Wipro Limited								
A 17 Com	Opera	esults for the Qua ting Metrics Perta		,	<u>nts</u>			
A. IT Serv	Vices			FY 13-14			FY 12	2-13
		FY	Q4	Q3	Q2	Q1	FY	Q4
ళ	IT Services Revenues (\$M)	6,617.9	1,720.2	1,678.4	1,631.1	1,588.3	6,217.8	1,585.1
Revenue & OM%	Sequential Growth	6.4%	2.5%	2.9%	2.7%	0.2%	5.0%	0.5%
Rev	Operating Margin%	<mark>22.6%</mark>	24.5%	23.0%	22.5%	20.0%	20.7%	20.2%
	Practices							
Value added services composition	Global Infrastructure Services	24.6%	25.0%	24.9%	24.2%	24.2%	23.6%	24.5%
on	Analytics and Information Management Business Application Services	7.3% 31.7%	7.1% 31.8%	7.2% 31.7%	7.4% 31.9%	7.5% 31.3%	7.1% 31.0%	7.1% 31.4%
e added serv composition	BPO	8.9%	9.5%	8.7%	31.9% 8.6%	8.8%	8.7%	31.47 8.8%
dde	Product Engineering	7.6%	7.6%	7.6%	7.6%	7.5%	7.9%	7.5%
core	ADM	19.9%	19.0%	19.9%	20.3%	20.7%	21.7%	20.7%
/alı	R&D Business	10.2%	9.8%	10.1%	10.6%	10.2%	11.1%	10.4%
-	Consulting	2.4%	2.2%	2.4%	2.5%	2.5%	2.4%	2.4%
	Verticals							
c	Global Media & Telecom	13.8%	13.9%	13.7%	13.9%	13.6%	14.3%	13.8%
itio	Finance Solutions	26.6%	26.8%	26.4%	26.4%	26.5%	26.6%	26.3%
Vertical	Manufacturing & Hitech	18.6%	18.0%	18.6%	19.0%	19.1%	19.1%	19.3%
Vertical composition	Healthcare, Life Sciences & Services	10.3%	10.6%	10.6%	10.1%	9.8%	9.9%	10.1%
õ	Retail, Consumer Goods & Transportation	14.7%	14.5%	14.6%	14.8%	15.1%	15.1%	15.1%
0								
	Energy, Natural Resources & Utilities	16.0%	16.2%	16.1%	15.8%	15.9%	15.0%	
	Energy, Natural Resources & Utilities							
-	Energy, Natural Resources & Utilities Geography	16.0%	16.2%	16.1%	15.8%	15.9%	15.0%	15.4%
-	Energy, Natural Resources & Utilities Geography Americas	16.0% 49.8%	16.2% 50.0%	16.1% 49.9%	15.8% 49.8%	<u>15.9%</u> 49.7%	15.0% 50.7%	15.4%
-	Energy, Natural Resources & Utilities Geography	16.0%	16.2%	16.1%	15.8%	15.9%	15.0%	15.4%
Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe	16.0% 49.8% 29.4%	16.2% 50.0% 30.0%	16.1% 49.9% 29.6%	15.8% 49.8% 28.9%	15.9% 49.7% 29.0%	15.0% 50.7% 28.6%	15.4% 50.1% 28.5% 9.4%
Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN)	16.0% 49.8% 29.4% 8.6%	16.2% 50.0% 30.0% 8.8%	16.1% 49.9% 29.6% 8.5%	15.8% 49.8% 28.9% 8.3%	15.9% 49.7% 29.0% 8.8%	15.0% 50.7% 28.6% 8.9%	15.4% 50.1% 28.5%
Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN) Guidance restated based on actual currency realized	16.0% 49.8% 29.4% 8.6%	16.2% 50.0% 30.0% 8.8% 11.2%	16.1% 49.9% 29.6% 8.5% 12.0%	15.8% 49.8% 28.9% 8.3% 13.0%	15.9% 49.7% 29.0% 8.8% 12.5%	15.0% 50.7% 28.6% 8.9%	15.4% 50.1% 28.5% 9.4% 12.0%
-	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN)	16.0% 49.8% 29.4% 8.6%	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690	15.8% 49.8% 28.9% 8.3% 13.0% 1,620-1,650	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610	15.0% 50.7% 28.6% 8.9%	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625
Guidance Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN) Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M)	16.0% 49.8% 29.4% 8.6% 12.2%	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745 1,715-1,748	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690 1,671-1,701	15.8% 49.8% 28.9% 8.3% 13.0% 1,620-1,650 1,612-1,642	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610 1,559-1,594	15.0% 50.7% 28.6% 8.9% 11.7%	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625 1,572-1,612
