Wipro Limited (WPRO)

April 17, 2025 | CMP: INR 248 | Target Price: INR 252

Expected Share Price Return: 1.7% I Dividend Yield: 2.4% I Expected Total Return: 4.1%





Change in Estimates	~
Target Price Change	~
Recommendation	/
Company Info	
BB Code	WPRO IN EQUITY
Face Value (INR)	2.0
52 W High/Low (INR)	324/208
Mkt Cap (Bn)	INR 2,556.2/ \$29.8
Shares o/s (Mn)	10,469.0
3M Avg. Daily Volume	1,29,92,219

		FY26E		FY27E			
INR Bn	New	Old	Dev. (%)	New	Old	Dev. (%)	
Revenues	893.4	928.0	(3.7)	970.1	1,018.2	(4.7)	
GPM (%)	30.8	30.8	(5)bps	31.0	31.2	(18)bps	
EBIT	151.2	157.6	(4.0)	166.1	176.1	(5.7)	
EBITM %	16.9	17.0	(5)bps	17.1	17.3	(18)bps	
EPS	12.0	12.5	(4.2)	13.3	14.1	(5.8)	

Actual vs Conse	ensus		
INR Bn	Q4FY25A	BB Est.	Dev.%
Revenue	225.0	226.8	(0.8)
EBIT	38.8	39.2	(1.0)
EBITM %	17.3	17.2	10 Bps
PAT	35.8	33.6	6.5
Vay Financials			

Key Financials	Key Financials									
INR Bn	FY23	FY24	FY25	FY26E	FY27E					
Revenue	904.9	897.6	890.9	893.4	970.1					
YoY (%)	14.4	-0.8	-0.7	0.3	8.6					
EBIT	136.5	135.8	151.2	151.2	166.1					
EBITM %	15.1	15.1	17.0	16.9	17.1					
Adj PAT	113.7	111.1	132.2	126.1	139.7					
EPS	10.4	10.4	12.6	12.0	13.3					
ROE %	14.5	14.9	16.0	14.4	15.0					
ROCE %	11.3	11.2	11.2	10.7	11.2					
PE(x)	23.9	23.8	19.7	20.7	18.7					

Shareholding Pattern (%)								
	Dec-24	Sep-24	Jun-24					
Promoters	72.75	72.80	72.82					
Fils	7.81	7.27	7.12					
DIIs	8.20	8.71	8.25					
Public	11.24	11.22	11.81					

Relative Performance (%)						
YTD	3Y	2Y	1Y			
BSE IT	(4.9)	16.5	(6.6)			
WIPRO	(12.7)	32.5	6.3			



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Revenue & EBIT marginally misses estimates, PAT beats expectations

- Revenue for Q4FY25 came at INR 225.0Bn, up 1.3% YoY and up 0.8% QoQ (vs Consensus est. at INR 226.8Bn).
- EBIT for Q4FY25 came at INR 38.8Bn, up 9.5% YoY and 0.8% QoQ (vs consensus est. at INR 39.2Bn). EBIT margin was up 128bps YoY and flat QoQ to 17.3% (vs consensus est. at 17.2%).
- PAT for Q4FY25 came at INR 35.8Bn, up 25.5% YoY and 6.6% QoQ (vs consensus est. at INR 33.6Bn).

Q1FY26 revenue guidance of -3.5% to -1.5% CC reflects caution despite strong deal momentum: Wipro reported strong deal wins in Q4FY25, closing 17 large deals with a TCV of USD 1.8Bn. For the full year, it secured 63 large deals worth USD 5.4Bn, reflecting a 17.5% YoY growth. However, Q1FY26 guidance indicates a cautious outlook amid macroeconomic uncertainty and tariff concerns. The company expects a sequential revenue decline of -3.5% to -1.5% in CC terms. translating to USD2.505Bn-2.557Bn. While demand for tech reinvention remains strong, clients are prioritizing cost optimization and AI-led efficiency, causing pauses and delays in large transformation programs especially across Consumer, Manufacturing, Automotive, and Industrial verticals. Europe continues to show weakness. However, we anticipate that a potential demand recovery later in the Q1FY26E is expected, particularly if tariff disputes of various countries with the US are resolved, enabling clearer client decisions. This optimism is reflected in the upper end of quidance. Additionally, the ramp-up of recent wins, such as the Phoenix deal, may boost revenue in the latter part of FY26. Nonetheless, a weak start makes achieving full-year positive growth a significant challenge.

