

Wipro Limited

**Results for the Quarter ended June 30, 2014**  
**Operating Metrics Pertaining to IT Services Segments**

**A. IT Services**

		FY 14-15	FY 13-14				
		Q1	FY	Q4	Q3	Q2	Q1
Revenue & OM%	IT Services Revenues (\$M)	1,740.2	6,617.9	1,720.2	1,678.4	1,631.1	1,588.3
	Sequential Growth	1.2%	6.4%	2.5%	2.9%	2.7%	0.2%
	Operating Margin%	22.8%	22.6%	24.5%	23.0%	22.5%	20.0%
Value added services composition	<b>Practices*</b>						
	Global Infrastructure Services	25.3%	24.0%	24.3%	24.3%	23.8%	23.7%
	Advanced Technologies & Solutions	11.3%	11.4%	11.3%	11.4%	11.5%	11.4%
	Business Application Services	28.7%	28.5%	28.5%	28.4%	28.7%	28.3%
	BPO	9.7%	8.9%	9.6%	8.7%	8.6%	8.8%
	Product Engineering	7.0%	7.2%	7.2%	7.3%	7.2%	7.2%
	ADM	18.0%	20.0%	19.1%	19.9%	20.2%	20.6%
	R&D Business	9.5%	10.2%	9.8%	10.1%	10.6%	10.2%
Consulting	2.0%	2.4%	2.2%	2.4%	2.5%	2.5%	
Vertical composition	<b>Verticals</b>						
	Global Media & Telecom	14.3%	13.8%	13.9%	13.7%	13.9%	13.6%
	Finance Solutions	26.7%	26.6%	26.8%	26.4%	26.4%	26.5%
	Manufacturing & Hitech	18.2%	18.6%	18.0%	18.6%	19.0%	19.1%
	Healthcare, Life Sciences & Services	10.8%	10.3%	10.6%	10.6%	10.1%	9.8%
	Retail, Consumer Goods & Transportation	14.0%	14.7%	14.5%	14.6%	14.8%	15.1%
	Energy, Natural Resources & Utilities	16.0%	16.0%	16.2%	16.1%	15.8%	15.9%
Geo Comp	<b>Geography</b>						
	Americas	49.8%	49.8%	50.0%	49.9%	49.8%	49.7%
	Europe	29.6%	29.4%	30.0%	29.6%	28.9%	29.0%
	India & Middle East business	9.1%	8.6%	8.8%	8.5%	8.3%	8.8%
	APAC and Other Emerging Markets	11.5%	12.2%	11.2%	12.0%	13.0%	12.5%
Guidance	Guidance (\$MN)	1,715-1,755		1,712-1,745	1,660-1,690	1,620-1,650	1,575-1,610
	Guidance restated based on actual currency realized (\$MN)	1,730-1,770		1,715-1,748	1,671-1,701	1,612-1,642	1,559-1,594
	IT Services Revenues (\$M)	1,740.2	6,617.9	1,720.2	1,678.4	1,631.1	1,588.3
Customer Relationships	<b>Customer size distribution (TTM)</b>						
	> \$100M	10	10	10	11	10	10
	> \$75M	14	14	14	15	15	15
	> \$50M	29	29	29	28	27	27
	> \$20M	84	82	82	80	78	76
	> \$10M	143	143	143	136	137	133
	> \$5M	224	220	220	218	220	218
	> \$3M	293	278	278	280	282	281
> \$1M	511	501	501	495	487	492	
Customer Metrics	Revenue from Existing customers %	99.6%	98.4%	97.0%	98.1%	99.1%	99.6%
	Number of new customers	35	174	59	42	45	28
	Total Number of active customers	1022	986	986	966	942	946
	<b>Customer Concentration</b>						
	Top customer	3.7%	3.7%	3.7%	3.7%	3.8%	3.7%
	Top 5	13.4%	13.9%	13.9%	14.2%	13.9%	13.7%
	Top 10	21.8%	22.7%	22.6%	23.0%	22.8%	22.5%

		FY 14-15	FY 13-14				
		Q1	FY	Q4	Q3	Q2	Q1
Employee Metrics	Closing Head Count - IT Services	147,452	146,053	146,053	146,402	147,216	147,281
	<b>Utilization (IT Services excl BPO, IFOX and I&amp;ME*)</b>						
	Gross Utilization	68.7%	66.1%	67.7%	66.0%	66.1%	64.7%
	Net Utilization (excl Support)	76.0%	73.0%	74.9%	72.9%	73.0%	71.4%
	Net Utilization (Excluding Trainees)	77.9%	74.6%	76.5%	74.3%	74.3%	73.3%
	<b>Attrition</b>						
	<b>IT Services excl BPO and I&amp;ME*</b>						
	Voluntary TTM	16.1%	15.1%	15.1%	14.3%	13.5%	13.2%
	Voluntary Quarterly Annualized	17.0%	15.1%	15.7%	16.3%	15.4%	13.0%
	BPO %- Quarterly	11.8%	12.5%	11.6%	12.6%	12.1%	12.3%
BPO % - Post Training Quarterly	10.1%	9.7%	8.9%	9.3%	9.0%	10.6%	
Sales & Support Staff - IT Services (avg)	11,174	11,293	11,172	11,225	11,328	11,447	
* India & Middle East Business							

### C. IT Services (Excluding Infocrossing, BPO and India & Middle East Business)

Service delivery	Revenue from FPP	52.1%	49.4%	51.3%	50.6%	48.2%	47.4%
	Onsite revenue - % of services	54.3%	54.1%	54.1%	54.1%	54.2%	53.9%
	Off shore revenue - % of services	45.7%	45.9%	45.9%	45.9%	45.8%	46.1%
Revenue Mix	<b>Revenue in \$MN</b>						
	Onsite	699	2,715	694	689	679	653
	Offshore	587	2,305	588	584	574	560

### Growth Metrics For Quarter ended June 30, 2014

	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
<b>IT Services</b>	1.2%	9.6%	0.3%	8.1%
<b>Verticals</b>				
Global Media & Telecom	4.3%	15.4%	3.2%	13.7%
Finance Solutions	0.7%	10.3%	-0.1%	9.0%
Manufacturing & Hitech	2.3%	4.4%	2.1%	3.7%
Healthcare, Life Sciences & Services	2.5%	20.0%	2.1%	19.8%
Retail, Consumer Goods & Transportation	-2.3%	2.1%	-3.2%	1.5%
Energy, Natural Resources & Utilities	0.1%	10.1%	-1.5%	6.3%
<b>Geography</b>				
Americas	0.8%	9.9%	0.6%	10.0%
Europe	-0.3%	11.8%	-1.5%	5.2%
India & Middle East business	5.3%	13.8%	3.4%	16.6%
APAC and Other Emerging Markets	3.5%	0.1%	1.2%	1.7%
<b>Practices*</b>				
Global Infrastructure Services	5.0%	16.7%		
Advanced Technologies & Solutions	1.4%	9.1%		
Business Application Services	2.0%	11.1%		
BPO	2.8%	20.9%		
Product Engineering	-2.3%	6.3%		
ADM	-4.7%	-4.2%		
R&D Business	-1.9%	2.6%		
Consulting	-9.9%	-13.2%		
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				
*Effective April 1, 2014, a new practice Advanced Technologies & Solutions was created by merging Analytics & Information management practice with Advanced Technology Group. Accordingly, the revenues of prior period have been regrouped wherever necessary.				