

WIPRO LIMITED - STANDALONE
AUDITED FINANCIAL RESULTS FOR THE QUARTER AND THE YEAR ENDED MARCH 31, 2012
(₹ in millions, except share data, unless otherwise stated)

	Particulars	Quarter ended,			Year ended,	
		March 31, 2012	December 31, 2011	March 31, 2011	March 31, 2012	March 31, 2011
1	Income from operations					
	(a) Net sales/income from operations (Net of excise duty)	83,704	83,595	71,582	316,829	263,005
	(b) Other operating income	2,506	(430)	202	3,707	402
	Total income from operations (net)	86,210	83,165	71,784	320,536	263,407
2	Expenses					
	(a) Cost of materials consumed	6,171	2,672	3,613	14,475	10,857
	(b) Purchase of stock-in-trade	4,538	9,536	7,574	32,086	26,972
	(c) Change in inventories of finished goods, work-in-progress and stock-in-trade	601	(133)	(791)	449	(316)
	(d) Employee benefits expense	35,000	35,021	29,146	133,115	109,374
	(e) Depreciation and amortisation expense	1,934	1,875	1,706	7,461	6,001
	(f) Sub contracting/technical fees/third party application	9,268	8,643	6,880	32,918	26,151
	(g) Other expenses	12,949	11,520	9,645	43,356	32,358
	Total expenses	70,461	69,134	57,773	263,860	211,397
3	Profit from operations before other income, finance costs and exceptional items (1 - 2)	15,749	14,031	14,011	56,676	52,010
4	Other income	2,405	1,991	2,107	8,567	6,405
5	Profit from ordinary activities before finance costs and exceptional items (3 + 4)	18,154	16,022	16,118	65,243	58,415
6	Finance costs	964	2,006	314	6,057	1,360
7	Profit from ordinary activities after finance costs but before exceptional items (5 - 6)	17,190	14,016	15,804	59,186	57,055
8	Exceptional Items	-	-	-	-	-
9	Profit from ordinary activities before tax (7 - 8)	17,190	14,016	15,804	59,186	57,055
10	Tax expense	3,677	3,377	2,428	12,335	8,618
11	Net Profit from ordinary activities after tax (9 -10)	13,513	10,639	13,376	46,851	48,437
12	Extraordinary items (net of tax expense)	-	-	-	-	-
13	Net Profit for the period (11 - 12)	13,513	10,639	13,376	46,851	48,437
14	Paid up equity share capital (Face value Rs. 2 per share)	4,917	4,916	4,909	4,917	4,908
15	Reserve excluding Revaluation Reserves as per balance sheet of the previous accounting year					208,294
16	EARNINGS PER SHARE (EPS)					
	(i) <i>Before extraordinary items</i>					
	Basic (in ₹)	5.52	4.34	5.48	19.13	19.88
	Diluted (in ₹)	5.51	4.34	5.46	19.09	19.78
	(ii) <i>After extraordinary items</i>					
	Basic (in ₹)	5.52	4.34	5.48	19.13	19.88
	Diluted (in ₹)	5.51	4.34	5.46	19.09	19.78
A	Public shareholding ⁽¹⁾					
1	Number of shares	488,910,535	470,623,574	467,158,697	488,910,535	467,158,697
	Percentage of holding	19.88%	19.15%	19.03%	19.88%	19.03%
2	Promoters and promoter group shareholding					
	(a) Pledged/Encumbered					
	– Number of shares	Nil	Nil	Nil	Nil	Nil
	– Percentale of shares (as a % of the total shareholding of promoter and promoter group)	Nil	Nil	Nil	Nil	Nil
	– Percentage of shares (as a % of the total share capital of the company)	Nil	Nil	Nil	Nil	Nil
	(b) Non-encumbered					
	– Number of shares ⁽²⁾	1,927,880,883	1,945,693,763	1,945,953,763	1,927,880,883	1,945,953,763
	– Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%	100%
	– Percentage of shares (as a % of the total share capital of the company)	78.41%	79.15%	79.28%	78.41%	79.28%

(1) Public shareholding as defined under clause 40A of the listing agreement (excludes shares beneficially held by promoters and holders of American Depository Receipt).

(2) Includes 206,030,453 (December 31, 2011 and March 31, 2011: 223,843,333) equity shares on which Promoter does not have beneficiary interest.

