



Wipro Limited

Presentation to Investors

April - June 2018

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

1 Our track record on performance

2 Overall Market Opportunity

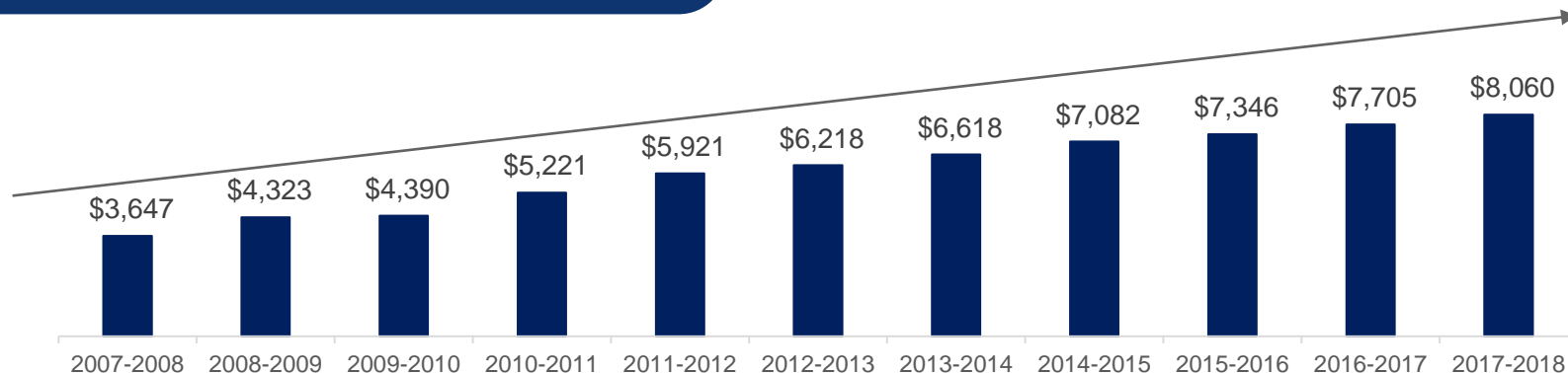
3 Our Strategy

Track record on performance



Growth of IT services business

IT Services Revenue (\$ Million)



IT Services Business has grown at a CAGR of over 8% in the last 10 years

Other Highlights

Partner to Industry

- 1200+ active global clients
- Eight \$100M relationships
- 27% revenues from Digital

Global footprint

- Part of NYSE TMT Index
- Present in six continents
- 50%+ Revenues from America

Diverse talent pool

- Over 160,000 employees
- 100+ nationalities represented
- 33%+ women employees

Q4'18 Revenue distribution – Well diversified

Revenue Distribution

Revenue contribution[^]

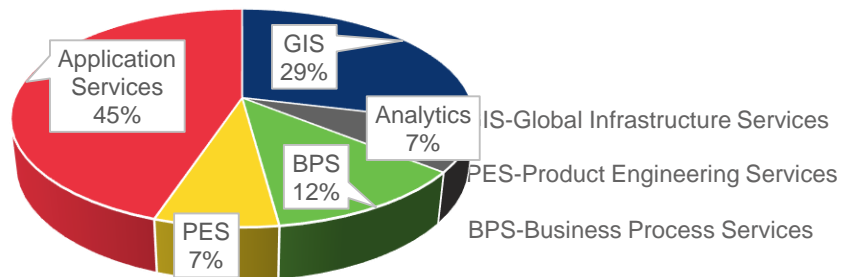
Top customer	3.5%
Top 5 customers	11.9%
Top 10 customers	18.4%

