

Wipro Limited
Results for the Quarter ended December 31, 2019
Operating Metrics Pertaining to IT Services Segment

A. IT Services

		FY 19-20				FY 18-19			
		Q3	Q2	Q1	FY	Q4	Q3	Q2	Q1
Revenue & OM %	IT services Revenues (\$Mn)	2,094.8	2,048.9	2,038.8	8,120.3	2,075.5	2,046.5	2,009.5	1,988.8
	Sequential Growth ^{Note 1}	2.2%	0.5%	-1.3%	3.8%	1.4%	1.8%	2.2%	-1.5%
	Sequential Growth in Constant Currency ^{Note 1&2}	1.8%	1.1%	-0.7%	5.4%	1.0%	2.4%	3.0%	0.2%
	Operating Margin % ^{Note 3}	18.4%	18.1%	18.4%	17.9%	19.0%	19.8%	15.0%	17.6%
Service Line Mix	Practices								
	Digital Operations and Platforms	15.3%	14.7%	14.7%	13.7%	14.9%	14.7%	12.9%	12.4%
	Cloud and Infrastructure Services	25.8%	25.7%	25.7%	25.5%	25.2%	25.0%	25.6%	26.3%
	Data, Analytics and AI	7.2%	7.3%	7.4%	7.2%	7.2%	7.2%	7.5%	6.9%
	Modern Application Services	44.2%	44.8%	44.6%	45.9%	45.1%	45.6%	46.3%	46.7%
Industrial & Engineering Services	7.5%	7.5%	7.6%	7.7%	7.6%	7.5%	7.7%	7.7%	
SBU Mix	Strategic Business Units								
	Banking, Financial Services and Insurance	30.9%	31.3%	31.6%	30.9%	31.5%	31.4%	30.5%	29.8%
	Communications	5.7%	5.7%	5.9%	5.7%	5.7%	5.8%	5.8%	5.7%
	Consumer Business Unit	16.9%	16.0%	15.6%	15.7%	16.2%	15.6%	15.7%	15.3%
	Energy, Natural Resources and Utilities	12.9%	12.9%	12.8%	12.8%	12.8%	13.0%	12.8%	12.7%
	Health Business Unit	13.1%	13.0%	13.2%	13.2%	13.2%	13.1%	13.0%	13.6%
	Manufacturing	8.2%	8.1%	7.9%	8.2%	8.0%	8.1%	8.3%	8.4%
Technology	12.3%	13.0%	13.0%	13.5%	12.6%	13.0%	13.9%	14.5%	
Geography Mix	Geography								
	Americas	59.2%	59.6%	58.7%	56.8%	58.2%	57.1%	56.1%	56.0%
	Europe	23.7%	23.5%	24.6%	25.5%	24.6%	25.5%	25.7%	26.1%
Rest of the World	17.1%	16.9%	16.7%	17.7%	17.2%	17.4%	18.2%	17.9%	
Guidance	Guidance (\$MN)	2,065-2,106	2,039-2,080	2,046-2,087		2,047-2,088	2,028-2,068	2,009-2,049	2,015-2,065
	Guidance restated based on actual currency realized (\$MN)	2,074-2,115	2,027-2,068	2,034-2,075		2,055-2,096	2,018-2,058	1,990-2,030	1,978-2,027
	Revenues performance against guidance (\$MN)	2,094.8	2,048.9	2,038.8		2,075.5	2,046.5	2,041.2	2,026.5
Customer Relationships	Customer size distribution (TTM)								
	> \$100MN	14	13	13	10	10	10	9	8
	> \$75MN	22	23	23	22	22	19	19	19
	> \$50MN	41	41	41	41	41	41	39	40
	> \$20MN	96	92	92	96	96	99	92	91
	> \$10MN	169	165	166	172	172	171	177	171
	> \$5MN	260	261	259	262	262	269	265	268
	> \$3MN	344	341	340	339	339	339	348	359
> \$1MN	572	569	564	571	571	578	584	595	
Customer Metrics	Revenue from Existing customers %	97.6%	98.4%	99.4%	98.4%	97.6%	97.9%	98.6%	99.5%
	Number of new customers	77	57	41	271	63	57	76	75
	Total Number of active customers	1,070	1,027	1,060	1,115	1,115	1,132	1,131	1,184
	Customer Concentration								
	Top customer	3.0%	3.2%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%
	Top 5	12.3%	12.8%	13.8%	12.7%	13.7%	13.0%	12.2%	11.9%
Top 10	19.2%	19.8%	20.7%	19.5%	20.4%	19.7%	19.1%	18.7%	

