

# Performance of Wipro Limited for Quarter ended December 31, 2010

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Executive Director and Chief Financial Officer  
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# Financial Summary for the Quarter and Nine Months ended December 31, 2010 (IFRS)



## Wipro Limited (Consolidated)

Particulars	For the Quarter Rs. Crores	YoY Growth for the Qtr	YoY Growth for 9 months
Revenue	7,829	12%	13%
Profits Before Interest & Tax	1,436	6%	12%
Profits After Tax	1,319	10%	16%

## Key Segmental Results

Particulars	Revenue for the Qtr Rs . Crores	YoY Growth for the Qtr	YoY Growth for 9 Months	PBIT for the Qtr Rs. Crores	YoY Growth for the Qtr	YoY Growth for 9 Months
IT Services	5,949	15%	15%	1,321	8%	13%
IT Products	879	(13%)	(5%)	41	(32%)	(15%)
Consumer Care & Lighting	695	21%	21%	85	14%	14%

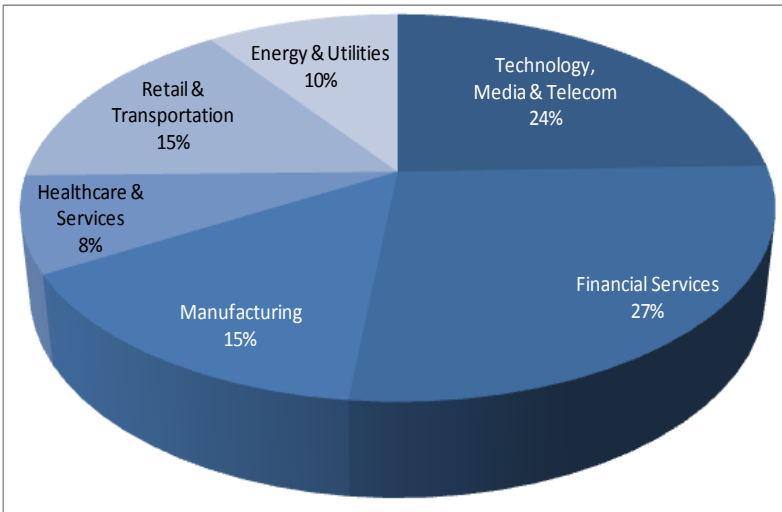
## Sustained Demand Momentum

- Reported Revenues at **\$1,344 Mn.** sequential growth of **5.6%**
- Constant currency Revenues at **\$1,325 Mn**
- Strong Revenue Productivity drives growth with uptick of price realization by 3.7% in offshore and 0.6% at onsite
- Contribution of Fixed Price Projects increase by 2.3% to **46.3%**
- **10 customers** with Revenue greater than \$75 million
- Flat margins at **22.2%**

# IT Services - Revenue Dynamics for Quarter ending December 31, 2010



## Vertical Distribution % of Revenue



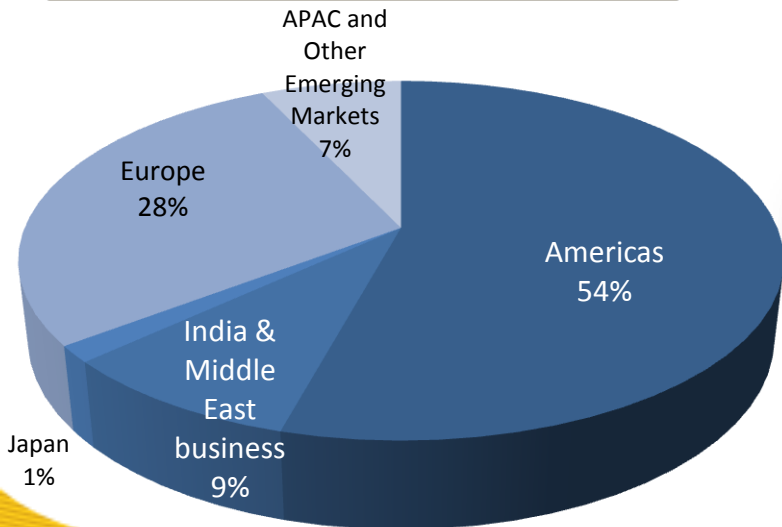
## Service Lines

- ADM grew 9.5% sequentially and 21% YoY
- Technology Infrastructure Services grew 7% sequentially
- Consulting grew **14%** sequentially and 60% YoY

## Geographies

- Europe grew **13%** sequentially, Japan clocked 8% sequential Growth
- US growth at 2%
- India & Middle East business grew 6% sequentially

## Geographical Distribution % of revenue



## Verticals

- Energy and Utilities grew 16% sequentially whereas Financial Services and CMSP grew 7% sequentially
- Manufacturing grew 6% sequentially while Retail and Transportation grew 5% sequentially



Wipro won a large deal to provide next generation managed services to Pitney Bowes. The deal is an integrated applications and infrastructure contract that leverages Wipro's award winning integrated service management platform – Cigma – that allows for better measurement of business KPI.



