

Performance of Wipro Limited for Quarter ended September 30, 2010

Suresh Senapaty
Executive Director and Chief Financial Officer
October 22, 2010

Financial Summary for the Quarter and Half Year ended September 30, 2010 (IFRS)



Wipro Limited (Consolidated)

Particulars	For the Qtr Rs. Crores	YoY Growth for the Qtr	YoY Growth for the Half Year
Revenue	7,731	12%	14%
Profits Before Interest & Tax	1,403	6%	16%
Profits After Tax	1,285	10%	19%

Key Segmental Results

Segment	Revenue for the Qtr Rs . Crores	YoY Growth for the Qtr	YoY Growth for the Half Year	PBIT for the Qtr Rs. Crores	YoY Growth for the Qtr	YoY Growth for the Half Year
IT Services	5,747	15%	14%	1,275	7%	16%
IT Products	1,069	(10%)	(1%)	53	(13%)	(4%)
Consumer Care & Lighting	665	20%	21%	83	13%	13%

Highlights for the Quarter – IT Services



- I. Demand momentum continues to be strong with customers trying to catch up with the under-investment in IT in the previous years

- Reported Revenues at **\$1,273 Mn.** sequential growth of 5.7%
- Constant currency Revenues at **\$1,261 Mn**, compared to guidance range of \$1,253 million and \$1,277 million

- Strong volume growth of 6.6% -highest volume growth in 12 quarters.
- Offshore volume growth of 7.4%

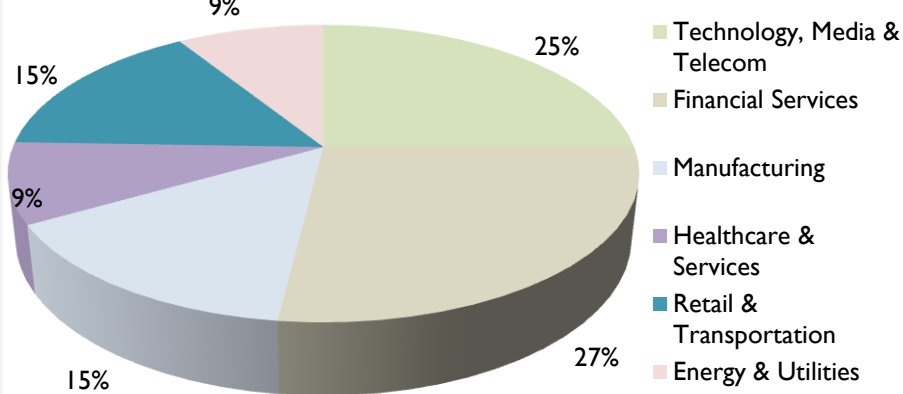
- 20 customers greater than \$50 million - up from 17 in previous quarter

- Margin down 2.5%, impacted by Foreign exchange realizations, People related action like progressions and Restricted Stock Units and investments in Sales & Marketing

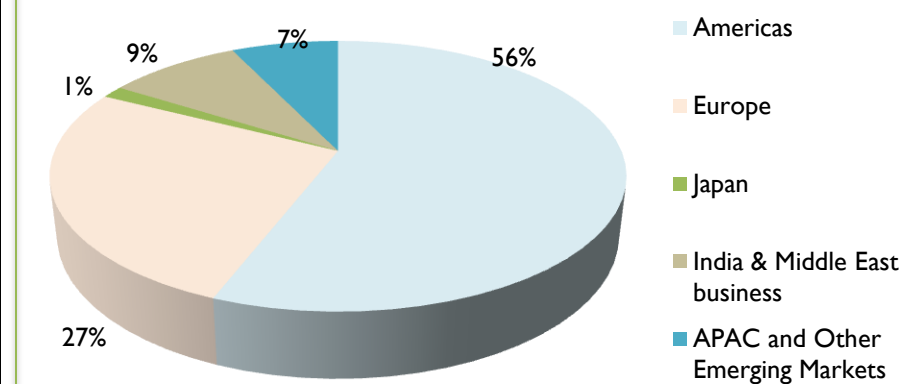
IT Services - Revenue Dynamics for Quarter ending September 30, 2010



Vertical Distribution



Geographical Distribution



Service Lines:

- Both Package Implementation and Technology Infrastructure Services grew 7% sequentially
- Product Engineering grew 15% sequentially
- Consulting grew 14% sequentially and 49% YoY

Geographies:

- Europe grew 10% sequentially whereas Americas grew 3% sequentially
- India & Middle East business grew 5% sequentially
- APAC & Other Emerging Markets grew 11% sequentially

Verticals:

- Retail and Transportation grew 10% sequentially while Healthcare and Services grew 9% sequentially
- Telecom grew 8% sequentially while Energy and Utilities grew 7% sequentially

