		<u>Wipro L</u>	imited					
	Operating	for the Quarter e Metrics Pertainin						
A. IT Ser	vices		FY 14-15			FY 13-14		
		Q3	Q2	Q1	FY	Q4	Q3	
%М	IT Services Revenues (\$M)	1,795.4	1,771.5	1,740.2	6,617.9	1,720.2	1,678.4	
& O	Sequential Growth	1.3%	1.8%	1.2%	6.4%	2.5%	2.9	
nue	Sequential Growth in Constant Currency	3.7%	3.0%	0.3%		2.3%	2.3%	
Revenue & OM%					22.09/			
~	Operating Margin%	21.8%	22.0%	22.8%	<mark>22.6%</mark>	24.5%	23.0%	
	Practices*							
ses	Global Infrastructure Services	27.3%	26.8%	25.3%	24.0%	24.3%	24.3	
r zio	Advanced Technologies & Solutions	11.2%	11.5%	11.3%	11.4%	11.3%	11.4%	
d se sitic	Business Application Services	28.9%	29.1%	28.7%	<mark>28.5%</mark>	28.5%	28.49	
bos	BPO	9.5%	9.2%	9.7%	8.9%	9.6%	8.79	
e added serv composition	Product Engineering ADM	7.1% 16.0%	7.0% 16.4%	7.0% 18.0%	7.2% 20.0%	7.2% 19.1%	7.3% 19.9%	
Value added services composition	R&D Business							
>	Consulting	9.8% 1.9%	9.7% 2.0%	9.5% 2.0%	10.2% 2.4%	9.8% 2.2%	10.1% 2.4%	
	Verticals							
E	Global Media & Telecom	13.8%	13.9%	14.3%	13.8%	13.9%	13.79	
sitic	Finance Solutions	25.7%	26.0%	26.7%	26.6%	26.8%	26.49	
Vertical composition	Manufacturing & Hitech	18.3%	18.2%	18.2%	18.6%	18.0%	18.6%	
ž č	Healthcare, Life Sciences & Services	11.7%	11.2%	10.8%	10.3%	10.6%	10.6%	
0	Retail, Consumer Goods & Transportation Energy, Natural Resources & Utilities	14.1% 16.4%	13.9% 16.8%	14.0% 16.0%	14.7% 16.0%	14.5% 16.2%	14.6% 16.1%	
							,	
٩	Geography							
Comp	Americas	51.4%	51.0%	49.8%	49.8%	50.0%	49.9%	
0	Europe	27.6%	27.8%	29.6%	29.4%	30.0%	29.6%	
Geo	India & Middle East business APAC and Other Emerging Markets	9.6% 11.4%	9.2% 12.0%	9.1% 11.5%	8.6% 12.2%	8.8% 11.2%	8.5% 12.0%	
0					12.2/0			
uidance	Guidance (\$MN) Guidance restated based on actual currency realized	1,808-1,842 1,767-1,801	1,770-1,810 1,749-1,788	1,715-1,755 1,730-1,770		1,712-1,745 1,715-1,748	1,660-1,690	
Guid	(\$MN) IT Services Revenues (\$M)	1,795.4	1,771.5	1,740.2	6,617.9	1,720.2		
		1,795.4	1,771.3	1,740.2	0,017.9	1,720.2	1,678.4	
ips	Customer size distribution (TTM)	10	10	10	10	10	4	
hsh	> \$100M > \$75M	10 16	10 15	10 14	10 14	10 14	1	
atio	> \$50M	31	30	29	29	29	2	
Rela	> \$20M	84	85	84	82	82	8	
erl	> \$10M	153	150	143	143	143	13	
tom	> \$5M	226	225	224	220	220	21	
Customer Relationships	> \$3M	300	292	293	278	278	28	
	> \$1M	526	524	511	<u>501</u>	501	49	
Customer Metrics	Revenue from Existing customers %	97.7%	98.6%	99.6%	98.4%	97.0%	98.1%	
	Number of new customers Total Number of active customers	44 1018	50 1018	35 1022	174 986	59 986	4 96	
		1018	1010	1022	300	300	90	
-								
merl	Customer Concentration						_	
ustomer	Customer Concentration Top customer Top 5	3.8% 12.7%	3.5% 12.9%	3.7% 13.4%	3.7% 13.9%	3.7% 13.9%	3.7% 14.2%	

			FY 14-15			FY 13-14	
		Q3	Q2	Q1	FY	Q4	Q3
	Closing Head Count - IT Services	156,866	154,297	147,452	146,053	146,053	146,402
	Utilization (IT Services excl BPO, IFOX and I&ME*)						
s	Gross Utilization	68.5%	70.0%	68.7%	<mark>66.1%</mark>	67.7%	66.0%
tric	Net Utilization (excl Support)	75.9%	77.5%	76.0%	73.0%	74.9%	72.9%
Me	Net Utilization (Excluding Trainees)	78.8%	79.4%	77.9%	74.6%	76.5%	74.3%
Employee Metrics							
loy	Attrition						
<u> </u>	IT Services excl BPO and I&ME*	40.5%	40 50	10.40/	45.404	45 40/	44.00/
