



# Wipro Limited

Investor Presentation

For the quarter ended December 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](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

**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

- 1,282 active global clients
- Top customer concentration at 4.3% of revenue
- 17 \$100M+ relationships

• 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 31<sup>st</sup> March 2025

### Global footprint

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

### Diverse talent pool

- 233,000+ employees
- 146 nationalities represented
- 37.1% women employees

# Q3'26 Revenue Distribution – Diversified Portfolio

## Revenue Mix

### Revenue Contribution

Top Customer 4.7%

Top 5 Customers 14.4%

Top 10 Customers 23.7%

### Customer Metrics\*

Customers > \$100M 16

Customers > \$50M 45

\*Trailing 12-month basis

## Sector Mix (%)



■ BFSI ■ Consumer ■ Tech & Comms ■ EMR ■ Health

## Strategic Market Unit Mix (%)



■ Americas 1 ■ Americas 2 ■ Europe ■ APMEA

## Revenue Mix (%)\*\*



■ Offshore revenue ■ Onsite revenue

# 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**

- Strategic clients
- Enabling operating model to drive business value for clients
- GCCs

02.

**Sourcing, Shaping &  
winning large deals  
with Consulting-led, AI  
powered approach**

- Bringing the power of Wipro & its ecosystems
  - Strategic partners
  - Wipro Ventures
  - Advisors, Analysts & Expert networks

03.

**Differentiating with  
Wipro Intelligence**

- Industry & Delivery platforms
- Consulting-led, AI-powered Industry, Cross-Industry & Functional Solutions
- Wipro Innovation Network (AI Labs, Partners)

04.

**Talent @ Scale**

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

05.

**Client Centricity**

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

**AI Powered Wipro**

**Wipro Intelligence, 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.

### Technology Services

Nagendra Bandaru



### Wipro Engineering

Srikumar Rao



### Business Process Services

Jasjit Singh Kang



### Wipro Consulting

Amit Kumar



### Americas 1



Malay Joshi

### Americas 2



Suzanne Dann

### Europe



Omkar Nisal

### APMEA



Vinay Firake



# Education, Ecology, Community care highlights

## Ecology

- 84% of total consumption from Renewable energy
- 31% of our water is recycled out of total water consumption



## People

- 37.1% women employee
- 146 nationalities
- 2,080 employees with disabilities



Based on FY24 numbers



## Education

- **School Education:** Our geographic presence in India spans 28 states and UTs where through a network of 157 partners our work creates positive outcomes for 526,188 students, of which 68,068 are children with disabilities
- **Sustainability Education:** Over 12,598 students and 3,000+ teachers engaged with Wipro Earthian's school program



## Community Care

- Relief and support provided to families impacted by Wayanad landslides in 10 wards in the Meppadi Panchayat of Wayanad.
- Efforts encompassed rehabilitation of 4,200+ people affected by the disaster.
- Implemented 23 healthcare projects, reaching 2.06 million people covering several states.



## Customers

- 99.0% revenue generated from existing customers in FY'25
- 197 new customers added during FY'25



## Urban ecology

- Urban Water Initiatives in water-stressed cities of Bengaluru, Hyderabad, Pune, NCR, and Mumbai
- Six small grants awarded across Bengaluru and Mysuru in partnership with Bengaluru Sustainability Forum (BSF) to support action-oriented urban sustainability projects

# Key highlights

# Financial summary for the quarter ended December 31, 2025

All figures based on IFRS	Q3'26 ( ₹ million)	QoQ Growth	YoY Growth
IT Services Revenue	233,781	3.3%	4.9%
IT Services Operating Income	41,186	8.9%	5.6%

- IT services segment revenue was at \$2,635.4 million, increase of 1.2% QoQ and 0.2% YoY in reported terms.
- Non-GAAP IT Services revenue increased (+) 1.4% QoQ and declined (-) 1.2% YoY in constant currency terms
- IT services operating margin for Q3'26 was 17.6%, expansion of 0.9% QoQ and 0.1% on YoY basis.
- Net income for the quarter was at ₹31.2 billion ,decrease of 3.9% QoQ and 7.0% YoY and EPS was at ₹2.98 (\$0.03), decrease of 3.9% QoQ and 7.2% YoY.
- Adjusted for impact of labour code changes, Net Income for the quarter was ₹33.6 billion (\$374.3 million), increase of 3.6% QoQ and 0.3% YoY and EPS for the quarter was ₹3.21 (\$0.04), increase of 3.5 % QoQ and flat YoY.





## Other highlights for the quarter

- **Total bookings was at \$3,335 million, down 5.7% YoY in constant currency**
- **Large deal bookings was at \$871 million, decrease of 8.4% YoY in constant currency**
- **Operating cash flows at 135.4% of Net Income.**
- **Voluntary attrition at 14.2% on TTM basis.**

# Outlook

for Quarter ending March 31, 2026

**QoQ CC  
0.0% to 2.0%**

We expect revenue from our IT Services business segment to be in the range of \$2,635 million to \$2,688 million\*.

\*Outlook for the Quarter ending March 31, 2026, is based on the following exchange rates: GBP/USD at 1.33, Euro/USD at 1.17, AUD/USD at 0.65, USD/INR at 88.85 and CAD/USD at 0.72

## Reconciliation of selected GAAP measures to Non-GAAP measures (1/3)

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

<b>Three Months ended December 31, 2025</b>	
IT Services Revenue as per IFRS	\$2,635.4
Effect of Foreign currency exchange movement	\$6.4
<b>Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates</b>	<b>\$2,641.8</b>

<b>Three Months ended December 31, 2025</b>	
IT Services Revenue as per IFRS	\$2,635.4
Effect of Foreign currency exchange movement	(\$39.1)
<b>Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year</b>	<b>\$2,596.3</b>

## Reconciliation of selected GAAP measures to Non-GAAP measures (2/3)

### 2. Reconciliation of Free Cash Flow for three months and nine months ended December 31, 2025

	<i>Amounts In INR Mn</i>	
	Three months ended Dec 31, 2025	Nine months ended Dec 31, 2025
<b>Profit for the period [A]</b>	31,450	97,439
<b>Computation of Free Cash Flow</b>		
Net cash generated from operating activities [B]	42,594	117,585
<u>Add/ (deduct) cash inflow/ (outflow)on:</u>		
Purchase of property, plant and equipment	(4,668)	(10,782)
Proceeds from sale of property, plant and equipment	79	757
<b>Free Cash Flow [C]</b>	38,005	107,560
<b>Operating Cash Flow as percentage of Net Income [B/A]</b>	135.4%	120.7%
<b>Free Cash Flow as percentage of Net Income [C/A]</b>	120.8%	110.4%

## Reconciliation of selected GAAP measures to Non-GAAP measures (3/3)

### 3. Reconciliation for Adjusted Net Income and Adjusted EPS

Amounts in INR Mn

Particulars	Three months ended Dec 31, 2025	Nine months ended Dec 31, 2025
Net Income [A]	31,190	96,956
Add: Impact on gratuity expenses due to implementation of new labour code [B]	3,028	3,028
Less[C]: Tax on [B]	(590)	(590)
Adjusted Net Income [D]: [A+B+C]	33,628	99,394
Adjusted EPS Basic (₹)	3.21	9.49



# Thank you.