Customer Metrics

Customers >\$100 MN	8
Customers >\$1 MN	631

[^] Trailing Twelve month basis

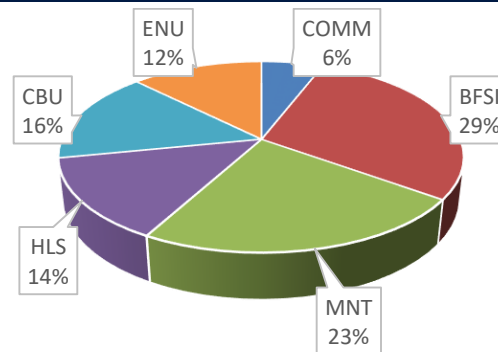
Service Line distribution



Revenue well-diversified across verticals, service line & geographies

The distribution percentages have been calculated based on Q4FY18 USD revenues for the Business Unit/ Service line/ Geography

Business Unit-wise share



BFSI - Banking, Financial Services and Insurance

HLS - Healthcare and Life Sciences

CBU - Consumer BU

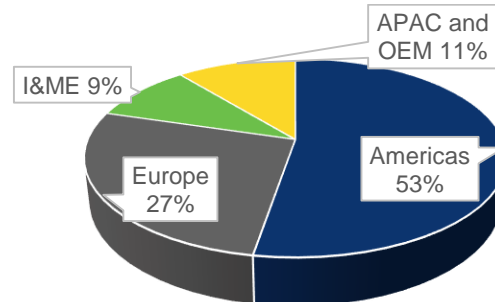
ENU - Energy, Natural Resources and Utilities

COMM - Communications BU

MNT - Manufacturing and Technology

Geographical Distribution

Scale in developed markets & increasing presence in emerging markets



I&ME-India & Middle-East

APAC-Asia Pacific

OEM-Other Emerging Markets

FY'18 Revenue distribution – Well diversified

Revenue Distribution

Revenue contribution[^]

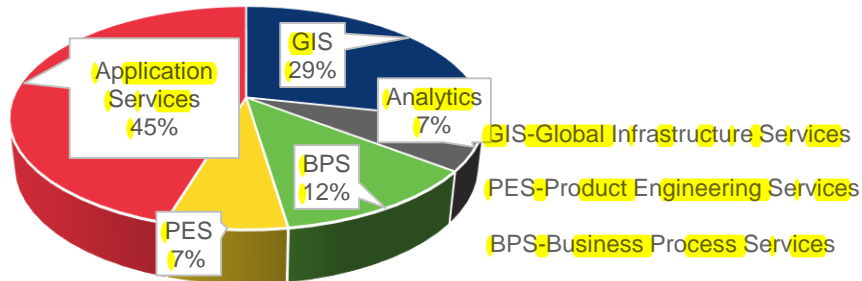
Top customer	3.1%
Top 5 customers	11.1%
Top 10 customers	17.8%

Customer Metrics

Customers >\$100 MN	8
Customers >\$1 MN	631

[^] Trailing Twelve month basis

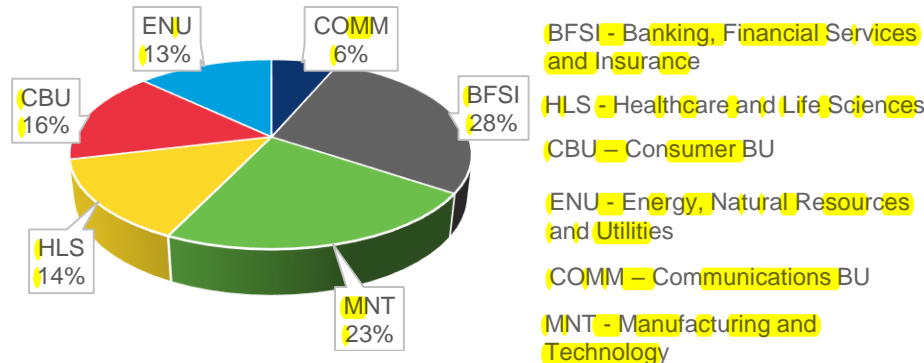
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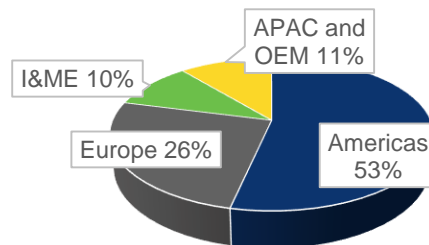
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Business Unit-wise share



