



Wipro Limited

Investor Presentation

For the quarter ended March 31, 2025

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



Our track record on performance



Overall Market Opportunity



Our Strategy



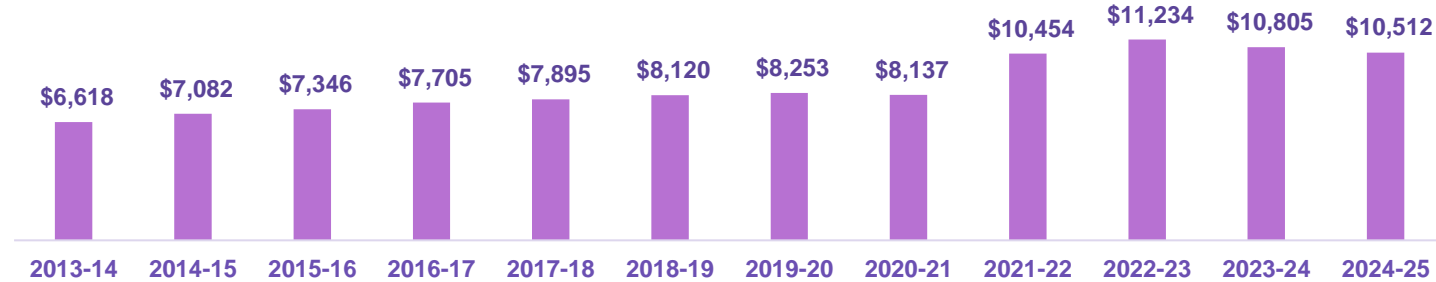
Key Highlights

**Our track
record on
performance**



Growth in IT Services business

IT Services Revenue (\$M)



Other highlights

Partner to Industry

- 1,371 active global clients
- Top customer concentration at 3.0% of revenue
- Twenty-two \$100M+ relationships

Global footprint

- Part of NYSE TMT Index
- Present in six continents
- Employees across 65 countries

Diverse talent pool

- 233,000+ employees
- 146 nationalities represented
- 36.6% 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

• FY 21- 22 onwards India SRE is added to the services revenue numbers.

• The above data is as of 31st March 2025

Q4'25 Revenue Distribution – Diversified Portfolio

Revenue Mix

Revenue Contribution

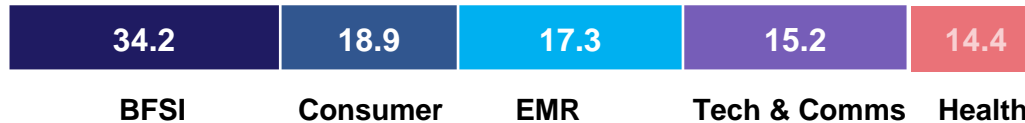
Top Customer	4.4%
Top 5 Customers	14.5%
Top 10 Customers	24.2%

Customer Metrics*

Customers > \$100M	17
Customers > \$50M	44

*Trailing 12-month basis

Sector Mix (%)**



Strategic Market Unit Mix (%)



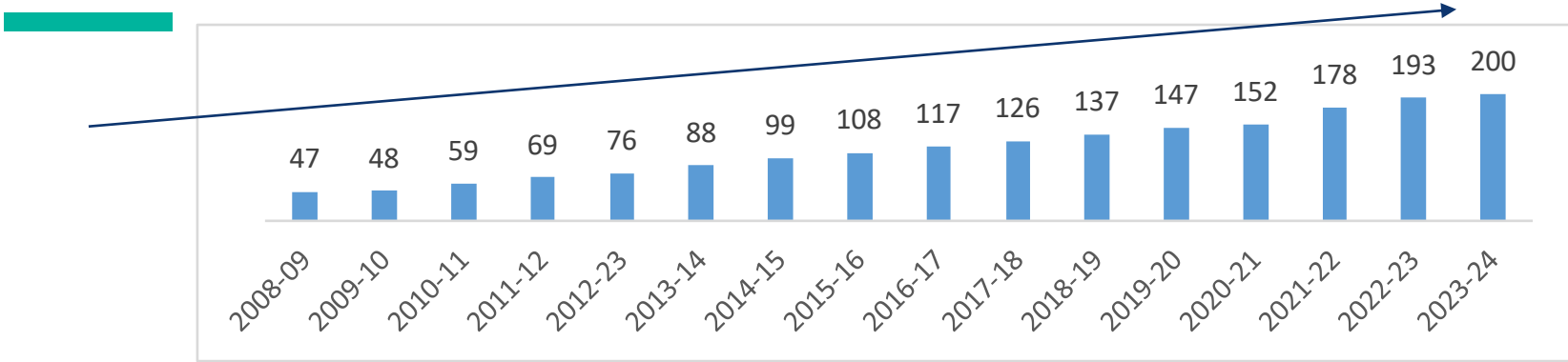
Revenue Mix (%)**



Overall market opportunity

Global Market Size

India's offshore IT & BPO exports (\$B)



