



FOR IMMEDIATE RELEASE

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Results for the Quarter ended December 31, 2004 under US GAAP

WIPRO RECORDS 60% GROWTH IN NET INCOME

Bangalore, India and Mountain View, California – January 21, 2005-- Wipro Limited (NYSE:WIT) today announced financial results under US GAAP for its third fiscal quarter ended December 31, 2004.

Highlights for the quarter ended December 31, 2004:

- Net Income was Rs. 4.3 billion (\$98.7 million), representing an increase of 60% over the same period last year.
- Revenue was Rs. 20.9 billion (\$483.1 million), representing an increase of 34% year over year
- Global IT Services & Products Segment Revenue was Rs. 15.9 billion (\$367.2 million), representing an increase of 38% over the same period last year.
- Global IT Services & Products Earnings Before Interest and Tax (EBIT) was Rs. 4.1 billion (\$95.4 million), representing an increase of 71% over the same period last year
- Rs.5.2 billion (\$120.3 million) cash generated from operating activities.
- Global IT Services & Products added 26 new clients in the quarter.
- India, Middle East and Asia Pacific IT Services and Products segment revenues grew by 20% and EBIT grew by 45% year on year.

Outlook for the Quarter ending March 31, 2005:

Azim Premji, Chairman of Wipro commenting on the results said “We continued our strong performance into the third quarter of the fiscal year. Our strategy of offering an integrated solution to our customers continues to pay off, as demonstrated by the healthy sequential growth in all our key verticals and service lines during the quarter. Looking ahead, for the quarter ending March 2005, we expect our Revenue from our Global IT services business to be approximately \$370 million.”

Vivek Paul, Vice Chairman, said “This quarter saw a 1% sequential improvement in our price realization for both Onsite projects as well as Offshore projects. In terms of verticals, our Finance Solutions, Telecom OEM and Manufacturing businesses grew double digit sequentially, while in terms of service lines, our Technology Infrastructure Services and Testing Services continued their momentum with double digit sequential growth, resulting in Revenues of \$352 million, ahead of our guidance of \$347 million. Annualized employee attrition came down to 12%.”

Suresh Senapaty, Corporate Executive Vice President - Finance said, "Improvement in price realization for both Onsite projects as well as Offshore projects, proactive hedging and continued operational improvements helped significantly mitigate the impact of increased employee compensation and currency appreciation on Operating Margins in our Global IT business. Operating Margin in our Global IT business, before non-cash charge of 1% due to expensing of Restricted Stock Units, was 27%, a marginal increase sequentially.”

Wipro Limited

Total Revenues for the quarter ended December 31, 2004 were Rs. 20.9 billion (\$483.1 million), representing a 34% increase over the corresponding period in the previous year. Net Income was Rs. 4.3 billion (\$98.7 million), representing an increase of 60% over the same period last year. Earnings per share was Rs. 6.14 (\$0.14) for the quarter ended December 31, 2004, representing an increase of 60% over the earnings per share of Rs. 3.84 (adjusted for the 2:1 stock dividend) for the quarter ended December 31, 2003.

Total Revenues for the nine months ended December 31, 2004 were Rs. 58.4 billion (\$1,349.5 million), representing a 43% increase over the corresponding period in the last year. Net Income for the nine months ended December 31, 2004 was Rs. 11.4 billion (\$262.5 million), representing an increase of 69% over net income for the same period last year. Earnings Per Share was Rs. 16.35 (\$0.38) for the nine months ended December 31, 2004, representing an increase of 69% over the earnings per share (adjusted for 2:1 stock dividend) of Rs. 9.71, for the corresponding period last year.

Global IT Services and Products (76% of Revenues and 87% of Operating Income for quarter ended December 31, 2004)

Our Global IT Services and Products business segment recorded Revenue of Rs. 15.9 billion (\$367.2 million) for the quarter ended December 31, 2004, representing an increase of 38% over the same period last year. EBIT was Rs. 4.1 billion (\$95.4 million) for the quarter ended December 31, 2004, representing an increase of 71% over the same period last year. Operating Income to Revenue for the quarter ended December 31, 2004 was 26%, representing an increase of approximately 500 basis points from the quarter ended December 31, 2003. This increase was primarily due to higher price realization driven by productivity improvements, lower proportion of Selling, General and Administrative costs and the higher proportion of work carried out Offshore.

We had 39,337 employees as of December 31, 2004, which includes 24,997 employees in the IT Services business and 14,340 employees in the IT Enabled services business. This represents a net addition of 2,274 employees comprising the addition of 947 people in the IT Services business and 1,327 people in the IT Enabled services business.

