



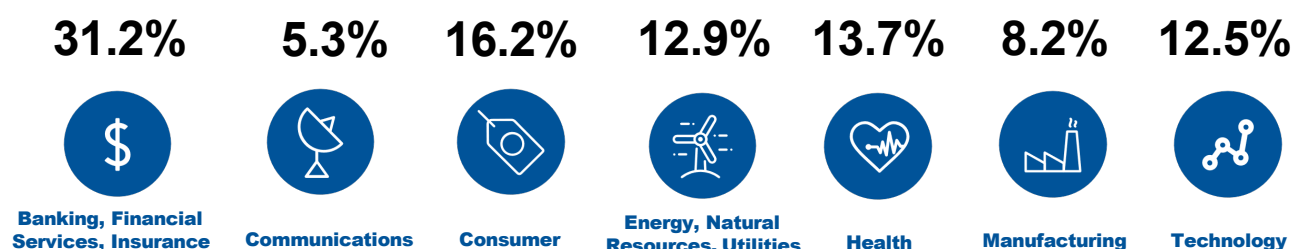
# Q2 FY 20-21

## Key Performance Highlights

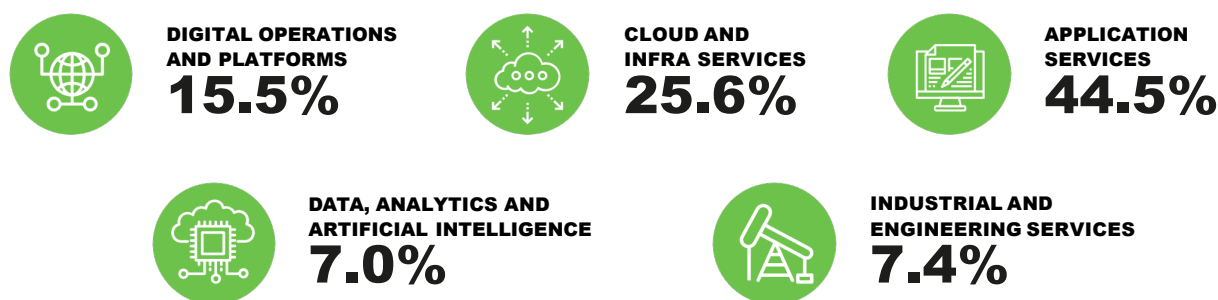
### REVENUE



### COMPOSITION OF BUSINESS UNITS



### DISTRIBUTION OF PRACTICES



### GEOGRAPHIC DISTRIBUTION



### REVENUE GUIDANCE

**1.5% to 3.5%**  
QoQ Growth

**\$2,022Mn to \$2,062Mn**  
Q3 FY 2020-21

CUSTOMER CONCENTRATION TOP **1** **3.2%** TOP **5** **12.0%** TOP **10** **19.6%**

TOTAL HEADCOUNT **185,243** ATTRITION VOL – TTM **11.0%**








GROSS UTILIZATION **76.4%** OFFSHORE REVENUE PERCENTAGE OF SERVICES **50.4%**

# Wipro Limited



Results for the Quarter ended September 30, 2020  
Operating Metrics pertaining to IT Services Segment

