



FOR IMMEDIATE RELEASE

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Results for the Quarter Ended September 30, 2002 under US GAAP
WIPRO RECORDS 3% GROWTH IN NET INCOME AND 27% GROWTH IN REVENUE

Bangalore, India and Santa Clara, California – October 18, 2002-- Wipro Limited (NYSE:**WIT**) today announced financial results under US GAAP for its second fiscal quarter ended September 30, 2002.

Highlights:

- Net Income for the quarter was Rs. 2.13 billion (\$44 million), an increase of 3% over the same period last year. Revenue for the quarter was Rs. 10.6 billion (\$218 million), an increase of 27% over the same period last year.
- Net Income¹ for the six month period ended September 30, 2002 was Rs. 4.2 billion (\$87 million), an increase of 6% over the same period last year. Revenue for the same six month period was Rs. 19.7 billion (\$407 million), an increase of 25% over the same period last year.
- Global IT Services Revenue for the quarter increased 21%, at Rs. 6.7 billion (\$139 million), over the same period last year.
- Global IT Services Earnings Before Interest and Tax (EBIT) for the quarter grew 7% over the same period last year.
- 65% of Global IT Service Revenue for the quarter came from North America, 29% from Europe and 6% from Japan.
- 30 new customers added in Global IT Services during the quarter, including seven that are on the Fortune 1000 list.
- Wipro Spectramind, our IT Enabled Services business, recorded Revenue of Rs. 411 million (\$8 million) and EBIT of Rs. 31 million (\$0.5 million) for the quarter ended September 30, 2002.
- Rs. 3.8 billion (\$79 million) cash generated from continuing operations for the six-month ended September 30, 2002.

Outlook for the Quarter ending December 31, 2002

Azim Premji, Chairman of Wipro commenting on the results said, "A challenging global business environment has made India-based Offshore initiatives a key priority for global corporations. Wipro is well positioned to take advantage of this opportunity with its wide range of Offshore services offerings for enterprise clients and its depth of R&D skills for the technology clients. We should see the momentum in volume growth of the last two quarters continue. For the quarter ending December 2002, we estimate the Revenue in our Global IT Services business to be approximately at \$152 million, in Wipro Spectramind to be approximately at \$12.5 million and in Healthcare and Life Science business at approximately \$3.5 million."

¹ Excluding a loss (net of tax) of Rs. 395 million (\$8 million) pertaining to our discontinued ISP business which includes a loss from operations (net of tax) of Rs. 120 million (\$2 million) and a loss on write off of assets of Rs. 275 million (\$6 million) of the discontinued business. Net Income, net of the charge for the discontinued business, was Rs. 3.8 billion (\$79 million).

Vivek Paul, Vice Chairman and CEO of Wipro Technologies, our Global IT business, added, "The sequential Revenue growth of 7% in dollar terms was primarily driven by a 12% growth in volume. We see pricing pressures flattening. Business traction continues from both new as well as existing clients. We acquired 30 new clients, seven of whom were in the Fortune 1000 list, and won two orders for total product ownership from our existing R&D clients during the quarter. The integration of Wipro Spectramind is on plan and the results of the combined offerings are already visible in the client traction we see in the market place. During the quarter Wipro Spectramind has signed letters of intent with four new clients, including one for business process outsourcing."

Wipro Limited

Total Revenues for the six months ended September 30, 2002, were Rs. 19.7 billion (\$407 million), representing a 25% increase over the corresponding period in the last year. Income from continuing operations for the six months ended September 30, 2002 was Rs. 4.2 billion (\$87 million), representing an increase of 6% over income from continuing operations for the same period last year. Earnings Per Share from continuing operations was Rs. 18.25 (\$0.38) for the six months ended September 30, 2002, representing an increase of 6% over the Earnings Per Share of Rs. 17.22, for the corresponding period last year. Net Income for the six months ended September 30, 2002, net of the charge related to the discontinuation of our ISP Access business unit was Rs. 3.8 billion (\$79 million).

