

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

**A. IT Services**

		FY 15-16		FY 14-15			
		Q2	Q1	FY	Q4	Q3	Q2
Revenue & OM%	IT Services Revenues (\$M)	1,831.9	1,794.1	7,081.6	1,774.5	1,795.4	1,771.5
	Sequential Growth	2.1%	1.1%	7.0%	-1.2%	1.3%	1.8%
	Sequential Growth in Constant Currency	3.1%	0.2%		1.2%	3.7%	3.0%
	Operating Margin%	20.7%	21.0%	22.2%	22.0%	21.8%	22.0%
Service Line Mix	<b>Practices*</b>						
	Global Infrastructure Services	28.0%	28.0%	27.1%	27.9%	27.7%	27.2%
	Wipro Analytics	7.5%	7.5%	7.1%	7.1%	7.0%	7.2%
	Business Process Services	9.8%	9.3%	9.5%	9.4%	9.5%	9.2%
	Product Engineering	7.9%	7.7%	7.1%	7.6%	7.1%	7.0%
	Application Services	46.8%	47.5%	49.2%	48.0%	48.7%	49.4%
	R&D Business	10.5%	10.3%	9.8%	10.2%	9.8%	9.7%
Consulting	1.9%	1.7%	1.9%	1.8%	1.9%	2.0%	
SBU Mix	<b>Strategic Business Units</b>						
	Global Media & Telecom	13.4%	13.2%	13.9%	13.5%	13.8%	13.9%
	Finance Solutions	26.7%	26.8%	26.2%	26.5%	25.7%	26.0%
	Manufacturing & Hitech	18.7%	18.6%	18.2%	18.3%	18.3%	18.2%
	Healthcare, Life Sciences & Services	11.4%	11.2%	11.4%	11.7%	11.7%	11.2%
	Retail, Consumer Goods & Transportation	15.1%	15.0%	14.1%	14.5%	14.1%	13.9%
	Energy, Natural Resources & Utilities	14.7%	15.2%	16.2%	15.5%	16.4%	16.8%
Geography Mix	<b>Geography</b>						
	Americas	53.0%	52.5%	51.0%	51.7%	51.4%	51.0%
	Europe	25.2%	25.6%	27.8%	26.3%	27.6%	27.8%
	India & Middle East business	10.6%	10.6%	9.7%	10.7%	9.6%	9.2%
	APAC and Other Emerging Markets	11.2%	11.3%	11.5%	11.3%	11.4%	12.0%
Guidance	Guidance (\$MN)	1,821-1,857	1,765-1,793		1,814-1,850	1,808-1,842	1,770-1,810
	Guidance restated based on actual currency realized (\$MN)	1,803-1,839	1,781-1,809		1,771-1,806	1,767-1,801	1,749-1,788
	IT Services Revenues (\$M)	1,831.9	1,794.1	7,081.6	1,774.5	1,795.4	1,771.5
Customer Relationships	<b>Customer size distribution (TTM)</b>						
	> \$100M	10	10	11	11	10	10
	> \$75M	17	17	15	15	16	15
	> \$50M	31	30	31	31	31	30
	> \$20M	85	86	86	86	84	85
	> \$10M	154	151	150	150	153	150
	> \$5M	244	244	231	231	226	225
	> \$3M	321	314	311	311	300	292
> \$1M	533	537	542	542	526	524	
Customer Metrics	Revenue from Existing customers %	98.5%	99.6%	98.1%	96.7%	97.7%	98.6%
	Number of new customers	67	36	194	65	44	50
	Total Number of active customers	1100	1071	1054	1054	1018	1018
	<b>Customer Concentration</b>						
	Top customer	3.1%	3.3%	3.7%	3.8%	3.8%	3.5%
	Top 5	11.7%	12.2%	12.9%	12.6%	12.7%	12.9%
	Top 10	19.8%	20.1%	21.2%	20.6%	21.0%	21.5%

