

WIPRO
Applying Thought



Performance of Wipro Limited for Quarter Ended - December 31, 2011

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Executive Director and Chief Financial Officer

January 20, 2012



Financial Summary for the Quarter Ended December 31, 2011 (IFRS)

Wipro Limited (Consolidated)

Particulars	For the Qtr. (Rs. Cr)	YoY Growth for the Qtr.
Revenue	9,997	28%
Earnings Before Interest & Tax	1,724	20%
Non GAAP Net Income	1,457	11%
Net Income	1,456	10%

Key Segmental Results

Particulars	Revenue for the Qtr. (Rs . Cr)	YoY Growth for the Qtr.	PBIT for the Qtr. (Rs. Cr)	YoY Growth for the Qtr.
IT Services	7,608	28%	1,583	20%
IT Products	900	2%	48	16%
Consumer Care & Lighting	879	26%	105	22%

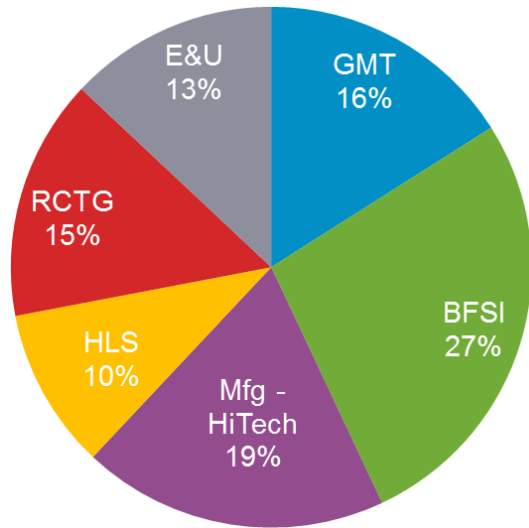
Declaration of Interim Dividend of Rs.2 per share

Highlights for the Quarter – IT Services

- ▶ Reported Revenues at \$1,505 Mn sequential growth of 2.2%.
- ▶ Constant currency growth was 4.5%, **exceeds our guidance range**
- ▶ **Strong improvement in Revenue productivity** – Offshore realizations up by 3.6% and Onsite realizations up by 4.3% on constant currency
- ▶ Net addition of 5,004 people, second successive quarter of 5000+ net adds
- ▶ Voluntary quarter annualized attrition dropped to 14.2%, lowest in 8 quarters – a drop of 9% in 2 quarters
- ▶ Customer metrics shows further improvement - 6 customers with Revenue greater than \$100 million on a trailing 12 month basis, up from 1 last year
- ▶ 39 new clients added during the quarter

IT Services - Revenue Dynamics for Quarter Ended December 31, 2011

Vertical Distribution % of Revenue



Vertical

- 5 of the 6 verticals grew 4%+ on constant currency
- Healthcare grew 6.9%, Retail grew 5.4%, Global Media & Telecom grew 4.8%, BFSI grew 4.6% and Manufacturing grew 4.2% sequentially on a constant currency basis

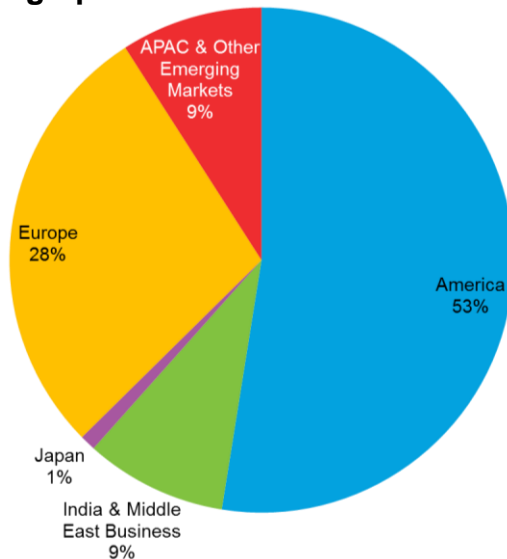
Geographies

- Americas grew 4% sequentially on constant currency basis
- Japan grew 9.6% sequentially on constant currency basis
- Emerging markets continued to show strong growth

