

Wipro Limited
Results for the Quarter ended June 30, 2015
Operating Metrics Pertaining to IT Services Segment

A. IT Services

		FY 15-16	FY 14-15				
		Q1	FY	Q4	Q3	Q2	Q1
Revenue & OM%	IT Services Revenues (\$M)	1,794.1	7,081.6	1,774.5	1,795.4	1,771.5	1,740.2
	Sequential Growth	1.1%	7.0%	-1.2%	1.3%	1.8%	1.2%
	Sequential Growth in Constant Currency	0.2%		1.2%	3.7%	3.0%	0.3%
	Operating Margin%	21.0%	22.2%	22.0%	21.8%	22.0%	22.8%
Service Line Mix	Practices*						
	Global Infrastructure Services	28.0%	27.1%	27.9%	27.7%	27.2%	25.5%
	Wipro Analytics	7.5%	7.1%	7.1%	7.0%	7.2%	7.1%
	Business Process Services	9.3%	9.5%	9.4%	9.5%	9.2%	9.7%
	Product Engineering	7.7%	7.1%	7.6%	7.1%	7.0%	6.9%
	Application Services	47.5%	49.2%	48.0%	48.7%	49.4%	50.8%
	R&D Business	10.3%	9.8%	10.2%	9.8%	9.7%	9.5%
Consulting	1.7%	1.9%	1.8%	1.9%	2.0%	2.0%	
SBU Mix	Strategic Business Units						
	Global Media & Telecom	13.2%	13.9%	13.5%	13.8%	13.9%	14.3%
	Finance Solutions	26.8%	26.2%	26.5%	25.7%	26.0%	26.7%
	Manufacturing & Hitech	18.6%	18.2%	18.3%	18.3%	18.2%	18.2%
	Healthcare, Life Sciences & Services	11.2%	11.4%	11.7%	11.7%	11.2%	10.8%
	Retail, Consumer Goods & Transportation	15.0%	14.1%	14.5%	14.1%	13.9%	14.0%
	Energy, Natural Resources & Utilities	15.2%	16.2%	15.5%	16.4%	16.8%	16.0%
Geography Mix	Geography						
	Americas	52.5%	51.0%	51.7%	51.4%	51.0%	49.8%
	Europe	25.6%	27.8%	26.3%	27.6%	27.8%	29.6%
	India & Middle East business	10.6%	9.7%	10.7%	9.6%	9.2%	9.1%
	APAC and Other Emerging Markets	11.3%	11.5%	11.3%	11.4%	12.0%	11.5%
Guidance	Guidance (\$MN)	1,765-1,793		1,814-1,850	1,808-1,842	1,770-1,810	1,715-1,755
	Guidance restated based on actual currency realized (\$MN)	1,781-1,809		1,771-1,806	1,767-1,801	1,749-1,788	1,730-1,770
	IT Services Revenues (\$M)	1,794.1	7,081.6	1,774.5	1,795.4	1,771.5	1,740.2
Customer Relationships	Customer size distribution (TTM)						
	> \$100M	10	11	11	10	10	10
	> \$75M	17	15	15	16	15	14
	> \$50M	30	31	31	31	30	29
	> \$20M	86	86	86	84	85	84
	> \$10M	151	150	150	153	150	143
	> \$5M	244	231	231	226	225	224
	> \$3M	314	311	311	300	292	293
	> \$1M	537	542	542	526	524	511
Customer Metrics	Revenue from Existing customers %	99.6%	98.1%	96.7%	97.7%	98.6%	99.6%
	Number of new customers	36	194	65	44	50	35
	Total Number of active customers	1071	1054	1054	1018	1018	1022
	Customer Concentration						
	Top customer	3.3%	3.7%	3.8%	3.8%	3.5%	3.7%
	Top 5	12.2%	12.9%	12.6%	12.7%	12.9%	13.4%
	Top 10	20.1%	21.2%	20.6%	21.0%	21.5%	21.8%

