



FOR IMMEDIATE RELEASE

Contact: Sridhar Ramasubbu
Wipro Limited
650-316-3537

Results for the Year Ended March 31, 2003 under US GAAP

WIPRO RECORDS 28% GROWTH IN REVENUE AND NET INCOME OF RS. 8.1 BILLION, 3% DECLINE

Bangalore, India and Mountain View, California – April 17, 2003-- Wipro Limited (NYSE:**WIT**) today announced financial results under US GAAP for its fiscal year ended March 31, 2003.

Highlights:

Results for the Year ended March 31, 2003

- Net Income for the year ended March 31, 2003 was Rs. 8.1 billion (\$ 170 million) representing a decrease of 3% over last year. This was primarily on account of share of losses in affiliate Wipro GE Medical Systems Limited.
- Global IT Services segment Revenue¹ increased 27% for the year ended March 31, 2003, at Rs. 28.2 billion (\$ 594 million).
- Global IT Services segment EBIT grows 7%. Operating Margin declined by 6% to 28%. Investments in sales and marketing and lower price realization contributed to decline in Operating Margin.
- 64% of total Revenue for the year ended March 31, 2003 came from North America, 30% from Europe and 6% from Japan.
- Rs. 7.6 billion (\$161 million) cash generated from operations for the year ended March 31, 2003
- Consistent with prior years, the Board of Directors has recommended a cash dividend of Rs. 1 (2 cent) per share subject to shareholder approval in the Annual General Meeting scheduled in July 2003.

Results for the Quarter ended March 31, 2003

- Global IT Services Revenue¹ increased to Rs.7.8 billion (\$165 million) from Rs. 5.6 billion in the corresponding period last year
- Global IT Services volume increased 5.6% over the quarter ended December 31,2002; Offshore pricing decreased by 2.3% and Onsite pricing increased marginally by 0.8% over the quarter ended December 31,2002
- Global IT Services added 44 new customers during the quarter, including 16 customers transitioned consequent to integration of Global Energy Practice of AMS Inc.
- Wipro Spectramind recorded Revenue of Rs. 664 million (\$ 14 million) and PBIT of Rs. 115 million (\$2.4 million), which is 17% of Revenue.

Acquisitions:

- Wipro's Consumer Care & Lighting group entered into definitive agreement with Hindustan Lever Limited for the acquisition of Glucovita brand. The transaction is expected to be completed in the quarter ending June 2003

¹ Global IT Revenues were Rs. 28.4 billion and Rs. 7.9 billion for the year and quarter ended March 31, 2003, respectively, under Indian GAAP. The difference of Rs. 0.2 billion (\$ 4 million) and Rs. 0.1 billion (\$2 million) for the year and quarter ended March 31, 2003, respectively is attributable to different Revenue recognition standards under Indian GAAP and USGAAP.

Outlook for the Quarter ending June 30, 2003:

Azim Premji, Chairman of Wipro commenting on the results said "2002-03 was a year of bold initiatives. We successfully integrated and grew three acquisitions – Spectramind, Global Energy Practice of AMS Inc. and R&D labs of Ericsson. We will look for opportunities to create sustainable competitive advantage through future acquisitions. Looking ahead, for the quarter ended June 2003, we expect our Revenue from Wipro Technologies² and Wipro Spectramind to be approximately \$172 million and \$16 million respectively."

Vivek Paul, Vice Chairman, said "Our strategic initiatives enabled us to close this financial year with the highest ever growth in billed man-months. This quarter we integrated the team acquired from AMS with complete continuity of customers and employees, and some quick wins on cross selling. We saw sustained revenue growth in each of our IT, R&D and BPO businesses. Margins expanded in the BPO business, but came under pressure in IT services as we absorbed acquisition costs and pricing pressures, along with a rising rupee."

Suresh Senapaty, Corporate Executive Vice President – Finance said "Our profits for the year in Wipro Limited were lower by Rs. 371 m (\$8 m) on account of our share of losses in Wipro GE Medical Systems Limited, our joint venture in medical systems business. We are working with our JV partner to bring that business back to its track record of consistent profitability."

He added, "For the quarter, PBIT to Revenue in Wipro Technologies was lower at 24%. Wipro Technologies results for the quarter includes Revenue of Rs. 228 m (\$5 m) and loss of Rs. 83 m (\$2 m) in our Energy & Utilities consulting division acquired from AMS Inc. This contributed to 2% drop in PBIT Margin as compared to the previous quarter. The losses were primarily due to provision for integration bonus and amortization of intangibles."

