

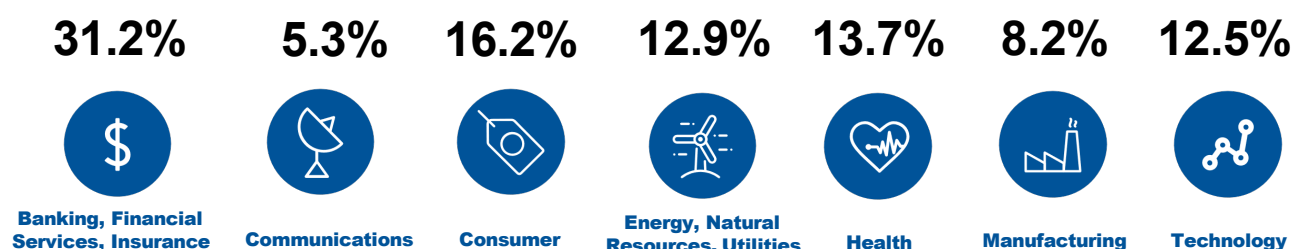
Q2 FY 20-21

Key Performance Highlights

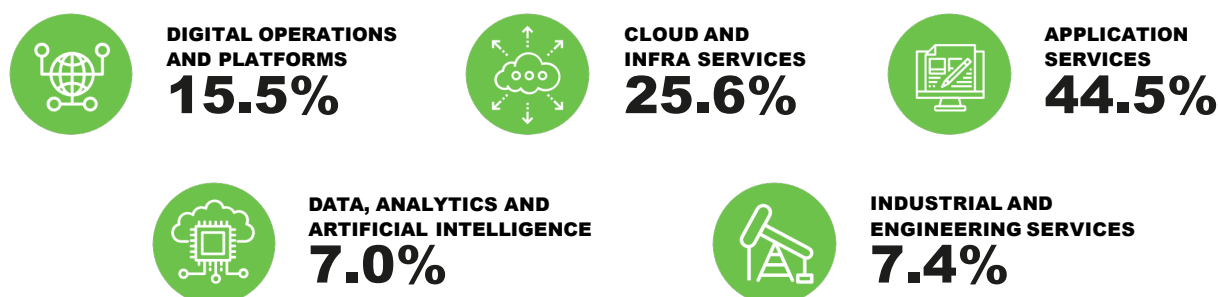
REVENUE



COMPOSITION OF BUSINESS UNITS



DISTRIBUTION OF PRACTICES



GEOGRAPHIC DISTRIBUTION



REVENUE GUIDANCE

1.5% to 3.5%
QoQ Growth

\$2,022Mn to \$2,062Mn
Q3 FY 2020-21

CUSTOMER CONCENTRATION **TOP 1 3.2%** **TOP 5 12.0%** **TOP 10 19.6%**

TOTAL HEADCOUNT **185,243** ATTRITION VOL – TTM **11.0%**








GROSS UTILIZATION **76.4%** OFFSHORE REVENUE PERCENTAGE OF SERVICES **50.4%**

Wipro Limited



Results for the Quarter ended September 30, 2020
Operating Metrics pertaining to IT Services Segment

