Wipro Limited

Highlights for the Quarter ended March 31, 2022

REVENUE

$2.72 Bn

Sequential Growth	QoQ Constant Currency	Operating Margin
3.1%	3.1%	17.0%

STRATEGIC MARKET UNITS MIX

28.3% AMERICAS 1	31.0% AMERICAS 2	29.3% EUROPE	11.4% APMEA

SECTOR MIX

35.4%	17.9%	11.5%	11.5%	11.9%	7.0%	4.8%
Banking, Financial Services & Insurance	Consumer	Health	Energy, Natural Resources and Utilities	Technology	Manufacturing	Communication

GLOBAL BUSINESS LINES MIX

61.2% **iDEAS**
Integrated Digital, Engineering & Application Services

38.8% **iCORE**
Cloud Infrastructure, Digital Operations, Risk & Enterprise Cyber Security Services

OUTLOOK

For Quarter ended June 30, 2022

Revenue from our IT Services business to be in the range of **$2,748 million to $2,803 million***. This translates to a sequential growth of **1.0% to 3.0%**.

* Outlook is based on the following exchange rates: GBP/USD at 1.34, Euro/USD at 1.12, AUD/USD at 0.73, USD/INR at 75.26 and CAD/USD at 0.79

CUSTOMER CONCENTRATION

TOP 1	TOP 5	TOP 10
3.2%	12.9%	20.5%

TOTAL HEADCOUNT	243,128	ATTRITION VOL – TTM	23.8%
GROSS UTILIZATION	75.8%	OFFSHORE REVENUE *PERCENTAGE OF SERVICES*	58.3%

Wipro Limited

Highlights for the Year ended March 31, 2022

REVENUE

$10.4 Bn

YoY Growth	YoY Constant Currency	Operating Margin
27.3%	26.9%	17.7%

STRATEGIC MARKET UNITS MIX

27.9%	30.6%	29.9%	11.6%
AMERICAS 1	AMERICAS 2	EUROPE	APMEA

SECTOR MIX

34.7%	17.5%	11.7%	12.2%	12.1%	6.8%	5.0%
Banking, Financial Services & Insurance	Consumer	Health	Energy, Natural Resources and Utilities	Technology	Manufacturing	Communication

GLOBAL BUSINESS LINES MIX

60.9% **iDEAS**
Integrated Digital, Engineering & Application Services

39.1% **iCORE**
Cloud Infrastructure, Digital Operations, Risk & Enterprise Cyber Security Services

CAPITAL ALLOCATION

For Year ended March 31, 2022

The interim dividend of ₹1 and ₹5 declared by the Board at its meetings held on January 14th and March 25th, 2022 shall be considered as the final dividend for the financial year 2021-22

CUSTOMER CONCENTRATION

TOP 1	TOP 5	TOP 10
3.2%	12.5%	20.0%

TOTAL HEADCOUNT	243,128
ATTRITION VOL – TTM	23.8%
GROSS UTILIZATION	76.8%
OFFSHORE REVENUE *PERCENTAGE OF SERVICES*	56.1%

Wipro Limited

Results for the Quarter and Year ended March 31, 2022

A IT Services

	FY 21 – 22 FY	FY 21 – 22 Q4	FY 21 – 22 Q3	FY 21 – 22 Q2	FY 21 – 22 Q1	FY 20 – 21 FY	FY 20 – 21 Q4
IT Services Revenues ($Mn) Note 1	**10,355.9**	**2,721.7**	2,639.7	2,580.0	2,414.5	**8,136.5**	2,152.4
Sequential Growth	**27.3%**	**3.1%**	2.3%	6.9%	12.2%	**-1.4%**	3.9%
Sequential Growth in Constant Currency Note 2	**26.9%**	**3.1%**	3.0%	8.1%	12.0%	**-2.3%**	3.0%
Operating Margin % Note 3	**17.7%**	**17.0%**	17.6%	17.8%	18.8%	**20.3%**	21.0%
Strategic Market Units Mix							
Americas 1	**27.9%**	**28.3%**	28.2%	27.5%	27.6%	**29.4%**	29.2%
Americas 2	**30.6%**	**31.0%**	30.4%	30.6%	30.5%	**29.7%**	29.3%
Europe	**29.9%**	**29.3%**	29.7%	30.2%	30.2%	**27.3%**	28.4%
APMEA	**11.6%**	**11.4%**	11.7%	11.7%	11.7%	**13.6%**	13.1%
Sectors Mix							
Banking, Financial Services and Insurance	**34.7%**	**35.4%**	35.2%	34.8%	33.4%	**30.7%**	30.5%
Consumer	**17.5%**	**17.9%**	17.7%	17.3%	17.3%	**16.4%**	17.0%
Health	**11.7%**	**11.5%**	11.8%	11.7%	11.9%	**13.5%**	13.0%
Energy, Natural Resources and Utilities	**12.2%**	**11.5%**	11.7%	12.3%	13.1%	**13.1%**	13.2%
Technology	**12.1%**	**11.9%**	11.9%	12.2%	12.2%	**13.0%**	13.4%
Manufacturing	**6.8%**	**7.0%**	6.7%	6.7%	7.0%	**8.1%**	7.9%
Communications	**5.0%**	**4.8%**	5.0%	5.0%	5.1%	**5.2%**	5.0%
Global Business Lines Mix							
iDEAS	**60.9%**	**61.2%**	61.0%	61.3%	60.1%	**57.4%**	56.8%
iCORE	**39.1%**	**38.8%**	39.0%	38.7%	39.9%	**42.6%**	43.2%
Guidance ($Mn)	—	**2,692-2,745**	2,631-2,683	2,535-2,583	2,324-2,367	—	2,102-2,143
Guidance restated based on actual currency realized ($Mn)	—	**2,694-2,747**	2,614-2,666	2,504-2,553	2,328-2,371	—	2,121- 2,162
Revenues performance against guidance ($Mn)	—	**2,721.7**	2,639.7	2,580.0	2,414.5	—	2,152.4