Guidance Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN) Guidance restated based on actual currency realized (\$MN)	16.0% 49.8% 29.4% 8.6% 12.2%	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745 1,715-1,748	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690 1,671-1,701	15.8% 49.8% 28.9% 3.3% 13.0% 1,620-1,650 1,612-1,642 1,631.1	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610 1,559-1,594	15.0% 50.7% 28.6% 8.9% 11.7%	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625 1,572-1,612 1,585.1
Guidance Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN) Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM)	16.0% 49.8% 29.4% 8.6% 12.2% 6,617.9	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745 1,715-1,748 1,720.2	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690 1,671-1,701 1,678.4	15.8% 49.8% 28.9% 8.3% 13.0% 1,620-1,650 1,612-1,642	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610 1,559-1,594 1,588.3	15.0% 50.7% 28.6% 8.9% 11.7% 6,217.8	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625 1,572-1,612 1,585.1
Guidance Geo Comp	Energy, Natural Resources & Utilities	16.0% 49.8% 29.4% 8.6% 12.2% 6,617.9	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745 1,715-1,748 1,720.2	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690 1,671-1,701 1,678.4	15.8% 49.8% 28.9% 8.3% 13.0% 1,620-1,650 1,612-1,642 1,631.1	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610 1,559-1,594 1,588.3	15.0% 50.7% 28.6% 8.9% 11.7% 6,217.8	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625 1,572-1,612 1,585.1
Relationships Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN) Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$20M	16.0% 49.8% 29.4% 8.6% 12.2% 6,617.9	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745 1,715-1,748 1,720.2 10 14 29 82	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690 1,671-1,701 1,678.4 11 15 28 80	15.8% 49.8% 28.9% 8.3% 13.0% 1,620-1,650 1,612-1,642 1,631.1 10 15 27 78	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610 1,559-1,594 1,588.3 10 15 27 76	15.0% 50.7% 28.6% 8.9% 11.7% 6,217.8 10 16 26 76	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625 1,572-1,612 1,585.1 10 10 16 26 76
er Relationships Guidance Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN) Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$20M > \$10M	16.0% 49.8% 29.4% 8.6% 12.2% 6,617.9 10 14 29 82 143	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745 1,715-1,748 1,720.2 10 14 29 82 143	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690 1,671-1,701 1,678.4 11 15 28 80 136	15.8% 49.8% 28.9% 8.3% 13.0% 1,620-1,650 1,612-1,642 1,631.1 10 15 27 78 137	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610 1,559-1,594 1,588.3 10 15 27 76 133	15.0% 50.7% 28.6% 8.9% 11.7% 6,217.8 10 16 26 76 76 133	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625 1,572-1,612 1,585.1 10 16 26 76 133
