## Wipro Limited

### Results for the Quarter ended March 31, 2015

#### Operating Metrics Pertaining to IT Services Segment

### A. IT Services

<table>
<thead>
<tr>
<th>FY 14-15</th>
<th>FY 13-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Services Revenues ($M)</td>
<td>7,081.6</td>
</tr>
<tr>
<td>Sequential Growth</td>
<td>7.0%</td>
</tr>
<tr>
<td>Sequential Growth in Constant Currency</td>
<td>1.2%</td>
</tr>
<tr>
<td>Operating Margin%</td>
<td>22.2%</td>
</tr>
</tbody>
</table>

### Value added services composition

<table>
<thead>
<tr>
<th>Practices*</th>
<th>FY 14-15</th>
<th>FY 13-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global Infrastructure Services</td>
<td>26.7%</td>
<td>27.5%</td>
</tr>
<tr>
<td>Advanced Technologies &amp; Solutions</td>
<td>11.4%</td>
<td>11.5%</td>
</tr>
<tr>
<td>Business Application Services</td>
<td>29.2%</td>
<td>30.0%</td>
</tr>
<tr>
<td>Business Process Services</td>
<td>9.5%</td>
<td>9.4%</td>
</tr>
<tr>
<td>Product Engineering</td>
<td>7.1%</td>
<td>7.6%</td>
</tr>
<tr>
<td>Application Development &amp; Maintenance</td>
<td>16.1%</td>
<td>14.0%</td>
</tr>
<tr>
<td>R&amp;D Business</td>
<td>9.8%</td>
<td>10.2%</td>
</tr>
<tr>
<td>Consulting</td>
<td>1.9%</td>
<td>1.8%</td>
</tr>
</tbody>
</table>

### Strategic Business Units

<table>
<thead>
<tr>
<th>Strategic Business Units</th>
<th>FY 14-15</th>
<th>FY 13-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global Media &amp; Telecom</td>
<td>13.9%</td>
<td>15.3%</td>
</tr>
<tr>
<td>Finance Solutions</td>
<td>26.2%</td>
<td>26.5%</td>
</tr>
<tr>
<td>Manufacturing &amp; Hi-Tech</td>
<td>18.2%</td>
<td>18.3%</td>
</tr>
<tr>
<td>Healthcare, Life Sciences &amp; Services</td>
<td>11.4%</td>
<td>11.7%</td>
</tr>
<tr>
<td>Retail, Consumer Goods &amp; Transportation</td>
<td>14.1%</td>
<td>14.5%</td>
</tr>
<tr>
<td>Energy, Natural Resources &amp; Utilities</td>
<td>16.2%</td>
<td>15.5%</td>
</tr>
</tbody>
</table>

### Customer Relationships

#### Customer size distribution (TTM)

<table>
<thead>
<tr>
<th>Customer size distribution (TTM)</th>
<th>FY 14-15</th>
<th>FY 13-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt; $100M</td>
<td>11</td>
<td>11</td>
</tr>
<tr>
<td>&gt; $75M</td>
<td>15</td>
<td>15</td>
</tr>
<tr>
<td>&gt; $50M</td>
<td>31</td>
<td>31</td>
</tr>
<tr>
<td>&gt; $20M</td>
<td>86</td>
<td>86</td>
</tr>
<tr>
<td>&gt; $10M</td>
<td>150</td>
<td>150</td>
</tr>
<tr>
<td>&gt; $5M</td>
<td>231</td>
<td>231</td>
</tr>
<tr>
<td>&gt; $3M</td>
<td>311</td>
<td>311</td>
</tr>
<tr>
<td>&gt; $1M</td>
<td>542</td>
<td>542</td>
</tr>
</tbody>
</table>

#### Total Number of active customers

<table>
<thead>
<tr>
<th>Total Number of active customers</th>
<th>FY 14-15</th>
<th>FY 13-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>1054</td>
<td>1054</td>
<td>1018</td>
</tr>
</tbody>
</table>

