



Performance of Wipro Limited for Quarter and Year ended March 31, 2011

Suresh Senapaty
Executive Director and Chief Financial Officer
April 27, 2011

Financial Summary for the Year ended March 31, 2011 (IFRS)



Wipro Limited (Consolidated)

Particulars	For the Year Rs. Crores	YoY Growth for 12 months
Revenue	31,099	15%
Profits Before Interest & Tax	5,767	11%
Profits After Tax	5,298	15%

Key Segmental Results

Particulars	Revenue for the Year Rs . Crores	YoY Growth	PBIT for the Year Rs. Crores	YoY Growth
IT Services	23,485	16%	5,341	12%
IT Products	3,691	(3%)	161	(9%)
Consumer Care & Lighting	2,726	21%	345	11%

Financial Summary for the Quarter ended March 31, 2011 (IFRS)



Wipro Limited (Consolidated)

Particulars	For the Quarter Rs. Crores	YoY Growth for the Qtr
Revenue	8,302	18%
Profits Before Interest & Tax	1,479	8%
Profits After Tax	1,375	14%

Key Segmental Results

Particulars	Revenue for the Qtr Rs . Crores	YoY Growth for the Qtr	PBIT for the Qtr Rs. Crores	YoY Growth for the Qtr
IT Services	6,289	20%	1,388	9%
IT Products	911	2%	33	28%
Consumer Care & Lighting	724	19%	87	5%

Highlights for the Quarter – IT Services

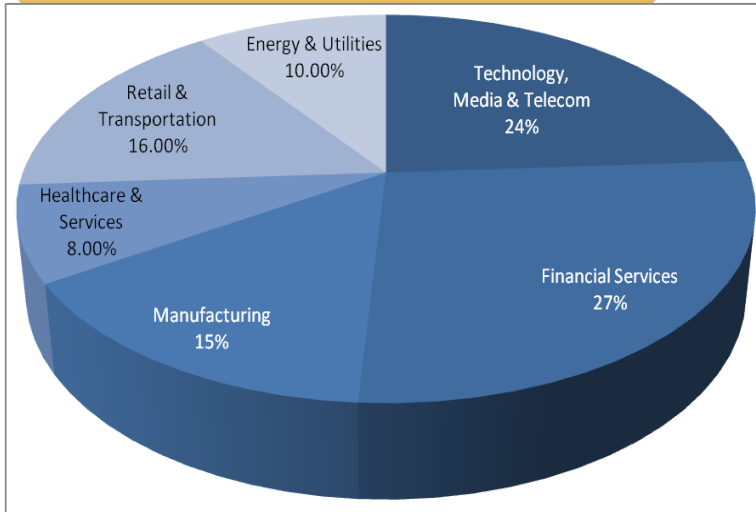
Sustained Demand Momentum

- Reported Revenues at **\$1,400 Mn** sequential growth of **4.2%**
 - Constant currency Revenues at **\$1,391 Mn**
 - It services revenue crossing \$ 5Bn. milestone
- Strong Revenue Productivity drives growth with uptick of price realization by 1.8% in onsite and 1.2% at offshore
 - Contribution of Fixed Price Projects increase by 1.5% to **47.8%**
- Rs 6 per share declared as dividend for the year at 32% dividend payout ratio.
 - **3 customers** with Revenue greater than \$100 million
- Non liner revenues moves up from 8.6% in Q4 FY 09-10 to 13% in Q4 FY 10-11
 - Top Customer grew by 48% YoY in Q4 10-11
 - Net addition of 2,894 employees during the quarter

IT Services - Revenue Dynamics for Quarter ending March 31, 2011



Vertical Distribution % of Revenue



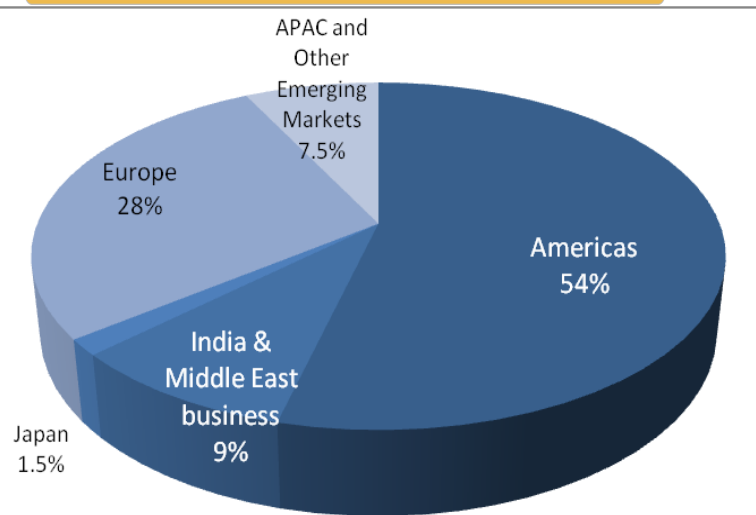
Service Lines

- BPO grew 10% sequentially whereas Product Engineering grew 6% sequentially and 43% YoY
- Package implementation grew 5% sequentially and 26% YoY
- Consulting grew 5% sequentially and 38.5% YoY

Geographies

- APAC and other emerging markets grew 10% sequentially and clocked 35% YoY growth
- India & Middle East business grew 7% sequentially and 25% on a YoY basis
- Japan and US both grew 4% sequentially whereas Europe grew at 3% sequentially

