



Financial Performance

for the Quarter ended December 31,
2021



Jatin Dalal

Chief Financial Officer
Wipro Limited

Revenue for the Quarter

\$ 2.64 Bn

IT Services Revenue | USD

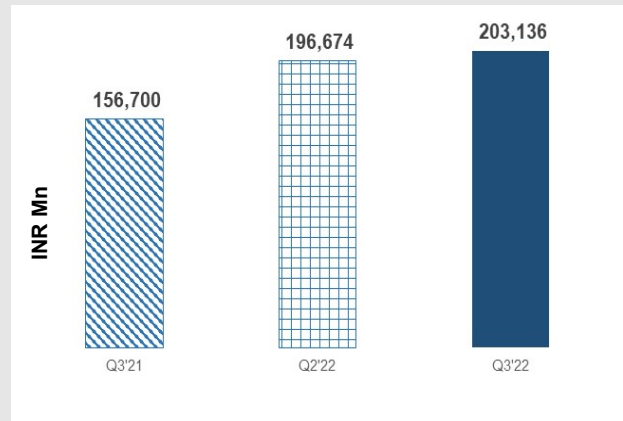
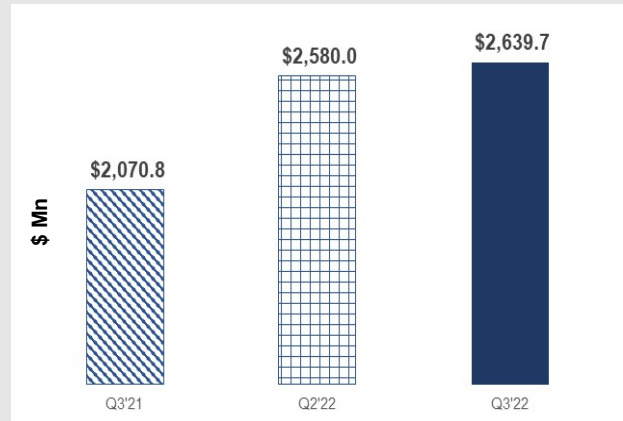
₹ 203.1 Bn

Gross Revenue | INR

IT services
Growth on Constant
Currency Basis:

QoQ: 3.0%

YoY: 28.5%



Operating Margin for the Quarter

IT Services Operating Margin refers to our segment results

17.6 %

IT Services Operating Margin

₹35.5 Bn

Operating Profit (Wipro Ltd.) in INR

Operating Profit growth (Wipro Ltd.)

QoQ: 1.8%

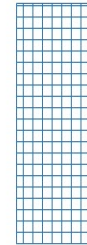
YoY: 5.1%

21.7%



Q3'21

17.8%



Q2'22

17.6%



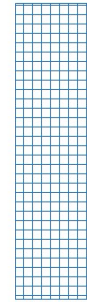
Q3'22

33,813



Q3'21

34,920



Q2'22

35,535



Q3'22

INR Mn

Net Income for the Quarter

Net income refers to the profit attributable to equity share holders of the company

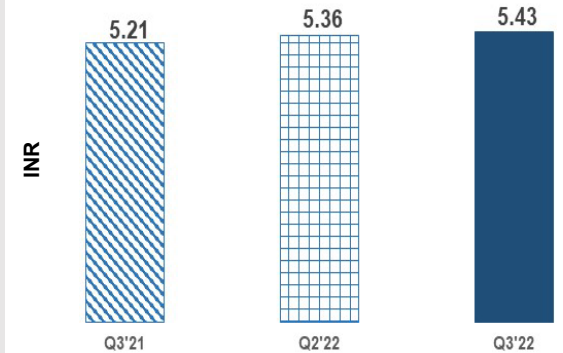
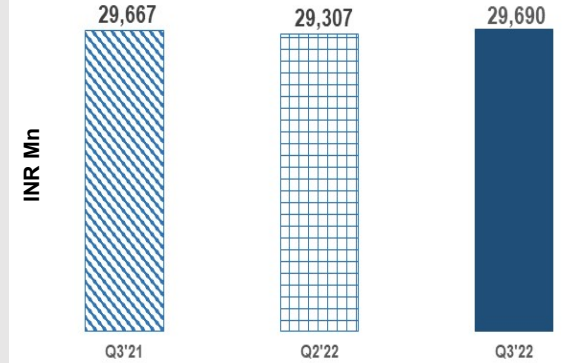
₹ 29.7 Bn