Geographical Distribution

Scale in developed & presence in emerging markets



I&ME-India & Middle-East

APAC-Asia Pacific

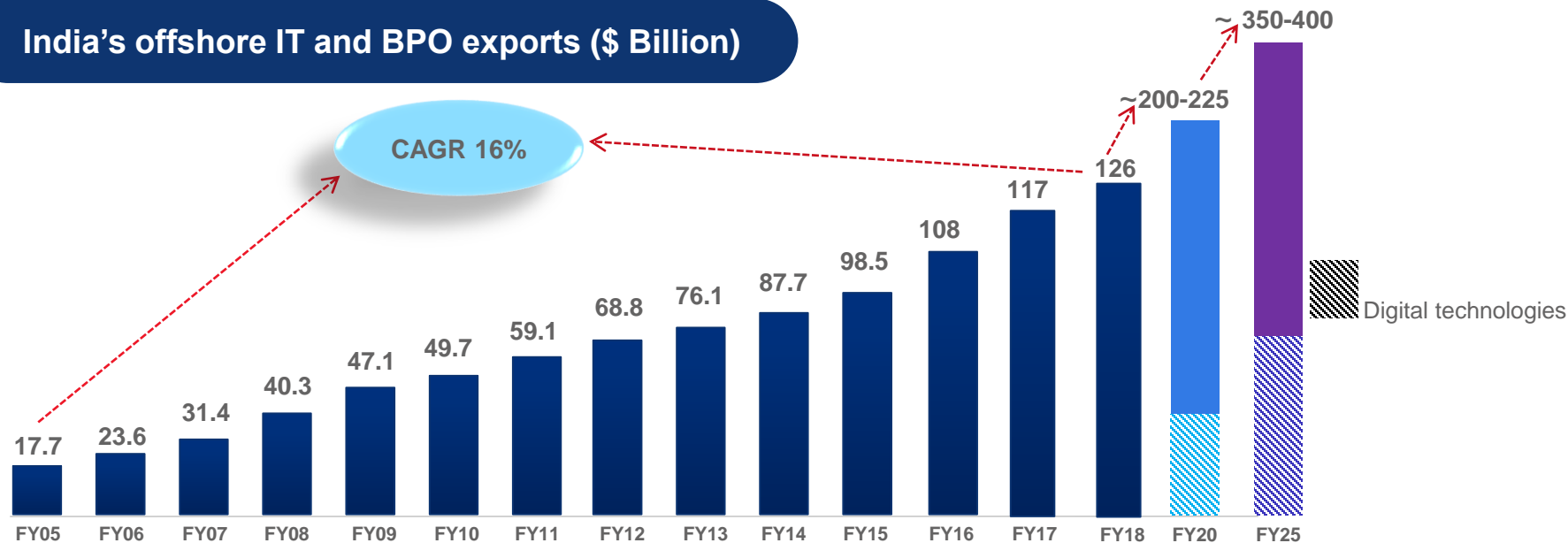
OEM-Other Emerging Markets

Overall market opportunity



Global market size

India's offshore IT and BPO exports (\$ Billion)



- Long Term Fundamentals of the India offshoring story remain intact
- Offshoring market is expected to grow at a 15% CAGR for the next eight years
- Revenues from Digital technologies are expected to represent 23% and 38% share by 2020 and 2025

Our strategy



Themes to win: Change: Driving the 'Future'

Digital

- **Advisory, Design & technology**
 - **Transformative end-user experience**
 - **Training Workforce in Digital**
- Appirio and Designit integrated well with our digital unit and the Joint GTM is helping in securing synergy deals
 - Have 18 global digital pods; More than 90,000 technical employees trained on digital skills
 - Digital grew 27.3% in FY'18. Stands at 26.7% of our overall revenues in Q4'18
 - Consulting grew 26.0% in FY'18. Stands at 6.6% of our overall revenues in Q4'18

