



# Wipro Limited

Highlights for the Quarter ended December 31, 2025

## REVENUE

# \$2.64 Bn

QoQ Constant  
Currency

↑ 1.4%

YoY Constant  
Currency

↓ 1.2%

Operating  
Margin

17.6%

## STRATEGIC MARKET UNITS MIX

**33.2%** AMERICAS 1 | **29.0%** AMERICAS 2 | **26.7%** EUROPE | **11.1%** APMEA

## SECTOR MIX

**34.6%**



**Banking,  
Financial  
Services  
and Insurance**

**18.2%**



**Consumer**

**16.3%**



**Energy,  
Manufacturing  
and Resources**

**16.0%**



**Technology and  
Communications**

**14.9%**



**Health**

TOTAL  
BOOKINGS

**\$3.3 Bn**

↓ 5.7% YoY CC

LARGE DEAL  
TCV

**\$0.9 Bn**

↓ 8.4% YoY CC

Adjusted EPS Note 6

**₹3.21**

↑ 3.5% QoQ

↑ 0.0% YoY

Operating  
Cash Flow

**\$474 Mn**

Operating  
cash  
Flow/Net  
Income

**135.4%**

## OUTLOOK for the Quarter ending March 31, 2026

Revenue from our IT Services business segment to be in the range of \$2,635 million to \$2,688 million\*. This translates to sequential guidance of 0% to 2.0% in constant currency terms.

\*Outlook for the Quarter ending March 31, 2026, is based on the following exchange rates: GBP/USD at 1.33, Euro/USD at 1.17, AUD/USD at 0.65, USD/INR at 88.85 and CAD/USD at 0.72

## CUSTOMER CONCENTRATION

TOP **1** 4.7%

TOP **5** 14.4%

TOP **10** 23.7%

TOTAL HEADCOUNT

**242,021**

ATTRITION VOL – TTM

**14.2%**

NET UTILIZATION  
EXCLUDING TRAINEES

**83.1%**

OFFSHORE REVENUE  
PERCENTAGE OF SERVICES

**61.6%**



# Wipro Limited

Results for the Quarter ended December 31, 2025

	FY 25-26			FY 24-25			
	Q3	Q2	Q1	FY	Q4	Q3	Q2
<b>A IT Services</b>							
IT Services Revenues (\$Mn)	2,635.4	2,604.3	2,587.4	10,511.5	2,596.5	2,629.1	2,660.1
Sequential Growth	1.2%	0.7%	-0.3%	-2.7%	-1.2%	-1.2%	1.3%
Sequential Growth in Constant Currency <small>Note 1</small>	1.4%	0.3%	-2.0%	-2.3%	-0.8%	0.1%	0.6%
Operating Margin % <small>Note 2</small>	17.6%	16.7%	17.3%	17.1%	17.5%	17.5%	16.8%
<b>Strategic Market Units Mix</b>							
Americas 1	33.2%	33.0%	33.1%	31.7%	32.8%	32.3%	30.8%
Americas 2	29.0%	29.6%	30.4%	30.6%	30.6%	30.6%	30.6%
Europe	26.7%	26.3%	25.7%	27.1%	26.1%	26.7%	27.9%
APMEA	11.1%	11.1%	10.8%	10.6%	10.5%	10.4%	10.7%
<b>Sectors Mix</b>							
Banking, Financial Services and Insurance	34.6%	34.3%	33.6%	34.3%	34.2%	34.1%	34.8%
Consumer	18.2%	18.2%	18.6%	19.1%	18.9%	19.0%	19.2%
Energy, Manufacturing and Resources	16.3%	17.4%	17.7%	17.2%	17.3%	16.9%	17.0%
Technology and Communications	16.0%	15.6%	15.5%	15.3%	15.2%	15.3%	15.4%
Health	14.9%	14.5%	14.6%	14.1%	14.4%	14.7%	13.6%
<b>Total Bookings</b>							
Total Bookings TCV (\$Mn) <small>Note 3</small>	3,335	4,688	4,971	14,315	3,955	3,514	3,561
Large deal TCV (\$Mn) <small>Note 4</small>	871	2,853	2,666	5,368	1,763	961	1,489
Guidance (\$Mn)	2,591-2,644	2,560 - 2,612	2,505 - 2,557	-	2,602 - 2,655	2,607 - 2,660	2,600 - 2,652
Guidance restated based on actual currency realized (\$Mn)	2,585-2,638	2,570 - 2,622	2,549 - 2,601	-	2,591 - 2,644	2,575 - 2,628	2,618 - 2,670
Revenues performance against guidance (\$Mn)	2,635	2,604	2,587	-	2,597	2,629	2,660

