



Performance of Wipro Limited for Quarter ended December 31, 2012

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Executive Director and Chief Financial Officer
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Safe Harbor

This presentation may contain certain “forward looking” statements, which involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those that may be projected by these forward looking statements. These uncertainties have been detailed in the reports filed by Wipro with the Securities and Exchange Commission and these filings are available at www.sec.gov. This presentation also contains references to findings of various reports available in the public domain. Wipro makes no representation as to their accuracy or that the company subscribes to those findings.

Financial Summary for the Quarter Ended December 31, 2012 (IFRS)

Wipro Limited (Consolidated)

Particulars	For the Qtr. (Rs. Cr)	Sequential Growth for the Qtr.	YoY Growth for the Qtr.
Revenue	11,025	3%	10%
Earnings Before Interest & Tax	1,946	5%	13%
Non GAAP Net Income	1,709	7%	17%
Net Income	1,716	7%	18%

Key Segmental Results

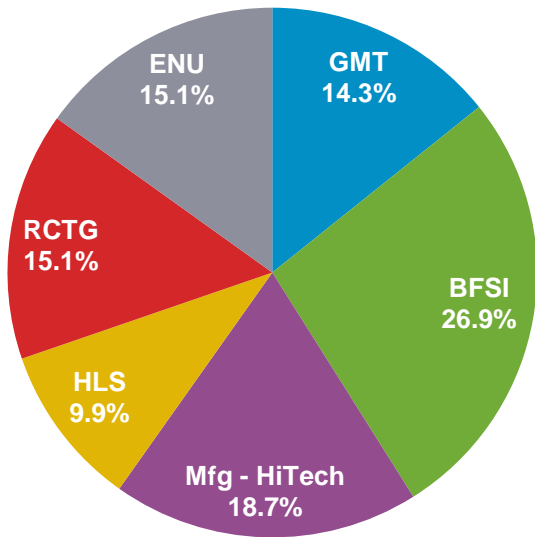
Particulars	Revenue for the Qtr. (Rs . Cr)	YoY Growth for the Qtr.	PBIT for the Qtr. (Rs. Cr)	YoY Growth for the Qtr.
IT Services	8,602	13%	1,792	13%
IT Products	997	11%	24	(50)%
Consumer Care & Lighting	1,028	17%	140	34%

Highlights for the Quarter – IT Services

- ▶ Revenues at \$1,577 Mn, in line with our guidance
- ▶ Revenues in INR terms grew 13% on a yoy basis ; PBIT also grew by 13% YoY
- ▶ Operating margins improved by 0.1% over last quarter to 20.8%
- ▶ Voluntary attrition on a quarter annualized basis dropped 150 basis points to 12.9%
- ▶ Customer metrics shows further improvement – Top 10 customers grow faster than company average
- ▶ 50 new clients added during the quarter

IT Services - Revenue Dynamics for Quarter Ended December 31, 2012

Vertical Distribution % of Revenue



Vertical

1. Healthcare, Life Sciences & Services grew 7.1% sequentially,
2. Retail & Transportation grew by 3.1% sequentially

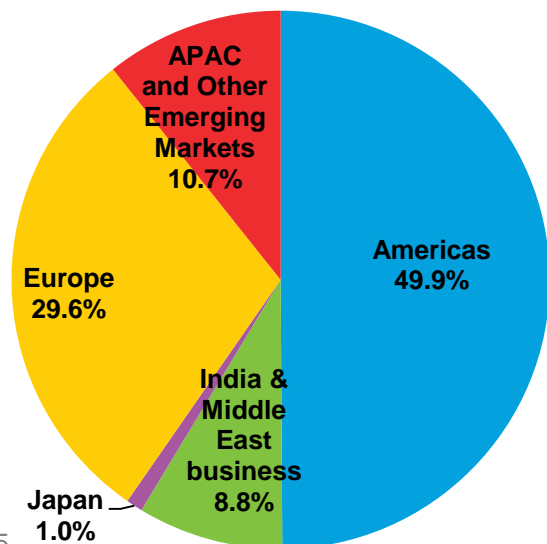
Geographies

1. Europe grew 7.5% sequentially
2. APAC and Other Emerging markets grew 3.4% sequentially
3. India & Middle East grew 3.7% sequentially

Service Lines

1. BAS grew 4.7% sequentially
2. TIS grew 4.3% sequentially
3. Analytics grew 12.7% YoY

Geographical Distribution % of Revenue



IT Services – Deal Wins

▶ Wipro has secured a large R&D Applications and Infrastructure services deal from a Europe-based Telecom Equipment Vendor. IT will be a key enabler in the client's ongoing business transformation program and this deal was a natural extension of Wipro's longstanding partnership with the company.

