

WIPRO
Applying Thought



Performance of Wipro Limited for Quarter ended – September 30, 2014

Suresh Senapaty

Executive Director and Chief Financial Officer

October 22, 2014



Financial Summary for the Quarter Ended September 30, 2014 (IFRS)

Wipro Limited

	Q2 15 (Rs million)	YoY Growth
Revenues	116,838	8%
Results from Operating Activities	23,062	3%
Net Income	20,848	8%

- ▶ Revenue and Net Income of the Company grew 8% YoY in the quarter
- ▶ Robust Operating & Free Cash Flow generation at 66% & 55% of Net Income respectively
- ▶ Gross Cash position of INR 200,038 million

Gross Cash is sum of Cash & Cash Equivalents, Available for Sale Investments(Current) and Interest bearing deposits with corporates (Other Current Assets) from the financials
Net Income refers to 'Profit for the period attributable to equity holders of the company'

Operating Cash Flow refers to 'Net Cash generated from Operating Activities on the Cash Flow Statement

Free Cash Flow (in Rs Mn) (11,510) is computed as the aggregate of Operating Cash Flow (13,833) , 'Purchase of PP&E' (-2,586) , and 'Proceeds from Sale of PP&E' (263) from the Cash Flow Statement

Highlights of the results

Segments	Revenue (Rs million)	YoY Growth	Segment Results (margin) (Rs million)	YoY Growth
IT Services	109,235	8%	24,023	6%
IT Products	9,152	-2%	62	-59%

- ▶ IT Services USD Revenue grew by 1.8% sequentially and 8.6% on a YoY basis
- ▶ IT Services USD Revenue grew by 3.0% sequentially on constant currency basis
- ▶ During the quarter we won our largest outsourcing deal with ATCO Corporation
- ▶ \$50 million+ accounts increased by 1 to 30
- ▶ IT Services Margins was 22.0%. IT Services Margins includes profit on sale of a strategic investment during the quarter

IT Services - Revenue Dynamics for Quarter Ended September 30, 2014

Business units

1. Healthcare, Life sciences and Services grew 20.1% on a YoY basis
2. Energy and Utilities grew 15.4% on a YoY basis
3. Global Media and Telecom grew 8.5% on a YoY basis

Geographies

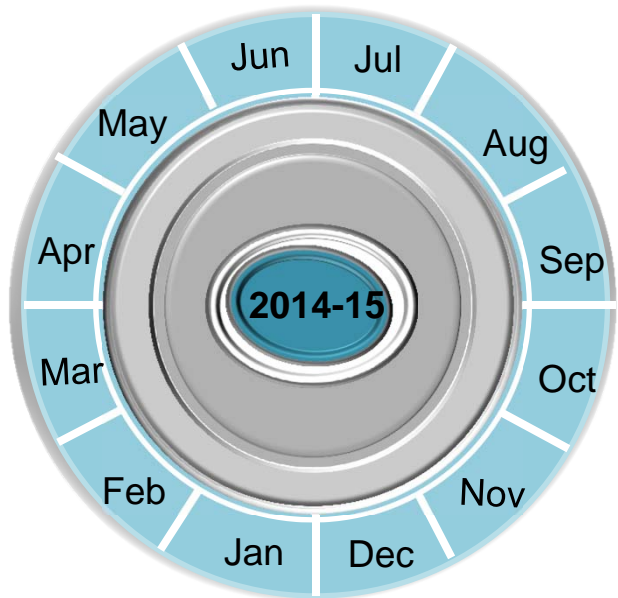
1. India and Middle East grew 20.0% on a YoY basis
2. Americas grew 11.3% on a YoY basis
3. Europe grew 4.6% on a YoY basis

Service Lines

1. Global Infrastructure Services grew 22.6% on a YoY basis
2. Business Process Outsourcing grew 16.2% on a YoY basis
3. Business Application Services grew 10.0% on a YoY basis

Looking ahead

Looking ahead for the quarter ending December 31, 2014



We expect the Revenue from our IT Services business to be in the range \$1,808 million to \$1,842 million*

* Guidance is based on the following exchange rates: GBP/USD at 1.65, Euro/USD at 1.31, AUD/USD at 0.92, USD/INR at 60.76 and USD/CAD at 1.10

Supplemental Data

Key Operating Metrics of IT Services



Key Operating Metrics in IT Services for the Quarter ended September 30, 2014

Particulars	Q2'15	Q1'15	Q2'14
Revenue Composition			
Global Media & Telecom	13.9%	14.3%	13.9%
Finance Solutions	26.0%	26.7%	26.4%
Manufacturing & Hitech	18.2%	18.2%	19.0%
Healthcare , Life Sciences & Services	11.2%	10.8%	10.1%
Retail, Consumer Goods & Transportation	13.9%	14.0%	14.8%
Energy, Natural Resources & Utilities	16.8%	16.0%	15.8%
Geography Composition			
Americas	51.0%	49.8%	49.8%
Europe	27.8%	29.6%	28.9%
India & Middle East Business	9.2%	9.1%	8.3%
APAC & Other Emerging Markets	12.0%	11.5%	13.0%
People related			
Number of employees	154,297	147,452	147,216



Thank You

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Executive Director and CFO

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