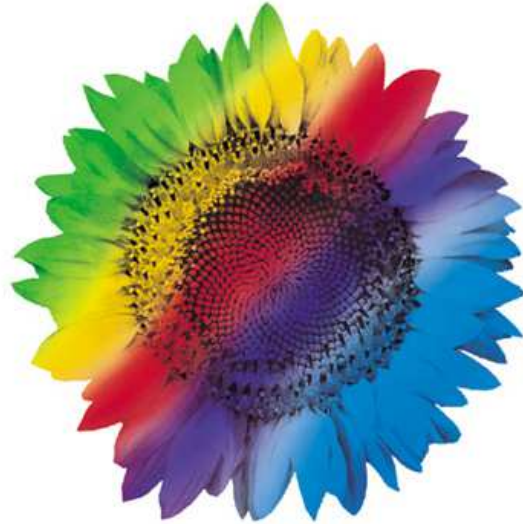




WIPRO
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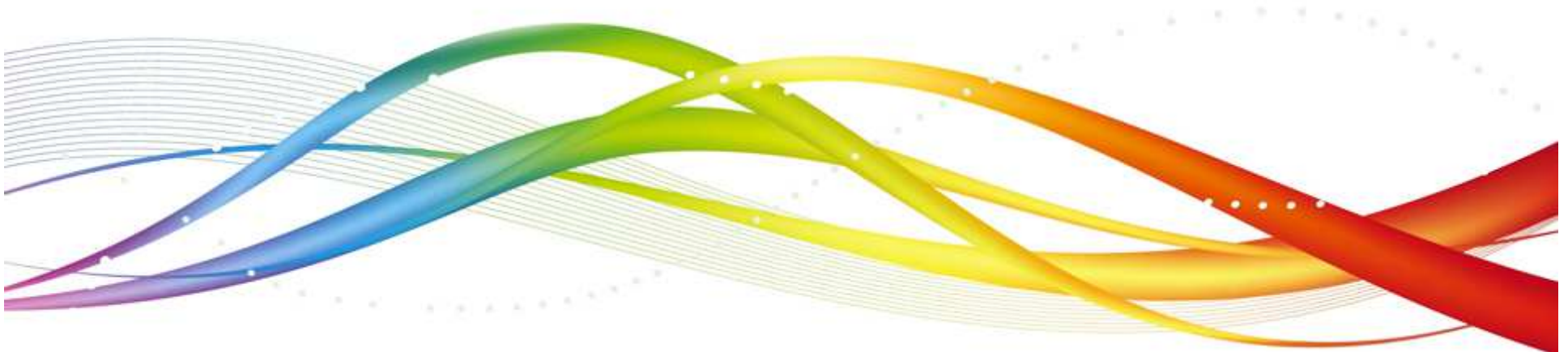


Performance of Wipro Limited for Quarter ended – September 30, 2013

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

- ▶ 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

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

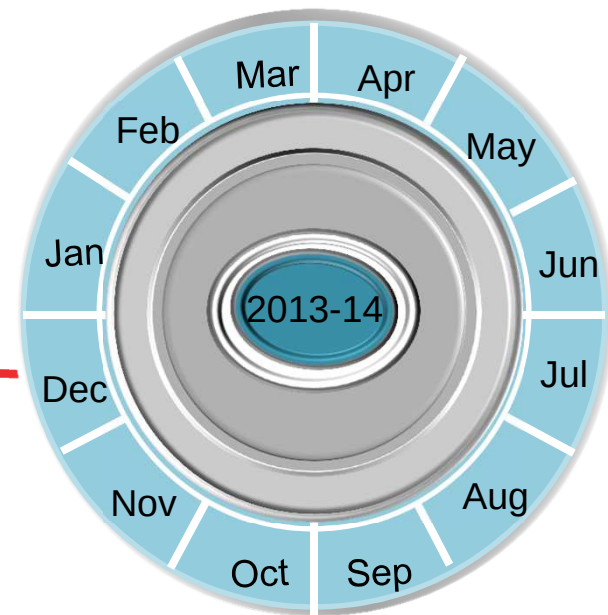
1. Global Infrastructure Services grew around 5% sequentially on constant currency
2. Business Application Services grew 4.6% sequentially on reported currency
3. Product Engineering Services grew 3.5% sequentially on reported currency

