FY 16-17         FY 16-17         FY 15-16           01         FY         04         0.3         0.2           9         02         01         FY         04         0.3         0.2           9         02         01         1.930.8         7.346.3         1.830.3         1.831.9           Sequential Growth         Constant Currency*         2.6%         3.7%         2.4%         0.3%         2.1%           Operating Margin%**         17.8%         20.2%         19.7%         19.3%         20.4%           Margin Carloss         7.4%         7.4%         7.2%         7.4%         7.5%           Analytics         7.4%         7.4%         7.2%         7.4%         7.5%           Application Services         12.3%         9.8%         10.6%         9.8%         28.9%         28.1%         28.0%           Business Process Services         12.3%         12.4%         9.8%         16.5%         16.3%         16.4%         16.5%         16.2%           Communications         7.6%         7.6%         7.7%         7.7%         7.6%         17.3%         12.0%         14.4%         14.7%           Finance Solutions         15.8%         16.3% </th <th colspan="8"><u>Wipro Limited</u> Results for the Quarter ended June 30, 2016 Operating Metrics Pertaining to IT Services Segment</th>	<u>Wipro Limited</u> Results for the Quarter ended June 30, 2016 Operating Metrics Pertaining to IT Services Segment							
Other         PY         Od         Q3         O2           If Services Revenues (\$M)         1,930.8         7,346.3         1,882.0         1,831.9           Sequential Growth in Constant Currency*         2,0%         7,6%         2,7%         1,4%         3,1%           Operating Margin%**         17,8%         20.2%         19,7%         19,9%         20.4%           Margins         Practices*         7,4%         7,4%         7,2%         7,4%         7,5%           Analytics         7,4%         7,4%         7,2%         7,4%         7,5%         46,6%           Business Process Services         12,9%         9,8%         10,6%         9,8%         9,8%         28,9%	A. IT Services							
Beguential Growth         2.2%         3.7%         2.4%         0.3%         2.1%           Sequential Growth in Constant Currency*         2.0%         7.6%         2.7%         2.1%         3.1%         2.1%           Operating MarginX**         17.8%         2.0%         7.6%         2.7%         1.4%         3.1%           Application Services         17.8%         2.0.2%         19.7%         19.9%         4.6%           Business Process Services         12.9%         0.8%         0.0%         8.0%         8.0%         8.0%         8.0%         8.0%         8.0%         8.0%         8.0%         8.0%         7.7%         7.8%         2.8%         2.8.9%         2.8.1%         2.8.9%         2.8.1%         2.8.9%         2.8.1%         2.8.9%         2.8.1%         2.8.9%         2.8.1%         2.8.9%         2.8.1%         2.8.9%         2.8.1%         2.8.9%         2.8.1%         2.8.9%         2.8.1%         2.8.9%         2.8.1%         2.8.9%         2.8.1%         2.8.9%         2.8.1%         2.8.9%         2.8.1%         2.8.9%         2.8.1%         2.8.7%         2.8.9%         2.8.7%         2.8.7%         2.8.7%         2.8.7%         2.8.7%         2.8.7%         2.8.7%         2.8.7%         2.8.				FY	Q4		Q2	Q1
Bage Base Product in Constant Currency*         2.8% 2.1% 2.0%         3.7% 7.6% 2.0%         2.4% 2.1% 2.0%         3.3% 2.1% 2.1%           Monumental Growth in Constant Currency*         17.8%         7.6% 2.0%         17.7%         1.4%         3.1% 3.1%           Monumental Growth in Constant Currency*         17.8%         7.4%         7.2%         1.1%         1.4%           Monumental Growth         Application Services Business Process Services Business Process Services         12.9%         9.8%         10.6%         9.8%         9.8%           Communications         7.4%         7.4%         7.2%         7.7%         7.6%         2.2%           Communications         15.5%         16.3%         16.4%         14.4%         14.4%         14.4%           Monumental Life Sciences & Services Finance Solutions Healthcare, Life Sciences & Services         15.5%         12.2%         22.5%         22.3%         22.5%         22.3%         22.4%         23.4%           Manufacturing & Technology         22.5%         22.3%         22.5%         22.5%         22.8%         22.5%         22.8%         22.5%         23.4%         23.4%           Manufacturing & Technology         1.901-1.939         1.97.41.4%         1.827.41.2%         1.841.2%         1.841.2%           S	IT	Services Revenues (\$M)	1,930.8	7,346.3	1,882.0	1,838.3	1,831.9	1,794.1
