

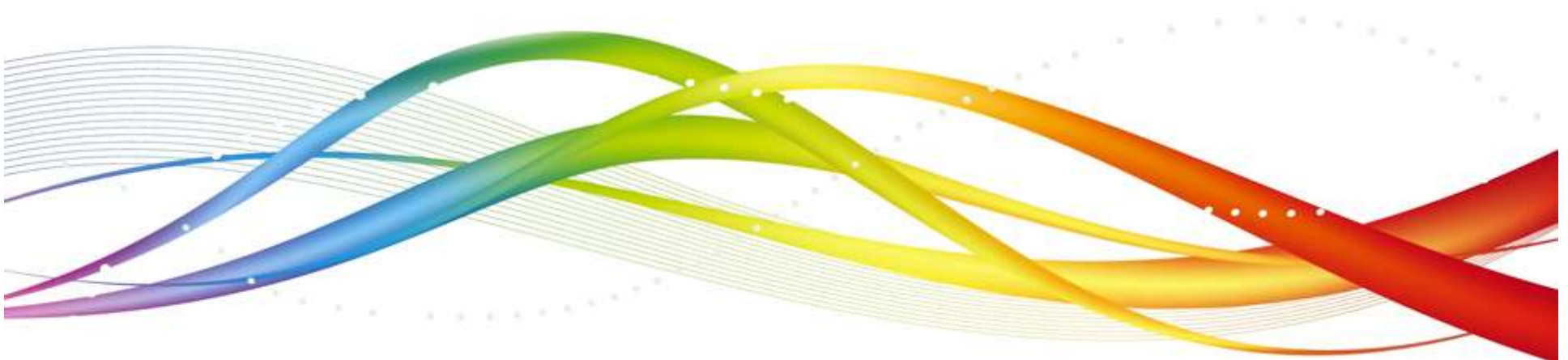


# Performance for Quarter ended December 31, 2016

Jatin Dalal

Chief Financial Officer

January 25, 2017



# Financial Summary for the Quarter Ended December 31, 2016 (IFRS)

## Wipro Limited

	Q3 FY17 (Rs. crores)	YoY Growth
Revenues	13,688	6.4%
Results from Operating Activities (EBIT)	2,323	-2.5%

- ▶ IT Services Segment revenue in constant currency grew 0.6% QoQ in line with guidance
- ▶ IT Services Segment margins expanded QoQ by 50bps to 18.3%
- ▶ Generated robust Operating cash flow of Rs. 26.4 billion which was 125% of Net Income
- ▶ Gross Cash position was Rs. 33,155 crores or \$ 4.9 Billion
- ▶ Interim Dividend of Rs 2 per share declared

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

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- ▶ Gross Utilization has increased by 36 basis points to 71.6%
- ▶ Revenues from Fixed Price Projects grew from 56.4% to 57.7%
- ▶ Share of Offshore Revenue grew from 46.1% to 46.5%
- ▶ Net Addition to headcount was 4,891
- ▶ Quarterly Annualized Attrition has reduced by 1.8% to 15.4%
- ▶ Digital Eco-system constitutes 21.7% of revenues
- ▶ Completed the acquisition of Appirio in November 2016
- ▶ Announced agreement to acquire Infoserver, an IT services company focused on the Brazil market

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 December 31, 2016

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## Business units

1. Energy, Natural Resources & Utilities grew 2.1% sequentially on a constant currency basis
2. Financial Services and Communications grew 0.8% sequentially on a constant currency basis

## Geographies

1. Asia-Pacific and Other Emerging Markets grew 1.7% sequentially on a constant currency basis
2. Europe grew 1.3% sequentially on a constant currency basis

