

Wipro Limited

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

A. IT Services

		FY 11-12					FY 10-11
		FY	Q4	Q3	Q2	Q1	FY
Revenue & OM%	IT Services Revenues (\$M)	5,921.0	1,535.6	1,505.5	1,472.5	1,407.5	5,220.7
	Sequential Growth	13.4%	2.0%	2.2%	4.6%	0.5%	18.9%
	Operating Margin%	20.8%	20.7%	20.8%	20.0%	22.0%	22.7%

B. Services

Value added services composition	Practices	FY	Q4	Q3	Q2	Q1	FY
	Technology Infrastructure Services		22.0%	22.6%	21.7%	22.1%	21.7%
Analytics and Information Management		6.6%	6.8%	6.6%	6.6%	6.4%	5.8%
Business Application Services		30.6%	30.6%	30.8%	30.5%	30.4%	30.1%
BPO		8.7%	8.2%	8.5%	8.8%	9.3%	9.7%
Product Engineering & Mobility		8.3%	8.2%	8.4%	8.4%	8.3%	8.5%
ADM		23.8%	23.6%	24.0%	23.6%	23.9%	24.6%
R&D Business		12.4%	12.0%	12.6%	12.5%	12.5%	13.9%
Consulting		3.0%	2.9%	3.0%	3.2%	3.1%	2.9%

Vertical composition	Verticals	FY	Q4	Q3	Q2	Q1	FY
	Global Media & Telecom		15.7%	14.9%	15.4%	15.7%	16.8%
Finance Solutions		26.9%	26.6%	27.3%	27.1%	26.7%	26.9%
Manufacturing & Hitech		19.2%	19.1%	19.0%	19.0%	19.7%	20.5%
Healthcare, Life Sciences & Services		10.0%	10.0%	10.0%	9.8%	10.2%	10.7%
Retail & Transportation		15.0%	15.4%	14.9%	14.7%	15.0%	15.4%
Energy & Utilities		13.2%	14.0%	13.4%	13.7%	11.6%	9.5%

Geo Comp	Geography	FY	Q4	Q3	Q2	Q1	FY
	Americas		52.3%	52.1%	52.5%	51.7%	53.0%
Europe		28.3%	27.7%	28.2%	28.8%	28.6%	27.1%
Japan		1.2%	1.1%	1.3%	1.3%	1.1%	1.5%
India & Middle East business		9.3%	9.6%	9.1%	9.3%	9.0%	9.0%
APAC and Other Emerging Markets		8.9%	9.5%	8.9%	8.9%	8.3%	7.1%

Guidance	Guidance (\$MN)	FY	Q4	Q3	Q2	Q1	FY
	Guidance restated based on actual currency realized (\$MN)			1,520-1,550	1,500-1,530	1,436-1,464	1,394-1,422
IT Services Revenues (\$M)		5,921.0	1,535.6	1,505.5	1,472.5	1,407.5	5,220.7

Customer Relationships	Customer size distribution (TTM)	FY	Q4	Q3	Q2	Q1	FY
	> \$100M		7	7	6	5	4
> \$75M		16	16	14	13	12	12
> \$50M		25	25	25	24	24	22
> \$20M		75	75	73	70	69	68
> \$10M		121	121	121	120	118	117
> \$5M		208	208	197	192	195	180
> \$3M		292	292	284	267	258	255
> \$1M		475	475	462	462	438	429

Customer Metrics	Revenue from Existing customers %	FY	Q4	Q3	Q2	Q1	FY
	Number of new customers		173	41	39	44	49
Total Number of active customers		943	943	953	930	937	904
Customer Concentration							
Top customer		3.6%	3.5%	3.9%	3.7%	3.3%	3.0%
Top 5		11.3%	11.5%	11.8%	11.6%	10.9%	10.9%
Top 10		19.6%	20.0%	19.9%	20.0%	19.4%	19.5%

