



Wipro Limited

# Investor Presentation

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For the quarter ended **March 31, 2026**

# 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.

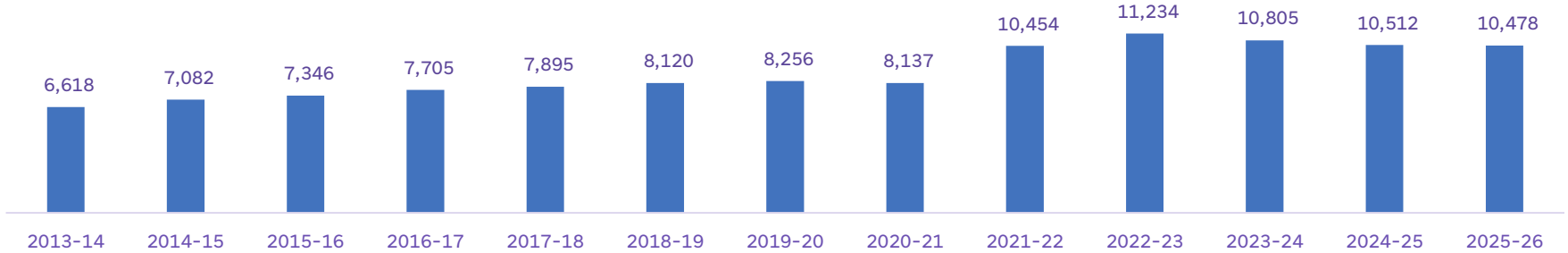
# Agenda

- 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

- 1,233 active global clients
- Top customer concentration at 4.6% of revenue
- 16 \$100M+ relationships

### Global footprint

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

### Diverse talent pool

- 242,000+ employees
- 146 nationalities represented
- 37.5% 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 31<sup>st</sup> March 2026

# Q4'26 Revenue Distribution – Diversified Portfolio

## Revenue Mix

Revenue Contribution	
Top Customer	4.3%
Top 5 Customers	13.8%
Top 10 Customers	23.1%
Customer Metrics*	
Customers > \$100M	16
Customers > \$50M	45

\*Trailing 12-month basis

## Strategic Market Unit Mix (%)

Americas 1	Americas 2	Europe	APMEA
33.2	28.1	27.2	11.5

## Sector Mix (%)

BFSI	Consumer	Tech & Comms	EMR	Health
34.1	18.4	16.8	16.5	14.2

\*\*IT Services excluding DOP (Digital Operations and Platforms) and entities which are not integrated in Wipro limited systems at the beginning of current fiscal year

## Revenue Mix (%)\*\*

Offshore revenue	Onsite revenue
62.8	38.2

# Our strategy



A leading AI-powered technology services and consulting company focused on building innovative solutions that address clients' most complex digital transformation needs.



**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.

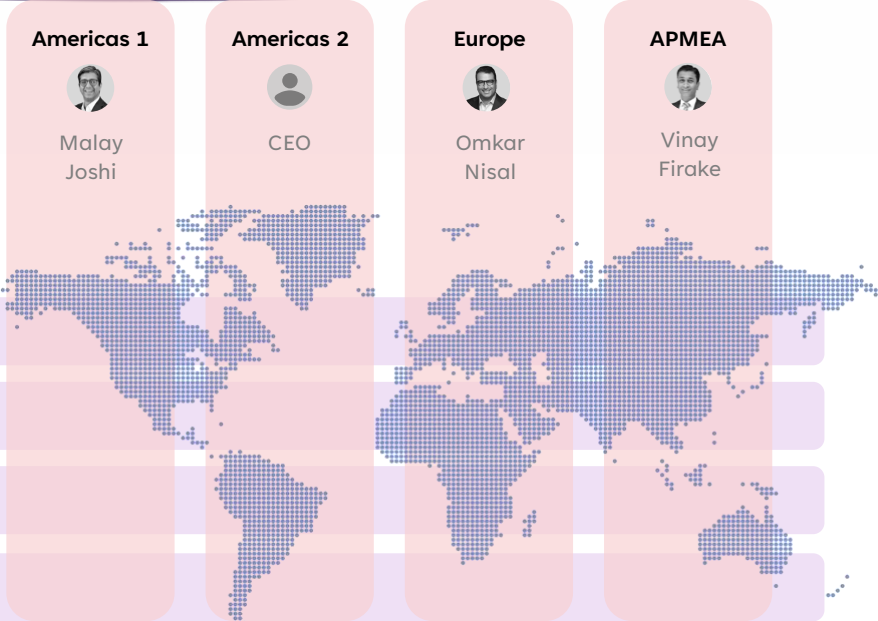
**Industry sectors organized by regions**

