## <u>Wipro Limited</u> Results for the Quarter ended June 30, 2015 <u>Operating Metrics Pertaining to IT Services Segment</u>

		FY 15-16 FY 14-15					
		Q1	FY	Q4	Q3	Q2	Q1
Revenue & OM%	IT Services Revenues (\$M)	1,794.1	7,081.6	1,774.5	1,795.4	1,771.5	1,740.2
	Sequential Growth	1.1%	7.0%	-1.2%	1.3%	1.8%	1.2%
	Sequential Growth in Constant Currency	0.2%		1.2%	3.7%	3.0%	0.3%
	Operating Margin%	21.0%	<mark>22.2%</mark>	22.0%	21.8%	22.0%	22.8%
	Practices*						
Service Line Mix	Global Infrastructure Services	28.0%	27.1%	27.9%	27.7%	27.2%	25.5%
	Wipro Analytics	7.5%	<mark>7.1%</mark>	7.1%	7.0%	7.2%	7.1%
	Business Process Services	9.3%	<mark>9.5%</mark>	9.4%	9.5%	9.2%	9.7%
ce	Product Engineering	7.7%	<b>7.1%</b>	7.6%	7.1%	7.0%	6.9%
êr	Application Services	47.5%	49.2%	48.0%	48.7%	49.4%	50.8%
õ	R&D Business	10.3%	<mark>9.8%</mark>	10.2%	9.8%	9.7%	9.5%
	Consulting	1.7%	1.9%	1.8%	1.9%	2.0%	2.0%
	Strategic Business Units						
¥	Global Media & Telecom	13.2%	13.9%	13.5%	13.8%	13.9%	14.3%
Mix	Finance Solutions	26.8%	26.2%	26.5%	25.7%	26.0%	26.7%
SBU	Manufacturing & Hitech Healthcare, Life Sciences & Services	18.6% 11.2%	18.2% 11.4%	18.3% 11.7%	18.3% 11.7%	18.2% 11.2%	18.2% 10.8%
S	Retail, Consumer Goods & Transportation	15.0%	14.1%	14.5%	14.1%	13.9%	10.87
	Energy, Natural Resources & Utilities	15.2%	16.2%	15.5%	16.4%	16.8%	16.0%
Geography Mix	<u>Geography</u> Americas	52.5%	51.0%	51.7%	51.4%	51.0%	49.8%
lix	Europe	25.6%	27.8%	26.3%	27.6%	27.8%	29.6%
°eo eo	India & Middle East business	10.6%	9.7%	10.7%	9.6%	9.2%	9.1%
U	APAC and Other Emerging Markets	11.3%	<mark>11.5%</mark>	11.3%	11.4%	12.0%	11.5%
e	Guidance (\$MN)	1,765-1,793		1,814-1,850	1,808-1,842	1,770-1,810	1,715-1,755
danc	Guidance (awit)	1,703-1,733		.,,	1,000-1,042	1,770-1,010	1,710-1,700
danc	Guidance restated based on actual currency realized						
Guidance	Guidance restated based on actual currency realized (\$MN)	1,781-1,809	7.081.6	1,771-1,806	1,767-1,801	1,749-1,788	1,730-1,770
-	Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M)		7,081.6				1,730-1,770
-	Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM)	1,781-1,809 1,794.1		1,771-1,806 1,774.5	1,767-1,801 1,795.4	1,749-1,788 1,771.5	1,730-1,770 1,740.2
-	Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M)	<b>1,781-1,809</b> <b>1,794.1</b>	11	1,771-1,806 1,774.5 11	<b>1,767-1,801</b> <b>1,795.4</b> 10	1,749-1,788	1,730-1,770 <u>1,740.2</u>
-	Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M	1,781-1,809 1,794.1	, 11 15	<b>1,771-1,806</b> <b>1,774.5</b> 11 15	<b>1,767-1,801</b> <b>1,795.4</b> 10 16	1,749-1,788 1,771.5 10 15	<b>1,730-1,770</b> <b>1,740.2</b>