Status of redressal of Complaints received for the period January 1, 2012 to March 31, 2012						
Sl No.	Nature of the complaint	Nature	Opening balance as at January 1, 2012	Complaints received during the quarter	Complaints disposed during the quarter	Unresolved as at March 31, 2012
1	Non-Receipt of Securities	Complaint	-	2	2	-
2	Non Receipt of Annual Reports	Complaint	-	1	1	-
3	Correction / Duplicate/ Revalidation of dividend warrants	Request	-	99	99	-
4	SEBI/Stock Exchange Complaints	Complaint	-	-	-	-
5	Non Receipt of Dividend warrants	Complaint	-	22	22	-
	TOTAL		-	124	124	-

Note: There are certain pending cases relating to disputes over title to shares in which the company has been made a party. However, these cases are not material in nature.

1. The financial results of the Company for the quarter and year ended March 31, 2012 have been approved by the directors of the Company at its meeting held on April 25, 2012. The statutory auditors have expressed an unqualified audit opinion.
2. The audited interim financial results for the quarter has been prepared from the audited financial statements for the year ended March 31, 2012 and audited financial results for the nine months ended December 31, 2011. The financial statements are prepared in accordance with Generally Accepted Accounting Principles in India (GAAP) under the historical cost convention on the accrual basis, except for certain financial instruments which are measured on a fair value basis. GAAP comprises Accounting Standards specified in the Companies (Accounting Standards) Rules, 2006, Accounting Standards issued by the Institute of Chartered Accountants of India (ICAI) and other generally accepted accounting principles in India.
3. The total income from operations (net) represents the aggregate revenue and includes foreign exchange gains / (losses), net, of ₹ 2,427, ₹ (481) and ₹ 6 for the quarter ended March 31, 2012, December 31, 2011 and March 31, 2011 respectively and ₹ 3,451 and ₹ 13 for the year ended March 31, 2012 and March 31, 2011 respectively. Foreign exchange gain / (losses), net, are also included in the segment revenues for the respective periods.
4. The Company has applied the principles of AS 30, as per announcement by ICAI except to the extent such principles of AS 30 does not conflict with existing accounting standards prescribed by Companies (Accounting Standards) Rules, 2006 and other authoritative pronouncements.

The Company has designated USD 262 Million (March 31, 2011: USD 262 Million) and Euro 40 Million (March 31, 2011: Euro 40 Million) of derivative contracts as hedges of its net investments in non - integral foreign operations. The Company has also designated a yen -denominated foreign currency borrowing amounting to JPY 16.5 Billion (March 31, 2011: JPY 16.5 Billion), along with a floating for floating Cross-Currency Interest Rate Swap (CCIRS), as a hedging instrument to hedge its net investment in a non-integral foreign operation. Further, the Company has also designated yen -denominated foreign currency borrowing amounting to JPY 8 Billion (March 31, 2011: JPY 8 Billion) along with floating for fixed CCIRS as cash flow hedge of the yen - denominated borrowing and also as a hedge of net investment in a non - integral foreign operation. As equity investments in non -Integral foreign subsidiaries / operations are stated at historical cost, the changes in fair value of forward contracts, the yen -denominated foreign currency borrowing and the related CCIRS amounting to gain / (loss) of ₹ 1,173 and (₹ 2,787) for the quarter and year ended March 31, 2012 respectively, has been recorded in the statement of profit and loss (quarter and year ended March 31, 2011 ₹ 67 and ₹ 326 respectively).

As of March 31, 2012 the Company has recognised losses of ₹ 2,047 (March 31, 2011: ₹ 1,675) relating to derivative financial instruments that are designated as effective cash flow hedges in the shareholders' fund.