## A. IT Services

		FY – 20-21		FY – 19-20				
Revenue & OM %								
		Q2	Q1	FY	Q4	Q3	Q2	Q1
Revenue & OM %	IT services Revenues (\$Mn)	1,992.4	1,921.6	8,256.2	2,073.7	2,094.8	2,048.9	2,038.8
	Sequential Growth <sup>Note 1</sup>	3.7%	-7.3%	2.5%	-1.0%	2.2%	0.5%	-1.3%
	Sequential Growth in Constant Currency <sup>Note 1&amp;2</sup>	2.0%	-7.5%	3.9%	0.4%	1.8%	1.1%	-0.7%
	Operating Margin % <sup>Note 3</sup>	19.2%	19.0%	18.1%	17.6%	18.4%	18.1%	18.4%
Service Line Mix	Practices							
	Digital Operations and Platforms	15.5%	14.8%	14.8%	14.6%	15.3%	14.7%	14.7%
	Cloud and Infrastructure Services	25.6%	25.9%	25.8%	25.8%	25.8%	25.7%	25.7%
	Data, Analytics and AI	7.0%	7.2%	7.3%	7.2%	7.2%	7.3%	7.4%
	Application Services	44.5%	44.4%	44.5%	44.7%	44.2%	44.8%	44.6%
	Industrial & Engineering Services	7.4%	7.7%	7.6%	7.7%	7.5%	7.5%	7.6%
SBU Mix	Strategic Business Units							
	Banking, Financial Services and Insurance	31.2%	30.7%	31.0%	30.4%	30.9%	31.3%	31.6%
	Communications	5.3%	5.1%	5.7%	5.5%	5.7%	5.7%	5.9%
	Consumer Business Unit	16.2%	15.9%	16.3%	16.8%	16.9%	16.0%	15.6%
	Energy, Natural Resources and Utilities	12.9%	13.2%	12.9%	12.8%	12.9%	12.9%	12.8%
	Health Business Unit	13.7%	13.5%	13.2%	13.5%	13.1%	13.0%	13.2%
	Manufacturing	8.2%	8.1%	8.1%	8.2%	8.2%	8.1%	7.9%
	Technology	12.5%	13.5%	12.8%	12.8%	12.3%	13.0%	13.0%
Geography Mix	Geography							
	Americas	58.4%	59.0%	59.1%	59.1%	59.2%	59.6%	58.7%
	Europe	23.8%	23.7%	24.0%	24.1%	23.7%	23.5%	24.6%
	Rest of the World	17.8%	17.3%	16.9%	16.8%	17.1%	16.9%	16.7%
Guidance	Guidance (\$Mn)	-	-	-	2,095-2,137	2,065-2,106	2,039-2,080	2,046-2,087
	Guidance restated based on Actual currency realized (\$Mn)	-	-	-	2,064-2,106	2,074-2,115	2,027-2,068	2,034-2,075
	Revenues performance against guidance (\$Mn)	-	-	-	2,073.7	2,094.8	2048.9	2,038.8
Customer Relationships	Customer size distribution (TTM)							
	> \$100Mn	11	13	15	15	14	13	13
	> \$75Mn	24	22	22	22	22	23	23
	> \$50Mn	39	39	40	40	41	41	41
	> \$20Mn	100	97	96	96	96	92	92
	> \$10Mn	166	163	166	166	169	165	166
	> \$5Mn	257	258	260	260	260	261	259
	> \$3Mn	342	348	341	341	344	341	340
	> \$1Mn	573	577	574	574	572	569	564
Customer Metrics	Revenue from Existing customers %	98.6%	99.7%	98.1%	97.0%	97.6%	98.4%	99.4%
	Number of new customers	97	42	240	65	77	57	41
	Total Number of active customers	1,089	1,004	1,074	1,074	1,070	1,027	1,060
	Customer Concentration							
	Top customer	3.2%	3.2%	3.2%	3.0%	3.0%	3.2%	3.7%
	Top 5	12.0%	12.3%	12.8%	12.2%	12.3%	12.8%	13.8%
	Top 10	19.6%	20.3%	19.7%	19.3%	19.2%	19.8%	20.7%








### Notes:

**Note 1:** QoQ and YoY growth rates have been adjusted for the impact of divestments

**Note 2:** Constant currency revenue for a period is the product of volumes in that period times the average actual exchange rate of the corresponding comparative period

**Note 3:** IT Services Operating Margin refers to Segment Results Total as reflected in IFRS financials

**Note 4:** IT Services excl. DOP, Designit, Cellent, Cooper, Infoserver, Topcoder, India, Rational, ITI, IVIA and 4C

		FY – 20-21		FY – 19-20				
Currency Mix								
	% of Revenue	Q2	Q1	FY	Q4	Q3	Q2	Q1
	USD	62%	63%	63%	62%	63%	63%	62%
	GBP	10%	10%	10%	10%	10%	9%	10%
	EUR	8%	8%	8%	8%	8%	8%	9%
	INR	5%	5%	4%	5%	4%	4%	4%
	AUD	5%	5%	5%	4%	4%	5%	5%
	CAD	2%	2%	3%	3%	3%	3%	3%
	Others	8%	7%	7%	8%	8%	8%	7%

Closing Employee Count		185,243	181,804	182,886	182,886	187,318	181,453	174,850
Employee Metrics	Utilization <sup>Note 4</sup>							
	Gross Utilization	76.4%	75.0%	72.2%	73.4%	70.2%	71.4%	73.9%
	Net Utilization (Excluding Trainees)	86.9%	84.5%	82.3%	82.6%	79.6%	82.1%	85.0%
	Attrition							
	Voluntary TTM (IT Services excl. DOP)	11.0%	13.0%	14.7%	14.7%	15.7%	17.0%	17.6%
	DOP % (Post Training Quarterly)	6.1%	4.4%	10.1%	10.8%	9.6%	9.9%	10.0%
Sales & Support Staff - IT Services		14,806	14,567	14,908	14,908	15,232	14,990	14,116

