



# Performance of Wipro Limited for Quarter and Year ended - March 31, 2013

Suresh Senapaty

Executive Director and Chief Financial Officer

April 19, 2013



# Financial Summary for the Year Ended March 31, 2013 (IFRS)

The Scheme of Arrangement for the demerger of Diversified Business is effective from March 31, 2013 with appointed date of April 1, 2012. Therefore under IFRS, the Diversified Business would be shown as Discontinued Operations till March 31, 2013 while it is not considered under Indian GAAP

Revenue	FY13 (Rs million)	YoY Growth for the Year.
Wipro Ltd	433,608	16%
Continuing Operation	376,882	17%
Discontinued Operation	56,726	7%

Net Income	FY13 (Rs million)	YoY Growth for the Year.
Wipro Ltd	66,359	19%
Continuing Operation	61,362	17%
Discontinued Operation	4,997	47%

Revenue mix for FY13 - Continuing Operation 87%, Discontinued Operation 13%

Net Income share for FY13 - Continuing Operation 92%, Discontinued Operation 8%

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

## Wipro Limited (Consolidated)

Revenue	Q4 13 (Rs million)	YoY Growth for the Year.
Wipro Ltd	110,264	12%
Continuing Operation	96,140	13%
Discontinued Operation	14,124	4%

Net Income	Q4 13 (Rs million)	YoY Growth for the Year.
Wipro Ltd	17,287	17%
Continuing Operation	15,756	13%
Discontinued Operation	1,531	88%

Overall revenue grew 12% YoY, Net Income grew 17% YoY

Final Dividend of Rs.5 per share – Total dividend for the year at Rs.7 per share

# Segment Financial Summary for the Quarter and Year Ended March 31, 2013 (IFRS)

## Key Segmental Results

Particulars	Revenue for FY13 (Rs million)	YoY Growth for FY13	PBIT for FY13 (Rs million)	YoY Growth for FY13
IT Services	338,431	19%	69,933	18%
IT Products	39,238	2%	990	-45%
Consumer Care & Lighting	40,594	22%	5,012	27%

Particulars	Revenue for Q413 (Rs million)	YoY Growth for Q413.	PBIT for Q413 (Rs million)	YoY Growth for Q413
IT Services	85,538	13%	17,268	10%
IT Products	10,746	15%	268	-39%
Consumer Care & Lighting	10,440	15%	1,337	18%

# Highlights for the Quarter – IT Services

---

- ▶ IT Services Revenue in constant currency was \$1,598.6 million, within our guidance.

---
- ▶ Revenues in INR terms grew 13% on a yoy basis ; PBIT also grew by 10% YoY

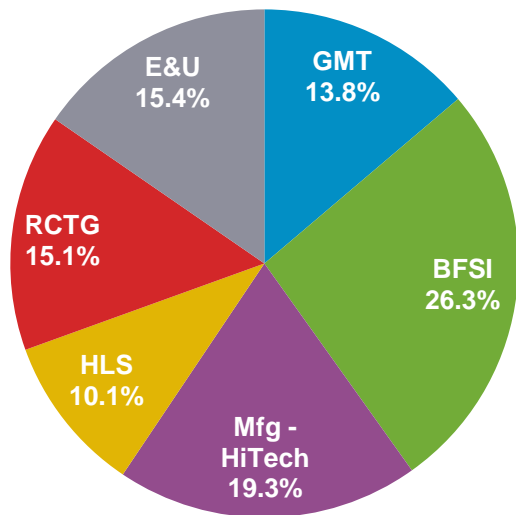
---
- ▶ Healthy volume growth sequentially of 2.5%

---
- ▶ 52 new clients added during the quarter

---
- ▶ Strong cash flow generation – Operating cash flow at 105% of PAT for Continued Operations

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

## Vertical Distribution % of Revenue



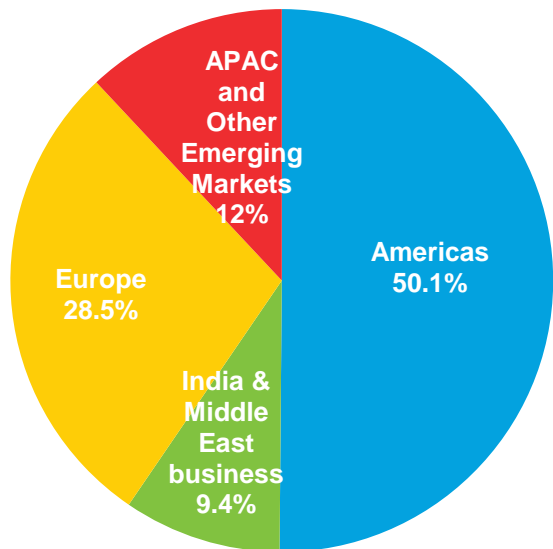
## Vertical

- Manufacturing and Hi Tech grew 3.3% sequentially
- Energy and Utilities and Healthcare grew 2.4% sequentially

