



Performance of Wipro Limited for Quarter & Year ended – March 31, 2014

Suresh Senapaty

Executive Director and Chief Financial Officer

April 17, 2014



Financial Summary for the Year Ended March 31, 2014 (IFRS)

Wipro Limited (Continuing Operations)

	FY 2013-14 (Rs million)	YoY Growth for the year
Revenues	437,628	16%
PBIT	89,354	28%
Net Income	77,967	27%

Particulars	Revenue for the year (Rs million)	YoY Growth for the year	PBIT for the year (Rs million)	YoY Growth for the year
IT Services	399,509	18%	90,333	29%
IT Products	38,785	-1%	310	-69%

1. IT Products revenue and margins for FY14 were impacted by the cessation of manufacturing of our 'Wipro branded desktops, laptops and servers'.
2. Adjusted for the non-recurring item of INR 209 Million, PBIT for the IT Product segment is INR 519 Million*

Final Dividend of Rs 5 per share – Total Dividend for the year at Rs 8 per share

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

Financial Summary for the Quarter Ended March 31, 2014 (IFRS)

Wipro Limited (Continuing Operations)

	Q4 14 (Rs million)	Seq Growth.	YoY Growth
Revenues	117,045	3%	22%
PBIT	25,810	10%	51%
Net Income	22,265	11%	41%

1. Overall Revenues grew 3% sequentially and 22%YoY,
2. PBIT grew 10% sequential and 51% YoY Net Income grew 11% sequentially and 41% YoY

Particulars	Revenue (Rs million)	YoY Growth	PBIT (Rs million)	YoY Growth
IT Services	106,193	24%	26,054	51%
IT Products	11,090	3%	143	-47%

1. IT Services Revenue grew 24% YoY, with PBIT growth of 51% YoY
2. IT Products Revenue grew 3% YoY, with PBIT growth of -47% YoY

Highlights for the Quarter

- ▶ IT Services USD Revenue grew by 2.5% sequentially and 8.5% on a YoY basis
- ▶ IT Services Operating Margins expanded by 150 basis points to 24.5% - our highest Operating Margins in 3 years
- ▶ Net Income Grew 41% YoY in the quarter while IT Services EBIT grew 51% YoY
- ▶ Strong Operating and Free Cash Flow generation at 110% and 101% of Net Income respectively

IT Services - Revenue Dynamics for Quarter Ended March 31, 2014

Vertical

1. Healthcare, Life sciences and Services grew 14.3% on a YoY basis
 2. Energy, Natural Resources & Utilities grew 14.0% on a YoY basis
 3. Finance Solutions grew 10.5% on a YoY basis
 4. Top 10 Accounts grew 12.2% on a YoY basis
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Geographies

1. Americas grew 8.3% on a YoY basis
 2. Europe grew 14.4% on a YoY basis
 3. India and Middle East grew 0.8% on a YoY basis
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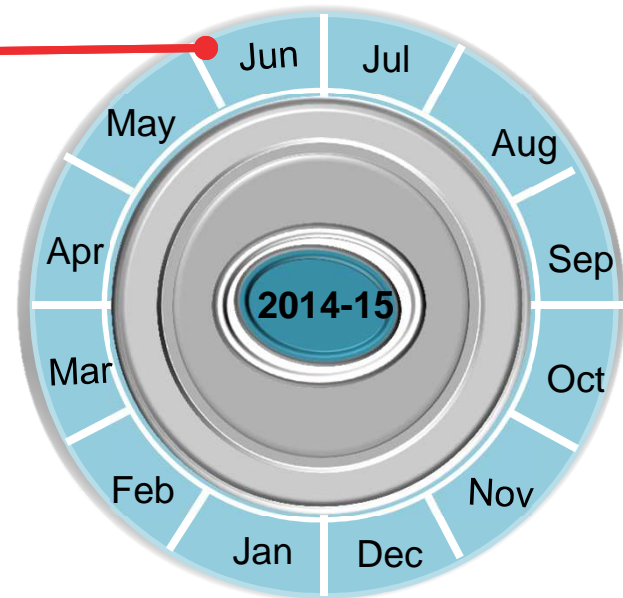
Service Lines

1. Global Infrastructure Services grew 10.8% on a YoY basis
2. BPO grew 18.1% on a YoY basis
3. Business Application Services grew 9.8% on a YoY basis

Looking ahead

Looking ahead For the quarter ending June 30, 2014

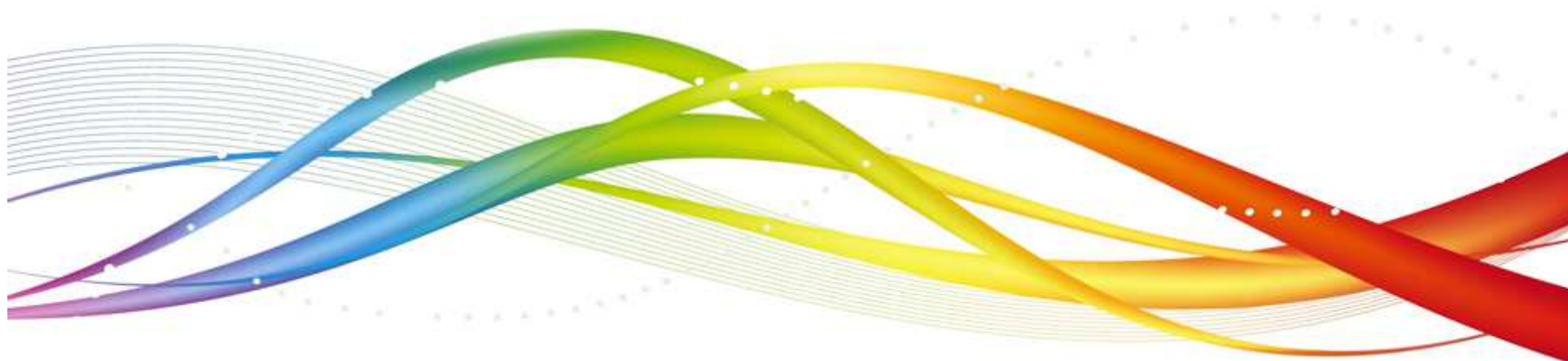
We expect the Revenue from our IT Services business to be in the range \$1,715 million to \$1,755 million*



* Guidance is based on the following exchange rates: GBP/USD at 1.66, Euro/USD at 1.37, AUD/USD at 0.90, USD/INR at 61.62

Supplemental Data

Key Operating Metrics of IT Services



Key Operating Metrics in IT Services for the Quarter ended March 31, 2014

Particulars	Q4'14	Q3'14	Q4'13
Revenue Composition			
Global Media & Telecom	13.9%	13.7%	13.8%
Finance Solutions	26.8%	26.4%	26.3%
Manufacturing & Hitech	18.0%	18.6%	19.3%
Healthcare , Life Sciences & Services	10.6%	10.6%	10.1%
Retail, Consumer Goods & Transportation	14.5%	14.6%	15.1%
Energy, Natural Resources & Utilities	16.2%	16.1%	15.4%
Geography Composition			
Americas	50.0%	49.9%	50.1%
Europe	30.0%	29.6%	28.5%
India & Middle East Business	8.8%	8.5%	9.4%
APAC & Other Emerging Markets	11.2%	12.0%	12.0%
People related			
Number of employees	146,053	146,402	145,812



Thank You

Suresh Senapaty
Executive Director and CFO

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