Detecting intragriture         11.00%         2.0.2.%         10.1.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         7.4%         7.4%         7.4%         7.4%         7.4%         7.4%         7.5%         Application Services         1.0.7%         1.0.7%         1.0.7%         1.0.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         7.7% <th>i≊ Se</th> <th>equential Growth</th> <th>2.6%</th> <th>3.7%</th> <th>2.4%</th> <th>0.3%</th> <th>2.1%</th> <th>1.1%</th>	i≊ Se	equential Growth	2.6%	3.7%	2.4%	0.3%	2.1%	1.1%
Detecting intragriture         11.00%         2.0.2.%         10.1.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         1.0.7.%         7.4%         7.4%         7.4%         7.4%         7.4%         7.4%         7.5%         Application Services         1.0.7%         1.0.7%         1.0.7%         1.0.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         4.8.7%         7.7% <th>≥ O Se</th> <th>equential Growth in Constant Currency*</th> <th>2.0%</th> <th>7.6%</th> <th>2.7%</th> <th>1.4%</th> <th>3.1%</th> <th>0.2%</th>	≥ O Se	equential Growth in Constant Currency*	2.0%	7.6%	2.7%	1.4%	3.1%	0.2%
States in the second	Ор	perating Margin%**	17.8%	<mark>20.2%</mark>	19.7%	19.9%	20.4%	20.7%
States in the second	≚ Pra	ractices^						
States in the second	≥ An		7.4%	7.4%	7.2%	7.4%	7.5%	7.5%
State sets         Units*** Communications Consumer         7.6% Communications Consumer         7.6% Communications Consumer         7.7% Communications Consumer         7.7% Communic	Ap	pplication Services	44.7%	46.6%	45.3%	46.7%	46.8%	47.5%
Vision         Constance         Constance <thconstance< th=""> <thconstance< th=""> <thcons< th=""><td>9 Bu</td><td>usiness Process Services</td><td>12.9%</td><td><mark>9.8%</mark></td><td>10.6%</td><td>9.8%</td><td>9.8%</td><td>9.3%</td></thcons<></thconstance<></thconstance<>	9 Bu	usiness Process Services	12.9%	<mark>9.8%</mark>	10.6%	9.8%	9.8%	9.3%
Operation         Operation <t< th=""><td>∑ Glo</td><td>lobal Infrastructure Services</td><td></td><td></td><td></td><td></td><td></td><td>28.0%</td></t<>	∑ Glo	lobal Infrastructure Services						28.0%
Sector         Communications         7.6%         7.6%         7.7%	<b>Ծ</b> Pro	roduct Engineering	7.1%	7.9%	8.0%	8.0%	7.9%	7.7%
Summer         Consumer         15.8%         16.3%         16.4%         16.5%         16.2%           Energy, Natural Resources & Utilities         13.2%         14.6%         14.4%         14.4%           Healthcare, Life Sciences & Services         15.3%         12.0%         13.3%         12.0%         11.4%           Manufacturing & Technology         22.5%         23.2%         23.2%         23.2%         23.2%         23.4%           Menicas         Americas         53.5%         52.7%         52.5%         52.8%         25.4%         25.2%         23.2%         23.4%         25.4%         25.4%         25.6%         24.8%         25.2%         23.2%         23.2%         23.2%         23.2%         23.2%         23.4%         25.2%         52.7%         52.5%         52.8%         53.0%         42.8%         25.2%         25.8%								
Benergy, Natural Resources & Utilities         13.2%         14.6%         14.4%         14.7%           Finance Solutions         25.6%         25.3%         25.4%         26.2%         26.2%         26.2%         26.2%         26.2%         26.2%         26.2%         26.2%         23.2							7.6%	7.4%