-	Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M	<b>1,781-1,809</b> <b>1,794.1</b>	11	1,771-1,806 1,774.5 11	<b>1,767-1,801</b> <b>1,795.4</b> 10	<b>1,749-1,788</b> <b>1,771.5</b>	<b>1,730-1,770</b> <u>1,740.2</u> 10 10 10 29
-	Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M	1,781-1,809 1,794.1	11 15 31	1,771-1,806 1,774.5 11 15 31	<b>1,767-1,801</b> <b>1,795.4</b> 10 16 31	1,749-1,788 1,771.5 10 15 30	<b>1,730-1,770</b> <b>1,740.2</b> 1( 14 29 84
-	Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$20M	1,781-1,809 1,794.1 10 17 30 86	11 15 31 86	1,771-1,806 1,774.5 11 15 31 86	1,767-1,801 1,795.4 10 16 31 84	1,749-1,788 1,771.5 10 15 30 85	<b>1,730-1,770</b> <b>1,740.2</b> 10 14 29 84 14
-	Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$20M > \$10M > \$5M > \$3M	1,781-1,809 1,794.1 10 17 30 86 151 244 314	11 15 31 86 150 231 311	1,771-1,806 1,774.5 11 15 31 86 150 231 311	1,767-1,801 1,795.4 10 16 31 84 153 226 300	1,749-1,788 1,771.5 10 15 30 85 150 225 292	<b>1,730-1,770</b> <b>1,740.2</b> 10 14 20 84 14 224 29
Customer Relationships Guidanc	Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$20M > \$10M > \$5M	1,781-1,809 1,794.1 10 17 30 86 151 244	11 15 31 86 150 231	1,771-1,806 1,774.5 11 15 31 86 150 231	1,767-1,801 1,795.4 10 16 31 84 153 226	1,749-1,788 1,771.5 10 15 30 85 150 225	<b>1,730-1,770</b> <b>1,740.2</b> 10 14 26 84 143 224 293
Customer Relationships	Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$50M > \$20M > \$10M > \$5M > \$3M > \$1M Revenue from Existing customers %	1,781-1,809 1,794.1 10 17 30 86 151 244 314 537 99.6%	11 15 31 86 150 231 311 542 <b>98.1%</b>	1,771-1,806 1,774.5 11 15 31 86 150 231 311 542 <b>96.7%</b>	1,767-1,801 1,795.4 10 16 31 84 153 226 300 526 97.7%	1,749-1,788 1,771.5 10 15 30 85 150 225 292 524 98.6%	<b>1,730-1,770</b> <b>1,740.2</b> 1( 14 25 84 14( 22 29( 51) <b>99.6</b> %
Customer Relationships	Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$20M > \$10M > \$5M > \$3M > \$1M Revenue from Existing customers % Number of new customers	1,781-1,809 1,794.1 10 17 30 86 151 244 314 537 99.6% 36	11 15 31 86 150 231 311 542 98.1% 194	1,771-1,806 1,774.5 11 15 31 86 150 231 311 542 96.7% 65	1,767-1,801 1,795.4 10 16 31 84 153 226 300 526 97.7% 44	1,749-1,788 1,771.5 10 15 30 85 150 225 292 524 98.6% 50	1,730-1,770 1,740.2 10 14 29 84 14 224 293 51 51 99.6% 35
Customer Relationships	Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$50M > \$20M > \$10M > \$5M > \$3M > \$1M Revenue from Existing customers %	1,781-1,809 1,794.1 10 17 30 86 151 244 314 537 99.6%	11 15 31 86 150 231 311 542 <b>98.1%</b>	1,771-1,806 1,774.5 11 15 31 86 150 231 311 542 <b>96.7%</b>	1,767-1,801 1,795.4 10 16 31 84 153 226 300 526 97.7%	1,749-1,788 1,771.5 10 15 30 85 150 225 292 524 98.6%	1,730-1,770 1,740.2 10 14 29 84 14 224 299 51 99.6% 38
