Wipro Limited

Results for the Quarter ended September 30, 2016

Operating Metrics Pertaining to IT Services Segment

A. IT Services

		FY 16-17		FY 15-16				
		Q2	Q1	FY	Q4	Q3	Q2	Q1
Revenue & OM%	**IT Services Revenues ($M)**	1,916.3	1,930.8	7,346.3	1,882.0	1,838.3	1,831.9	1,794.1
	Sequential Growth	-0.8%	2.6%	3.7%	2.4%	0.3%	2.1%	1.1%
	Sequential Growth in Constant Currency*	0.9%	2.0%	7.6%	2.7%	1.4%	3.1%	0.2%
	Operating Margin%**	17.8%	17.8%	20.2%	19.7%	19.9%	20.4%	20.7%
Service Line Mix	**Practices^**							
	Analytics	7.3%	7.4%	7.4%	7.2%	7.4%	7.5%	7.5%
	Application Services	43.8%	44.7%	46.6%	45.3%	46.7%	46.8%	47.5%
	Business Process Services	13.4%	12.9%	9.8%	10.6%	9.8%	9.8%	9.3%
	Global Infrastructure Services	28.2%	27.9%	28.3%	28.9%	28.1%	28.0%	28.0%
	Product Engineering	7.3%	7.1%	7.9%	8.0%	8.0%	7.9%	7.7%
SBU Mix	**Strategic Business Units*****							
	Communications	7.5%	7.6%	7.6%	7.7%	7.7%	7.6%	7.4%
	Consumer	15.7%	15.8%	16.3%	16.4%	16.5%	16.2%	16.2%
	Energy, Natural Resources & Utilities	12.9%	13.2%	14.6%	14.0%	14.4%	14.7%	15.2%
	Finance Solutions	25.5%	25.6%	26.3%	25.4%	26.2%	26.7%	26.8%
	Healthcare, Life Sciences & Services	16.0%	15.3%	12.0%	13.3%	12.0%	11.4%	11.2%
	Manufacturing & Technology	22.4%	22.5%	23.2%	23.2%	23.2%	23.4%	23.2%
Geography Mix	**Geography**							
	Americas	54.8%	53.5%	52.7%	52.5%	52.8%	53.0%	52.5%
	APAC and Other Emerging Markets	10.8%	10.7%	11.2%	10.9%	11.4%	11.2%	11.3%
	Europe	24.0%	25.4%	25.3%	25.6%	24.8%	25.2%	25.6%
	India & Middle East business	10.4%	10.4%	10.8%	11.0%	11.0%	10.6%	10.6%
Guidance	Guidance ($MN)	1,931-1,950	1,901-1,939		1,875-1,912	1,841-1,878	1,821-1,857	1,765-1,793
	Guidance restated based on actual currency realized ($MN)	1,899-1,918	1,912-1,950		1,869-1,906	1,821-1,858	1,803-1,839	1,781-1,809
	IT Services Revenues ($M)	1,916.3	1,930.8	7,346.3	1,882.0	1,838.3	1,831.9	1,794.1
Customer Relationships	**Customer size distribution (TTM)**							
	> $100M	8	9	9	9	9	10	10
	> $75M	19	19	18	18	17	17	17
	> $50M	33	33	33	33	32	31	30
	> $20M	91	91	89	89	85	85	86
	> $10M	171	170	160	160	154	154	151
	> $5M	258	252	248	248	247	244	244
	> $3M	341	336	331	331	325	321	314
	> $1M	571	565	550	550	536	533	537
Customer Metrics	**Revenue from Existing customers %**	98.6%	99.7%	98.1%	96.5%	97.9%	98.5%	99.6%
	Number of new customers	47	50	261	119	39	67	36
	Total Number of active customers	1180	1208	1223	1223	1105	1100	1071
	Customer Concentration							
	Top customer	2.6%	2.5%	3.1%	2.7%	3.2%	3.1%	3.3%
	Top 5	10.1%	10.3%	11.6%	11.0%	11.5%	11.7%	12.2%
	Top 10	17.5%	17.6%	19.3%	18.2%	19.3%	19.8%	20.1%

*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.

**Effective April 1, 2016, the segment results is measured after including the amortization charge for acquired intangibles to the respective segments. Such costs were classified under reconciling items till the year ended March 31, 2016. Comparative information has been restated to give effect to the same.

***Effective April 1, 2016, we realigned our industry verticals. The Communication Service Provider business unit was regrouped from the former GMT industry vertical into a new industry vertical named “Communications”. The Media business unit from the former GMT industry vertical has been realigned with the former RCTG industry vertical which has been renamed as “Consumer Business Unit” industry vertical. Further, the Network Equipment Provider business unit of the former GMT industry vertical has been realigned with the Manufacturing industry vertical to form the “Manufacturing and Technology” industry vertical.