Bit Amount Section         25.6%         26.3%         25.4%         26.2%         26.7%           Healthcare, Life Sciences & Services         15.3%         12.0%         13.3%         12.0%         11.4%           Manufacturing & Technology         22.5%         23.2%								16.2%
Healthcare, Life Sciences & Services         15.3%         12.0%         13.3%         12.0%         11.4%           Manufacturing & Technology         23.2%         <								15.2%
Manufacturing & Technology         22.5%         23.2%         2								26.8%
Geography Americas         Geography APAC and Other Emerging Markets         53.5% (10.7% (11.2%)         52.7% (10.7% (11.2%)         52.5% (10.9%)         52.8% (11.4%)         53.0% (11.4%)           geography (maia & Middle East business         10.7% (11.2%)         11.0% (10.8%)         11.0%         11.2% (10.6%)           guidance (\$MN) (Guidance restated based on actual currency realized (\$MN)         1,901-1,939 (1,912-1,950         1,875-1,912 (1,869-1,906         1,821-1,858         1,803-1,839 (1,831.4)           structure         1,901-1,939 (\$MN)         1,930.8         7,346.3         1,882.0         1,838.3         1,831.9           structure         1,912-1,950 (\$MN)         1,930.8         7,346.3         1,882.0         1,838.3         1,831.9           structure         1,930.8         7,346.3         1,882.0         1,838.3         1,831.9           structure         1,930.8         7,346.3         1,882.0         1,838.3         1,831.9           structure         1,930.8         7,346.3         1,882.0         1,833.3         1,831.9           structure         1,930.8         7,346.3         1,821.1,857         1,833.3         1,833.3           structure         5100M         33         33         33         32         31           structure								11.2% 23.2%
Americas         Americas         53.5%         52.7%         52.5%         52.8%         53.0%           APAC and Other Emerging Markets         10.7%         11.2%         10.9%         11.4%         11.2%           Burdope         25.4%         25.3%         25.6%         24.8%         25.2%           India & Middle East business         10.4%         10.8%         11.0%         11.0%         11.0%           Guidance (SMN)         1,901-1,939         1,875-1,912         1,841-1,878         1,821-1,857           Guidance restated based on actual currency realized (SMN)         1,912-1,950         1,869-1,906         1,821-1,858         1,803-1,839           T Services Revenues (SM)         1,930.8         7,346.3         1,882.0         1,838.3         1,831.9           Stipper Stopper			22.370	23.270	25.270	23.270	23.476	23.270
India & Induate Last Ousliness         10.4 %         10.4 %         10.4 %         11.0 %<	, <u>Ge</u>		E2 E9/	E0 70/	E0 E0/	50.00/	F2 09/	52.5%
India & Induate Last Ousliness         10.4 %         10.4 %         10.4 %         11.0 %<	.≍ ^⊓							52.5% 11.3%
India & Induste         Last Outsiness         10.4 %         10.4 %         11.0 %		0 0						25.6%
Open process         Description         1,912-1,950         1,869-1,906         1,821-1,858         1,803-1,839           Section Sectin Sectin Sectin Section Section Sectin Sectin Section Section Se	Inc	•						10.6%
Open program         Guidance restated based on actual currency realized (SMN)         1,912-1,950         1,869-1,906         1,821-1,858         1,803-1,839           IT Services Revenues (SM)         1,930.8         7,346.3         1,882.0         1,838.3         1,831.9           Setting Setting Customer size distribution (TTM)         9         10         0		uidance (\$MNI)	1 001-1 030		1 875-1 012	1 8/1-1 878	1 821-1 857	1,765-1,793
In Services Revenues (SM)         1,930.3         7,940.3         1,682.0         1,632.0         1,632.0         1,632.3         1,631.3           g 19 5 \$100M         > \$100M         9<	Gu Gu							
In Services Revendes (3M)         1,30.3         7,340.3         1,80.3         33.3         33.3         33.3         33.3         33.3         33.2         33.1	(\$N		· · ·					1,781-1,809
Operation         9		Services Revenues (\$M)	1,930.8	7,346.3	1,882.0	1,838.3	1,831.9	1,794.1