Non-Linearity

- **Investments in IP**
 - **Target incremental revenue led by IP.**
 - **Wipro HOLMES**
- Focus on core suite of IP assets including product (eg. Promax), platform (eg. ServiceNXT), solution (eg. Managed File Transfer) & tool (eg. RPA)
 - HOLMESTM for Business is focused on building verticalized solutions. Eg: use cases in areas such as compliance, onboarding, customer service, supply chain & anomaly detection
 - We have filed over 2000 patents including many on HOLMESTM and Blockchain

World class Ecosystem

- **M&A and Wipro Ventures**
 - **Alliances & Academia**
 - **Strategic partnerships**
 - **Horizon Intrapreneurship**
- M&A: Acquired 6 companies - Designit, Cellent, HealthPlan Services, Appirio, Infoserver and Cooper since 2015
 - Ventures has 13 minority investments. Multiple commercial GTM engagements with our portfolio companies
 - Academia Partnerships: Our focus is to work with academic institutions and associations in the United States, Europe, Israel and India in the fields of computer and electrical engineering
 - Horizon Program: 19 themes funded in FY'18. Investing in AI, cloud computing, cybersecurity, digital experience, digital marketing & commerce, Industry 4.0, Blockchain and Software Defined everything
 - Crowdsourcing: Innovators in building crowdsourcing delivery models to serve enterprise customers
 - New Age Ecosystem: We have formed a fresh group tasked with creating solutions, platforms and offerings for these customers in the areas of digital, cloud, analytics, cybersecurity and BPaaS, amongst others

Themes to win: Run: Modernize the 'Core'

Integrated Services

- **Solve business problem as-a-service rather than offer à la carte services**
- Traction with integrated services offerings to synergize domain knowledge with end-to-end solutions from multiple services like Apps, Infra & Analytics to solve customer problems and enhance client mining
- An example is a KYC process hosted within Wipro environment with client data, client onboarding platform and HOLMES™ eKYC solution being hosted in Wipro data center with BPS delivery from multiple locations

Hyper Automation

- **Increase Automation; de-skill task**
- **Focus on automation**
- **Robotic Process Automation**
- **Cognitive Intelligence**
- Hyper automation is initiative to drive robotic process automation (RPA) and Cognitive Intelligence drastically changing traditional IT delivery model
- Dedicated integrated unit – Wipro HOLMES™ to drive hyper-automation across IT & Business operations
- In FY18, generated productivity worth 8,000 persons from automation-led productivity gains. Released employees are being trained & redeployed into newer technologies
- Wipro has been chosen by a leading North American healthcare technology company as their strategic partner. We are leveraging our Wipro HOLMES™ platform to implement digital solutions harnessing the power of cognitive computing, machine learning and hyper-automation

Localization

- **Setting up local delivery centers**
- **Acquisitions**
- **Diversification of Workforce**
- More than 55% of U.S. workforce is local
- More than 75% of our APAC employees are local. In Latin America, almost all our employees are local
- Focus on key markets such as Continental Europe, Latin America and Middle-East

Winning together with strategic alliances



Joint Value



Thought Leadership



Executive Commitment

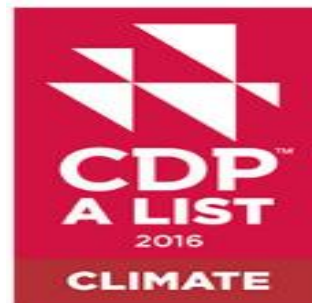
Wipro's WINNING TOGETHER approach is all about driving joint Go to Market initiatives in partnership with Strategic Alliances and help customers Do Business Better

Wipro Strategic Alliances community helps in creating winning partnerships which offers mutual business growth opportunities, joint value driven by collaboration, executive commitment and thought leadership around future technologies

Recognitions on sustainability front



MEMBER OF
**Dow Jones
Sustainability Indices**
In Collaboration with RobecoSAM



Annexure – key highlights



Financial summary for the quarter ended March 31, 2018

All figures based on IFRS	Q4'18 (₹ crores)	QoQ Growth
IT Services Revenue	13,412	1.3%
Results from Operating Activities (EBIT) ¹	1,803	-6.9%