#### Customer Metrics

#### Customer Concentration

<table>
<thead>
<tr>
<th>Customer Concentration</th>
<th>FY 14-15</th>
<th>FY 13-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top customer</td>
<td>3.7%</td>
<td>3.8%</td>
</tr>
<tr>
<td>Top 5</td>
<td>12.9%</td>
<td>12.6%</td>
</tr>
<tr>
<td>Top 10</td>
<td>21.2%</td>
<td>20.6%</td>
</tr>
</tbody>
</table>

### Guidance

<table>
<thead>
<tr>
<th>Guidance ($MN)</th>
<th>FY 14-15</th>
<th>FY 13-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Guidance</td>
<td>1,814-1,850</td>
<td>1,808-1,842</td>
</tr>
<tr>
<td>Guidance restated based on actual currency realized ($MN)</td>
<td>1,771-1,806</td>
<td>1,767-1,801</td>
</tr>
</tbody>
</table>

### Geo Comp

<table>
<thead>
<tr>
<th>Geography</th>
<th>FY 14-15</th>
<th>FY 13-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>51.0%</td>
<td>51.7%</td>
</tr>
<tr>
<td>Europe</td>
<td>27.8%</td>
<td>26.3%</td>
</tr>
<tr>
<td>India &amp; Middle East business</td>
<td>9.7%</td>
<td>10.7%</td>
</tr>
<tr>
<td>APAC and Other Emerging Markets</td>
<td>11.5%</td>
<td>11.3%</td>
</tr>
</tbody>
</table>

### Revenues from Existing Customers %

<table>
<thead>
<tr>
<th>Revenues from Existing Customers %</th>
<th>FY 14-15</th>
<th>FY 13-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>98.1%</td>
<td>96.7%</td>
<td>97.7%</td>
</tr>
</tbody>
</table>

### Number of new customers

<table>
<thead>
<tr>
<th>Number of new customers</th>
<th>FY 14-15</th>
<th>FY 13-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>194</td>
<td>65</td>
<td>44</td>
</tr>
</tbody>
</table>

### Total Revenue from Existing customers

<table>
<thead>
<tr>
<th>Total Revenue from Existing customers</th>
<th>FY 14-15</th>
<th>FY 13-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>1054</td>
<td>1054</td>
<td>1018</td>
</tr>
</tbody>
</table>

### Revenue from existing customers %

<table>
<thead>
<tr>
<th>Revenue from Existing customers %</th>
<th>FY 14-15</th>
<th>FY 13-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>98.1%</td>
<td>96.7%</td>
<td>97.7%</td>
</tr>
</tbody>
</table>
**Employee Metrics**

<table>
<thead>
<tr>
<th></th>
<th>FY 14-15</th>
<th>FY 13-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closing Head Count - IT Services</td>
<td>158,217</td>
<td>158,217</td>
</tr>
<tr>
<td>Gross Utilization</td>
<td>69.4%</td>
<td>70.5%</td>
</tr>
<tr>
<td>Net Utilization (excl Support)</td>
<td>76.8%</td>
<td>78.0%</td>
</tr>
<tr>
<td>Net Utilization (Excluding Trainees)</td>
<td>79.1%</td>
<td>80.5%</td>
</tr>
<tr>
<td>Attrition</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Voluntary TTM</td>
<td>16.5%</td>
<td>16.5%</td>
</tr>
<tr>
<td>Offshore revenue - % of services</td>
<td>46.0%</td>
<td>46.3%</td>
</tr>
</tbody>
</table>

**Service Delivery**

<table>
<thead>
<tr>
<th></th>
<th>FY 14-15</th>
<th>FY 13-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from FPP</td>
<td>54.0%</td>
<td>55.5%</td>
</tr>
<tr>
<td>Onsite revenue - % of services</td>
<td>54.0%</td>
<td>53.7%</td>
</tr>
<tr>
<td>Offshore revenue - % of services</td>
<td>46.0%</td>
<td>46.3%</td>
</tr>
</tbody>
</table>

**Revenue in $MN**

<table>
<thead>
<tr>
<th></th>
<th>FY 14-15</th>
<th>FY 13-14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Onsite</td>
<td>2,803</td>
<td>696</td>
</tr>
<tr>
<td>Offshore</td>
<td>2,386</td>
<td>599</td>
</tr>
</tbody>
</table>