Geographical Distribution % of revenue



Verticals

- Energy and Utilities grew 8% sequentially and 28% YoY
- Retail and Transportation grew 6% sequentially and 28% YoY
- Technology, Media & Telecom grew 5% sequentially
- Manufacturing grew 4% sequentially and 22% YoY

IT Services – Strategic Initiatives



We signed an agreement to acquire the Global Oil and Gas Information Technology practice of the Commercial Business Services business unit of Science Applications International Corporation (SAIC), for an all-cash consideration of approximately US\$150 million, subject to adjustments. This acquisition will further strengthen Wipro's leadership position in the Energy, Natural Resources and Utilities Strategic Business Unit (SBU).



Wipro signing a strategic agreement with Temenos, the world's leading supplier of packaged banking software, to deliver core banking on an Application Service Provider (ASP) model to European banks. Wipro will provide banks with a solution based on Temenos' best-selling TEMENOS T24 (T24) core banking solution and charge clients based on a per use or monthly fee.

IT Services – Deal Wins



Wipro has been chosen as the Strategic Partner for Infrastructure Services sustenance and transformation for a leading European Banking Conglomerate's Investment Banking division, over a 5 year program.



A significant player in Lloyds of London market has engaged Wipro to deliver a Regulatory Compliance Data Warehousing Solution to meet the upcoming Lloyds 10 day reporting and Solvency II regulations. The scope of the engagement is an end-to-end solution including process analysis and definition.



Wipro and a leading Pharmacy retailer in USA have entered into a multi-year engagement to provide application management and testing services.

Other Highlights

Wipro Consumer Care and Lighting (WCCL)

- Santoor continue to do well and maintain its supremacy with an All India market share of 7.9% . No: 1 brand in AP , Karnataka and Rural Maharashtra. Enchanteur bagged the Best Product of the Year award in the category of Hand and Body lotion.
- 70 out of the 120 certified Green Buildings were from Wipro Commercial Lighting. Launch of Premium range products and new International design ranges resulted in higher growth in the Furniture business. Yardley continue to be our strong bet with growth fuelled by strong Deo sales , demand driven more from youth and ably supported by Celebrity advertising.
- In UNZA the Top brands grew well. Enchanteur grew by 17%, Safi grew by 25% and Romano grew by 15%. In terms of country growth, Middle East grew by 26.9%, Vietnam grew by 14.5% and China grew by 26.6%.

Wipro Infrastructure Engineering (WIN)

- India hits record highs in Revenues in Q4
- Customers seeking to establish global manufacturing base and partners in emerging and low cost countries
- WIN well positioned to take advantage by creating a global footprint including setting up of center in China

Eco-energy

- With the Govt. impetus towards renewal energy backed by incentive scheme, Solar Mega watt scale business becomes a momentum market
- Innovations include Wipro Energy Manager (WEM): a hardware product that can improve the power generation in a solar plant by as much as 20%

Looking ahead For the quarter ending June 30, 2011

**We expect the Revenue from our IT Services business to be
in the range \$1,394 Mn* to \$1,422 Mn***

* Guidance is based on the following currency exchange rates: GBP/USD at 1.64 Euro/USD at 1.46, AUD/USD at 1.07, USD/INR at 44.29



Supplemental Data

Key Operating Metrics of IT Services

Key Operating Metrics in IT Services for the Quarter ended March 31, 2011



Particulars	Q4 11	Q3 11	Q4 10
Revenue Composition			
Technology, Media & Telecom	24.6%	24.5%	25.6%
Financial Services	26.7%	27.3%	26.1%
Manufacturing	15.0%	14.9%	14.8%
Healthcare & Services	7.9%	8.0%	9.2%
Retail & Transportation	15.6%	15.4%	14.7%
Energy & Utilities	10.2%	9.9%	9.6%
Geography Composition			
Americas	53.9%	54.2%	56.7%
Europe	28.0%	28.3%	26.3%
Japan	1.5%	1.5%	1.5%
India & Middle East business	9.1%	8.9%	8.8%
APAC & Other Emerging Markets	7.5%	7.1%	6.7%
People related			
Number of employees	122,385	119,491	108,071
Net Additions	2,894	3,591	5,325

Key Operating Metrics in IT Services for the Quarter ended March 31, 2011



Particulars	Q4 11	Q3 11	Q4 10
Customer Concentration			
Top Customer	3.1%	3.0%	2.5%
Top 5	11.4%	10.7%	10.5%
Top 10	19.7 %	19.2%	19.3%
Active Customers	904	880	845
No. of New Customers	68	36	27
Repeat Business	96.9%	97.6%	96.5%
FPP Revenue Mix	47.8%	46.3%	44.3%
Off Shore Revenue Mix	48.8%	48.2%	50.6%
Customer Size Distribution			
\$ 100 Mn+	3	1	2
\$ 75 Mn +	12	10	9
\$ 50 Mn +	22	21	16
\$ 20 Mn +	68	64	56
\$ 10 Mn +	117	113	96
\$ 5 Mn +	180	176	166
\$ 1 Mn +	429	433	406



Thank You

Suresh Senapaty

Executive Director and CFO

suresh.senapaty@wipro.com