



# Performance of Wipro Limited for Quarter ended June 30, 2011

Suresh Senapaty  
Executive Director and Chief Financial Officer  
July 20, 2011

# Financial Summary for the Quarter ended June 30, 2011 (IFRS)



## Wipro Limited (Consolidated)

Particulars	For the Quarter Rs. Crores	YoY Growth for the Qtr
Revenue	8,564	18%
Profits Before Interest & Tax	1,495	3%
Profits After Tax	1,335	1%

## Key Segmental Results

Particulars	Revenue for the Qtr Rs . Crores	YoY Growth for the Qtr	PBIT for the Qtr Rs. Crores	YoY Growth for the Qtr
IT Services	6,405	16%	1,407	4%
IT Products	1,006	21%	42	26%
Consumer Care & Lighting	755	18%	90	0.1%

# Highlights for the Quarter – IT Services



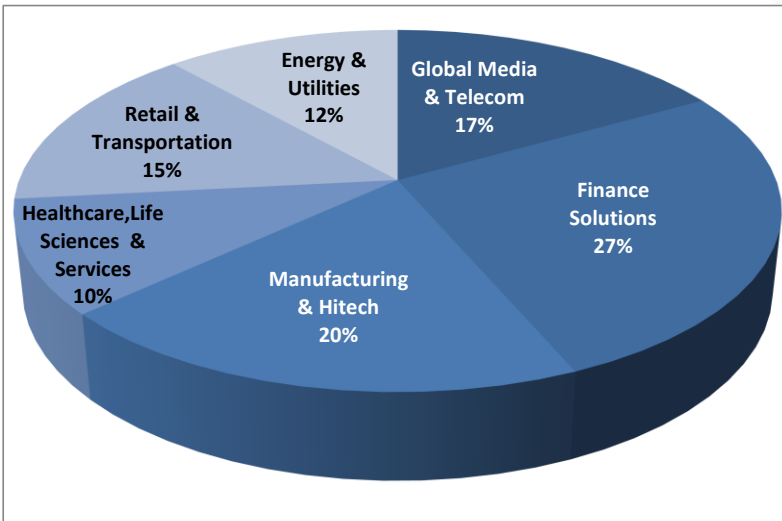
- Reported Revenues at **\$1,408 Mn** sequential growth of **0.5%**
- Margins at **22%**, despite the headwind of salary increases effective Jun 1, 2011

- Gross Utilization improved by 80 bps to **69.7%**
- Volume growth of **1.8%**

- **4 customers** with Revenue greater than \$100 million
- Average revenue of Top 10 customers in excess of \$100 million
- **49** new customer wins

# IT Services - Revenue Dynamics for Quarter ending June 30, 2011

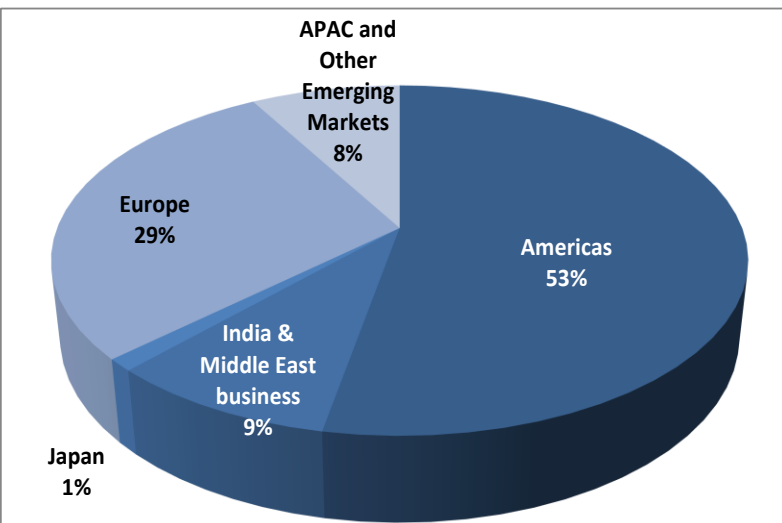
## Vertical Distribution % of Revenue



## Service Lines

- Analytics and Information Management grew 8% sequentially and 33 % YoY
- Business Application services grew 3% sequentially and 17% YoY
- Product Engineering & Mobility grew 2% sequentially and 13% YoY
- Consulting grew 38% YoY

## Geographical Distribution % of revenue



## Geographies

- APAC and other emerging markets grew 11% sequentially and clocked 42% YoY growth
- Europe grew at 3% sequentially and 31% YoY

## Verticals

- Energy and Utilities grew 14% sequentially and 54% YoY
- Finance Solutions grew 1% sequentially and 16% YoY
- Manufacturing and Hitech grew 7% YoY



Wipro has won a multi-year engagement with a top 10 universal bank for modernizing their core banking platform. This will involve replacement of their legacy platform by a new one with more contemporary technology. The bank has also chosen Wipro as their strategic partner for application development and maintenance work for their retail banking business.



Wipro has entered into a multi-year outsourcing engagement with one of the world's leading mail stream management companies for data center consolidation and provisioning of infrastructure on cloud based models.



For one of UK's largest Water and Sewerage Services organization, Wipro will provide end-to-end delivery of Applications & Infrastructure Managed Services and undertake a series of technology and process transformation initiatives to better align IT services to the customer's business dynamics.



Customers are increasingly looking to analytics to help them win in the world of constraints. Wipro partnered with a hi-tech manufacturing company to establish a quality analytics program. By integrating available data on products and components, the program can provide early visibility into product quality issues.