Range-bound EBIT margin outlook despite pressures on pricing & consolidation: As of Q4FY25, Wipro's headcount grew to 233,346 with focus on AI upskilling & global talent. Key talent moved to client-facing roles, and a sponsorship program was launched. Attrition rate came at 15%. IT services EBIT margin was 17.5% in Q4, flat sequentially and up 1.1% YoY; FY25 EBIT margin rose to 17.1%. Despite facing headwinds from an uncertain macroeconomic environment that is putting downward pressure on revenues, the company anticipates maintaining the margin in a narrow band in the coming quarters. However, we expect that there will be pressure on margins in Q1FY26 due to a weak revenue environment, cost takeout and vendor consolidation deals as that comes with pricing pressure. Wipro will prioritize growth and investments in clients, and aims to manage costs through levers like bench cost management, productivity in fixed price programs, and optimization of fixed spends.

View and Valuation: Wipro's outlook appears challenging due to macroeconomic uncertainty and tariff policies by US, leading clients to curb discretionary spending and delay major transformation projects. This cautious sentiment, reflected in Q1FY26 guidance, may pose headwinds to the company's positive growth prospects in FY26. The company's success hinges on leveraging its AI and consulting strengths and improving performance in key markets. Consequently, we've downgraded our rating to REDUCE and lowered the target price to INR252 implying a PE of 19x (earlier 21x), based on FY27E EPS of INR13.3.

Wipro Ltd.	Q4 FY25	Q4 FY24	YoY (%)	Q3 FY25	QoQ (%)
Revenues (USD Mn)	2,596	2,657	(2.3)	2,629	(1.3)
Revenues (INR Mn)	2,25,042	2,22,083	1.3	2,23,188	0.8
Cost of Sales	1,55,525	1,57,219	(1.1)	1,53,922	1.0
Gross Profit (INR Mn)	69,517	64,864	7.2	69,266	0.4
Gross Margin	30.9	29.2	168 bps	31.0	(14)bps
Depreciation	7,217.0	8,405.0	(14.1)	6,765.0	6.7
EBIT (INR Mn)	38,863	35,501	9.5	38,556	0.8
EBIT Margin	17.3	16.0	128 bps	17.3	(1)bps
Other Income	12,334	6,631	86.0	10,123	21.8
Interest	3,767	3,308	13.9	4,146	(9.1)
PBT	47,430	38,824	22.2	44,533	6.5
Tax	11,549	10,040	15.0	10,866	6.3
PAT (INR Mn)	35,881	28,582	25.5	33,667	6.6
Basic EPS (INR)	3.4	2.7	25.6	3.2 Source: Comp	6.2 any, CEBPL

Management Call - Highlights

- In Q4 FY25, Wipro's BFSI sector degrew 0.5% sequentially but grew 0.8% YoY in CC. Healthcare sector saw a sequential degrowth of 3.1% and a YoY growth of 0.1% in CC. Consumer sector degrew 1.3% sequentially and was flat YoY in CC, while Technology and Communication degrew 0.9% sequentially and 1.1% YoY in CC. EMR sector grew 1.1% sequentially but degrew 7% YoY in CC.
- For Q4 FY25, Americas 1 saw sequential growth of 0.2% and YoY growth of 6.0% in CC, while Americas 2 experienced a sequential degrowth of 1.0% and a YoY degrowth of 1.8% in CC. Europe's performance showed a sequential degrowth of 2.5% and a YoY degrowth of 6.9% in CC, and APMEA achieved sequential growth of 1.0% but had a YoY degrowth of 4.9% in CC.
- While Americas showed growth in FY25, Europe's degrowth was a significant challenge. The focus is on stabilizing and bringing Europe back to a growth trajectory, with a strong pipeline and recent large deal wins like the Phoenix Group deal expected to contribute in the later part of FY26
- The operating cash flow as a percentage of net income for Q4FY25 was 104.4%. The free cash flow for Q4FY25 was INR30.9Bn, resulting in a free cash flow as a percentage of net income of 86.1%.
- A partnership with NVIDIA on sovereign AI was announced, indicating potential future product development in this area.
- Al-powered end-to-end IT services is being delivered to a global technology leader, completely reshaping the employee experience.
- Al-powered solutions are being used to strengthen compliance management and address critical needs for regulatory compliance in the banking sector.
- A Pacific Airlines chose the company to modernize its crew management and operations systems due to its proven ability to future-proof client IT platforms with AI.
- The company announced CIAM AI in Thailand, which has a huge impact on the tourism industry and could be replicated across countries.

