# Wipro Limited

**Highlights for the Quarter ended March 31, 2026**

## REVENUE

**$2.65 Bn**

| QoQ Constant Currency | YoY Constant Currency | Operating Margin |
|---|---|---|
| ↑ 0.2% | ↓ 0.2% | 17.3% |

## STRATEGIC MARKET UNITS MIX

| 33.2% AMERICAS 1 | 28.1% AMERICAS 2 | 27.2% EUROPE | 11.5% APMEA |
|---|---|---|---|

## SECTOR MIX

| 34.1% | 18.4% | 16.8% | 16.5% | 14.2% |
|---|---|---|---|---|
| Banking, Financial Services and Insurance | Consumer | Technology and Communications | Energy, Manufacturing and Resources | Health |

**TOTAL BOOKINGS** $3.5 Bn
↓ 13.9% YoY CC

**LARGE DEAL TCV** $1.4 Bn
↓ 18.5% YoY CC

**Adjusted EPS** Note 6

₹3.3
↑ 3.7% QoQ
↓ 2.3% YoY

**Operating Cash Flow** $338 Mn

**Operating cash Flow/Net Income** 90.1%

## OUTLOOK
**for the Quarter ending June 30, 2026**

Revenue from our IT Services business segment to be in the range of $2,597 million to $2,651 million*. This translates to sequential guidance of -2.0% to 0% in constant currency terms.

**Outlook for the Quarter ending June 30, 2026, is based on the following exchange rates: GBP/USD at 1.34, Euro/USD at 1.17, AUD/USD at 0.70, USD/INR at 92.35 and CAD/USD at 0.73*

## CUSTOMER CONCENTRATION

| TOP 1 | TOP 5 | TOP 10 |
|---|---|---|
| 4.3% | 13.8% | 23.1% |

| | | | |
|---|---|---|---|
| TOTAL HEADCOUNT | 242,156 | ATTRITION VOL – TTM | 13.8% |
| NET UTILIZATION *EXCLUDING TRAINEES* | 83.5% | OFFSHORE REVENUE *PERCENTAGE OF SERVICES* | 62.8% |

# Wipro Limited

Highlights for the Year ended March 31, 2026

REVENUE

**$10.48 Bn**

| YoY Constant Currency | YoY Reported Currency | Operating Margin |
|---|---|---|
| ↓ 1.6% | ↓ 0.3% | 17.2% |

STRATEGIC MARKET UNITS MIX

33.2% AMERICAS 1 | 29.2% AMERICAS 2 | 26.5% EUROPE | 11.1% APMEA

SECTOR MIX

| 34.1% | 18.4% | 17.0% | 16.0% | 14.5% |
|---|---|---|---|---|
| Banking, Financial Services and Insurance | Consumer | Energy, Manufacturing and Resources | Technology and Communications | Health |

TOTAL BOOKINGS **$16.4 Bn**
↑ 14.0% YoY CC

LARGE DEAL TCV **$7.8 Bn**
↑ 45.4% YoY CC

Adjusted EPS Note 6

**₹12.8** ↑ 2.1% YoY

Operating Cash Flow **$ 1,591 Mn**

Operating cash Flow/Net Income **112.6%**

CAPITAL ALLOCATION

1. Board approves Buy-Back for the value of ₹150 billion.
2. The interim dividend of ₹ 11 declared in FY'26 by the Board at its meetings held on July 17th,2025, and January 16th ,2026, shall be considered as final dividend for the financial year 2025-26.

CUSTOMER CONCENTRATION

TOP 1 4.6% | TOP 5 14.3% | TOP 10 23.7%

| | | | |
|---|---|---|---|
| TOTAL HEADCOUNT | 242,156 | ATTRITION VOL – TTM | 13.8% |
| NET UTILIZATION *EXCLUDING TRAINEES* | 84.5% | OFFSHORE REVENUE *PERCENTAGE OF SERVICES* | 61.1% |