Wipro Limited:

Total Revenues for the year ended March 31, 2003, were Rs. 42.8 billion (\$902 million), representing a 28% increase over the corresponding period in the last year. Income from continuing operations for the year ended March 31, 2003 was Rs. 8.48 billion (\$178million), representing an increase of 1% over income from continuing operations for the same period last year. Earnings Per Share from continuing operations were Rs. 36.66 (\$0.77) for the year ended March 31, 2003, representing an increase of 1% over the Earnings Per Share of Rs. 36.39 for the corresponding period last year. Net Income for the year ended March 31, 2003, net of the charge related to the discontinuation of our Corporate Internet Services division was Rs.8.1 billion (\$170 million).

Total Revenue for the quarter ended March 31, 2003, was Rs. 12.3 billion (\$258 million), representing a 36% increase over the corresponding period in the last year. Net Income at Rs. 2.1 billion (\$ 44 million), representing a 1% decline over Net Income for the same period last year. Earnings Per Share from continuing operations was Rs. 8.94 (\$0.19) for the quarter ended March 31, 2003, representing a 3% decline over the Earnings Per Share of Rs. 9.26 for the corresponding period last year.

Global IT Services (67% of Revenues and 85% of Operating Income for year ended March 31, 2003)

Wipro's Global IT Services business segment recorded Revenue of Rs. 28.6 billion (\$601million) for the year ended March 31, 2003, representing an increase of 27% over the same period last year. EBIT was Rs. 8.1 billion (\$170 million) for the year ended March 31, 2003, representing an increase of 7% over EBIT for the corresponding period last year.

²Includes Revenues from pertaining to IT Services businesses of Wipro HealthScience which will be consolidated under Wipro Technologies business segment effective quarter ending June 30, 2003.

Operating Margin to Revenue for the year ended March 31, 2003 was 28%. This represents a decline of 6% from the year ended March 31, 2002. For the year ended March 31, 2003, an increase in IT professional utilization of 6% was offset by a decrease in price realizations of 6.7% for Offshore projects and 5.7% for Onsite projects, as compared to the year ended March 31, 2002.

For the year ended March 31, 2003, the R&D Services business unit, consisting of the Embedded Systems & Internet Access Devices practice (16% of Revenue), the Telecom & Inter-networking practice (16% of Revenue) and the Telecom & Internet Service Providers practice (6% of Revenue), contributed 38% of Global IT Services Revenue, representing a decline of 12% in composition from the previous year. The Enterprise Solutions unit contributed 62% of Global IT Services Revenue. The Technology Infrastructure horizontal contributed 8% of Global IT Services Revenue across R&D and Enterprise solutions. The proportion of Global IT Services Revenues from North America increased from 57% for the year ended March 31, 2002, to 64% for the year ended March 31, 2003. Accordingly, the proportion of Global IT Services Revenue from Europe declined to 30% from 36% for the corresponding periods. Japan contributed 6% for the year ended March 31, 2003.

Our largest customer, top 5 and top 10 customers accounted for 8%, 24% and 38%, respectively, of our Global IT Services Revenue for the year ended March 31, 2003, as compared to 7%, 29% and 42% of our Global IT Services Revenue for the year ended March 31, 2002. 120 new clients added in the year ended March 31, 2003 contributed 9% of Revenue for the year ended March 31, 2003.

Customers with an annual Revenue run rate of \$1 million and above increased to 95 in the year ended March 31, 2003, up from 81 in the year ended March 31, 2002. Customers with an annual Revenue run rate of \$5 million and above increased to 27 in the year ended March 31, 2003, up from 23 in the year ended March 31, 2002.

Offshore Revenue for the year was 46% of services Revenue, compared to 48% for the year ended March 31, 2002. Fixed Price projects were at 35% of the Revenue for the year, up from 27% for the year ended March 31, 2002.

We had 13,474 employees as of March 31, 2003, which represents an increase of 3,848 employees from March 31, 2002.

IT Enabled Services (4% of Revenue and 3% of Operating Income for year ended March 31, 2003)

In its first year of operations after acquisition, Wipro's IT Enabled Services business segment (Wipro Spectramind) recorded Revenue of Rs. 1.6 billion (\$34 million) for the year ended March 31, 2003. EBIT for the year ended March 31, 2003 was Rs. 247 million (\$5 million). EBIT includes acquisition related charges of Rs. 135 million (\$3 million) from the amortization of intangibles. EBIT margin for the year ended March 31, 2003 at 15%.

During the quarter, Wipro Spectramind signed Letter of Intent with 3 new customers. The total number of active customers during the period was 15. The total number of employees was 5,106 as on March 31, 2003.

India and Asia Pac IT Services and Products (19% of Revenue and 6% of Operating Income for year ended March 31, 2003)

Wipro's India and Asia Pac Services and Products business segment (Wipro Infotech) recorded Revenue of Rs. 8 billion (\$169 million) for the year ended March 31, 2003, representing an increase of 16% over the year ended March 31, 2002. For the year ended March 31, 2003, services contributed 28% of total Revenue with Gross Margin of 47% as compared to the same Revenue percentage with a Gross Margin of 39% for the year ended March 31, 2002. This compares with EBIT for the year ended March 31, 2003, which was Rs.539 million (\$11 million), representing a decrease of 7% over the year ended March 31, 2002. This decrease was primarily attributable to a reduction in gross margin on products and services compared to the year ended March 31, 2002.