Sequential Operating Performance

Sequential Operating Ferrormance									
	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25			
Income Statement									
Revenues (INR Mn)	2,22,051	2,22,083	2,19,638	2,23,016	2,23,188	2,25,042			
Gross Profit (INR Mn)	68,225	64,864	66,332	67,967	69,266	69,517			
Gross Margin	30.7	29.2	30.2	30.5	31.0	30.9			
EBIT (INR Mn)	32,603	35,501	36,275	37,545	38,556	38,863			
EBIT Margin	14.7	16.0	16.5	16.8	17.3	17.3			
PAT (INR Mn)	27,006	28,582	30,366	32,266	33,667	35,881			
Basic EPS (INR)	2.6	2.7	2.9	3.1	3.2	3.4			

Operating Metrics

3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25
29.8	31.0	30.4	30.9	30.8	32.3
29.9	30.0	30.7	30.8	30.6	30.6
28.6	27.7	27.8	27.6	27.9	26.7
11.7	11.3	11.1	10.7	10.7	10.4
100.0	100.0	100.0	100.0	100.0	100.0
	29.8 29.9 28.6 11.7	29.8 31.0 29.9 30.0 28.6 27.7 11.7 11.3	29.8 31.0 30.4 29.9 30.0 30.7 28.6 27.7 27.8 11.7 11.3 11.1	29.8 31.0 30.4 30.9 29.9 30.0 30.7 30.8 28.6 27.7 27.8 27.6 11.7 11.3 11.1 10.7	29.8 31.0 30.4 30.9 30.8 29.9 30.0 30.7 30.8 30.6 28.6 27.7 27.8 27.6 27.9 11.7 11.3 11.1 10.7 10.7

Client Metrics

	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25
Number of new customers	55	60	43	28	63	63
Total Number of active customers	1,349	1,371	1,364	1,342	1,299	1,282

Client Concentration (%)

	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25
Top Customer	3.0	3.8	4.0	4.1	4.5	4.4
Top 5	12.1	13.4	13.6	14.0	14.3	14.5
Top 10	20.5	22.0	22.5	22.9	23.7	24.2

Revenues - Segments (%)

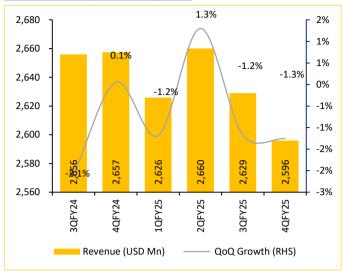
	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25
BFSI	32.7	33.5	34.0	34.8	34.1	34.2
Consumer	18.8	18.7	19.2	19.2	19.0	18.9
Health	13.9	14.1	13.9	13.6	14.7	14.4
Technology & Communication	16.1	15.2	15.3	15.4	15.3	15.2
Energy, Natural Resources & Utilities & Manufacturing	18.5	18.5	17.6	17.0	16.9	17.3
Total	100.0	100.0	100.0	100.0	100.0	100.0

Employee Metrics

	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25
Tech. Employees	2,23,822	2,17,013	2,17,372	2,18,553	2,17,421	2,18,116
Sales and Support Staff	15,833	15,601	15,539	15,336	15,311	15,230
Total Headcount	2,39,655	2,32,614	2,32,911	2,33,889	2,32,732	2,33,346
Attrition LTM (%)	14.2	14.2	14.1	14.5	15.3	15.0
Utilization (%)						
Net Utilization	84.0	86.9	87.7	86.4	83.5	84.6

