

WIPRO
Applying Thought

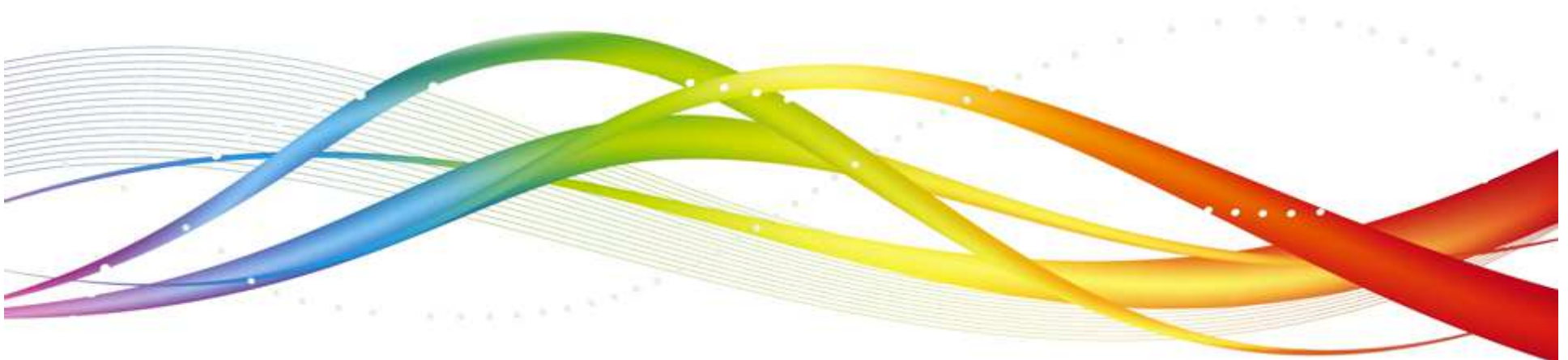


Performance for Quarter ended June 30, 2016

Jatin Dalal

Senior Vice President and Chief Financial Officer

July 19, 2016



Financial Summary for the Quarter Ended June 30, 2016 (IFRS)

Wipro Limited

	Q1 17 (Rs crores)	YoY Growth
Revenues	13,599	11%
Results from Operating Activities (EBIT)	2,285	-5%

- ▶ Revenue of the Company grew 11% YoY in the quarter.
- ▶ IT Services Segment Revenue was Rs 13,109 crore, an increase of 13% YoY
- ▶ Gross Cash position was Rs. 32,211 crores or \$ 4.77 Billion

Gross Cash is the sum of (i) cash and cash equivalents plus (ii) Investments – Current.
For detailed reconciliations, please refer slide 10 in appendix
1 crores=10 million

Highlights for the quarter

- ▶ Non-GAAP constant currency IT Services Segment USD Revenue grew 2.0% QoQ and grew 9.5% YoY.
- ▶ IT Services Segment Margins was 17.8%, after considering the impact of salary increase and the effect of consolidation of our acquired entities for the full quarter.
- ▶ Customer Bucket of “>\$75 Mn accounts” has increased by 1 and “>\$10 Mn accounts” has increased by 10
- ▶ Gross Utilization has increased by 176 bps to 69.9%.
- ▶ Net Headcount addition of 951 in the quarter. Headcount now stands at 173,863.

For reconciliation of non-GAAP constant currency IT Services USD revenues please refer to slide 10
Segment Profit refers to Segment Results
1 crores= 10 million

IT Services - Revenue Dynamics for Quarter Ended June 30, 2016

Business units

1. Healthcare, Life Sciences & Services grew 46.6% on a constant currency YoY basis
2. Communications grew 14.6% on a constant currency YoY basis
3. Finance Solutions grew 5.5% on a constant currency YoY basis

Geographies

1. Europe grew 10.2% on a constant currency YoY basis
2. Americas grew 10.1% on a constant currency YoY basis
3. India and Middle East grew 8.7% on a constant currency YoY basis