Operating Margin for the year ended March 31, 2003 at 7%, represented a decline of 1% compared to the year ended March 31, 2002. Return on Capital Employed was 52% for the year ended March 31, 2003, compared to 55% for the year ended March 31, 2002.

Consumer Care & Lighting (7% of Revenue and 4% of Operating Income for year ended March 31, 2003)

Wipro's Consumer Care & Lighting business segment recorded Revenue of Rs. 2.9 billion (\$62 million) for the year ended March 31, 2003, the same as for the year ended March 31, 2002. EBIT was Rs. 422 million (\$9 million) for the year ended March 31, 2003, representing a 5% increase over EBIT of Rs. 404 million for the year ended March 31, 2002. Return on Capital Employed was 59% for the year ended March 31, 2003, compared to 51% for the year ended March 31, 2002.

Wipro Consumer Care and Lighting business entered into a definitive agreement with Hindustan Lever Limited for the acquisition of Glucovita, a glucose based energy drink brand. The agreement provides Wipro with the exclusive right to manufacture and market Glucovita in India and Nepal. This acquisition is part of the strategy to leverage Wipro Consumer Care & Lighting's distribution network to address newer market segments.

Wipro Healthcare and Life Science (2% of Revenue for year ended March 31, 2003)

Wipro Healthcare and Life Science business segment (Wipro HealthScience) recorded Revenue of Rs.900 million (\$19 million) for the year ended March 31, 2003. Loss for the same period was Rs. 4 million (\$ 0.1 million).

Effective quarter ending June 30, 2003, results pertaining to IT Services businesses of Wipro HealthScience will be consolidated under Wipro Technologies business segment.

Wipro Limited results for the year ended March 31, 2003, 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.

Investor Conference call

Wipro will hold conference calls today at 11:45 AM Indian Standard Time (2:15 AM Eastern Time) and at 6:45 PM Indian Standard Time (9:15 AM Eastern) to discuss the company's performance for the quarter and year ended March 31, 2003 and answer questions sent to email ID: Sridhar.ramasubbu@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.

###

(tables to follow)

WIPRO LIMITED
CONSOLIDATED STATEMENTS OF INCOME
(in millions, except per share data)

	Three Months Ended March 31			Year Ended March 31		
	2002	2003	2003 Convenience translation into US\$	2002	2003	2003 Convenience translation into US\$
Revenues :						
Global IT Services and Products						
Services	Rs. 5,499	Rs. 7,844	\$ 165	Rs. 21,279	Rs. 28,170	\$ 593
Products.....	55	-	-	955	80	2
IT Enabled Services.....	-	664	14	-	1,614	34
India and AsiaPac IT Services and Products						
Services	534	655	14	1,913	2,240	47
Products	1,833	1,759	37	5,037	5,801	122
Consumer Care and Lighting.....	733	767	16	2,939	2,942	62
Healthcare and Life Sciences.....						
Services	93	137	3	274	456	10
Products.....	61	105	2	356	450	9
Others.....	238	345	7	720	1,096	23
Total.....	<u>9,046</u>	<u>12,276</u>	<u>258</u>	<u>33,473</u>	<u>42,850</u>	<u>902</u>
Cost of Revenues:						
Global IT Services and Products						
Services	2,859	4,613	97	11,297	16,437	346
Products.....	65	1	-	891	78	2
IT Enabled Services.....	-	381	8	-	975	21
India and AsiaPac IT Services and Products						
Services	256	367	8	1,160	1,187	25
Products	1645	1,470	31	4,268	5,100	107
Consumer Care and Lighting.....	449	519	11	1,999	2,008	42
Healthcare and Life Sciences.....						
Services	41	77	2	151	247	5
Products.....	58	86	2	257	346	7
Others.....	220	244	5	638	799	17
Total.....	<u>5,593</u>	<u>7,759</u>	<u>163</u>	<u>20,661</u>	<u>27,177</u>	<u>572</u>
Gross profit.....	<u>3,453</u>	<u>4,517</u>	<u>95</u>	<u>12,812</u>	<u>15,673</u>	<u>330</u>
Operating expenses :						
Selling, general, and administrative exp	(1,247)	(1,797)	(38)	(4,359)	(6,193)	(130)
Research and development expenses...	(104)	(141)	(3)	(213)	(260)	(5)
Amortization of goodwill.....	(45)	-	-	(175)	-	-
Amortization of intangible assets.....	-	(71)	(1)	-	(166)	(3)
Foreign exchange gains, net.	46	(15)	-	219	307	6
Others, net.....	142	44	1	158	126	3
Operating Income.....	<u>2,245</u>	<u>2,538</u>	<u>53</u>	<u>8,442</u>	<u>9,486</u>	<u>200</u>
Other income, net	212	92	2	839	718	15
Income taxes.....	(325)	(466)	(10)	(1,016)	(1,342)	(28)
Income before share of equity in earnings / (losses) of affiliates, and minority interest	2,132	2,165	46	8,265	8,862	186
Equity in earnings / (losses) of affiliates	8	(97)	(2)	147	(355)	(7)
Minority interest.....	-	-	-	-	(30)	(1)
Income from continuing operations.....	<u>2,140</u>	<u>2,068</u>	<u>44</u>	<u>8,412</u>	<u>8,477</u>	<u>178</u>
Discontinued operations:						
Loss from operations of discontinued corporate Internet services division (including loss on disposal of Rs. 246 for the year ended March 31, 2003)	(39)	27	1	(127)	(537)	(11)
Income tax benefit	14	(1)	-	45	159	3
Net income	<u>Rs. 2,115</u>	<u>Rs. 2,095</u>	<u>\$ 44</u>	<u>Rs. 8,330</u>	<u>Rs. 8,099</u>	<u>\$ 170</u>
Earnings per equity share: Basic						
Continuing Operations.....	9.26	8.94	0.19	36.39	36.66	0.77
Discontinued operations.....	(0.11)	0.12	-	(0.35)	(1.63)	(0.03)
Net income.....	9.15	9.06	0.19	36.04	35.03	0.74
Earnings per equity share: Diluted						
Continuing operations.....	9.23	8.93	0.19	36.33	36.60	0.77
Discontinued Operations.....	(0.11)	0.12	-	(0.35)	(1.63)	(0.03)
Net Income.....	9.12	9.04	0.19	35.98	34.97	0.74