## Digital & Consulting

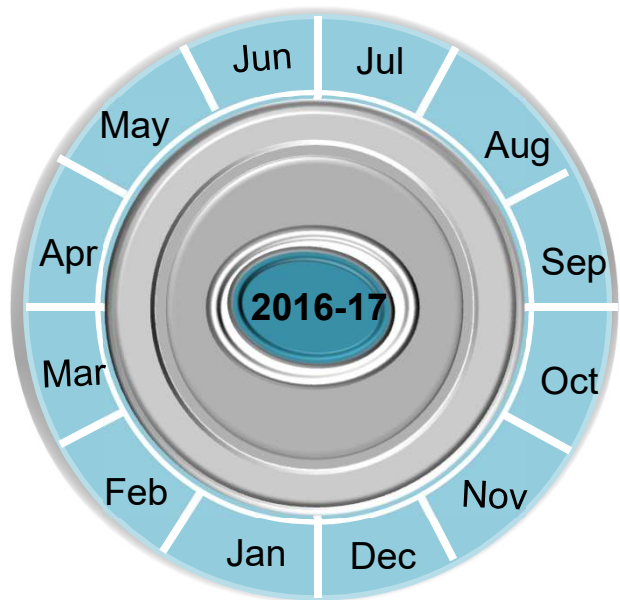
1. Digital Ecosystem grew 9.9% sequentially on a reported currency basis
2. Consulting Ecosystem grew 7.9% sequentially on a reported currency basis

The growth percentages have been calculated based on USD revenues for the Business Unit/ Service line/ Geography. We have re-classified some portions of work amongst Service lines effective April 1, 2016 and therefore the growth rates (YoY) may not be comparable.

# Looking ahead

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**Looking ahead for the quarter ending March 31, 2017**



**We expect the Revenue from our  
IT Services business to be in the range of  
\$ 1,922 million to \$ 1,941 million\*.**

\* Guidance is based on the following exchange rates: GBP/USD at 1.23, Euro/USD at 1.04, AUD/USD at 0.74, USD/INR at 67.73 and USD/CAD at 1.34.

# Supplemental Data

## Key Operating Metrics of IT Services



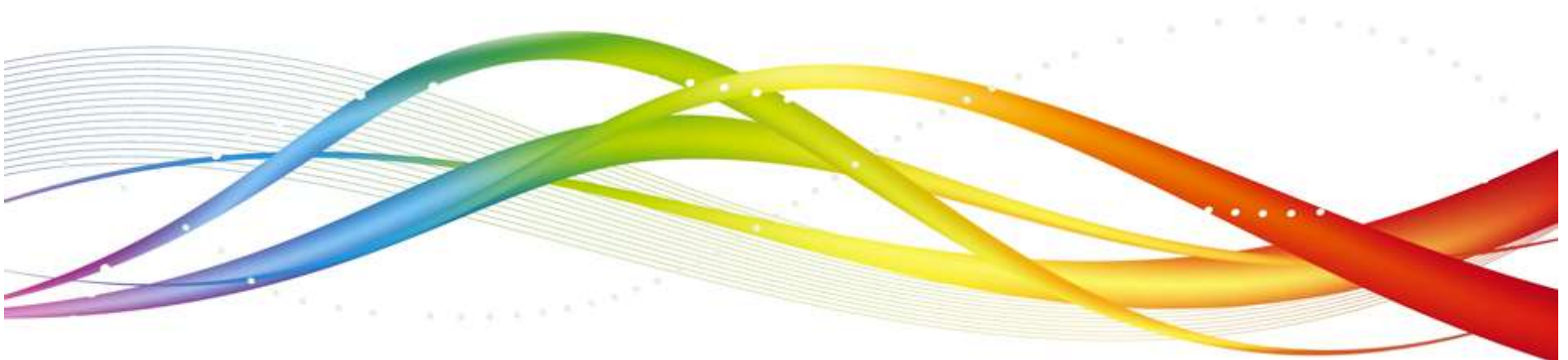
# Key Operating Metrics in IT Services for the Quarter ended December, 2016

Particulars	Q3'17	Q2'17	Q3'16
<b>Revenue Composition</b>			
Communications	7.4%	7.5%	7.7%
Finance Solutions	25.5%	25.5%	26.2%
Manufacturing & Technology	22.3%	22.4%	23.2%
Healthcare, Life Sciences & Services	16.0%	16.0%	12.0%
Consumer	15.8%	15.7%	16.5%
Energy, Natural Resources & Utilities	13.0%	12.9%	14.4%
<b>Geography Composition</b>			
Americas	55.5%	54.8%	52.8%
Europe	23.6%	24.0%	24.8%
India & Middle East Business	10.0%	10.4%	11.0%
APAC & Other Emerging Markets	10.9%	10.8%	11.4%
<b>People related</b>			
Headcount	179,129	174,238	170,664