CAGR of 10.1% in last 15 years

1. Indian IT services sector is expected to grow at 2% y-o-y in FY2025 driven by the growing need for infrastructure management and networking services in distributed environments, cloud-based software testing services, and consulting services.
2. Enterprises continue to prioritize cost takeout and operational excellence initiatives with spending having eased towards the end of FY2024 and expected to gradually improve in FY2025

Source: NASSCOM– Priming for a No Normal future - Strategic Review 2024

Our strategy



**A Consulting-led, AI-powered Wipro for our priority industries,
helping transform our clients' businesses.**

Consulting-led.



AI-powered.



Industry-focused.



Client-centric.



Purpose-driven.



Our focus is on accelerating execution of our 5 strategic priorities

01.

Building Large Accounts in Profitable Markets / Prioritized Sectors

- Metal Accounts
- Future Metal Accounts
- Big Circle Accounts

02.

Sourcing, Shaping & Winning Large deals

- Proactive engagement with
 - a. Clients
 - b. Hyperscalers
 - c. Advisors & Analysts
 - d. Ecosystem Partners

03.

Differentiating with Fields of Play

- Consulting-led, AI-powered
 - a. Industry Solutions
 - b. Cross Industry Solutions

04.

Building Talent @ Scale

- AI Mindset & Skillset
- Capability building through practice and account academies
- AI powered talent
- Wipro Leadership Institute

05.

5 Pillars of Client Centricity

- Delivery Innovation
- Delivery Excellence
- Delivery led growth
- Demand fulfilment
- Delivery operations

AI Powered Wipro

AI-led Programs/Projects

AI-infused Managed Services

AI-powered Industry & Cross-industry solutions

Continue to strengthen current themes - AI, Consulting, M&A

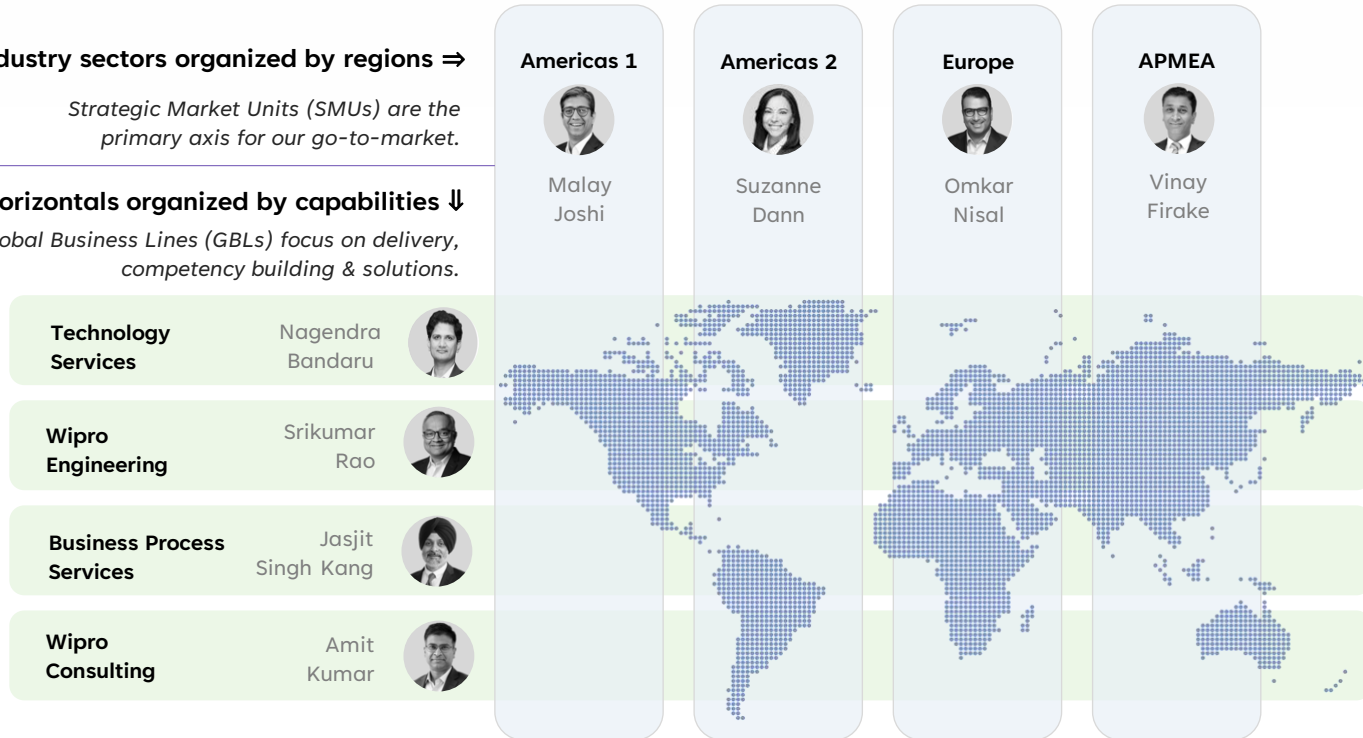
Simplified and re-aligned operating model.