*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.*



<b>Consulting</b>	Amit Kumar	
<b>Technology</b>	Kanwar Singh	
<b>Engineering</b>	Srikumar Rao	
<b>Business Process</b>	Jasjit Singh Kang	

**AI-Native Business & Platforms Unit**      Nagendra P Bandaru

**Capco**      Anne-Marie Rowland



# Education, Ecology, Community care highlights

## Ecology

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

## 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.

## People

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

## 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 March 31, 2026

All figures based on IFRS	Q4'26 ( ₹ million)	QoQ Growth	YoY Growth
IT Services Revenue	240,176	2.7%	7.0%
IT Services Operating Income	41,517	0.8%	5.7%

- IT services segment revenue was at \$2,651.0 million, increase of 0.6% QoQ and 2.1% YoY.
- Non-GAAP constant currency IT Services segment revenue increased 0.2% QoQ and decreased 0.2% YoY.
- IT services operating margin for Q4'26 was at 17.3%, decrease of 0.3% QoQ and 0.2% YoY.
- Net income for the quarter was at ₹35.0 billion (\$373.2 million), an increase of 12.3% QoQ and decrease of 1.9% YoY.
- Earnings per share for the quarter at ₹3.34 (\$0.04), an increase of 12.1% QoQ and a decrease of 2.1% YoY.
- Adjusted for impact of labour code changes, Net Income for the quarter was ₹34.9 billion (\$371.5 million), an increase of 3.7% QoQ and EPS for the quarter was ₹3.33 (\$0.04), increase of 3.7 % QoQ

## Other highlights for the quarter

- Total bookings was at \$3,455 million, up by 3.2% QoQ in constant currency.
- Large deal bookings<sup>4</sup> was at \$1,440 million, increase of 65.1% QoQ in constant currency.
- Operating cash flows of ₹31.7 billion (\$338.2 million), decrease of 15.3% YoY and at 90.1% of Net Income for the quarter.
- Voluntary attrition was at 13.8% on a trailing 12-month basis.

# Outlook

for Quarter ending June 30, 2026

QoQ CC

**(-)2.0% to 0.0%**

We expect revenue from our IT Services business segment to be in the range of \$2,597 million to \$2,651 million\*.

*\*Outlook for the Quarter ending June 30, 2026, is based on the following exchange rates: GBP/USD at 1.34, Euro/USD at 1.17, AUD/USD at 0.70, USD/INR at 92.35 and CAD/USD at 0.73*

# 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)

Three Months ended March 31, 2026	
IT Services Revenue as per IFRS	\$2,651.0
Effect of Foreign currency exchange movement	(\$9.6)
<b>Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates</b>	<b>\$2,641.4</b>

Three Months ended March 31, 2026	
IT Services Revenue as per IFRS	\$2,651.0
Effect of Foreign currency exchange movement	(\$58.8)
<b>Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year</b>	<b>\$2,592.2</b>

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

## 2. Reconciliation of Free Cash Flow for three months and twelve months ended 2026

	Amount in INR Mn	
	Three months ended March 31, 2026	Twelve months ended March 31, 2026
<b>Net Income for the period [A]</b>	35,216	132,655
<b>Computation of Free Cash Flow</b>		
Net cash generated from operating activities [B]	31,731	149,316
<i>Add/ (deduct) cash inflow/ (outflow) on:</i>		
Purchase of property, plant and equipment	(4,821)	(15,603)
Proceeds from sale of property, plant and equipment	1	758
<b>Free Cash Flow [C]</b>	26,911	134,471
<b>Operating Cash Flow as percentage of Net Income [B/A]</b>	90.1%	112.6%
<b>Free Cash Flow as percentage of Net Income [C/A]</b>	76.4%	101.4%



# 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 March 31, 2026	Twelve months ended March 31, 2026
Net Income [A]	35,018	131,974
Add: Impact of gratuity expenses and remeasurement of leave encashment due to implementation of new <u>labour</u> code [B]	(272)	2,756
Less[C]: Tax on [B]	115	(475)
Adjusted Net Income [D]: [A+B+C]	34,861	134,255
<b>Adjusted EPS Basic (₹)</b>	<b>3.3</b>	<b>12.8</b>



**Thank you.**