		FY 11-12					FY 10-11
		FY	Q4	Q3	Q2	Q1	FY
Employee Metrics	Closing Head Count - IT Services	135,920	135,920	136,734	131,730	126,490	122,385
	Utilization (IT Services excl BPO, IFOX and I&ME*)						
	Gross Utilization	68.3%	67.4%	67.1%	69.3%	69.7%	69.9%
	Net Utilization (excl Support)	75.1%	74.1%	73.5%	76.1%	76.9%	77.0%
	Net Utilization (Excluding Trainees)	78.7%	76.1%	77.5%	80.7%	81.0%	80.9%
	Attrition						
	IT Services excl BPO and I&ME*						
	Voluntary TTM	17.5%	17.5%	19.0%	21.1%	22.6%	22.7%
	Voluntary Quarterly Annualized	17.6%	14.4%	14.2%	18.5%	23.2%	22.3%
	Involuntary Quarterly Annualized	1.9%	2.5%	1.6%	1.3%	2.0%	1.9%
	BPO %- Quarterly	15.4%	15.1%	13.9%	14.1%	15.3%	14.9%
BPO % - Post Training	9.6%	10.1%	7.7%	8.7%	10.2%	9.6%	
Sales & Support Staff - IT Services (avg)	10,829	10,829	10,559	10,286	10,333	9,676	
* India & Middle East Business							
C. IT Services (Excluding Infocrossing, BPO and India & Middle East Business)							
Service delivery	Revenue from FPP	45.7%	45.2%	45.5%	45.2%	47.0%	45.7%
	Onsite revenue - % of services	53.8%	53.9%	54.4%	54.3%	52.4%	51.7%
	Off shore revenue - % of services	46.2%	46.1%	45.6%	45.7%	47.6%	48.3%
Revenue Mix	Revenue in \$MN						
	Onsite	2,389	624	621	595	548	1,997
	Offshore	2,054	535	521	500	498	1,867
Volume Movement	Person months available						
	Onsite	207,563	53,423	53,337	52,571	48,232	177,460
	Offshore	674,248	176,596	176,515	165,543	155,594	593,747
	Support	87,357	22,797	22,148	21,367	21,045	78,251
	Total	969,168	252,816	252,000	239,481	224,871	849,458
	Person months billed						
	Onsite	197,185	50,752	50,670	49,942	45,820	168,587
Offshore	464,913	119,659	118,337	116,059	110,858	425,060	
Total	662,098	170,412	169,007	166,001	156,678	593,647	

Growth Metrics For Q4 FY 11-12				
	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
IT Services	2.0%	9.7%	1.3%	11.4%
Verticals				
Global Media & Telecom	-2.1%	-5.6%	-2.9%	-2.8%
Finance Solutions	-0.6%	9.2%	-1.1%	10.5%
Manufacturing & Hitech	2.4%	6.4%	2.4%	8.2%
Healthcare, Life Sciences & Services	2.4%	4.4%	1.7%	6.7%
Retail & Transportation	5.9%	8.2%	5.2%	10.2%
Energy & Utilities	6.8%	50.3%	5.1%	50.4%
Geography				
Americas	1.1%	5.9%	1.0%	6.1%
Europe	0.2%	8.3%	0.4%	11.3%
Japan	-18.4%	-20.5%	-16.7%	-21.3%
India & Middle East business	7.6%	15.4%	4.1%	27.7%
APAC and Other Emerging Markets	10.5%	40.8%	6.2%	36.3%
Practices				
Technology Infrastructure Services	6.4%	14.7%		
Analytics and Information Management	5.4%	24.9%		
Business Application Services	1.3%	13.0%		
BPO	-2.0%	-8.4%		
Product Engineering & Mobility	-1.5%	8.5%		
ADM	0.7%	5.1%		
R&D Business	-2.9%	1.3%		
Consulting	-1.1%	0.3%		
Price Realization				
Onsite	0.4%	2.0%	0.0%	2.7%
Offshore	1.4%	-0.9%	1.1%	-0.3%
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				