Total Revenue for the quarter ended September 30, 2002, was Rs. 10.6 billion (\$218 million), representing a 27% increase over the corresponding period in the last year. Net Income was Rs. 2.1 billion (\$44 million), representing an increase of 3% over Net Income for the same period last year. Earnings Per Share from continuing operations was Rs. 9.23 (\$0.19) for the quarter ended September 30, 2002, representing a 3% increase over the Earnings Per Share of Rs. 8.99 for the corresponding period last year.

Global IT Services (64% of Revenues and 88% of Operating Income for quarter ended September 30, 2002)

Wipro's Global IT Services business segment recorded Revenue of Rs. 6.8 billion (\$140 million) for the quarter ended September 30, 2002, representing an increase of 19% over the same period last year. EBIT was Rs. 2.0 billion (\$42 million) for the quarter ended September 30, 2002, representing an increase of 7% over EBIT for the corresponding period last year.

Operating Margin to Revenue for the quarter ended September 30, 2002 was 30%, representing a decline of 3% from the quarter ended September 30, 2001. Operating Margin to Revenue declined by 2% over the prior quarter. For the quarter ended September 30, 2002, an increase in IT professional utilization of 7% was offset by a decrease in price realizations of 7% for Offshore projects and 9% for Onsite projects, as compared to the quarter ended September 30, 2001. Price realizations declined 2.7% for Offshore projects and 0.1% for Onsite projects from the prior quarter.

For the quarter ended September 30, 2002, the R&D Services business unit, consisting of the Embedded Systems & Internet Access Devices practice (17% of Revenue), the Telecom & Inter-networking practice (16% of Revenue) and the Telecom & Internet Service Providers practice (7% of Revenue), contributed 40% of Global IT Services Revenue, representing a decline of 12% from the corresponding period in the previous year. The Enterprise Solutions unit contributed 60% of Global IT Services Revenue. The Technology Infrastructure horizontal contributed 6% of Global IT Services Revenue across R&D and Enterprise solutions. The proportion of Global IT Services Revenues from North America increased from 55% for the quarter ended September 30, 2001, to 65% for the quarter ended September 30, 2002. Accordingly, the proportion of Global IT Services Revenue from Europe declined to 29% from 39% for the corresponding periods. Japan contributed 6% for the quarter ended September 30, 2002.

Our largest customer, top 5 and top 10 customers accounted for 8%, 25% and 39%, respectively, of our Global IT Services Revenue for the quarter ended September 30, 2002, as compared to 8%, 30% and 44% for the quarter ended September 30, 2001. Thirty new clients were added in the quarter ended September 30, 2002, of which seven customers are represented on the Fortune 1000 companies list. New customers added in the current fiscal year contributed 6% of total Global IT Services Revenue for the quarter ended September 30, 2002.

Customers with annual Revenue of \$1 million and above increased to 93 in the quarter ended September 30, 2002, up from 81 in the quarter ended September 30, 2001. Customers with annual Revenue of \$5 million and above increased to 27 in the quarter ended September 30, 2002, up from 24 in the quarter ended September 30, 2001.

Offshore Revenue for the quarter was 48% of services Revenue, the same proportion as for the quarter ended September 30, 2001. Fixed Price projects were at 34% of the Revenue for the quarter, up from 27% for the quarter ended September 2001.

We had 11,298 employees as of September 30, 2002, which represents an increase of 753 employees from June 30, 2002.

IT Enabled Services (4% of Revenue and 1% of Operating Income for quarter ended September 30, 2002)

Consequent to our acquisition of Spectramind e-Services Pvt. Ltd., the results of Spectramind are now consolidated with Wipro Limited, effective July 1, 2002. The Wipro Spectramind business is now being reported as a separate business segment – IT Enabled Services.

Wipro's IT Enabled Services business segment (Wipro Spectramind) recorded Revenue of Rs. 405 million (\$ 8 million) for the quarter ended September 30, 2002. EBIT for the quarter ended September 30, 2002 was Rs. 31 million (\$0.6 million). EBIT includes an acquisition related non-recurring charge of Rs. 20 million from the purchase of all outstanding warrants from customers and other acquisition related charges of Rs. 36 million from the amortization of intangibles.

