

**Wipro Limited**  
**Results for the Quarter and Year ended March 31, 2018**  
**Operating Metrics Pertaining to IT Services Segment**

**A. IT Services**

		FY 17-18					FY 16-17	
		FY	Q4	Q3	Q2	Q1	FY	Q4
Revenue & OM%	IT Services Revenues (\$MN)	8,060.2	2,062.0	2,013.0	2,013.5	1,971.7	7,704.5	1,954.6
	Sequential Growth	4.6%	2.4%	0.0%	2.1%	0.9%	4.9%	2.7%
	Sequential Growth in Constant Currency*	2.9%	1.1%	0.9%	0.3%	0.3%	7.0%	1.7%
	Operating Margin %	15.8%^	14.4%^	14.8%**	17.3%	16.8%	18.0%	18.3%
Service Line Mix	<b>Practices</b>							
	Analytics	7.0%	7.0%	7.0%	7.1%	7.1%	7.1%	6.9%
	Application Services	45.4%	44.8%	45.3%	45.5%	45.8%	44.7%	45.7%
	Business Process Services	12.2%	12.1%	12.6%	12.1%	12.0%	13.0%	12.3%
	Global Infrastructure Services	28.4%	28.8%	28.2%	28.4%	28.1%	28.0%	28.0%
Product Engineering	7.0%	7.3%	6.9%	6.9%	7.0%	7.2%	7.1%	
SBU Mix	<b>Strategic Business Units</b>							
	Communications	6.4%	5.8%	6.4%	6.5%	6.8%	7.3%	6.9%
	Consumer Business Unit	15.8%	15.6%	16.0%	15.9%	15.8%	15.8%	15.8%
	Energy, Natural Resources and Utilities	12.9%	12.5%	12.4%	13.5%	13.4%	13.1%	13.1%
	Banking, Financial Services and Insurance	28.1%	29.2%	28.5%	27.6%	26.7%	25.7%	26.0%
	Healthcare and Lifesciences	14.1%	13.9%	14.0%	13.7%	14.8%	15.6%	15.4%
Manufacturing and Technology	22.7%	23.0%	22.7%	22.8%	22.5%	22.5%	22.8%	
Geography Mix	<b>Geography</b>							
	Americas	53.4%	52.7%	53.1%	53.6%	54.5%	54.7%	54.9%
	APAC and Other Emerging Markets	11.1%	10.9%	11.0%	11.4%	10.9%	10.8%	10.8%
	Europe	25.6%	27.0%	25.9%	25.1%	24.2%	24.4%	24.4%
India & Middle East business	9.9%	9.4%	10.0%	9.9%	10.4%	10.1%	9.9%	
Guidance	Guidance (\$MN)		2,033-2,073	2,014-2,054	1,962-2,001	1,915-1,955		1,922-1,941
	Guidance restated based on actual currency realized (\$MN)		2,060-2,100	1,996-2,036	1,999-2,038	1,927-1,967		1,941-1,960
	IT Services Revenues (\$MN)	8,060.2	2,062.0	2,013.0	2,013.5	1,971.7	7,704.5	1,954.6
Customer Relationships	<b>Customer size distribution (TTM)</b>							
	> \$100M	8	8	9	9	9	9	9
	> \$75M	20	20	17	16	18	18	18
	> \$50M	39	39	41	39	36	34	34
	> \$20M	95	95	90	90	90	91	91
	> \$10M	171	171	167	170	163	163	163
	> \$5M	277	277	272	270	262	268	268
	> \$3M	369	369	364	370	357	354	354
> \$1M	631	631	635	627	624	602	602	
Customer Metrics	Revenue from Existing customers %	98.6%	97.4%	98.2%	99.2%	99.6%	98.0%	96.0%
	Number of new customers	223	58	79	41	45	256	51
	Total Number of active customers	1248	1248	1281	1274	1244	1323	1323
	<b>Customer Concentration</b>							
	Top customer	3.1%	3.5%	3.1%	3.1%	2.9%	2.7%	2.9%
	Top 5	11.1%	11.9%	11.3%	11.0%	10.3%	10.0%	10.0%
Top 10	17.8%	18.4%	17.8%	18.0%	17.5%	17.1%	16.9%	

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

\*\* Excluding the one time impact of insolvency of a customer, post balance sheet date, normalized operating margin for the Quarter ended December 31, 2017 was 17.2%

^ Excluding the one time impact of insolvency of a customer & impairment loss booked for one of our acquisitions, normalized operating margin for the Quarter ended March 31, 2018 was 16.0%

^^ Excluding the one time impact of insolvency of two of our customers & impairment loss booked for one of our acquisitions, normalized operating margin for the Year ended March 31, 2018 was 16.8%

