

Wipro Limited

**Results for the Quarter ended December 31, 2012
Operating Metrics Pertaining to IT Services Segments**

A. IT Services

		FY 12-13			FY 11-12			
		Q3	Q2	Q1	FY	Q4	Q3	Q2
Revenue & OM%	IT Services Revenues (\$M)	1,577.2	1,540.7	1,514.8	5,921.0	1,535.6	1,505.5	1,472.5
	Sequential Growth	2.4%	1.7%	-1.4%	13.4%	2.0%	2.2%	4.6%
	Operating Margin%	20.8%	20.7%	21.0%	20.8%	20.7%	20.8%	20.0%

B. Services

Value added services composition	Practices							
	Q3	Q2	Q1	FY	Q4	Q3	Q2	
Technology Infrastructure Services	23.7%	23.2%	22.8%	22.0%	22.6%	21.7%	22.1%	
Analytics and Information Management	7.1%	7.1%	7.1%	6.6%	6.8%	6.6%	6.6%	
Business Application Services	31.4%	30.7%	30.7%	30.6%	30.6%	30.8%	30.5%	
BPO	8.8%	8.7%	8.4%	8.7%	8.2%	8.5%	8.8%	
Product Engineering & Mobility	7.5%	8.2%	8.5%	8.3%	8.2%	8.4%	8.4%	
ADM	21.5%	22.1%	22.5%	23.8%	23.6%	24.0%	23.6%	
R&D Business	10.4%	11.6%	12.0%	12.4%	12.0%	12.6%	12.5%	
Consulting	2.3%	2.4%	2.5%	3.0%	2.9%	3.0%	3.2%	

Vertical composition	Verticals							
	Q3	Q2	Q1	FY	Q4	Q3	Q2	
Global Media & Telecom	14.3%	14.4%	14.9%	15.7%	14.9%	15.4%	15.7%	
Finance Solutions	26.9%	27.0%	26.4%	26.9%	26.6%	27.3%	27.1%	
Manufacturing & Hitech	18.7%	19.0%	19.4%	19.2%	19.1%	19.0%	19.0%	
Healthcare, Life Sciences & Services	9.9%	9.5%	10.1%	10.0%	10.0%	10.0%	9.8%	
Retail & Transportation	15.1%	15.0%	15.0%	15.0%	15.4%	14.9%	14.7%	
Energy, Natural Resources & Utilities	15.1%	15.1%	14.2%	13.2%	14.0%	13.4%	13.7%	

Geo Comp	Geography							
	Q3	Q2	Q1	FY	Q4	Q3	Q2	
Americas	49.9%	51.5%	51.6%	52.3%	52.1%	52.5%	51.7%	
Europe	29.6%	28.2%	28.1%	28.3%	27.7%	28.2%	28.8%	
Japan	1.0%	1.1%	1.3%	1.2%	1.1%	1.3%	1.3%	
India & Middle East business	8.8%	8.6%	8.8%	9.3%	9.6%	9.1%	9.3%	
APAC and Other Emerging Markets	10.7%	10.6%	10.2%	8.9%	9.5%	8.9%	8.9%	

Guidance	Guidance (\$MN)							
	Q3	Q2	Q1	FY	Q4	Q3	Q2	
Guidance (\$MN)	1,560-1,590	1,520-1,550	1,520-1,550		1,520-1,550	1,500-1,530	1,436-1,464	
Guidance restated based on actual currency realized (\$MN)	1,566-1,596	1,526-1,556	1,495-1,525		1,530-1,560	1,467-1,497	1,423-1,451	
IT Services Revenues (\$M)	1,577.2	1,540.7	1,514.8	5,921.0	1,535.6	1,505.5	1,472.5	

Customer Relationships	Customer size distribution (TTM)							
	Q3	Q2	Q1	FY	Q4	Q3	Q2	
> \$100M	10	9	8	7	7	6	5	
> \$75M	16	16	14	16	16	14	13	
> \$50M	26	25	25	25	25	25	24	
> \$20M	73	71	73	75	75	73	70	
> \$10M	132	133	131	121	121	121	120	
> \$5M	214	218	213	208	208	197	192	
> \$3M	293	293	302	292	292	284	267	
> \$1M	484	475	478	475	475	462	462	

Customer Metrics	Customer Metrics							
	Q3	Q2	Q1	FY	Q4	Q3	Q2	
Revenue from Existing customers %	97.6%	98.5%	99.3%	98.1%	96.7%	97.9%	98.6%	
Number of new customers	50	53	37	173	41	39	44	
Total Number of active customers	966	939	919	943	943	953	930	
Customer Concentration								
Top customer	3.2%	3.5%	3.5%	3.6%	3.5%	3.9%	3.7%	
Top 5	13.2%	13.0%	12.2%	11.3%	11.5%	11.8%	11.6%	
Top 10	22.4%	22.3%	20.9%	19.6%	20.0%	19.9%	20.0%	