Operating Margin for the quarter ended September 30, 2002 at 8%. Four new customers signed letters of intent for services. The number of active clients during the quarter were 8 as compared to 7 for the quarter ended June 30, 2002. Total employees in this business segment were 3,198 as of September 30, 2002, representing an increase of 460 employees from June 30, 2002.

Wipro Healthcare and Life Science (2% of Revenue and -1% of Operating Income for quarter ended September 30, 2002)

Wipro Healthcare and Life Science business segment, recorded Revenue of Rs. 239 million (\$5 million) for the quarter ended September 30, 2002. Loss before Interest and Tax for the same period was Rs. 12 million (\$0.2 million).

IT-related services rendered to its global clients accounted for 32% of Revenue, and products and services sold in Indian market through its Wipro Biomed division accounted for 47% of Revenue. Revenue from Wipro Healthcare IT Ltd., formerly GE Medical Systems IT Pvt. Ltd. which was acquired in July 2002, accounted for the balance 21% of Revenue.

India and Asia Pac IT Services and Products (21% of Revenue and 5% of Operating Income for quarter ended September 30, 2002)

Wipro's India and Asia Pac Services and Products business segment (Wipro Infotech) recorded Revenue of Rs. 2.2 billion (\$45 million) for the quarter ended September 30, 2002, representing an increase of 27% over the quarter ended September 30, 2001. EBIT for the quarter ended September 30, 2002, was Rs.125 million (\$3 million), representing a decrease of 2% over the quarter ended September 30, 2001. This was primarily attributable to an increase in the proportion of Revenue from products as compared to the quarter ended September 30, 2001.

Operating Margin for the quarter ended September 30, 2002 at 6%, represented a decline of 1% compared to the quarter ended September 30, 2001. Return on Capital Employed was 39% for the six months ended September 30, 2002, compared to 67% for the six months ended September 30, 2001.

Consumer Care & Lighting (7% of Revenue and 5% of Operating Income for quarter ended September 30, 2002)

Wipro's Consumer Care & Lighting business segment recorded Revenue of Rs. 720 million (\$15 million) for the quarter ended September 30, 2002, representing a 3% decrease over Revenue of Rs. 743 million for the quarter ended September 30, 2001. EBIT was Rs. 112 million (\$2 million) for the quarter ended September 30, 2002, representing a 2% increase over EBIT of Rs. 110 million for the quarter ended September 30, 2001. Return on Capital Employed (ROCE) was 71% for the six-months ended September 30, 2002, compared to 54% for the six-months ended September 30, 2001.

Wipro Limited results for the quarter ended September 30, 2002, computed under the Indian GAAP and condensed financial statements as per US GAAP are available in the Investor Relations section of our website at www.wipro.com.

Quarterly Conference call

Wipro will hold conference calls today at 11:45 AM Indian Standard Time (2:15 AM Eastern Time) and at 7:00 PM Indian Standard Time (9:30 AM Eastern) to discuss the company's performance for the quarter and answer questions sent to email ID: Lakshminarayana.lan@wipro.com. An audio recording of the management discussions and the question and answer session will be available online and will be accessible in the Investor Relations section of the company website at www.wipro.com shortly after the live broadcast.

About Wipro Limited

Wipro provides comprehensive IT solutions and services, including systems integration, information systems outsourcing, IT enabled services, package implementation, software application development and maintenance, and research and development services to corporations globally. Wipro Limited is the first P CMM Level 5 and SEI CMM Level 5 certified IT Services company globally.

In the Indian market, Wipro is a leader in providing IT solutions and services for the corporate segment in India offering system integration, network integration, software solutions and IT services. In the Asia Pacific and Middle East markets, Wipro provides IT solutions and services for global corporations. Wipro also has profitable presence in niche market segments of consumer products and lighting.

Wipro's ADSs are listed on the New York Stock Exchange, and its equity shares are listed in India on the Stock Exchange - Mumbai, and the National Stock Exchange, among others.