	FY 25-26			FY 24-25			
	 Q3	 Q2	 Q1	 FY	 Q4	 Q3	 Q2
<b>Customer size distribution (TTM)</b>							
> \$100Mn	16	16	16	17	17	18	21
> \$75Mn	31	29	27	28	28	30	30
> \$50Mn	45	45	47	44	44	42	42
> \$20Mn	103	104	109	111	111	114	117
> \$10Mn	177	177	180	181	181	187	186
> \$5Mn	281	272	281	289	289	290	297
> \$3Mn	390	393	397	398	398	403	411
> \$1Mn	722	730	725	716	716	722	733
<hr/>							
Revenue from Existing customers %	99.4%	98.6%	99.6%	99.0%	98.1%	98.8%	99.4%
Number of new customers	92	45	49	197	63	63	28
Total Number of active customers	1272	1257	1,266	1,282	1,282	1,299	1,342
<b>Customer Concentration</b>							
Top customer	4.7%	4.8%	4.7%	4.3%	4.4%	4.5%	4.1%
Top 5	14.4%	14.4%	14.7%	14.0%	14.5%	14.3%	14.0%
Top 10	23.7%	24.0%	24.5%	23.3%	24.2%	23.7%	22.9%
<hr/>							
<b>% of Revenue</b>							
USD	61%	62%	63%	62%	63%	62%	61%
GBP	11%	11%	10%	10%	10%	10%	11%
EUR	9%	9%	9%	10%	9%	10%	10%
INR	5%	4%	4%	4%	4%	4%	4%
AUD	4%	4%	3%	4%	3%	4%	4%
CAD	3%	3%	3%	3%	3%	3%	3%
Others	7%	7%	8%	7%	8%	7%	7%
<hr/>							
<b>Closing Employee Count</b>	242,021	235,492	233,232	233,346	233,346	232,732	233,889
Sales & Support Staff (IT Services)	14,663	14,863	15,131	15,230	15,230	15,311	15,336
<b>Utilization</b> <small>Note 5</small>							
Net Utilization (Excluding Trainees)	83.1%	86.4%	85.0%	85.6%	84.6%	83.5%	86.4%
<b>Attrition</b>							
Voluntary TTM (IT Services excl. DOP)	14.2%	14.9%	15.1%	15.0%	15.0%	15.3%	14.5%
DOP % — Post Training Quarterly	8.5%	8.2%	8.2%	7.8%	7.7%	7.1%	7.9%
<hr/>							
<b>Revenue Mix</b> <small>Note 5</small>							
Revenue from FPP	55.1%	53.0%	53.5%	56.6%	55.5%	56.7%	56.7%
Offshore Revenue — % of Services	61.6%	60.2%	59.8%	60.1%	62.1%	60.8%	59.8%

## B

## Growth Metrics

for the Quarter ended December 31, 2025 <sup>Note 1</sup>

	Q3'26 Reported QoQ%	Q3'26 Reported YoY%	Q3'26 CC QoQ%	Q3'26 CC YoY%
IT Services	1.2%	0.2%	1.4%	-1.2%

## Strategic Market Units

Americas 1	1.9%	3.2%	1.8%	2.8%
Americas 2	-1.0%	-5.0%	-0.8%	-5.2%
Europe	2.7%	0.4%	3.3%	-4.6%
APMEA	1.1%	6.0%	1.7%	6.6%

## Sectors

Banking, Financial Services and Insurance	2.1%	1.6%	2.6%	0.4%
Consumer	0.8%	-4.0%	0.7%	-5.7%
Energy, Manufacturing and Resources	-5.3%	-3.4%	-4.9%	-5.8%
Technology and Communications	4.0%	5.0%	4.2%	3.5%
Health	4.3%	1.8%	4.2%	1.0%

## Annexure to Datasheet

## C

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

Q3 FY25-26 (INR Mn)

Particulars	IT Services	IT Products	Reconciling Items	Total
Cost of revenues	162,403	2,279	2,517	167,199
Selling and marketing expenses	14,392	64	552	15,008
General and administrative expenses	15,800	(5)	2,609	18,404
<b>Total</b>	<b>192,595</b>	<b>2,338</b>	<b>5,678</b>	<b>200,611</b>

## D

Reconciliation of net-income and EPS

Three months ended  
Dec 31, 2025Nine months ended  
Dec 31, 2025

Net Income [A]	31,190	96,956
Add: Impact on gratuity expenses due to implementation of new Labour Code [B]	3,028	3,028
Less[C]: Tax on [B]	(590)	(590)
<b>Adjusted Net Income [D]: [A+B+C]</b>	<b>33,628</b>	<b>99,394</b>
<b>Adjusted EPS Basic (₹)</b>	<b>3.21</b>	<b>9.49</b>

Amounts in INR Mn unless specified

Note 1: Constant currency (CC) for a period is the product of volumes in that period times the average actual exchange rate of the corresponding comparative period

Note 2: IT Services Operating Margin refers to Segment Results total as reflected in IFRS financials

Note 3: Total Bookings refers to the total contract value of all orders that were booked during the period including new orders, renewals, and changes to existing contracts. Bookings do not reflect subsequent terminations or reductions related to bookings originally recorded in prior fiscal periods. Bookings are recorded using then-existing foreign currency exchange rates and are not subsequently adjusted for foreign currency exchange rate fluctuations. The revenues from these contracts accrue over the tenure of the contract. For constant currency growth rates, refer note 2

Note 4: Large deal bookings constitute of deals greater than or equal to \$30 million in total contract value terms

Note 5: IT Services excluding DOP (Digital Operations and Platforms) and entities which are not integrated in Wipro limited systems at the beginning of current fiscal year.

Note 6: Adjusted for impact of past service cost on gratuity due to implementation of new labour code amounting to ₹ 3,028Mn.