

Wipro Limited

**Results for the Quarter ended December 31, 2011
Operating Metrics Pertaining to IT Services Segments**

A. IT Services

		FY 11-12			FY 10-11		
		Q3	Q2	Q1	FY	Q4	Q3
Revenue & OM%	IT Services Revenues (\$M)	1,505.5	1,472.5	1,407.5	5,220.7	1,400.4	1,343.8
	Sequential Growth	2.2%	4.6%	0.5%	18.9%	4.2%	5.6%
	Operating Margin%	20.8%	20.0%	22.0%	22.7%	22.1%	22.2%

B. Services

Value added services composition	<u>Practices</u>						
		Technology Infrastructure Services	21.7%	22.1%	21.7%	21.3%	21.6%
	Analytics and Information Management	6.6%	6.6%	6.4%	5.8%	6.0%	5.9%
	Business Application Services	30.8%	30.5%	30.4%	30.1%	29.7%	29.8%
	BPO	8.5%	8.8%	9.3%	9.7%	9.8%	9.3%
	Product Engineering & Mobility	8.4%	8.4%	8.3%	8.5%	8.2%	8.5%
	ADM	24.0%	23.6%	23.9%	24.6%	24.7%	25.1%
	R&D Business	12.6%	12.5%	12.5%	13.9%	13.0%	13.5%
	Consulting	3.0%	3.2%	3.1%	2.9%	3.1%	3.1%

Vertical composition	<u>Verticals</u>						
		Global Media & Telecom	15.4%	15.7%	16.8%	17.0%	17.2%
	Finance Solutions	27.3%	27.1%	26.7%	26.9%	26.7%	27.3%
	Manufacturing & Hitech	19.0%	19.0%	19.7%	20.5%	19.7%	20.0%
	Healthcare, Life Sciences & Services	10.0%	9.8%	10.2%	10.7%	10.5%	10.4%
	Retail & Transportation	14.9%	14.7%	15.0%	15.4%	15.7%	15.4%
	Energy & Utilities	13.4%	13.7%	11.6%	9.5%	10.2%	9.9%

Geo Comp	<u>Geography</u>						
		Americas	52.5%	51.7%	53.0%	55.3%	53.9%
	Europe	28.2%	28.8%	28.6%	27.1%	28.0%	28.3%
	Japan	1.3%	1.3%	1.1%	1.5%	1.5%	1.5%
	India & Middle East business	9.1%	9.3%	9.0%	9.0%	9.1%	8.9%
	APAC and Other Emerging Markets	8.9%	8.9%	8.3%	7.1%	7.5%	7.1%

Guidance	Guidance (\$MN)	1,500-1,530	1,436-1,464	1,394-1,422		1,384-1,411	1,317-1,343
	Guidance restated based on actual currency realized (\$MN)	1,467-1,497	1,423-1,451	1,389-1,417		1,393-1,420	1,336-1,362
	IT Services Revenues (\$M)	1,505.5	1,472.5	1,407.5	5,220.7	1,400.4	1,343.8

Customer Relationships	<u>Customer size distribution (TTM)</u>						
		> \$100M	6	5	4	3	3
	> \$75M	14	13	12	12	12	10
	> \$50M	25	24	24	22	22	21
	> \$20M	73	70	69	68	68	64
	> \$10M	121	120	118	117	117	113
	> \$5M	197	192	195	180	180	176
	> \$3M	284	267	258	255	255	254
	> \$1M	462	462	438	429	429	433

Customer Metrics	Revenue from Existing customers %	97.9%	98.6%	99.3%	98.2%	96.9%	97.6%
	Number of new customers	39	44	49	155	68	36
Total Number of active customers	953	930	937	904	904	880	
Customer Concentration	Top customer	3.9%	3.7%	3.3%	3.0%	3.1%	3.0%
	Top 5	11.8%	11.6%	10.9%	10.9%	11.4%	10.7%
	Top 10	19.9%	20.0%	19.4%	19.5%	19.7%	19.2%

