

**Wipro Limited**

**Results for the Quarter ended December 31, 2013**  
**Operating Metrics Pertaining to IT Services Segments**

**A. IT Services**

		FY 13-14			FY 12-13				
		Q3	Q2	Q1	FY	Q4	Q3	Q2	Q1
Revenue & OM%	IT Services Revenues (\$M)	1,678.4	1,631.1	1,588.3	6,217.8	1,585.1	1,577.2	1,540.7	1,514.8
	Sequential Growth	2.9%	2.7%	0.2%	5.0%	0.5%	2.4%	1.7%	-1.4%
	Operating Margin%	23.0%	22.5%	20.0%	20.7%	20.2%	20.8%	20.7%	21.0%

**B. Services**

Value added services composition	Practices	FY 13-14			FY 12-13				
		Q3	Q2	Q1	FY	Q4	Q3	Q2	Q1
	Global Infrastructure Services	24.9%	24.2%	24.2%	23.6%	24.5%	23.7%	23.2%	22.8%
	Analytics and Information Management	7.2%	7.4%	7.5%	7.1%	7.1%	7.1%	7.1%	7.1%
	Business Application Services	31.7%	31.9%	31.3%	31.0%	31.4%	31.4%	30.7%	30.7%
	BPO	8.7%	8.6%	8.8%	8.7%	8.8%	8.8%	8.7%	8.4%
	Product Engineering	7.6%	7.6%	7.5%	7.9%	7.5%	7.5%	8.2%	8.5%
	ADM	19.9%	20.3%	20.7%	21.7%	20.7%	21.5%	22.1%	22.5%
	R&D Business	10.1%	10.6%	10.2%	11.1%	10.4%	10.4%	11.6%	12.0%
	Consulting	2.4%	2.5%	2.5%	2.4%	2.4%	2.3%	2.4%	2.5%

Vertical composition	Verticals	FY 13-14			FY 12-13				
		Q3	Q2	Q1	FY	Q4	Q3	Q2	Q1
	Global Media & Telecom	13.7%	13.9%	13.6%	14.3%	13.8%	14.3%	14.4%	14.9%
	Finance Solutions	26.4%	26.4%	26.5%	26.6%	26.3%	26.9%	27.0%	26.4%
	Manufacturing & Hitech	18.6%	19.0%	19.1%	19.1%	19.3%	18.7%	19.0%	19.4%
	Healthcare, Life Sciences & Services	10.6%	10.1%	9.8%	9.9%	10.1%	9.9%	9.5%	10.1%
	Retail, Consumer Goods & Transportation	14.6%	14.8%	15.1%	15.1%	15.1%	15.1%	15.0%	15.0%
	Energy, Natural Resources & Utilities	16.1%	15.8%	15.9%	15.0%	15.4%	15.1%	15.1%	14.2%

Geo Comp	Geography	FY 13-14			FY 12-13				
		Q3	Q2	Q1	FY	Q4	Q3	Q2	Q1
	Americas	49.9%	49.8%	49.7%	50.7%	50.1%	49.9%	51.5%	51.6%
	Europe	29.6%	28.9%	29.0%	28.6%	28.5%	29.6%	28.2%	28.1%
	India & Middle East business	8.5%	8.3%	8.8%	8.9%	9.4%	8.8%	8.6%	8.8%
	APAC and Other Emerging Markets	12.0%	13.0%	12.5%	11.7%	12.0%	11.7%	11.7%	11.5%

Guidance	Guidance (\$MN)	FY 13-14			FY 12-13				
		Q3	Q2	Q1	FY	Q4	Q3	Q2	Q1
	Guidance restated based on actual currency realized (\$MN)	1,671-1,701	1,612-1,642	1,559-1,594		1,572-1,612	1,566-1,596	1,526-1,556	1,495-1,525
	IT Services Revenues (\$M)	1,678.4	1,631.1	1,588.3	6,217.8	1,585.1	1,577.2	1,540.7	1,514.8

Customer Relationships	Customer size distribution (TTM)	FY 13-14			FY 12-13				
		Q3	Q2	Q1	FY	Q4	Q3	Q2	Q1
	> \$100M	11	10	10	10	10	10	9	8
	> \$75M	15	15	15	16	16	16	16	14
	> \$50M	28	27	27	26	26	26	25	25
	> \$20M	80	78	76	76	76	73	71	73
	> \$10M	136	137	133	133	133	132	133	131
	> \$5M	218	220	218	213	213	214	218	213
	> \$3M	280	282	281	291	291	293	293	302
	> \$1M	495	487	492	490	490	484	475	478