## Geographies

- India and Middle East grew 8% sequentially
- Emerging markets continued to show strong growth clocking a YoY growth of 15.6%
- Americas grew 1% sequentially

## Geographical Distribution % of Revenue



## Service Lines

- TIS grew 4% sequentially
- Consulting grew 5.2% sequentially

# IT Services – Deal Wins

▶ Wipro has secured a contract from a large Europe-based universal bank to build a “Centralized Testing Unit” that will help the bank achieve higher production stability and lower cost of avoidance in its Testing processes. Wipro’s Transformation Services and Data Obfuscation Services along with industry leading testing services will help the bank achieve standardized Testing processes across the organization.

▶ GVK-led Mumbai International Airport Pvt. Ltd. (MIAL), the operator of the Chhatrapati Shivaji International Airport (CSIA) in Mumbai has chosen Wipro to provide world-class IT services for the new integrated terminal “T2”. Wipro will be responsible for providing Managed Services across the entire IT landscape at MIAL and deliver high availability and operational efficiency across all the critical airport processes.

▶ A leading European telecom vendor has extended its existing partnership with Wipro to design and maintain its network management product portfolio.

▶ Wipro has won an ERP deal for Asset and Infrastructure Management from a key national defense organization.



# Non IT Business (Discontinued Operations) Highlights

## Wipro Consumer Care and Lighting (WCCL)

- Revenue growth in Q4 of 15% yoy and EBIT growth of 18% yoy
- Santoor Soap placed strongly as Number 3 brand position at All India level and Number 1 brand in South + West market regions combined
- Growth in International businesses driven by Indonesia up 21.3%, China grew 29.5%, Middle East up 19.3% and Vietnam grew 24.5%. Top brands Enchanteur grew by 15%, Romano grew by 48% and Safi grew by 19%

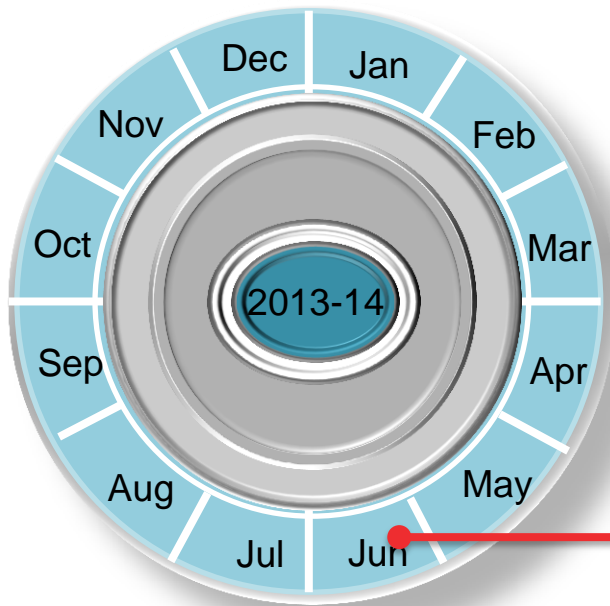
## Wipro Infrastructure Engineering (WIN)

- We continue our investments in US, Brazil, China and Europe
- We have seen a slowdown in Q4, particularly in India due to macroeconomic conditions. However, we do believe that demand in India will improve in the coming quarters
- WIN is positioned strongly, as a global player and partner of choice.



# Looking ahead

Looking ahead For the quarter ending June 30, 2013



**We expect the Revenue from our IT Services business to be in the range \$1,575 Mn to \$1,610 Mn\***

\* Guidance is based on the following currency exchange rates: GBP/USD at 1.52 Euro/USD at 1.31, AUD/USD at 1.04, USD/INR at 54.14

# Supplemental Data

Key Operating Metrics of IT Services



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

Particulars	Q4'13	Q3'13	Q4'12
<b>Revenue Composition</b>			
Global Media & Telecom	13.8%	14.3%	14.9%
Finance Solutions	26.3%	26.9%	26.6%
Manufacturing & Hitech	19.3%	18.7%	19.1%
Healthcare , Life Sciences & Services	10.1%	9.9%	10.0%
Retail & Transportation	15.1%	15.1%	15.4%
Energy & Utilities	15.4%	15.1%	14.0%
<b>Geography Composition</b>			
Americas	50.1%	49.9%	52.1%
Europe	28.5%	29.6%	27.7%
India & Middle East Business	9.4%	8.8%	9.6%
APAC & Other Emerging Markets	12.0%	11.7%	10.6%
<b>People related</b>			
Number of employees	145,812	142,905	135,920
Net Additions	2907	2336	(814)



# Thank You

Suresh Senapaty  
Executive Director and CFO

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

