

Performance of Wipro Limited for the Quarter and Year ended March 31, 2010

April 23, 2010

Suresh C Senapaty
Executive Director & Chief Financial Officer

Financial Summary for the Year ended March 31, 2010 (IFRS)



Wipro Limited (Consolidated)

Particulars	Revenue Rs. Crores	Growth YoY
Revenue	27,124	6%
Profits Before Interest & Tax	5,151	19%
Profits After Tax	4,593	18%

Key Segmental Results

Segment	Revenue Rs. Crores	Growth YoY	PBIT Rs. Crores	Growth YoY
IT Services	20,249	6%	4,741	18%
IT Products	3,821	11%	176	29%
Consumer Care & Lighting	2,258	17%	308	19%

Financial Summary for the Quarter ended March 31, 2010 (IFRS)



Wipro Limited (Consolidated)

Particulars	Revenue Rs. Crores	Growth YoY
Revenue	6,983	8%
Profits Before Interest & Tax	1,336	19%
Profits After Tax	1,209	21%

Key Segmental Results

Segment	Revenue Rs. Crores	Growth YoY	PBIT Rs. Crores	Growth YoY
IT Services	5,260	7%	1,272	20%
IT Products	890	2%	26	-17%
Consumer Care & Lighting	608	27%	81	16%

Highlights for the Quarter – IT Services



- Strong quarter of broad based, volume led growth
- Business environment returning to normal
- Improved margins despite wage increases, rupee appreciation and cross-currency impact

- Constant currency Revenues at **\$1,180Mn**, sequential growth of 4.7%
- Reported Revenues at **\$1,166 Mn**, sequential growth of 3.5%

- Margins expanded 60bps sequentially to 24.2%; 2.6% expansion YoY

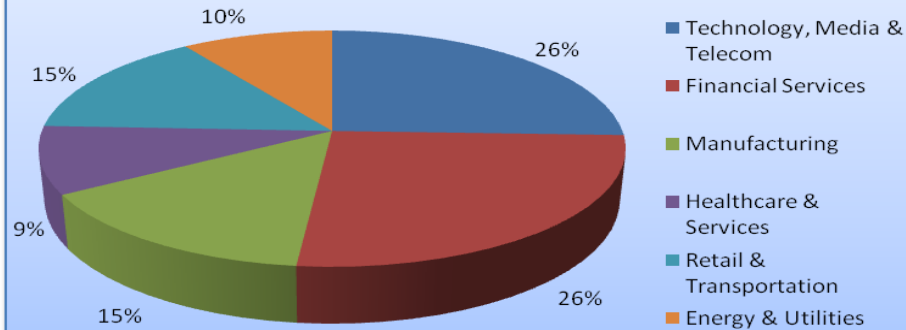
- Revenues from Fixed Price Projects improved 1.8% sequentially to 44.3%

- Number of million-dollar clients increased by 8 this quarter

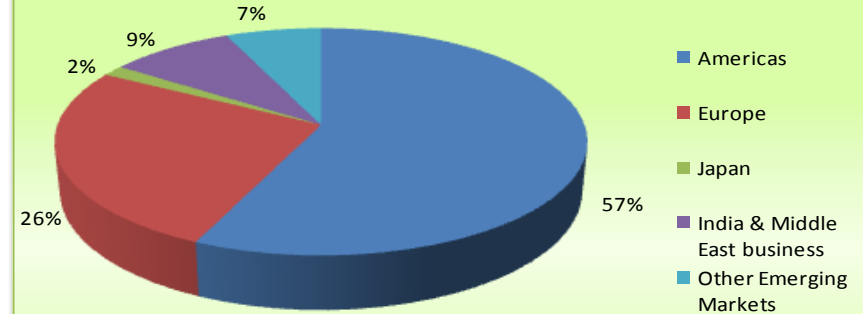
IT Services - Revenue Dynamics for Quarter ending March 31, 2010



Vertical Distribution



Geographical Distribution



Service Lines:

- Consulting grew 22% sequentially & 42% YoY
- Both BPO & Product Engineering Services grew 6% sequentially, while TIS & Testing grew 5%

Geographies:

- Europe grew 3% sequentially & 15% YoY
- Other Emerging Markets (which include APAC and Australia) grew 13% sequentially and 85% YoY

Verticals:

- Healthcare & Services grew 10% QoQ and 40% YoY
- Technology grew 6%, Telecom grew 7% sequentially, while Financial Services grew 5%
- Energy & Utilities grew 5% QoQ & 37% YoY

Awards and Recognition:

- Wipro's innovative application services model, CIGMA (Centre for Integrated Global Management of Applications) won the NASSCOM IT Innovation Award in the Process Innovation category for the year. This award recognizes innovation in a company's business processes, models, inputs, go-to-market strategies, delivery models to realize significant business value.
- In recognition of efforts to create job opportunities in the local community in Atlanta, received the 2010 Global Impact Award from Metro Atlanta Chamber of Commerce under the category of Economic Development - Foreign Direct Investment - for success in job creation and positive impact on Atlanta's economy in 2009

IT Services – Deal Wins



- A 7-year strategic agreement with The Main Street America Group to supplement their IT organization in its endeavor to support its present and future business needs.
- A multi-year, strategic partnership with consumer electronics retailer Best Buy Co., Inc. to provide a comprehensive range of technology and business services across the globe
- A 6-year deal with a large consumer products company to manage end to end infrastructure for setting up centralized global IT operations across 15 countries
- A large US-based pharmaceutical company which is leveraging Wipro's understanding of the pharmaceutical domain and its proven delivery capability in the application management space for their strategic initiative aimed at process standardization across the various units and help them achieve significant benefits

Other Highlights



Wipro Consumer Care and Lighting (WCCL)

- Consumer Care and Lighting business recorded Revenues of Rs. 6.08 billion, an increase of 27% YoY and PBIT of Rs. 807 million, an increase of 16% YoY.
- International Business had a great quarter with Middle East and Malaysia bouncing back and with strong growth coming from Vietnam, China and Indonesia. Leading Brands Enchanteur, Safi and Romano grew well.
- Santoor remains the #1 toilet soap brand in South India both in urban and rural markets
- Robust growth coming across from all segments of Toilet soaps, Wellness, Trade Lighting, Commercial Lighting, Furniture and switches.

