

Wipro Limited

**Results for the Quarter ended September 30, 2014
Operating Metrics Pertaining to IT Services Segments**

A. IT Services

		FY 14-15			FY 13-14			
		Q2	Q1	FY	Q4	Q3	Q2	Q1
Revenue & OM%	IT Services Revenues (\$M)	1,771.5	1,740.2	6,617.9	1,720.2	1,678.4	1,631.1	1,588.3
	Sequential Growth	1.8%	1.2%	6.4%	2.5%	2.9%	2.7%	0.2%
	Sequential Growth in Constant Currency	3.0%	0.3%		2.3%	2.3%	3.2%	1.2%
	Operating Margin%	22.0%	22.8%	22.6%	24.5%	23.0%	22.5%	20.0%
Value added services composition	Practices*							
	Global Infrastructure Services	26.8%	25.3%	24.0%	24.3%	24.3%	23.8%	23.7%
	Advanced Technologies & Solutions	11.5%	11.3%	11.4%	11.3%	11.4%	11.5%	11.4%
	Business Application Services	29.1%	28.7%	28.5%	28.5%	28.4%	28.7%	28.3%
	BPO	9.2%	9.7%	8.9%	9.6%	8.7%	8.6%	8.8%
	Product Engineering	7.0%	7.0%	7.2%	7.2%	7.3%	7.2%	7.2%
	ADM	16.4%	18.0%	20.0%	19.1%	19.9%	20.2%	20.6%
	R&D Business	9.7%	9.5%	10.2%	9.8%	10.1%	10.6%	10.2%
Consulting	2.0%	2.0%	2.4%	2.2%	2.4%	2.5%	2.5%	
Vertical composition	Verticals							
	Global Media & Telecom	13.9%	14.3%	13.8%	13.9%	13.7%	13.9%	13.6%
	Finance Solutions	26.0%	26.7%	26.6%	26.8%	26.4%	26.4%	26.5%
	Manufacturing & Hitech	18.2%	18.2%	18.6%	18.0%	18.6%	19.0%	19.1%
	Healthcare, Life Sciences & Services	11.2%	10.8%	10.3%	10.6%	10.6%	10.1%	9.8%
	Retail, Consumer Goods & Transportation	13.9%	14.0%	14.7%	14.5%	14.6%	14.8%	15.1%
Energy, Natural Resources & Utilities	16.8%	16.0%	16.0%	16.2%	16.1%	15.8%	15.9%	
Geo Comp	Geography							
	Americas	51.0%	49.8%	49.8%	50.0%	49.9%	49.8%	49.7%
	Europe	27.8%	29.6%	29.4%	30.0%	29.6%	28.9%	29.0%
	India & Middle East business	9.2%	9.1%	8.6%	8.8%	8.5%	8.3%	8.8%
APAC and Other Emerging Markets	12.0%	11.5%	12.2%	11.2%	12.0%	13.0%	12.5%	
Guidance	Guidance (\$MN)	1,770-1,810	1,715-1,755		1,712-1,745	1,660-1,690	1,620-1,650	1,575-1,610
	Guidance restated based on actual currency realized (\$MN)	1,749-1,788	1,730-1,770		1,715-1,748	1,671-1,701	1,612-1,642	1,559-1,594
	IT Services Revenues (\$M)	1,771.5	1,740.2	6,617.9	1,720.2	1,678.4	1,631.1	1,588.3
Customer Relationships	Customer size distribution (TTM)							
	> \$100M	10	10	10	10	11	10	10
	> \$75M	15	14	14	14	15	15	15
	> \$50M	30	29	29	29	28	27	27
	> \$20M	85	84	82	82	80	78	76
	> \$10M	150	143	143	143	136	137	133
	> \$5M	225	224	220	220	218	220	218
	> \$3M	292	293	278	278	280	282	281
> \$1M	524	511	501	501	495	487	492	
Customer Metrics	Revenue from Existing customers %	98.6%	99.6%	98.4%	97.0%	98.1%	99.1%	99.6%
	Number of new customers	50	35	174	59	42	45	28
	Total Number of active customers	1018	1022	986	986	966	942	946
	Customer Concentration							
	Top customer	3.5%	3.7%	3.7%	3.7%	3.7%	3.8%	3.7%
	Top 5	12.9%	13.4%	13.9%	13.9%	14.2%	13.9%	13.7%
Top 10	21.5%	21.8%	22.7%	22.6%	23.0%	22.8%	22.5%	

