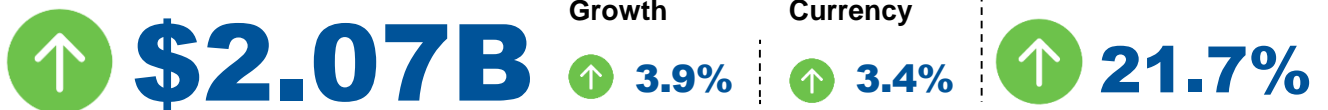


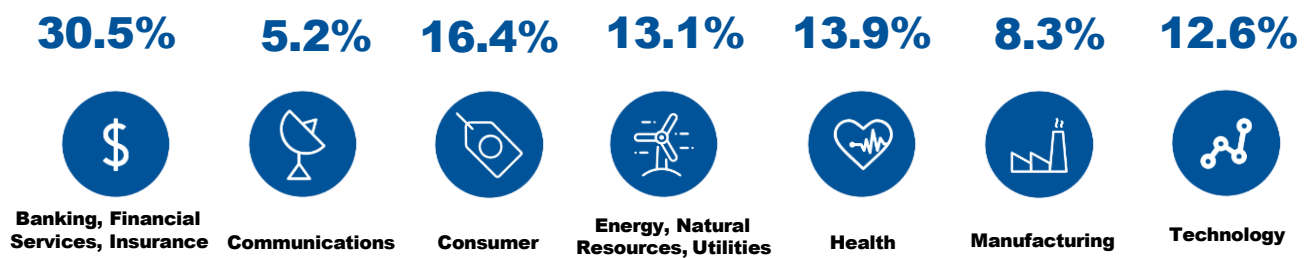
Q3 FY 20-21

Key Performance Highlights

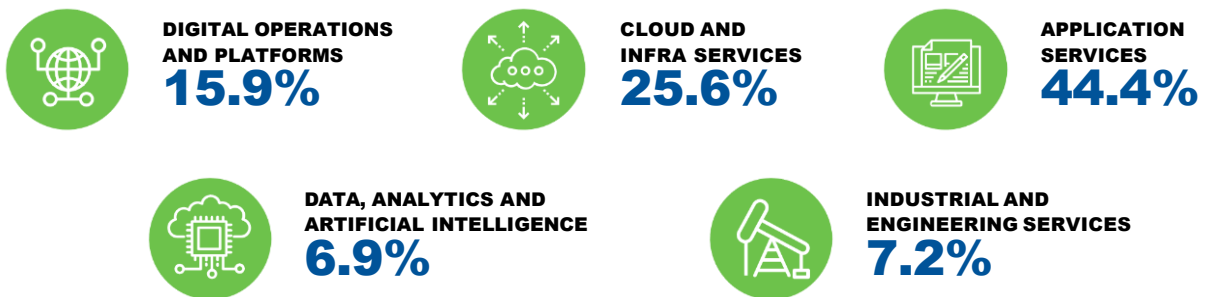
REVENUE



COMPOSITION OF BUSINESS UNITS



DISTRIBUTION OF PRACTICES



GEOGRAPHIC DISTRIBUTION



REVENUE GUIDANCE

1.5% to 3.5%
QoQ Growth

\$2,102Mn to \$2,143Mn
Q4 FY 2020-21

CUSTOMER CONCENTRATION **TOP 1 3.1%**

TOP 5 11.9% **TOP 10 18.9%**

TOTAL HEADCOUNT **190,308**

ATTRITION VOL – TTM **11.0%**

GROSS UTILIZATION **74.8%**









OFFSHORE REVENUE **52.7%**
PERCENTAGE OF SERVICES

Wipro Limited



Results for the Quarter ended December 31, 2020
Operating Metrics pertaining to IT Services Segment