Stim         Stop         Stop <tt< th=""><th><u>دم</u> Cu</th><th></th><th></th><th></th><th></th><th></th><th></th><th></th></tt<>	<u>دم</u> Cu							
Stim         Stop         Stop <tt< th=""><th>shi &gt; 8</th><th></th><th></th><th></th><th></th><th></th><th></th><th>10</th></tt<>	shi > 8							10
Stim         Stop         Stop <tt< th=""><td>uo &gt; \$</td><td></td><td></td><td></td><td></td><td></td><td></td><td>17</td></tt<>	uo > \$							17
Stim         Stop         Stop <tt< th=""><td>elat</td><td></td><td></td><td></td><td></td><td></td><td></td><td>30</td></tt<>	elat							30
Stim         Stop         Stop <tt< th=""><td>× &gt; \$</td><td></td><td></td><td></td><td></td><td></td><td></td><td>86</td></tt<>	× > \$							86
Stim         Stop         Stop <tt< th=""><td>* &lt;</td><td></td><td></td><td></td><td></td><td></td><td></td><td>151 244</td></tt<>	* <							151 244
Stim         Stop         Stop <tt< th=""><td>sto</td><td></td><td></td><td></td><td></td><td></td><td></td><td>314</td></tt<>	sto							314
Signal       Number of new customers       50       261       119       39       67         Total Number of active customers       1208       1223       1223       1223       1105       1100         Customer Concentration       2.5%       3.1%       2.7%       3.2%       3.1%       11.6%       11.0%       11.5%       11.7%         Top 5       Top 10       17.6%       19.3%       18.2%       19.3%       19.8%         **Effective April 1, 2016, the segment results is measured after including the amortization charge for acquired intangibles to the respective segments. Such costs were	3 / 9						533	537
Sumber of new customers       50       261       119       39       67         Total Number of active customers       1208       1223       1223       1105       1100         Customer Concentration       2.5%       3.1%       2.7%       3.2%       3.1%         Top 5       10.3%       11.6%       11.0%       11.5%       11.7%         Top 10       17.6%       19.3%       18.2%       19.3%       19.8%	Ro	evenue from Existing customers %	99.7%	98.1%	96.5%	97 9%	98.5%	99.6%
Open Section       1208       1223       1223       1105       1100         Customer Concentration       2.5%       3.1%       2.7%       3.2%       3.1%         Top 5       10.3%       11.6%       11.0%       11.5%       11.7%         Top 10       17.6%       19.3%       18.2%       19.3%       19.8%         **Effective April 1, 2016, the segment results is measured after including the amortization charge for acquired intangibles to the respective segments. Such costs were		-						36
**Effective April 1, 2016, the segment results is measured after including the amortization charge for acquired intangibles to the respective segments. Such costs were	Ξ To						1100	1071
*Constant currency revenues for a period is the product of volumes in that period times the average actual exchange rate of the corresponding comparative period structure of the segment results is measured after including the amortization charge for acquired intangibles to the respective segments. Such costs were	Me							
**Effective April 1, 2016, the segment results is measured after including the amortization charge for acquired intangibles to the respective segments. Such costs were	E Cu							
**Effective April 1, 2016, the segment results is measured after including the amortization charge for acquired intangibles to the respective segments. Such costs were								3.3%
*Constant currency revenues for a period is the product of volumes in that period times the average actual exchange rate of the corresponding comparative period strength and the amortization charge for acquired intangibles to the respective segments. Such costs were								12.2%
**Effective April 1, 2016, the segment results is measured after including the amortization charge for acquired intangibles to the respective segments. Such costs were	10	0 10	17.0%	19.3%	18.2%	19.3%	19.8%	20.1%
	*(	Constant currency revenues for a period is the product of volumes	in that period time	es the average a	ctual exchange rate	of the correspond	ding comparative p	eriod.
