

Wipro Limited

**Results for the Quarter ended June 30, 2010
Operating Metrics Pertaining to IT Services Segments**

A. IT Services

		FY 10-11		FY 09-10			
		Q1	FY	Q4	Q3	Q2	Q1
Revenue & OM%	IT Services Revenues (\$M)	1,203.7	4,390.4	1,165.9	1,126.8	1,065.2	1,032.6
	Sequential Growth	3.2%	1.6%	3.5%	5.8%	3.2%	-1.3%
	Operating Margin%	24.5%	23.4%	24.2%	23.6%	23.6%	22.2%

B. Services

Value added services composition	Practices						
	Technology Infrastructure Services	21.1%	21.1%	21.6%	21.3%	20.6%	20.9%
Testing Services	11.4%	11.8%	11.7%	11.5%	12.0%	12.1%	
Package Implementation	13.5%	13.0%	12.7%	12.8%	13.3%	13.4%	
BPO	10.1%	10.6%	10.9%	10.6%	10.5%	10.1%	
Product Engineering	4.7%	4.2%	4.1%	4.1%	3.9%	4.6%	
ADM	39.2%	39.3%	39.0%	39.7%	39.7%	38.9%	
R&D Business	15.0%	15.8%	15.0%	14.9%	16.1%	17.2%	
Consulting	2.6%	2.3%	2.7%	2.3%	2.3%	2.0%	

Vertical composition	Verticals						
	Technology	8.5%	8.8%	8.6%	8.4%	8.7%	9.4%
Telecom	8.1%	8.2%	8.2%	7.9%	8.1%	8.4%	
CMSP*	9.1%	9.2%	8.8%	9.8%	9.6%	8.9%	
Technology, Media & Telecom	25.7%	26.2%	25.6%	26.1%	26.4%	26.7%	
Financial Services	26.9%	26.0%	26.1%	25.8%	25.7%	26.3%	
Manufacturing	15.1%	15.2%	14.8%	15.1%	15.6%	15.5%	
Healthcare & Services	8.5%	8.5%	9.2%	8.7%	8.1%	8.0%	
Retail & Transportation	14.9%	15.0%	14.7%	14.8%	15.2%	15.2%	
Energy & Utilities	8.9%	9.1%	9.6%	9.5%	9.0%	8.3%	

*CMSP - Communication & Media Service Provider

Geo Comp	Geography						
	Americas	57.3%	57.9%	56.7%	57.1%	58.4%	59.7%
Europe	25.4%	26.2%	26.3%	26.3%	26.5%	25.5%	
Japan	1.5%	1.6%	1.5%	1.6%	1.6%	1.8%	
India & Middle East business	9.0%	8.5%	8.8%	8.9%	8.1%	7.9%	
APAC and Other Emerging Markets	6.8%	5.8%	6.7%	6.1%	5.4%	5.1%	

Constant Currency	Guidance (\$MN) in Constant Currency	1,190-1,215		1,161-1,183	1,092-1,113	1,035-1,053	1,009-1,025
	IT Services Revenues (\$M) - Constant Currency Seq	1,217.6	4,399.4	1,179.7	1,117.1	1,052.5	1,014.1
	Constant Currency Seq growth %	4.4%	1.8%	4.7%	4.9%	1.9%	-3.0%

Customer Relationships	Customer size distribution (TTM)						
	> \$100M	2	2	2	2	1	1
> \$75M	9	9	9	8	8	7	
> \$50M	17	16	16	16	16	17	
> \$20M	58	56	56	53	51	53	
> \$10M	100	96	96	95	99	97	
> \$5M	165	166	166	156	152	156	
> \$3M	238	226	226	233	216	219	
> \$1M	434	406	406	398	403	413	

Customer Metrics	Revenue from Existing customers %	99.6%	97.9%	96.5%	97.8%	98.1%	99.5%
	Number of new customers	22	121	27	31	37	26
Total Number of active customers	858	845	845	822	840	830	
Customer Concentration							
Top customer	2.9%	2.6%	2.5%	2.6%	2.7%	2.6%	
Top 5	10.9%	11.0%	10.5%	10.8%	11.3%	11.4%	
Top 10	19.8%	19.7%	19.3%	19.5%	19.7%	20.6%	