		FY 15-16		FY 14-15			
		Q2	Q1	FY	Q4	Q3	Q2
Currency Mix	<b>% of Revenue</b>						
	USD	60%	61%	58%	59%	58%	56%
	GBP	13%	14%	15%	14%	14%	15%
	EUR	8%	7%	8%	7%	8%	8%
	INR	7%	6%	7%	8%	7%	7%
	AUD	4%	4%	4%	4%	4%	5%
	CAD	2%	2%	2%	2%	3%	3%
	Others	6%	6%	6%	6%	6%	6%
Employee Metrics	<b>Closing Head Count - IT Services</b>	<b>168,396</b>	<b>161,789</b>	<b>158,217</b>	<b>158,217</b>	<b>156,866</b>	<b>154,297</b>
	<b>Utilization</b> (IT Services excl BPO, IFOX & I&ME*)						
	Gross Utilization	69.5%	71.3%	69.4%	70.5%	68.5%	70.0%
	Net Utilization (excl Support)	77.2%	79.4%	76.8%	78.0%	75.9%	77.5%
	Net Utilization (Excluding Trainees)	82.3%	81.9%	79.1%	80.5%	78.8%	79.4%
	<b>Attrition</b> (IT Services excl BPO and I&ME*)						
	Voluntary TTM	16.4%	16.4%	16.5%	16.5%	16.5%	16.5%
	Voluntary Quarterly Annualized	16.8%	16.4%	16.5%	15.6%	16.4%	16.9%
	BPO % - Quarterly	10.2%	12.0%	12.8%	13.3%	13.1%	12.0%
	BPO % - Post Training Quarterly	8.5%	9.3%	9.9%	9.6%	9.1%	10.0%
Sales & Support Staff - IT Services (avg)	<b>13,068</b>	<b>12,517</b>	<b>11,433</b>	<b>11,629</b>	<b>11,603</b>	<b>11,328</b>	
*India & Middle-East Business							
<b>B. IT Services (Excluding Infocrossing, BPO and India &amp; Middle East Business)</b>							
Service delivery	Revenue from FPP	53.4%	54.5%	54.0%	55.5%	55.1%	53.1%
	Onsite revenue - % of services	53.9%	54.6%	54.0%	53.7%	54.3%	53.7%
	Off shore revenue - % of services	46.1%	45.4%	46.0%	46.3%	45.7%	46.3%

<b>Growth Metrics For Quarter ended September 30, 2015</b>				
	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
<b>IT Services</b>	2.1%	3.4%	3.1%	8.4%
<b>Verticals</b>				
Global Media & Telecom	3.3%	-0.6%	4.4%	6.2%
Finance Solutions	2.1%	6.4%	3.1%	10.8%
Manufacturing & Hitech	2.9%	6.3%	3.6%	10.7%
Healthcare, Life Sciences & Services	3.8%	5.8%	4.2%	8.7%
Retail, Consumer Goods & Transportation	2.4%	11.9%	3.5%	16.4%
Energy, Natural Resources & Utilities	-1.4%	-9.6%	0.3%	-2.9%
<b>Geography</b>				
Americas	3.1%	7.4%	3.6%	9.1%
Europe	0.7%	-6.3%	1.4%	1.1%
India & Middle East business	1.4%	18.5%	2.7%	23.8%
APAC and Other Emerging Markets	1.4%	-2.9%	5.1%	10.5%
<b>Practices*</b>				
Global Infrastructure Services	1.8%	6.3%		
Wipro Analytics	3.3%	8.4%		
Business Process Services	7.1%	9.7%		
Product Engineering	4.9%	17.2%		
Application Services	0.7%	-2.0%		
R&D Business	4.1%	11.6%		
Consulting	13.8%	-3.4%		
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	Q2 FY 15-16 (INR Mn.)			
	IT Services	IT Products	Reconciling Items	Total
Cost of revenues	80,680	5,121	23	85,824
Selling and marketing expenses	8,059	315	334	8,708
General and administrative expenses	6,737	214	(104)	6,847
<b>Total</b>	<b>95,476</b>	<b>5,650</b>	<b>253</b>	<b>101,379</b>