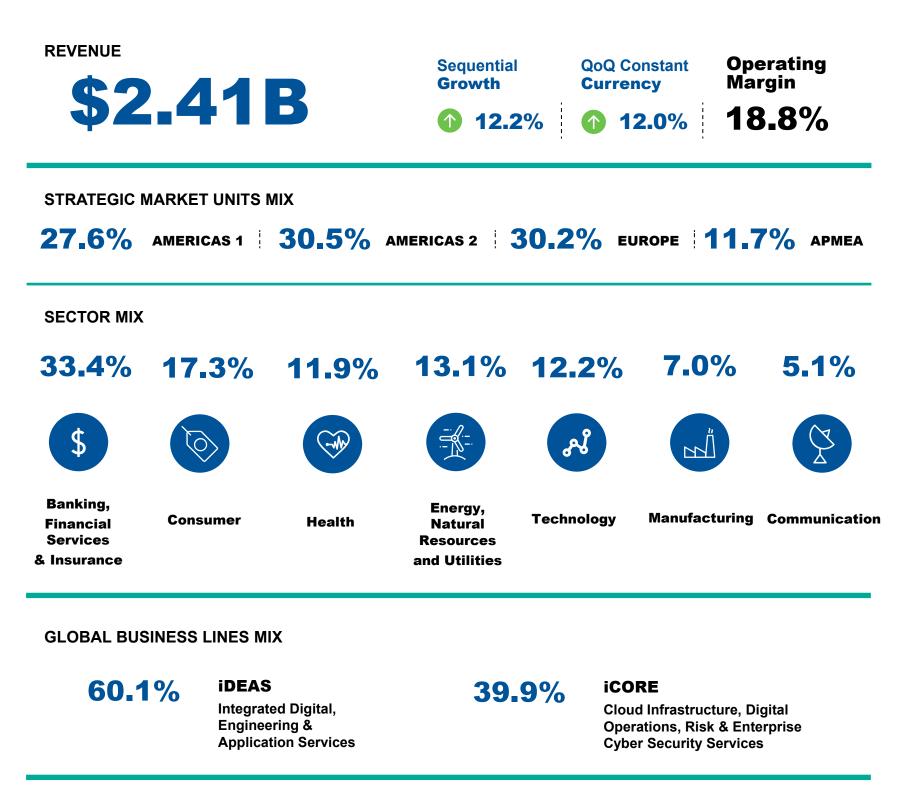


# Wipro Limited

Highlights for the Quarter ended June 30, 2021

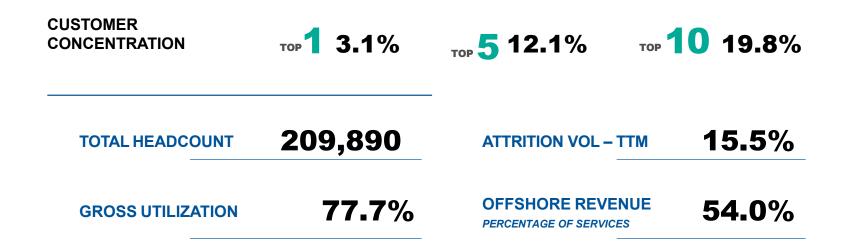


#### OUTLOOK

Revenue from our IT Services business to be in the range of **\$2,535 million to \$2,583 million**\*. This translates to a sequential growth of **5.0% to 7.0%**.

For quarter ended September 30, 2021

\* Outlook is based on the following exchange rates: GBP/USD at 1.40, Euro/USD at 1.21, AUD/USD at 0.77, USD/INR at 73.79 and CAD/USD at 0.81



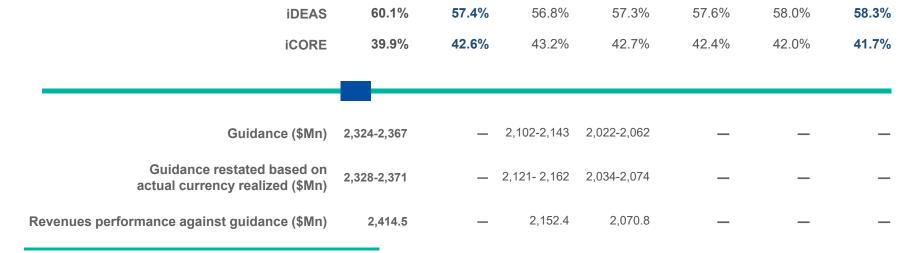
Page 1



## Wipro Limited

Results for the Quarter ended June 30, 2021

	FY 21 – 22			FY 20 – 21		F	Y 19 – 2
A IT Services	<b>Q</b> 1	R FY	<b>4</b> Q4	<b>Q</b> 3	<b>Ç</b> Q2	<b>Q</b> 1	ूर FY
IT Services Revenues (\$Mn) Note 1	2,414.5	8,136.5	2,152.4	2,070.8	1,992.4	1,921.0	8,252.8
Sequential Growth Note 2	12.2%	-1.4%	3.9%	3.9%	3.7%	-7.3%	2.7%
Sequential Growth in Constant Currency Note 3	12.0%	-2.3%	3.0%	3.3%	2.0%	-7.5%	4.1%
Operating Margin % Note 4	18.8%	20.3%	21.0%	21.7%	19.2%	19.1%	18.1%
Strategic Market Units Mix							
Americas 1	27.6%	29.4%	29.2%	29.4%	29.7%	29.2%	29.6%
Americas 2	30.5%	29.7%	29.3%	29.1%	30.1%	30.3%	30.6%
Europe	30.2%	27.3%	28.4%	28.0%	26.1%	26.7%	26.5%
APMEA	11.7%	13.6%	13.1%	13.5%	14.1%	13.8%	13.3%
Sectors Mix							
Banking, Financial Services and Insurance	33.4%	30.7%	30.5%	30.5%	31.2%	30.7%	31.1%
Consumer	17.3%	16.4%	17.0%	16.4%	16.2%	15.9%	16.3%
Health	11.9%	13.5%	13.0%	13.9%	13.7%	13.5%	13.2%
Energy, Natural Resources and Utilities	13.1%	13.1%	13.2%	13.1%	12.9%	13.2%	12.8%
Technology	12.2%	13.0%	13.4%	12.6%	12.5%	13.5%	12.8%
Manufacturing	7.0%	8.1%	7.9%	8.3%	8.2%	8.1%	8.1%
	5.1%	5.2%	5.0%	5.2%	5.3%	5.1%	5.7%