For more information, please visit our websites at www.wipro.com, www.wipro.co.in and www.wiprocorporate.com.

Forward-looking and cautionary statements

Certain statements in this release concerning our future growth prospects and our ability to successfully complete and integrate potential acquisitions are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding our ability to integrate and manage acquired IT professionals, our ability to integrate acquired assets in a cost effective and timely manner, fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, , liability for damages on our service contracts, the success of the companies in which Wipro has made strategic investments, withdrawal of fiscal governmental incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, unauthorized use of our intellectual property and general economic conditions affecting our industry. Additional risks that could affect our future operating results are more fully described in our filings with the United States Securities and Exchange Commission. These filings are available at www.sec.gov. Wipro may, from time to time, make additional written and oral forward looking statements, including statements contained in the company's filings with the Securities and Exchange Commission and our reports to shareholders. Wipro does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

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(tables to follow)

WIPRO LIMITED
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
(in millions, except per share data)
Three Months Ended September 30

	Three Months Ended September 30			Six Months Ended September 30		
	2001 (Unaudited)	2002 (Unaudited)	2002 Convenience translation into \$ (Unaudited)	2001 (Unaudited)	2002 (Unaudited)	2002 Convenience translation into \$ (Unaudited)
Revenues :						
Global IT Services and Products						
Services	Rs. 5,152	6,693	138	Rs. 10,267	Rs. 12,947	\$ 268
Products.....	407	45	1	407	80	2
IT Enabled Services.....	-	411	8	-	411	8
India and AsiaPac IT Services and Products						
Services	494	553	12	979	1,021	21
Products	1,229	1,634	34	2,114	2,916	60
Consumer Care and Lighting.....	743	720	15	1,468	1,435	30
Healthcare and Life Sciences.....						
Services	59	95	2	122	169	3
Products.....	88	143	3	184	246	5
Others.....	167	260	5	284	478	10
Total.....	8,339	10,554	218	15,825	19,703	407
Cost of revenues:						
Global IT Services and Products						
Services	2,838	3,888	80	5,510	7,490	154
Products.....	358	44	1	358	77	2
IT Enabled Services.....	-	261	5	-	261	5
India and AsiaPac IT Services and Products						
Services	316	278	6	645	530	11
Products	1,019	1,459	30	1,709	2,599	54
Consumer Care and Lighting.....	544	494	10	1,035	968	20
Healthcare and Life Sciences.....						
Services	35	52	1	73	94	2
Products.....	58	90	2	125	180	4
Others.....	101	189	4	246	364	8
Total.....	5,269	6,755	140	9,701	12,563	260
Gross profit.....	3,070	3,799	78	6,124	7,140	148
Operating expenses :						
Selling, general, and administrative exp	(1,034)	(1,479)	(31)	(2,127)	(2,735)	(57)
Research and development expenses.....	(31)	(38)	(1)	(67)	(77)	(2)
Amortization of goodwill.....	(44)	-	-	(88)	-	-
Amortization of intangible assets.....	-	(47)	(1)	-	(47)	(1)
Foreign exchange gains, net.....	122	38	1	167	240	5
Others, net.....	1	33	1	15	69	1
Operating Income.....	2,084	2,306	48	4,024	4,590	95
Other income, net	173	132	3	357	392	8
Income taxes.....	(191)	(286)	(6)	(460)	(540)	(11)
Income before share of equity in earnings / (losses) of affiliates, and minority interest	2,066	2,151	44	3,921	4,442	92
Equity in earnings / (losses) of affiliates	11	(5)	-	56	(211)	(4)
Minority interest.....	-	(12)	-	-	(12)	-
Income from continuing operations.....	2,077	2,134	44	3,977	4,219	87
Discontinued operations:						
Loss from operations of discontinued corporate Internet services division (including loss on disposal of Rs. 249 for the six months ended September 30, 2002 and gain on disposal of Rs.26 for the three months ended September 30, 2002)	(25)	(10)	-	(44)	(551)	(11)
Income tax benefit	9	4	-	16	156	3
Net income	Rs. 2,061	Rs. 2,128	\$ 44	Rs. 3,949	Rs. 3,824	\$ 79
Earnings per equity share: Basic						
Continuing Operations.....	8.99	9.23	0.19	17.22	18.25	0.38
Discontinued operations.....	(0.07)	(0.03)	-	(0.12)	(1.71)	(0.04)
Net income.....	8.92	9.20	0.19	17.10	16.54	0.34
Earnings per equity share: Diluted						
Continuing operations.....	8.98	9.23	0.19	17.19	18.22	0.38
Discontinued Operations.....	(0.07)	(0.03)	-	(0.12)	(1.71)	(0.04)
Net Income.....	8.91	9.20	0.19	17.07	16.51	0.34