**Growth Metrics For Quarter ended March 31, 2015**

<table>
<thead>
<tr>
<th></th>
<th>Seq %</th>
<th>YoY%</th>
<th>Constant Currency Seq %</th>
<th>Constant Currency YoY %</th>
<th>FY15 YoY%</th>
<th>FY15 Constant Currency YoY%</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Services</td>
<td>-1.2%</td>
<td>3.2%</td>
<td>1.2%</td>
<td>8.4%</td>
<td>7.0%</td>
<td>8.7%</td>
</tr>
<tr>
<td>Verticals</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Global Media &amp; Telecom</td>
<td>-3.7%</td>
<td>-0.3%</td>
<td>-0.1%</td>
<td>7.2%</td>
<td>7.7%</td>
<td>10.1%</td>
</tr>
<tr>
<td>Finance Solutions</td>
<td>2.0%</td>
<td>2.0%</td>
<td>3.7%</td>
<td>6.1%</td>
<td>5.7%</td>
<td>6.9%</td>
</tr>
<tr>
<td>Manufacturing &amp; HiTech</td>
<td>-1.0%</td>
<td>5.0%</td>
<td>1.3%</td>
<td>10.3%</td>
<td>4.7%</td>
<td>6.6%</td>
</tr>
<tr>
<td>Healthcare, Life Sciences &amp; Services</td>
<td>-0.8%</td>
<td>14.0%</td>
<td>1.2%</td>
<td>18.2%</td>
<td>18.0%</td>
<td>19.6%</td>
</tr>
<tr>
<td>Retail, Consumer Goods &amp; Transportation</td>
<td>1.4%</td>
<td>2.8%</td>
<td>3.2%</td>
<td>6.6%</td>
<td>2.6%</td>
<td>3.8%</td>
</tr>
<tr>
<td>Energy, Natural Resources &amp; Utilities</td>
<td>-6.6%</td>
<td>-0.9%</td>
<td>-3.2%</td>
<td>6.2%</td>
<td>8.3%</td>
<td>10.2%</td>
</tr>
<tr>
<td>Geography</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Americas</td>
<td>-0.6%</td>
<td>6.5%</td>
<td>0.2%</td>
<td>7.8%</td>
<td>9.4%</td>
<td>10.1%</td>
</tr>
<tr>
<td>Europe</td>
<td>-5.7%</td>
<td>-9.6%</td>
<td>-0.6%</td>
<td>1.4%</td>
<td>1.3%</td>
<td>3.5%</td>
</tr>
<tr>
<td>India &amp; Middle East business</td>
<td>10.1%</td>
<td>26.5%</td>
<td>9.3%</td>
<td>27.2%</td>
<td>20.3%</td>
<td>21.0%</td>
</tr>
<tr>
<td>APAC and Other Emerging Markets</td>
<td>-2.0%</td>
<td>4.1%</td>
<td>3.6%</td>
<td>15.2%</td>
<td>1.4%</td>
<td>6.5%</td>
</tr>
<tr>
<td>Practices*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Global Infrastructure Services</td>
<td>-0.7%</td>
<td>16.4%</td>
<td></td>
<td>19.0%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Advanced Technologies &amp; Solutions</td>
<td>1.6%</td>
<td>5.0%</td>
<td></td>
<td>6.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business Application Services</td>
<td>2.6%</td>
<td>8.7%</td>
<td></td>
<td>9.7%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business Process Services</td>
<td>-2.4%</td>
<td>1.4%</td>
<td></td>
<td>13.3%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Product Engineering</td>
<td>6.1%</td>
<td>8.8%</td>
<td></td>
<td>6.0%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Application Development &amp; Maintenance</td>
<td>-13.2%</td>
<td>-24.2%</td>
<td>-</td>
<td>13.5%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>R&amp;D Business</td>
<td>3.1%</td>
<td>7.2%</td>
<td></td>
<td>3.2%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consulting</td>
<td>-6.8%</td>
<td>-16.4%</td>
<td></td>
<td>-13.8%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

*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.