



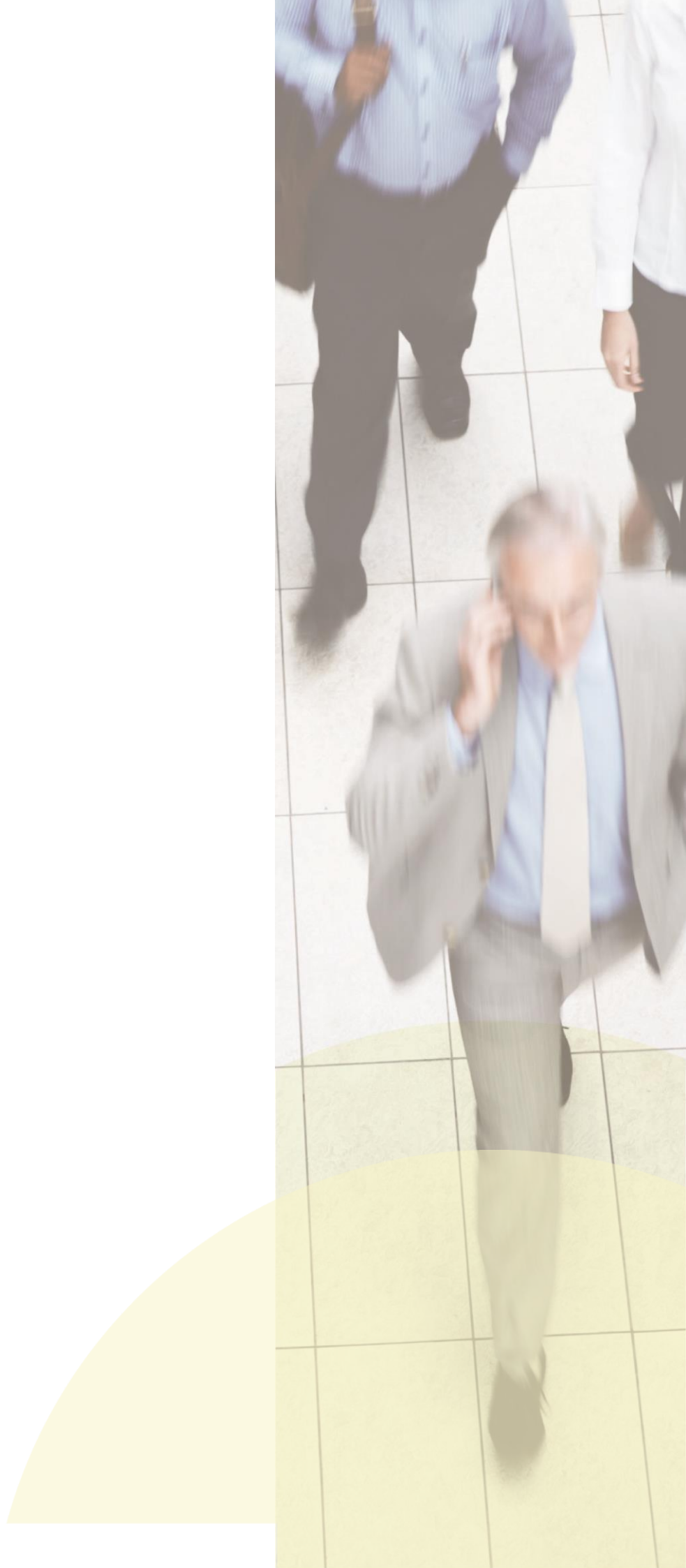
Wipro

Quarterly Update Report Abstract

July 2016

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11 pages





Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on Wipro provides a snapshot of developments at the company in the last quarter. It accompanies NelsonHall's more comprehensive Key Vendor Assessment program.

Both programs are designed for:

- Marketing, sales and business managers developing strategies to target service opportunities within the BPO/IT Services markets
- Sourcing managers monitoring the capabilities of existing suppliers of IT outsourcing services and identifying vendor suitability for IT services
- Consultants advising clients on vendor selection
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the BPO/IT services sector.



Key Findings & Highlights

Last quarter, his first quarter as CEO, Abid Neemuchwala announced a financial target to double revenues by FY 20 to \$15bn, with a 23% operating margin, underpinned by six strategic pillars. These include Digital, driving non-linearity through investments and IP, and improving account mining. These are clearly where investments are being made.

Q1 FY17 revenue growth was the strongest for some time, but acquisition-led. However, margins were down, partly due to dilution from a recent acquisition.

The acquisition of Designit is paying off, helped Wipro win a very large multi-year deal with a European bank.

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Financials
Recent Contract Awards
M&A and Investments
Partnerships, New Offerings
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Scope of the Report

The report provides a quarterly update on Wipro, looking at financial performance and key developments during the period.

It accompanies NelsonHall's Key Vendor Assessment program which looks at Wipro's IT and BPO offerings, capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphases and new developments
- Revenue breakdowns
- Analysis of the company's offerings and key service components
- Analysis of the profile of the company's client base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, weaknesses and outlook.

Report Length

11 pages

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