The following table presents the aggregate contracted principal amounts of the Company's derivative contracts outstanding as at:

(in Millions)

Particulars	As at March 31,	
	2012	2011
Designated derivative instruments		
Sell	\$ 1,081	\$ 901
	£ 4	£ 21
	¥ 1,474	¥ 3,026
	AUD -	AUD 4
	€ 17	€ 2
	CHF -	CHF 6
Buy		
Non designated derivative instruments		
Cross currency swaps	¥ 31,511	¥ 31,511
Sell	\$ 1,103	\$ 788
	AUD 31	AUD 13
	£ 58	£ 40
	€ 84	€ 88
Buy	\$ 555	\$ 617
	¥ 1,997	¥ -

5. Employees covered under Stock Option Plans and Restricted Stock Unit (RSU) Option Plans are granted an option to purchase shares of the Company at the respective exercise prices, subject to requirements of vesting conditions. These options generally vest over a period of five years from the date of grant. Upon vesting, the employees acquire one equity share for every option. The maximum contractual term for aforementioned stock option plans is generally 10 years.

The stock compensation cost is computed under the intrinsic value method and amortized on a straight line basis over the total vesting period of five years. The Company has granted Nil, 10,000 and Nil options for the quarter ended March 31, 2012, December 31, 2011 and March 31, 2011, respectively and 40,000 and 6,661,180 options for the year ended March 31, 2012 and 2011, respectively. The Company has recorded stock compensation expense of ₹ 179, ₹ 187 and ₹ 325 for the quarter ended March 31, 2012, December 31, 2011 and March 31, 2011, respectively and ₹ 878 and ₹ 1,310 for the year ended March 31, 2012 and 2011, respectively.

6. On June 10, 2011, the Company acquired the global oil and gas information technology practice of the Commercial Business Services Business Unit of Science Applications International Corporation Inc., Delaware, USA ('SAIC') through an Asset and Stock Purchase agreement ('ASPA'). SAIC's global oil and gas practice provides consulting, system integration and outsourcing services to global oil majors with significant domain capabilities in the areas of digital oil field, petro-technical data management and petroleum application services, addressing the upstream segment. The Company believes that the acquisition will further strengthen Wipro's presence in the Energy, Natural Resources and Utilities domain. In accordance with the ASPA, all fixed assets, current assets and liabilities, right and obligations of the oil and gas business of US and Canada have been vested with the Company. The acquired assets and liabilities recorded in the books of SAIC relating to the US and Canada oil and gas business are recorded by the Company at their respective values. The goodwill of ₹ 3,219 comprises of value of expected synergies arising from the acquisition. The purchase consideration of ₹ 3,781 was settled in cash.

7. The segment information for the quarter and year ended March 31, 2012 is as follows:

Particulars	Quarter ended March 31,	Quarter ended December 31,	Quarter ended March 31,	Year ended ended 31,	
	2012	2011	2011	2012	2011
Revenues					
IT Services	70,737	66,927	57,241	257,471	212,389
IT Products	7,279	6,848	7,507	30,282	28,338
Consumer Care and Lighting	5,461	5,235	4,768	20,204	16,320
Others	2,638	4,226	2,199	12,554	6,615
Eliminations	16	(122)	(127)	(231)	(644)
TOTAL	86,131	83,114	71,588	320,280	263,018
Profit before Interest and Tax - PBIT					
IT Services	16,674	13,073	13,327	54,996	49,469
IT Products	210	233	408	906	1,156
Consumer Care and Lighting	639	614	498	2,236	1,986
Others	(1,773)	111	(221)	(1,461)	(601)
TOTAL	15,750	14,031	14,012	56,677	52,010
Interest and Other Income, Net	1,440	(15)	1,793	2,509	5,045
Profit before tax	17,190	14,016	15,805	59,186	57,055
Income Tax expense	(3,677)	(3,377)	(2,428)	(12,335)	(8,618)
PROFIT AFTER TAX	13,513	10,639	13,377	46,851	48,437
Operating Margin					
IT Services	23.6%	19.5%	23.3%	21.4%	23.3%
IT Products	2.9%	3.4%	5.4%	3.0%	4.1%
Consumer Care and Lighting	11.7%	11.7%	10.4%	11.1%	12.2%
TOTAL	18.3%	16.9%	19.6%	17.7%	19.8%
CAPITAL EMPLOYED AS AT PERIOD END					
IT Services and Products	95,740	103,234	84,489	95,740	84,489
Consumer Care and Lighting	3,482	3,385	3,632	3,482	3,632
Others	197,172	184,089	172,522	197,172	172,522
TOTAL	296,394	290,708	260,643	296,394	260,643
CAPITAL EMPLOYED COMPOSITION AS AT PERIOD END					
IT Services and Products	32%	36%	32%	32%	32%
Consumer Care and Lighting	1%	1%	1%	1%	1%
Others	67%	63%	67%	67%	67%
TOTAL	100%	100%	100%	100%	100%

Notes to Segment Report

a) The Company is currently organized by business segments, comprising IT Services, IT Products, Consumer Care and Lighting and Others. Business segments have been determined based on system of internal financial reporting to the Board of Directors and Chief Executive Officer and are considered to be primary segments. The secondary segment is identified based on the geographic location of the customer.

