

# Performance of Wipro Limited for Quarter and Year ended March 31, 2009

April 22, 2009

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Executive Director & Chief Financial Officer

# Financial Summary of Quarter ended March 31, 2009 (Indian GAAP)



## Wipro Limited (Consolidated)

Particulars	Revenue Rs. Crores	Growth YoY
Revenue	6,452	13%
Profits Before Interest & Tax	1,147	16%
Profits After Tax	1,010	15%

## Key Segmental Results

Segment	Revenue Rs Crores	Growth YoY	PBIT Rs Crores	Growth YoY
IT Services	4,932	20%	1,073	24%
IT Products	870	11%	37	-1%
Consumer Care & Lighting	516	7%	68	8%

# Financial Summary of Year ended March 31, 2009 (Indian GAAP)



## Wipro Limited (Consolidated)

Particulars	Revenue Rs. Crores	Growth YoY
Revenue	25,544	28%
Profits Before Interest & Tax	4,400	25%
Profits After Tax	3,899	19%

## Key Segmental Results

Segment	Revenue Rs Crores	Growth YoY	PBIT Rs Crores	Growth YoY
IT Services	19,166	31%	4,032	29%
IT Products	3,455	31%	148	21%
Consumer Care & Lighting	2,083	37%	255	34%

# Highlights for the Quarter – IT Services

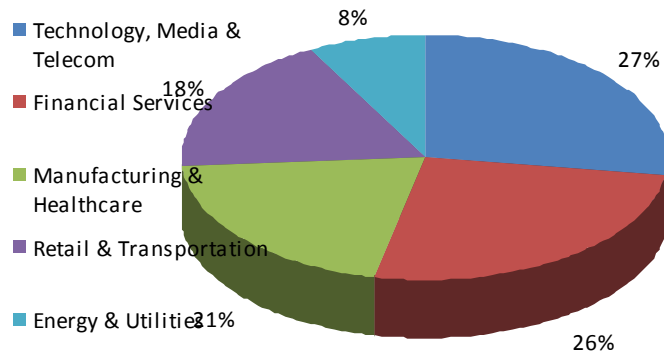


- IT Services Revenue based on constant currency exchange rate at **\$1,058Mn** ahead of guidance of \$1,045Mn
- IT Services Revenue in dollar terms was **\$1,046Mn**, a sequential de-growth of 4.9% (de-growth of **3.8%** in constant currency) and YoY growth of **8.7%** in constant currency
- IT Services added **20** new clients in the quarter
- Revenues from Fixed Price Projects improved sequentially by **210bps** while Offshore mix rose **195bps** sequentially
- Onsite rates moved up **2.6%** on a yoy basis, while offshore rates moved up **3.1%** on a yoy basis
- The strong operational performance has resulted in a good performance on margins in the current quarter. We have sequentially improved margins by 120 basis points, adjusted for one time PDD impact

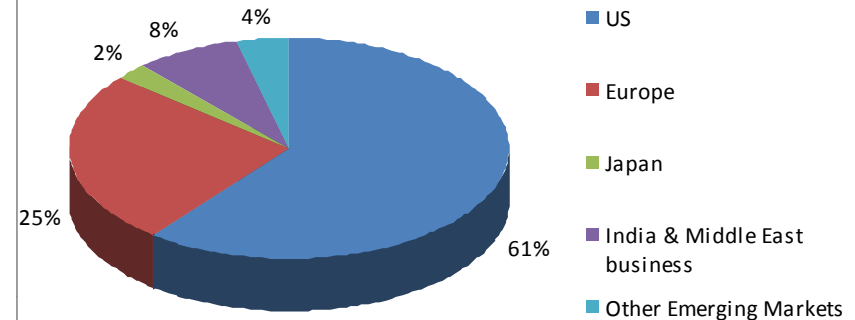
# Revenue Dynamics – IT Services



### Vertical distribution (Q4'09)



### Geographical distribution (Q4'09)



## Verticals:

- Retail & Transportation business grew 33% YoY in constant currency
- Manufacturing & Healthcare grew by 12% YoY in constant currency
- CMSP grew by 7% YoY in constant currency YoY, while Financial Solutions grew 12.5% YoY in constant currency

## Geography:

- Europe grew 11% YoY in constant currency while U.S grew 4% YoY in constant currency
- India and Middle East business grew 31% YoY in constant currency

