



**FOR IMMEDIATE RELEASE**

**Results for the quarter and year ended March 31, 2015 under IFRS**

**IT Services Revenue grew 8.7% in the year on constant currency**

**Net Income for the year grew 11% YoY**

**Wipro declared a final dividend of ₹7 (\$0.11) per share/ADS**

**Bangalore, India and East Brunswick, New Jersey, USA – April 21, 2015** -- Wipro Limited (NYSE:WIT) today announced financial results under International Financial Reporting Standards (IFRS) for its fourth quarter and year ended March 31, 2015.

**Highlights of the Results**

**Results for the Year ended March 31, 2015:**

- Total Revenues were ₹469.5 billion (\$7.5 billion<sup>1</sup>), an increase of 8% YoY.
- Net Income<sup>2</sup> was ₹86.5 billion (\$1.4 billion<sup>1</sup>), an increase of 11% YoY.
- Wipro declared a final dividend of ₹7 (\$0.11) per share/ADS, taking the total dividend declared for the year 2014-15 to ₹12 (\$0.19) per share/ADS.
- IT Services Revenue was \$7,081.6 million, a YoY increase of 7.0%.
- Non-GAAP Constant Currency IT Services Revenue in dollar terms grew 8.7% to \$7,190.6 million.
- IT Services Segment Revenues in Rupee terms was ₹440.2 billion (\$7.1 billion<sup>1</sup>), an increase of 10% YoY.
- IT Services Segment Result was ₹97.6 billion (\$1.6 billion<sup>1</sup>), an increase of 8% YoY.
- IT Services Margins for the year was 22.2%.

**Results for the Quarter ended March 31, 2015:**

- Total Revenues were ₹121.4 billion (\$1.9 billion<sup>1</sup>), an increase of 4% YoY.
- Net Income<sup>2</sup> was ₹22.7 billion (\$366 million<sup>1</sup>), an increase of 2% YoY.
- Non-GAAP constant currency IT Services Revenue in dollar terms grew 1.2% to \$1,817.8 million, within our guidance range of \$1,814 million to \$1,850 million.
- IT Services Revenue was \$1,774.5 million, a sequential decrease of 1.2% and YoY increase of 3.2%.
- IT Services Segment Revenues in Rupee terms was ₹112.4 billion (\$1.8 billion<sup>1</sup>), an increase of 6% YoY.
- IT Services Segment Result was ₹24.8 billion (\$398 million<sup>1</sup>), a decrease of 5% YoY.
- IT Services Margins was 22.0%, an expansion of 23 bps sequentially.

**Performance for the quarter and year ended March 31, 2015**

**T K Kurien, Member of the Board & Chief Executive Officer of Wipro, said,** “We continue to execute on our strategy and have achieved improved customer satisfaction through better articulated solutions and improved delivery. We are well-positioned to take advantage of the opportunities in the market, while tackling headwinds in certain areas. We see Digital, Open Source and Artificial Intelligence as key levers for driving business change and reshaping the delivery model for the future.”

**Jatin Dalal, Chief Financial Officer of Wipro, said –** “We continue to maintain our focus on operational improvements and productivity enhancements. This has resulted in margin expansion despite adverse cross-currency movements.”

1. For the convenience of the reader, the amounts in Indian Rupees in this release have been translated into United States Dollars at the noon buying rate in New York City on March 31, 2015, for cable transfers in Indian rupees, as certified by the Federal Reserve Board of New York, which was US \$1= ₹62.31. However, the realized exchange rate in our IT Services business segment for the quarter ended March 31, 2015 was US\$1= ₹63.35
2. Refers to 'Profit for the period attributable to equity holders of the company'

## **Outlook for the Quarter ending June 30, 2015**

**We expect Revenues from our IT Services business to be in the range of \$ 1,765 million to \$ 1,793 million\*.**

\* Guidance is based on the following exchange rates: GBP/USD at 1.49, Euro/USD at 1.07, AUD/USD at 0.77, USD/INR at 62.10 and USD/CAD at 1.27

## **IT Services**

The IT Services segment had a headcount of 158,217 as of March 31, 2015. We added 65 new customers during the quarter.