# Wipro Limited

**Results for the Quarter and Year ended March 31, 2026**

## A IT Services

| | FY 25-26 | | | | | FY 24–25 | |
|---|---|---|---|---|---|---|---|
| | FY | Q4 | Q3 | Q2 | Q1 | FY | Q4 |
| **IT Services Revenues ($Mn)** | 10,478.1 | 2651.0 | 2,635.4 | 2,604.3 | 2,587.4 | 10,511.5 | 2,596.5 |
| Sequential Growth | -0.3% | 0.6% | 1.2% | 0.7% | -0.3% | -2.7% | -1.2% |
| Sequential Growth in Constant Currency Note 1 | -1.6% | 0.2% | 1.4% | 0.3% | -2.0% | -2.3% | -0.8% |
| Operating Margin % Note 2 | 17.2% | 17.3% | 17.6% | 16.7% | 17.3% | 17.1% | 17.5% |
| **Strategic Market Units Mix** | | | | | | | |
| Americas 1 | 33.2% | 33.2% | 33.2% | 33.0% | 33.1% | 31.7% | 32.8% |
| Americas 2 | 29.2% | 28.1% | 29.0% | 29.6% | 30.4% | 30.6% | 30.6% |
| Europe | 26.5% | 27.2% | 26.7% | 26.3% | 25.7% | 27.1% | 26.1% |
| APMEA | 11.1% | 11.5% | 11.1% | 11.1% | 10.8% | 10.6% | 10.5% |
| **Sectors Mix** | | | | | | | |
| Banking, Financial Services and Insurance | 34.1% | 34.1% | 34.6% | 34.3% | 33.6% | 34.3% | 34.2% |
| Consumer | 18.4% | 18.4% | 18.2% | 18.2% | 18.6% | 19.1% | 18.9% |
| Energy, Manufacturing and Resources | 17.0% | 16.5% | 16.3% | 17.4% | 17.7% | 17.2% | 17.3% |
| Technology and Communications | 16.0% | 16.8% | 16.0% | 15.6% | 15.5% | 15.3% | 15.2% |
| Health | 14.5% | 14.2% | 14.9% | 14.5% | 14.6% | 14.1% | 14.4% |
| **Total Bookings** | | | | | | | |
| Total Bookings TCV ($Mn) Note 3 | 16,449 | 3,455 | 3,335 | 4,688 | 4,971 | 14,315 | 3,955 |
| Large deal TCV ($Mn) Note 4 | 7,829 | 1,440 | 871 | 2,853 | 2,666 | 5,368 | 1,763 |
| Guidance ($Mn) | - | 2,635-2,688 | 2,591-2,644 | 2,560 - 2,612 | 2,505 - 2,557 | - | 2,602 - 2,655 |
| Guidance restated based on actual currency realized ($Mn) | - | 2,645-2,698 | 2,585-2,638 | 2,570 – 2,622 | 2,549 – 2,601 | - | 2,591 – 2,644 |
| Revenues performance against guidance ($Mn) | - | 2,651 | 2,635 | 2,604 | 2,587 | - | 2,597 |

| | FY 25-26 | | | | | FY 24–25 | |
|---|---|---|---|---|---|---|---|
| | FY | Q4 | Q3 | Q2 | Q1 | FY | Q4 |
| **Customer size distribution (TTM)** | | | | | | | |
| > $100Mn | 16 | 16 | 16 | 16 | 16 | 17 | 17 |
| > $75Mn | 29 | 29 | 31 | 29 | 27 | 28 | 28 |
| > $50Mn | 45 | 45 | 45 | 45 | 47 | 44 | 44 |
| > $20Mn | 106 | 106 | 103 | 104 | 109 | 111 | 111 |
| > $10Mn | 183 | 183 | 177 | 177 | 180 | 181 | 181 |
| > $5Mn | 289 | 289 | 281 | 272 | 281 | 289 | 289 |
| > $3Mn | 391 | 391 | 390 | 393 | 397 | 398 | 398 |
| > $1Mn | 715 | 715 | 722 | 730 | 725 | 716 | 716 |
| Revenue from Existing customers % | 97.3% | 94.7% | 96.5% | 98.6% | 99.6% | 99.0% | 98.1% |
| Number of new customers | 216 | 30 | 92 | 45 | 49 | 197 | 63 |
| Total Number of active customers | 1233 | 1233 | 1272 | 1257 | 1,266 | 1,282 | 1,282 |
| **Customer Concentration** | | | | | | | |
| Top customer | 4.6% | 4.3% | 4.7% | 4.8% | 4.7% | 4.3% | 4.4% |
| Top 5 | 14.3% | 13.8% | 14.4% | 14.4% | 14.7% | 14.0% | 14.5% |
| Top 10 | 23.7% | 23.1% | 23.7% | 24.0% | 24.5% | 23.3% | 24.2% |
| **% of Revenue** | | | | | | | |
| USD | 61% | 60% | 61% | 62% | 63% | 62% | 63% |
| GBP | 11% | 12% | 11% | 11% | 10% | 10% | 10% |
| EUR | 9% | 9% | 9% | 9% | 9% | 10% | 9% |
| INR | 5% | 5% | 5% | 4% | 4% | 4% | 4% |
| AUD | 4% | 4% | 4% | 4% | 3% | 4% | 3% |
| CAD | 3% | 3% | 3% | 3% | 3% | 3% | 3% |
| Others | 7% | 7% | 7% | 7% | 8% | 7% | 8% |
| **Closing Employee Count** | 242,156 | 242,156 | 242,021 | 235,492 | 233,232 | 233,346 | 233,346 |
| Sales & Support Staff (IT Services) | 14,574 | 14,574 | 14,663 | 14,863 | 15,131 | 15,230 | 15,230 |
| **Utilization** Note 5 | | | | | | | |
| Net Utilization (Excluding Trainees) | 84.5% | 83.5% | 83.1% | 86.4% | 85.0% | 85.6% | 84.6% |
| **Attrition** | | | | | | | |
| Voluntary TTM (IT Services excl. DOP) | 13.8% | 13.8% | 14.2% | 14.9% | 15.1% | 15.0% | 15.0% |
| DOP % — Post Training Quarterly | 8.6% | 9.7% | 8.5% | 8.2% | 8.2% | 7.8% | 7.7% |
| **Revenue Mix** Note 5 | | | | | | | |
| Revenue from FPP | 54.3% | 55.6% | 55.1% | 53.0% | 53.5% | 56.6% | 55.5% |
| Offshore Revenue — % of Services | 61.1% | 62.8% | 61.6% | 60.2% | 59.8% | 60.1% | 62.1% |