	Effective /							classified under
***Effective April 1, 2016, we realigned our industry verticals. The Communication Service Provider business unit was regrouped from the former GMT industry vertical in vertical named "Communications". The Media business unit from the former GMT industry vertical has been realigned with the former RCTG industry vertical which has "Consumer Business Unit" industry vertical. Further, the Network Equipment Provider business unit of the former GMT industry vertical has been realigned with the Manuvertical to form the "Manufacturing and Technology" industry vertical.								

		FY16-17	FY 15-16				
		Q1	FY	Q4	Q3	Q2	Q1
Currency Mix	<u>% of Revenue</u> USD GBP EUR	60% 11% 9%	60% 12% 8%	60% 11% 9%	60% 12% 8%	60% 13% 8%	61% 14% 7%
	INR AUD CAD Others	8% 4% 2% 6%	7% 4% 2% 7%	7% 4% 2% 7%	7% 4% 2%	7% 4% 2% 6%	6% 4% 2% 6%
	Closing Head Count - IT Services	173,863	172,912	172,912	170,664	168,396	161,789
Employee Metrics	<u>Utilization</u> ( <u>IT Services excl BPS, IFOX, cellent, HPS &amp; I&amp;ME*)</u> Gross Utilization Net Utilization (excl Support)	69.9% 78.8%	68.8% 76.6%	68.1% 76.1%	66.4% 73.8%	69.5% 77.2%	71.3% 79.4%
	Net Utilization (Excluding Trainees) <u>Attrition</u> IT Services excl BPS, cellent, HPS	79.7%	79.9%	77.5%	78.0%	82.3%	81.9%
	Voluntary TTM Voluntary Quarterly Annualized BPS	16.5% 17.9%	16.1% 16.1%	16.1% 14.9%	16.3% 16.3%	16.3% 17.0%	16.4% 16.4%
	BPS %- Quarterly BPS % - Post Training Quarterly Sales & Support Staff - IT Services (avg)	11.7% 9.0% 14,324	11.0% 9.3% 13,140	11.1% 9.9% <b>13,737</b>	9.9% 8.8% <b>13,239</b>	10.2% 8.5% <b>13,068</b>	12.0% 9.3% <b>12,517</b>
						•	
B. IT Services (Excluding Infocrossing, BPS, Designit, cellent, HPS and India & Middle East Business)							
	Revenue from FPP	56.0%		, 56.9%	55.9%	53.4%	54.5%
Service delivery	Onsite Revenue - % of Services	54.4%	54.1%	54.2%	53.8%	53.9%	54.6%
	Off shore Revenue - % of Services	45.6%	45.9%	45.8%	46.2%	46.1%	45.4%

C. Growth Metrics For Quarter ended June 30, 2016						
	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %		
IT Services	2.6%	7.6%	2.0%	9.5%		
		r	1	1		
Verticals	0.001	40.00/	0.49/	44.00/		
Communications	0.2%	10.2%	-0.4%	14.6%		
Consumer Business Unit	-1.1%	5.2%	-1.6%	6.9%		
Energy, Natural Resources & Utilities	-2.7%	-6.2%	-4.1%	-2.8%		
Finance Solutions	3.5%	3.0%	2.9%	5.5%		
Healthcare, Life Sciences & Services	18.0%	46.2%	17.7%	46.6%		
Manufacturing and Technology	-0.6%	4.1%	-0.9%	4.6%		
Geography		1	1	1		
Americas	4.5%	9.7%	4.2%	10.1%		
APAC and Other Emerging Markets	0.7%	2.1%	-0.4%	6.0%		
Europe	1.7%	6.8%	0.5%	10.2%		
India & Middle East business	-2.5%	5.4%	-2.6%	8.7%		

D. Annexure to Datasheet							
Segment-wise breakup of Cost of Revenues, S&M and G&A	M and Q1 FY 16-17 (INR Mn.)						
Particulars	IT Services	IT Products	Reconciling Items	Total			
Cost of revenues	90,497	5,856	36	96,389			
Selling and marketing expenses	9,947	226	(32)	10,141			
General and administrative expenses	7,375	216	8	7,599			
Total	107,819	6,298	11	114,129			