

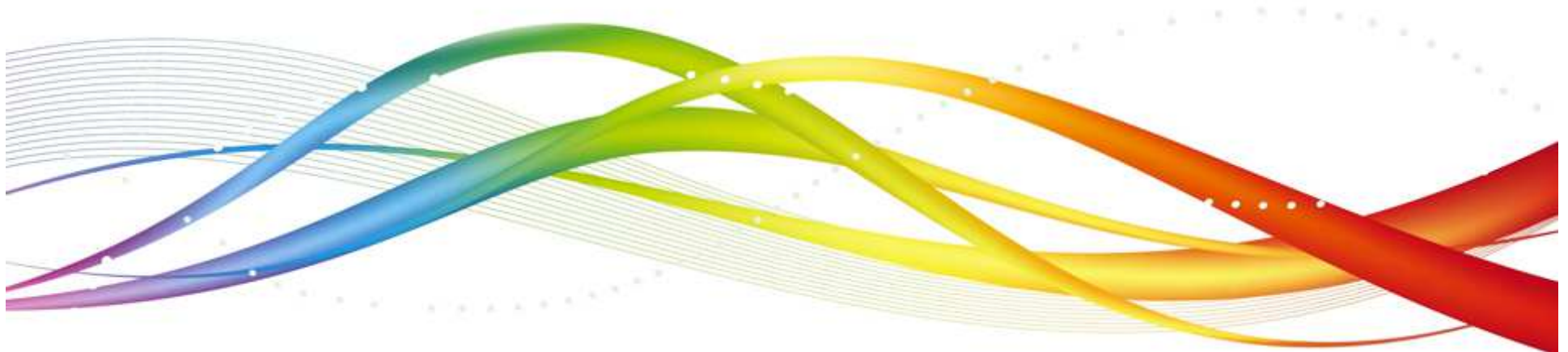


# Performance of Wipro Limited for Quarter ended – December 31, 2013

Suresh Senapaty

Executive Director and Chief Financial Officer

January 17, 2014



# Financial Summary for the Quarter Ended December 31, 2013 (IFRS)

## Wipro Limited (Continuing Operations)

	Q3 14 (Rs million)	Seq Growth.	YoY Growth.
Revenues	113,317	3%	18%
PBIT	23,418	4%	30%
Net Income	20,147	4%	27%

1. Overall Revenues grew 18% YoY, Net Income grew 27% YoY
2. Net Income Adjusted for non-recurring expenses 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	103,274	20%	23,790	33%
IT Products	10,155	2%	-116	-149%

1. IT Services Revenue grew 20% YoY, with PBIT growth of 33% YoY
2. IT Products revenue and margins were impacted by the cessation of manufacturing of our 'Wipro branded desktops, laptops and servers'.
3. Adjusted for the non-recurring item of INR 209 Million, PBIT for the Product segment is INR 93 Million\*

\* Non-recurring expense represents expenses related to the cessation of manufacturing of Wipro Branded desktops, laptops & servers in Q3

# Highlights for the Quarter

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- ▶ IT Services Revenue grew by 2.9% – strongest growth in reported currency over the last 8 quarters

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- ▶ IT Services Operating Margins improved by 54 basis points to 23.0% - our highest Operating Margins in 3 years

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- ▶ Strong Operating and Free Cash Flow generation at 70% and 62% of Net Income respectively

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- ▶ 11 accounts greater than \$100 mn on trailing twelve month basis, an increase of 1 over previous quarter

# IT Services - Revenue Dynamics for Quarter Ended December 31, 2013

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## Vertical

1. All our industry verticals grew sequentially
2. Healthcare, Life sciences and Services grew 7.6% sequentially
3. Energy, Natural Resources & Utilities grew 4.8% sequentially
4. Finance Solutions grew 3.1% sequentially
5. Top 10 Accounts grew 3.8% sequentially

