

Wipro Limited

Results for the Quarter ended June 30, 2012
Operating Metrics Pertaining to IT Services Segments

A. IT Services

		FY 12-13	FY 11-12				
		Q1	FY	Q4	Q3	Q2	Q1
Revenue & OM%	IT Services Revenues (\$M)	1,514.8	5,921.0	1,535.6	1,505.5	1,472.5	1,407.5
	Sequential Growth	-1.4%	13.4%	2.0%	2.2%	4.6%	0.5%
	Operating Margin%	21.0%	20.8%	20.7%	20.8%	20.0%	22.0%

B. Services

Value added services composition	Practices	FY 12-13	FY 11-12	FY 11-12	FY 11-12	FY 11-12	FY 11-12
		Q1	FY	Q4	Q3	Q2	Q1
	Technology Infrastructure Services	22.8%	22.0%	22.6%	21.7%	22.1%	21.7%
	Analytics and Information Management	7.1%	6.6%	6.8%	6.6%	6.6%	6.4%
	Business Application Services	30.7%	30.6%	30.6%	30.8%	30.5%	30.4%
	BPO	8.4%	8.7%	8.2%	8.5%	8.8%	9.3%
	Product Engineering & Mobility	8.5%	8.3%	8.2%	8.4%	8.4%	8.3%
	ADM	22.5%	23.8%	23.6%	24.0%	23.6%	23.9%
	R&D Business	12.0%	12.4%	12.0%	12.6%	12.5%	12.5%
	Consulting	2.5%	3.0%	2.9%	3.0%	3.2%	3.1%

Vertical composition	Verticals	FY 12-13	FY 11-12	FY 11-12	FY 11-12	FY 11-12	FY 11-12
		Q1	FY	Q4	Q3	Q2	Q1
	Global Media & Telecom	14.9%	15.7%	14.9%	15.4%	15.7%	16.8%
	Finance Solutions	26.4%	26.9%	26.6%	27.3%	27.1%	26.7%
	Manufacturing & Hitech	19.4%	19.2%	19.1%	19.0%	19.0%	19.7%
	Healthcare, Life Sciences & Services	10.1%	10.0%	10.0%	10.0%	9.8%	10.2%
	Retail & Transportation	15.0%	15.0%	15.4%	14.9%	14.7%	15.0%
	Energy & Utilities	14.2%	13.2%	14.0%	13.4%	13.7%	11.6%

Geo Comp	Geography	FY 12-13	FY 11-12	FY 11-12	FY 11-12	FY 11-12	FY 11-12
		Q1	FY	Q4	Q3	Q2	Q1
	Americas	51.6%	52.3%	52.1%	52.5%	51.7%	53.0%
	Europe	28.1%	28.3%	27.7%	28.2%	28.8%	28.6%
	Japan	1.3%	1.2%	1.1%	1.3%	1.3%	1.1%
	India & Middle East business	8.8%	9.3%	9.6%	9.1%	9.3%	9.0%
	APAC and Other Emerging Markets	10.2%	8.9%	9.5%	8.9%	8.9%	8.3%

Guidance	Guidance (\$MN)	FY 12-13	FY 11-12	FY 11-12	FY 11-12	FY 11-12	FY 11-12
	Guidance restated based on actual currency realized (\$MN)	Q1	FY	Q4	Q3	Q2	Q1
	IT Services Revenues (\$M)	Q1	FY	Q4	Q3	Q2	Q1
	Guidance (\$MN)	1,520-1,550		1,520-1,550	1,500-1,530	1,436-1,464	1,394-1,422
	Guidance restated based on actual currency realized (\$MN)	1,495-1,525		1,530-1,560	1,467-1,497	1,423-1,451	1,389-1,417
	IT Services Revenues (\$M)	1,514.8	5,921.0	1,535.6	1,505.5	1,472.5	1,407.5

Customer Relationships	Customer size distribution (TMM)	FY 12-13	FY 11-12	FY 11-12	FY 11-12	FY 11-12	FY 11-12
		Q1	FY	Q4	Q3	Q2	Q1
	> \$100M	8	7	7	6	5	4
	> \$75M	14	16	16	14	13	12
	> \$50M	25	25	25	25	24	24
	> \$20M	73	75	75	73	70	69
	> \$10M	131	121	121	121	120	118
	> \$5M	213	208	208	197	192	195
	> \$3M	302	292	292	284	267	258
	> \$1M	478	475	475	462	462	438

