

**WIPRO**  
*Applying Thought*

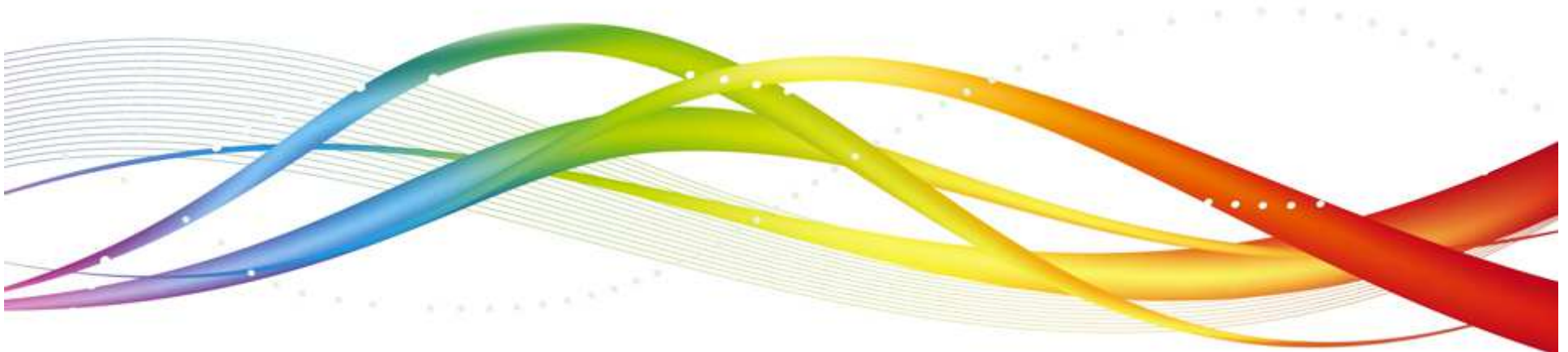


# Performance of Wipro Limited for Quarter ended – September 30, 2013

Suresh Senapaty

Executive Director and Chief Financial Officer

October 22, 2013



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

## Wipro Limited (Continuing Operations)

	Q2 14 (Rs million)	Seq Growth.	YoY Growth.
Revenues	109,920	13%	19%
PBIT	22,422	27%	29%
Net Income	19,321	19%	28%

1. Overall Revenues grew 19% YoY, while Net Income grew 28% YoY

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	100,679	20%	22,644	31%
IT Products	9,374	4%	152	-44%

1. IT Services Revenue surpasses ₹100 billion in quarterly revenues
2. IT Services Revenue grew 20% YoY, with PBIT growth of 31% YoY
3. IT Products profitability impacted by Rupee depreciation

# Highlights for the Quarter

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- ▶ IT Services Revenue grew by 3.2% in constant currency above the mid-point of our guidance – strongest growth in the last 7 quarters
- ▶ IT Services Operating Margins improved by 2.5% to 22.5% - our highest Operating Margins in 3 years - operational efficiencies coupled and currency benefits offset the impact of wage hikes resulting in strong improvements in Operating Margins
- ▶ Strong Operating and Free Cash Flow generation at 89% and 80% of Net Income respectively
- ▶ Benefits from productivity measures continue to accrue to the business - Utilization improved by 135 basis points, FPP mix increased by 80 basis points

# IT Services - Revenue Dynamics for Quarter Ended September 30, 2013

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## Vertical

1. All our industry verticals grew sequentially
2. Healthcare, Life sciences and Services grew 6.4% sequentially on constant currency
3. Global Media & Telecommunication grew 5.6% sequentially on constant currency
4. Finance Solutions grew 2.8% sequentially on constant currency

## Geographies

1. Americas grew 3.0% sequentially in constant currency
2. Emerging markets grew 7.9% sequentially in constant currency
3. India and Middle East grew 5.5% sequentially in constant currency

## Service Lines

1. Global Infrastructure Services grew around 5% sequentially on constant currency
2. Business Application Services grew 4.6% sequentially on reported currency
3. Product Engineering Services grew 3.5% sequentially on reported currency

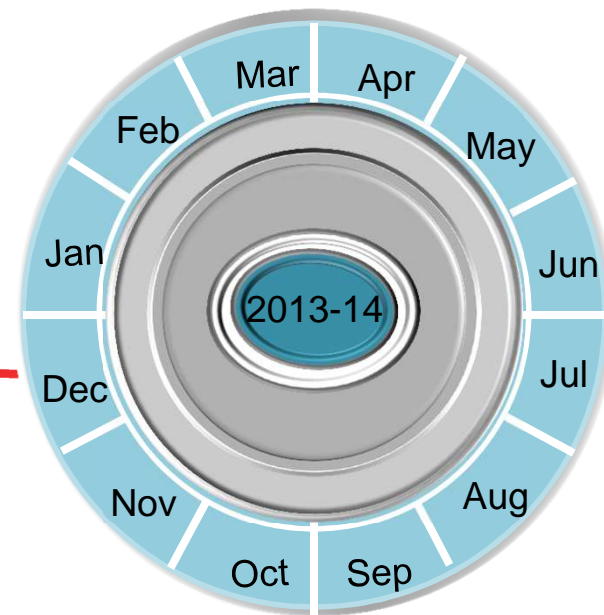
# Looking ahead

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Looking ahead For the quarter ending December 31, 2013