		FY 11-12			FY 10-11		
		Q3	Q2	Q1	FY	Q4	Q3
Employee Metrics	Closing Head Count - IT Services	136,734	131,730	126,490	122,385	122,385	119,491
	Utilization (IT Services excl BPO, IFOX and I&ME*)						
	Gross Utilization	67.1%	69.3%	69.7%	69.9%	68.9%	68.6%
	Net Utilization (excl Support)	73.5%	76.1%	76.9%	77.0%	76.1%	75.6%
	Net Utilization (Excluding Trainees)	77.5%	80.7%	81.0%	80.9%	79.7%	79.9%
	Attrition						
	<u>IT Services excl BPO and I&ME*</u>						
	Voluntary TTM	19.0%	21.1%	22.6%	22.7%	22.7%	21.6%
	Voluntary Quarterly Annualized	14.2%	18.5%	23.2%	22.3%	20.9%	21.7%
	Involuntary Quarterly Annualized	1.6%	1.3%	2.0%	1.9%	2.5%	2.2%
	BPO %- Quarterly	13.9%	14.1%	15.3%	14.9%	15.5%	14.2%
BPO % - Post Training	7.7%	8.7%	10.2%	9.6%	10.6%	9.5%	
Sales & Support Staff - IT Services (avg)	10,559	10,286	10,333	9,676	10,288	10,048	
* India & Middle East Business							
C. IT Services (Excluding Infocrossing, BPO and India & Middle East Business)							
Service delivery	Revenue from FPP	45.5%	45.2%	47.0%	45.7%	47.8%	46.3%
	Onsite revenue - % of services	54.4%	54.3%	52.4%	51.7%	51.2%	51.8%
	Off shore revenue - % of services	45.6%	45.7%	47.6%	48.3%	48.8%	48.2%
Revenue Mix	Revenue in \$MN						
	Onsite	621	595	548	1,997	523	515
	Offshore	521	500	498	1,867	499	480
Volume Movement	Person months available						
	Onsite	53,337	52,571	48,232	177,460	45,595	45,762
	Offshore	176,515	165,543	155,594	593,747	156,815	154,046
	Support	22,148	21,367	21,045	78,251	21,162	20,340
	Total	252,000	239,481	224,871	849,458	223,572	220,148
	Person months billed						
	Onsite	50,670	49,942	45,820	168,587	43,315	43,474
Offshore	118,337	116,059	110,858	425,060	110,639	107,642	
Total	169,007	166,001	156,678	593,647	153,954	151,116	

Growth Metrics For Q3 FY 11-12				
	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
IT Services	2.2%	12.0%	4.5%	13.7%
Verticals				
Global Media & Telecom	0.6%	2.0%	4.8%	5.6%
Finance Solutions	2.8%	12.0%	4.6%	13.1%
Manufacturing & Hitech	2.5%	6.4%	4.2%	7.5%
Healthcare, Life Sciences & Services	4.2%	7.3%	6.9%	10.5%
Retail & Transportation	3.2%	8.1%	5.4%	9.5%
Energy & Utilities	0.1%	51.9%	1.7%	52.0%
Geography				
Americas	3.8%	8.5%	4.0%	8.5%
Europe	0.1%	11.6%	2.7%	12.2%
Japan	8.0%	1.6%	9.6%	-2.1%
India & Middle East business	-0.4%	14.3%	10.9%	31.4%
APAC and Other Emerging Markets	2.3%	40.7%	5.7%	41.0%
Practices				
Technology Infrastructure Services	0.4%	13.1%		
Analytics and Information Management	2.7%	25.0%		
Business Application Services	3.3%	15.8%		
BPO	-1.7%	2.6%		
Product Engineering & Mobility	2.6%	11.8%		
ADM	3.8%	7.1%		
R&D Business	3.1%	4.4%		
Consulting	-4.2%	7.0%		
Price Realization				
Onsite	2.9%	3.4%	4.3%	3.5%
Offshore	2.3%	-1.1%	3.6%	-1.0%
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				