ш	Voluntary TTM	16.5%	16.5%	16.1%		15.1%	
	Voluntary Quarterly Annualized BPO %- Quarterly	16.4% 13.1%	16.9% 12.0%	17.0% 11.8%		15.7% 11.6%	16.3% 12.6%
	BPO % - Post Training Quarterly	9.1%	12.0%	10.1%		8.9%	9.3%
	Sales & Support Staff - IT Services (avg)	9.1% 11,603	11,328	11,174	9.7 % 11,293	0.9 <i>%</i> 11,172	9.3% 11,225
		11,000	11,020	,	11,200	11,172	11,220
	* India & Middle East Business						
B. IT Serv	rices (Excluding Infocrossing, BPO and India & Middle	e East Business)					
ĕ 5	Revenue from FPP	55.1%	53.1%	52.1%	49.4%	51.3%	50.6%
Service delivery	Onsite revenue - % of services	54.3%	53.7%	54.3%	54.1%	54.1%	54.1%
del Se	Off shore revenue - % of services	45.7%	46.3%	45.7%	<mark>45.9%</mark>	45.9%	45.9%
0	Revenue in \$MN*						
ynu x	Onsite	715	693	699	2,715	694	689
Revenue Mix	Offshore	602	597	587	2,305	588	584
Υ.							
	* Revenues from ATCO have been appropriately include	ed from Q3FY15					

Verticals0.6%0.6%0.7%0.7%Global Media & Telecom0.6%8.0%3.4%11.7%Finance Solutions0.2%4.0%2.2%6.2%Manufacturing & Hitech1.6%5.1%3.3%7.7%Healthcare, Life Sciences & Services6.1%18.4%7.5%20.3%Retail, Consumer Goods & Transportation2.7%3.2%5.0%5.3%Energy, Natural Resources & Utilities-0.9%9.2%2.8%13.4%Geography0.6%-0.1%5.2%5.0%11.0%Americas2.0%10.1%2.6%11.0%2.1%Europe0.6%-0.1%5.2%5.0%11.0%India & Middle East business5.7%20.3%7.7%21.1%APAC and Other Emerging Markets5.7%20.3%7.7%21.1%Practices*Global Infrastructure Services3.3%20.5%Advanced Technologies & Solutions-1.1%4.4%BPO0.6%16.8%16.8%Product Engineering3.0%4.4%4.4%ADM-1.5%-14.1%3.8%1.9%		Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
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% 11.0% 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* 3.3% 20.5% 1.1% 4.4% A.6% 16.8% 9% 8.9% 8.9% 4.6% 16.8% 4.6% 14.1% ADM 7.5% 7.4.1% 4.6% 14.9% 4.6% -14.9%	IT Services	1.3%	7.0%	3.7%	9.7%
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% 11.0% 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* 3.3% 20.5% 1.1% 4.4% A.6% 16.8% 9% 8.9% 8.9% 4.6% 16.8% 4.6% 14.1% ADM 7.5% 7.4.1% 4.6% 14.9% 4.6% -14.9%					
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 -0.9% 9.2% 2.8% 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 5.7% 20.3% 7.7% 21.1% Practices* 3.3% 20.5% 1.5% 8.1% Practices* 3.3% 20.5% 4.6% 16.8% BPO 0.8% 8.9% 8.9% 8.9% 4.6% 16.8% 7.5% 14.1% 4.4% 4.4% 4.6% 16.8% 4.6% 14.9% 4.6% 14.9% 4.6%					
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 -0.9% 9.2% 2.8% 13.4% Geography 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 5.7% 20.3% 7.7% 21.1% Practices* 3.3% 20.5% 1.5% 8.1% Practices* 0.8% 8.9% <td< td=""><td></td><td></td><td></td><td></td><td></td></td<>					
Healthcare, Life Sciences & Services 10.0 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 -0.9% 9.2% 2.8% 13.4% 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* 3.3% 20.5% 8.1% 8.1% Business Application Services 3.3% 20.5% 8.1% 8.1% BPO 4.6% 16.8% 9% 8.9% 8.9% 8.9% 8.9% 8.9% 8.9% 8.9% 8.9% 8.9% 8.9% 8.9% 8.1% 7.1.1% 7.5% 7.4.1% 7.5% 7.4.1% 7.4.6% 7.4.6% 7.4.9%		•			
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* 3.3% 20.5% 8.1% 8.1% Business Application Services 0.8% 8.9% 8.9% 8.9% 8.9% BPO 4.6% 16.8% 7.1.1% 4.4% 4.6%	Manufacturing & Hitech	1.6%	5.1%	3.3%	7.7%