## B. IT Services

(Excluding DOP, Designit, Cellent, Appirio, Cooper, Infoserver, Topcoder, India, Rational, ITI, IVIA and 4C)

Service delivery								
		Revenue from FPP	60.3%	61.7%	62.4%	63.2%	62.6%	61.9%
		Offshore Revenue (% of Services)	50.4%	48.5%	47.1%	48.2%	46.8%	46.7%

## C. Growth Metrics for the Quarter ended September 30, 2020 <sup>Note 2</sup>

	Reported Currency QoQ %	Reported Currency YoY %	Constant Currency QoQ %	Constant Currency YoY %
IT Services	3.7%	-2.8%	2.0%	-3.4%
Strategic Business Units				
Banking, Financial Services and Insurance	5.4%	-2.8%	3.7%	-3.3%
Communications	7.8%	-9.8%	4.6%	-10.3%
Consumer Business Unit	5.6%	-1.9%	4.5%	-2.1%
Energy, Natural Resources and Utilities	1.1%	-2.9%	-2.4%	-5.4%
Health Business Unit	4.9%	2.6%	4.1%	2.3%
Manufacturing	5.4%	-1.1%	3.5%	-1.5%
Technology	-3.9%	-6.8%	-4.7%	-7.1%
Geography				
Americas	2.7%	-4.7%	2.2%	-4.0%
Europe	4.1%	-1.6%	0.1%	-5.7%
Rest of the World	6.4%	2.4%	3.7%	2.0%
Practices				
Digital Operations and Platforms	8.6%	2.3%	8.1%	2.0%
Cloud and Infrastructure Services	2.4%	-3.4%	0.6%	-3.8%
Data, Analytics and AI	1.1%	-6.9%	-0.5%	-7.5%
Application Services	3.9%	-3.0%	1.7%	-4.0%
Industrial & Engineering Services	-0.3%	-4.7%	-1.3%	-5.2%

## D. Annexure to Datasheet

Segment-wise breakup of Cost of Revenues, S&M and G&A		Q2 FY20-21 (INR Mn)			
Particulars		IT Services	IT Products	ISRE	Reconciling Items
Cost of revenues		101,422	2,008	1,929	28
Selling and marketing expenses		9,504	24	71	7
General and administrative expenses		8,226	-41	5	-13
Total		119,152	1,991	2,005	22
					123,170



