

Wipro Limited

**Results for the Quarter and Year ended March 31, 2013
Operating Metrics Pertaining to IT Services Segments**

A. IT Services		FY 12-13					FY 11-12	
		FY	Q4	Q3	Q2	Q1	FY	Q4
Revenue & OM%	IT Services Revenues (\$M)	6,217.8	1,585.1	1,577.2	1,540.7	1,514.8	5,921.0	1,535.6
	Sequential Growth	5.0%	0.5%	2.4%	1.7%	-1.4%	13.4%	2.0%
	Operating Margin%	20.7%	20.2%	20.8%	20.7%	21.0%	20.8%	20.7%
B. Services								
Value added services composition	Practices							
	Technology Infrastructure Services	23.6%	24.5%	23.7%	23.2%	22.8%	22.0%	22.6%
	Analytics and Information Management	7.1%	7.1%	7.1%	7.1%	7.1%	6.6%	6.8%
	Business Application Services	31.0%	31.4%	31.4%	30.7%	30.7%	30.6%	30.6%
	BPO	8.7%	8.8%	8.8%	8.7%	8.4%	8.7%	8.2%
	Product Engineering & Mobility	7.9%	7.5%	7.5%	8.2%	8.5%	8.3%	8.2%
	ADM	21.7%	20.7%	21.5%	22.1%	22.5%	23.8%	23.6%
	R&D Business	11.1%	10.4%	10.4%	11.6%	12.0%	12.4%	12.0%
Consulting	2.4%	2.4%	2.3%	2.4%	2.5%	3.0%	2.9%	
Vertical composition	Verticals							
	Global Media & Telecom	14.3%	13.8%	14.3%	14.4%	14.9%	15.7%	14.9%
	Finance Solutions	26.6%	26.3%	26.9%	27.0%	26.4%	26.9%	26.6%
	Manufacturing & Hitech	19.1%	19.3%	18.7%	19.0%	19.4%	19.2%	19.1%
	Healthcare, Life Sciences & Services	9.9%	10.1%	9.9%	9.5%	10.1%	10.0%	10.0%
	Retail & Transportation	15.1%	15.1%	15.1%	15.0%	15.0%	15.0%	15.4%
Energy, Natural Resources & Utilities	15.0%	15.4%	15.1%	15.1%	14.2%	13.2%	14.0%	
Geo Comp	Geography							
	Americas	50.7%	50.1%	49.9%	51.5%	51.6%	52.3%	52.1%
	Europe	28.6%	28.5%	29.6%	28.2%	28.1%	28.3%	27.7%
	India & Middle East business	8.9%	9.4%	8.8%	8.6%	8.8%	9.3%	9.6%
	APAC and Other Emerging Markets	11.7%	12.0%	11.7%	11.7%	11.5%	10.1%	10.6%
Guidance	Guidance (\$MN)		1,585-1,625	1,560-1,590	1,520-1,550	1,520-1,550		1,520-1,550
	Guidance restated based on actual currency realized (\$MN)		1,572-1,612	1,566-1,596	1,526-1,556	1,495-1,525		1,530-1,560
	IT Services Revenues (\$M)	6,217.8	1,585.1	1,577.2	1,540.7	1,514.8	5,921.0	1,535.6
Customer Relationships	Customer size distribution (TTM)							
	> \$100M	10	10	10	9	8	7	7
	> \$75M	16	16	16	16	14	16	16
	> \$50M	26	26	26	25	25	25	25
	> \$20M	76	76	73	71	73	75	75
	> \$10M	133	133	132	133	131	121	121
	> \$5M	213	213	214	218	213	208	208
	> \$3M	291	291	293	293	302	292	292
> \$1M	490	490	484	475	478	475	475	
Customer Metrics	Revenue from Existing customers %	97.9%	96.2%	97.6%	98.5%	99.3%	98.1%	96.7%
	Number of new customers	192	52	50	53	37	173	41
	Total Number of active customers	978	978	966	939	919	943	943
	Customer Concentration							
	Top customer	3.4%	3.6%	3.2%	3.5%	3.5%	3.6%	3.5%
	Top 5	12.9%	13.1%	13.2%	13.0%	12.2%	11.3%	11.5%
	Top 10	21.8%	21.9%	22.4%	22.3%	20.9%	19.6%	20.0%

