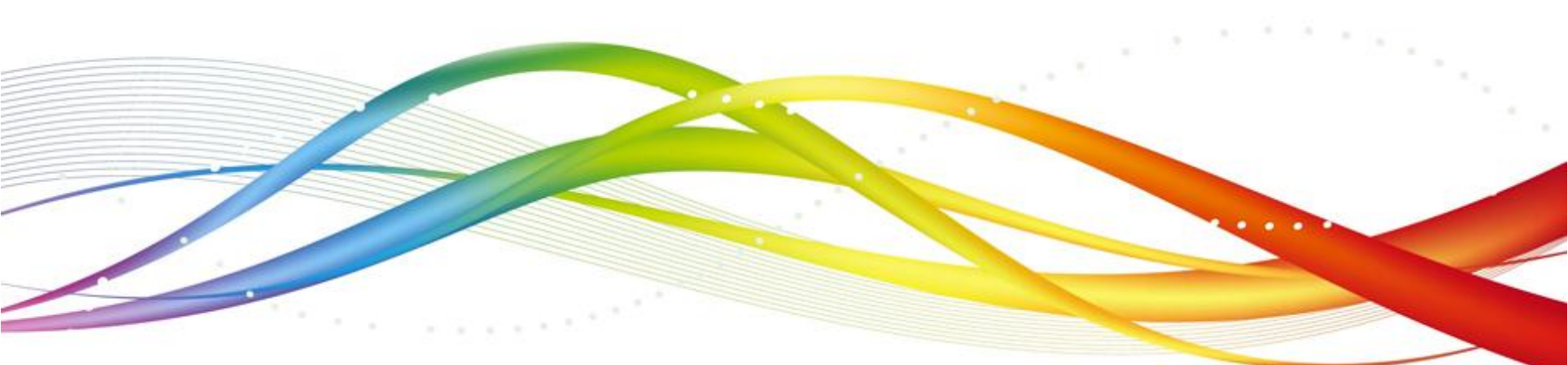




Performance of Wipro Limited for Quarter ended - September 30, 2012

Suresh Senapaty
Executive Director and Chief Financial Officer
November 02, 2012



Safe Harbor

This presentation may contain certain “forward looking” statements, which involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those that may be projected by these forward looking statements. These uncertainties have been detailed in the reports filed by Wipro with the Securities and Exchange Commission and these filings are available at www.sec.gov. This presentation also contains references to findings of various reports available in the public domain. Wipro makes no representation as to their accuracy or that the company subscribes to those findings.

Financial Summary for the Quarter Ended September 30, 2012 (IFRS)

Wipro Limited (Consolidated)

Particulars	For the Qtr. (Rs. Cr)	YoY Growth for the Qtr.
Revenue	10,657	17%
Earnings Before Interest & Tax	1,859	25%
Non GAAP Net Income	1,598	22%
Net Income	1,611	24%

Key Segmental Results

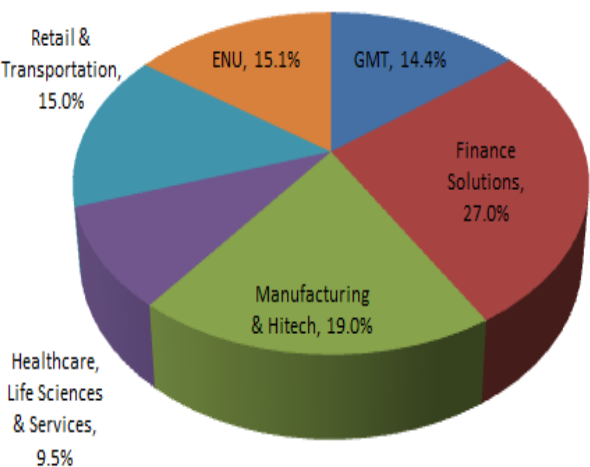
Particulars	Revenue for the Qtr. (Rs . Cr)	YoY Growth for the Qtr.	PBIT for the Qtr. (Rs. Cr)	YoY Growth for the Qtr.
IT Services	8,373	23%	1,731	27%
IT Products	899	(10)%	27	(40)%
Consumer Care & Lighting	1,008	26%	113	29%

Highlights for the Quarter – IT Services

- ▶ Revenues at \$1,541 Mn, in line with our guidance
- ▶ Revenues in INR terms grew 23% on a yoy basis ; PBIT grew by 27% YoY
- ▶ Operating margins improved by 70 basis points over last year to 20.7%
- ▶ Voluntary attrition on a quarter annualized basis dropped 80 basis points to 14.4%
- ▶ Customer metrics shows further improvement - 9 customers with Revenue greater than \$100 million on a trailing 12 month basis, up from 5 last year
- ▶ Top 10 clients have grown 8.2% sequentially
- ▶ 53 new clients added during the quarter