Wipro continued its momentum in winning Large Deals globally as listed below:

Wipro Limited has won a multi-year engagement with Allied Irish Bank in Ireland for managing their core datacenter infrastructure. The engagement includes end-to-end management of mainframe and distributed systems and will enable the bank to provide high availability services to its end customers. Wipro is setting up its ServiceNXT™ Delivery Center in Dublin to cater to the near-shore requirements of this program and also add to its existing portfolio of global delivery centers.

Wipro has signed a five-year agreement with Symetra Life Insurance Company, a leader in retirement benefits and life products, to provide a range of IT Infrastructure services. Wipro's services will include hosting and servicing of mainframe and server environments, service desk and other technologies at the company's data centers.

A leading global apparel and footwear company has engaged Wipro to transform their End User Services, Network and Distributed Computing platforms in addition to expanding their IT applications portfolio. As the customer organization grows its lifestyle brands, this strategic initiative will be the global backbone for operational excellence with a high degree of automation, real-time analytics, self-help and self-heal.

Wipro has won an integrated Applications and Infrastructure deal with T-Mobile Polska S.A. In this strategic partnership spanning 5 years, Wipro would help T-Mobile systemize and standardize the IT architecture and operations of their Poland entity.

Wipro has been chosen as the engineering partner by a leading global technology company for establishing a shared services team, to support testing and maintenance of its core platform products. As part of this multi-year engagement, Wipro will leverage its product engineering capabilities to bring about process agility, faster delivery, enhanced quality and year-on-year efficiency gains for the customer.

A global manufacturing major has engaged Wipro in a multi-year and multi-million dollar workplace transformation and support program. As part of this engagement, Wipro will leverage its workplace transformation framework and automation tools to help enhance end-user experience and productivity for the manufacturing company.

## **Cloud highlights**

Wipro's Cloud business continued to build significant momentum in the applications and infrastructure areas. We have expanded our cloud applications business into new geographies with deal wins that include a leading Australian banking and insurance provider and a leading energy provider in Canada. Wipro's ServiceNXT™ Cloud Operations Center has been selected for hosting and providing managed services for affiliate/partner applications by a global cigarette and tobacco company and for customer care and billing platform of a global telecom company. Wipro has also been selected as a strategic Cloud partner for the assessment and migration of 3000+ web-based applications for a large US-based multinational bank.

### **OpenSource highlights**

Wipro's Open Source practice continued to gain traction with customers in the areas of Middleware, Cloud, Analytics, Big Data, API (Application Program Interface) and Operating Systems across industries. Some marquee wins in Q4 include building treasury, budgeting, financial operations and MIS systems for a government organization, middleware integration for a global retail giant and migration of applications from a proprietary platform to an Open Source application server for a global investment bank.

### **Awards and accolades**

Wipro was positioned in the 'Winner's Circle' of the HfS Blueprint Report on Enterprise Analytics Services 2015. Wipro's Vertical expertise, Big Data Analytics capabilities and collaborative approach with clients, have been called out as key areas of strength in the report.

Wipro has been positioned amongst 'Leaders' by Everest Group in their PEAK Matrix™ assessment 2015 on Record-to-Report (R2R) BPO Service provider within Finance & Accounting Outsourcing. This report examines multiple aspects of the R2R BPO market. It focuses on each service provider's position on the Everest Group Performance, Experience, Ability and Knowledge (PEAK) Matrix while assessing their capabilities on the dimensions of market success, scale, scope, delivery capability, technology solution, and buyer satisfaction. The report also encompasses analysis of R2R BPO landscape and key solution characteristics.

