

Wipro Limited

Results for the Quarter ended March 31, 2015
Operating Metrics Pertaining to IT Services Segment

A. IT Services

		FY 14-15					FY 13-14	
		FY	Q4	Q3	Q2	Q1	FY	Q4
Revenue & OI%	IT Services Revenues (\$M)	7,081.6	1,774.5	1,795.4	1,771.5	1,740.2	6,617.9	1,720.2
	Sequential Growth	7.0%	-1.2%	1.3%	1.8%	1.2%	6.4%	2.5%
	Sequential Growth in Constant Currency		1.2%	3.7%	3.0%	0.3%		2.3%
	Operating Margin%	22.2%	22.0%	21.8%	22.0%	22.8%	22.6%	24.5%
Value added services composition	Practices*							
	Global Infrastructure Services	26.7%	27.5%	27.3%	26.8%	25.3%	24.0%	24.3%
	Advanced Technologies & Solutions	11.4%	11.5%	11.2%	11.5%	11.3%	11.4%	11.3%
	Business Application Services	29.2%	30.0%	28.9%	29.1%	28.7%	28.5%	28.5%
	Business Process Services	9.5%	9.4%	9.5%	9.2%	9.7%	8.9%	9.6%
	Product Engineering	7.1%	7.6%	7.1%	7.0%	7.0%	7.2%	7.2%
	Application Development & Maintenance	16.1%	14.0%	16.0%	16.4%	18.0%	20.0%	19.1%
	R&D Business	9.8%	10.2%	9.8%	9.7%	9.5%	10.2%	9.8%
Consulting	1.9%	1.8%	1.9%	2.0%	2.0%	2.4%	2.2%	
SBU composition	Strategic Business Units							
	Global Media & Telecom	13.9%	13.5%	13.8%	13.9%	14.3%	13.8%	13.9%
	Finance Solutions	26.2%	26.5%	25.7%	26.0%	26.7%	26.6%	26.8%
	Manufacturing & Hitech	18.2%	18.3%	18.3%	18.2%	18.2%	18.6%	18.0%
	Healthcare, Life Sciences & Services	11.4%	11.7%	11.7%	11.2%	10.8%	10.3%	10.6%
	Retail, Consumer Goods & Transportation	14.1%	14.5%	14.1%	13.9%	14.0%	14.7%	14.5%
Energy, Natural Resources & Utilities	16.2%	15.5%	16.4%	16.8%	16.0%	16.0%	16.2%	
Geo Comp	Geography							
	Americas	51.0%	51.7%	51.4%	51.0%	49.8%	49.8%	50.0%
	Europe	27.8%	26.3%	27.6%	27.8%	29.6%	29.4%	30.0%
	India & Middle East business	9.7%	10.7%	9.6%	9.2%	9.1%	8.6%	8.8%
APAC and Other Emerging Markets	11.5%	11.3%	11.4%	12.0%	11.5%	12.2%	11.2%	
Guidance	Guidance (\$MN)		1,814-1,850	1,808-1,842	1,770-1,810	1,715-1,755		1,712-1,745
	Guidance restated based on actual currency realized (\$MN)		1,771-1,806	1,767-1,801	1,749-1,788	1,730-1,770		1,715-1,748
	IT Services Revenues (\$M)	7,081.6	1,774.5	1,795.4	1,771.5	1,740.2	6,617.9	1,720.2
Customer Relationships	Customer size distribution (TTM)							
	> \$100M	11	11	10	10	10	10	10
	> \$75M	15	15	16	15	14	14	14
	> \$50M	31	31	31	30	29	29	29
	> \$20M	86	86	84	85	84	82	82
	> \$10M	150	150	153	150	143	143	143
	> \$5M	231	231	226	225	224	220	220
	> \$3M	311	311	300	292	293	278	278
> \$1M	542	542	526	524	511	501	501	
Customer Metrics	Revenue from Existing customers %	98.1%	96.7%	97.7%	98.6%	99.6%	98.4%	97.0%
	Number of new customers	194	65	44	50	35	174	59
	Total Number of active customers	1054	1054	1018	1018	1022	986	986
	Customer Concentration							
	Top customer	3.7%	3.8%	3.8%	3.5%	3.7%	3.7%	3.7%
	Top 5	12.9%	12.6%	12.7%	12.9%	13.4%	13.9%	13.9%
Top 10	21.2%	20.6%	21.0%	21.5%	21.8%	22.7%	22.6%	