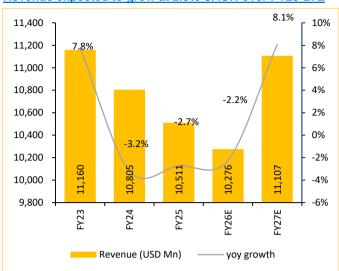
Source: Company, CEBPL

Revenue facing a declining trend



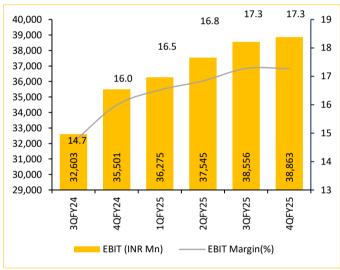
Source: Company, CEBPL

Revenue expected to grow at 2.8% CAGR over FY25-27E



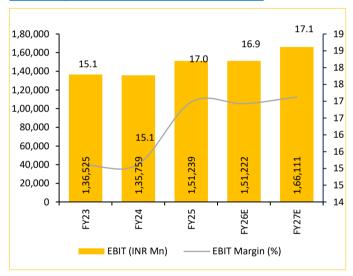
Source: Company, CEBPL

EBIT margins remained flattish despite weak environment



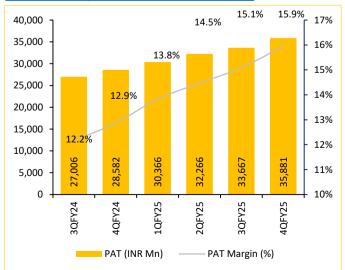
Source: Company, CEBPL

EBIT margins expected to be in narrow band



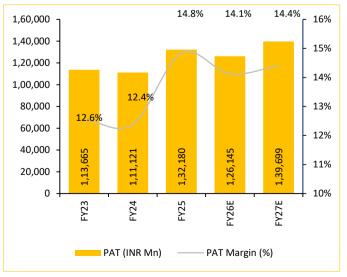
Source: Company, CEBPL

PAT sees marginal sequential improvement



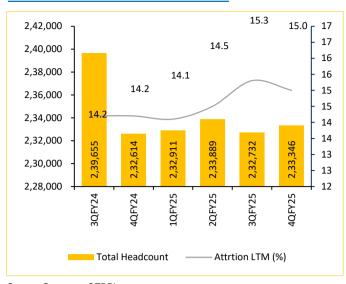
Source: Company, CEBPL

PAT expected to grow at 2.8% CAGR over FY25-27E



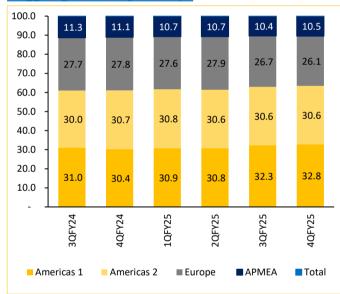
Source: Company, CEBPL

Attrition rate remained elevated at 15%



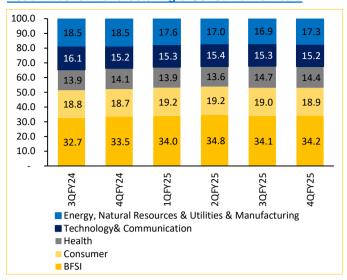
Source: Company, CEBPL

Sluggish growth likely in Europe



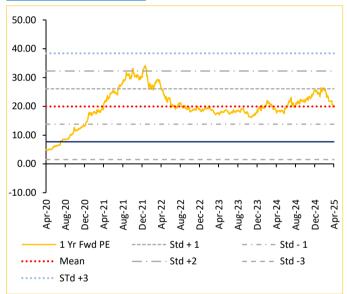
Source: Company, CEBPL

Headwinds for Manufacturing & Consumer verticals



Source: Company, CEBPL

1 Year Forward PE Band



Source: Company, CEBPL

Income statement (Consolidated in INR Mn)

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Particular	FY23	FY24	FY25	FY26E	FY27E			
Revenue	9,04,876	8,97,603	8,90,884	8,93,371	9,70,052			
Gross profit	2,59,430	2,66,106	2,73,082	2,74,963	3,00,949			
EBITDA	1,69,927	1,69,830	1,80,818	1,81,596	1,99,093			
Depreciation	33,402	34,071	29,579	30,375	32,982			
EBIT	1,36,525	1,35,759	1,51,239	1,51,222	1,66,111			
Other income	21,554	24,202	38,533	28,588	32,012			
Interest expense	10,077	12,552	14,770	13,171	13,581			
PBT	1,48,002	1,47,409	1,75,002	1,66,639	1,84,542			
PAT	1,13,665	1,11,121	1,32,180	1,26,145	1,39,699			
EPS	10.4	10.4	12.6	12.0	13.3			