Wipro was recognized by the Ethisphere Institute, as a 2015 World's Most Ethical Company® for the fourth consecutive year. The World's Most Ethical Companies designation recognizes those organizations that have had a material impact on the way business is operated. Wipro is one of only three companies in the Information Technology Services industry honored this year.

### **IT Products**

- Our IT Products Segment delivered Revenue of ₹9.5 billion (\$152 million<sup>1</sup>) for the quarter ended March 31, 2015, a sequential growth of 22%.
- IT Products Segment results for the quarter ended March 31, 2015 was ₹58 million (\$1 million<sup>1</sup>).
- Revenue for the year ended March 31, 2015 was ₹34.0 billion (\$546 million<sup>1</sup>) a degrowth of 12% YoY.
- Segment Results for the year ended March 31, 2015 was ₹374 million (\$6 million<sup>1</sup>).
- IT Products Revenues for the fiscal year ended March 31, 2014 included sales of Wipro branded desktops, laptops and servers which Wipro ceased manufacturing in the quarter ended December 31, 2013.

Please refer the table on page 7 for reconciliation between IFRS IT Services Revenue and IT Services Revenue on a non-GAAP constant currency basis.

### **About Non-GAAP financial measures**

This press release contains non-GAAP financial measures within the meaning of Regulation G and Item 10(e) of Regulation S-K. Such non-GAAP financial measures are measures of our historical or future performance, financial position or cash flows that are adjusted to exclude or include amounts that are excluded or included, as the case may be, from the most directly comparable financial measure calculated and presented in accordance with IFRS.

The table on page 7 provides IT Services Revenue on a constant currency basis, which is a non-GAAP measure that is calculated by translating IT Services Revenue from the current reporting period into U.S. dollars based on the currency conversion rate in effect for the prior reporting period. We refer to growth rates in constant currency so that business results may be viewed without the impact of fluctuations in foreign currency exchange rates, thereby facilitating period-to-period comparisons of our business performance.

This non-GAAP financial measure is not based on any comprehensive set of accounting rules or principles and should not be considered a substitute for, or superior to, the most directly comparable financial measure calculated in accordance with IFRS, and may be different from non-GAAP measures used by other companies. In addition to this non-GAAP measure, the financial statements prepared in accordance with IFRS and the reconciliation of these non-GAAP financial measures with the most directly comparable IFRS financial measure should be carefully evaluated.

**Results for the quarter and year ended March 31, 2015, prepared under IFRS, along with individual business segment reports, are available in the Investors section of our website [www.wipro.com](http://www.wipro.com).**

### **Quarterly Conference Call**

We will hold an earnings conference call today at 07:15 p.m. Indian Standard Time (09:45 a.m. US Eastern Time) to discuss our performance for the quarter. An audio recording of the management discussions and the question and answer session will be available online and will be accessible in the Investor Relations section of our website at [www.wipro.com](http://www.wipro.com).

### **About Wipro Limited (NYSE: WIT)**

Wipro Ltd. (NYSE:WIT) is a leading Information Technology, Consulting and Business Process Services company that delivers solutions to enable its clients do business better. Wipro delivers winning business outcomes through its deep industry experience and a 360 degree view of "Business through Technology" - helping clients create successful and adaptive businesses. A company recognized globally for its comprehensive portfolio of services, a practitioner's approach to delivering innovation, and an organization wide commitment to sustainability, Wipro has a workforce of over 150,000, serving clients in 175+ cities across 6 continents.

For more information, please visit [www.wipro.com](http://www.wipro.com)

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### **Forward-looking statements**