Additional Information

Operating Income						
Global IT Services & Products	Rs. 1,882	Rs. 2,018	\$ 42	Rs. 3,732	Rs. 4,079	\$ 84
IT Enabled Services	-	31	1	-	31	1
India & AsiaPac IT Services & Products	127	126	3	198	208	4
Consumer Care & Lighting	110	112	2	201	236	5
Healthcare & Life Sciences	14	(12)	-	37	(16)	-
Others	37	50	1	10	78	2
Reconciling Item	(84)	(20)	-	(154)	(26)	(1)
Total	Rs. 2,084	Rs. 2,305	\$ 48	Rs. 4,024	Rs. 4,590	\$ 95

WIPRO LIMITED
CONDENSED CONSOLIDATED BALANCE SHEETS
(in Millions, except share data and unless stated otherwise)

	As of September 30,		
	2001	2002	2002
			Convenience translation into US\$
ASSETS			
Current assets:			
Cash and cash equivalents	Rs. 6,332	Rs. 11,810	\$ 244
Accounts receivable, net of allowances	5,127	7,075	146
Costs and earnings in excess of billings on contracts in progress	236	1,287	27
Inventories	1,797	1,372	28
Investment securities.....	2,707	1,361	28
Deferred income taxes.....	169	141	3
Property, plant and equipment held for sale.....	-	34	-
Other current assets	4,242	2,350	49
Total current assets	20,610	25,430	525
Investment securities	127	-	-
Property, plant and equipment, net	6,372	6,707	139
Investments in affiliates	760	678	14
Deferred income taxes	119	335	7
intangible assets, net	-	413	9
Goodwill.....	744	4,015	83
Other assets	558	759	16
Total assets.....	Rs. 29,290	Rs. 38,337	\$ 792
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current liabilities:			
Borrowings from banks	Rs. 168	Rs. 474	\$ 10
Current portion of long term debt	134	81	2
Accounts Payable.....	2,036	2,075	43
Accrued expenses.....	2,080	2,874	59
Advances from customers.....	1,086	883	18
Deferred income taxes	27	-	-
Other current liabilities	556	546	11
Total current liabilities.....	6,087	6,933	143
Long-term debt, excluding current portion.....	50	30	1
Deferred income taxes	97	129	3
Other liabilities	67	84	2
Total liabilities.....	6,301	7,176	148
Minority interest.....	-	101	2
Stockholders' equity			
Equity shares at Rs. 2 par value: 375,000,000 shares authorized; Issued and outstanding: 232,437,689 and 232,496,246 shares as of September 30, 2001 and 2002.....	465	465	10
Additional paid-in capital	6,781	6,875	142
Deferred stock compensation	(137)	(84)	2
Accumulated other comprehensive income / (loss)	44	(4)	-
Retained earnings	15,836	23,808	492
Equity shares held by a controlled Trust: 1,308,460 and 1,302,410 shares as of September 30, 2001 and 2002.....	*	*	*
Total stockholders' equity.....	22,990	31,060	642
Total liabilities and stockholders' equity.....	Rs. 29,290	Rs. 38,337	\$ 792
* Equity shares held by a controlled trust	Rs. 75,000	Rs. 75,000	Rs. 75,000