Wipro has signed a multi- year contract with one of the State Government's Administrative Office Courts in USA to develop and deploy a hosted system to assist one of its key citizen services.



Wipro has entered into a multi-year outsourcing engagement with a leading Pet Supply retailer in USA to provide application development and maintenance services for business applications across their stores, online and business operations.



The Commonwealth Secretariat of UK has enlisted Wipro to redesign the next generation debt management software titled the Commonwealth Secretariat Debt Recording and Management System (CS-DRMS), which allows governments to manage their domestic, external, short, medium and long-term debt.



In the Middle East, Wipro won a turnkey deal from an Islamic Insurance company, for enterprise applications covering ERP, CRM, portals and related infrastructure.



The current quarter also saw some good wins coming from the government sector comprising of projects from the UID authority for enrollment services for Maharashtra state and a five year contract for automating the Treasury department of Assam.



Wipro won a five year outsourcing deal from one of the largest PSU banks in South India for rolling out the core banking solution for its regional rural bank initiative spread across Karnataka, Kerala and Uttar Pradesh.

# Other Highlights



## Wipro Consumer Care and Lighting (WCCL)

- Our thrust in rural areas has helped to grow well in Santoor. In Yardley we have been able to transition our brand successfully to attract the youth - See good potential in the brand.
- Unza acquisition continues to do well with leading growths in Malaysia, Vietnam and China. Our investments in brand building ensured our key brands Enchanteur, Safi and Romano continued to outperform the market.
- 35% of our sales in Office Furniture is from our premium range – a proof that it has been well accepted by the customers. Our LED streetlight 'Orio' won the prestigious Design for Asia merit recognition award in Hong Kong.

## Wipro Infrastructure Engineering (WIN)

- We are the worlds largest third party Hydraulics player
- Continue to see strong rebound in the India Market and better than expected bounce back in Europe

## Eco-energy

- Very bullish on the prospects of the business in the medium term
- 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 March 31, 2011

**we expect the Revenue from our IT Services business to be  
in the range \$1,384 Mn\* to \$1,411 Mn\***

\* Guidance is based on the following constant currency exchange rates: GBP/USD at 1.58, Euro/USD at 1.35, AUD/USD at 1.01, USD/INR at 44.98





# **Supplemental Data**

## Key Operating Metrics of IT Services

# Key Operating Metrics in IT Services for the Quarter ended December 31, 2010

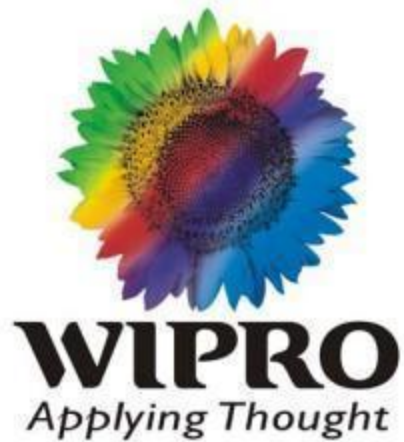


Particulars	Q3 11	Q2 11	Q3 10
<b>Revenue Composition</b>			
Technology, Media & Telecom	24.5%	25.0%	26.1%
Financial Services	27.3%	26.9%	25.8%
Manufacturing	14.9%	14.8%	15.1%
Healthcare & Services	8.0%	8.8%	8.7%
Retail & Transportation	15.4%	15.5%	14.8%
Energy & Utilities	9.9%	9.0%	9.5%
<b>Geography Composition</b>			
Americas	54.2%	55.9%	57.1%
Europe	28.3%	26.5%	26.3%
Japan	1.5%	1.5%	1.6%
India & Middle East business	8.9%	8.9%	8.9%
APAC & Other Emerging Markets	7.1%	7.2%	6.1%
<b>People related</b>			
Number of employees	119,491	115,900	102,746
Net Additions	3,591	2,975	4,855

# Key Operating Metrics in IT Services for the Quarter ended December 31, 2010



Particulars	Q3 11	Q2 11	Q3 10
<b>Customer Concentration</b>			
Top Customer	3.0%	2.9%	2.6%
Top 5	10.7%	10.7%	10.8%
Top 10	19.2%	19.2%	19.5%
Active Customers	880	890	822
No. of New Customers	36	29	31
Repeat Business	97.6%	99.0%	97.8%
FPP Revenue Mix	46.3%	44.0%	42.5%
Off Shore Revenue Mix	48.2%	48.3%	49.7%
<b>Customer Size Distribution</b>			
\$ 100 Mn+	1	1	2
\$ 75 Mn +	10	9	8
\$ 50 Mn +	21	20	16
\$ 20 Mn +	64	63	53
\$ 10 Mn +	113	106	95
\$ 5 Mn +	176	164	156
\$ 1 Mn +	433	425	398



# Thank You

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