



Performance of Wipro Limited for Quarter ended September 30, 2008

October 22 , 2008

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Executive Director & Chief Financial Officer

Financial Summary for quarter ended September 30, 2008 (Indian GAAP)



Wipro Limited (Consolidated)

Particulars	Revenue Rs. Crores	Growth QoQ	Growth YoY
Revenue	6,507	9%	36%
Profits Before Interest & Tax	1,106	8%	30%
Profits After Tax	978	8%	19%

Key Segmental Results

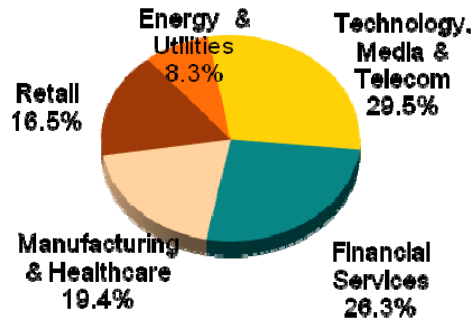
Segment	Revenue Rs Crores	Growth YoY	PBIT Rs Crores	Growth YoY
IT Services	4,750	36%	996	30%
IT Products.	1,002	50%	43	34%
Consumer Care & Lighting	527	42%	64	46%

Highlights for the quarter – IT Services

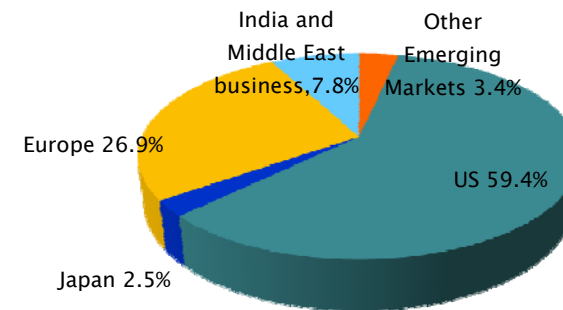
- Revenues at \$1,110 Mn significantly ahead of guidance of \$1089 Mn for the quarter with sequential growth of 4% (constant currency of 5.6%) and yoy growth of 29.4%
- IT Services added 28 new clients in the quarter.
- Turbo charged growth in India & Middle East business with 48% yoy and 14% sequential (19% at constant currency).
- Rate Realization and Fixed Price Projects mix improved sequentially by 200 basis points and 100 basis points respectively.
- Gross Utilization improved by 240bps sequentially, while Net Utilization improved by 260 basis points sequentially.
- The operating margin increased by 10 basis points sequentially through improved realization, utilization and other operational parameters in spite of the offshore wages increasing from August.
- Total employee strength in IT Services at 97,552 employees.

Revenue Dynamics–IT Services

Vertical distribution (Q2 FY09)



Geographical distribution (Q2 FY09)



Verticals:

- Financial Services delivered 7.8% seq growth and 41.6% YoY
- Retail & Transportation grew of 9.2% seq growth and 35.6% YoY
- Manufacturing & Healthcare grew 6.7% seq growth and 42.4% YoY

Differentiated Services:

- Technology Infrastructure Services grew 9% seq and 64.6% YoY
- Testing Services grew 7.1% seq and 33.4% YoY, BPO grew 33.7% YoY
- Package Implementation grew 6.2% seq and 20.5% YoY.

Geography:

- U.S grew 3.3% QoQ and 32.1% YoY .
- Europe grew 20.4% YoY and 4% sequentially (7.6% in constant currency).
- India & Middle East Business grew 13.9% QoQ and 48.4% YoY.

IT Services

- 16 clients with >\$50Mn revenue on trailing 12 months (14 in Q1) and 426 customers with > \$1 Mn Revenue (404 in Q1).
- 3 accounts with revenue run-rate of USD 100Mn on a quarterly annualized basis.

Awards and Recognition:

- Wipro has been recognized as a winner of the Asian MAKE Awards, 2008 and was ranked first in the ‘Transforming enterprise knowledge into shareholder value’.
- Wipro was also rated as a leading consulting partner for companies seeking cross-enterprise food supply chain tracking by a leading Industry Analyst, AMR.
- Wipro Technologies received a ‘strong positive’ rating from leading Analyst firm, Gartner in its “Market Scope for Business Intelligence and Performance Management Services, Western Europe, 2008,” report.

IT Services

- Announced 6 multiyear multimillion dollar deals:
 - Entered into a large multi-million dollar multi-year deal with one of the largest financial services group in the EMEA region.
 - Won a 5 year, multi-million dollar deal with a Global consumer apparel company headquartered in the US.
 - In a landmark co-innovation partnership with Harman International, Wipro launched a joint embedded engineering center in India. The new Harman India Development Center will operate from Wipro's existing Bangalore and Chennai facilities, complementing an earlier agreement which outsourced Harman's global IT infrastructure services to Wipro.
 - Entered into a multi-year strategic engagement with a major French Telecom company. This is a testimony to Wipro's growing importance in the French market.
 - Was chosen for a multi-year engagement by a large UK based Water and Waste-water service utility to provide managed hosting services as part of their ERP program.
 - Entered into an engagement with a German electrical systems company for an ERP rollout project which will integrate their global operations bringing in significant system standardization and process integration business benefits.