		FY 14-15		FY 13-14					
		Q2	Q1	FY	Q4	Q3	Q2	Q1	
Employee Metrics	Closing Head Count - IT Services	154,297	147,452	146,053	146,053	146,402	147,216	147,281	
	Utilization (IT Services excl BPO, IFOX and I&ME*)								
	Gross Utilization	70.0%	68.7%	66.1%	67.7%	66.0%	66.1%	64.7%	
	Net Utilization (excl Support)	77.5%	76.0%	73.0%	74.9%	72.9%	73.0%	71.4%	
	Net Utilization (Excluding Trainees)	79.4%	77.9%	74.6%	76.5%	74.3%	74.3%	73.3%	
	Attrition								
	IT Services excl BPO and I&ME*								
	Voluntary TTM	16.5%	16.1%	15.1%	15.1%	14.3%	13.5%	13.2%	
	Voluntary Quarterly Annualized	16.9%	17.0%	15.1%	15.7%	16.3%	15.4%	13.0%	
	BPO %- Quarterly	12.0%	11.8%	12.5%	11.6%	12.6%	12.1%	12.3%	
BPO % - Post Training Quarterly	10.0%	10.1%	9.7%	8.9%	9.3%	9.0%	10.6%		
Sales & Support Staff - IT Services (avg)	11,328	11,174	11,293	11,172	11,225	11,328	11,447		
* India & Middle East Business									
C. IT Services (Excluding Infocrossing, BPO and India & Middle East Business)									
Service delivery	Revenue from FPP	53.1%	52.1%	49.4%	51.3%	50.6%	48.2%	47.4%	
	Onsite revenue - % of services	53.7%	54.3%	54.1%	54.1%	54.1%	54.2%	53.9%	
	Off shore revenue - % of services	46.3%	45.7%	45.9%	45.9%	45.9%	45.8%	46.1%	
Revenue Mix	Revenue in \$MN								
	Onsite	693	699	2,715	694	689	679	653	
	Offshore	597	587	2,305	588	584	574	560	

Growth Metrics For Quarter ended September 30, 2014				
	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
IT Services	1.8%	8.6%	3.0%	8.3%
Verticals				
Global Media & Telecom	-1.3%	8.5%	0.2%	8.1%
Finance Solutions	-0.9%	6.9%	0.1%	6.4%
Manufacturing & Hitech	1.9%	4.2%	3.0%	4.7%
Healthcare, Life Sciences & Services	5.7%	20.1%	6.6%	20.0%
Retail, Consumer Goods & Transportation	1.1%	2.1%	2.0%	1.7%
Energy, Natural Resources & Utilities	6.9%	15.4%	9.1%	14.8%
Geography				
Americas	4.2%	11.3%	4.5%	11.7%
Europe	-4.3%	4.6%	-1.7%	2.6%
India & Middle East business	3.1%	20.0%	4.1%	18.4%
APAC and Other Emerging Markets	6.0%	-0.2%	8.3%	1.6%
Practices*				
Global Infrastructure Services	8.1%	22.6%		
Advanced Technologies & Solutions	3.1%	8.2%		
Business Application Services	3.0%	10.0%		
BPO	-3.5%	16.2%		
Product Engineering	2.0%	4.6%		
ADM	-7.1%	-11.5%		
R&D Business	4.0%	-0.7%		
Consulting	4.5%	-10.7%		
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				
*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.				