**Note 1:** The revenue from prior period has been restated due to change in revenue segment policy. For details, please refer the segment notes in IFRS financials **Note 2**: YoY growth rates for FY20 have been adjusted for the impact of divestments

**Note 3:** Constant currency (CC) revenue for a period is the product of volumes in that period times the average actual exchange rate of the corresponding comparative period **Note 4**: IT Services Operating Margin refers to Segment Results Total as reflected in IFRS financials

	FY 21 – 22			FY 20 – 21		F	FY 19 – 2
	¢	R	•	7	<b>G</b>	¢	Å
	Q1	FY	Q4	Q3	Q2	Q1	FY
Customer size distribution (TTM)							
> \$100Mn	13	11	11	10	11	13	1
> \$75Mn	27	27	27	24	24	22	2
> \$50Mn	42	40	40	38	39	39	4
> \$20Mn	95	93	93	97	100	97	9
> \$10Mn	176	167	167	168	166	163	16
> \$5Mn	273	257	257	260	257	258	26
> \$3Mn	361	349	349	341	342	348	34
> \$1Mn	601	566	566	567	573	577	57
Revenue from Existing customers %	97.2%	98.0%	96.4%	97.4%	98.6%	99.7%	98.1
Number of new customers	129	280	52	89	97	42	24
Total Number of active customers	1,229	1,120	1,120	1,136	1,089	1,004	1,0
Customer Concentration							
Top customer	3.1%	3.1%	3.1%	3.1%	3.2%	3.2%	3.2
Тор 5	12.1%	12.1%	12.2%	11.9%	12.0%	12.3%	12.8
Тор 10	19.8%	19.5%	19.5%	18.9%	19.6%	20.3%	19.7
			101070	101070	101070	2010/0	
% of Revenue							
USD	58%	61%	60%	61%	62%	63%	63
GBP	12%	10%	11%	10%	10%	10%	10
EUR	10%	8%	8%	8%	8%	8%	8
INR	4%	5%	5%	4%	5%	5%	4
AUD	5%	5%	5%	5%	5%	5%	5
CAD	4%	3%	3%	3%	2%	2%	3
Others	7%	8%	8%	9%	8%	7%	7
Closing Employee Count	209,890	197,712	197,712	190,308	185,243	181,804	182,8

### Utilization

(IT Services excl. DOP, Designit, Cellent, Cooper, Topcoder, Rational,

ITI, IVIA, 4C, Eximius, Encore & Capco)							
Gross Utilization	77.7%	75.7%	76.7%	74.8%	76.4%	75.0%	72.2%
Net Utilization (Excluding Trainees)	86.8%	85.9%	86.0%	86.3%	86.9%	84.5%	82.3%
Attrition							
Voluntary TTM (IT Services excl. DOP)	15.5%	12.1%	12.1%	11.0%	11.0%	13.0%	14.7%
DOP % — Post Training Quarterly	8.0%	6.3%	7.4%	7.0%	6.1%	4.4%	10.1%

В

## **IT Services**

(Excluding DOP, Designit, Cellent, Cooper, Topcoder, Rational, ITI, IVIA, 4C, Eximius, Encore & Capco)

Revenue from FPP	63.1%	62.0%	63.0%	62.7%	60.4%	61.8%	63.1%
Offshore Revenue — % of Services	54.0%	52.6%	54.5%	53.9%	51.9%	50.0%	48.9%

С

### **Growth Metrics**

for the Quarter ended June 30, 2021 Note 3

	Q1'22 Reported QoQ%	Q1'22 Reported YoY%	Q1'22 CC QoQ%	Q1'22 CC YoY%
IT Services	12.2%	25.7%	12.0%	21.3%
Strategic Market Units				
Americas 1	5.9%	18.8%	5.4%	18.0%
Americas 2	16.9%	26.7%	16.4%	24.0%
Europe	19.2%	42.0%	19.0%	32.5%
APMEA	0.4%	6.6%	1.3%	0.8%
Sectors				
Banking, Financial Services and Insurance	23.0%	37.0%	22.4%	31.3%
Consumer	14.1%	37.0%	14.1%	33.5%
Health	2.6%	10.3%	2.6%	8.9%
Energy, Natural Resources and Utilities	11.8%	24.8%	11.1%	16.4%
Technology	2.5%	13.8%	2.7%	12.3%
Manufacturing	-1.1%	8.3%	-1.1%	5.0%
Communications	12.4%	24.9%	12.8%	19.0%
Global Business Lines				
iDEAS	18.6%	30.3%	18.3%	25.3%
iCORE	3.8%	19.4%	3.7%	15.9%

**D** Annexure to Datasheet

Segment-wise breakup of Cost of Revenues, S&M and G&A

Particulars	IT Services	IT Products	ISRE	Reconciling Items	Total
Cost of revenues	124,761	1,382	1,415	9	127,567
Selling and marketing expenses	12,953	26	34	4	13,017
General and administrative expenses	10,591	(44)	13	(30)	10,530
Total	148,305	1,364	1,462	(17)	151,114