er Relationships Guidance Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN) Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$20M > \$20M > \$10M > \$5M	16.0% 49.8% 29.4% 8.6% 12.2% 6,617.9 6,617.9	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745 1,715-1,748 1,720.2 10 14 29 82 143 220	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690 1,671-1,701 1,678.4 11 15 28 80 136 218	15.8% 49.8% 28.9% 8.3% 13.0% 1,620-1,650 1,612-1,642 1,631.1 10 15 27 78 137 220	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610 1,559-1,594 1,588.3 10 15 27 76 133 218	15.0% 28.6% 8.9% 11.7% 6,217.8 6,217.8 10 16 26 76 133 213	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625 1,572-1,612 1,585.1 10 16 26 76 133 213
Relationships Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN) Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$20M > \$10M > \$5M > \$3M	16.0% 49.8% 29.4% 8.6% 12.2% 6,617.9 10 14 29 82 143 220 278	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745 1,715-1,748 1,720.2 10 10 14 29 82 143 220 278	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690 1,671-1,701 1,678.4 11 15 28 80 136 218 280	15.8% 49.8% 28.9% 8.3% 13.0% 1,620-1,650 1,612-1,642 1,631.1 10 15 27 78 137 220 282	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610 1,559-1,594 1,588.3 10 15 27 76 133 218 281	15.0% 28.6% 8.9% 11.7% 6,217.8 6,217.8 10 16 26 76 133 213 291	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625 1,572-1,612 1,585.1 10 10 10 10 10 10 10 10 10 10 10 10 10
er Relationships Guidance Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN) Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$20M > \$20M > \$10M > \$5M	16.0% 49.8% 29.4% 8.6% 12.2% 6,617.9 6,617.9	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745 1,715-1,748 1,720.2 10 14 29 82 143 220	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690 1,671-1,701 1,678.4 11 15 28 80 136 218	15.8% 49.8% 28.9% 8.3% 13.0% 1,620-1,650 1,612-1,642 1,631.1 10 15 27 78 137 220	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610 1,559-1,594 1,588.3 10 15 27 76 133 218	15.0% 28.6% 8.9% 11.7% 6,217.8 6,217.8 10 16 26 76 133 213	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625 1,572-1,612 1,585.1 10 10 10 10 10 10 10 10 10 10 10 10 10
Customer Relationships Guidance Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN) Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$20M > \$10M > \$5M > \$3M	16.0% 49.8% 29.4% 8.6% 12.2% 6,617.9 10 14 29 82 143 220 278	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745 1,715-1,748 1,720.2 10 10 14 29 82 143 220 278	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690 1,671-1,701 1,678.4 11 15 28 80 136 218 280	15.8% 49.8% 28.9% 8.3% 13.0% 1,620-1,650 1,612-1,642 1,631.1 10 15 27 78 137 220 282	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610 1,559-1,594 1,588.3 10 15 27 76 133 218 281	15.0% 28.6% 8.9% 11.7% 6,217.8 6,217.8 10 16 26 76 133 213 291	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625 1,572-1,612 1,585.1 10 10 26 77 71 33 213 29 490
Customer Relationships Guidance Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN) Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$20M > \$100M > \$5M > \$20M > \$10M > \$5M > \$3M > \$1M	16.0%	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745 1,715-1,748 1,720.2 10 14 29 82 143 220 278 501	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690 1,671-1,701 1,678.4 11 15 28 80 136 218 280 495	15.8% 49.8% 28.9% 8.3% 13.0% 1,620-1,650 1,612-1,642 1,631.1 10 15 27 78 137 220 282 487	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610 1,559-1,594 1,588.3 10 15 27 76 133 218 281 492	15.0% 50.7% 28.6% 8.9% 11.7% 6,217.8 10 16 26 76 133 213 291 490	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625 1,572-1,612 1,585.1 10 16 26 76 76 133 213 213 214 291 490