Service Lines

- ADM grew 3.8% sequentially
- Business Application Services grew 3.3% sequentially
- Analytics and Information Management grew 2.7% sequentially
- Product Engineering & Mobility grew 2.6% sequentially

Geographical Distribution % of Revenue



IT Services – Deal Wins

- ▶ Wipro will help a leading player in the Chemical industry become more agile in the chemical transportation, logistics and warehouse management space by implementing cloud based solutions, modernization and upgrades of legacy applications and migrating to an on-demand model for custom applications.
- ▶ Wipro has been chosen as a partner by one of the large US financial institutions for a Digital Transformation Program that spans across all digital assets and channels. The objective of the initiative is to integrate the client's marketing and sales channels to improve customer experience.
- ▶ Wipro will help a leading global provider of engineering services in manufacturing sector to increase their services footprint by standardization and variabilization of their evolving business processes while transforming their Applications and Infrastructure landscape.
- ▶ AstraZeneca, a leading global biopharmaceutical company has selected Wipro for a multiyear engagement to enhance its 'SIAM (Service Integration and Management)' and 'EUC (End User Computing)' infrastructure. The implementation will help AstraZeneca extract and manage the best from its IT ecosystem as well as enable a single model governance and control framework.
- ▶ A company belonging to a US based private equity firm has selected Wipro as the sole partner for its 'Process Transformation' initiative. Wipro will be working on various cost optimization and efficiency improvement initiatives using 'LEAN' and will help the customer with workforce management solutions.



Awards and accolades

▶ Wipro was the only Indian IT company to be ranked in the prestigious Aon Hewitt 'Top Companies for Leaders' global list.

▶ Wipro was also awarded the prestigious NASSCOM Award for Excellence in Diversity and Inclusion, in the Best IT Services and Product Companies category at the NASSCOM Diversity and Inclusion Summit 2011.

▶ Wipro has been ranked as a global leader in testing services by Ovum, an independent technology analyst firm, in a report titled 'Services Guide: Outsourced Testing – Benchmarking Software and Systems Testing Service Vendors'.

▶ Wipro and Diversey, a leading global provider of commercial cleaning, sanitation and hygiene solutions, jointly won the 'IT Outsourcing Project of the Year' at UK's 8th annual National Outsourcing Association (NOA) Awards for a transformational project wherein technology was used to proactively address Diversey's future business needs.

▶ Wipro was conferred the "People Choice Award" as the "Most Admired IT Company of the Year Amongst CIOs" at the Bloomberg UTV – CXO Awards 2011. Wipro was chosen through a countrywide Public Survey.

Other Highlights

Wipro Consumer Care and Lighting (WCCL)

- Revenue growth of 26% yoy and EBIT growth of 22% yoy
- Aramusk soap has been launched in Kolkatta in January
- Unza and Yardley are performing well - Key markets for Unza continue to be Malaysia, China, Indonesia and Vietnam
- LED thrust in Commercial Lighting Business – well positioned in the Green building space

Wipro Infra- structure Engineering (WIN)

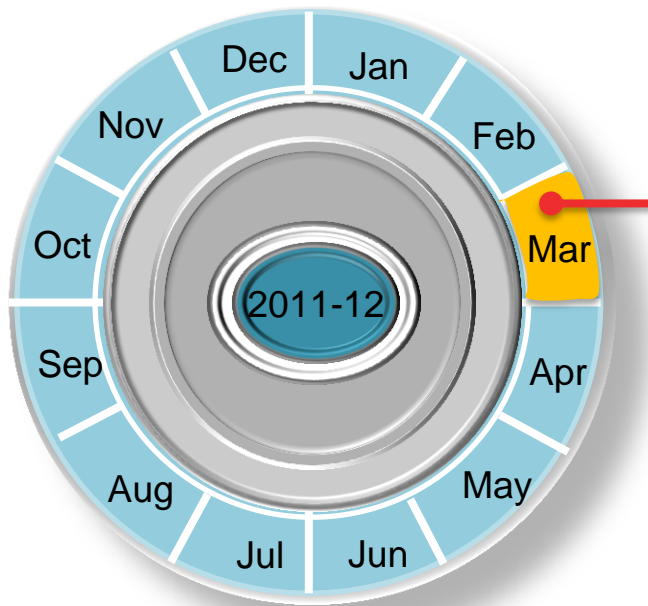
- We experience strong growth specifically in the Asia segment of our business (peak quarterly revenue), driven by renewed focus on infrastructure development and OEM competitive interplay.
- While there is an expectation of speed bumps in the short term in emerging geographies- China and Brazil, long term fundamentals remain strong
- We formally signed a JV agreement with Kawasaki Precision Machines Ltd in December, and are seeing positive response from potential customers.