# Performance for the Quarter ended September 30, 2020



**Jatin Dalal**

Chief Financial Officer  
Wipro Limited

# Revenue for the quarter

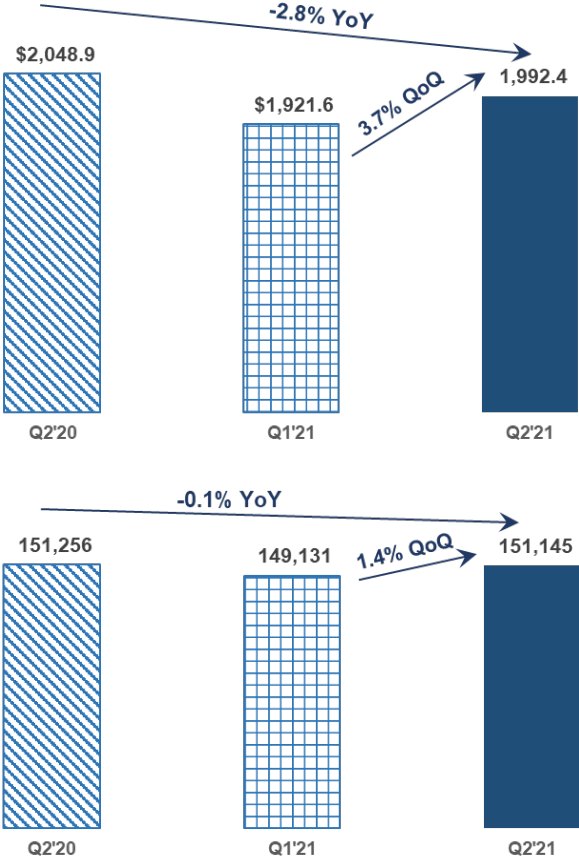


## IT Services \$ Revenue Mn

QoQ & YoY growth on Constant  
Currency\* basis is 2.0% & -3.4%



## Gross Revenue in INR Mn

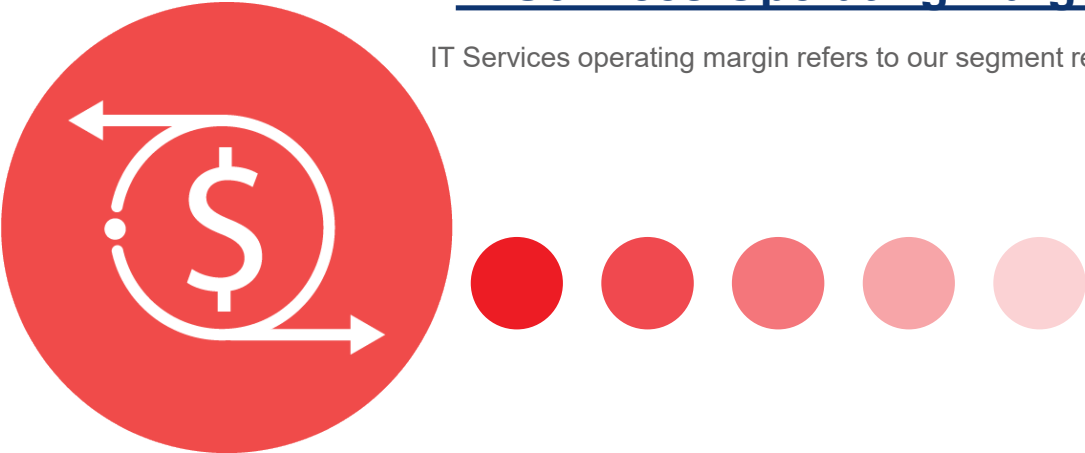


\*Non-GAAP measures walk has been provided in the annexure

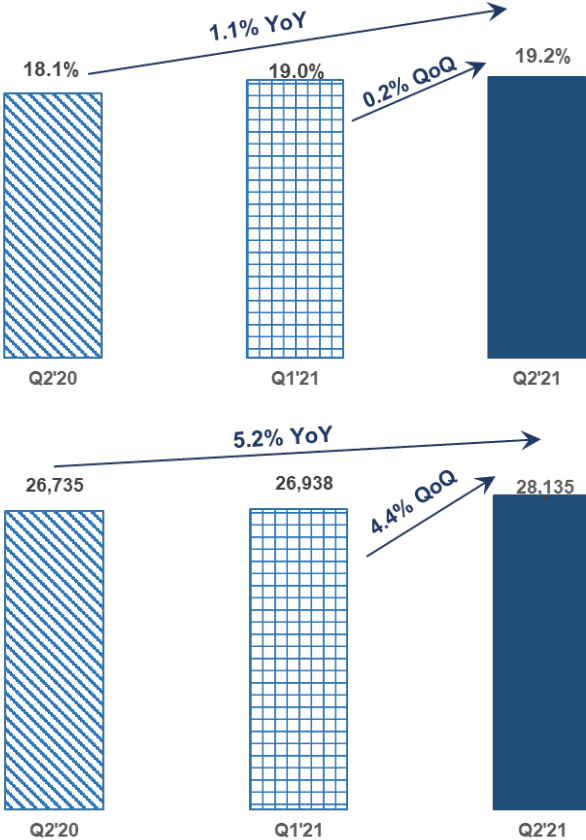
# Operating Margin for the quarter

## IT Services Operating Margin

IT Services operating margin refers to our segment results



## Operating Profit (Wipro Ltd.) in INR Mn



# Net Income for the quarter

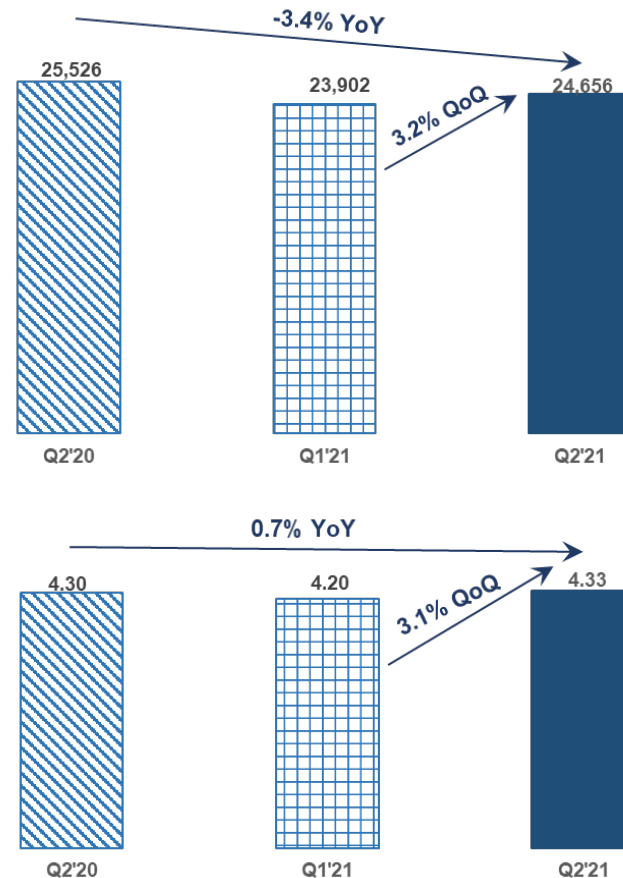


## Net Income in INR Mn

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



## Earnings per share in INR

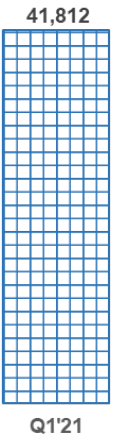


# Cash Flow Metrics for the quarter



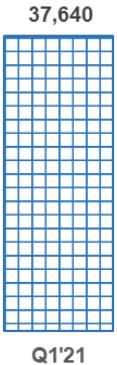
## Operating Cash flow in INR Mn

Operating Cash Flow is at 179.0% of Net Income



## Free Cash flow in INR Mn\*

Free Cash Flow is at 163.9% of Net Income



\*Non-GAAP measures walk has been provided in the annexure



## Other highlights for the quarter



1. **Gross Utilization is at 76.4% for Q2'21**
2. **Offshore revenue mix is at 50.4% for Q2'21**
3. **Voluntary Attrition on LTM basis has reduced to 11.0%**
4. **Localization in US now at 71.9%**
5. **Hired about 12,000 employees which includes onboarding of 3,000 freshers in Q2'21**

# Outlook for quarter ending December 31, 2020



**QoQ growth  
1.5% to 3.5%**

**We expect the revenue from our IT Services business to be in the range of \$2,022 million to \$2,062 million\***

\* Outlook is based on the following exchange rates: GBP/USD at 1.31, Euro/USD at 1.18, AUD/USD at 0.72, USD/INR at 73.84 and CAD/USD at 0.75