## B Growth Metrics
for the Quarter and Year ended March 31, 2026 Note 1

| | Q4'26 Reported QoQ% | Q4'26 Reported YoY% | Q4'26 CC QoQ% | Q4'26 CC YoY% | FY'26 Reported YoY% | FY'26 CC YoY% |
|---|---|---|---|---|---|---|
| **IT Services** | 0.6% | 2.1% | 0.2% | -0.2% | -0.3% | -1.6% |
| **Strategic Market Units** | | | | | | |
| **Americas 1** | 0.3% | 3.3% | 0.3% | 2.9% | 4.2% | 4.1% |
| **Americas 2** | -2.6% | -6.3% | -2.6% | -6.7% | -4.8% | -4.9% |
| **Europe** | 2.6% | 6.5% | 2.0% | 0.0% | -2.4% | -6.7% |
| **APMEA** | 4.9% | 12.0% | 3.1% | 8.8% | 4.4% | 4.3% |
| **Sectors** | | | | | | |
| **Banking, Financial Services and Insurance** | -0.8% | 1.8% | -1.3% | -0.5% | -0.7% | -1.9% |
| **Consumer** | 2.0% | -0.5% | 1.7% | -2.9% | -4.0% | -5.5% |
| **Energy, Manufacturing and Resources** | 1.7% | -2.3% | 1.1% | -5.9% | -1.7% | -3.7% |
| **Technology and Communications** | 5.4% | 12.4% | 5.3% | 10.4% | 4.0% | 2.9% |
| **Health** | -4.3% | 0.6% | -4.4% | 0.0% | 2.5% | 2.1% |

# Annexure to Datasheet

## C Segment-wise breakup of Cost of Revenues, S&M and G&A

Q4 FY25-26 (INR Mn)

| Particulars | IT Services | IT Products | Reconciling Items | Total |
|---|---|---|---|---|
| **Cost of revenues** | 170,038 | 2,246 | (370) | 171,914 |
| **Selling and marketing expenses** | 13,966 | 64 | (27) | 14,003 |
| **General and administrative expenses** | 14,646 | 0 | 162 | 14,808 |
| **Total** | 198,650 | 2,310 | (235) | 200,725 |

## D

| **Reconciliation for Adjusted Net Income and Adjusted EPS** | Three months ended Mar 31, 2026 | Twelve months ended Mar 31, 2026 |
|---|---|---|
| Net Income [A] | 35,018 | 131,974 |
| Add: Impact on gratuity expenses and remeasurement of leave encashment due to implementation of new Labour Code [B] | -272 | 2,756 |
| Less[C]: Tax on [B] | 115 | -475 |
| **Adjusted Net Income [D]: [A+B+C]** | 34,861 | 134,255 |
| **Adjusted EPS Basic (₹)** | 3.3 | 12.8 |

*Amounts in INR Mn unless specified*

Note 1: Constant currency (CC) for a period is the product of volumes in that period times the average actual exchange rate of the corresponding comparative period

Note 2: IT Services Operating Margin refers to Segment Results total as reflected in IFRS financials

Note 3: Total Bookings refers to the total contract value of all orders that were booked during the period including new orders, renewals, and changes to existing contracts. Bookings do not reflect subsequent terminations or reductions related to bookings originally recorded in prior fiscal periods. Bookings are recorded using then-existing foreign currency exchange rates and are not subsequently adjusted for foreign currency exchange rate fluctuations. The revenues from these contracts accrue over the tenure of the contract. For constant currency growth rates, refer note 1.

Note 4: Large deal bookings constitute of deals greater than or equal to $30 million in total contract value terms

Note 5: IT Services excluding DOP (Digital Operations and Platforms) and entities which are not integrated in Wipro limited systems at the beginning of current fiscal year.

Note 6: Adjusted for impact of past service cost on gratuity and remeasurement of leave encashment due to implementation of new labour code amounting to ₹(-)272 Mn for the three months ended 31st March 2026 and ₹2,756Mn for the year ended 31st March 2026.