Additional Information

Operating Income

Global IT Services & Products	Rs.	1,806	Rs.	1,905	\$	40	Rs.	7,578	Rs.	8,090	\$	170
IT Enabled Services		-		115		2		-		247		5
India & AsiaPac IT Services & Products		270		276		6		578		539		11
Consumer Care & Lighting		103		101		2		404		422		9
Healthcare & Life Sciences		(3)		24		1		47		(4)		-
Others		16		89		2		25		204		4
Reconciling Item		54		27		1		(190)		(12)		-
Total	Rs.	2,247	Rs.	2,538	\$	54	Rs.	8,442	Rs.	9,486	\$	200

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

	As of March 31,		
	2002	2003	2003
			Convenience translation into US\$
ASSETS			
Current assets:			
Cash and cash equivalents	Rs. 7,377	Rs. 14,096	\$ 297
Accounts receivable, net of allowances	5,981	7,930	167
Costs and earnings in excess of billings on contracts in progress	1,010	1,379	29
Inventories	1,402	1,449	30
Investment securities.....	5,043	527	11
Deferred income taxes.....	150	215	5
Property, plant and equipment held for sale.....	-	13	-
Other current assets	3,481	2,536	53
Total current assets	24,444	28,147	592
Investment securities	451	-	-
Property, plant and equipment, net	6,262	7,310	154
Investments in affiliates	898	534	11
Deferred income taxes	179	65	1
Intangible assets, net	-	450	9
Goodwill.....	656	5,187	109
Other assets	748	1,088	23
Total assets.....	Rs. 33,639	Rs. 42,781	\$ 900
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current liabilities:			
Borrowings from banks	Rs. 182	Rs. 509	\$ 11
Current portion of long term debt	79	86	2
Accounts Payable.....	2,239	2,236	47
Accrued expenses.....	1,249	2,221	47
Advances from customers.....	1,121	897	19
Other current liabilities	780	795	17
Total current liabilities.....	5,650	6,744	142
Long-term debt, excluding current portion.....	30	10	-
Other liabilities	502	596	13
Total liabilities.....	6,182	7,349	155
Minority interest.....			
Stockholders' equity			
Equity shares at Rs. 2 par value: 375,000,000 shares authorized; Issued and outstanding: 232,465,689 and 232,563,992 shares as of March 31, 2002 and 2003....	465	465	10
Additional paid-in capital	6,817	6,947	146
Deferred stock compensation	(93)	(64)	(1)
Accumulated other comprehensive income.....	52	-	-
Retained earnings	20,216	28,083	591
Equity shares held by a controlled Trust: 1,321,335 and 1,303,610 shares as of March 31, 2002 and 2003	*	*	*
Total stockholders' equity.....	27,457	35,431	745
Total liabilities and stockholders' equity.....	Rs. 33,639	Rs. 42,781	\$ 900
* Equity shares held by a controlled trust	Rs. 75,000	Rs. 75,000	Rs. 75,000