# Capital Allocation



The Board of Directors approved a buyback proposal, subject to the approval of shareholders through postal ballot, for purchase by the company of up to 237.5 million equity shares of ₹2 each (representing 4.16% of total paid up equity capital) from the shareholders of the company on a proportionate basis by way of a tender offer. The buyback price is ₹400 (\$5.4<sup>1</sup>) per equity share payable in cash for an aggregate amount not exceeding ₹95 billion (\$1.3 billion<sup>1</sup>)

Note 1: The amounts in Indian Rupees in this release have been translated into United States Dollars at the certified foreign exchange rate of US\$1 = ₹73.54, as published by the Federal Reserve Board of Governors on September 30, 2020.



**Thank You**

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

## Reconciliation of Gross Cash as of September 30, 2020

Wipro Ltd and Subsidiaries	Amount in INR Crores
<b>Computation of Gross Cash</b>	
Cash & Cash Equivalents	25,813
Investments - Current	15,242
<b>Total</b>	<b>41,055</b>

## Reconciliation of Free Cash Flow for three months and six months ended September 30, 2020

Wipro Ltd and Subsidiaries	Amount in INR Crores	
	Three months ended September 30, 2020	Six months ended September 30, 2020
<b>Net Income for the period [A]</b>	2,466	4,856
<b>Computation of Free Cash Flow</b>		
Net cash generated from operating activities	4,413	8,594
<u>Add/ (deduct) cash inflow/ (outflow) on:</u>		
Purchase of property, plant and equipment	(410)	(835)
Proceeds from sale of property, plant and equipment	38	46
<b>Free Cash Flow [B]</b>	<b>4,042</b>	<b>7,806</b>
<b>Free Cash Flow as percentage of Net Income [B/A]</b>	<b>163.9%</b>	<b>160.7%</b>

# 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 September 30, 2020**

IT Services Revenue as per IFRS	\$	1,992.4
Effect of Foreign currency exchange movement	\$	(32.9)
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$	1,959.5

### **Three Months ended September 30, 2020**

IT Services Revenue as per IFRS	\$	1,992.4
Effect of Foreign currency exchange movement	\$	(12.9)
Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$	1,979.5