During the quarter, leading analyst firms AMR Research and IDC in their reports have again validated Wipro's position as a leader amongst major players of the global delivery model. While AMR Research report on Remote Data Center management identified Wipro as a leader in this practice, IDC's report on European Managed Services stated that Wipro's broad competitive services portfolio is a potential threat to the incumbent players.

During the quarter, we added 26 new customers comprising 16 customers in R&D Services and 10 customers in Enterprise Services.

India and Asia-Pac IT Services and Products (15% of Revenue and 6% of Operating Income for quarter ended December 31, 2004)

Our India and Asia-Pac Services and Products business segment (Wipro Infotech) recorded Revenue of Rs. 3.2 billion (\$74.8 million) for the quarter ended December 31, 2004, representing an increase of 20% over the quarter ended December 31, 2003. EBIT for the quarter ended December 31, 2004, was Rs. 267 million (\$6.2 million), representing an increase of 45% over the same period last year.

Operating Margin for the quarter ended December 31, 2004 was 8.3%, higher by 140 basis points compared to the quarter ended December 31, 2003.

Consumer Care & Lighting (6% of Revenue and 4% of Operating Income for quarter ended December 31, 2004)

Our Consumer Care & Lighting business segment recorded Revenue of Rs.1.2 billion (\$28.5 million) for the quarter ended December 31, 2004, representing an increase of 32% over the quarter ended December 31, 2003. EBIT was Rs. 175 million (\$4.0 million) for the quarter ended December 31, 2004, representing a 28% increase over EBIT of Rs. 137 million for the quarter ended December 31, 2003.

Our results for the quarter ended December 31, 2004, computed under Indian GAAP and US GAAP, along with individual business segment reports are available in the Investor Relations section of our website at www.wipro.com.

For the convenience of the reader, the amounts in Indian rupees in this release have been translated into United States dollars at the noon buying rate in New York City on December 31, 2004, for cable transfers in Indian rupees, as certified by the Federal Reserve Bank of New York which is \$1=Rs.43.27. However, the realized exchange rate in our Global IT Services & Products segment for the quarter ended December 31, 2004 is \$1=Rs.45.14.

Quarterly Conference call

Wipro will hold conference calls today at 11:45 AM Indian Standard Time (1:15 AM Eastern Time) and at 6:45 PM Indian Standard Time (8:15 AM Eastern time) to discuss the company's performance for the quarter and answer questions sent to the email ID: lakshminarayana.lan@wipro.com or 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

We are the first P CMM Level 5 and SEI CMM Level 5 certified IT Services company globally. We provide comprehensive IT Solutions and Services, including Systems Integration, Information Systems Outsourcing, Package Implementation, Software Application Development and Maintenance, and Research and Development services to corporations globally.

In the Indian market, we are a leader in providing IT Solutions and Services for the corporate segment in India offering System Integration, Network Integration, Software Solutions and IT services. We also have a profitable presence in niche market segments of consumer products and lighting.

Our ADSs are listed on the New York Stock Exchange, and our equity shares are listed in India on the Stock Exchange - Mumbai, and the National Stock Exchange. For more information, please visit our websites at www.wiprocorporate.com, www.wipro.com and www.wipro.co.in

Forward-looking and cautionary statements

Certain statements in this release concerning our future growth prospects 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 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, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which we make strategic investments, withdrawal of fiscal governmental incentives, political instability, war, 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. We 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. We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.

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(Tables to follow)