IT Services: The IT Services segment provides IT and IT enabled services to customers. Key service offering includes software application development, application maintenance, research and development services for hardware and software design, data center outsourcing services and business process outsourcing services.

IT Products: The IT Products segment sells a range of Wipro personal desktop computers, Wipro servers and Wipro notebooks. The Company is also a value added reseller of desktops, servers, notebooks, storage products, networking solutions and packaged software for leading international brands. In certain total outsourcing contracts of the IT Services segment, the Company delivers hardware, software products and other related deliverables. Revenue relating to these items is reported as revenue from sale of IT Products.

Consumer care and lighting: The Consumer Care and Lighting segment manufactures, distributes and sells personal care products, baby care products, lighting products and hydrogenated cooking oils in the Indian and Asian markets.

The Others' segment consists of business segments that do not meet the requirements individually for a reportable segment as defined in AS 17 Segment Reporting and includes corporate and treasury.

Segment Revenue, Segment Results, Segment Assets and Segment Liabilities include the respective amounts identifiable to each of the segment. Segment revenue resulting from business with other business segments are on the basis of market determined prices and common costs are apportioned on a reasonable basis.

b) Segment PBIT includes ₹ 80, ₹ 51 and ₹ 192 for the quarter ended March 31, 2012, December 31, 2011 and March 31, 2011, respectively and ₹ 256 and ₹ 389 for the year ended March 31, 2012 and 2011, respectively, of certain operating other income which is reflected in Other Income in the Financial Statements.

- c) Capital employed includes total assets of the respective segments (except cash and cash equivalents amounting to ₹ 25,446 and ₹ 35,855 as of March 31, 2011 and 2012, respectively, which is included under 'Others' segment) less all liabilities, excluding loans and borrowings. In addition, the inter-company balances are included under "Others" segment for the computation of capital employed.

8. Statement of Assets and Liabilities

	As on March 31,	
	2012	2011
<u>EQUITY AND LIABILITIES</u>		
Shareholder's funds		
Share Capital	4,917	4,908
Reserves and Surplus	238,608	208,294
	243,525	213,202
Non-current liabilities		
Long-term borrowings	22,022	19,354
Deferred Tax liabilities	58	-
Other Long term liabilities	355	2,659
Long-term Provisions	2,593	2,737
	25,028	24,750
Current Liabilities		
Short term borrowings	30,410	27,754
Trade payables and accrued expenses	38,922	36,099
Other current liabilities	20,507	12,454
Short term provisions	27,567	26,939
	117,406	103,246
TOTAL EQUITY AND LIABILITIES	385,959	341,198
<u>ASSETS</u>		
Non-current assets		
Fixed assets		
Tangible assets	41,961	41,045
Intangible assets	4,537	1,325
Capital work-in-progress	3,012	3,964
Non-current investments	62,943	60,184
Deferred tax assets	326	108
Long-term loans and advances	9,404	9,627
Other non-current assets	9,194	7,823
	131,377	124,076
Current assets		
Current investments	40,409	47,950
Inventories	7,851	7,249
Trade receivables	79,670	57,813
Cash and bank balances	62,328	52,033
Short-term loans and advances	33,211	24,835
Other current assets	31,113	27,242
	254,582	217,122
TOTAL ASSETS	385,959	341,198

9. On April 25, 2012, the Board of Directors of the Company recommended final dividend of ₹ 4 (0.08\$) per equity share and ADR (200% on an equity share of par value of ₹ 2). The payment is subject to the approval of the shareholders in the ensuing Annual General Meeting of the Company.
10. Corresponding figures for previous periods presented have been regrouped, where necessary, to conform to the current period's classification.

Place: Bangalore
Date: April 25, 2012

By order of the board,

Azim H Premji
Chairman