The forward-looking statements contained herein represent Wipro's beliefs regarding future events, many of which are by their nature, inherently uncertain and outside Wipro's control. Such statements include, but are not limited to, statements regarding Wipro's growth prospects, its future financial operating results, and its plans, expectations and intentions. Wipro cautions readers that the forward-looking statements contained herein are subject to risks and uncertainties that could cause actual results to differ materially from the results anticipated by such statements. Such risks and uncertainties include, but are not limited to, risks and uncertainties regarding fluctuations in our earnings, revenue and profits, our ability to generate and manage growth, intense competition in IT services, our ability to maintain our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which we make strategic investments, withdrawal of fiscal governmental incentives, political instability, war, legal restrictions on raising capital or acquiring companies outside India, unauthorized use of our intellectual property, and general economic conditions affecting our business and

industry. Additional risks that could affect our future operating results are more fully described in our filings with the United States Securities and Exchange Commission, including, but not limited to, Annual Reports on Form 20-F. These filings are available at [www.sec.gov](http://www.sec.gov). We may, from time to time, make additional written and oral forward-looking statements, including statements contained in the company's filings with the Securities and Exchange Commission and our reports to shareholders. We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.

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(Tables to follow)

**Wipro limited and subsidiaries**  
**CONDENSED CONSOLIDATED INTERIM STATEMENT OF FINANCIAL POSITION**  
(Rupees in millions, except share and per share data, unless otherwise stated)

	As of March 31,		As of March 31, 2015
	2014	2015	
			Convenience translation into US dollar in millions (unaudited) Refer Note 2(iv)
<b>ASSETS</b>			
Goodwill	63,422	68,078	1,093
Intangible assets	1,936	7,931	127
Property, plant and equipment	51,449	54,206	870
Derivative assets	286	736	12
Available for sale investments	2,676	3,867	62
Non-current tax assets	10,192	11,409	183
Deferred tax assets	3,362	2,945	47
Other non-current assets	14,295	14,369	231
<b>Total non-current assets</b>	<b>147,618</b>	<b>163,541</b>	<b>2,625</b>
Inventories	2,293	4,849	78
Trade receivables	85,392	91,531	1,469
Other current assets	39,474	73,359	1,177
Unbilled revenues	39,334	42,338	679
Available for sale investments	60,557	53,908	865
Current tax assets	9,774	6,490	104
Derivative assets	3,661	5,077	81
Cash and cash equivalents	114,201	158,940	2,551
<b>Total current assets</b>	<b>354,686</b>	<b>436,492</b>	<b>7,004</b>
<b>TOTAL ASSETS</b>	<b>502,304</b>	<b>600,033</b>	<b>9,629</b>
<b>EQUITY</b>			
Share capital	4,932	4,937	79
Share premium	12,664	14,031	225
Retained earnings	314,952	372,248	5,974
Share based payment reserve	1,021	1,312	21
Other components of equity	10,472	15,454	248
Shares held by controlled trust	(542)	-	-
Equity attributable to the equity holders of the company	343,499	407,982	6,547
Non-controlling interest	1,387	1,646	26
<b>Total equity</b>	<b>344,886</b>	<b>409,628</b>	<b>6,573</b>
<b>LIABILITIES</b>			
Long - term loans and borrowings	10,909	12,707	204
Deferred tax liabilities	1,796	3,240	52
Derivative liabilities	629	71	1
Non-current tax liability	3,448	6,695	107
Other non-current liabilities	4,478	3,658	59
Provisions	6	5	-
<b>Total non-current liabilities</b>	<b>21,266</b>	<b>26,376</b>	<b>423</b>
Loans and borrowings and bank overdrafts	40,683	66,206	1,063
Trade payables and accrued expenses	51,917	58,745	945
Unearned revenues	12,767	16,549	264
Current tax liabilities	12,482	8,036	129
Derivative liabilities	2,504	753	12
Other current liabilities	14,429	12,223	196
Provisions	1,370	1,517	24
<b>Total current liabilities</b>	<b>136,152</b>	<b>164,029</b>	<b>2,633</b>
<b>TOTAL LIABILITIES</b>	<b>157,418</b>	<b>190,405</b>	<b>3,056</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>502,304</b>	<b>600,033</b>	<b>9,629</b>

**Wipro limited and subsidiaries**  
**CONDENSED CONSOLIDATED INTERIM STATEMENTS OF INCOME**  
(Rupees in millions, except share and per share data, unless otherwise stated)

