

Wipro Limited

Results for the Quarter ended June 30, 2013
Operating Metrics Pertaining to IT Services Segments

A. IT Services

		FY 13-14	FY 12-13				
		Q1	FY	Q4	Q3	Q2	Q1
Revenue & OM%	IT Services Revenues (\$M)	1,588.3	6,217.8	1,585.1	1,577.2	1,540.7	1,514.8
	Sequential Growth	0.2%	5.0%	0.5%	2.4%	1.7%	-1.4%
	Operating Margin%	20.0%	20.7%	20.2%	20.8%	20.7%	21.0%

B. Services

Value added services composition	Practices	FY 13-14	FY 12-13	FY 12-13	FY 12-13	FY 12-13	FY 12-13
		Q1	FY	Q4	Q3	Q2	Q1
	Global Infrastructure Services	24.2%	23.6%	24.5%	23.7%	23.2%	22.8%
	Analytics and Information Management	7.5%	7.1%	7.1%	7.1%	7.1%	7.1%
	Business Application Services	31.3%	31.0%	31.4%	31.4%	30.7%	30.7%
	BPO	8.8%	8.7%	8.8%	8.8%	8.7%	8.4%
	Product Engineering	7.5%	7.9%	7.5%	7.5%	8.2%	8.5%
	ADM	20.7%	21.7%	20.7%	21.5%	22.1%	22.5%
	R&D Business	10.2%	11.1%	10.4%	10.4%	11.6%	12.0%
	Consulting	2.5%	2.4%	2.4%	2.3%	2.4%	2.5%

Vertical composition	Verticals	FY 13-14	FY 12-13	FY 12-13	FY 12-13	FY 12-13	FY 12-13
		Q1	FY	Q4	Q3	Q2	Q1
	Global Media & Telecom	13.6%	14.3%	13.8%	14.3%	14.4%	14.9%
	Finance Solutions	26.5%	26.6%	26.3%	26.9%	27.0%	26.4%
	Manufacturing & Hitech	19.1%	19.1%	19.3%	18.7%	19.0%	19.4%
	Healthcare, Life Sciences & Services	9.8%	9.9%	10.1%	9.9%	9.5%	10.1%
	Retail, Consumer Goods & Transportation	15.1%	15.1%	15.1%	15.1%	15.0%	15.0%
	Energy, Natural Resources & Utilities	15.9%	15.0%	15.4%	15.1%	15.1%	14.2%

Geo Comp	Geography	FY 13-14	FY 12-13	FY 12-13	FY 12-13	FY 12-13	FY 12-13
		Q1	FY	Q4	Q3	Q2	Q1
	Americas	49.7%	50.7%	50.1%	49.9%	51.5%	51.6%
	Europe	29.0%	28.6%	28.5%	29.6%	28.2%	28.1%
	India & Middle East business	8.8%	8.9%	9.4%	8.8%	8.6%	8.8%
	APAC and Other Emerging Markets	12.5%	11.7%	12.0%	11.7%	11.7%	11.5%

Guidance	Guidance (\$MN)	FY 13-14	FY 12-13	FY 12-13	FY 12-13	FY 12-13	FY 12-13
	Guidance restated based on actual currency realized (\$MN)	Q1	FY	Q4	Q3	Q2	Q1
		Q1	FY	Q4	Q3	Q2	Q1
	IT Services Revenues (\$M)	1,588.3	6,217.8	1,585.1	1,577.2	1,540.7	1,514.8

Customer Relationships	Customer size distribution (TTM)	FY 13-14	FY 12-13	FY 12-13	FY 12-13	FY 12-13	FY 12-13
		Q1	FY	Q4	Q3	Q2	Q1
	> \$100M	10	10	10	10	9	8
	> \$75M	15	16	16	16	16	14
	> \$50M	27	26	26	26	25	25
	> \$20M	76	76	76	73	71	73
	> \$10M	133	133	133	132	133	131
	> \$5M	218	213	213	214	218	213
	> \$3M	281	291	291	293	293	302
	> \$1M	492	490	490	484	475	478