Customer Metrics	Revenue from Existing customers %	FY 13-14			FY 12-13				
		Q3	Q2	Q1	FY	Q4	Q3	Q2	Q1
	Number of new customers	42	45	28	192	52	50	53	37
	Total Number of active customers	966	942	946	978	978	966	939	919
	<b>Customer Concentration</b>								
	Top customer	3.7%	3.8%	3.7%	3.4%	3.6%	3.2%	3.5%	3.5%
	Top 5	14.2%	13.9%	13.7%	12.9%	13.1%	13.2%	13.0%	12.2%
	Top 10	23.0%	22.8%	22.5%	21.8%	21.9%	22.4%	22.3%	20.9%

		FY 13-14			FY 12-13				
		Q3	Q2	Q1	FY	Q4	Q3	Q2	Q1
Employee Metrics	Closing Head Count - IT Services	146,402	147,216	147,281	145,812	145,812	142,905	140,569	138,552
	<b>Utilization (IT Services excl BPO, IFOX and I&amp;ME*)</b>								
	Gross Utilization	66.0%	66.1%	64.7%	66.2%	64.9%	64.8%	66.8%	68.3%
	Net Utilization (excl Support)	72.9%	73.0%	71.4%	73.1%	71.7%	71.7%	73.7%	75.5%
	Net Utilization (Excluding Trainees)	74.3%	74.3%	73.3%	76.2%	74.6%	74.8%	77.9%	77.9%
	<b>Attrition</b>								
	<b>IT Services excl BPO and I&amp;ME*</b>								
	Voluntary TTM	14.3%	13.5%	13.2%	13.7%	13.7%	14.2%	14.6%	15.6%
	Voluntary Quarterly Annualized	16.3%	15.4%	13.0%	13.8%	12.5%	12.9%	14.4%	15.2%
	Involuntary Quarterly Annualized	4.2%	5.6%	4.9%	3.6%	3.7%	4.0%	3.5%	3.2%
BPO %- Quarterly	12.6%	12.1%	12.3%	13.3%	12.8%	12.5%	14.4%	13.4%	
BPO % - Post Training Quarterly	9.3%	9.0%	10.6%	10.5%	9.9%	9.2%	11.6%	11.3%	
Sales & Support Staff - IT Services (avg)	11,225	11,328	11,447	11,350	11,574	11,418	11,294	11,114	
* India & Middle East Business									
<b>C. IT Services (Excluding Infocrossing, BPO and India &amp; Middle East Business)</b>									
Service delivery	Revenue from FPP	50.6%	48.2%	47.4%	46.4%	48.1%	46.2%	45.8%	45.6%
	Onsite revenue - % of services	54.1%	54.2%	53.9%	53.6%	53.4%	53.8%	53.4%	53.8%
	Off shore revenue - % of services	45.9%	45.8%	46.1%	46.4%	46.6%	46.2%	46.6%	46.2%
Revenue Mix	<b>Revenue in \$MN</b>								
	Onsite	689	679	653	2,524	638	645	623	618
	Offshore	584	574	560	2,185	557	554	543	531

<b>Growth Metrics For Quarter ended December 31, 2013</b>				
	<b>Seq %</b>	<b>YoY%</b>	<b>Constant Currency Seq %</b>	<b>Constant Currency YoY %</b>
<b>IT Services</b>	2.9%	6.4%	2.3%	8.3%
<b>Verticals</b>				
Global Media & Telecom	1.1%	1.7%	0.1%	3.3%
Finance Solutions	3.1%	4.8%	2.4%	6.7%
Manufacturing & Hitech	0.8%	5.6%	0.5%	6.2%
Healthcare, Life Sciences & Services	7.6%	13.7%	7.3%	15.5%
Retail, Consumer Goods & Transportation	1.6%	3.1%	1.2%	5.9%
Energy, Natural Resources & Utilities	4.8%	13.5%	3.8%	15.7%
<b>Geography</b>				
Americas	3.2%	6.4%	3.2%	6.8%
Europe	5.4%	6.1%	3.0%	4.4%
India & Middle East business	5.5%	3.9%	5.5%	17.8%
APAC and Other Emerging Markets	-5.2%	9.1%	-5.0%	17.3%
<b>Practices</b>				
Global Infrastructure Services	5.6%	11.8%		
Analytics and Information Management	0.5%	8.5%		
Business Application Services	2.3%	7.4%		
BPO	4.1%	5.8%		
Product Engineering	3.0%	7.3%		
ADM	1.0%	-1.6%		
R&D Business	-2.4%	2.7%		
Consulting	0.2%	10.6%		
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				