▶ Sears Holdings Corporation, a leading integrated Retailer in the US has extended its agreement with Wipro through a multi-year Business Process Outsourcing contract in the areas of Finance & Accounting, Human Resources and Procurement. Wipro will continue to build on the relationship to deliver results, quality, innovation and flexibility.

▶ Wipro has won a multi-year IT Infrastructure Outsourcing engagement with one of the largest Retailers in Australia. This transformational program, which also involves cloud deployment, will leverage a high degree of automation to improve operational efficiencies. This will help the Retailer improve business agility and enhance the end-user experience.

▶ Wipro has won a multi-year engagement with a large not-for-profit Healthcare Provider in the US to enable the seamless integration of the IT infrastructure of its recently acquired entities. The partnership will help the customer leverage new technologies like cloud, analytics, pervasive computing and mobility to deliver and improve the quality of care.



Non IT Business Highlights

Wipro Consumer Care and Lighting (WCCL)

1. Consumer Care and Lighting Business continue to see good momentum with Revenue growth of 17% yoy and EBIT growth of 34%, contributed by Top brands of Santoor, Yardley, Enchanteur and Romano
2. In the International businesses, Indonesia grew 26%, China grew 32%, Middle East grew 32% and Vietnam grew 24%.

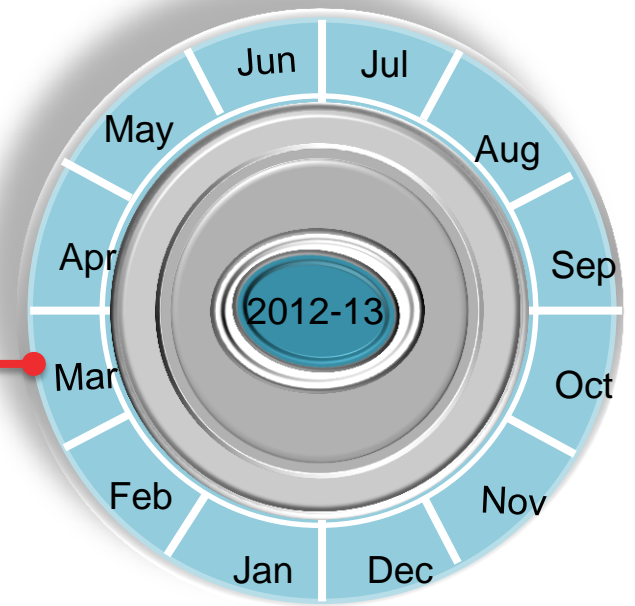
Wipro Infra- structure Engineering (WIN)

1. Q4 continues to experience a muted environment across geographies. Globally, OEMs are circumspect about building any capacity and are clearly waiting for policy announcements to translate into action on the ground.
2. Long term outlook remains positive given urbanization trend and infrastructure deficit in main emerging economies, and replacement infrastructure in developed economies.

Looking ahead

Looking ahead For the quarter ending **March 31, 2013**

We expect the Revenue from our IT Services business to be in the range **\$1,585 million to \$1,625 million***



* Guidance is based on the following exchange rates: GBP/USD at 1.61, Euro/USD at 1.31, AUD/USD at 1.04, USD/INR at 54.65

Supplemental Data

Key Operating Metrics of IT Services



Key Operating Metrics in IT Services for the Quarter ended December 31, 2012

Particulars	Q3'13	Q2'13	Q3'12
Revenue Composition			
Global Media & Telecom	14.3%	14.4%	15.4%
Finance Solutions	26.9%	27.0%	27.3%
Manufacturing & Hitech	18.7%	19.0%	19.0%
Healthcare , Life Sciences & Services	9.9%	9.5%	10.0%
Retail & Transportation	15.1%	15.0%	14.9%
Energy, Natural Resources & Utilities	15.1%	15.1%	13.4%
Geography Composition			
Americas	49.9%	51.5%	52.5%
Europe	29.6%	28.2%	28.2%
Japan	1.0%	1.1%	1.3%
India & Middle East Business	8.8%	8.6%	9.1%
APAC & Other Emerging Markets	10.7%	10.6%	8.9%
People related			
Number of employees	142,905	140,569	136,734
Net Additions	2,336	2,017	5,004



Thank You

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