

**Wipro Limited**  
**Results for the Quarter ended June 30, 2018**  
**Operating Metrics Pertaining to IT Services Segment**

**A. IT Services**

		FY 18-19		FY 17-18				FY 16-17
		Q1	FY	Q4	Q3	Q2	Q1	FY
Revenue & OM%	IT Services Revenues (\$MN)	2,026.5	8,060.2	2,062.0	2,013.0	2,013.5	1,971.7	7,704.5
	Sequential Growth	-1.7%	4.6%	2.4%	0.0%	2.1%	0.9%	4.9%
	Sequential Growth in Constant Currency*	0.1%	2.9%	1.1%	0.9%	0.3%	0.3%	7.0%
	Operating Margin %	17.2%#	15.8%^^	14.4%^	14.8%**	17.3%	16.8%	18.0%
Service Line Mix	<b>Practices</b>							
	Business Process Services	12.1%	12.2%	12.1%	12.6%	12.1%	12.0%	13.0%
	Cloud and Infrastructure Services	27.4%	28.4%	28.8%	28.2%	28.4%	28.1%	28.0%
	Data, Analytics and AI	7.1%	7.0%	7.0%	7.0%	7.1%	7.1%	7.1%
	Modern Application Services	46.1%	45.4%	44.8%	45.3%	45.5%	45.8%	44.7%
Product Engineering Services	7.3%	7.0%	7.3%	6.9%	6.9%	7.0%	7.2%	
SBU Mix	<b>Strategic Business Units@</b>							
	Banking, Financial Services and Insurance	30.0%	28.1%	29.2%	28.5%	27.6%	26.7%	25.7%
	Communications	5.6%	6.4%	5.8%	6.4%	6.5%	6.8%	7.3%
	Consumer Business Unit	16.0%	15.8%	15.6%	16.0%	15.9%	15.8%	15.8%
	Energy, Natural Resources and Utilities	12.5%	12.9%	12.5%	12.4%	13.5%	13.4%	13.1%
	Health Business Unit	13.4%	14.1%	13.9%	14.0%	13.7%	14.8%	15.6%
	Manufacturing	8.3%	8.7%	8.7%	8.6%	8.7%	9.0%	8.9%
Technology	14.2%	14.0%	14.3%	14.1%	14.1%	13.5%	13.6%	
Geography Mix	<b>Geography</b>							
	Americas	54.9%	53.4%	52.7%	53.1%	53.6%	54.5%	54.7%
	APAC and Other Emerging Markets	10.9%	11.1%	10.9%	11.0%	11.4%	10.9%	10.8%
	Europe	25.6%	25.6%	27.0%	25.9%	25.1%	24.2%	24.4%
India & Middle East business	8.6%	9.9%	9.4%	10.0%	9.9%	10.4%	10.1%	
Guidance	Guidance (\$MN)	2,015-2,065		2,033-2,073	2,014-2,054	1,962-2,001	1,915-1,955	
	Guidance restated based on actual currency realized (\$MN)	1,978-2,027		2,060-2,100	1,996-2,036	1,999-2,038	1,927-1,967	
	IT Services Revenues (\$MN)	2,026.5	8,060.2	2,062.0	2,013.0	2,013.5	1,971.7	7,704.5
Customer Relationships	<b>Customer size distribution (TTM)</b>							
	> \$100MN	8	8	8	9	9	9	9
	> \$75MN	19	20	20	17	16	18	18
	> \$50MN	40	39	39	41	39	36	34
	> \$20MN	91	95	95	90	90	90	91
	> \$10MN	173	171	171	167	170	163	163
	> \$5MN	278	277	277	272	270	262	268
	> \$3MN	368	369	369	364	370	357	354
> \$1MN	624	631	631	635	627	624	602	
Customer Metrics	Revenue from Existing customers %	99.5%	98.6%	97.4%	98.2%	99.2%	99.6%	98.0%
	Number of new customers	75	223	58	79	41	45	256
	Total Number of active customers	1,254	1,248	1,248	1,281	1,274	1,244	1,323
	<b>Customer Concentration</b>							
	Top customer	3.7%	3.1%	3.5%	3.1%	3.1%	2.9%	2.7%
	Top 5	11.7%	11.1%	11.9%	11.3%	11.0%	10.3%	10.0%
	Top 10	18.3%	17.8%	18.4%	17.8%	18.0%	17.5%	17.1%

\*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

\*\* Excluding the one time impact of insolvency of a customer, post balance sheet date, normalized operating margin for the Quarter ended December 31, 2017 was 17.2%

^ Excluding the one time impact of insolvency of a customer & impairment loss booked for one of our acquisitions, normalized operating margin for the Quarter ended March 31, 2018 was 16.0%

^^ Excluding the one time impact of insolvency of two of our customers & impairment loss booked for one of our acquisitions, normalized operating margin for the Year ended March 31, 2018 was 16.8%