Notes:

Note 1: QoQ and YoY growth rates have been adjusted for the impact of divestments. For details refer to Media Presentation

Note 2: Constant currency 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 19-20				FY 18-19			
		Q3	Q2	Q1	FY	Q4	Q3	Q2	Q1
Currency Mix	% of Revenue								
	USD	63%	63%	62%	61%	62%	61%	60%	61%
	GBP	10%	9%	10%	10%	10%	10%	10%	11%
	EUR	8%	8%	9%	9%	9%	9%	9%	8%
	INR	4%	4%	4%	5%	4%	4%	5%	5%
	AUD	4%	5%	5%	5%	5%	5%	5%	5%
	CAD	3%	3%	3%	3%	3%	3%	3%	3%
	Others	8%	8%	7%	7%	7%	8%	8%	7%
Employee Metrics	Closing Employee Count	187,318	181,453	174,850	171,425	171,425	172,379	171,451	160,846
	Utilization (IT Services excl. DOP, Designit, Cellent, Cooper, Infoserver and India)								
	Gross Utilization	70.2%	71.4%	73.9%	74.4%	75.4%	73.4%	74.4%	74.5%
	Net Utilization (Excluding Support)	78.5%	79.9%	82.8%	83.3%	84.1%	81.9%	83.2%	83.9%
	Net Utilization (Excluding Trainees)	79.6%	82.1%	85.0%	84.8%	85.4%	83.2%	85.5%	85.2%
	Attrition (IT Services excl. DOP)								
	Voluntary TTM	15.7%	17.0%	17.6%	17.6%	17.6%	17.9%	17.5%	17.1%
	Voluntary Quarterly Annualized	12.5%	16.0%	17.9%	17.6%	16.6%	17.5%	18.5%	17.8%
	DOP % - Quarterly	11.0%	11.0%	11.2%	11.7%	11.8%	10.5%	12.3%	10.8%
	DOP % - Post Training Quarterly	9.6%	9.9%	10.0%	10.5%	10.8%	9.4%	11.2%	9.5%
	Sales & Support Staff - IT Services	15,232	14,990	14,116	14,360	14,360	14,575	14,862	15,076

B. IT Services (Excluding DOP, Designit, Cellent, Appirio, Cooper, Infoserver and India)

Service delivery		62.6%	61.9%	61.6%	59.4%	60.0%	59.8%	58.9%	58.9%
Revenue from FPP									
Onsite Revenue - % of Services		53.2%	53.3%	52.3%	52.3%	51.5%	52.2%	52.8%	52.9%
Offshore Revenue - % of Services		46.8%	46.7%	47.7%	47.7%	48.5%	47.8%	47.2%	47.1%

C. Growth Metrics for the Quarter ended December 31, 2019 Note 1, 2

	Reported Currency QoQ %	Reported Currency YoY %	Constant Currency QoQ %	Constant Currency YoY %
IT Services	2.2%	2.9%	1.8%	3.3%
Strategic Business Units				
Banking, Financial Services and Insurance	1.1%	0.7%	0.4%	1.0%
Communications	1.7%	0.3%	1.5%	1.3%
Consumer Business Unit	7.3%	11.6%	7.0%	12.1%
Energy, Natural Resources and Utilities	2.6%	2.3%	1.2%	2.6%
Health Business Unit	3.5%	4.0%	3.4%	4.2%
Manufacturing	4.0%	3.9%	4.4%	4.9%
Technology	-3.7%	-2.1%	-3.7%	-1.7%
Geography				
Americas	1.5%	7.0%	1.5%	7.2%
Europe	3.0%	-4.6%	1.0%	-4.3%
Rest of the World	3.8%	0.8%	4.1%	2.0%
Practices				
Digital Operations and Platforms	6.0%	6.3%	5.7%	6.4%
Cloud and Infrastructure Services	2.6%	6.0%	2.5%	6.7%
Data, Analytics and AI	0.6%	1.6%	0.1%	1.9%
Modern Application Services	1.1%	0.3%	0.4%	0.8%
Industrial & Engineering Services	2.0%	2.9%	1.8%	3.1%

D. Annexure to Datasheet

Segment-wise breakup of Cost of Revenues, S&M and G&A					
Q3 FY19-20 (INR MN)					
Particulars	IT Services	IT Products	ISRE	Reconciling Items	Total
Cost of revenues	104,884	2,626	2,040	123	109,673
Selling and marketing expenses	10,864	67	126	(27)	11,030
General and administrative expenses	7,526	23	209	(262)	7,496
Total	123,274	2,716	2,375	(166)	128,199