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
4. Key Highlights
Track record on performance
Growth in IT Services business

IT Services Revenue ($ Million)

IT Services Business has grown at a CAGR of over 6.5% in the last 10 years*

Other Highlights

Partner to Industry
• 1000+ active global clients
• Fifteen $100M relationships
• 41% Revenue from Digital

Global footprint
• Part of NYSE TMT Index
• Present in six continents
• 59+% Revenue from Americas

Diverse talent pool
• Over 175,000 employees
• 100+ nationalities represented
• 35%+ women employees

* IT Services Revenue from FY2017-18 to FY 2019-20 is excluding revenue from India State Run Enterprise business which was carved out as a separate segment under IFRS effective Q3'19
**Q2’21 Revenue Distribution – Diversified Portfolio**

**Revenue Distribution**

- **Revenue contribution**
  - Top customer: 3.2%
  - Top 5 customers: 12.0%
  - Top 10 customers: 19.6%

**Customer Metrics**

- Customers >$100 MN: 11
- Customers >$1 MN: 573

**Service Line Distribution**

- DOP – Digital Operations & Platforms: 16%
- CIS – Cloud and Infrastructure Services: 26%
- DAAI – Data, Analytics and AI: 7%
- AS – Application Services: 44%
- IES – Industrial & Engineering Services: 7%

**Geographical Distribution**

- US: 58%
- Europe: 24%
- Rest of the World: 18%
- ROW comprises India & Middle East, Asia Pacific and Other Emerging Markets

**Business Unit Distribution**

- BFSI - Banking, Financial Services and Insurance: 31%
- CBU – Consumer Business Unit: 16%
- COMM – Communications: 14%
- ENU - Energy, Natural Resources and Utilities: 13%
- HBU – Health Business Unit: 13%
- MFG – Manufacturing: 8%
- TECH – Technology: 13%

Revenue diversified across verticals, service lines & geographies

^ Trailing 12-month basis
Overall market opportunity
Global market size

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

1. Long Term Fundamentals of the India offshoring story remain intact
2. Offshoring market grew at a ~15% CAGR in the last 15 years
3. Revenues from Digital technologies was $33bn in FY’2019; grew 30% YoY

Our Strategy
We realize our vision through our strategy

1. Business Transformation
   - Consulting led approach across Domain & Technology
   - Strategic design capabilities e.g. Designit, Cooper

2. Modernization
   - Integrated Cloud first approach across Apps, Infra & Data e.g. Cloud Studio
   - Hyper-Automation delivered through Wipro HOLMES
   - Modernization of IT landscape
     - API & Microservices
     - New ways of working i.e. Agile, DevOps & Crowdsourcing

3. Connected Intelligence
   - Data to Intelligence to Outcomes - DDP & HOLMES
   - Leveraging strong industrial & engineering service capabilities & assets – Autonomous systems, 5G, IOT

4. Trust
   - Address changing security, privacy & regulatory landscape through a consulting led approach to Cyber-security
   - Collaboration with security ecosystem partners & governing bodies

Enabled by

**Talent**
π & X shaped talent | Local & Distributed | Product managers, Full stack engineers | Topcoder – Crowdsourcing talent @ scale

**IPs/Platforms**
IP as a core differentiator in solution | BPaaS addressing Industry & Horizontal processes

**Open Innovation Ecosystem**
M&A | Wipro Ventures (Start Up Ecosystem) | Partner Ecosystem | Horizon Program | Academia & Expert Networks | Crowdsourcing innovation

© wipro
At Wipro, strategic partnerships are one of the core pillars of our business strategy. We have a 360 degree relationship with our partners and the Wipro Winning Together approach is aimed at delivering unparalleled value to our clients.
Ecology, Community and People Program highlights

**Ecology**
- 9.8% reduction in business travel footprint in last three years
- 53% increase YoY in energy saving due to server virtualization
- 3 Biodiversity projects completed till date

**Education**
- **Systemic Reforms**: Supported 132 organizations working towards systemic reforms in school education through 198 educational projects and initiatives across 29 states
- **Sustainability Education**: Cumulative participation in flagship Wipro Earthian program from 1,498 schools and colleges across 79 districts in 29 states and 3 UT’s in FY20

**Community Care**
- **Healthcare outreach**: Over 122,000 people from disadvantaged communities
- Restored livelihoods of more than 8,000 people affected by natural disasters through 6 rehabilitation programs

**People**
- 35% women employees
- 110 nationalities
- 400+ employees with disabilities

**Customers**
- Total number of active customers in Q2’21 at 1,089
- 97 new customers added during Q2’21

**Suppliers**
- 108,400+ EPEAT Gold and over 590 EPEAT Silver and Bronze category products across desktops, laptops, displays, imaging equipment and mobiles in FY19
Recognized as member of Dow Jones Sustainability Index (DJSI), World for the eighth time in a row. Wipro is also a member of the DJSI Emerging Markets Index.