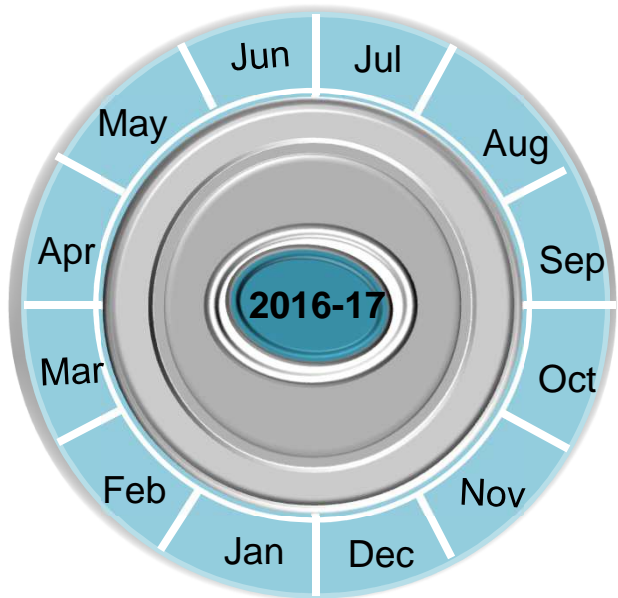
Service Lines

1. Business Process Service grew 48.7% on a YoY reported basis
2. Analytics grew 7.1% on a YoY reported basis
3. Global Infrastructure Services grew 7.0% on a YoY reported basis

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

Looking ahead

Looking ahead for the quarter ending September 30, 2016



**We expect the Revenue from our
IT Services business to be in the range of
\$ 1,931 million to \$ 1,950 million***

* Guidance is based on the following exchange rates: GBP/USD at 1.46, Euro/USD at 1.13, AUD/USD at 0.74, USD/INR at 67.12 and USD/CAD at 1.29

Supplemental Data

Key Operating Metrics of IT Services



Key Operating Metrics in IT Services for the Quarter ended June 30, 2016

Particulars	Q1'17	Q4'16	Q1'16
Revenue Composition			
Communications	7.6%	7.7%	7.4%
Finance Solutions	25.6%	25.4%	26.8%
Manufacturing & Technology	22.5%	23.2%	23.2%
Healthcare, Life Sciences & Services	15.3%	13.3%	11.2%
Consumer	15.8%	16.4%	16.2%
Energy, Natural Resources & Utilities	13.2%	14.0%	15.2%
Geography Composition			
Americas	53.5%	52.5%	52.5%
Europe	25.4%	25.6%	25.6%
India & Middle East Business	10.4%	11.0%	10.6%
APAC & Other Emerging Markets	10.7%	10.9%	11.3%
People related			
Headcount	173,863	172,912	161,789

