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

## Wipro Limited (Consolidated)

<table>
<thead>
<tr>
<th>Particulars</th>
<th>For the Qtr Rs. Crores</th>
<th>YoY Growth for the Qtr</th>
<th>YoY Growth for the Half Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>7,731</td>
<td>12%</td>
<td>14%</td>
</tr>
<tr>
<td>Profits Before Interest &amp; Tax</td>
<td>1,403</td>
<td>6%</td>
<td>16%</td>
</tr>
<tr>
<td>Profits After Tax</td>
<td>1,285</td>
<td>10%</td>
<td>19%</td>
</tr>
</tbody>
</table>

## Key Segmental Results

<table>
<thead>
<tr>
<th>Segment</th>
<th>Revenue for the Qtr Rs. Crores</th>
<th>YoY Growth for the Qtr</th>
<th>YoY Growth for the Half Year</th>
<th>PBIT for the Qtr Rs. Crores</th>
<th>YoY Growth for the Qtr</th>
<th>YoY Growth for the Half Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Services</td>
<td>5,747</td>
<td>15%</td>
<td>14%</td>
<td>1,275</td>
<td>7%</td>
<td>16%</td>
</tr>
<tr>
<td>IT Products</td>
<td>1,069</td>
<td>(10%)</td>
<td>(1%)</td>
<td>53</td>
<td>(13%)</td>
<td>(4%)</td>
</tr>
<tr>
<td>Consumer Care &amp; Lighting</td>
<td>665</td>
<td>20%</td>
<td>21%</td>
<td>83</td>
<td>13%</td>
<td>13%</td>
</tr>
</tbody>
</table>
Highlights for the Quarter – IT Services

1. 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
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, 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

#### Revenue Composition:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q2 11</th>
<th>Q1 11</th>
<th>Q2 10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technology, Media &amp; Telecom</td>
<td>25.0%</td>
<td>25.7%</td>
<td>26.4%</td>
</tr>
<tr>
<td>Financial Services</td>
<td>26.9%</td>
<td>26.9%</td>
<td>25.7%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>14.8%</td>
<td>15.1%</td>
<td>15.6%</td>
</tr>
<tr>
<td>Healthcare &amp; Services</td>
<td>8.8%</td>
<td>8.5%</td>
<td>8.1%</td>
</tr>
<tr>
<td>Retail &amp; Transportation</td>
<td>15.5%</td>
<td>14.9%</td>
<td>15.2%</td>
</tr>
<tr>
<td>Energy &amp; Utilities</td>
<td>9.0%</td>
<td>8.9%</td>
<td>9.0%</td>
</tr>
</tbody>
</table>

#### Geography Composition:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q2 11</th>
<th>Q1 11</th>
<th>Q2 10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>55.9%</td>
<td>57.3%</td>
<td>58.4%</td>
</tr>
<tr>
<td>Europe</td>
<td>26.5%</td>
<td>25.4%</td>
<td>26.5%</td>
</tr>
<tr>
<td>Japan</td>
<td>1.5%</td>
<td>1.5%</td>
<td>1.6%</td>
</tr>
<tr>
<td>India &amp; Middle East business</td>
<td>8.9%</td>
<td>9.0%</td>
<td>8.1%</td>
</tr>
<tr>
<td>APAC &amp; Other Emerging Markets</td>
<td>7.2%</td>
<td>6.8%</td>
<td>5.4%</td>
</tr>
</tbody>
</table>

#### People related

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q2 11</th>
<th>Q1 11</th>
<th>Q2 10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>115,900</td>
<td>112,925</td>
<td>97,891</td>
</tr>
<tr>
<td>Net Additions</td>
<td>2,975</td>
<td>4,854</td>
<td>(630)</td>
</tr>
</tbody>
</table>
## Key Operating Metrics in IT Services for the Quarter ended September 30, 2010

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

### Customer Size Distribution:

<table>
<thead>
<tr>
<th>Size Range</th>
<th>Q2 11</th>
<th>Q1 11</th>
<th>Q2 10</th>
</tr>
</thead>
<tbody>
<tr>
<td>$100 Mn+</td>
<td>1</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>$75 Mn+</td>
<td>9</td>
<td>9</td>
<td>8</td>
</tr>
<tr>
<td>$50 Mn+</td>
<td>20</td>
<td>17</td>
<td>16</td>
</tr>
<tr>
<td>$20 Mn+</td>
<td>63</td>
<td>58</td>
<td>51</td>
</tr>
<tr>
<td>$10 Mn+</td>
<td>106</td>
<td>100</td>
<td>99</td>
</tr>
<tr>
<td>$5 Mn+</td>
<td>164</td>
<td>165</td>
<td>152</td>
</tr>
<tr>
<td>$1 Mn+</td>
<td>425</td>
<td>434</td>
<td>403</td>
</tr>
</tbody>
</table>
Thank You

Suresh Senapaty
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