Customer Metrics		FY 13-14	FY 12-13	FY 12-13	FY 12-13	FY 12-13	FY 12-13
		Q1	FY	Q4	Q3	Q2	Q1
	Revenue from Existing customers %	99.6%	97.9%	96.2%	97.6%	98.5%	99.3%
	Number of new customers	28	192	52	50	53	37
	Total Number of active customers	946	978	978	966	939	919
	Customer Concentration						
	Top customer	3.7%	3.4%	3.6%	3.2%	3.5%	3.5%
	Top 5	13.7%	12.9%	13.1%	13.2%	13.0%	12.2%
	Top 10	22.5%	21.8%	21.9%	22.4%	22.3%	20.9%

		FY 13-14	FY 12-13				
		Q1	FY	Q4	Q3	Q2	Q1
Employee Metrics	Closing Head Count - IT Services	147,281	145,812	145,812	142,905	140,569	138,552
	<u>Utilization (IT Services excl BPO, IFOX and I&ME*)</u>						
	Gross Utilization	64.7%	66.2%	64.9%	64.8%	66.8%	68.3%
	Net Utilization (excl Support)	71.4%	73.1%	71.7%	71.7%	73.7%	75.5%
	Net Utilization (Excluding Trainees)	73.3%	76.2%	74.6%	74.8%	77.9%	77.9%
	<u>Attrition</u>						
	<u>IT Services excl BPO and I&ME*</u>						
	Voluntary TTM	13.2%	13.7%	13.7%	14.2%	14.6%	15.6%
	Voluntary Quarterly Annualized	13.0%	13.8%	12.5%	12.9%	14.4%	15.2%
	Involuntary Quarterly Annualized	4.9%	3.6%	3.7%	4.0%	3.5%	3.2%
	BPO %- Quarterly	12.3%	13.3%	12.8%	12.5%	14.4%	13.4%
	BPO % - Post Training Quarterly	10.6%	10.5%	9.9%	9.2%	11.6%	11.3%
Sales & Support Staff - IT Services (avg)	11,447	11,350	11,574	11,418	11,294	11,114	
* India & Middle East Business							
C. IT Services (Excluding Infocrossing, BPO and India & Middle East Business)							
Service delivery	Revenue from FPP	47.4%	46.4%	48.1%	46.2%	45.8%	45.6%
	Onsite revenue - % of services	53.9%	53.6%	53.4%	53.8%	53.4%	53.8%
	Off shore revenue - % of services	46.1%	46.4%	46.6%	46.2%	46.6%	46.2%
Revenue Mix	<u>Revenue in \$MN</u>						
	Onsite	653	2,524	638	645	623	618
	Offshore	560	2,185	557	554	543	531

Growth Metrics For Quarter ended June 30, 2013				
	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
IT Services	0.2%	4.9%	1.2%	6.0%
Verticals				
Global Media & Telecom	-1.1%	-4.1%	0.1%	-3.3%
Finance Solutions	0.8%	5.3%	1.7%	6.9%
Manufacturing & Hitech	-0.8%	2.9%	0.0%	3.0%
Healthcare, Life Sciences & Services	-2.3%	2.5%	-1.7%	3.2%
Retail, Consumer Goods & Transportation	-0.4%	4.8%	1.0%	6.2%
Energy, Natural Resources & Utilities	3.7%	17.8%	5.0%	19.9%
Geography				
Americas	-0.7%	1.0%	-0.6%	1.1%
Europe	1.9%	8.0%	1.5%	8.4%
India & Middle East business	-6.7%	4.8%	-1.5%	9.3%
APAC and Other Emerging Markets	5.2%	14.4%	9.9%	19.2%
Practices				
Global Infrastructure Services	-0.9%	11.3%		
Analytics and Information Management	6.5%	10.6%		
Business Application Services	-0.1%	6.9%		
BPO	0.5%	9.8%		
Product Engineering	-0.2%	-6.8%		
ADM	-0.2%	-3.8%		
R&D Business	-2.5%	-11.5%		
Consulting	3.5%	6.0%		
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				