Industry sectors organized by regions ⇒

Strategic Market Units (SMUs) are the primary axis for our go-to-market.

Horizontals organized by capabilities ↓

Global Business Lines (GBLs) focus on delivery, competency building & solutions.



Education, Ecology, Community care highlights



Ecology

- 76% of total consumption from Renewable energy
- 35% of our water is recycled out of total water consumption



Education

- **School Education:** Supported over ~1.2L children (including ~15,000 children with disability), 8,000 teachers through 140+ partner NGOs
- **Sustainability Education: Over: 10,000+ children and~3000 teachers** have engaged with Wipro earthian's school program that seeks to make sustainability axiomatic to education



Community Care

- Provided disaster relief support for 267 families who are affected with flood in Anna Nagar and river bed area of Delhi.
- Support a portfolio of 25 healthcare projects.



People

- 36.6% women employee
- 146 nationalities
- 1664 employees with disabilities



Customers

- 98.9% revenue generated from existing customers in FY'24
- 229 new customers added during FY'24



Urban ecology

- Supported participatory water management practices and community grant projects in 6 cities. 11+ small grants initiatives are also ongoing in the cities of Bengaluru, Chennai and Hyderabad

Key highlights

Financial summary for the quarter ended March 31, 2025

All figures based on IFRS	Q4'25 (₹ million)	QoQ Growth	YoY Growth
IT Services Revenue	224,453	0.7%	1.7%
IT Services Operating Income	39,270	0.7%	8.5%

- IT Services Segment Revenue in dollar terms was \$2,596.5 million
- IT Services Segment Revenue declined (-) 1.2% QoQ and declined (-) 2.3% YoY in reported terms
- Non-GAAP IT Services revenue declined (-) 0.8% QoQ and declined (-) 1.2% YoY in constant currency terms
- IT Services Operating Margins was at 17.5%, flat QoQ and 1.1% YoY.
- Net income attributable to Equity shareholders for the quarter was ₹35.7 billion, grew 6.4% QoQ and 25.9% YoY and Earnings Per Share was at ₹3.4, an increase of 6.2% QoQ and 25.8% YoY.

Other highlights for the quarter

- **Total bookings was at \$4.0 billion, up by 10.5% YoY in constant currency terms.**
 - **Large deal bookings was at \$1.8 billion, up by 48.5%YoY in constant currency terms.**
 - **Operating cash flows at 104.4% of Net Income.**
 - **Voluntary attrition at 15.0% on TTM basis.**
-

Outlook

for Quarter ending June 30, 2025

QoQ CC

-3.5% to -1.5%

We expect revenue from our IT Services business segment to be in the range of \$2,505 million to \$2,557 million

*Outlook for the Quarter ending June 30, 2025, is based on the following exchange rates: GBP/USD at 1.26, Euro/USD at 1.05, AUD/USD at 0.63, USD/INR at 86.60 and CAD/USD at 0.70

Reconciliation of selected GAAP measures to Non-GAAP measures (1/2)

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

Three Months ended March 31, 2025	
IT Services Revenue as per IFRS	\$2,596.5
Effect of Foreign currency exchange movement	\$11.4
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$2,607.9

Three Months ended March 31, 2025	
IT Services Revenue as per IFRS	\$2,596.5
Effect of Foreign currency exchange movement	\$29.8
Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$2,626.3

Year ended March 31, 2025	
IT Services Revenue as per IFRS	\$10,511.5
Effect of Foreign currency exchange movement	\$45.0
Non-GAAP Constant Currency IT Services Revenue based on previous year exchange rates	\$10,556.6

Reconciliation of selected GAAP measures to Non-GAAP measures (2/2)

2. Reconciliation of Free Cash Flow for three months and twelve months ended March 31, 2025

	Amount in INR Mn	
	Three months ended March 31, 2025	Twelve months ended March 31, 2025
Net Income for the period [A]	35,881	132,180
Computation of Free Cash Flow		
Net cash generated from operating activities [B]	37,465	169,426
<i>Add/ (deduct) cash inflow/ (outflow) on:</i>		
Purchase of property, plant and equipment	(6,875)	(14,737)
Proceeds from sale of property, plant and equipment	306	1,822
Free Cash Flow [C]	30,896	156,511
Operating Cash Flow as percentage of Net Income [B/A]	104.4%	128.2%
Free Cash Flow as percentage of Net Income [C/A]	86.1%	118.4%



Thank you.