A. IT Services

		FY – 20-21			FY – 19-20				
		 Q3	 Q2	 Q1	 FY	 Q4	 Q3	 Q2	 Q1
Revenue & OM %	IT services Revenues (\$Mn)	2,071.0	1,992.4	1,921.6	8,256.2	2,073.7	2,094.8	2,048.9	2,038.8
	Sequential Growth ^{Note 1}	3.9%	3.7%	-7.3%	2.5%	-1.0%	2.2%	0.5%	-1.3%
	Sequential Growth in Constant Currency ^{Note 1&2}	3.4%	2.0%	-7.5%	3.9%	0.4%	1.8%	1.1%	-0.7%
	Operating Margin % ^{Note 3}	21.7%	19.2%	19.0%	18.1%	17.6%	18.4%	18.1%	18.4%
Service Line Mix	Practices								
	Digital Operations and Platforms	15.9%	15.5%	14.8%	14.8%	14.6%	15.3%	14.7%	14.7%
	Cloud and Infrastructure Services	25.6%	25.6%	25.9%	25.8%	25.8%	25.8%	25.7%	25.7%
	Data, Analytics and AI	6.9%	7.0%	7.2%	7.3%	7.2%	7.2%	7.3%	7.4%
	Application Services	44.4%	44.5%	44.4%	44.5%	44.7%	44.2%	44.8%	44.6%
Industrial & Engineering Services	7.2%	7.4%	7.7%	7.6%	7.7%	7.5%	7.5%	7.6%	
SBU Mix	Strategic Business Units								
	Banking, Financial Services and Insurance	30.5%	31.2%	30.7%	31.0%	30.4%	30.9%	31.3%	31.6%
	Communications	5.2%	5.3%	5.1%	5.7%	5.5%	5.7%	5.7%	5.9%
	Consumer Business Unit	16.4%	16.2%	15.9%	16.3%	16.8%	16.9%	16.0%	15.6%
	Energy, Natural Resources and Utilities	13.1%	12.9%	13.2%	12.9%	12.8%	12.9%	12.9%	12.8%
	Health Business Unit	13.9%	13.7%	13.5%	13.2%	13.5%	13.1%	13.0%	13.2%
	Manufacturing	8.3%	8.2%	8.1%	8.1%	8.2%	8.2%	8.1%	7.9%
	Technology	12.6%	12.5%	13.5%	12.8%	12.8%	12.3%	13.0%	13.0%
Geography Mix	Geography								
	Americas	57.6%	58.4%	59.0%	59.1%	59.1%	59.2%	59.6%	58.7%
	Europe	25.2%	23.8%	23.7%	24.0%	24.1%	23.7%	23.5%	24.6%
	Rest of the World	17.2%	17.8%	17.3%	16.9%	16.8%	17.1%	16.9%	16.7%
Guidance	Guidance (\$Mn)	2,022-2,062	-	-	-	2,095-2,137	2,065-2,106	2,039-2,080	2,046-2,087
	Guidance restated based on Actual currency realized (\$Mn)	2,034-2,074	-	-	-	2,064-2,106	2,074-2,115	2,027-2,068	2,034-2,075
	Revenues performance against guidance (\$Mn)	2,071.0	-	-	-	2,073.7	2,094.8	2,048.9	2,038.8
Customer Relationships	Customer size distribution (TTM)								
	> \$100Mn	10	11	13	15	15	14	13	13
	> \$75Mn	24	24	22	22	22	22	23	23
	> \$50Mn	38	39	39	40	40	41	41	41
	> \$20Mn	97	100	97	96	96	96	92	92
	> \$10Mn	168	166	163	166	166	169	165	166
	> \$5Mn	260	257	258	260	260	260	261	259
	> \$3Mn	341	342	348	341	341	344	341	340
> \$1Mn	567	573	577	574	574	572	569	564	
Customer Metrics	Revenue from Existing customers %	97.4%	98.6%	99.7%	98.1%	97.0%	97.6%	98.4%	99.4%
	Number of new customers	89	97	42	240	65	77	57	41
	Total Number of active customers	1,136	1,089	1,004	1,074	1,074	1,070	1,027	1,060
	Customer Concentration								
	Top customer	3.1%	3.2%	3.2%	3.2%	3.0%	3.0%	3.2%	3.7%
	Top 5	11.9%	12.0%	12.3%	12.8%	12.2%	12.3%	12.8%	13.8%
	Top 10	18.9%	19.6%	20.3%	19.7%	19.3%	19.2%	19.8%	20.7%