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* 3.3% 20.5% 1.5% 8.1% Practices* 0.8% 8.9% 16.8% 16.8% Business Application Services 3.0% 4.4% 4.4% ADM -1.5% -14.1% 4.4% ADM -1.5% -14.1% 4.4% ADM -1.5% -14.1% 4.4%	Healthcare, Life Sciences & Services				
Geography Americas2.0%10.1%2.6%11.0%Europe0.6%-0.1%5.2%5.0%India & Middle East business5.7%20.3%7.7%21.1%APAC and Other Emerging Markets-3.2%1.8%1.5%8.1%Practices* Global Infrastructure ServicesAdvanced Technologies & Solutions-1.1%4.4%Business Application Services0.8%8.9%8.9%BPO4.6%16.8%9%Product Engineering3.0%4.4%4.4%ADM-1.5%-14.1%R&D Business1.9%3.8%Consulting-4.6%-14.9%-14.9%-14.9%	Retail, Consumer Goods & Transportation	2.7%	3.2%	5.0%	5.3%
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% 8.1% Advanced Technologies & Solutions -1.1% 4.4% 8.9% 8.9% 4.6% 16.8% A.4%	Energy, Natural Resources & Utilities	-0.9%	9.2%	2.8%	13.4%
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% 8.1% Advanced Technologies & Solutions -1.1% 4.4% 8.9% 8.9% 4.6% 16.8% A.4%	Geography		1		
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India & Middle East business5.7%20.3%7.7%21.1%APAC and Other Emerging Markets5.7%20.3%7.7%21.1%APAC and Other Emerging Markets-3.2%1.8%1.5%8.1%Practices*3.3%20.5%1.8%8.9%Global Infrastructure Services0.8%8.9%8.9%Advanced Technologies & Solutions-1.1%4.4%4.6%Business Application Services0.8%8.9%8.9%BPO4.6%16.8%4.6%16.8%Product Engineering3.0%4.4%4.4%ADM-1.5%-14.1%4.6%R&D Business1.9%3.8%4.6%Consulting-4.6%-14.9%-					
APAC and Other Emerging Markets-3.2%1.8%1.5%EntriesPractices* Global Infrastructure Services3.3%20.5%Advanced Technologies & Solutions-1.1%4.4%Business Application Services0.8%8.9%BPO4.6%16.8%Product Engineering3.0%4.4%ADM-1.5%-14.1%R&D Business1.9%3.8%Consulting-4.6%-14.9%					
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Global Infrastructure Services3.3%20.5%Advanced Technologies & Solutions-1.1%4.4%Business Application Services0.8%8.9%BPO4.6%16.8%Product Engineering3.0%4.4%ADM-1.5%-14.1%R&D Business1.9%3.8%Consulting-4.6%-14.9%					
Advanced Technologies & Solutions-1.1%4.4%Business Application Services0.8%8.9%BPO4.6%16.8%Product Engineering3.0%4.4%ADM-1.5%-14.1%R&D Business1.9%3.8%Consulting-4.6%-14.9%	Practices*				
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%	Global Infrastructure Services	3.3%	20.5%		
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%	Advanced Technologies & Solutions	-1.1%	4.4%		
Product Engineering 3.0% 4.4% ADM -1.5% -14.1% R&D Business 1.9% 3.8% Consulting -4.6% -14.9%	Business Application Services	0.8%	8.9%		
ADM -1.5% -14.1% R&D Business 1.9% 3.8% Consulting -4.6% -14.9%	BPO	4.6%	16.8%		
R&D Business1.9%3.8%Consulting-4.6%-14.9%	Product Engineering	3.0%	4.4%		
Consulting -4.6% -14.9%	ADM	-1.5%	-14.1%		
	R&D Business	1.9%	3.8%		
Constant currency revenues for any quarter is the product of volumes in that quarter times the average actual exchange rate of previous quarter.	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.					
	Constant currency revenues for any quarter is the product of v	olumes in that quarter tim	es the average actu	al exchange rate of prev	rious quarter.

Page 2 of 2