Wipro Infrastructure Engineering (WIN)

- We are the worlds largest third party Hydraulics player.
- Positive news is that we have gained market share during the downturn and further cemented our relationships with our key clients.
- India market is strong and has returned to peak levels.
- Europe has bottomed out and we are starting to see the first signs of recovery

WIN-Eco-energy:

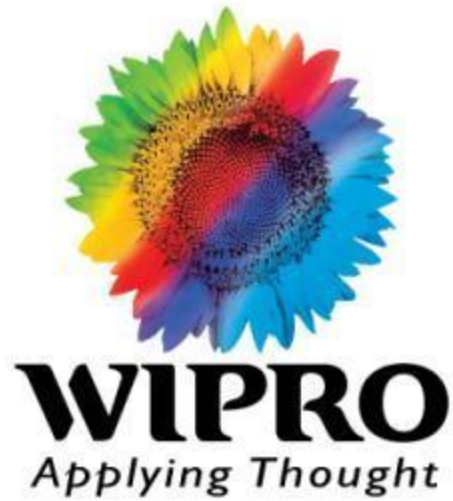
- We are focused on 3 main segments which include Green Build (Factories, Commercial/ Residential Complexes), Solar Utility Scale Plants (driven off the Solar Mission) and Managed Services (end to end mgmt of energy infrastructure and usage for clients)
- Confidence in our business model has increased significantly, validated by the market & our wins

Looking ahead



Looking ahead, for the quarter ending June 30, 2010, we expect the Revenue from our IT Services business to be in the range \$1,190 Mn* to \$1,215 Mn*

* Guidance is based on the following constant currency exchange rates: GBP/USD at 1.54, Euro/USD at 1.36, AUD/USD at 0.91, USD/INR at 45.60



Supplemental Data

Financial Results as per IGAP

Key Operating Metrics in IT Services

Financial Summary for the Year ended March 31, 2010 (IGAAP)



Wipro Limited (Consolidated)

Particulars	Revenue Rs. Crores	Growth YoY
Revenue	27,141	6%
Profits Before Interest & Tax	5,179	18%
Profits After Tax	4,631	19%

Key Segmental Results

Segment	Revenue Rs. Crores	Growth YoY	PBIT Rs. Crores	Growth YoY
IT Services	20,247	6%	4,775	18%
IT Products	3,832	11%	175	18%
Consumer Care & Lighting	2,377	14%	310	22%

Financial Summary for the Quarter ended March 31, 2010 (IGAAP)



Wipro Limited (Consolidated)

Particulars	Revenue Rs. Crores	Growth YoY
Revenue	6,984	8%
Profits Before Interest & Tax	1,355	18%
Profits After Tax	1,236	22%

Key Segmental Results

Segment	Revenue Rs. Crores	Growth YoY	PBIT Rs. Crores	Growth YoY
IT Services	5,263	7%	1,283	20%
IT Products	887	2%	26	-30%
Consumer Care & Lighting	643	25%	85	24%

Key Operating Metrics in IT Services for the Quarter ended March 31, 2010



Particulars	Q4 10	Q3 10	Q4 09
Revenue Composition:			
Technology, Media & Telecom	25.6%	26.1%	26.9%
Financial Services	26.1%	25.8%	26.0%
Manufacturing	14.8%	15.1%	16.3%
Healthcare & Services	9.2%	8.7%	7.4%
Retail & Transportation	14.7%	14.8%	15.6%
Energy & Utilities	9.6%	9.5%	7.8%
Geography Composition:			
Americas	56.7%	57.1%	60.5%
Europe	26.3%	26.3%	25.5%
Japan	1.5%	1.6%	2.3%
India & Middle East business	8.8%	8.9%	7.7%
Other Emerging Markets	6.7%	6.1%	4.0%
People related:			
Number of employees	1,08,071	1,02,746	97,810
Net Additions	5325	4855	845

Key Operating Metrics in IT Services for the Quarter ended March 31, 2010



Particulars	Q4 10	Q3 10	Q4 09
Customer Concentration:			
Top Customer	2.5%	2.6%	2.4%
Top 5	10.5%	10.8%	10.8%
Top 10	19.3%	19.5%	19.7%
Active Customers	845	822	863
No. of New Customers	27	31	20
Revenue from New Customers	3.5%	2.2%	3.2%
Onsite Revenue (IT Services)	49.4%	50.3%	51.2%
Off Shore Revenue (IT Services)	50.6%	49.7%	48.8%
Customer Size Distribution:			
\$ 50 M	16	16	17
\$20- 50Mn	40	37	36
\$10 -\$20Mn	40	42	40
\$5 -\$10Mn	70	61	60
\$3- \$5Mn	60	77	67
\$1-\$3Mn	180	165	207
Total >\$1Mn	406	398	427