Wipro Eco Energy

- WEE will manage Direct & Indirect energy spend through a combination of levers – our WESS platform creates a strong value proposition of proactive energy management.
- Successful execution of commissioning of solar plants in India

Looking ahead

Looking ahead For the quarter ending March 31, 2012



We expect the Revenue from our IT Services business to be in the range \$1,520 Mn* to \$1,550 Mn*, a sequential growth of 1% to 3%

* Guidance is based on the following currency exchange rates: GBP/USD at 1.57 Euro/USD at 1.33, AUD/USD at 1.00, USD/INR at 51.75

Supplemental Data

Key Operating Metrics of IT Services



Key Operating Metrics in IT Services for the Quarter ended December 31, 2011

Particulars	Q3'12	Q2'12	Q3'11
Revenue Composition			
Global Media & Telecom	15.4%	15.7%	17.0%
Finance Solutions	27.3%	27.1%	27.3%
Manufacturing & Hitech	19.0%	19.0%	20.0%
Healthcare , Life Sciences & Services	10.0%	9.8%	10.4%
Retail & Transportation	14.9%	14.7%	15.4%
Energy & Utilities	13.4%	13.7%	9.9%
Geography Composition			
Americas	52.5%	51.7%	54.2%
Europe	28.2%	28.8%	28.3%
Japan	1.3%	1.3%	1.5%
India & Middle East Business	9.1%	9.3%	8.9%
APAC & Other Emerging Markets	8.9%	8.9%	7.1%
People related			
Number of employees	136,734	131,730	119,491
Net Additions	5,004	5,240	3,591

Key Operating Metrics in IT Services for the Quarter ended December 31, 2011

Particulars	Q3'12	Q2'12	Q3'11
Customer Concentration			
Top Customer	3.9%	3.7%	3.0%
Top 5	11.8%	11.6%	10.7%
Top 10	19.9%	20.0%	19.2%
Active Customers	953	930	880
No. of New Customers	39	44	36
Repeat Business	97.9%	98.6%	97.6%
FPP Revenue Mix	45.5%	45.2%	46.3%
Off Shore Revenue Mix	45.6%	45.7%	48.2%
Customer Size Distribution			
\$ 100 Mn+	6	5	1
\$ 75 Mn+	14	13	10
\$ 50 Mn+	25	24	21
\$ 20 Mn+	73	70	64
\$ 10 Mn+	121	120	113
\$ 5 Mn+	197	192	176
\$ 1 Mn+	462	462	433

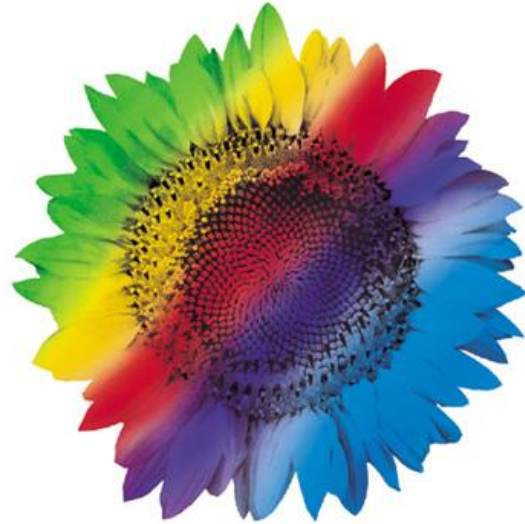


Thank You

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