## Geographies

1. Americas grew 3.2% sequentially
2. Europe grew 5.4% sequentially
3. India and Middle East grew 5.5% sequentially

## Service Lines

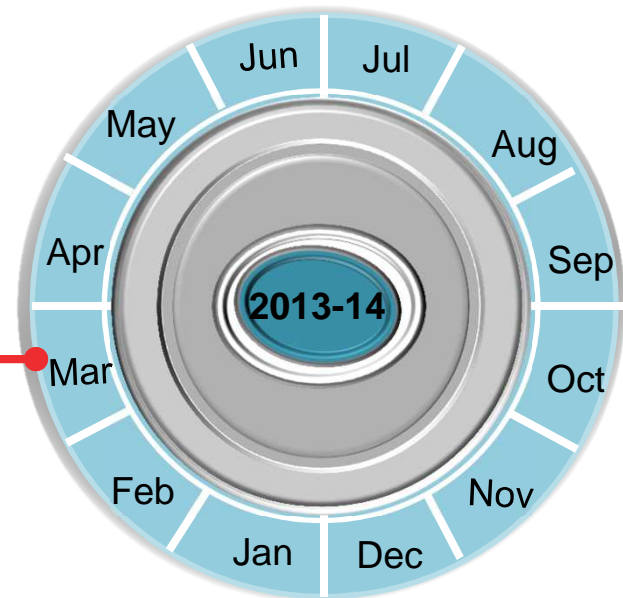
1. Global Infrastructure Services grew 5.6% sequentially
2. BPO grew 4.1% sequentially
3. Product Engineering Services grew 3.0% sequentially

# Looking ahead

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Looking ahead For the quarter ending **March 31, 2014**

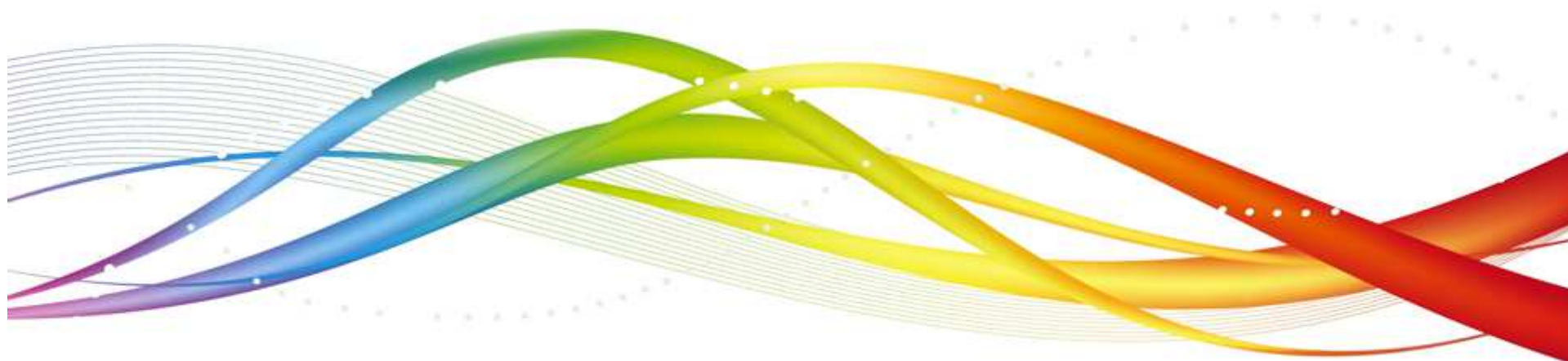
We expect the Revenue from our IT Services business to be in the range **\$1,712 million to \$1,745 million\***



\* Guidance is based on the following exchange rates: GBP/USD at 1.63, Euro/USD at 1.37, AUD/USD at 0.92, USD/INR at 62.0

# Supplemental Data

## Key Operating Metrics of IT Services



# Key Operating Metrics in IT Services for the Quarter ended December 31, 2013

Particulars	Q3'14	Q2'14	Q3'13
<b>Revenue Composition</b>			
Global Media & Telecom	13.7%	13.9%	14.3%
Finance Solutions	26.4%	26.4%	26.9%
Manufacturing & Hitech	18.6%	19.0%	18.7%
Healthcare , Life Sciences & Services	10.6%	10.1%	9.9%
Retail, Consumer Goods & Transportation	14.6%	14.8%	15.1%
Energy, Natural Resources & Utilities	16.1%	15.8%	15.1%
<b>Geography Composition</b>			
Americas	49.9%	49.8%	49.9%
Europe	29.6%	28.9%	29.6%
India & Middle East Business	8.5%	8.3%	8.8%
APAC & Other Emerging Markets	12.0%	13.0%	11.7%
<b>People related</b>			
Number of employees	146,402	147,216	142,905



# Thank You

Suresh Senapaty  
Executive Director and CFO

[suresh.senapaty@wipro.com](mailto:suresh.senapaty@wipro.com)