Customer Metrics	Revenue from Existing customers %	FY 12-13	FY 11-12	FY 11-12	FY 11-12	FY 11-12	FY 11-12
		Q1	FY	Q4	Q3	Q2	Q1
	Revenue from Existing customers %	99.3%	98.1%	96.7%	97.9%	98.6%	99.3%
	Number of new customers	37	173	41	39	44	49
	Total Number of active customers	919	943	943	953	930	937
	Customer Concentration						
	Top customer	3.5%	3.6%	3.5%	3.9%	3.7%	3.3%
	Top 5	12.2%	11.3%	11.5%	11.8%	11.6%	10.9%
	Top 10	20.9%	19.6%	20.0%	19.9%	20.0%	19.4%

		FY 12-13	FY 11-12				
		Q1	FY	Q4	Q3	Q2	Q1
Employee Metrics	Closing Head Count - IT Services	138,552	135,920	135,920	136,734	131,730	126,490
	<u>Utilization (IT Services excl BPO, IFOX and I&ME*)</u>						
	Gross Utilization	68.3%	68.3%	67.4%	67.1%	69.3%	69.7%
	Net Utilization (excl Support)	75.5%	75.1%	74.1%	73.5%	76.1%	76.9%
	Net Utilization (Excluding Trainees)	77.9%	78.7%	76.1%	77.5%	80.7%	81.0%
	<u>Attrition</u>						
	<u>IT Services excl BPO and I&ME*</u>						
	Voluntary TTM	15.6%	17.5%	17.5%	19.0%	21.1%	22.6%
	Voluntary Quarterly Annualized	15.2%	17.6%	14.4%	14.2%	18.5%	23.2%
	Involuntary Quarterly Annualized	3.2%	1.9%	2.5%	1.6%	1.3%	2.0%
	BPO %- Quarterly	13.4%	15.4%	15.1%	13.9%	14.1%	15.3%
BPO % - Post Training	11.3%	9.6%	10.1%	7.7%	8.7%	10.2%	
Sales & Support Staff - IT Services (avg)	11,114	10,829	10,829	10,559	10,286	10,333	
* India & Middle East Business							
C. IT Services (Excluding Infocrossing, BPO and India & Middle East Business)							
Service delivery	Revenue from FPP	45.6%	45.7%	45.2%	45.5%	45.2%	47.0%
	Onsite revenue - % of services	53.8%	53.8%	53.9%	54.4%	54.3%	52.4%
	Off shore revenue - % of services	46.2%	46.2%	46.1%	45.6%	45.7%	47.6%
Revenue Mix	<u>Revenue in \$MN</u>						
	Onsite	618	2,389	624	621	595	548
	Offshore	531	2,054	535	521	500	498
Volume Movement	<u>Person months available</u>						
	Onsite	53,388	207,563	53,423	53,337	52,571	48,232
	Offshore	174,261	674,248	176,596	176,515	165,543	155,594
	Support	24,055	87,357	22,797	22,148	21,367	21,045
	Total	251,704	969,168	252,816	252,000	239,481	224,871
	<u>Person months billed</u>						
	Onsite	50,718	197,185	50,752	50,670	49,942	45,820
Offshore	121,133	464,913	119,659	118,337	116,059	110,858	
Total	171,851	662,098	170,412	169,007	166,001	156,678	

Growth Metrics For Quarter ended June 30, 2012				
	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
IT Services	-1.4%	7.6%	0.3%	12.1%
Verticals				
Global Media & Telecom	-1.0%	-4.9%	2.0%	2.1%
Finance Solutions	-2.0%	6.5%	-0.6%	10.5%
Manufacturing & Hitech	0.5%	6.4%	1.5%	9.7%
Healthcare, Life Sciences & Services	-1.2%	6.5%	0.6%	11.3%
Retail & Transportation	-3.9%	7.9%	-2.2%	12.8%
Energy & Utilities	-0.3%	31.0%	1.0%	34.5%
Geography				
Americas	-2.2%	4.8%	-2.1%	5.3%
Europe	0.3%	5.9%	1.4%	11.2%
Japan	15.8%	22.5%	15.4%	21.8%
India & Middle East business	-9.9%	4.2%	-1.6%	26.8%
APAC and Other Emerging Markets	5.3%	33.3%	10.0%	42.0%
Practices				
Technology Infrastructure Services	-0.3%	13.3%		
Analytics and Information Management	3.3%	19.9%		
Business Application Services	-1.1%	8.7%		
BPO	1.5%	-3.0%		
Product Engineering & Mobility	2.5%	9.6%		
ADM	-6.3%	1.2%		
R&D Business	-0.9%	3.9%		
Consulting	-14.9%	-14.8%		
Price Realization				
Onsite	-0.9%	1.9%	0.2%	4.7%
Offshore	-2.0%	-2.5%	-1.0%	0.2%
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				