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: 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 3: IT Services Operating Margin refers to Segment Results Total as reflected in IFRS financials

	FY 21 – 22					FY 20 – 21	
	FY	Q4	Q3	Q2	Q1	FY	Q4
Customer size distribution (TTM)							
> $100Mn	**19**	**19**	17	15	13	**11**	11
> $75Mn	**29**	**29**	29	28	27	**27**	27
> $50Mn	**50**	**50**	47	44	42	**40**	40
> $20Mn	**117**	**117**	110	100	95	**93**	93
> $10Mn	**194**	**194**	189	182	176	**167**	167
> $5Mn	**297**	**297**	286	279	273	**257**	257
> $3Mn	**410**	**410**	399	390	361	**349**	349
> $1Mn	**679**	**679**	661	623	601	**566**	566
Revenue from Existing customers %	**95.2%**	**93.7%**	94.9%	95.1%	97.2%	**98.0%**	96.4%
Number of new customers	**428**	**116**	67	116	129	**280**	52
Total Number of active customers	**1,369**	**1,369**	1,315	1,284	1,229	**1,120**	1,120
Customer Concentration							
Top customer	**3.2%**	**3.2%**	3.2%	3.1%	3.1%	**3.1%**	3.1%
Top 5	**12.5%**	**12.9%**	12.7%	12.5%	12.1%	**12.1%**	12.2%
Top 10	**20.0%**	**20.5%**	20.2%	20.1%	19.8%	**19.5%**	19.5%
% of Revenue							
USD	**59%**	**60%**	60%	59%	58%	**61%**	60%
GBP	**11%**	**11%**	11%	12%	12%	**10%**	11%
EUR	**10%**	**9%**	10%	10%	10%	**8%**	8%
INR	**5%**	**5%**	5%	4%	4%	**5%**	5%
AUD	**5%**	**5%**	5%	5%	5%	**5%**	5%
CAD	**3%**	**3%**	3%	4%	4%	**3%**	3%
Others	**7%**	**7%**	6%	6%	7%	**8%**	8%
Closing Employee Count	**243,128**	**243,128**	231,671	221,365	209,890	**197,712**	197,712
Sales & Support Staff (IT Services)	**17,691**	**17,691**	17,595	17,051	16,689	**15,368**	15,368
Utilization (IT Services excl. DOP, Designit, Cellent, Cooper, Topcoder, Rational, ITI, IVIA, 4C, Eximius, Encore, Capco, Ampion, Edgile & LeanSwift)							
Gross Utilization	**76.8%**	**75.8%**	75.6%	78.1%	77.7%	**75.7%**	76.7%
Net Utilization (Excluding Trainees)	**86.8%**	**85.2%**	85.8%	89.2%	86.8%	**85.9%**	86.0%
Attrition							
Voluntary TTM (IT Services excl. DOP)	**23.8%**	**23.8%**	22.7%	20.5%	15.5%	**12.1%**	12.1%
DOP % — Post Training Quarterly	**9.0%**	**9.0%**	10.0%	8.7%	8.0%	**6.3%**	7.4%

B IT Services

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

Revenue from FPP	**62.8%**	**62.2%**	63.2%	62.6%	63.1%	**62.0%**	63.0%
Offshore Revenue — % of Services	**56.1%**	**58.3%**	56.3%	55.6%	54.0%	**52.6%**	54.5%

C Growth Metrics

for the Quarter and Year ended March 31, 2022 Note 2

	Q4'22 Reported QoQ%	Q4'22 Reported YoY%	Q4'22 CC QoQ%	Q4'22 CC YoY%	FY'22 Reported YoY%	FY'22 CC YoY%
IT Services	3.1%	26.4%	3.1%	28.5%	27.3%	26.9%
Strategic Market Units						
Americas 1	3.4%	22.5%	3.1%	22.2%	20.9%	20.7%
Americas 2	5.1%	33.7%	5.1%	33.8%	31.2%	30.4%
Europe	1.9%	30.7%	2.3%	36.0%	39.1%	38.6%
APMEA	0.0%	9.8%	-0.3%	14.0%	8.8%	8.9%
Sectors						
Banking, Financial Services and Insurance	3.6%	46.6%	3.4%	48.7%	43.8%	42.8%
Consumer	4.5%	32.9%	4.2%	34.6%	36.1%	36.0%
Health	0.3%	12.3%	0.3%	12.8%	10.4%	10.3%
Energy, Natural Resources and Utilities	1.8%	11.0%	1.8%	13.5%	18.3%	16.7%
Technology	3.4%	13.0%	3.6%	14.5%	18.1%	18.5%
Manufacturing	7.2%	11.4%	7.4%	14.0%	7.2%	7.6%
Communications	-1.8%	19.2%	-1.2%	24.4%	22.4%	23.4%
Global Business Lines						
iDEAS	3.4%	36.1%	3.4%	38.5%	35.0%	34.6%
iCORE	2.7%	13.7%	2.6%	15.2%	16.8%	16.5%

D Annexure to Datasheet

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

Q4 FY21-22 (INR Mn)

Particulars	IT Services	IT Products	ISRE	Reconciling Items	Total
Cost of revenues	144,789	1,336	1,776	64	**147,965**
Selling and marketing expenses	14,036	14	27	1	**14,078**
General and administrative expenses	12,740	(127)	(106)	21	**12,528**
Total	**171,565**	**1,223**	**1,697**	**86**	**174,571**