

Wipro Limited

**Results for the Quarter ended June 30, 2011
Operating Metrics Pertaining to IT Services Segments**

A. IT Services

		FY 11-12	FY 10-11				
		Q1	FY	Q4	Q3	Q2	Q1
Revenue & OI% %	IT Services Revenues (\$M)	1,407.5	5,220.7	1,400.4	1,343.8	1,272.8	1,203.7
	Sequential Growth	0.5%	18.9%	4.2%	5.6%	5.7%	3.2%
	Operating Margin%	22.0%	22.7%	22.1%	22.2%	22.2%	24.7%

B. Services

Value added services composition	<u>Practices</u>	FY 11-12	FY 10-11	FY 10-11	FY 10-11	FY 10-11	FY 10-11
		Q1	FY	Q4	Q3	Q2	Q1
	Technology Infrastructure Services	21.7%	21.3%	21.6%	21.4%	21.1%	21.0%
	Analytics and Information Management	6.4%	5.8%	6.0%	5.9%	5.8%	5.6%
	Business Application Services	30.4%	30.1%	29.7%	29.8%	30.3%	30.4%
	BPO	9.3%	9.7%	9.8%	9.3%	9.8%	10.1%
	Product Engineering & Mobility	8.3%	8.5%	8.2%	8.5%	8.7%	8.6%
	ADM	23.9%	24.6%	24.7%	25.1%	24.3%	24.3%
	R&D Business	12.5%	13.9%	13.0%	13.5%	14.3%	15.0%
	Consulting	3.1%	2.9%	3.1%	3.1%	2.9%	2.6%

Vertical composition	<u>Verticals</u>	FY 11-12	FY 10-11	FY 10-11	FY 10-11	FY 10-11	FY 10-11
		Q1	FY	Q4	Q3	Q2	Q1
	Global Media & Telecom	16.8%	17.0%	17.2%	17.0%	16.9%	17.1%
	Finance Solutions	26.7%	26.9%	26.7%	27.3%	26.9%	26.9%
	Manufacturing & Hitech	19.7%	20.5%	19.7%	20.0%	20.9%	21.5%
	Healthcare, Life Sciences & Services	10.2%	10.7%	10.5%	10.4%	10.9%	10.7%
	Retail & Transportation	15.0%	15.4%	15.7%	15.4%	15.5%	14.9%
	Energy & Utilities	11.6%	9.5%	10.2%	9.9%	8.9%	8.9%

Geo Comp	<u>Geography</u>	FY 11-12	FY 10-11	FY 10-11	FY 10-11	FY 10-11	FY 10-11
		Q1	FY	Q4	Q3	Q2	Q1
	Americas	53.0%	55.3%	53.9%	54.2%	55.9%	57.3%
	Europe	28.6%	27.1%	28.0%	28.3%	26.5%	25.4%
	Japan	1.1%	1.5%	1.5%	1.5%	1.5%	1.5%
	India & Middle East business	9.0%	9.0%	9.1%	8.9%	8.9%	9.0%
	APAC and Other Emerging Markets	8.3%	7.1%	7.5%	7.1%	7.2%	6.8%

Guidance	Guidance (\$MN)	FY 11-12	FY 10-11	FY 10-11	FY 10-11	FY 10-11	FY 10-11
	Guidance restated based on actual currency realized (\$MN)	Q1	FY	Q4	Q3	Q2	Q1
		Q1	FY	Q4	Q3	Q2	Q1
	IT Services Revenues (\$M)	1,407.5	5,220.7	1,400.4	1,343.8	1,272.8	1,203.7

Customer Relationships	<u>Customer size distribution (TTM)</u>	FY 11-12	FY 10-11	FY 10-11	FY 10-11	FY 10-11	FY 10-11
		Q1	FY	Q4	Q3	Q2	Q1
	> \$100M	4	3	3	1	1	2
	> \$75M	12	12	12	10	9	9
	> \$50M	24	22	22	21	20	17
	> \$20M	69	68	68	64	63	58
	> \$10M	118	117	117	113	106	100
	> \$5M	195	180	180	176	164	165
	> \$3M	258	255	255	254	244	238
	> \$1M	438	429	429	433	425	434

