



January 18, 2016

The Manager – Listing
BSE Limited
(BSE: 507685)

022 22723121

The Manager – Listing
National Stock Exchange of India Limited.
(NSE: WIPRO)

022 26598237

The Market Operations,
NYSE, New York
(NYSE: WIT)

0012126565780

Dear Sir,

Subject: Press release

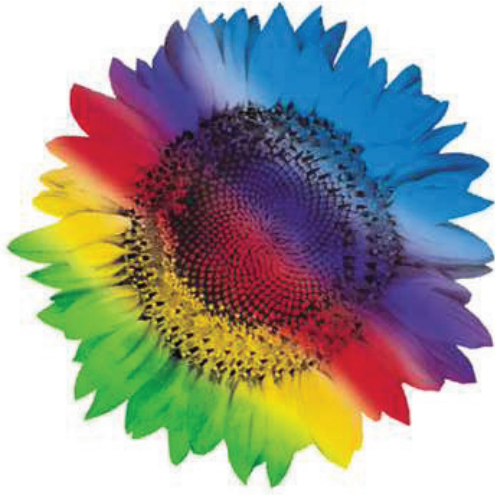
Pursuant to regulation 30 of SEBI (Listing Obligations and Disclosure Requirement), 2015, we are enclosing Media Presentation for the quarter and nine months ended December 31, 2015.

The details of above said are also made available at the Company's website www.wipro.com.

For WIPRO LIMITED

**M Sanaula Khan
Company Secretary**

Encl: As Above



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Performance for Quarter ended December 31, 2015

Jatin Dalal
Senior Vice President and Chief Financial Officer
January 18, 2016



Financial Summary for the Quarter Ended December 31, 2015 (IFRS)

Wipro Limited

	Q3 16 (Rs crores)	YoY Growth
Revenues	12,861	7%
Net Income	2,234	2%
Free Cash Flow	2,102	31%

- ▶ Strong cash conversion with Free Cash Flow being 94% of Net Income
- ▶ Gross Cash position was Rs. 30,624 crores or \$ 4.63 Billion
- ▶ Declared Interim Dividend of Rs 5 per share

Operating Profit refers to Results from Operating Activities
 Net Income refers to Profit for the period attributable to equity shareholders of the company
 Operating Cash Flow refers to Net Cash generated from Operating Activities as presented in consolidated interim statements of Cash Flows
 Gross Cash is the sum of (i) cash and cash equivalents plus (ii) Available for Sale Investments – current, and (iii) Interest bearing deposits with corporates - current.
 Free Cash Flow is defined as Net cash generated from operating activities plus (i) Cash outflows on Purchase of property, plant and equipment and (ii) Proceeds from Sale of property, plant and equipment as presented in consolidated interim statements of Cash Flows. For detailed reconciliations, please refer slide 11 in appendix
 1 crores=10 million

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Highlights for the quarter

- ▶ IT Services Segment Revenue was Rs. 12,315 crores, an increase of 9% YoY.
- ▶ IT Services Segment USD Revenue grew by 0.3% sequentially and 2.4% on a YoY basis.
- ▶ Non-GAAP constant currency IT Services Segment USD Revenue grew 1.4% QoQ and grew 6.3% YoY.
- ▶ IT Services Segment Margins was 20.2% for the quarter, impacted by the Chennai floods.
- ▶ During the quarter, Wipro acquired two high-potential companies - cellent AG and Viteos
- ▶ Net Headcount addition of 2,268 in the quarter. Headcount now stands at 170,664.
- ▶ Addition of 39 new customers in quarter to take the total number of active customers to 1,105.

For reconciliation of non-GAAP constant currency IT Services USD revenues please refer to slide 11
Segment Profit refers to Segment Results
1 crores= 10 million

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IT Services - Revenue Dynamics for Quarter Ended December 31, 2015

Business units

1. Retail, Consumer Goods and Transportation grew 16.7% on a constant currency YoY basis
2. Financial Services grew 7.8% on a constant currency YoY basis
3. Healthcare, Life Sciences & Services grew 7.2% on a constant currency YoY basis

Geographies

1. Americas grew 6.8% on a constant currency YoY basis
2. India and Middle East grew 20.9% on a constant currency YoY basis
3. APAC and Other Emerging Markets grew 12.3% on a constant currency YoY basis