IT Services - Revenue Dynamics for Quarter Ended September 30, 2012

Vertical Distribution % of Revenue



Vertical

1. Energy, Natural Resources and Utilities grew 8.4% sequentially,
2. Financial Services grew by 4% sequentially

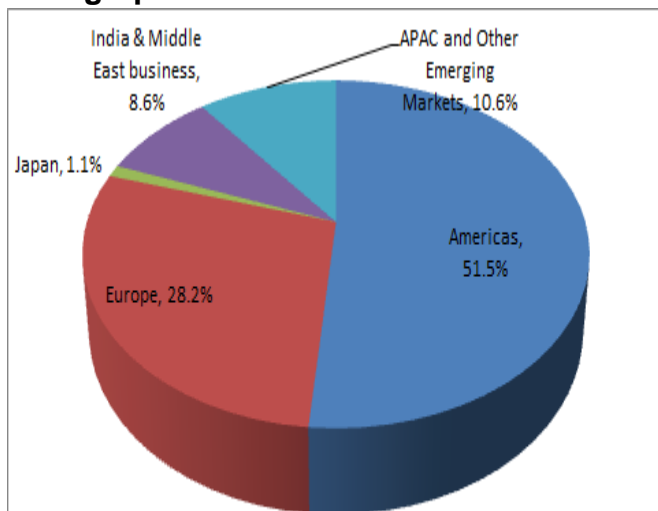
Geographies

1. APAC and Other Emerging markets grew 5.1% sequentially, Europe grew 2.1% sequentially
2. India & Middle East continues to be weaker with growth of 0.3% sequentially

Service Lines

1. BPO grew 5.7% sequentially, TIS grew 3.6% sequentially
2. Analytics grew 12.5% YoY

Geographical Distribution % of Revenue



IT Services – Deal Wins

▶ Wipro has won a multi-year, multi-million IT infrastructure transformation deal from one of the largest non-profit healthcare providers in the United States. The program will help transform the client's business from the current 'fee-for-service' to a comprehensive care model.

▶ One of the largest retail departmental store chains based in North America has awarded Wipro a multi-year transformational deal to manage all aspects of end to end quality assurance. With this engagement, Wipro will be providing Quality Assurance services, in a managed services model.

▶ Wipro has won a large multi-year engagement for infrastructure managed services with a leading provider of renewable energy, headquartered in Germany. This will involve the replacement of their existing internal messaging platform with a hosted messaging solution to support the communication needs of a growing workforce and business.

▶ Wipro has entered into a long term strategic partnership with Qatar Airways, one of the fastest growing airlines in the world, for developing and implementing IP for cargo management and revenue accounting.



Non IT Business Highlights

Wipro Consumer Care and Lighting (WCCL)

1. Revenue growth in Q2 of 26% yoy and EBIT growth of 29% yoy
2. Yardley UK business got into our fold from 1st Aug 2012 and overall Yardley as a Brand grew well across all the Markets of India, Middle East and UK.

Wipro Infra- structure Engineering (WIN)

1. WIN continued on a growth path despite soft global sentiments and subdued macro economic outlook, helped by our portfolio and multi geography presence. In Europe, volumes continued to hold despite weak sentiment.
2. Long term outlook remains positive given urbanization trend and infrastructure deficit in main emerging economies, and replacement infrastructure in developed economies.

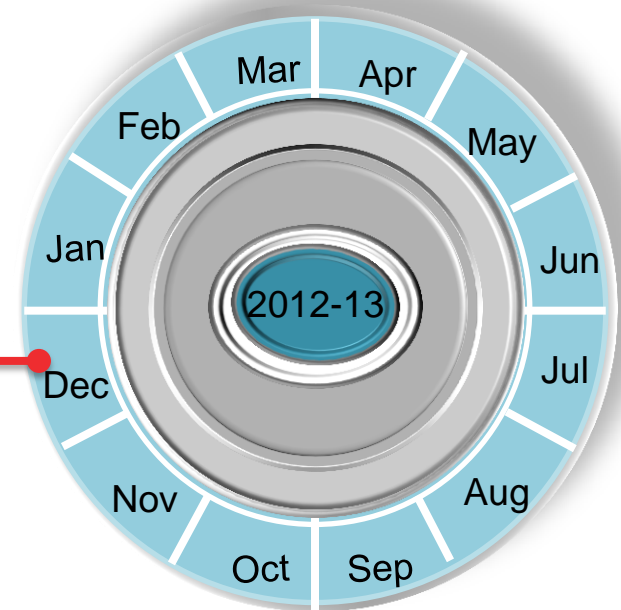
Wipro Eco Energy

1. Our energy management business is showing positive momentum in market place. We are able to excite customer by demonstrating analytics driven energy savings

Looking ahead

Looking ahead For the quarter ending December 31, 2012

We expect the Revenue from our IT Services business to be in the range
\$1,560 million to \$1,590 million*



* Guidance is based on the following exchange rates: GBP/USD at 1.59, Euro/USD at 1.26, AUD/USD at 1.05, USD/INR at 54.98.

Supplemental Data

Key Operating Metrics of IT Services



Key Operating Metrics in IT Services for the Quarter ended September 30, 2012

Particulars	Q2'13	Q1'13	Q2'12
Revenue Composition			
Global Media & Telecom	14.4%	14.9%	15.7%
Finance Solutions	27.0%	26.4%	27.1%
Manufacturing & Hitech	19.0%	19.4%	19.0%
Healthcare , Life Sciences & Services	9.5%	10.1%	9.8%
Retail & Transportation	15.0%	15.0%	14.7%
Energy, Natural Resources & Utilities	15.1%	14.2%	13.7%
Geography Composition			
Americas	51.5%	51.6%	51.7%
Europe	28.2%	28.1%	28.8%
Japan	1.1%	1.3%	1.3%
India & Middle East Business	8.6%	8.8%	9.3%
APAC & Other Emerging Markets	10.6%	10.2%	8.9%
People related			
Number of employees	140,569	138,552	131,730
Net Additions	2,017	2632	5,240



Thank You

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Executive Director and CFO

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