^We have re-classified some portions of work amongst Service lines effective April 1, 2016 and therefore the growth rates (YoY) may not be comparable.

		FY16-17		FY 15-16				
		Q2	Q1	FY	Q4	Q3	Q2	Q1
Currency Mix	**% of Revenue**							
	USD	**61%**	**60%**	**60%**	60%	60%	60%	61%
	GBP	**10%**	**11%**	**12%**	11%	12%	13%	14%
	EUR	**9%**	**9%**	**8%**	9%	8%	8%	7%
	INR	**8%**	**8%**	**7%**	7%	7%	7%	6%
	AUD	**4%**	**4%**	**4%**	4%	4%	4%	4%
	CAD	**2%**	**2%**	**2%**	2%	2%	2%	2%
	Others	**6%**	**6%**	**7%**	7%	7%	6%	6%
Employee Metrics	**Closing Head Count - IT Services**	**174,238**	**173,863**	**172,912**	**172,912**	**170,664**	**168,396**	**161,789**
	Utilization (IT Services excl BPS, IFOX, Designit, cellent, HPS and India & Middle East)							
	Gross Utilization	**71.2%**	**69.9%**	**68.8%**	68.1%	66.4%	69.5%	71.3%
	Net Utilization (excl Support)	**80.2%**	**78.8%**	**76.6%**	76.1%	73.8%	77.2%	79.4%
	Net Utilization (Excluding Trainees)	**82.8%**	**79.7%**	**79.9%**	77.5%	78.0%	82.3%	81.9%
	Attrition							
	IT Services excl BPS, Designit, cellent and HPS							
	Voluntary TTM	**16.6%**	**16.5%**	**16.1%**	16.1%	16.3%	16.3%	16.4%
	Voluntary Quarterly Annualized	**17.2%**	**17.9%**	**16.1%**	14.9%	16.3%	17.0%	16.4%
	BPS %- Quarterly	**12.2%**	**11.7%**	**11.0%**	11.1%	9.9%	10.2%	12.0%
	BPS % - Post Training Quarterly	**10.8%**	**9.0%**	**9.3%**	9.9%	8.8%	8.5%	9.3%
	Sales & Support Staff - IT Services (avg)	**14,543**	**14,324**	**13,140**	**13,737**	**13,239**	**13,068**	**12,517**

B. IT Services (Excluding Infocrossing, BPS, Designit, cellent, HPS and India & Middle East Business)

		Q2	Q1	FY	Q4	Q3	Q2	Q1
Service delivery	**Revenue from FPP**	**56.4%**	**56.0%**	**55.2%**	**56.9%**	**55.9%**	**53.4%**	**54.5%**
	Onsite Revenue - % of Services	**53.9%**	**54.4%**	**54.1%**	**54.2%**	**53.8%**	**53.9%**	**54.6%**
	Off shore Revenue - % of Services	**46.1%**	**45.6%**	**45.9%**	**45.8%**	**46.2%**	**46.1%**	**45.4%**

C. Growth Metrics For Quarter ended September 30, 2016

	Seq %	YoY%	Constant Currency Seq %	Constant Currency YoY %
IT Services	**-0.8%**	**4.6%**	**0.9%**	**7.2%**
Verticals				
Communications	**-1.4%**	**3.7%**	**1.1%**	**8.2%**
Consumer Business Unit	**-1.0%**	**1.6%**	**0.4%**	**3.7%**
Energy, Natural Resources & Utilities	**-3.5%**	**-8.2%**	**1.3%**	**-1.8%**
Finance Solutions	**-1.2%**	**-0.3%**	**0.7%**	**2.8%**
Healthcare, Life Sciences & Services	**3.9%**	**46.3%**	**4.3%**	**46.9%**
Manufacturing and Technology	**-1.3%**	**0.3%**	**-1.0%**	**0.5%**
Geography				
Americas	**1.6%**	**8.1%**	**1.8%**	**8.4%**
APAC and Other Emerging Markets	**0.3%**	**1.0%**	**-0.1%**	**0.2%**
Europe	**-6.0%**	**-0.4%**	**0.3%**	**9.0%**
India & Middle East business	**-1.1%**	**2.8%**	**-1.1%**	**4.3%**
Practices^				
Analytics	**-2.1%**			
Application Services	**-2.6%**			
Business Process Services	**3.3%**			
Global Infrastructure Services	**0.4%**			
Product Engineering	**0.7%**			

D. Annexure to Datasheet

Segment-wise breakup of Cost of Revenues, S&M and G&A	**Q2 FY 16-17 (INR Mn.)**			
Particulars	**IT Services**	**IT Products**	**Reconciling Items**	**Total**
Cost of revenues	90,767	7,010	31	97,808
Selling and marketing expenses	9,510	128	-24	9,614
General and administrative expenses	7,717	826	2	8,545
Total	**107,994**	**7,964**	**9**	**115,967**