A. IT Services

	FY – 20-21		FY – 19-20				
	 Q2	 Q1	 FY	 Q4	 Q3	 Q2	 Q1
Revenue & OM %							
IT services Revenues (\$Mn)	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}	3.7%	-7.3%	2.5%	-1.0%	2.2%	0.5%	-1.3%
Sequential Growth in Constant Currency ^{Note 1&2}	2.0%	-7.5%	3.9%	0.4%	1.8%	1.1%	-0.7%
Operating Margin % ^{Note 3}	19.2%	19.0%	18.1%	17.6%	18.4%	18.1%	18.4%
Service Line Mix							
Practices							
Digital Operations and Platforms	15.5%	14.8%	14.8%	14.6%	15.3%	14.7%	14.7%
Cloud and Infrastructure Services	25.6%	25.9%	25.8%	25.8%	25.8%	25.7%	25.7%
Data, Analytics and AI	7.0%	7.2%	7.3%	7.2%	7.2%	7.3%	7.4%
Application Services	44.5%	44.4%	44.5%	44.7%	44.2%	44.8%	44.6%
Industrial & Engineering Services	7.4%	7.7%	7.6%	7.7%	7.5%	7.5%	7.6%
SBU Mix							
Strategic Business Units							
Banking, Financial Services and Insurance	31.2%	30.7%	31.0%	30.4%	30.9%	31.3%	31.6%
Communications	5.3%	5.1%	5.7%	5.5%	5.7%	5.7%	5.9%
Consumer Business Unit	16.2%	15.9%	16.3%	16.8%	16.9%	16.0%	15.6%
Energy, Natural Resources and Utilities	12.9%	13.2%	12.9%	12.8%	12.9%	12.9%	12.8%
Health Business Unit	13.7%	13.5%	13.2%	13.5%	13.1%	13.0%	13.2%
Manufacturing	8.2%	8.1%	8.1%	8.2%	8.2%	8.1%	7.9%
Technology	12.5%	13.5%	12.8%	12.8%	12.3%	13.0%	13.0%
Geography Mix							
Geography							
Americas	58.4%	59.0%	59.1%	59.1%	59.2%	59.6%	58.7%
Europe	23.8%	23.7%	24.0%	24.1%	23.7%	23.5%	24.6%
Rest of the World	17.8%	17.3%	16.9%	16.8%	17.1%	16.9%	16.7%
Guidance							
Guidance (\$Mn)	-	-	-	2,095-2,137	2,065-2,106	2,039-2,080	2,046-2,087
Guidance restated based on Actual currency realized (\$Mn)	-	-	-	2,064-2,106	2,074-2,115	2,027-2,068	2,034-2,075
Revenues performance against guidance (\$Mn)	-	-	-	2,073.7	2,094.8	2,048.9	2,038.8
Customer Relationships							
Customer size distribution (TTM)							
> \$100Mn	11	13	15	15	14	13	13
> \$75Mn	24	22	22	22	22	23	23
> \$50Mn	39	39	40	40	41	41	41
> \$20Mn	100	97	96	96	96	92	92
> \$10Mn	166	163	166	166	169	165	166
> \$5Mn	257	258	260	260	260	261	259
> \$3Mn	342	348	341	341	344	341	340
> \$1Mn	573	577	574	574	572	569	564
Customer Metrics							
Revenue from Existing customers %	98.6%	99.7%	98.1%	97.0%	97.6%	98.4%	99.4%
Number of new customers	97	42	240	65	77	57	41
Total Number of active customers	1,089	1,004	1,074	1,074	1,070	1,027	1,060
Customer Concentration							
Top customer	3.2%	3.2%	3.2%	3.0%	3.0%	3.2%	3.7%
Top 5	12.0%	12.3%	12.8%	12.2%	12.3%	12.8%	13.8%
Top 10	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 and 4C

FY – 20-21

FY – 19-20

Currency Mix

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

Employee Metrics

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

Service delivery

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

C. Growth Metrics for the Quarter ended September 30, 2020 ^{Note 2}

	Reported Currency QoQ %	Reported Currency YoY %	Constant Currency QoQ %	Constant Currency YoY %
IT Services	3.7%	-2.8%	2.0%	-3.4%
Strategic Business Units				
Banking, Financial Services and Insurance	5.4%	-2.8%	3.7%	-3.3%
Communications	7.8%	-9.8%	4.6%	-10.3%
Consumer Business Unit	5.6%	-1.9%	4.5%	-2.1%
Energy, Natural Resources and Utilities	1.1%	-2.9%	-2.4%	-5.4%
Health Business Unit	4.9%	2.6%	4.1%	2.3%
Manufacturing	5.4%	-1.1%	3.5%	-1.5%
Technology	-3.9%	-6.8%	-4.7%	-7.1%
Geography				
Americas	2.7%	-4.7%	2.2%	-4.0%
Europe	4.1%	-1.6%	0.1%	-5.7%
Rest of the World	6.4%	2.4%	3.7%	2.0%
Practices				
Digital Operations and Platforms	8.6%	2.3%	8.1%	2.0%
Cloud and Infrastructure Services	2.4%	-3.4%	0.6%	-3.8%
Data, Analytics and AI	1.1%	-6.9%	-0.5%	-7.5%
Application Services	3.9%	-3.0%	1.7%	-4.0%
Industrial & Engineering Services	-0.3%	-4.7%	-1.3%	-5.2%

D. Annexure to Datasheet

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

Q2 FY20-21 (INR Mn)

Particulars	IT Services	IT Products	ISRE	Reconciling Items	Total
Cost of revenues	101,422	2,008	1,929	28	105,387
Selling and marketing expenses	9,504	24	71	7	9,606
General and administrative expenses	8,226	-41	5	-13	8,177
Total	119,152	1,991	2,005	22	123,170