		FY 12-13			FY 11-12			
		Q3	Q2	Q1	FY	Q4	Q3	Q2
Employee Metrics	Closing Head Count - IT Services	142,905	140,569	138,552	135,920	135,920	136,734	131,730
	Utilization (IT Services excl BPO, IFOX and I&ME*)							
	Gross Utilization	64.8%	66.8%	68.3%	68.3%	67.4%	67.1%	69.3%
	Net Utilization (excl Support)	71.7%	73.7%	75.5%	75.1%	74.1%	73.5%	76.1%
	Net Utilization (Excluding Trainees)	74.8%	77.9%	77.9%	78.7%	76.1%	77.5%	80.7%
	Attrition							
	IT Services excl BPO and I&ME*							
	Voluntary TTM	14.2%	14.6%	15.6%	17.5%	17.5%	19.0%	21.1%
	Voluntary Quarterly Annualized	12.9%	14.4%	15.2%	17.6%	14.4%	14.2%	18.5%
	Involuntary Quarterly Annualized	4.0%	3.5%	3.2%	1.9%	2.5%	1.6%	1.3%
BPO %- Quarterly	12.5%	14.4%	13.4%	15.4%	15.1%	13.9%	14.1%	
BPO % - Post Training	9.2%	11.6%	11.3%	9.6%	10.1%	7.7%	8.7%	
Sales & Support Staff - IT Services (avg)	11,418	11,294	11,114	10,829	10,829	10,559	10,286	
* India & Middle East Business								
C. IT Services (Excluding Infocrossing, BPO and India & Middle East Business)								
Service delivery	Revenue from FPP	46.2%	45.8%	45.6%	45.7%	45.2%	45.5%	45.2%
	Onsite revenue - % of services	53.8%	53.4%	53.8%	53.8%	53.9%	54.4%	54.3%
	Off shore revenue - % of services	46.2%	46.6%	46.2%	46.2%	46.1%	45.6%	45.7%
Revenue Mix	Revenue in \$MN							
	Onsite	645	623	618	2,389	624	621	595
	Offshore	554	543	531	2,054	535	521	500
Volume Movement	Person months available							
	Onsite	52,767	52,799	53,388	207,563	53,423	53,337	52,571
	Offshore	185,277	180,979	174,261	674,248	176,596	176,515	165,543
	Support	25,060	24,246	24,055	87,357	22,797	22,148	21,367
	Total	263,104	258,024	251,704	969,168	252,816	252,000	239,481
	Person months billed							
	Onsite	50,128	50,159	50,718	197,185	50,752	50,670	49,942
Offshore	120,478	122,117	121,133	464,913	119,659	118,337	116,059	
Total	170,606	172,276	171,851	662,098	170,412	169,007	166,001	

Growth Metrics For Quarter ended December 31, 2012				
	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
IT Services	2.4%	4.8%	2.0%	4.9%
Verticals				
Global Media & Telecom	1.3%	-3.0%	0.2%	-2.8%
Finance Solutions	2.0%	3.3%	1.8%	3.5%
Manufacturing & Hitech	0.9%	3.3%	0.4%	4.0%
Healthcare, Life Sciences & Services	7.1%	3.6%	6.9%	4.5%
Retail & Transportation	3.1%	6.3%	2.8%	6.8%
Energy, Natural Resources & Utilities	2.4%	18.1%	2.1%	16.4%
Geography				
Americas	-0.7%	-0.5%	-0.6%	-0.4%
Europe	7.5%	10.3%	5.9%	9.5%
Japan	-8.3%	-23.0%	-6.5%	-20.9%
India & Middle East business	3.7%	0.9%	3.0%	6.5%
APAC and Other Emerging Markets	3.4%	26.4%	4.1%	24.3%
Practices				
Technology Infrastructure Services	4.3%	14.6%		
Analytics and Information Management	2.9%	12.7%		
Business Application Services	4.7%	6.7%		
BPO	2.7%	8.0%		
Product Engineering & Mobility	-6.1%	-6.5%		
ADM	0.0%	-5.9%		
R&D Business	-8.0%	-13.1%		
Consulting	-2.4%	-18.0%		
Price Realization				
Onsite	3.6%	4.9%	3.2%	4.6%
Offshore	3.4%	4.4%	3.0%	4.0%
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				