We expect the Revenue from our IT Services business to be in the range

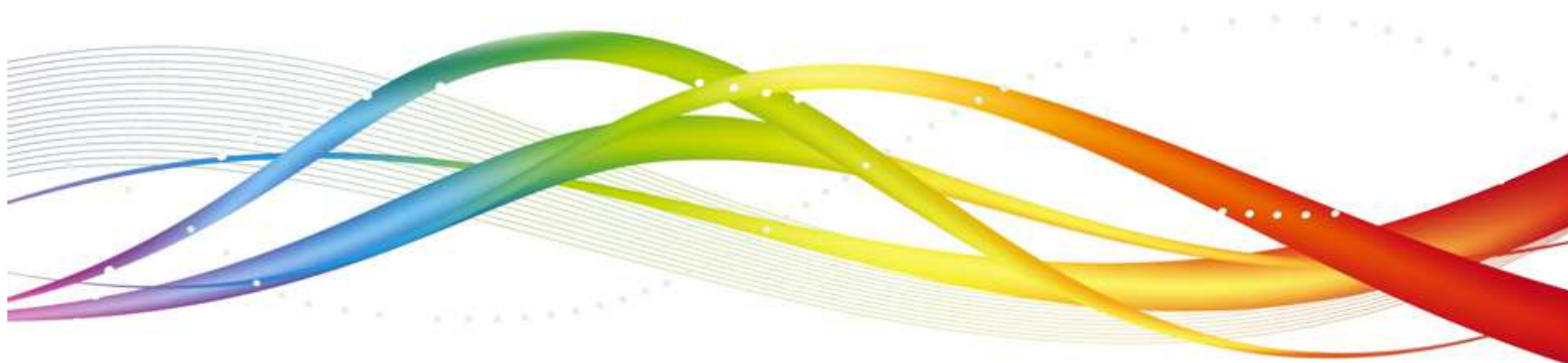
\$1,660 Mn to \$1,690 Mn\*



\* Guidance is based on the following exchange rates: GBP/USD at 1.57, Euro/USD at 1.34, AUD/USD at 0.93, USD/INR at 61.98

# Supplemental Data

## Key Operating Metrics of IT Services



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

Particulars	Q2'14	Q1'14	Q2'13
<b>Revenue Composition</b>			
Global Media & Telecom	13.9%	13.6%	14.4%
Finance Solutions	26.4%	26.5%	27.0%
Manufacturing & Hitech	19.0%	19.1%	19.0%
Healthcare , Life Sciences & Services	10.1%	9.8%	9.5%
Retail, Consumer Goods & Transportation	14.8%	15.1%	15.0%
Energy, Natural Resources & Utilities	15.8%	15.9%	15.1%
<b>Geography Composition</b>			
Americas	49.8%	49.7%	51.5%
Europe	28.9%	29.0%	28.2%
India & Middle East Business	8.3%	8.8%	8.6%
APAC & Other Emerging Markets	13.0%	12.5%	11.7%
<b>People related</b>			
Number of employees	147,216	147,281	140,569

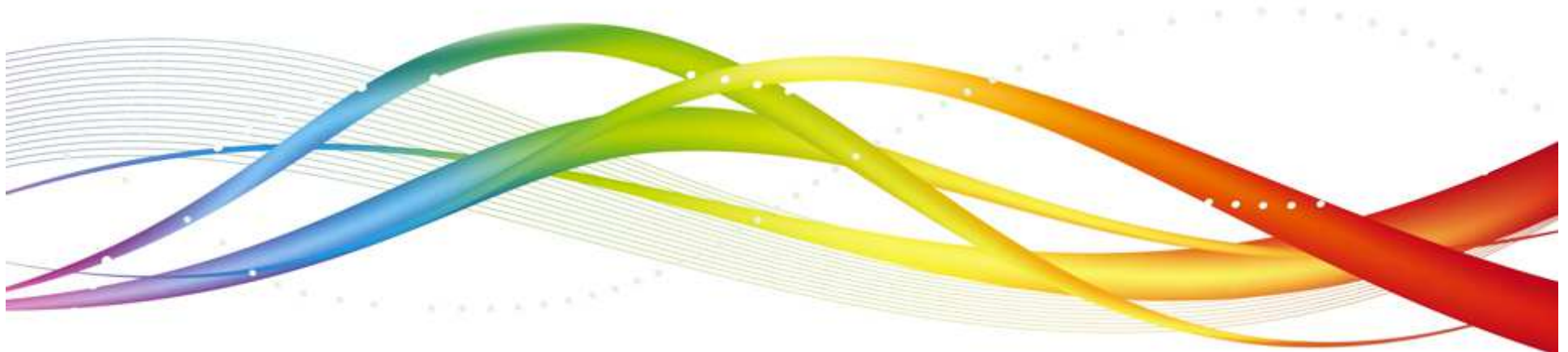


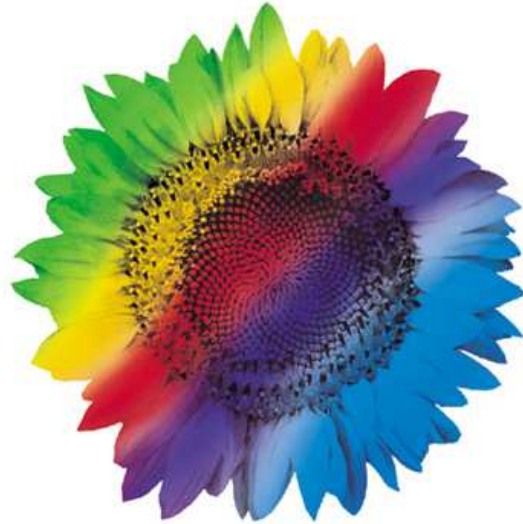


# Thank You

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