

**April 20, 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**

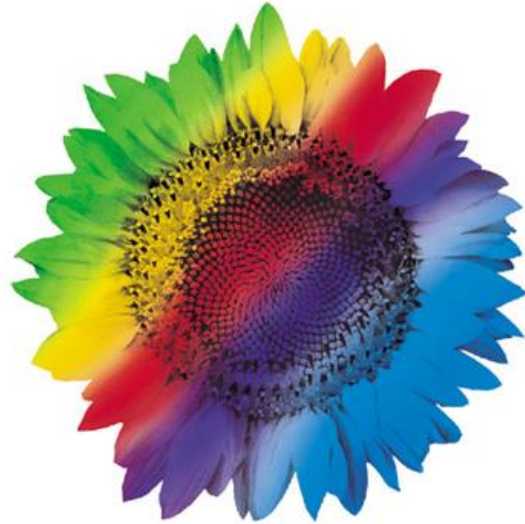
Pursuant to regulation 30 of SEBI (Listing Obligations and Disclosure Requirement), 2015, we are enclosing Media Presentation for the quarter and the Financial Year ended March 31, 2016.

The details of above said are also made available at the Company's website [www.wipro.com](http://www.wipro.com).

**For WIPRO LIMITED**

  
**M Sanaula Khan**  
**Company Secretary**

Encl: As Above



**WIPRO**  
*Applying Thought*



# Performance for Quarter & Year ended March 31, 2016

Jatin Dalal

Senior Vice President and Chief Financial Officer

April 20, 2016



# Financial Summary for the Year Ended March 31, 2016 (IFRS)

## Wipro Limited

	FY 16 (Rs Crore)	YoY Growth
Revenues	51,244	9%
Results from Operating Activities (EBIT)	9,702	2%
Net Income	8,892	3%

Segments	Revenue (Rs Crore)	YoY Growth	Segment Results (Rs Crore)	YoY Growth
IT Services	48,732	11%	9,972	2%

- ▶ Revenue of the Company grew 9% YoY in FY16. Net Income grew 3% YoY.
- ▶ IT Services Revenue grew by 11% on a YoY basis and EBIT grew 2% YoY.
- ▶ Board approved a buyback proposal for purchase by the company of up to 4 crore shares at a price of Rs. 625 per equity share aggregating up to Rs.2,500 crores.
- ▶ Payout for the year including interim, final dividend & the approved buyback amount is 48%

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

## Wipro Limited

	Q4 16 (Rs crores)	YoY Growth
Revenues	13,632	12%
Results from Operating Activities (EBIT)	2,484	1%

- ▶ Revenue of the Company grew 12% YoY in the quarter.
- ▶ IT Services Segment Revenue was Rs 12,797 crore, an increase of 14% YoY
- ▶ Gross Cash position was Rs. 30,143 crores or \$ 4.55 Billion

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.  
For detailed reconciliations, please refer slide 12 in appendix  
1 crores=10 million

# Highlights for the quarter

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- ▶ Non-GAAP constant currency IT Services Segment USD Revenue grew 2.7% QoQ and grew 7.8% YoY.
- ▶ IT Services Segment Margins was 20.1% for the quarter.
- ▶ Wipro completed the acquisition of Health Plan Services, a BPaaS company in US
- ▶ Quarterly Annualized voluntary attrition dropped from 16.3% in Q3 to 14.9%
- ▶ Net Headcount addition of 2,248 in the quarter. Headcount now stands at 172,912.

For reconciliation of non-GAAP constant currency IT Services USD revenues please refer to slide 12  
Segment Profit refers to Segment Results  
1 crores= 10 million

# IT Services - Revenue Dynamics for Quarter Ended March 31, 2016

## Business units

1. Healthcare, Life Sciences & Services grew 20.1% on a constant currency YoY basis
2. Retail, Consumer Goods and Transportation grew 15.2% on a constant currency YoY basis
3. Manufacturing grew 9.1% on a constant currency YoY basis

## Geographies

1. Americas grew 8.5% on a constant currency YoY basis
2. India and Middle East grew 14.0% on a constant currency YoY basis
3. APAC and Other Emerging Markets grew 7.8% on a constant currency YoY basis