Customer Relationships Guidance Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN) Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$20M > \$10M > \$55M > \$3M > \$1M Revenue from Existing customers %	16.0% 49.8% 29.4% 8.6% 12.2% 6,617.9 6,617.9 10 14 29 82 143 220 278 501 98.4%	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745 1,715-1,748 1,720.2 10 10 14 29 82 143 220 278 501 97.0%	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690 1,671-1,701 1,678.4 11 1,678.4 11 15 28 80 136 218 280 495 98.1%	15.8% 49.8% 28.9% 8.3% 13.0% 1,620-1,650 1,612-1,642 1,631.1 10 15 27 78 137 220 282 487 99.1% 45	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610 1,559-1,594 1,588.3 10 15 27 76 133 218 281 492 99.6%	15.0% 50.7% 28.6% 8.9% 11.7% 6,217.8 6,217.8 10 16 26 76 76 73 213 291 490 97.9%	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625 1,572-1,612 1,585-1 1(16 26 76 133 213 213 213 214 29 49 49 49 49 49
Customer Relationships Guidance Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN) Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$20M > \$10M > \$55M > \$30M > \$1M Revenue from Existing customers % Number of new customers Total Number of active customers	16.0% 49.8% 29.4% 8.6% 12.2% 6,617.9 6,617.9 10 14 29 82 143 220 278 501 98.4% 174	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745 1,715-1,748 1,720.2 10 14 29 82 143 220 82 143 220 278 501 97.0% 59	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690 1,671-1,701 1,678.4 11 15 28 80 136 218 80 136 218 280 495	15.8% 49.8% 28.9% 8.3% 13.0% 1,620-1,650 1,612-1,642 1,631.1 10 15 27 78 137 220 282 487 99.1% 45	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610 1,559-1,594 1,588.3 10 15 27 76 133 218 281 492 99.6% 28	15.0% 50.7% 28.6% 8.9% 11.7% 6,217.8 6,217.8 10 16 26 76 133 213 213 213 213 213 213 213 213 213	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625 1,572-1,612 1,585-1 10 10 16 26 77 70 133 213 29 490 96.2% 52
Customer Relationships Guidance Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN) Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$20M > \$10M > \$55M > \$50M > \$20M > \$10M > \$10M > \$55M > \$20M > \$10M > \$10M > \$51M	16.0% 49.8% 29.4% 8.6% 12.2% 6,617.9 6,617.9 10 14 29 82 143 220 278 501 98.4% 174	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745 1,715-1,748 1,720.2 10 14 29 82 143 220 82 143 220 278 501 97.0% 59	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690 1,671-1,701 1,678.4 11 15 28 80 136 218 80 136 218 280 495	15.8% 49.8% 28.9% 8.3% 13.0% 1,620-1,650 1,612-1,642 1,631.1 10 15 27 78 137 220 282 487 99.1% 45	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610 1,559-1,594 1,588.3 10 15 27 76 133 218 281 492 99.6% 28	15.0% 50.7% 28.6% 8.9% 11.7% 6,217.8 6,217.8 10 16 26 76 133 213 213 213 213 213 213 213 213 213	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625 1,572-1,612 1,585.1 10 10 16 26 76 133 213 291 490 96.2% 52 975