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

	Three Months Ended December 31			Nine months ended December 31		
	2003	2004	2004 Convenience translation into US\$	2003	2004	2004 Convenience translation into US\$
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Revenues :						
Global IT Services and Products						
Services	Rs. 11,449	Rs. 15,712	\$ 363	Rs. 30,832	Rs. 44,085	\$ 1,019
Products.....	24	77	2	87	157	4
India and AsiaPac IT Services and Products						
Services	860	1,209	28	2,118	3,286	76
Products	1,836	2,031	47	3,829	5,607	130
Consumer Care and Lighting.....	935	1,231	28	2,579	3,367	78
Others.....	517	642	15	1,374	1,893	44
Total.....	15,621	20,902	483	40,819	58,395	1350
Cost of Revenues:						
Global IT Services and Products						
Services	7,461	10,200	236	19,822	27,805	643
Products.....	15	67	2	58	142	3
India and AsiaPac IT Services and Products						
Services	463	659	15	1,133	1,845	43
Products	1,668	1,777	41	3,425	5,027	116
Consumer Care and Lighting.....	591	812	19	1,650	2,160	50
Others.....	365	438	10	976	1,291	30
Total.....	10,563	13,953	322	27,064	38,270	884
Gross profit.....	5,058	6,949	161	13,755	20,125	465
Operating expenses :						
Selling and marketing expenses	(1,251)	(1,386)	(32)	(3,875)	(4,003)	(93)
General and administrative expenses	(925)	(896)	(21)	(2,476)	(2,689)	(62)
Research and development expenses.....	(57)	(70)	(2)	(168)	(201)	(5)
Amortization of intangible assets.....	(67)	(23)	(1)	(223)	(122)	(3)
Foreign exchange gains / (losses), net.....	25	153	4	201	(288)	(7)
Others, net.....	17	24	1	69	56	1
Operating Income.....	2,800	4,751	110	7,283	12,878	298
Loss on direct issue of stock by subsidiary.....	(30)	(11)	-	(206)	(207)	(5)
Other income, net	202	179	4	550	594	14
Equity in Earnings / (losses) of affiliates	43	71	2	(5)	133	3
Income before income taxes and minority interest	3,015	4,990	115	7,622	13,398	310
Income taxes.....	(334)	(694)	(16)	(851)	(1,971)	(46)
Minority interest.....	(18)	(25)	(1)	(33)	(67)	(2)
Net income	Rs. 2,663	Rs. 4,271	\$ 99	Rs. 6,738	Rs. 11,360	\$ 263
Earnings per equity share:						
Basic.....	3.84	6.14	0.14	9.71	16.35	0.38
Diluted.....	3.82	6.04	0.14	9.67	16.23	0.38

Additional Information

Operating Income						
Global IT Services & Products.....	Rs. 2,416	Rs. 4,129	\$ 95	Rs. 6,340	Rs. 11,473	\$ 265
India & AsiaPac IT Services & Products.....	185	267	6	380	597	14
Consumer Care & Lighting.....	137	175	4	411	494	11
Others.....	92	124	3	220	382	9
Reconciling Items.....	(30)	56	1	(68)	(68)	(2)
Total.....	Rs. 2,800	Rs. 4,751	\$ 110	Rs. 7,283	Rs. 12,878	\$ 298

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

	As of December 31,		
	2003	2004	2004
	(Unaudited)	(Unaudited)	Convenience translation into US\$ (Unaudited)
ASSETS			
Current assets:			
Cash and cash equivalents	Rs. 1,801	Rs. 3,215	\$ 74
Accounts receivable, net of allowances	9,394	13,143	304
Costs and earnings in excess of billings on contracts in progress	1,964	2,845	66
Inventories	1,517	1,619	37
Investments in liquid and short-term mutual funds.	19,429	21,605	499
Deferred income taxes.....	219	343	8
Other current assets	2,872	3,625	84
Total current assets.....	37,196	46,395	1,072
Property, plant and equipment, net	8,628	12,251	283
Investments in affiliates	524	744	17
Deferred income taxes.....	193	234	5
Intangible assets, net	314	380	9
Goodwill	5,427	5,590	129
Other assets	760	663	15
Total assets.....	Rs. 53,042	Rs. 66,257	\$ 1,531
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current liabilities:			
Borrowings from banks	Rs. 1,591	Rs. 513	\$ 12
Current portion of long term debt	28	-	-
Accounts Payable.....	2,067	3,248	75
Accrued expenses.....	2,348	3,741	86
Accrued employee cost.....	2,367	2,929	68
Advances from customers.....	920	1,242	29
Other current liabilities	1,109	1,976	46
Total current liabilities.....	10,430	13,649	315
Other liabilities	281	577	13
Total liabilities.....	10,711	14,226	329
Minority interest.....	385	519	12
Stockholders' equity			
Equity shares at Rs. 2 par value: 750,000,000 shares authorized; Issued and outstanding: 697,885,677 and 702,120,931 shares as of December 31, 2003 and 2004...	465	1,404	32
Additional paid-in capital	7,008	12,445	288
Deferred stock compensation	(12)	(3,236)	(75)
Accumulated other comprehensive income / (loss).....	(74)	233	5
Retained earnings	34,559	40,666	940
Equity shares held by a controlled Trust: 3,939,030 and 3,946,530 shares as of December 31, 2003 and 2004	*	*	*
Total stockholders' equity.....	41,946	51,512	1,190
Total liabilities and stockholders' equity.....	Rs. 53,042	Rs. 66,257	\$ 1,531
* Equity shares held by a controlled trust	Rs. (75,000)	Rs. (75,000)	\$ (1,733)