		FY 17-18					FY16-17	
		FY	Q4	Q3	Q2	Q1	FY	Q4
Currency Mix	<b>% of Revenue</b>							
	USD	58%	58%	58%	58%	59%	61%	60%
	GBP	10%	11%	10%	10%	10%	10%	10%
	EUR	9%	9%	9%	9%	9%	9%	9%
	INR	8%	8%	8%	8%	8%	7%	7%
	AUD	5%	5%	5%	5%	4%	4%	4%
	CAD	2%	2%	2%	3%	3%	2%	3%
	Others	8%	7%	8%	7%	7%	7%	7%
<b>Closing Employee Count</b>		<b>163,827</b>	<b>163,827</b>	<b>162,553</b>	<b>163,759</b>	<b>166,790</b>	<b>165,481</b>	<b>165,481</b>
<b>Utilization</b> <b>(IT Services excl. Infocrossing, BPS, Designit, cellent, HPS, Appirio, Cooper, Infoserver and I&amp;ME)</b>								
Gross Utilization		72.2%	73.1%	71.0%	72.9%	72.0%	71.5%	73.1%
Net Utilization (Excluding Support)		81.1%	82.4%	80.0%	81.8%	80.3%	80.2%	81.9%
Net Utilization (Excluding Trainees)		82.5%	83.4%	81.9%	82.5%	82.1%	82.3%	84.8%
<b>Attrition</b> <b>(IT Services excl BPS)</b>								
Voluntary TTM		16.6%	16.6%	15.9%	15.7%	15.9%	16.3%	16.3%
Voluntary Quarterly Annualized		16.6%	17.5%	16.2%	16.7%	16.1%	16.3%	14.8%
BPS %- Quarterly		12.7%	11.3%	12.8%	13.5%	12.8%	11.5%	11.2%
BPS % - Post Training Quarterly		11.2%	9.8%	11.1%	11.9%	11.4%	9.3%	9.0%
Sales & Support Staff - IT Services		<b>14,936</b>	<b>15,215</b>	<b>14,881</b>	<b>14,880</b>	<b>14,769</b>	<b>14,466</b>	<b>14,612</b>
<b>B. IT Services (Excluding Infocrossing, BPS, Designit, cellent, HPS, Appirio, Cooper, Infoserver and I&amp;ME)</b>								
Service delivery	Revenue from FPP	58.1%	58.7%	57.7%	57.7%	58.2%	57.1%	58.3%
	Onsite Revenue - % of Services	53.2%	52.7%	53.5%	53.2%	53.6%	53.7%	52.8%
	Off shore Revenue - % of Services	46.8%	47.3%	46.5%	46.8%	46.4%	46.3%	47.2%
<b>C. Growth Metrics for the Quarter and Year ended March 31, 2018</b>								
		Reported Currency QoQ %	Reported Currency YoY %	Constant Currency QoQ %	Constant Currency YoY %	FY18 Reported YoY%	FY18 Constant Currency YoY%	
IT Services		2.4%	5.5%	1.1%	2.5%	4.6%	2.9%	
<b>Strategic Business Units</b>								
Communications		-6.2%	-11.1%	-8.1%	-14.4%	-9.3%	-11.7%	
Consumer Business Unit		-0.1%	4.1%	-1.0%	2.2%	5.0%	3.8%	
Energy, Natural Resources and Utilities		3.3%	0.8%	1.6%	-3.1%	3.6%	1.6%	
Banking, Financial Services and Insurance		4.7%	18.3%	3.0%	14.5%	14.1%	12.0%	
Healthcare and Lifesciences		1.3%	-4.8%	0.6%	-6.3%	-5.8%	-6.5%	
Manufacturing and Technology		4.1%	6.5%	2.9%	3.5%	5.8%	4.1%	
<b>Geography</b>								
Americas		1.7%	1.2%	1.6%	1.0%	2.2%	2.0%	
APAC and Other Emerging Markets		1.6%	6.8%	-1.2%	4.2%	7.1%	4.7%	
Europe		6.5%	16.4%	2.7%	6.4%	9.8%	5.4%	
India & Middle East business		-3.6%	0.7%	-2.9%	-0.2%	2.4%	0.2%	
<b>Practices</b>								
Analytics		2.9%	7.0%	1.7%	4.2%	3.1%	1.5%	
Application Services		1.5%	3.7%	-0.3%	0.0%	6.2%	4.3%	
Business Process Services		-1.7%	3.6%	-2.5%	1.8%	-1.5%	-2.3%	
Global Infrastructure Services		4.3%	8.3%	3.4%	7.2%	5.9%	4.3%	
Product Engineering		8.1%	7.8%	7.4%	0.0%	2.3%	-0.1%	
<b>D. Annexure to Datasheet</b>								
<b>Segment-wise breakup of Cost of Revenues, S&amp;M and G&amp;A</b>		<b>Q4 FY 17-18 (INR Mn.)</b>						
<b>Particulars</b>	<b>IT Services</b>	<b>IT Products</b>	<b>Reconciling Items</b>	<b>Total</b>				
Cost of revenues	93,937	3,778	79	97,794				
Selling and marketing expenses	11,246	60	(43)	11,263				
General and administrative expenses	9,613	282	(94)	9,801				
<b>Total</b>	<b>114,796</b>	<b>4,120</b>	<b>(58)</b>	<b>118,858</b>				