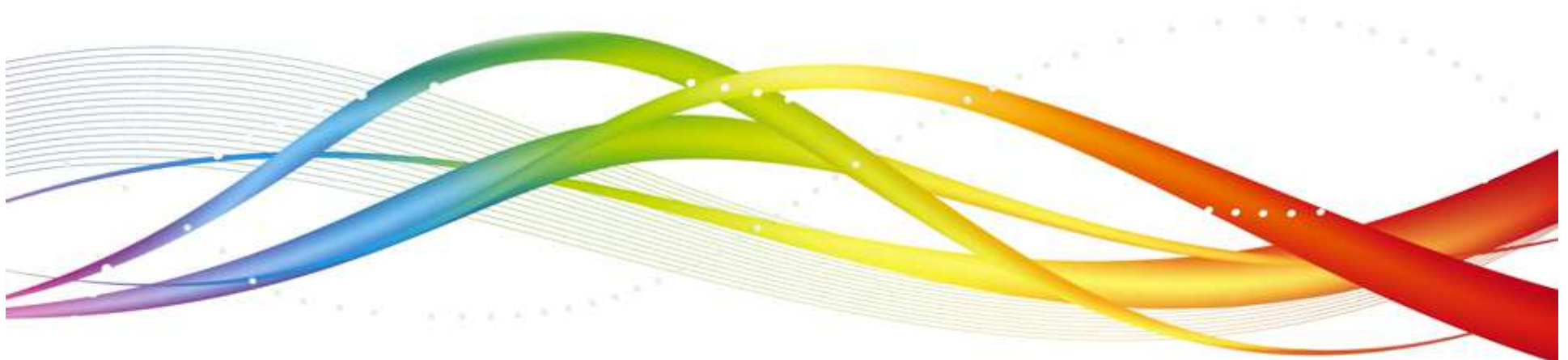


Thank You

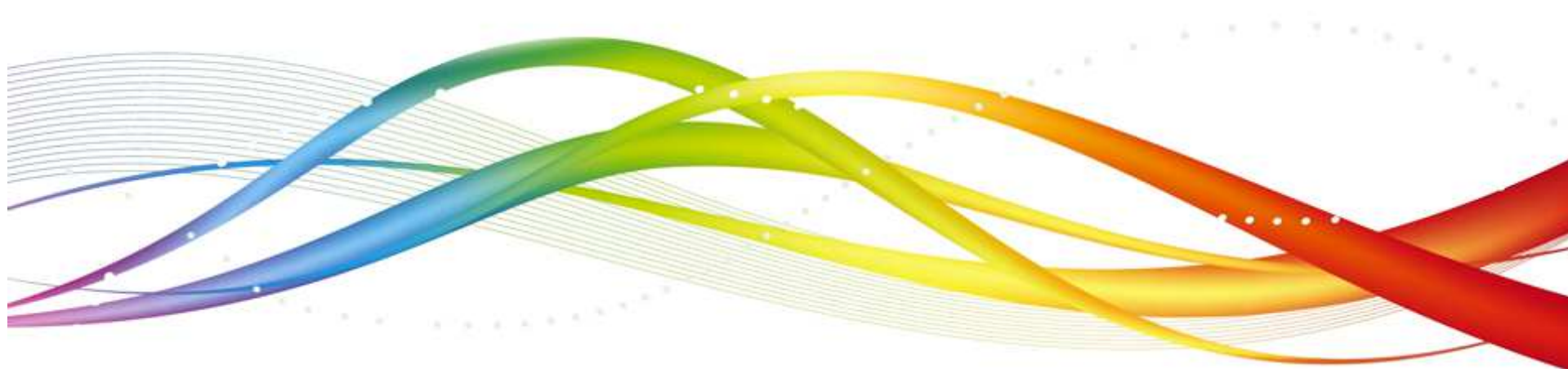
Jatin Dalal

Senior Vice President & Chief Financial Officer

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Appendix



Reconciliation of Selected GAAP measures to Non-GAAP measures

Reconciliation of Gross Cash

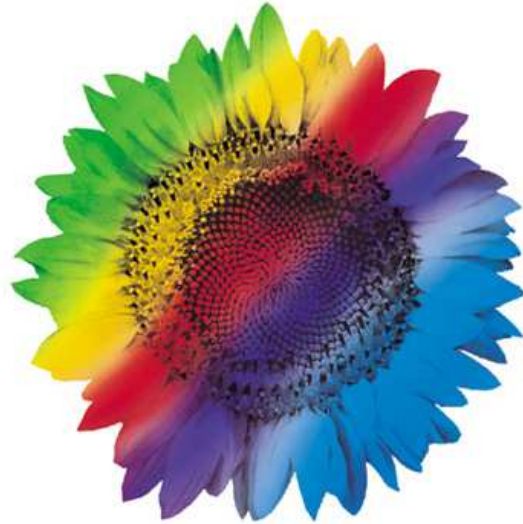
WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR crores)	
	As of June 30, 2016
Computation of Gross cash position	
Cash and cash equivalents	12,444
Investments - Current	19,767
Total	32,211

Reconciliation of Free Cash Flow

WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR crores)	
	Three months ended June 30, 2016
Profit for the period [A]	2,052
Computation of Free cash flow	
Net cash generated from operating activities	1,444
<u>Add/(deduct) cash inflow/(outflow) on :</u>	
- Purchase of Property, plant and equipment	(468)
Proceeds from sale of Property, plant and equipment	4
Free cash flow attributable to equity holders of the company [B]	980
Free cash flow as a percentage of Net income [B/A]	48%

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, 2016		Three months ended June 30, 2016	
IT Services Revenue as per IFRS	\$1,930.8	IT Services Revenue as per IFRS	\$1,930.8
Effect of Foreign currency exchange movement	\$ (10.9)	Effect of Foreign currency exchange movement	\$ 34.2
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$ 1,919.9	Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$1,965.0



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