing Twelve month basis

Service Line distribution

GIS (Global Infrastructure Services) 28%
PES (Product Engineering Services) 7%
BPS (Business Process Services) 12%
Analytics 7%
Application Services 46%

Geographical Distribution

Americas 55%
Europe 24%
APAC 11%
I&ME 10%
OEM 11%
APAC-Asia Pacific
I&ME-India & Middle-East

Revenue well-diversified across verticals, service line & geographies

The distribution percentages have been calculated based on Q1FY18 USD revenues for the Business Unit/Service line/Geography.

Business Unit-wise share

- BFSI (Banking, Financial Services and Insurance)
- HLS (Healthcare & Life Sciences)
- CBU (Consumer BU)
- ENU (Energy, Natural Resources & Utilities)
- COMM (Communications BU)
- MNT (Manufacturing and Technology)

Diversified BU portfolio to hedge sector risk

Scale in developed & presence in emerging markets

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Overall market opportunity
Global market size

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

CAGR 17%

- Long Term Fundamentals of the India Off-shoring story remain intact
- Off-shoring market is expected to grow at a 15% CAGR for the next eight 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 2017
Our strategy
## Themes to win: Change: Driving the ‘Future’

### Digital

- **Advisory, Design & technology**
  - Designit, has integrated well with our digital unit and the Joint GTM is helping in securing synergy deals

- **Transformative end-user experience**
  - Have 14 global digital pods; Have more than 75,000 technical employees trained on digital skills

- **Training Workforce in Digital**
  - Digital grew from 17.5% of revenues in Q1 FY17 to 22.5% in Q1 FY18
  - Consulting grew from 5% of revenues in Q1 FY17 to 5.7% of revenues in Q1 FY18

### Non-Linearity

- **Investments in IP**
  - Focus on core suite of IP assets including product (eg. Promax), platform (eg. ServiceNXT), solution (eg. Managed File Transfer) & tool (eg. RPA)

- **Target incremental revenue led by IP**
  - *Holmes for Business* is focused on building verticalized solutions. E.g use cases in areas such as compliance, onboarding, customer service, supply chain & anomaly detection

- **Wipro HOLMES**
  - We have filed for over 1,730 patents including many on HOLMES and Blockchain

### World class Ecosystem

- **M&A and Wipro Ventures**
  - M&A: Acquired 5 companies Designit, Cellent, HealthPlan Services, Appirio and Infoserver over the last 24 months
  - Ventures has 10 minority investments. We have multiple commercial GTM engagements with our portfolio companies
  - Academia Partnerships: Our focus is to work with academic institutions and associations in the United States, Europe, Israel and India in the fields of computer and electrical engineering

- **Alliances & Academia**
  - Horizon Program: we are investing in key areas such as AI, cloud computing, cybersecurity, digital experience, digital marketing & commerce, Industry 4.0, Block Chain and Software Defined everything

- **Strategic partnerships**
  - Crowdsourcing: We are innovators in building crowdsourcing delivery models to serve enterprise customers.

- **Horizon Intrapreneurship**
  - New Age Ecosystem: We have formed a fresh group tasked with creating solutions, platforms and offerings for these customers in the areas of digital, cloud, analytics, cybersecurity and BPaaS, among others
Themes to win: Run: Modernize the ‘Core’

Integrated Services

- Traction with integrated services unit (ISSG) set up to synergize domain knowledge with end-to-end solutions from multiple services like Apps, Infra & Analytics to solve customer problem and enhance client mining
- An examples is a KYC process hosted within Wipro environment with client data, client onboarding platform and Holmes eKYC solution being hosted in Wipro data center with BPS delivery from multiple locations
- Pipeline of Integrated deals pipeline have risen steadily over the last five quarters