## Differentiated Services:

- Package implementation grew 19% YoY while Testing grew 15% YoY



# IT Services – Client Metrics

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- 2 accounts with revenues greater than USD100Mn for the year ending March 31, 2009
- USD 50Mn+ accounts grew to 17 in Q409 from 16 in Q309 on trailing 12 month basis

## Awards and Recognition:

- Continued to gain recognition from analysts for excellence, being cited as a Leader in The Forrester Wave: Global IT infrastructure Outsourcing, Q1 2009 (April 2009)
- Achieved 'highest average rating' among Indian Service Providers to provide value-added business process redesign and management by IDC in the report titled Competitive Analysis on Business Process Outsourcing Players in India, March 2009
- Rated India's number one Green Brand and among the Top 5 Global Green brands in the world by Greenpeace's "Guide to Greener Electronics" ranking
- Wipro BPO recognized as the Best New BPO Locator of the year at the International Information and Communications Technology (ICT) Awards, held recently in Manila

# IT Services – Deal Wins

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- Saw the steady addition of customers across industries and geographies this quarter:
  - Our India & Middle East business saw significant business traction. The quarter saw the largest win in the area of e-governance from ESIC – Employee State Insurance corporation, a deal valued at Rs.1,182 crores (6 and ½ year engagement) which will see Wipro modernizing and automating the entire healthcare benefits administration set up to deliver better services to millions of subscribers of ESIC
  - In the Financial Services space, Wipro won a multi-year multi-million dollar deal spread over Data IT and BPO with one of the world’s leading Financial Services firm. The deal is geographically spread across the continents
  - Friends Provident signed a multi-year contract with Wipro for the provision of IT Application Development and Support services
  - Selected as Strategic partner by the University of Canberra to optimize and support the IT landscape and business processes of the University

# IT Services – Deal Wins contd...



- Wipro BPO entered into a multi-year strategic relationship with ATCO I-Tek, a leading provider of IT and BPO services to the Utility Vertical in the Canadian marketplace to provide joint delivery of Customer Care Services and to pursue new opportunities in the Utility Business Process Outsourcing market
- Won a multi-million dollar engagement with a leading International Tobacco giant. As an Infrastructure Managed services partner, Wipro will support their single instance business critical global systems and the infrastructure on which they run
- During the quarter Wipro won a large strategic project from a leading Far Eastern airline to enhance their MRO Materials Management System. Wipro won a multi-million dollar engagement with a leading International Tobacco giant. As an Infrastructure Managed services partner, Wipro will support their single instance business critical global systems and the infrastructure on which they run



# Other Highlights



## Wipro Consumer Care and Lighting (WCCL)

- For the quarter, Wipro Consumer Care and Lighting (including Unza) recorded Revenues of Rs. 5,164Mn, a growth of 7% YoY and PBIT of Rs. 683 million, a growth of 8% YoY
- SANTOOR, our flagship brand has No.1 position in South India with 16% market share in value terms (Jan/Feb'09). All India market share increases to 8.4% (vs. 7.9% last year)
- Unza Products Enchanteur and Romano launched in India and doing well
- New Range of open office architecture furniture launched
- Our International acquisition "UNZA" continues to deliver good value growths in Malaysia, Indonesia, Indo China and Middle East. Constant currency growth rate for FY09 is 13% – ahead of Industry growth rates for South East Asian markets

## Wipro Infrastructure Engineering (WIN)

- Wipro Infrastructure Engineering impacted by the sharp global slowdown in investment in multiple sectors, driven by economic uncertainty
- Fundamentals of the sector remains intact, with investments targeted across India, China and US for revival of economies
- Continue to invest with focus on increasing global market share, and Water and Renewable energy

# Summary

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- Results reflect solid execution in a subdued environment resulting in industry leading growth; FY09 saw 18.5% YoY growth and 22.3% YoY growth on constant currency basis
- Strong growth in Retail and Manufacturing verticals, while Service lines demonstrate continued traction
- Deal pipeline and customer relationships remain strong
- Strong operational performance resulted in a 120bps increase in margins in IT business, despite volume drops and pricing pressure
- Confident that our broad portfolio of services, ability to execute and deliver value to the customer, coupled with increased focus on productivity, makes us well-positioned to emerge stronger than before
- Other businesses well geared to capitalize on growth opportunities