Wipro selected as a member of the 2018 Vigeo Eiris Emerging Market Sustainability Index (the 70 most advanced companies in the Emerging Market Region).

We participate in investors led disclosures- FTSE Russel ESG and others.

Received CSR Rating of Gold from Ecovadis.

Association for Talent Development (ATD) – Best of Best Award for FY 2017

Key highlights
# Financial summary for the quarter ended September 30, 2020

<table>
<thead>
<tr>
<th>All figures based on IFRS</th>
<th>Q2’21 ( ₹ million)</th>
<th>QoQ Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Services Revenue</td>
<td>147,681</td>
<td>1.2%</td>
</tr>
<tr>
<td>IT Services Operating Income</td>
<td>28,351</td>
<td>1.9%</td>
</tr>
</tbody>
</table>

1. IT Services Segment Revenue in dollar terms was $1,992.4 million.
2. IT Services Segment Revenue increased 3.7% sequentially decreased and 2.8% YoY.
3. Non GAAP IT Services CC revenue increased by 2.0%. It was down 3.4% in YoY CC terms.
4. IT Services Operating Margins was at 19.2% up 0.2% QoQ and 1.1% on YoY basis.
5. Net income attributable to Equity shareholders for the quarter was ₹24.7 billion. EPS was ₹4.3 and grew by 3.1% QoQ.
Other highlights for the quarter

1. Gross Utilization is at 76.4% for Q2’21
2. Offshore revenue mix is at 50.4% for Q2’21
3. Voluntary Attrition on LTM basis has reduced to 11.0%
4. Localization in US now at 71.9%
5. Hired about 12,000 employees which includes onboarding of 3,000 freshers in Q2’21
Thank You
## Reconciliation of selected GAAP measures to Non-GAAP measures (1/2)

### Reconciliation of Gross Cash as of September 30, 2020

<table>
<thead>
<tr>
<th>Wipro Ltd and Subsidiaries</th>
<th>Amount in INR Crores</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Computation of Gross Cash</strong></td>
<td></td>
</tr>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>25,813</td>
</tr>
<tr>
<td>Investments - Current</td>
<td>15,242</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>41,055</strong></td>
</tr>
</tbody>
</table>

### Reconciliation of Free Cash Flow for three months and six months ended September 30, 2020

<table>
<thead>
<tr>
<th>Wipro Ltd and Subsidiaries</th>
<th>Amount in INR Crores</th>
<th>Three months ended September 30, 2020</th>
<th>Six months ended September 30, 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Computation of Free Cash Flow</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Income for the period [A]</td>
<td>2,466</td>
<td>4,856</td>
<td></td>
</tr>
<tr>
<td>Net cash generated from operating activities</td>
<td>4,413</td>
<td>8,594</td>
<td></td>
</tr>
<tr>
<td><strong>Add/ (deduct) cash inflow/ (outflow)on:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Purchase of property, plant and equipment</td>
<td>(410)</td>
<td>(835)</td>
<td></td>
</tr>
<tr>
<td>Proceeds from sale of property, plant and equipment</td>
<td>38</td>
<td>46</td>
<td></td>
</tr>
<tr>
<td><strong>Free Cash Flow [B]</strong></td>
<td>4,042</td>
<td>7,806</td>
<td></td>
</tr>
<tr>
<td><strong>Free Cash Flow as percentage of Net Income [B/A]</strong></td>
<td><strong>163.9%</strong></td>
<td><strong>160.7%</strong></td>
<td></td>
</tr>
</tbody>
</table>
Reconciliation of selected GAAP measures to Non-GAAP measures (2/2)

Reconciliation of Non-GAAP Constant Currency IT Services Revenue to IT Services Revenue as per IFRS ($Mn):

Three Months ended September 30, 2020
IT Services Revenue as per IFRS $ 1,992.4
Effect of Foreign currency exchange movement $ (32.9)
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates $ 1,959.5

Three Months ended September 30, 2020
IT Services Revenue as per IFRS $ 1,992.4
Effect of Foreign currency exchange movement $ (12.9)
Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year $ 1,979.5