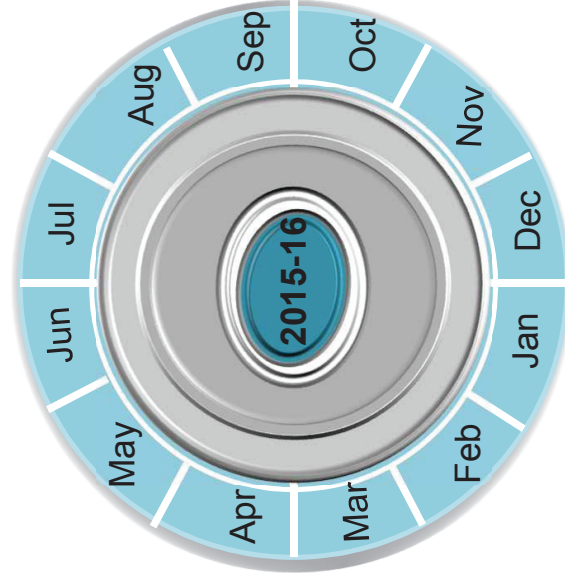
Service Lines

1. Product Engineering Services grew 16.2% on a YoY reported basis
2. Wipro Analytics grew 8.4% on a YoY reported basis
3. Business Process Service grew 5.9% on a YoY reported basis

The growth percentages have been calculated based on USD revenues for the Business Unit/ Service line/ Geography
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Looking ahead

Looking ahead for the quarter ending March 31, 2016



**We expect the Revenue from our
IT Services business to be in the range of
\$ 1,875 million to \$ 1,912 million***

* Guidance is based on the following exchange rates: GBP/USD at 1.50, Euro/USD at 1.07, AUD/USD at 0.72, USD/INR at 66.13 and USD/CAD at 1.37

Supplemental Data

Key Operating Metrics of IT Services



Key Operating Metrics in IT Services for the Quarter ended December 31, 2015

Particulars	Q3'16	Q2'16	Q3'15
Revenue Composition			
Global Media & Telecom	13.4%	13.4%	13.8%
Finance Solutions	26.2%	26.7%	25.7%
Manufacturing & Hitech	18.4%	18.7%	18.3%
Healthcare, Life Sciences & Services	12.0%	11.4%	11.7%
Retail, Consumer Goods & Transportation	15.6%	15.1%	14.1%
Energy, Natural Resources & Utilities	14.4%	14.7%	16.4%
Geography Composition			
Americas	52.8%	53.0%	51.4%
Europe	24.8%	25.2%	27.6%
India & Middle East Business	11.0%	10.6%	9.6%
APAC & Other Emerging Markets	11.4%	11.2%	11.4%
People related			
Number of employees	170,664	168,396	156,866



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Thank You

Jatin Dalal

Senior Vice President & Chief Financial Officer

Jatin.Dalal@wipro.com



Appendix



Reconciliation of Selected GAAP measures to Non-GAAP measures

Reconciliation of Gross Cash

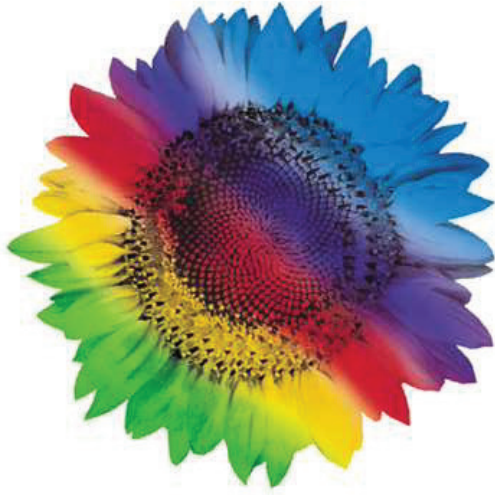
WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR crores)		As of Dec 31, 2015
Computation of Gross cash position		
Cash and cash equivalents		8,997
Available for sale investments - current		15,165
Interest bearing deposits with corporates - current		6,462
Total		30,624

Reconciliation of Free Cash Flow

WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR crores)		Three months ended Dec 31, 2015
Profit for the period	[A]	2,234
Computation of Free cash flow		
Net cash generated from operating activities		2,183
<u>Add/(deduct) cash inflow/(outflow) on :</u>		
Purchase of Property, plant and equipment		(118)
Proceeds from sale of Property, plant and equipment		37
Free cash flow attributable to equity holders of the company [B]		2,102
Free cash flow as a percentage of Net income [B/A]		94%

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, 2015
IT Services Revenue as per IFRS		\$1,838.3
Effect of Foreign currency exchange movement		\$ 19.8
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates		\$ 1,858.1
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