Looking ahead

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

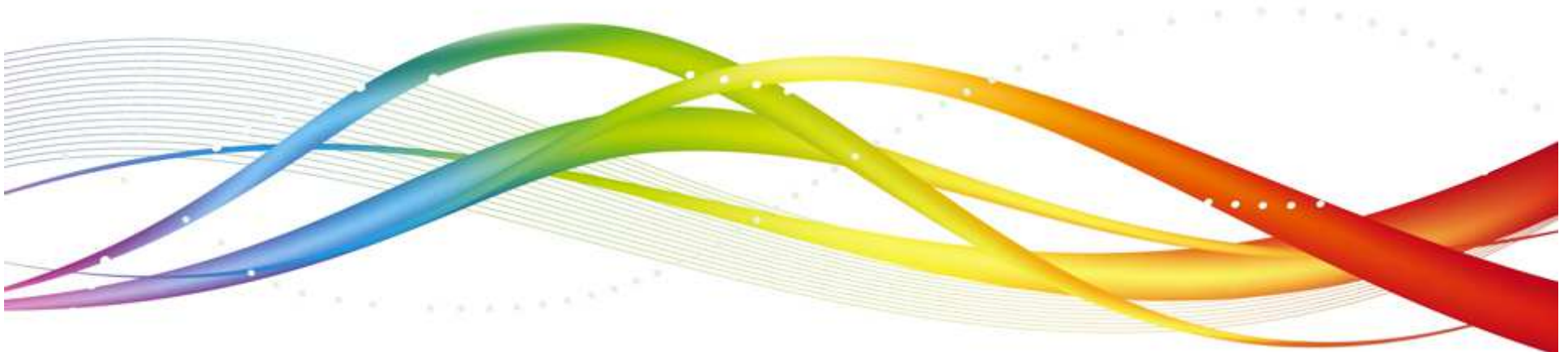
Particulars	Q2'14	Q1'14	Q2'13
Revenue Composition			
Global Media & Telecom	13.9%	13.6%	14.4%
Finance Solutions	26.4%	26.5%	27.0%
Manufacturing & Hitech	19.0%	19.1%	19.0%
Healthcare , Life Sciences & Services	10.1%	9.8%	9.5%
Retail, Consumer Goods & Transportation	14.8%	15.1%	15.0%
Energy, Natural Resources & Utilities	15.8%	15.9%	15.1%
Geography Composition			
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%
People related			
Number of employees	147,216	147,281	140,569

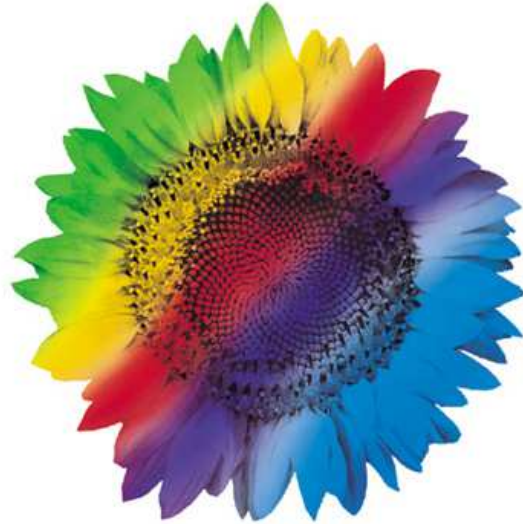


Thank You

Suresh Senapaty
Executive Director and CFO

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