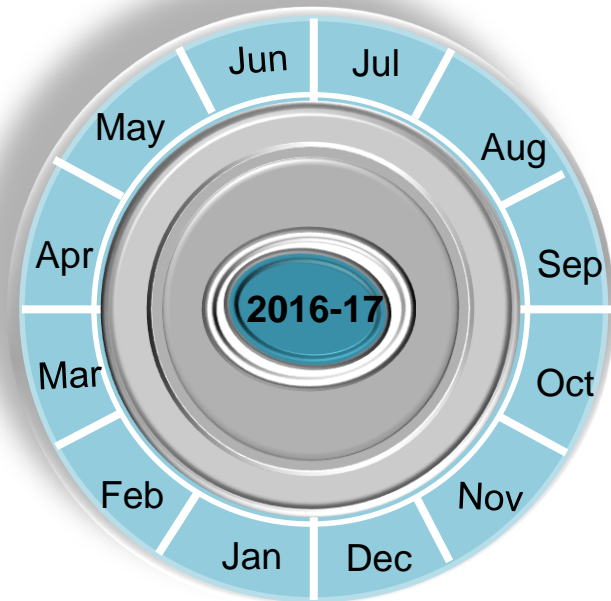
## Service Lines

1. Business Process Service grew 19.9% on a YoY reported basis
2. Product Engineering Services grew 11.5% on a YoY reported basis
3. Global Infrastructure Services grew 9.9% on a YoY reported basis

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

# Looking ahead

## Looking ahead for the quarter ending June 30, 2016



**We expect the Revenue from our  
IT Services business to be in the range of  
\$ 1,901 million to \$ 1,939 million\***

\* Guidance is based on the following exchange rates: GBP/USD at 1.42, Euro/USD at 1.12, AUD/USD at 0.74, USD/INR at 67.31 and USD/CAD at 1.35



# Supplemental Data

Key Operating Metrics of IT Services



# Key Operating Metrics in IT Services for the Quarter ended March 31, 2016

Particulars	Q4'16	Q3'16	Q4'15
<b>Revenue Composition</b>			
Global Media & Telecom	13.1%	13.4%	13.4%
Finance Solutions	25.4%	26.2%	26.5%
Manufacturing & Hitech	18.8%	18.4%	18.3%
Healthcare, Life Sciences & Services	13.3%	12.0%	11.7%
Retail, Consumer Goods & Transportation	15.4%	15.6%	14.5%
Energy, Natural Resources & Utilities	14.0%	14.4%	15.5%
<b>Geography Composition</b>			
Americas	52.5%	52.8%	51.7%
Europe	25.6%	24.8%	26.3%
India & Middle East Business	11.0%	11.0%	10.7%
APAC & Other Emerging Markets	10.9%	11.4%	11.3%
<b>People related</b>			
Number of employees	172,912	170,664	158,217



# Thank You

Jatin Dalal

Senior Vice President & Chief Financial Officer

[Jatin.Dalal@wipro.com](mailto:Jatin.Dalal@wipro.com)



# Appendix



# Reconciliation of Selected GAAP measures to Non-GAAP measures

## Reconciliation of Gross Cash

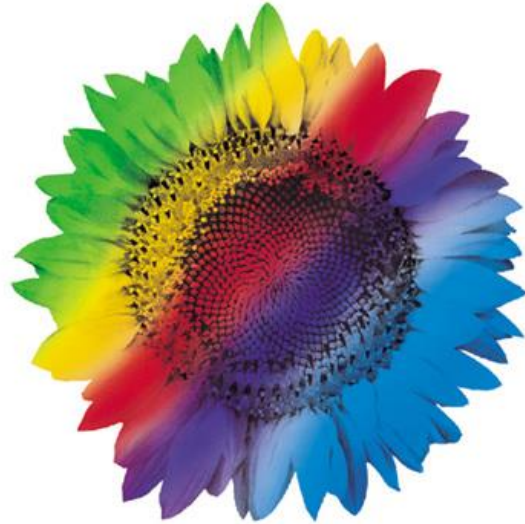
WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR crores)	
	As of Mar 31, 2016
<b>Computation of Gross cash position</b>	
Cash and cash equivalents	9,905
Available for sale investments - current	13,294
Inter corporate and term deposit - current	6,944
<b>Total</b>	<b>30,143</b>

## Reconciliation of Free Cash Flow

WIPRO LIMITED AND SUBSIDIARIES (Amounts in INR crores)		Three months ended Mar 31, 2016
Profit for the period	[A]	2,235
<b>Computation of Free cash flow</b>		
Net cash generated from operating activities		1,928
<u>Add/(deduct) cash inflow/(outflow) on :</u>		
-		
Purchase of Property, plant and equipment		(527)
Proceeds from sale of Property, plant and equipment		28
<b>Free cash flow attributable to equity holders of the company [B]</b>		<b>1,428</b>
<b>Free cash flow as a percentage of Net income [B/A]</b>		<b>64%</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 March 31, 2016		Three months ended March 31, 2016	
IT Services Revenue as per IFRS	\$1,882.0	IT Services Revenue as per IFRS	\$1,882.0
Effect of Foreign currency exchange movement	\$ 5.6	Effect of Foreign currency exchange movement	\$ 30.3
Non-GAAP Constant Currency IT Services Revenue based on previous quarter exchange rates	\$ 1,887.6	Non-GAAP Constant Currency IT Services Revenue based on exchange rates of comparable period in previous year	\$1,912.3



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