Hyper Automation

- Hyper automation is initiative to drive robotic process automation (RPA) and Cognitive Intelligence drastically changing traditional IT delivery model
- Set up a dedicated integrated unit called HOLMES to drive hyper-automation across IT & Business operations
- In FY17, generated productivity worth 12,000+ persons. In FY18, focus on higher levels of automation; Productivity of 2,100 people in the L2+ bucket YTD; Released employees are being trained & redeployed into newer technologies
- E.g. In one of our European customers, we have integrated Wipro Holmes with customer’s ITSM platform to provide up to 50 % auto resolution of tickets and 42 % auto resolution in Service requests

Localization

- Over half of U.S. workforce are local; New centers near Detroit and in Mountain View
- We have over 1,000 employees each in states of Florida, California, Georgia & Texas
- Focus on key markets such as Continental Europe, Latin America and Middle-East
Winning together with strategic alliances

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.

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Recognitions on sustainability front
Annexure – key highlights
## Financial summary for the quarter ended June 30, 2017

### All figures based on IFRS

<table>
<thead>
<tr>
<th></th>
<th>Q1’18 (₹ crores)</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Revenues</td>
<td>13,626</td>
<td>0.2%</td>
</tr>
<tr>
<td>Profit After Tax (PAT)</td>
<td>2,077</td>
<td>1.2%</td>
</tr>
</tbody>
</table>

- IT Services Segment revenue grew 0.3% in constant currency- above the upper end of the guidance range.
- Due to cross-currency impact, IT Services Segment revenue on reported USD basis grew 0.9%.
- IT Services Margin for the quarter was at 16.8%.
- Continued to generate robust Operating Cash Flow at 142% of Net Income.
- Our Gross cash was at ₹37,204 crores.
- Top Ten accounts accelerated momentum by growing 4.4% QoQ.

1 crore = 10 million

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

• Localization Focus: Locals form over 50% of our U.S. workforce.

• Net Addition to Employee count in the quarter was 1,309.

• The number of customers in >50 buckets increased by two sequentially.

• We trained 15,000+ employees on digital skills. We now have 75,000+ employees trained on digital skills.

• Completed allotment of Bonus equity shares of ₹2/- each in the ratio of 1:1

• Board approved proposal for Buyback of ₹11,000 crore at a buyback price of ₹320.

For reconciliation of non-GAAP constant currency IT Services USD revenues please refer to slide 18
Segment Profit refers to Segment Results
1 crores= 10 million
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>(Amounts in ₹crores)</th>
<th>As of June 30, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Computation of Gross cash position</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>5,432</td>
<td></td>
</tr>
<tr>
<td>Investments - Current</td>
<td>31,772</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>37,204</td>
<td></td>
</tr>
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#### Reconciliation of Free Cash Flow

<table>
<thead>
<tr>
<th>WIPRO LIMITED AND SUBSIDIARIES</th>
<th>(Amounts in ₹crores)</th>
<th>Three months ended June 30, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Computation of Free cash flow</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net cash generated from operating activities</td>
<td>2,956</td>
<td></td>
</tr>
<tr>
<td>Add/(deduct) cash inflow/(outflow) on:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Purchase of Property, plant and equipment</td>
<td>(421)</td>
<td></td>
</tr>
<tr>
<td>Payment for Business Acquisition</td>
<td>(327)</td>
<td></td>
</tr>
<tr>
<td>Proceeds from sale of Property, plant and equipment</td>
<td>66</td>
<td></td>
</tr>
<tr>
<td>Free cash flow [B]</td>
<td>2,274</td>
<td></td>
</tr>
<tr>
<td>Free cash flow as a percentage of Net income [B/A]</td>
<td>110%</td>
<td></td>
</tr>
</tbody>
</table>

#### 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 June 30, 2017 | Three months ended June 30, 2017 |
| IT Services Revenue as per IFRS         | $1,971.7                                      |
| Effect of Foreign currency exchange movement | $(12.1)                                      |
| Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates | $1,959.6                                      |
| IT Services Revenue as per IFRS         | $1,971.7                                      |
| Effect of Foreign currency exchange movement | $24.2                                        |
| Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year | $1,995.9                                      |