Customer Metrics		FY 11-12	FY 10-11	FY 10-11	FY 10-11	FY 10-11	FY 10-11
		Q1	FY	Q4	Q3	Q2	Q1
	Revenue from Existing customers %	99.3%	98.2%	96.9%	97.6%	99.0%	99.6%
	Number of new customers	49	155	68	36	29	22
	Total Number of active customers	937	904	904	880	890	858
	Customer Concentration						
	Top customer	3.3%	3.0%	3.1%	3.0%	2.9%	2.9%
	Top 5	10.9%	10.9%	11.4%	10.7%	10.7%	10.9%
	Top 10	19.4%	19.5%	19.7%	19.2%	19.2%	19.8%

		FY 11-12	FY 10-11				
		Q1	FY	Q4	Q3	Q2	Q1
Employee Metrics	Closing Head Count - IT Services	126,490	122,385	122,385	119,491	115,900	112,925
	Utilization (IT Services excl BPO, IFOX and I&ME*)						
	Gross Utilization	69.7%	69.9%	68.9%	68.6%	70.9%	71.3%
	Net Utilization (excl Support)	76.9%	77.0%	76.1%	75.6%	78.0%	78.4%
	Net Utilization (Excluding Trainees)	81.0%	80.9%	79.7%	79.9%	82.4%	81.6%
	Attrition						
	IT Services excl BPO and I&ME*						
	Voluntary TTM	22.6%	22.7%	22.7%	21.6%	19.4%	15.8%
	Voluntary Quarterly Annualized	23.2%	22.3%	20.9%	21.7%	23.5%	23.0%
	Involuntary Quarterly Annualized	2.0%	1.9%	2.5%	2.2%	1.4%	1.4%
	BPO %- Quarterly	15.3%	14.9%	15.5%	14.2%	14.2%	15.9%
BPO % - Post Training	10.2%	9.6%	10.6%	9.5%	9.6%	8.9%	
Sales & Support Staff - IT Services (avg)	10,333	9,676	10,288	10,048	9,583	8,783	
* India & Middle East Business							
C. IT Services (Excluding Infocrossing, BPO and India & Middle East Business)							
Service delivery	Revenue from FPP	47.0%	45.7%	47.8%	46.3%	44.0%	44.6%
	Onsite revenue - % of services	52.4%	51.7%	51.2%	51.8%	51.7%	52.2%
	Off shore revenue - % of services	47.6%	48.3%	48.8%	48.2%	48.3%	47.8%
Revenue Mix	Revenue in \$MN						
	Onsite	548	1,997	523	515	492	466
	Offshore	498	1,867	499	480	460	428
Volume Movement	Person months available						
	Onsite	48,232	177,460	45,595	45,762	43,986	42,117
	Offshore	155,594	593,747	156,815	154,046	146,916	135,970
	Support	21,045	78,251	21,162	20,340	19,020	17,729
	Total	224,871	849,458	223,572	220,148	209,922	195,816
	Person months billed						
	Onsite	45,820	168,587	43,315	43,474	41,786	40,011
Offshore	110,858	425,060	110,639	107,642	107,082	99,698	
Total	156,678	593,647	153,954	151,116	148,868	139,709	

Growth Metrics For Q1 FY 11-12				
	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
IT Services	0.5%	16.9%	-0.3%	12.6%
Verticals				
Global Media & Telecom	-1.8%	15.2%	-2.9%	9.2%
Finance Solutions	0.5%	15.9%	-0.2%	12.3%
Manufacturing & Hitech	0.5%	7.0%	0.2%	5.1%
Healthcare, Life Sciences & Services	-3.2%	10.7%	-3.5%	9.2%
Retail & Transportation	-3.6%	17.6%	-4.5%	12.5%
Energy & Utilities	14.4%	54.1%	12.0%	41.8%
Geography				
Americas	-1.2%	8.1%	-1.3%	7.7%
Europe	2.6%	31.4%	1.2%	20.5%
Japan	-24.8%	-11.6%	-25.4%	-18.2%
India & Middle East business	-0.2%	18.2%	-0.9%	16.2%
APAC and Other Emerging Markets	11.3%	41.8%	6.6%	25.6%
Practices				
Technology Infrastructure Services	0.9%	20.6%		
Analytics and Information Management	7.6%	32.9%		
Business Application Services	2.7%	16.9%		
BPO	-4.2%	8.5%		
Product Engineering & Mobility	1.6%	13.3%		
ADM	-2.8%	14.8%		
R&D Business	-3.4%	-2.5%		
Consulting	0.2%	37.8%		
Price Realization				
Onsite	-0.8%	2.6%	-1.7%	-1.9%
Offshore	-0.4%	4.7%	-1.2%	0.6%
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				