Notes:
Note 1: QoQ and YoY growth rates have been adjusted for the impact of divestments
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
Note 4: IT Services excl. DOP, Designit, Cellent, Cooper, Infoserver, Topcoder, India, Rational, ITI, IVIA, 4C and Encore

FY – 20-21

FY – 19-20

Currency Mix

	Q3	Q2	Q1	FY	Q4	Q3	Q2	Q1
% of Revenue								
USD	61%	62%	63%	63%	62%	63%	63%	62%
GBP	10%	10%	10%	10%	10%	10%	9%	10%
EUR	8%	8%	8%	8%	8%	8%	8%	9%
INR	4%	5%	5%	4%	5%	4%	4%	4%
AUD	5%	5%	5%	5%	4%	4%	5%	5%
CAD	3%	2%	2%	3%	3%	3%	3%	3%
Others	9%	8%	7%	7%	8%	8%	8%	7%

Employee Metrics

Closing Employee Count	190,308	185,243	181,804	182,886	182,886	187,318	181,453	174,850
Utilization ^{Note 4}								
Gross Utilization	74.8%	76.4%	75.0%	72.2%	73.4%	70.2%	71.4%	73.9%
Net Utilization (Excluding Trainees)	86.3%	86.9%	84.5%	82.3%	82.6%	79.6%	82.1%	85.0%
Attrition								
Voluntary TTM (IT Services excl. DOP)	11.0%	11.0%	13.0%	14.7%	14.7%	15.7%	17.0%	17.6%
DOP % (Post Training Quarterly)	7.0%	6.1%	4.4%	10.1%	10.8%	9.6%	9.9%	10.0%
Sales & Support Staff - IT Services	14,838	14,806	14,567	14,908	14,908	15,232	14,990	14,116

B. IT Services

(Excluding DOP, Designit, Cellent, Appirio, Cooper, Infoserver, Topcoder, India, Rational, ITI, IVIA, 4C and Encore)

Service delivery

Revenue from FPP	63.2%	60.3%	61.7%	62.4%	63.2%	62.6%	61.9%	61.6%
Offshore Revenue (% of Services)	52.7%	50.4%	48.5%	47.1%	48.2%	46.8%	46.7%	47.7%

C. Growth Metrics for the Quarter ended December 31, 2020 ^{Note 2}

	Reported Currency QoQ %	Reported Currency YoY %	Constant Currency QoQ %	Constant Currency YoY %
IT Services	3.9%	-1.1%	3.4%	-2.0%
Strategic Business Units				
Banking, Financial Services and Insurance	1.8%	-2.1%	1.2%	-2.5%
Communications	2.0%	-9.6%	0.7%	-11.4%
Consumer Business Unit	5.6%	-3.5%	5.2%	-3.6%
Energy, Natural Resources and Utilities	5.4%	-0.2%	4.1%	-2.6%
Health Business Unit	5.2%	4.3%	5.0%	3.7%
Manufacturing	4.5%	-0.7%	4.0%	-2.4%
Technology	4.8%	1.3%	4.5%	0.6%
Geography				
Americas	2.5%	-3.7%	2.3%	-3.2%
Europe	10.1%	5.1%	8.6%	1.4%
Rest of the World	0.5%	-0.9%	-0.3%	-2.5%
Practices				
Digital Operations and Platforms	6.7%	2.9%	6.6%	2.7%
Cloud and Infrastructure Services	4.2%	-2.0%	3.6%	-3.0%
Data, Analytics and AI	1.9%	-5.7%	1.2%	-6.5%
Application Services	3.6%	-0.6%	2.8%	-1.6%
Industrial & Engineering Services	1.5%	-5.2%	1.1%	-6.0%

D. Annexure to Datasheet

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

Q3 FY20-21 (INR Mn)

Particulars	IT Services	IT Products	ISRE	Reconciling Items	Total
Cost of revenues	101,189	1,329	1,809	-14	104,313
Selling and marketing expenses	11,233	29	70	-6	11,326
General and administrative expenses	7,705	105	41	-37	7,814
Total	120,127	1,463	1,920	-57	123,453