Wipro has won a Price Optimization consulting engagement with a leading drug retailer in US. Through a partnership with Revionics, a leading provider of life cycle price optimization solutions, Wipro will bring its capabilities in Everyday Pricing and Markdown Optimization and deep expertise in retail domain to this engagement.



Wipro has been chosen by one of largest food manufacturers in UK as a strategic IT partner. As part of the five year strategic relationship, Wipro will be responsible for supporting the SAP landscape for the customer. This partnership will achieve the strategic objective of standardizing systems and processes while reducing operating costs, achieving business productivity efficiencies and improving customer experience.

# IT Services – Deal Wins



The India and Middle East regions demonstrated strong wins across multiple segments. Wipro won a contract from the Jammu & Kashmir government under the Restructured Accelerated Power Development Reforms Program (R-APDRP)



Wipro won a contract from Oriental Bank of Commerce, as the Enrolment Agency for the UID (Unique Identification Number) project enrolments for residents of Delhi & NCR, Punjab, Haryana and UP States.



In a further boost to our Eco-energy and System Integration credentials, Wipro, along with Consolidated Construction Consortium Ltd (CCCL), entered into an engagement for end-to-end Networking and setting up of Intelligent Building Management System for ONGC's (Oil and Natural Gas Corporation) corporate office.

# Other Highlights

## Wipro Consumer Care and Lighting (WCCL)

- Commodity price (non edible oil) witnessing some market correction from later part of Q1 and all segments of biz have started passing on higher input cost to consumers along with competition. Yardley is able to penetrate mass segment, clocking growth at around 100% in India. Recent acquisition of Aramusk brand will add on in our premium segment soap category.
- Unza continue growing, outperforming in China and Malaysia. Brand focus concentrated, 3 brands contributes over 60% Biz.
- Domestic Lighting segment is growing ahead of industry, with high contribution from CFL.
- LED thrust in Commercial Lighting Business – have a large range.

## Wipro Infrastructure Engineering (WIN)

- We are the world's largest third-party manufacturer of hydraulic cylinders. We continue to see growth specifically in the Asia segment of our business, buoyed by strong fundamentals of the infrastructure engineering business.
- We have strategically entered the Brazilian market with the acquisition of RKM Equipamentos Hidraulicos Ltda.
- We have also entered into an Agreement for Transfer of Technology (ToT) and Manufacturing Workload with EADS subsidiary, CESA to enter the Aerospace and Defense segment



## Looking ahead For the quarter ending September 30, 2011

**We expect the Revenue from our IT Services business to be  
in the range \$1,436 Mn\* to \$1,464 Mn\***

\* Guidance is based on the following currency exchange rates: GBP/USD at 1.63 Euro/USD at 1.43, AUD/USD at 1.08, USD/INR at 44.90



# **Supplemental Data**

## Key Operating Metrics of IT Services

# Key Operating Metrics in IT Services for the Quarter ended June 30, 2011

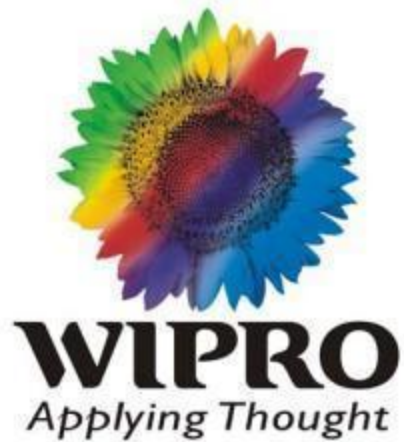


Particulars	Q1 12	Q4 11	Q1 11
<b>Revenue Composition</b>			
Global Media & Telecom	16.8%	17.2%	17.1%
Finance Solutions	26.7%	26.7%	26.9%
Manufacturing & Hitech	19.7%	19.7%	21.5%
Healthcare , Life Sciences & Services	10.2%	10.5%	10.7%
Retail & Transportation	15.0%	15.7%	14.9%
Energy & Utilities	11.6%	10.2%	8.9%
<b>Geography Composition</b>			
Americas	53.0%	53.9%	57.3%
Europe	28.6%	28.0%	25.4%
Japan	1.1%	1.5%	1.5%
India & Middle East business	9.0%	9.1%	9.0%
APAC & Other Emerging Markets	8.3%	7.5%	6.8%
<b>People related</b>			
Number of employees	126,490	122,385	112,925
Net Additions	4,105	2,894	4,854

# Key Operating Metrics in IT Services for the Quarter ended June 30, 2011



Particulars	Q1 12	Q4 11	Q1 11
<b>Customer Concentration</b>			
Top Customer	3.3%	3.1%	2.9%
Top 5	10.9%	11.4%	10.9%
Top 10	19.4 %	19.7%	19.8%
Active Customers	937	904	858
No. of New Customers	49	68	22
Repeat Business	99.3%	96.9%	99.6%
FPP Revenue Mix	47.0%	47.8%	44.6%
Off Shore Revenue Mix	47.6%	48.8%	47.8%
<b>Customer Size Distribution</b>			
\$ 100 Mn+	4	3	2
\$ 75 Mn +	12	12	9
\$ 50 Mn +	24	22	17
\$ 20 Mn +	69	68	58
\$ 10 Mn +	118	117	100
\$ 5 Mn +	195	180	165
\$ 1 Mn +	438	429	434



# Thank You

Suresh Senapaty

Executive Director and CFO

[suresh.senapaty@wipro.com](mailto:suresh.senapaty@wipro.com)