		FY 15-16		FY 14-15			
		Q1	FY	Q4	Q3	Q2	Q1
Currency Mix	% of Revenue						
	USD	61%	58%	59%	58%	56%	57%
	GBP	14%	15%	14%	14%	15%	16%
	EUR	7%	8%	7%	8%	8%	8%
	INR	6%	7%	8%	7%	7%	7%
	AUD	4%	4%	4%	4%	5%	5%
	CAD	2%	2%	2%	3%	3%	1%
	Others	6%	6%	6%	6%	6%	6%
Employee Metrics	Closing Head Count - IT Services	161,789	158,217	158,217	156,866	154,297	147,452
	Utilization (IT Services excl BPO, IFOX & I&ME*)						
	Gross Utilization	71.3%	69.4%	70.5%	68.5%	70.0%	68.7%
	Net Utilization (excl Support)	79.4%	76.8%	78.0%	75.9%	77.5%	76.0%
	Net Utilization (Excluding Trainees)	81.9%	79.1%	80.5%	78.8%	79.4%	77.9%
	Attrition IT Services excl BPO and I&ME						
	Voluntary TTM	16.4%	16.5%	16.5%	16.5%	16.5%	16.1%
	Voluntary Quarterly Annualized	16.4%	16.5%	15.6%	16.4%	16.9%	17.0%
	BPO %- Quarterly	12.0%	12.8%	13.3%	13.1%	12.0%	11.8%
	BPO % - Post Training Quarterly	9.3%	9.9%	9.6%	9.1%	10.0%	10.1%
	Sales & Support Staff - IT Services (avg)	12,517	11,433	11,629	11,603	11,328	11,174
*India & Middle-East Business							
B. IT Services (Excluding Infocrossing, BPO and India & Middle East Business)							
Service delivery	Revenue from FPP	54.5%	54.0%	55.5%	55.1%	53.1%	52.1%
	Onsite revenue - % of services	54.6%	54.0%	53.7%	54.3%	53.7%	54.3%
	Off shore revenue - % of services	45.4%	46.0%	46.3%	45.7%	46.3%	45.7%

Growth Metrics For Quarter ended June 30, 2015				
	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
IT Services	1.1%	3.1%	0.2%	8.1%
Verticals				
Global Media & Telecom	-0.7%	-5.1%	-1.8%	1.9%
Finance Solutions	2.0%	3.4%	1.3%	7.5%
Manufacturing & Hitech	2.6%	5.3%	2.1%	10.3%
Healthcare, Life Sciences & Services	-3.2%	7.6%	-3.9%	10.3%
Retail, Consumer Goods & Transportation	5.0%	10.5%	4.5%	14.7%
Energy, Natural Resources & Utilities	-1.1%	-2.0%	-3.0%	5.0%
Geography				
Americas	2.8%	8.6%	2.6%	9.9%
Europe	-1.9%	-11.0%	-5.3%	-2.2%
India & Middle East business	0.5%	20.6%	1.7%	25.2%
APAC and Other Emerging Markets	1.0%	1.5%	0.4%	13.3%
Practices*				
Global Infrastructure Services	1.6%	13.2%		
Wipro Analytics	5.8%	7.6%		
Business Process Services	0.4%	-1.1%		
Product Engineering	2.3%	14.0%		
Application Services	0.1%	-3.3%		
R&D Business	2.0%	11.5%		
Consulting	-4.5%	-11.3%		
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.				
*Effective April 2015, Wipro realigned its service lines. The realigned numbers are being represented after regrouping for prior periods				

Annexure to Datasheet

Segment-wise breakup of Cost of Revenues, S&M and G&A	Q1 FY 15-16 (INR Mn.)			
	IT Services	IT Products	Reconciling Items	Total
Cost of revenues	77,363	7,418	6	84,787
Selling and marketing expenses	7,438	333	272	8,044
General and administrative expenses	6,694	283	(124)	6,853
Total	91,495	8,035	155	99,684