# IT Services margin for the Quarter ended June 30, 2018 includes gain of ₹2,529 million from the sale of our hosted data center business during the quarter

@ With effect from April 1, 2018, we have realigned our MNT business unit into 2 separate business units - (i) Manufacturing and (ii) Technology

		FY 18-19	FY 17-18					FY 16-17
		Q1	FY	Q4	Q3	Q2	Q1	FY
Currency Mix	<b>% of Revenue</b>							
	USD	60%	58%	58%	58%	58%	59%	61%
	GBP	11%	10%	11%	10%	10%	10%	10%
	EUR	8%	9%	9%	9%	9%	9%	9%
	INR	7%	8%	8%	8%	8%	8%	7%
	AUD	5%	5%	5%	5%	5%	4%	4%
	CAD	2%	2%	2%	2%	3%	3%	2%
	Others	7%	8%	7%	8%	7%	7%	7%
<b>Closing Employee Count</b>		164,659	163,827	163,827	162,553	163,759	166,790	165,481
<b>Utilization</b> <b>(IT Services excl. Infocrossing, BPS, Designit, Cellent, HPS, Appirio, Cooper, Infoserver and I&amp;ME)</b>								
Gross Utilization		74.5%	72.2%	73.1%	71.0%	72.9%	72.0%	71.5%
Net Utilization (Excluding Support)		83.9%	81.1%	82.4%	80.0%	81.8%	80.3%	80.2%
Net Utilization (Excluding Trainees)		85.2%	82.5%	83.4%	81.9%	82.5%	82.1%	82.3%
<b>Attrition</b> <b>(IT Services excl. BPS)</b>								
Voluntary TTM		17.0%	16.6%	16.6%	15.9%	15.7%	15.9%	16.3%
Voluntary Quarterly Annualized		17.7%	16.6%	17.5%	16.2%	16.7%	16.1%	16.3%
BPS %- Quarterly		10.8%	12.7%	11.3%	12.8%	13.5%	12.8%	11.5%
BPS % - Post Training Quarterly		9.5%	11.2%	9.8%	11.1%	11.9%	11.4%	9.3%
Sales & Support Staff - IT Services		15,076	14,936	15,215	14,881	14,880	14,769	14,466

#### B. IT Services (Excluding Infocrossing, BPS, Designit, cellent, HPS, Appirio, Cooper, Infoserver and I&ME)

Service delivery		58.9%	58.1%	58.7%	57.7%	57.7%	58.2%	57.1%
Revenue from FPP								
Onsite Revenue - % of Services		52.9%	53.2%	52.7%	53.5%	53.2%	53.6%	53.7%
Off shore Revenue - % of Services		47.1%	46.8%	47.3%	46.5%	46.8%	46.4%	46.3%

#### C. Growth Metrics for the Quarter ended June 30, 2018

	Reported Currency QoQ %	Reported Currency YoY %	Constant Currency QoQ %	Constant Currency YoY %
IT Services	-1.7%	2.8%	0.1%	2.4%
<b>Strategic Business Units<sup>®</sup></b>				
Banking, Financial Services and Insurance	1.1%	14.9%	3.0%	14.4%
Communications	-5.4%	-14.8%	-1.3%	-13.6%
Consumer Business Unit	0.7%	4.5%	2.6%	4.8%
Energy, Natural Resources and Utilities	-1.5%	-3.7%	1.7%	-4.3%
Health Business Unit	-5.4%	-7.2%	-4.7%	-7.7%
Manufacturing	-7.1%	-5.0%	-5.4%	-6.0%
Technology	-2.0%	8.1%	-1.3%	7.2%
<b>Geography</b>				
Americas	2.4%	3.6%	2.9%	3.7%
APAC and Other Emerging Markets	-2.4%	2.8%	1.1%	2.4%
Europe	-6.6%	8.7%	-3.0%	5.8%
India & Middle East business	-10.2%	-15.2%	-7.5%	-12.2%
<b>Practices</b>				
Business Process Services	-1.5%	3.5%	-0.6%	3.2%
Cloud and Infrastructure Services	-6.3%	0.5%	-4.6%	0.5%
Data, Analytics and AI	-0.2%	2.3%	1.5%	1.8%
Modern Application Services	1.0%	3.4%	3.3%	2.7%
Product Engineering Services	-2.1%	7.3%	-1.1%	7.0%

#### D. Annexure to Datasheet

Particulars	Q1 FY 18-19 (INR MN)			
	IT Services	IT Products	Reconciling Items	Total
Segment-wise breakup of Cost of Revenues, S&M and G&A				
Cost of revenues	96,415	3,862	73	100,350
Selling and marketing expenses	10,838	10	(35)	10,813
General and administrative expenses	8,310	400	(102)	8,608
<b>Total</b>	<b>115,563</b>	<b>4,272</b>	<b>(64)</b>	<b>119,771</b>