

Wipro Limited

Results for the Quarter ended December 31, 2014
Operating Metrics Pertaining to IT Services Segment

A. IT Services

		FY 14-15			FY 13-14		
		Q3	Q2	Q1	FY	Q4	Q3
Revenue & OM%	IT Services Revenues (\$M)	1,795.4	1,771.5	1,740.2	6,617.9	1,720.2	1,678.4
	Sequential Growth	1.3%	1.8%	1.2%	6.4%	2.5%	2.9%
	Sequential Growth in Constant Currency	3.7%	3.0%	0.3%		2.3%	2.3%
	Operating Margin%	21.8%	22.0%	22.8%	22.6%	24.5%	23.0%
Value added services composition	Practices*						
	Global Infrastructure Services	27.3%	26.8%	25.3%	24.0%	24.3%	24.3%
	Advanced Technologies & Solutions	11.2%	11.5%	11.3%	11.4%	11.3%	11.4%
	Business Application Services	28.9%	29.1%	28.7%	28.5%	28.5%	28.4%
	BPO	9.5%	9.2%	9.7%	8.9%	9.6%	8.7%
	Product Engineering	7.1%	7.0%	7.0%	7.2%	7.2%	7.3%
	ADM	16.0%	16.4%	18.0%	20.0%	19.1%	19.9%
	R&D Business	9.8%	9.7%	9.5%	10.2%	9.8%	10.1%
	Consulting	1.9%	2.0%	2.0%	2.4%	2.2%	2.4%
Vertical composition	Verticals						
	Global Media & Telecom	13.8%	13.9%	14.3%	13.8%	13.9%	13.7%
	Finance Solutions	25.7%	26.0%	26.7%	26.6%	26.8%	26.4%
	Manufacturing & Hitech	18.3%	18.2%	18.2%	18.6%	18.0%	18.6%
	Healthcare, Life Sciences & Services	11.7%	11.2%	10.8%	10.3%	10.6%	10.6%
	Retail, Consumer Goods & Transportation	14.1%	13.9%	14.0%	14.7%	14.5%	14.6%
	Energy, Natural Resources & Utilities	16.4%	16.8%	16.0%	16.0%	16.2%	16.1%
Geo Comp	Geography						
	Americas	51.4%	51.0%	49.8%	49.8%	50.0%	49.9%
	Europe	27.6%	27.8%	29.6%	29.4%	30.0%	29.6%
	India & Middle East business	9.6%	9.2%	9.1%	8.6%	8.8%	8.5%
	APAC and Other Emerging Markets	11.4%	12.0%	11.5%	12.2%	11.2%	12.0%
Guidance	Guidance (\$MN)	1,808-1,842	1,770-1,810	1,715-1,755		1,712-1,745	1,660-1,690
	Guidance restated based on actual currency realized (\$MN)	1,767-1,801	1,749-1,788	1,730-1,770		1,715-1,748	1,671-1,701
	IT Services Revenues (\$M)	1,795.4	1,771.5	1,740.2	6,617.9	1,720.2	1,678.4
Customer Relationships	Customer size distribution (TTM)						
	> \$100M	10	10	10	10	10	11
	> \$75M	16	15	14	14	14	15
	> \$50M	31	30	29	29	29	28
	> \$20M	84	85	84	82	82	80
	> \$10M	153	150	143	143	143	136
	> \$5M	226	225	224	220	220	218
	> \$3M	300	292	293	278	278	280
	> \$1M	526	524	511	501	501	495
Customer Metrics	Revenue from Existing customers %	97.7%	98.6%	99.6%	98.4%	97.0%	98.1%
	Number of new customers	44	50	35	174	59	42
	Total Number of active customers	1018	1018	1022	986	986	966
	Customer Concentration						
	Top customer	3.8%	3.5%	3.7%	3.7%	3.7%	3.7%
	Top 5	12.7%	12.9%	13.4%	13.9%	13.9%	14.2%
	Top 10	21.0%	21.5%	21.8%	22.7%	22.6%	23.0%

		FY 14-15			FY 13-14		
		Q3	Q2	Q1	FY	Q4	Q3
Employee Metrics	Closing Head Count - IT Services	156,866	154,297	147,452	146,053	146,053	146,402
	<u>Utilization (IT Services excl BPO, IFOX and I&ME*)</u>						
	Gross Utilization	68.5%	70.0%	68.7%	66.1%	67.7%	66.0%
	Net Utilization (excl Support)	75.9%	77.5%	76.0%	73.0%	74.9%	72.9%
	Net Utilization (Excluding Trainees)	78.8%	79.4%	77.9%	74.6%	76.5%	74.3%
	<u>Attrition</u>						
	<u>IT Services excl BPO and I&ME*</u>						
	Voluntary TTM	16.5%	16.5%	16.1%	15.1%	15.1%	14.3%
	Voluntary Quarterly Annualized	16.4%	16.9%	17.0%	15.1%	15.7%	16.3%
	BPO %- Quarterly	13.1%	12.0%	11.8%	12.5%	11.6%	12.6%
	BPO % - Post Training Quarterly	9.1%	10.0%	10.1%	9.7%	8.9%	9.3%
	Sales & Support Staff - IT Services (avg)	11,603	11,328	11,174	11,293	11,172	11,225
* India & Middle East Business							
B. IT Services (Excluding Infocrossing, BPO and India & Middle East Business)							
Service delivery	Revenue from FPP	55.1%	53.1%	52.1%	49.4%	51.3%	50.6%
	Onsite revenue - % of services	54.3%	53.7%	54.3%	54.1%	54.1%	54.1%
	Off shore revenue - % of services	45.7%	46.3%	45.7%	45.9%	45.9%	45.9%
Revenue Mix	<u>Revenue in \$MN*</u>						
	Onsite	715	693	699	2,715	694	689
	Offshore	602	597	587	2,305	588	584
* Revenues from ATCO have been appropriately included from Q3FY15							

Growth Metrics For Quarter ended December 31, 2014				
	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
IT Services	1.3%	7.0%	3.7%	9.7%
Verticals				
Global Media & Telecom	0.6%	8.0%	3.4%	11.7%
Finance Solutions	0.2%	4.0%	2.2%	6.2%
Manufacturing & Hitech	1.6%	5.1%	3.3%	7.7%
Healthcare, Life Sciences & Services	6.1%	18.4%	7.5%	20.3%
Retail, Consumer Goods & Transportation	2.7%	3.2%	5.0%	5.3%
Energy, Natural Resources & Utilities	-0.9%	9.2%	2.8%	13.4%
Geography				
Americas	2.0%	10.1%	2.6%	11.0%
Europe	0.6%	-0.1%	5.2%	5.0%
India & Middle East business	5.7%	20.3%	7.7%	21.1%
APAC and Other Emerging Markets	-3.2%	1.8%	1.5%	8.1%
Practices*				
Global Infrastructure Services	3.3%	20.5%		
Advanced Technologies & Solutions	-1.1%	4.4%		
Business Application Services	0.8%	8.9%		
BPO	4.6%	16.8%		
Product Engineering	3.0%	4.4%		
ADM	-1.5%	-14.1%		
R&D Business	1.9%	3.8%		
Consulting	-4.6%	-14.9%		
Constant currency revenues for any quarter is the product of volumes in that quarter times the average actual exchange rate of previous quarter.				
*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.				