Customer Relationships	Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$20M > \$10M > \$5M > \$3M > \$1M Revenue from Existing customers % Number of new customers Total Number of active customers	1,781-1,809 1,794.1 10 17 30 86 151 244 314 537 99.6% 36	11 15 31 86 150 231 311 542 98.1% 194	1,771-1,806 1,774.5 11 15 31 86 150 231 311 542 96.7% 65	1,767-1,801 1,795.4 10 16 31 84 153 226 300 526 97.7% 44	1,749-1,788 1,771.5 10 15 30 85 150 225 292 524 98.6% 50	1,730-1,770 1,740.2 10 14 29 84 14 224 299 51 99.6% 38
Customer Relationships	Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$20M > \$10M > \$5M > \$3M > \$1M Revenue from Existing customers % Number of new customers Total Number of active customers Customer Concentration	1,781-1,809 1,794.1 10 17 30 86 151 244 314 537 99.6% 36 1071	11 15 31 86 150 231 311 542 <b>98.1%</b> <b>194</b> <b>1054</b>	1,771-1,806 1,774.5 11 15 31 86 150 231 311 542 96.7% 65 1054	1,767-1,801 1,795.4 10 16 31 84 153 226 300 526 97.7% 44 1018	1,749-1,788 1,771.5 10 15 30 85 150 225 292 524 98.6% 50 1018	1,730-1,770 1,740.2 1( 14 29 84 14 224 293 511 99.6% 38 1022
Customer Relationships	Guidance restated based on actual currency realized (\$MN) IT Services Revenues (\$M) Customer size distribution (TTM) > \$100M > \$75M > \$50M > \$20M > \$10M > \$5M > \$3M > \$1M Revenue from Existing customers % Number of new customers Total Number of active customers	1,781-1,809 1,794.1 10 17 30 86 151 244 314 537 99.6% 36	11 15 31 86 150 231 311 542 98.1% 194	1,771-1,806 1,774.5 11 15 31 86 150 231 311 542 96.7% 65	1,767-1,801 1,795.4 10 16 31 84 153 226 300 526 97.7% 44	1,749-1,788 1,771.5 10 15 30 85 150 225 292 524 98.6% 50	1,730-1,770 1,740.2 10 12 10 14 29 84 143 224 293 511 99.6% 35 1022 3.7%
-	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 % Number of new customers Total Number of active customers Customer Concentration Top customer	1,781-1,809 1,794.1 10 17 30 86 151 244 314 537 99.6% 36 1071 3.3%	11 15 31 86 150 231 311 542 <b>98.1%</b> <b>194</b> <b>1054</b> <b>3.7%</b>	1,771-1,806 1,774.5 11 15 31 86 150 231 311 542 96.7% 65 1054 3.8%	1,767-1,801 1,795.4 10 16 31 84 153 226 300 526 97.7% 44 1018 3.8%	1,749-1,788 1,771.5 10 15 30 85 150 225 292 524 98.6% 50 1018 3.5%	1,710 1,730 1,730-1,770 1,740.2 1,740.2 1,740.2 14 293 511 99.6% 35 1022 3.7% 13.4% 21.8%

		FY 15-16	FY 14-15				
		Q1	FY	Q4	Q3	Q2	Q1
v	% of Revenue						
	USD	61%	58%	59%	58%	56%	57%
ŝ	GBP	14%	15%	14%	14%	15%	16%
S	EUR	7%	8%	7%	8%	8%	8%
Currency Mix	INR	6%	7%	8%	7%	7%	7%
L L	AUD	4%	4%	4%	4%	5%	5%
0	CAD	2%	2%	2%	3%	3%	1%
	Others	6%	6%	6%	6%	6%	6%
	Closing Head Count - IT Services	161,789	158,217	158,217	156,866	154,297	147,452
	Utilization	,	,		,		,