IT Services – Deal Wins



- Wipro entered into a multi-year strategic partnership with a major electricity distribution network owner and operator in UK to deliver transformational services including enhancing and consolidating the business applications landscape and transitioning the IT systems to an end-to-end managed services framework.
- We won a multi-year contract with a global banking major where our engagement includes management of IT and BPO services for the customer with a goal to transform the current services model to a shared services model and deliver the ITO BPO synergy benefit beyond the cost savings.
- We also entered into a multi-year engagement with a leading global ship classification society for deploying next generation services through business-IT alignment and implementing a future-ready IT architecture in accordance with industry standards and global best practices

IT Services – Deal Wins



- Wipro has entered into a contract with an electricity network owner and major supplier within Northern Ireland. We will upgrade and implement the market registration, customer care and billing solutions across the client's businesses.
- We entered into a multi-year strategic multimillion dollar outsourcing deal from one of the largest global telecom service providers to create and manage their enterprise networks in India.
- During the quarter, the India, Middle East & Africa regions continued to post robust growth and had a good set of wins including two large multiyear outsourcing deals with the Central Bank of India and UCO Bank for their Regional Rural Bank roll outs.
- Won a key project from the UID authority for the critical enrolment process for 2 states in India.

Other Highlights

Wipro Consumer Care and Lighting (WCCL)

- Consumer Care and Lighting business recorded Revenues of Rs. 6.65 billion, an increase of 20% YoY and PBIT of Rs. 831 million, an increase of 13% YoY
- International business has done well with Enchanteur, Safi and Romano having grown well
- Santoor remains the No.1 brand in AP and Karnataka in Toiler Soap category

Wipro Infrastructure Engineering (WIN)

- We are the worlds largest third party Hydraulics player.
- Seeing increased demand in India market with volumes at near peak levels
- Seeing a better than expected recovery in Europe

Eco-energy:

- Continue to drive Energy Managed Services
- Confidence in our business model has increased significantly, validated by the market & our wins

Looking ahead

Looking ahead, for the quarter ending December 31, 2010, we expect the Revenue from our IT Services business to be in the range \$1,317 Mn* to \$1,343 Mn*

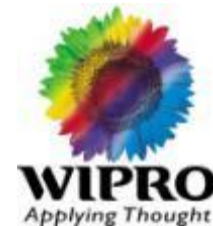
* Guidance is based on the following constant currency exchange rates: GBP/USD at 1.56, Euro/USD at 1.29, AUD/USD at 0.94, USD/INR at 46.31



Supplemental Data

Key Operating Metrics of IT Services

Key Operating Metrics in IT Services for the Quarter ended September 30, 2010



Particulars	Q2 11	Q1 11	Q2 10
Revenue Composition:			
Technology, Media & Telecom	25.0%	25.7%	26.4%
Financial Services	26.9%	26.9%	25.7%
Manufacturing	14.8%	15.1%	15.6%
Healthcare & Services	8.8%	8.5%	8.1%
Retail & Transportation	15.5%	14.9%	15.2%
Energy & Utilities	9.0%	8.9%	9.0%
Geography Composition:			
Americas	55.9%	57.3%	58.4%
Europe	26.5%	25.4%	26.5%
Japan	1.5%	1.5%	1.6%
India & Middle East business	8.9%	9.0%	8.1%
APAC & Other Emerging Markets	7.2%	6.8%	5.4%
People related			
Number of employees	115,900	112,925	97,891
Net Additions	2,975	4,854	(630)

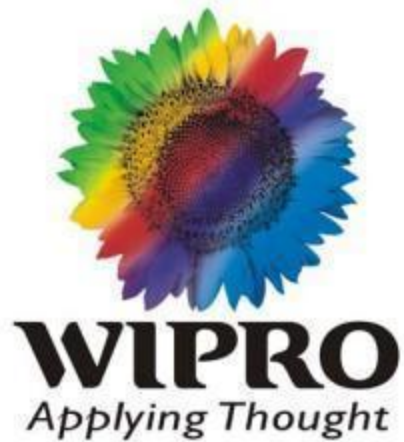
Key Operating Metrics in IT Services for the Quarter ended September 30, 2010



Particulars	Q2 11	Q1 11	Q2 10
Customer Concentration:			
Top Customer	2.9%	2.9%	2.7%
Top 5	10.7%	10.9%	11.3%
Top 10	19.2%	19.8%	19.7%
Active Customers	890	858	840
No. of New Customers	29	22	37
Repeat Business	99.0%	99.6%	98.1%
Onsite Revenue (IT Services)	51.7%	52.2%	49.9%
Off Shore Revenue (IT Services)	48.3%	47.8%	50.1%

Customer Size Distribution:

\$ 100 Mn+	1	2	1
\$75Mn +	9	9	8
\$50Mn +	20	17	16
\$20Mn +	63	58	51
\$10Mn +	106	100	99
\$5Mn +	164	165	152
\$1Mn +	425	434	403



Thank You

Suresh Senapaty

Executive Director and CFO

Suresh.senapaty@wipro.com