	Three Months ended March 31,			Year ended March 31,		
	2014	2015	2015	2014	2015	2015
	Convenience translation into US dollar in millions (unaudited)			Convenience translation into US dollar in millions (unaudited)		
Gross revenues	116,535	121,420	1,949	434,269	469,545	7,536
Cost of revenues	(77,700)	(82,609)	(1,326)	(295,488)	(321,284)	(5,156)
<b>Gross profit</b>	<b>38,835</b>	<b>38,811</b>	<b>623</b>	<b>138,781</b>	<b>148,261</b>	<b>2,380</b>
Selling and marketing expenses	(7,025)	(7,916)	(127)	(29,248)	(30,625)	(491)
General and administrative expenses	(6,510)	(6,633)	(106)	(23,538)	(25,850)	(415)
Foreign exchange gains/(losses), net	510	294	5	3,359	3,637	58
<b>Results from operating activities</b>	<b>25,810</b>	<b>24,556</b>	<b>395</b>	<b>89,354</b>	<b>95,423</b>	<b>1,532</b>
Finance expenses	(842)	(912)	(15)	(2,891)	(3,599)	(58)
Finance and other income	3,959	5,476	88	14,542	19,859	319
<b>Profit before tax</b>	<b>28,927</b>	<b>29,120</b>	<b>468</b>	<b>101,005</b>	<b>111,683</b>	<b>1,793</b>
Income tax expense	(6,536)	(6,255)	(100)	(22,600)	(24,624)	(395)
<b>Profit for the period</b>	<b>22,391</b>	<b>22,865</b>	<b>368</b>	<b>78,405</b>	<b>87,059</b>	<b>1,398</b>
Attributable to:						
Equity holders of the company	22,265	22,720	366	77,967	86,528	1,389
Non-controlling interest	126	145	2	438	531	9
<b>Profit for the period</b>	<b>22,391</b>	<b>22,865</b>	<b>368</b>	<b>78,405</b>	<b>87,059</b>	<b>1,398</b>
<b>Earnings per equity share:</b>						
<b>Attributable to equity share holders of the company</b>						
Basic	9.07	9.25	0.15	31.76	35.25	0.57
Diluted	9.04	9.21	0.15	31.66	35.13	0.56
Weighted average number of equity shares used in computing earnings per equity share						
Basic	2,455,543,231	2,456,575,761	2,456,575,761	2,454,745,434	2,454,681,650	2,454,681,650
Diluted	2,462,876,367	2,465,876,236	2,465,876,236	2,462,626,739	2,462,579,161	2,462,579,161
<b>Additional Information</b>						
<b>Segment Revenue</b>						
<b>IT Services Business Units</b>						
BFSI	28,468	29,852	479	106,035	115,505	1,854
HLS	11,275	13,171	211	41,130	49,884	801
RCTG	15,412	16,258	261	58,893	62,209	998
ENU	17,173	17,437	280	63,923	71,229	1,143
MFG	19,095	20,582	330	74,423	80,303	1,289
GMT	14,770	15,117	243	55,105	61,050	980
<b>IT SERVICES TOTAL</b>	<b>106,193</b>	<b>112,417</b>	<b>1,804</b>	<b>399,509</b>	<b>440,180</b>	<b>7,064</b>
IT PRODUCTS	11,090	9,454	152	38,785	34,006	546
RECONCILING ITEMS	(238)	(157)	(3)	(666)	(1,004)	(16)
<b>TOTAL</b>	<b>117,045</b>	<b>121,714</b>	<b>1,953</b>	<b>437,628</b>	<b>473,182</b>	<b>7,594</b>
<b>Segment Result</b>						
<b>IT Services Business Units</b>						
BFSI	7,005	7,474	120	24,153	27,378	439
HLS	2,482	3,031	49	7,637	10,565	170
RCTG	4,048	3,542	57	13,012	13,190	212
ENU	4,887	4,078	65	17,418	17,561	282
MFG	4,909	4,497	72	17,348	17,127	275
GMT	3,332	2,878	46	11,569	13,574	218
OTHERS	-	-	-	-	583	10
UNALLOCATED	(609)	(723)	(12)	(804)	(2,329)	(37)
<b>TOTAL IT SERVICES</b>	<b>26,054</b>	<b>24,777</b>	<b>398</b>	<b>90,333</b>	<b>97,649</b>	<b>1,568</b>
IT PRODUCTS	143	58	1	310	374	6
RECONCILING ITEMS	(387)	(279)	(4)	(1,289)	(2,600)	(42)
<b>TOTAL</b>	<b>25,810</b>	<b>24,556</b>	<b>395</b>	<b>89,354</b>	<b>95,423</b>	<b>1,532</b>
FINANCE EXPENSE	(842)	(912)	(15)	(2,891)	(3,599)	(58)
FINANCE AND OTHER INCOME	3,959	5,476	88	14,542	19,859	319
PROFIT BEFORE TAX	28,927	29,120	468	101,005	111,683	1,793
INCOME TAX EXPENSE	(6,536)	(6,255)	(100)	(22,600)	(24,624)	(395)
<b>PROFIT FOR THE PERIOD</b>	<b>22,391</b>	<b>22,865</b>	<b>368</b>	<b>78,405</b>	<b>87,059</b>	<b>1,398</b>