- IT Services Revenues in dollar terms were \$2,062.0 million, which grew 2.4% QoQ and 5.5% YoY.
- IT Services Revenues in Non-GAAP constant currency increased by 1.1% QoQ and 2.5% YoY.
- Our Gross cash at March 31, 2018 was at ₹29,402 crores.
- Effective Tax Rate for FY'18 was at 21.8% vs 22.8% for FY'17.
- IT Services Margin for the quarter was 14.4%, impacted by provisions of ₹2,080 million made with respect to insolvency of a customer and an impairment loss booked for one of our acquisitions. Adjusted for these events, IT Services Margin for the quarter was 16.0%.

₹1 crore = ₹10 million

Financial summary for the year ended March 31, 2018

All figures based on IFRS	FY'18 (₹ crores)	YoY Growth
IT Services Revenue	52,841	0.0%
Results from Operating Activities (EBIT) ¹	8,008	-5.7%

- IT Services Revenues in dollar terms were \$8,060.2 million, an increase of 4.6% YoY.
- IT Services Revenues in Non-GAAP constant currency increased by 2.9% YoY.
- IT Services Margin was 15.8%, impacted by the provisions of ₹4,612 million made with respect to the insolvency of two customers during the year. Adjusted for these events, IT Services Margin for the year was 16.8%.

₹1 crore = ₹10 million

Highlights for the quarter and year ended March 31, 2018

- We surpassed the \$8 Billion mark in IT services revenue this year.
- In Q4, our Top 10 accounts grew 5.5% QoQ and 14.8% YoY.
- Added 3 more accounts over \$75Mn this quarter.
- Two of our accounts crossed \$250Mn mark on a run rate basis in Q4.
- Consulting grew 26.0% during the year.
- FPP mix at an all time-high of 58.7%.
- In the last one year, net head count reduced 1.0% while our revenues increased 5.5%.



Thank you

Reconciliation of Selected GAAP measures to Non-GAAP measures

Reconciliation of Gross Cash

WIPRO LIMITED AND SUBSIDIARIES (Amounts in ₹ crores)	
	As of March 31, 2018
Computation of Gross cash position	
Cash and cash equivalents	4,493
Investments - Current	24,909
Total	29,402

Reconciliation of Non-GAAP constant currency Revenue

Reconciliation of Non-GAAP Constant Currency IT Services Revenue to IT Services Revenue as per IFRS (\$ Million)	
Year ended March 31, 2018	
IT Services Revenue as per IFRS	\$8060.2
Effect of Foreign currency exchange movement	\$131.0
Non-GAAP Constant Currency IT Services Revenue based on previous year exchange rates	\$ 7,929.2

Reconciliation of Non-GAAP constant currency Revenue

Reconciliation of Non-GAAP Constant Currency IT Services Revenue to IT Services Revenue as per IFRS (\$ Million)			
Three months ended March 31, 2018		Three months ended March 31, 2018	
IT Services Revenue as per IFRS	\$2062.0	IT Services Revenue as per IFRS	\$2,062.0
Effect of Foreign currency exchange movement	\$26.6	Effect of Foreign currency exchange movement	\$58.0
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$ 2,035.4	Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$2,004.0

Reconciliation of Adjusted Segment Result and Net Income

Reconciliation of Adjusted Segment Result for the quarter and year ended March 31, 2018 (₹ Million)

IT Services Segment Results for the quarter ended March 31, 2018	19,322	IT Services Segment Results for the year ended March 31, 2018	83,613
Impact of customer insolvency	2,080	Impact of customer insolvency	5,255
Adjusted IT Services Segment Results for the quarter ended March 31, 2018	21,403	Adjusted IT Services Segment Results for the year ended March 31, 2018	88,868
Adjusted IT Services Segment Margin	16.0%	Adjusted IT Services Segment Margin	16.8%