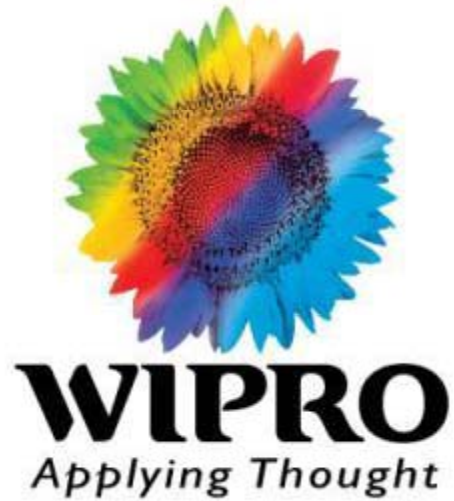
# Looking Ahead



Looking ahead, for the quarter ending June 30, 2009, we expect the Revenue from our IT Services business to be in the range \$1009\*Mn to \$1025\*Mn

\*based on constant currency exchange rates

	Constant Currency Exchange Rate
GBP to USD	1.43
Eur to USD	1.31
USD to INR	50.25



# Supplemental Data

Financial Results as per US GAAP

Key Operating Metrics in IT Services

Key Client Metrics

# Financial Summary of Quarter ended March 31, 2009 (U.S GAAP)



## Wipro Limited (Consolidated)

Particulars	Revenue Rs. Crores	Growth YoY
Revenue	6,546	17%
Profits Before Interest & Tax	1,085	11%
Profits After Tax	907	4%
Non GAAP PAT	965	10%

## Key Segmental Results

Segment	Revenue Rs Crores	Growth YoY	PBIT Rs Crores	Growth YoY
IT Services	4,928	20%	1,027	23%
IT Products	918	27%	37	15%
Consumer Care & Lighting	480	0%	62	1%

# Financial Summary of Year ended March 31, 2009 (U.S GAAP)



## Wipro Limited (Consolidated)

Particulars	Revenue Rs. Crores	Growth YoY
Revenue	25,456	29%
Profits Before Interest & Tax	4,139	23%
Profits After Tax	3,441	7%
Non GAAP PAT	3766	17%

## Key Segmental Results

Segment	Revenue Rs Crores	Growth YoY	PBIT Rs Crores	Growth YoY
IT Services	19,119	31%	3,881	27%
IT Products	3,342	36%	122	40%
Consumer Care & Lighting	1,924	32%	229	25%

# Key Operating Metrics in IT Services for Quarter ended March 31, 2009



Particulars	Q4 09	Q3 09	Q4 08
<b>Revenue Break-down:</b>			
Technology, Media & Telecom	27.3%	29.0%	31.5%
Financial Services	26.0%	26.0%	24.9%
Manufacturing & Healthcare	20.7%	19.4%	19.6%
Retail & Transportation	18.2%	17.5%	15.1%
E&U	7.8%	8.1%	8.9%
<b>Geography Break-down:</b>			
US	60.5%	60.0%	59.4%
Europe	25.5%	26.1%	27.1%
Japan	2.3%	2.4%	2.6%
India & Middle East business	7.7%	7.5%	7.5%
Other Emerging Markets	4.0%	4.0%	3.4%
<b>People related</b>			
<b>No of people</b>			
IT Services	61,196	60,605	62,070
BPO Services	22,824	21,578	20,445
India / Middle East IT Services	13,790	14,782	13,052
<b>Total</b>	<b>97,810</b>	<b>96,965</b>	<b>95,567</b>
<b>Net Addition during the quarter</b>			
IT Services	591	(1092)	1,983
BPO Services	1246	(226)	355
India / Middle East IT Services	(992)	731	1,473
<b>Total</b>	<b>845</b>	<b>(587)</b>	<b>3,811</b>

# Key Operating Metrics in IT Services for Quarter ended March 31, 2009



Particulars	Q4 09	Q3 09	Q4 08
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## Customer Concentration

Top Customer	2.4%	2.5%	2.5%
Top 5	10.8%	11.3%	11.4%
Top 10	19.7%	20.2%	20.8%

Active Customers	863	882	927
No. of New Customers	20	31	48
Revenue from New Customers	3.2%	3.3%	3.2%

Onsite Revenue (IT Services)	51.2%	53.2%	54.2%
Off Shore Revenue (IT Services)	48.8%	46.8%	45.8%

## Customer Size Distribution

> \$ 50 M	17	16	11
\$20- 50Mn	36	36	33
\$10 - \$20Mn	40	37	36
\$5 - \$10Mn	60	62	49
\$3- \$5Mn	67	80	64
\$1- \$3Mn	207	205	169
Total > \$1Mn	427	436	362