Segment result represents operating profits of the segments and dividend income and gains or losses (net) relating to strategic investments, which are presented within "Finance and other income" in the statement of Income.

The Company is organized by the following operating segments: IT Services and IT Products.

IT Services: The IT Services segment primarily consists of IT Service offerings to our customers organized by industry verticals as follows: Banking, Financial Services and Insurance (BFSI), Healthcare and Life Sciences (HLS), Retail, Consumer, Transport and Government (RCTG), Energy, Natural Resources and Utilities (ENU), Manufacturing (MFG), Global Media and Telecom (GMT). Starting with quarter ended September 30, 2014, it also includes Others which comprises dividend income and gains or losses (net) relating to strategic investments, which are presented within "Finance and other income" in the statement of Income. Key service offering to customers includes software application development and maintenance, research and development services for hardware and software design, business application services, analytics, consulting, infrastructure outsourcing services and business process services.

The IT Products segment sells a range of Wipro personal desktop computers, Wipro servers and Wipro notebooks. The Company is also a value added reseller of desktops, servers, notebooks, storage products, networking solutions and packaged software for leading international brands. In certain total outsourcing contracts of the IT Services segment, the Company delivers hardware, software products and other related deliverables. During the fiscal year ended March 31, 2014 the Company ceased the manufacturing of "Wipro branded desktops, laptops and servers". Revenue relating to the above items is reported as revenue from the sale of IT Products.

**Reconciliation of Non-GAAP Constant Currency IT Services Revenue to IT Services Revenue as per IFRS (\$Mn)**

Three Months ended March 31, 2015				Year ended March 31, 2015			
IT Services Revenue as per IFRS	\$ 1,775	IT Services Revenue as per IFRS	\$ 1,775	IT Services Revenue as per IFRS	\$ 7,082	IT Services Revenue as per IFRS	\$ 7,082
Effect of Foreign currency exchange movement	\$ 43	Effect of Foreign currency exchange movement	\$ 90	Effect of Foreign currency exchange movement	\$ 109	Effect of Foreign currency exchange movement	\$ 109
Non-GAAP Constant Currency IT Services		Non-GAAP Constant Currency IT Services		Non-GAAP Constant Currency IT Services		Non-GAAP Constant Currency IT Services	
Revenue based on previous quarter exchange rates	\$ 1,818	Revenue based on previous year exchange rates	\$ 1,865	Revenue based on previous year exchange rates	\$ 7,191	Revenue based on previous year exchange rates	\$ 7,191