



Wipro

Quarterly Update
Report Abstract

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NelsonHall

12 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 and BPO services and identifying vendor suitability for these 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.



Highlights

Revenues up 7.2% y/y in CC, top of guidance, but lower than recent quarters, in spite of acquisitions

The only growth service line was BPS, benefiting from the HPS acquisition

EBIT margin continues to decline y/y.

Looking ahead, revenue guidance indicates further softening is expected.

Winning some IT infrastructure rebids requiring more onshore delivery

Progress against six pillars of growth

- Digital:
 - Good progressing on training people on digital technologies
 - Appirio acquisition will bring in SF and Workday capabilities and a crowdsourcing marketplace
- Client mining: no increase in large accounts
- Non-linearity: developing HOLMES use cases
- Good progressing on taking out people through automation
- Localization: opened delivery center in the U.S.
- Wipro Ventures investment in cyber-security start up

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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

12 pages

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