



Performance of Wipro Limited for Quarter ended – June 30, 2013

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Executive Director and Chief Financial Officer

July 26, 2013



Financial Summary for the Quarter Ended June 30, 2013 (IFRS)

Wipro Limited (Continuing Operations)

	Q1 14 (Rs million)	Seq Growth.	YoY Growth.
Revenues	97,346	1%	5%
PBIT	17,702	3%	1%
Net Income	16,233	3%	11%

1. Overall Revenues grew 5% YoY, while Net Income grew 11% YoY
2. Net Income has grown faster due to growth in Other Income on a YoY basis

Particulars	Revenue for the Qtr. (Rs million)	YoY Growth for the Qtr.	PBIT for the Qtr. (Rs million)	YoY Growth for the Qtr.
IT Services	89,363	7%	17,845	2%
IT Products	8,166	-14%	131	-38%

1. IT Services Revenue grew 7% on a YoY basis, with PBIT growth of 2% YoY
2. IT Products impacted by the weaker capex spending in India

Highlights for the Quarter

- ▶ Revenues at \$1,588 Mn, a constant currency growth of 1.2% sequentially and 6% on a YoY basis . Impact of cross currency movements was \$15.8 million sequentially during the quarter which is 1% of revenues
- ▶ Operating margins in narrow range - The impact of salary increases, investments in SG&A and decrease in offshore mix has been partially mitigated through currency benefits resulting in margin decline of 0.2%
- ▶ Voluntary Attrition on a trailing 12 month basis dropped 50 basis points to 13.2% - voluntary attrition on a quarterly annualized basis was 13%
- ▶ The pricing environment was largely stable during the quarter, and the growth was largely volume led
- ▶ Annual wage hike effective June 1, 2013 with hikes between ~6-8% offshore and ~2-3% onsite

IT Services - Revenue Dynamics for Quarter Ended June 30, 2013

Vertical

1. Energy and Utilities grew 5.0% sequentially on constant currency
2. Finance Solutions grew 1.7% sequentially on constant currency
3. Healthcare, Life sciences and Services declined by -1.7% in constant currency, impacted by the softness in the India business
4. Manufacturing & Hitech was flat sequentially in constant currency, also impacted by the India business

Geographies

1. Americas declined sequentially by -0.6% in constant currency – lot of growth in our large American companies have come through our emerging market geo and hence reported there
2. Emerging markets continued to show strong growth clocking a YoY growth of 19.2% in constant currency
3. India and Middle East grew YoY 9.3% in constant currency
4. Europe grew YoY 8.4% in constant currency

Service Lines

1. Global Infrastructure Services grew 11% YoY
2. Analytics grew 11% YoY
3. BPO grew 10% YoY

Industry Segment Reporting

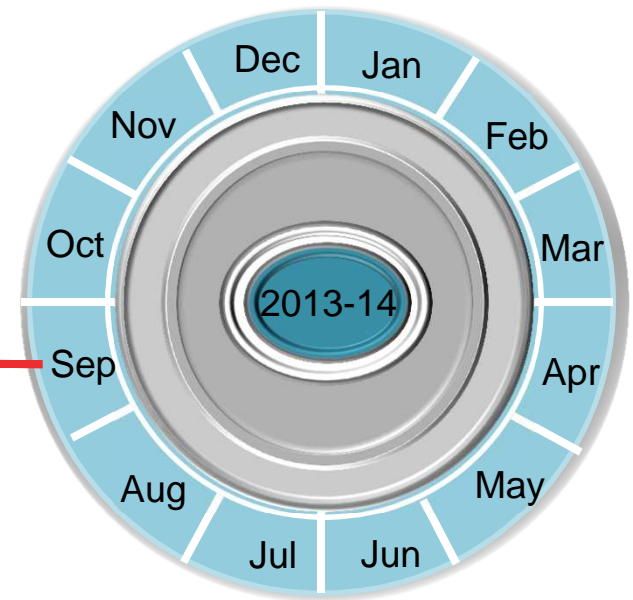
Industry Segment	Q1 FY14		
	INR Rev	OM	OM %
BFSI	23,692	4,790	20.2%
MFG	17,029	3,385	19.9%
ENU	14,228	3,588	25.2%
RCTG	13,449	2,548	19.0%
GMT	12,198	2,235	18.3%
HLS	8,767	1,404	16.0%
Total	89,363	17,845	20.0%

1. ENU and BFSI are ahead of company average in terms of operating margins

Looking ahead

Looking ahead For the quarter ending September 30, 2013

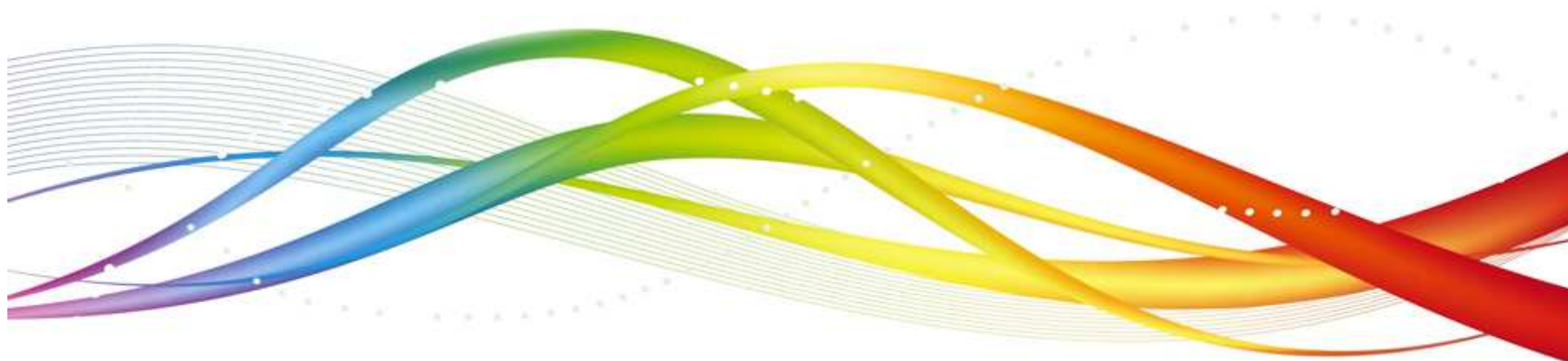
We expect the Revenue from our IT Services business to be in the range
\$1,620 Mn to \$1,650 Mn*



* Guidance is based on the following exchange rates: GBP/USD at 1.54, Euro/USD at 1.31, AUD/USD at 0.97, USD/INR at 57.24.

Supplemental Data

Key Operating Metrics of IT Services



Key Operating Metrics in IT Services for the Quarter ended June 30, 2013

Particulars	Q1'14	Q4'13	Q1'13
Revenue Composition			
Global Media & Telecom	13.6%	13.8%	14.9%
Finance Solutions	26.5%	26.3%	26.4%
Manufacturing & Hitech	19.1%	19.3%	19.4%
Healthcare , Life Sciences & Services	9.8%	10.1%	10.1%
Retail, Consumer Goods & Transportation	15.1%	15.1%	15.0%
Energy, Natural Resources & Utilities	15.9%	15.4%	14.2%
Geography Composition			
Americas	49.7%	50.1%	51.6%
Europe	29.0%	28.5%	28.1%
India & Middle East Business	8.8%	9.4%	8.8%
APAC & Other Emerging Markets	12.5%	12.0%	11.5%
People related			
Number of employees	147,281	145,812	138,552
Net Additions	1,469	2,907	2,632



Thank You

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Executive Director and CFO

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