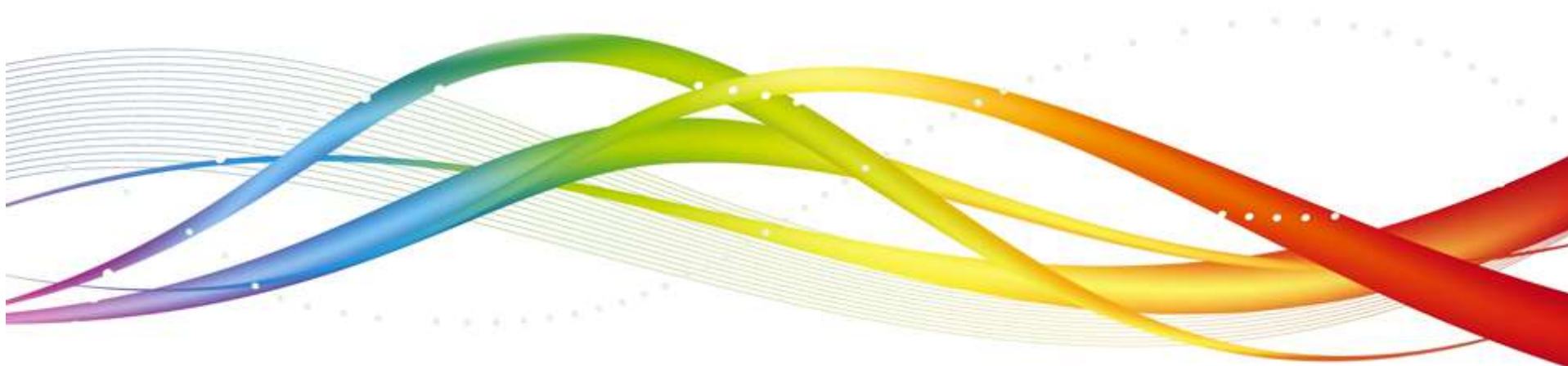
# Thank You

Jatin Dalal  
Chief Financial Officer  
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# Appendix



# Reconciliation of Selected GAAP measures to Non-GAAP measures

## Reconciliation of Gross Cash

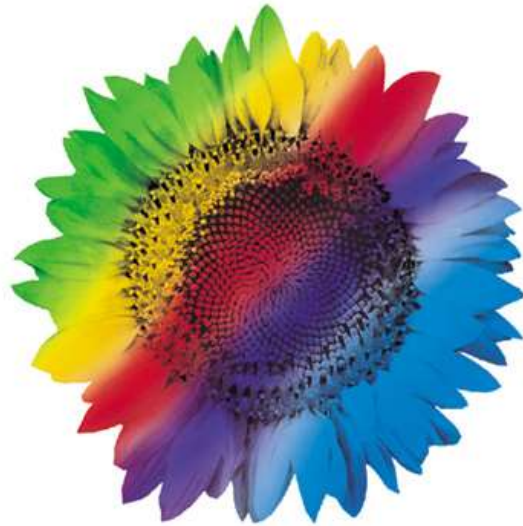
WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR crores)	
	As of December 31, 2016
<b>Computation of Gross cash position</b>	
Cash and cash equivalents	5,994
Investments - Current	27,161
<b>Total</b>	<b>33,155</b>

## Reconciliation of Free Cash Flow

WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR crores)	
	Three months ended December 31, 2016
Profit for the period [A]	2,109
<b>Computation of Free cash flow</b>	
Net cash generated from operating activities	2,638
<u>Add/(deduct) cash inflow/(outflow) on :</u>	
Purchase of Property, plant and equipment	(508)
Proceeds from sale of Property, plant and equipment	66
<b>Free cash flow [B]</b>	<b>2,196</b>
<b>Free cash flow as a percentage of Net income [B/A]</b>	<b>104%</b>

## 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 December 31, 2016		Three months ended December 31, 2016	
IT Services Revenue as per IFRS	\$1,902.8	IT Services Revenue as per IFRS	\$1,902.8
Effect of Foreign currency exchange movement	\$ 25.1	Effect of Foreign currency exchange movement	\$ 48.7
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$ 1,927.9	Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$1,951.5



**WIPRO**  
*Applying Thought*