		FY 10-11	FY 09-10				
		Q1	FY	Q4	Q3	Q2	Q1
Employee Metrics	Closing Head Count - IT Services	112,925	108,071	108,071	102,746	97,891	98,521
	Utilization (IT Services excl BPO, IFOX and I&ME*)						
	Gross Utilization	71.3%	71.5%	72.1%	73.2%	70.8%	70.0%
	Net Utilization (excl Support)	78.4%	78.8%	79.3%	80.7%	78.2%	77.1%
	Net Utilization (Excluding Trainees)	81.6%	81.6%	83.0%	84.5%	80.5%	78.2%
	Attrition						
	IT Services excl BPO and I&ME*						
	Voluntary TTM	15.8%	12.1%	12.1%	9.9%	9.6%	9.8%
	Voluntary Quarterly Annualized	23.0%	12.1%	17.1%	13.4%	10.5%	8.4%
	Involuntary Quarterly Annualized	1.4%	6.2%	2.1%	3.6%	12.4%	7.7%
	BPO %- Quarterly	16%	15%	17%	15%	17%	14%
	BPO % - Post Training	9%	8%	9%	9%	10%	7%
Sales & Support Staff - IT Services (avg)	8,783	7,925	8,309	7,971	7,752	7,670	
* India & Middle East Business							
C. IT Services (Excluding Infocrossing, BPO and India & Middle East Business)							
Service delivery	Revenue from FPP	44.6%	41.5%	44.3%	42.5%	40.3%	38.4%
	Onsite revenue - % of services	52.2%	49.8%	49.4%	50.3%	49.9%	49.6%
	Off shore revenue - % of services	47.8%	50.2%	50.6%	49.7%	50.1%	50.4%
Revenue Mix	Revenue in \$MN						
	Onsite	466	1,623	421	415	399	388
	Offshore	428	1,636	431	411	401	393
Volume Movement	Person months available						
	Onsite	42,117	140,388	36,206	35,505	34,070	34,607
	Offshore	135,970	504,700	132,063	123,428	122,581	126,628
	Support	17,729	65,778	16,863	16,309	16,216	16,390
	Total	195,816	710,866	185,132	175,242	172,867	177,625
	Person months billed						
	Onsite	40,011	133,369	34,396	33,730	32,367	32,876
	Offshore	99,698	375,101	99,067	94,487	90,093	91,454
Total	139,709	508,470	133,463	128,217	122,460	124,330	

Growth Metrics For Q1 FY 10-11				
	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
IT Services	3.2%	16.6%	4.4%	16.6%
Verticals				
Technology	2.1%	5.8%	2.4%	5.6%
Telecom	2.0%	11.0%	4.2%	13.0%
CMSP	6.4%	18.7%	8.4%	18.0%
Technology, Media & Telecom	3.5%	11.8%	5.1%	12.1%
Financial Services	6.4%	19.4%	7.2%	19.4%
Manufacturing	5.5%	13.6%	6.8%	14.2%
Healthcare & Services	-4.9%	24.8%	-4.7%	23.0%
Retail & Transportation	5.1%	14.6%	6.4%	14.6%
Energy & Utilities	-4.6%	24.4%	-2.5%	23.6%
Geography				
Americas	4.3%	11.9%	4.4%	11.7%
Europe	-0.2%	16.2%	3.4%	20.8%
Japan	0.1%	-3.3%	0.4%	-7.0%
India & Middle East business	5.4%	32.2%	5.6%	25.2%
APAC and Other Emerging Markets	5.6%	56.5%	7.7%	46.5%
Practices				
Technology Infrastructure Services	0.8%	17.5%		
Testing Services	1.1%	10.8%		
Package Implementation	9.7%	17.3%		
BPO	-4.6%	15.5%		
Product Engineering	18.5%	21.0%		
ADM	3.7%	17.4%		
R&D Business	2.6%	1.5%		
Consulting	0.3%	50.8%		
Price Realization				
Onsite	-4.9%	-1.1%	-3.5%	-0.6%
Offshore	-1.4%	-0.2%	-0.1%	0.5%
Constant currency revenues for the current quarter is the product of volumes in the current quarter times the average actual exchange rate of previous quarter				