Ratio Analysis	FY23	FY24	FY25	FY26E	FY27E
Growth Ratios (%)					
Revenues	14.4	-0.8	-0.7	0.3	8.6
Gross Profit	10.4	2.6	2.6	0.7	9.5
EBITDA	3.2	-0.1	6.5	0.4	9.6
EBIT	2.1	-0.6	11.4	-0.0	9.8
Margin Ratios (%)					
Gross Profit Margin	28.7	29.6	30.7	30.8	31.0
EBITDA Margin	18.8	18.9	20.3	20.3	20.5
EBIT Margin	15.1	15.1	17.0	16.9	17.1
Profitability (%)					
ROE	14.5	14.9	16.0	14.4	15.0
ROIC	12.3	12.2	12.1	11.4	11.9
ROCE	11.3	11.2	11.2	10.7	11.2
Valuation					
OCF / Net profit (%)	114.9	158.6	128.2	121.9	127.4
BVPS (x)	137.5	142.8	157.7	167.4	178.1
Free Cash flow yield(%)	2.3	5.1	3.2	1.6	2.7

Source: Company, CEBPL

Balance sheet (Consolidated in INR Mn)

Balance sheet (Consolidated in INIX MII)								
Particular	FY23	FY24	FY25	FY26E	FY27E			
Tangible fixed assets	1,07,361	99,317	1,06,035	1,08,156	1,10,319			
Goodwill & intangible assets	3,51,015	3,44,197	3,47,796	3,48,345	3,48,905			
Investments	20,720	21,629	26,458	29,104	32,014			
Cash & Cash equivalents	91,880	96,953	1,21,974	1,22,684	1,23,216			
Other non-current assets	35,630	32,101	23,788	26,167	28,783			
Other current assets	5,69,216	5,53,709	6,55,801	7,10,892	7,72,290			
Total assets	11,75,822	11,47,906	12,81,852	13,45,347	14,15,527			
Shareholder's funds	7,81,164	7,45,330	8,23,641	8,74,099	9,29,979			
Minority interest	589	1,340	2,138	2,138	2,138			
Borrowings	1,50,093	1,64,649	1,92,035	1,91,048	1,90,541			
Other non-current liabilities	65,044	72,516	83,673	88,679	94,017			
Other current liabilities	1,78,932	1,64,071	1,80,365	1,89,383	1,98,852			
Total equity & liabilities	11,75,822	11,47,906	12,81,852	13,45,347	14,15,527			

Cash Flows (INR Mn)	FY23	FY24	FY25	FY26E	FY27E
Cash Flows From Operations	1,30,601	1,76,216	1,69,426	1,53,735	1,78,018
Cash Flows From Investing	(84,065)	11,680	(80,730)	(38,069)	(41,232)
Cash Flows From Financing	(60,881)	(1,82,567)	(63,963)	(52,766)	(57,914)

DuPont Analysis (INR Mn)	FY23	FY24	FY25	FY26E	FY27E
ROE	14.5%	14.9%	16.0%	14.4%	15.0%
Net Profit Margin	12.6%	12.4%	14.8%	14.1%	14.4%
Asset Turnover	0.8	0.8	0.7	0.7	0.7
Equity Multiplier	1.5	1.5	1.6	1.5	1.5
DuPont Analysis	14.5%	14.9%	16.0%	14.4%	15.0%

Historical share price chart: Wipro Limited



Date	Rating	Target Price
April 17,2025	REDUCE	252
March 13, 2025	HOLD	296
October 18, 2024	REDUCE	277
July 20, 2024	REDUCE	279
April 20, 2024	BUY	250
March 18, 2024	BUY	265
January 13, 2024	ADD	265
October 19, 2023	ADD	222

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CHOICE RATING DISTRIBUTION & METHODOLOGY

Large Cap*

BUY The security is expected to generate upside of 15% or more over the next 12 months

ADD The security is expected to show upside returns from 5% to less than 15% over the next 12 months REDUCE The security is expected to show upside or downside returns by 5% to -5% over the next 12 months

SELL The security is expected to show downside of 5% or more over the next 12 months

Mid & Small Cap*

BUY The security is expected to generate upside of 20% or more over the next 12 months

ADD The security is expected to show upside returns from 5% to less than 20% over the next 12 months REDUCE The security is expected to show upside or downside returns by 5% to -10% over the next 12 months

SELL The security is expected to show downside of 10% or more over the next 12 months

Other Ratings NOT RATED (NR)

The stock has no recommendation from the Analyst

UNDER REVIEW (UR) The stock is under review by the Analyst and rating may change

Sector View

POSITIVE (P) Fundamentals of the sector look attractive over the next 12 months

NEUTRAL (N) Fundamentals of the sector are expected to be in statis over the next 12 months CAUTIOUS (C) Fundamentals of the sector are expected to be challenging over the next 12 months

*Large Cap: More Than INR 20,000 Cr Market Cap *Mid & Small Cap: Less Than INR 20,000 Cr Market Cap

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