er Relationships Guidance Geo Comp	Energy, Natural Resources & Utilities Geography Americas Europe India & Middle East business APAC and Other Emerging Markets Guidance (\$MN) Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$100M > \$75M > \$50M > \$20M > \$10M > \$5M > \$3M > \$11M Revenue from Existing customers % Number of new customers Total Number of active customers Customer Concentration	16.0% 49.8% 29.4% 8.6% 12.2% 6,617.9 6,617.9 10 14 29 82 143 220 278 501 98.4% 174 986	16.2% 50.0% 30.0% 8.8% 11.2% 1,712-1,745 1,715-1,748 1,720.2 10 14 29 82 143 220 278 501 97.0% 59 986	16.1% 49.9% 29.6% 8.5% 12.0% 1,660-1,690 1,671-1,701 1,678.4 11 15 28 80 136 218 280 495 98.1% 42 966	15.8% 49.8% 28.9% 8.3% 13.0% 1,620-1,650 1,612-1,642 1,631.1 10 15 27 78 137 220 282 487 99.1% 45 942	15.9% 49.7% 29.0% 8.8% 12.5% 1,575-1,610 1,559-1,594 1,588.3 10 15 27 76 133 218 281 492 99.6% 28 946	15.0% 28.6% 8.9% 11.7% 6,217.8 10 16 26 76 133 213 291 490 97.9% 192 978	15.4% 50.1% 28.5% 9.4% 12.0% 1,585-1,625 1,572-1,612

		FY 13-14			FY 12-13			
		FY	Q4	Q3	Q2	Q1	FY	Q4
	Closing Head Count - IT Services	146.053	146,053	146,402	147,216	147,281	145,812	145,812
Employee Metrics	Utilization (IT Services excl BPO, IFOX and I&ME*) Gross Utilization Net Utilization (excl Support) Net Utilization (Excluding Trainees) Attrition IT Services excl BPO and I&ME* Voluntary TTM Voluntary Quarterly Annualized Involuntary Quarterly Annualized BPO %- Quarterly BPO % - Post Training Quarterly	66.1% 73.0% 74.6% 15.1% 15.1% 4.7% 12.5% 9.7%	67.7% 74.9% 76.5% 15.1% 15.7% 4.2% 11.6% 8.9%	66.0% 72.9% 74.3% 14.3% 16.3% 4.2% 12.6% 9.3%	66.1% 73.0% 74.3% 13.5% 15.4% 5.6% 12.1% 9.0%	64.7% 71.4% 73.3% 13.2% 13.0% 4.9% 12.3% 10.6%	66.2% 73.1% 76.2% 13.7% 13.8% 3.6% 13.3% 10.5%	64.9% 71.7% 74.6% 13.7% 12.5% 3.7% 12.8% 9.9%
	Sales & Support Staff - IT Services (avg) * India & Middle East Business	11,293	11,172	11,225	11,328	11,447	11,350	11,574
C. IT Serv	vices (Excluding Infocrossing, BPO and India & Middle	East Business)						
Service delivery	Revenue from FPP Onsite revenue - % of services Off shore revenue - % of services	49.4% 54.1% 45.9%	51.3% 54.1% 45.9%	50.6% 54.1% 45.9%	48.2% 54.2% 45.8%	47.4% 53.9% 46.1%	53.6%	48.1% 53.4% 46.6%
Revenue Mix	Revenue in \$MN Onsite Offshore	2,715 2,305	694 588	689 584	679 574	653 560	2,524 2,185	638 557

	Seq %	YoY%	Constant Currency Seq	
IT Services	2.5%	8.5%	2.3%	% 9.3%
	2.070	0.070	2.070	0.070
Verticals				
Global Media & Telecom	4.3%	9.4%	4.4%	10.5%
Finance Solutions	3.9%	10.5%	3.8%	11.0%
Manufacturing & Hitech	-0.9%	1.3%	-0.9%	1.6%
Healthcare, Life Sciences & Services	3.1%	14.3%	2.9%	15.8%
Retail, Consumer Goods & Transportation	1.7%	4.1%	1.7%	6.2%
Energy, Natural Resources & Utilities	2.9%	14.0%	2.2%	13.4%
		1		
Geography				
Americas	2.7%	8.3%	2.9%	8.7%
Europe	4.1%	14.4%	3.1%	8.2%
India & Middle East business	4.7%	0.8%	4.1%	14.7%
APAC and Other Emerging Markets	-4.1%	1.7%	-3.1%	9.7%
Practices		1		[
Global Infrastructure Services	3.1%	10.8%		
Analytics and Information Management	0.2%	8.4%		
Business Application Services	2.7%	9.8%		
вро	12.5%	18.1%		
Product Engineering	2.3%	8.9%		
ADM	-2.1%	-0.4%		
R&D Business	-0.2%	2.0%		
Consulting	-5.3%	-0.3%		