		FY 14-15					FY 13-14	
		FY	Q4	Q3	Q2	Q1	FY	Q4
Employee Metrics	Closing Head Count - IT Services	158,217	158,217	156,866	154,297	147,452	146,053	146,053
	Utilization (IT Services excl BPO, IFOX & I&ME*)							
	Gross Utilization	69.4%	70.5%	68.5%	70.0%	68.7%	66.1%	67.7%
	Net Utilization (excl Support)	76.8%	78.0%	75.9%	77.5%	76.0%	73.0%	74.9%
	Net Utilization (Excluding Trainees)	79.1%	80.5%	78.8%	79.4%	77.9%	74.6%	76.5%
	Attrition IT Services excl BPO and I&ME*							
	Voluntary TTM	16.5%	16.5%	16.5%	16.5%	16.1%	15.1%	15.1%
	Voluntary Quarterly Annualized	16.5%	15.6%	16.4%	16.9%	17.0%	15.1%	15.7%
	BPO % - Quarterly	12.8%	13.3%	13.1%	12.0%	11.8%	12.5%	11.6%
	BPO % - Post Training Quarterly	9.9%	9.6%	9.1%	10.0%	10.1%	9.7%	8.9%
Sales & Support Staff - IT Services (avg)	11,433	11,629	11,603	11,328	11,174	11,293	11,172	

* India & Middle East Business

B. IT Services (Excluding Infocrossing, BPO and India & Middle East Business)

Service delivery	Revenue from FPP	54.0%	55.5%	55.1%	53.1%	52.1%	49.4%	51.3%
	Onsite revenue - % of services	54.0%	53.7%	54.3%	53.7%	54.3%	54.1%	54.1%
	Off shore revenue - % of services	46.0%	46.3%	45.7%	46.3%	45.7%	45.9%	45.9%
Revenue Mix	Revenue in \$MN*							
	Onsite	2,803	696	715	693	699	2,715	694
	Offshore	2,386	599	602	597	587	2,305	588

* Revenues from ATCO have been appropriately included from Q3FY15

Growth Metrics For Quarter ended March 31, 2015

	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %	FY15 YoY%	FY15 Constant Currency YoY%
IT Services	-1.2%	3.2%	1.2%	8.4%	7.0%	8.7%
Verticals						
Global Media & Telecom	-3.7%	-0.3%	-0.1%	7.2%	7.7%	10.1%
Finance Solutions	2.0%	2.0%	3.7%	6.1%	5.7%	6.9%
Manufacturing & Hitech	-1.0%	5.0%	1.3%	10.3%	4.7%	6.6%
Healthcare, Life Sciences & Services	-0.8%	14.0%	1.2%	18.2%	18.0%	19.6%
Retail, Consumer Goods & Transportation	1.4%	2.8%	3.2%	6.6%	2.6%	3.8%
Energy, Natural Resources & Utilities	-6.6%	-0.9%	-3.2%	6.2%	8.3%	10.2%
Geography						
Americas	-0.6%	6.5%	0.2%	7.8%	9.4%	10.1%
Europe	-5.7%	-9.6%	-0.6%	1.4%	1.3%	3.5%
India & Middle East business	10.1%	26.5%	9.3%	27.2%	20.3%	21.0%
APAC and Other Emerging Markets	-2.0%	4.1%	3.6%	15.2%	1.4%	6.5%
Practices*						
Global Infrastructure Services	-0.7%	16.4%			19.0%	
Advanced Technologies & Solutions	1.6%	5.0%			6.6%	
Business Application Services	2.6%	8.7%			9.7%	
Business Process Services	-2.4%	1.4%			13.3%	
Product Engineering	6.1%	8.8%			6.0%	
Application Development & Maintenance	-13.2%	-24.2%			-13.5%	
R&D Business	3.1%	7.2%			3.2%	
Consulting	-6.8%	-16.4%			-13.8%	

Constant currency revenues for any period is the product of volumes in that period times the average actual exchange rate of the corresponding comparative period.

*Effective April 1, 2014, Advanced Technologies & Solutions was formed by merging Analytics & Information Management practice with Advanced Technology Group. Accordingly, the revenues of prior period have been regrouped wherever necessary.