		FY 12-13					FY 11-12	
		FY	Q4	Q3	Q2	Q1	FY	Q4
Employee Metrics	Closing Head Count - IT Services	145,812	145,812	142,905	140,569	138,552	135,920	135,920
	Utilization (IT Services excl BPO, IFOX and I&ME*)							
	Gross Utilization	66.2%	64.9%	64.8%	66.8%	68.3%	68.3%	67.4%
	Net Utilization (excl Support)	73.1%	71.7%	71.7%	73.7%	75.5%	75.1%	74.1%
	Net Utilization (Excluding Trainees)	76.2%	74.6%	74.8%	77.9%	77.9%	78.7%	76.1%
	Attrition							
	IT Services excl BPO and I&ME*							
	Voluntary TTM	13.7%	13.7%	14.2%	14.6%	15.6%	17.5%	17.5%
	Voluntary Quarterly Annualized	13.8%	12.5%	12.9%	14.4%	15.2%	17.6%	14.4%
	Involuntary Quarterly Annualized	3.6%	3.7%	4.0%	3.5%	3.2%	1.9%	2.5%
	BPO %- Quarterly	13.3%	12.8%	12.5%	14.4%	13.4%	15.4%	15.1%
	BPO % - Post Training	10.5%	9.9%	9.2%	11.6%	11.3%	9.6%	10.1%
Sales & Support Staff - IT Services (avg)	11,350	11,574	11,418	11,294	11,114	10,829	10,829	
* India & Middle East Business								
C. IT Services (Excluding Infocrossing, BPO and India & Middle East Business)								
Service delivery	Revenue from FPP	46.4%	48.1%	46.2%	45.8%	45.6%	45.7%	45.2%
	Onsite revenue - % of services	53.6%	53.4%	53.8%	53.4%	53.8%	53.8%	53.9%
	Off shore revenue - % of services	46.4%	46.6%	46.2%	46.6%	46.2%	46.2%	46.1%
Revenue Mix	Revenue in \$MN							
	Onsite	2,524	638	645	623	618	2,389	624
	Offshore	2,185	557	554	543	531	2,054	535
Volume Movement	Person months available							
	Onsite	213,001	54,048	52,767	52,799	53,388	207,563	53,423
	Offshore	730,398	189,880	185,277	180,979	174,261	674,248	176,596
	Support	98,903	25,543	25,060	24,246	24,055	87,357	22,797
	Total	1,042,304	269,472	263,104	258,024	251,704	969,168	252,816
	Person months billed							
	Onsite	202,351	51,346	50,128	50,159	50,718	197,185	50,752
Offshore	487,265	123,537	120,478	122,117	121,133	464,913	119,659	
Total	689,616	174,883	170,606	172,276	171,851	662,098	170,412	

Growth Metrics For Quarter ended March 31, 2013				
	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
IT Services	0.5%	3.2%	1.4%	5.2%
Verticals				
Global Media & Telecom	-3.1%	-4.0%	-1.9%	-1.5%
Finance Solutions	-1.5%	2.4%	-0.3%	4.7%
Manufacturing & Hitech	3.3%	4.2%	3.4%	5.1%
Healthcare, Life Sciences & Services	2.4%	3.6%	2.8%	5.7%
Retail & Transportation	0.7%	1.1%	1.3%	3.1%
Energy, Natural Resources & Utilities	2.4%	13.2%	3.9%	15.1%
Geography				
Americas	1.0%	-0.6%	1.0%	-0.4%
Europe	-3.4%	6.3%	-0.9%	8.3%
India & Middle East business	8.0%	1.2%	7.0%	9.5%
APAC and Other Emerging Markets	2.8%	15.6%	4.3%	20.3%
Practices				
Technology Infrastructure Services	4.0%	12.0%		
Analytics and Information Management	0.3%	7.2%		
Business Application Services	0.4%	5.8%		
BPO	0.7%	11.0%		
Product Engineering & Mobility	0.9%	-4.3%		
ADM	-3.4%	-9.7%		
R&D Business	0.5%	-10.0%		
Consulting	5.2%	-12.7%		
Price Realization				
Onsite	-3.4%	1.0%	-2.3%	2.3%
Offshore	-2.0%	0.8%	-1.0%	2.1%
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				