Net Income | INR

₹ 5.43

Earnings Per Share | INR

YoY growth
Net Income: 0.1%
EPS: 4.2%



Other highlights

1. Customer count in >\$100 Mn account moved from 10 to 17, >\$75 Mn moved from 24 to 29 and > \$50Mn account moved from 38 to 47 YoY in Q3'22
2. Order book in ACV terms grew 27% on year-to-date basis
3. Closed 11 large deals resulting in a TCV of over \$600 million
4. Closed acquisition of Edgile, and Leanswift Solutions during the quarter
5. Net headcount add of 41,363 employees YoY in Q3'22
6. Operating cash flow to Net income for Q3'22 was at 101.3%
7. Declared an interim dividend of ₹1 (\$0.013¹) per equity/share ADS

Notes:

1. For the convenience of the readers, the amounts in Indian Rupees in this release have been translated into United States Dollars at the certified foreign exchange rate of US\$1 = ₹74.39, as published by the Federal Reserve Board of Governors on December 31, 2021.

Outlook

for quarter ending March 31, 2022

**QoQ growth
2.0% to 4.0%**

We expect the revenue from our IT Services business to be in the range of \$2,692 million to \$2,745 million*

- Outlook is based on the following exchange rates: GBP/USD at 1.34, Euro/USD at 1.13, AUD/USD at 0.73, USD/INR at 75.73 and CAD/USD at 0.79





Thank You

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

Reconciliation of Gross Cash and Net Cash as of December 31, 2021

	Amount in INR Mn	Amount in \$Mn ¹
Computation of Gross Cash and Net Cash		
Cash & Cash Equivalents	107,458	1,445
Investments - Current	235,740	3,169
Gross Cash	343,198	4,614
Less: Long term and short term borrowings	133,918	1,800
Net Cash	209,280	2,814

Reconciliation of Free Cash Flow for three months and nine months ended December 31, 2021

	Amount in INR Mn	
	Three months ended December 31, 2021	Nine months ended December 31, 2021
Net Income for the period [A]	29,690	91,318
Computation of Free Cash Flow		
Net cash generated from operating activities	30,066	87,482
<i>Add/ (deduct) cash inflow/ (outflow) on:</i>		
Purchase of property, plant and equipment	(5,626)	(15,965)
Proceeds from sale of property, plant and equipment	37	704
Free Cash Flow [B]	24,477	72,221
Free Cash Flow as percentage of Net Income [B/A]	82.4%	79.1%

Notes:

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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 December 31, 2021

IT Services Revenue as per IFRS	\$	2,639.7
Effect of Foreign currency exchange movement	\$	<u>17.2</u>
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$	2,656.9

Three Months ended December 31, 2021

IT Services Revenue as per IFRS	\$	2,639.7
Effect of Foreign currency exchange movement	\$	<u>21.2</u>
Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$	2,660.9

Segment Information

As announced on November 12, 2020, in order to broad base our growth, effective January 1, 2021, the Company re-organized IT Services segment to four Strategic Market Units (“SMUs”) - Americas 1, Americas 2, Europe and Asia Pacific Middle East Africa (“APMEA”).

Americas 1 and Americas 2 are primarily organized by industry sector, while Europe and APMEA are organized by countries.

1. **Americas 1** includes Healthcare and Medical Devices, Consumer Goods and Lifesciences, Retail, Transportation and Services, Communications, Media and Information services, Technology Products and Platforms, in the United States of America and entire business of Latin America (“LATAM”)
2. **Americas 2** includes Banking, Financial Services and Insurance, Manufacturing, Hi-tech, Energy and Utilities industry sectors in the United States of America and entire business of Canada
3. **Europe** consists of United Kingdom and Ireland, Switzerland, Germany, Benelux, Nordics and Southern Europe
4. **APMEA** consists of Australia and New Zealand, India, Middle East, South East Asia, Japan and Africa

The two Global Business Lines:

1. **iDEAS (Integrated Digital, Engineering & Application Services)** will include the following Service Lines - Domain and Consulting, Applications & Data, Engineering and R&D and Wipro Digital
2. **iCORE (Cloud Infrastructure, Digital Operations, Risk & Enterprise Cyber Security Services)** will include Integrated Cloud Infrastructure (CIS), Digital Operations (DOP) and Risk and Enterprise Cybersecurity Services (CRS)

