



Performance for Quarter ended June 30, 2017

Jatin Dalal

Chief Financial Officer

July 20, 2017

Financial summary for the quarter ended June 30, 2017

All figures based on IFRS	Q1'18 (₹ crores)	YoY Growth
Gross Revenues	13,626	0.2%
Profit After Tax (PAT)	2,077	1.2%

- IT Services Segment revenue grew 0.3% in constant currency- above the upper end of the guidance range.
- Due to cross-currency impact, IT Services Segment revenue on reported USD basis grew 0.9%.
- IT Services Margin for the quarter was at 16.8%.
- Continued to generate robust Operating Cash Flow at 142% of Net Income .
- Our Gross cash was at ₹37,204 crores.
- Top Ten accounts accelerated momentum by growing 4.4% QoQ

1crore= 10million

PAT refers to Profit for the period, attributable to equity holders of the Company

Highlights for the quarter

- **Localization Focus: Locals form over 50% of our U.S. workforce.**
- **Net Addition to Employee count in the quarter was 1,309.**
- **The number of customers in >50 buckets increased by two sequentially.**
- **We trained 15,000+ employees on digital skills. We now have 75,000+ employees trained on digital skills.**
- **Completed allotment of Bonus equity shares of ₹2/- each in the ratio of 1:1**
- **Board approved proposal for Buyback of ₹11,000 crore at a buyback price of ₹320.**

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, 2017**

Business units

1. Energy, Natural Resources & Utilities grew 3.2% sequentially on reported currency.
 2. Financial Services grew 4.1% sequentially on reported currency.
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Geographies

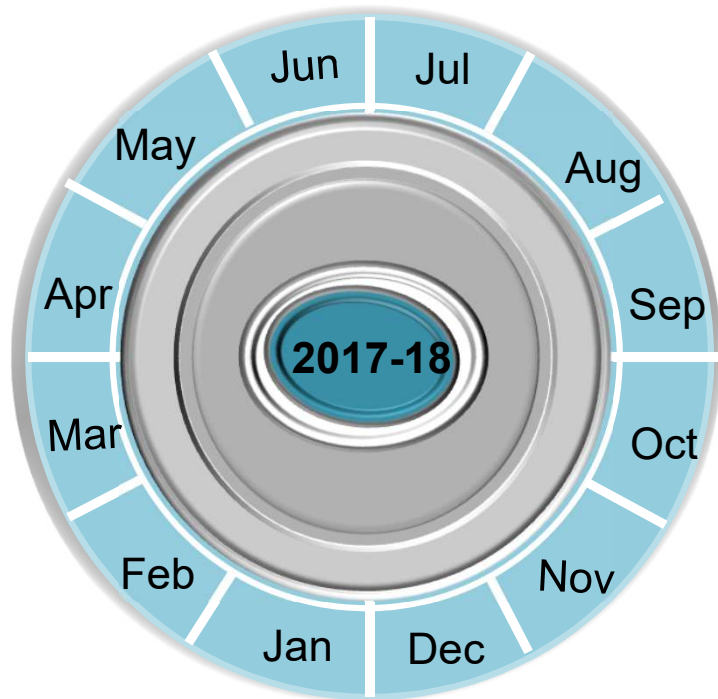
1. India and Middle East business grew 6.7% sequentially on reported currency.
 2. APAC and Other emerging markets grew 1.5% sequentially on reported currency
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Services

1. Digital grew 3.0% sequentially on a reported currency basis
2. Analytics grew 4.4% sequentially on a reported currency basis

Looking ahead

Looking ahead for the quarter ending September 30, 2017



**We expect the Revenue from our
IT Services business to be in the range of
\$1,962 million to \$2,001 million*.**

* Guidance is based on the following exchange rates: GBP/USD at 1.29, Euro/USD at 1.11, AUD/USD at 0.75, USD/INR at 64.46 and USD/CAD at 1.33.

Supplemental Data

Key Operating Metrics of IT Services



Key Operating Metrics in IT Services for the Quarter ended June, 2017

Particulars	Q1'18	Q4'17	Q1'17
Revenue Composition			
Communications	6.8%	6.9%	7.6%
Finance Solutions	26.7%	26.0%	25.6%
Manufacturing & Technology	22.5%	22.8%	22.5%
Healthcare, Life Sciences & Services	14.8%	15.4%	15.3%
Consumer	15.8%	15.8%	15.8%
Energy, Natural Resources & Utilities	13.4%	13.1%	13.2%
Geography Composition			
Americas	54.5%	54.9%	53.5%
Europe	24.2%	24.4%	25.4%
India & Middle East Business	10.4%	9.9%	10.4%
APAC & Other Emerging Markets	10.9%	10.8%	10.7%
People related			
Employee Count	166,790	165,481	158,272



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 ₹crores)	
	As of June 30, 2017
Computation of Gross cash position	
Cash and cash equivalents	5,432
Investments - Current	31,772
Total	37,204

Reconciliation of Free Cash Flow

WIPRO LIMITED AND SUBSIDIARIES (Amounts in ₹crores)	
	Three months ended June 30, 2017
Profit for the period [A]	2,077
Computation of Free cash flow	
Net cash generated from operating activities	2,956
<u>Add/(deduct) cash inflow/(outflow) on :</u>	
Purchase of Property, plant and equipment	(421)
Payment for Business Acquisition	(327)
Proceeds from sale of Property, plant and equipment	66
Free cash flow [B]	2,274
Free cash flow as a percentage of Net income [B/A]	110%

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, 2017		Three months ended June 30, 2017	
IT Services Revenue as per IFRS	\$1,971.7	IT Services Revenue as per IFRS	\$1,971.7
Effect of Foreign currency exchange movement	\$ (12.1)	Effect of Foreign currency exchange movement	\$ 24.2
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$ 1,959.6	Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$1,995.9