	(IT Services excl BPO, IFOX & I&ME*)						
	Gross Utilization	71.3%	69.4%	70.5%	68.5%	70.0%	68.7%
ics	Net Utilization (excl Support)	79.4%	76.8%	78.0%	75.9%	77.5%	76.0%
Employee Metrics	Net Utilization (Excluding Trainees)	81.9%	79.1%	80.5%	78.8%	79.4%	77.9%
≥ 9		011070		001070	101070	1011/0	111070
Š	Attrition						
blq	IT Services excl BPO and I&ME						
E L	Voluntary TTM	16.4%	16.5%	16.5%	16.5%	16.5%	16.1%
_	Voluntary Quarterly Annualized	16.4%	16.5%	15.6%	16.4%	16.9%	17.0%
	BPO %- Quarterly	12.0%	12.8%	13.3%	13.1%	12.0%	11.8%
	BPO % - Post Training Quarterly	9.3%	9.9%	9.6%	9.1%	10.0%	10.1%
	Sales & Support Staff - IT Services (avg)	12,517	11,433	11,629	11,603	11,328	11,174
*India & Middle-East Business							
B. IT Services (Excluding Infocrossing, BPO and India & Middle East Business)							
.8 ≿	Revenue from FPP	54.5%	54.0%	55.5%	55.1%	53.1%	52.1%
Service delivery	Onsite revenue - % of services	54.6%	54.0%	53.7%	54.3%	53.7%	54.3%
Se de	Off shore revenue - % of services	45.4%	46.0%	46.3%	45.7%	46.3%	45.7%

Growth Metrics For Quarter ended June 30, 2015						
	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %		
IT Services	1.1%	3.1%	0.2%	8.1%		
Vetical		1				
<u>Verticals</u> Global Media & Telecom	-0.7%	-5.1%	-1.8%	1.9%		
Finance Solutions	2.0%	-3.1%	1.3%	7.5%		
Manufacturing & Hitech	2.6%	5.3%	2.1%	10.3%		
Healthcare, Life Sciences & Services	-3.2%	7.6%	-3.9%	10.3%		
Retail, Consumer Goods & Transportation	-3.2 %	10.5%	4.5%	14.7%		
Energy, Natural Resources & Utilities	-1.1%	-2.0%	-3.0%	5.0%		
Energy, Natural Resources & Utilities	-1.1%	-2.0%	-3.0%	5.0%		
Geography		1				
Americas	2.8%	8.6%	2.6%	9.9%		
Europe	-1.9%	-11.0%	-5.3%	-2.2%		
India & Middle East business	0.5%	20.6%	1.7%	25.2%		
APAC and Other Emerging Markets	1.0%	1.5%	0.4%	13.3%		
				•		
Practices*						
Global Infrastructure Services	1.6%	13.2%				
Wipro Analytics	5.8%	7.6%				
Business Process Services	0.4%	-1.1%				
Product Engineering	2.3%	14.0%				
Application Services	0.1%	-3.3%				
R&D Business	2.0%	11.5%				
Consulting	-4.5%	-11.3%				
Constant currency revenues for a period is the product of volume comparative period.	es in that period times the	e average actual e	xchange rate of the co	prresponding		
*Effective April 2015, Wipro realigned its service lines. The realic	aned numbers are being	represented after r	earoupina for prior pe	riods		

Annexure to Datasheet							
Segment-wise breakup of Cost of Revenues, S&M and G&A	Q1 FY 15-16 (INR Mn.)						
Particulars	IT Services	IT Products	Reconciling Items	Total			
Cost of revenues	77,363	7,418	6	84,787			
Selling and marketing expenses	7,438	333	272	8,044			
General and administrative expenses	6,694	283	(124)	6,853			
Total	91,495	8,035	155	99,684			