Other Highlights

IT Products

- Our IT products business had a spectacular quarter with a 50% Yoy growth.
- Our strong presence in Products in addition to Services in these geographies continued to give us leadership on end to end System Integration and Total Outsourcing deals.

Wipro Consumer Care and Lighting (WCCL)

- For the quarter, Wipro Consumer Care and Lighting (including Unza) recorded Revenues of Rs. 5.27 billion, a growth of 42% yoy and PBIT of Rs. 643 million, a growth of 46% yoy.
- Our domestic business Grew 22% yoy. Operating Margin Expands by 30 basis points in Q2, despite cost pressures.
- Unza continued to see good underlying value growth in Malaysia, Middle East, Indochina and Indonesia.

Wipro Infrastructure Engineering (WIN)

- Business severely impacted due to slowdown in overall infrastructure spend.
- Focus on managing impact of slow down by improving internal efficiencies till demand pickup.
- First order won along with Wipro Infotech in the field of Eco energy.

Summary

- Satisfying results considering the underlying uncertainties in the global economy.
- Retail & Transportation, Manufacturing & HLS and Financial Services businesses show resilience to post strong numbers in spite of macro economic environment.
- Differentiated service lines continue to demonstrate higher growth.
- The operating margin increased by 10 basis points sequentially through improved realization, utilization and other operational parameters, in spite of the wage increases effective August.
- 6 Large deals announced in IT services with healthy deal pipeline.
- Continued leadership in India & Middle East business.

Supplemental Data



- Financial Results as per US GAAP
- Key Operating Metrics in IT Services
- Key Client Metrics

Financial Summary for the quarter ended September 30, 2008 (As per US GAAP)



Wipro Limited (Consolidated)

Particulars	Rs Cr	Growth QoQ	Growth YoY
Revenue	6,410	8%	36%
Profits After Tax(GAAP)	822	1%	1%
Profits After Tax (Non-GAAP)*	947	7%	17%

Key

Segment	Revenue Rs Cr	Growth YoY	PBIT Rs Cr	Growth YoY
IT Services	4,733	36%	959	26%
IT Products	914	44%	20	26%
Consumer Care & Lighting	483	36%	52	23%

*Non-GAAP Adjusted Net income (excluding impact of currency translation on foreign currency loan, related cross currency swap and India fringe benefit tax) was Rs. 9.47 billion

Key Operating Metrics in IT Services for quarter ended September 30, 2008



Particulars	Q2 09	Q1 09	Q2 08
Revenue Break-down:			
Technology, Media & Telecom	29.5%	31.2%	33.2%
Financial Services	26.3%	25.4%	24.1%
Manufacturing & Healthcare	19.4%	19.0%	17.7%
Retail & Transportation	16.5%	15.7%	15.7%
E&U	8.3%	8.7%	9.3%
Geography Break-down:			
US	59.4%	59.8%	58.2%
Europe	26.9%	26.9%	29.0%
Japan	2.5%	2.7%	3.0%
India & Middle East business	7.8%	7.1%	6.8%
Other Emerging Markets	3.4%	3.5%	3.0%
People related			
No of people			
IT Services	61,697	61,345	57,674
BPO Services	21,804	20,837	20,141
India / Middle East IT Services	14,051	13,493	10,846
Total	97,552	95,675	88,661
Net Addition during the quarter			
IT Services	352	(725)	4,284
BPO Services	967	392	1,077
India / Middle East IT Services	558	441	735
Total	1,877	108	6,096

Key Client Metrics in IT Services for quarter ended September 30, 2008



Particulars	Q2 09	Q1 09	Q2 08
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Customer Concentration

Top Customer	2.7%	2.7%	2.7%
Top 5	11.5%	11.4%	12.8%
Top 10	20.4%	20.9%	22.0%

Active Customers	906	928	720
No. of New Customers	28	31	56
Revenue from New Customers	1.6%	0.8%	1.5%

Onsite Revenue (IT Services)	54.1%	53.9%	54.3%
Off Shore Revenue (IT Services)	45.9%	46.1%	45.7%

Customer Size Distribution

>\$ 50 M	16	14	9
\$20- 50Mn	34	33	30
\$10 -\$20Mn	35	33	36
\$5 -\$10Mn	59	58	41
\$3- \$5Mn	77	71	39
\$1-\$3Mn	205	195	153
Total >\$1Mn	426	404	308