

Wipro Limited

Results for the Quarter ended March 31, 2014
Operating Metrics Pertaining to IT Services Segments

A. IT Services

		FY 13-14					FY 12-13	
		FY	Q4	Q3	Q2	Q1	FY	Q4
Revenue & OM%	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
	Sequential Growth	6.4%	2.5%	2.9%	2.7%	0.2%	5.0%	0.5%
	Operating Margin%	22.6%	24.5%	23.0%	22.5%	20.0%	20.7%	20.2%
Value added services composition	Practices							
	Global Infrastructure Services	24.6%	25.0%	24.9%	24.2%	24.2%	23.6%	24.5%
	Analytics and Information Management	7.3%	7.1%	7.2%	7.4%	7.5%	7.1%	7.1%
	Business Application Services	31.7%	31.8%	31.7%	31.9%	31.3%	31.0%	31.4%
	BPO	8.9%	9.5%	8.7%	8.6%	8.8%	8.7%	8.8%
	Product Engineering	7.6%	7.6%	7.6%	7.6%	7.5%	7.9%	7.5%
	ADM	19.9%	19.0%	19.9%	20.3%	20.7%	21.7%	20.7%
	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%	
Vertical composition	Verticals							
	Global Media & Telecom	13.8%	13.9%	13.7%	13.9%	13.6%	14.3%	13.8%
	Finance Solutions	26.6%	26.8%	26.4%	26.4%	26.5%	26.6%	26.3%
	Manufacturing & Hitech	18.6%	18.0%	18.6%	19.0%	19.1%	19.1%	19.3%
	Healthcare, Life Sciences & Services	10.3%	10.6%	10.6%	10.1%	9.8%	9.9%	10.1%
	Retail, Consumer Goods & Transportation	14.7%	14.5%	14.6%	14.8%	15.1%	15.1%	15.1%
	Energy, Natural Resources & Utilities	16.0%	16.2%	16.1%	15.8%	15.9%	15.0%	15.4%
Geo Comp	Geography							
	Americas	49.8%	50.0%	49.9%	49.8%	49.7%	50.7%	50.1%
	Europe	29.4%	30.0%	29.6%	28.9%	29.0%	28.6%	28.5%
	India & Middle East business	8.6%	8.8%	8.5%	8.3%	8.8%	8.9%	9.4%
	APAC and Other Emerging Markets	12.2%	11.2%	12.0%	13.0%	12.5%	11.7%	12.0%
Guidance	Guidance (\$MN)		1,712-1,745	1,660-1,690	1,620-1,650	1,575-1,610		1,585-1,625
	Guidance restated based on actual currency realized (\$MN)		1,715-1,748	1,671-1,701	1,612-1,642	1,559-1,594		1,572-1,612
	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
Customer Relationships	Customer size distribution (TTM)							
	> \$100M	10	10	11	10	10	10	10
	> \$75M	14	14	15	15	15	16	16
	> \$50M	29	29	28	27	27	26	26
	> \$20M	82	82	80	78	76	76	76
	> \$10M	143	143	136	137	133	133	133
	> \$5M	220	220	218	220	218	213	213
	> \$3M	278	278	280	282	281	291	291
> \$1M	501	501	495	487	492	490	490	
Customer Metrics	Revenue from Existing customers %	98.4%	97.0%	98.1%	99.1%	99.6%	97.9%	96.2%
	Number of new customers	174	59	42	45	28	192	52
	Total Number of active customers	986	986	966	942	946	978	978
	Customer Concentration							
	Top customer	3.7%	3.7%	3.7%	3.8%	3.7%	3.4%	3.6%
	Top 5	13.9%	13.9%	14.2%	13.9%	13.7%	12.9%	13.1%
	Top 10	22.7%	22.6%	23.0%	22.8%	22.5%	21.8%	21.9%

		FY 13-14					FY 12-13	
		FY	Q4	Q3	Q2	Q1	FY	Q4
Employee Metrics	Closing Head Count - IT Services	146,053	146,053	146,402	147,216	147,281	145,812	145,812
	Utilization (IT Services excl BPO, IFOX and I&ME*)							
	Gross Utilization	66.1%	67.7%	66.0%	66.1%	64.7%	66.2%	64.9%
	Net Utilization (excl Support)	73.0%	74.9%	72.9%	73.0%	71.4%	73.1%	71.7%
	Net Utilization (Excluding Trainees)	74.6%	76.5%	74.3%	74.3%	73.3%	76.2%	74.6%
	Attrition							
	IT Services excl BPO and I&ME*							
	Voluntary TTM	15.1%	15.1%	14.3%	13.5%	13.2%	13.7%	13.7%
	Voluntary Quarterly Annualized	15.1%	15.7%	16.3%	15.4%	13.0%	13.8%	12.5%
	Involuntary Quarterly Annualized	4.7%	4.2%	4.2%	5.6%	4.9%	3.6%	3.7%
	BPO %- Quarterly	12.5%	11.6%	12.6%	12.1%	12.3%	13.3%	12.8%
	BPO % - Post Training Quarterly	9.7%	8.9%	9.3%	9.0%	10.6%	10.5%	9.9%
	Sales & Support Staff - IT Services (avg)	11,293	11,172	11,225	11,328	11,447	11,350	11,574
* India & Middle East Business								
C. IT Services (Excluding Infocrossing, BPO and India & Middle East Business)								
Service delivery	Revenue from FPP	49.4%	51.3%	50.6%	48.2%	47.4%	46.4%	48.1%
	Onsite revenue - % of services	54.1%	54.1%	54.1%	54.2%	53.9%	53.6%	53.4%
	Off shore revenue - % of services	45.9%	45.9%	45.9%	45.8%	46.1%	46.4%	46.6%
Revenue Mix	Revenue in \$MN							
	Onsite	2,715	694	689	679	653	2,524	638
	Offshore	2,305	588	584	574	560	2,185	557

Growth Metrics For Quarter ended March 31, 2014				
	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
IT Services	2.5%	8.5%	2.3%	9.3%
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%
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				
Global Infrastructure Services	3.1%	10.8%		
Analytics and Information Management	0.2%	8.4%		
Business Application Services	2.7%	9.8%		
BPO	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%		
Constant currency revenues for the current quarter is the product of volumes in the current quarter times the average actual exchange rate of previous quarter				