

### FOR IMMEDIATE RELEASE

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Results for the quarter ended September 30, 2005 under US GAAP

### WIPRO RECORDS 23% GROWTH IN NET INCOME

Bangalore, India and Mountain View, California – October 19, 2005 -- Wipro Limited (NYSE:WIT) today announced financial results under US GAAP for its second fiscal guarter ended September 30, 2005.

### Highlights:

#### Results for the quarter ended September 30, 2005

- Net Income grew by 23% over the corresponding period in the previous year to Rs. 4.7 billion (\$107.1 million)
- Revenue increased by **26%** over the corresponding period in the previous year to Rs. **25.0** billion (\$ 568.2 million)
- ➤ Global IT Services & Products segment Revenue was Rs. 18.9 billion (\$430.6 million), representing an increase of 27% over the corresponding period in the previous year contributed primarily by volume growth
- ➤ Global IT Services & Products Earnings before Interest and Tax (EBIT) was Rs. 4.5 billion (\$102.4 million)
- ➤ Global IT Services & Products added **39** new clients in the quarter, including **2** new clients in BPO services
- The India, Middle East and Asia Pac Business Unit recorded 43% growth in EBIT over the corresponding period in the previous year; and Revenue grew by 26%

### Outlook for the Quarter ending December 31, 2005

Azim Premji, Chairman of Wipro Limited commenting on the results said "The quarter once again demonstrated the depth of our management and robustness of our processes as we smoothly managed organizational transitions to deliver a solid quarter. The Global IT business sustained its momentum, recording double digit volume growth sequentially, resulting in Revenues for the quarter being \$430.7 million against our guidance of \$422 million. Our continued success in delivering broad based results positions us well to lead industry growth. Looking ahead, for the quarter ending December 2005, we expect Revenues from our Global IT services business to be approximately \$463 million."

Suresh Senapaty, Chief Financial Officer, said "We saw robust sequential Revenue growth in all our business units, with our Finance Solutions and Technology Business delivering sequential double digit growth. Our differentiated services – Technology Infrastructure Services and Testing Services – posted double digit sequential growth as well. On the profitability front, we were able to expand our Operating Margins despite a gross addition of over 5,600 people in our IT Services team and lower price realizations. In line with our expectations, our BPO business delivered improved profitability for the guarter."

### Wipro Limited

Total Revenues for the quarter ended September 30, 2005 were Rs. 25.0 billion (\$568.2 million), representing a 26% increase over the corresponding period in the previous year. Net Income was Rs. 4.7 billion (\$107.1 million), representing an increase of 23% over the same period last year. Earnings per share was Rs. 3.35 (\$0.08) for the quarter ended September 30, 2005, representing an increase of 21% over the earnings per share of Rs. 2.76 for the quarter ended September 30, 2004.

### Global IT Services & Products (76% of Revenues and 88% of Operating Income for quarter ended September 30, 2005)

Our Global IT Services & Products business segment recorded Revenue of Rs. 18.9 billion¹ (\$ 430.6 million) for the quarter ended September 30, 2005, representing an increase of 27% over the same period last year. EBIT was Rs. 4.5 billion (\$102.4 million) for the quarter ended September 30, 2005, representing an increase of 12% over the same period last year. Operating Income to Revenue for the quarter ended September 30, 2005 was 23.8%, representing a decrease of approximately 3.1% from the quarter ended September 30, 2004. This decrease was primarily due to currency appreciation and lower utilization. Return on Capital Employed (ROCE) for the quarter was 61% compared to 76% for the quarter ended September 30, 2004.

As of September 30, 2005, we had 45,835 employees, which include 32,856 employees in the IT Services business and 12,979 employees in the BPO business. This includes a net addition of 4,575 employees in IT Services.

During the quarter, we added 39 new clients, including 2 new clients in BPO services. We continued to build on our strengths in US with 23 new clients, and further increased our presence in Europe with 10 new clients. This quarter saw Wipro add clients across business lines, testimony to our investment in a broad suite of services and an integrated approach to enhancing client performance. Wins include a global pharmaceutical company, a leading online auction player, and a leading global manufacturer of consumer products. We also won an Order to Bill engagement that involves and integrated IT & BPO solution for a data communications major.

Wipro also announced decision to open a near shore center in Eastern Europe. The new facility is expected to expand Wipro's language capabilities for Voice, Transaction Processing and L1/L2 support for Infrastructure Management.

## India and Asia-Pac IT Services & Products (16% of Revenue and 6% of Operating Income for quarter ended September 30, 2005)

Our India and Asia-Pac Services and Products business segment (Wipro Infotech) recorded Revenue of Rs. 3.9 billion (\$89 million) for the quarter ended September 30, 2005, representing an increase of 26% over the quarter ended September 30, 2004. EBIT for the quarter ended September 30, 2005, was Rs. 321 million (\$7.3 million), representing an increase of 43% over the corresponding period in the previous year.

Operating Margin for the quarter ended September 30, 2005 was 8.2%, representing an increase of approximately 0.9% compared to the quarter ended September 30, 2004. ROCE for the quarter was 61% compared to 46% for the quarter ended September 30, 2004.

<sup>&</sup>lt;sup>1</sup> Global IT Services & Products segment Revenues were Rs. 18.9 billion for the quarter ended September 30, 2005 under the Indian GAAP. The difference of Rs. 28 million (\$0.64 million) is primarily attributable to difference in accounting treatment for foreign exchange contracts under Indian GAAP and US GAAP.

Consumer Care & Lighting (5% of Revenue and 4% of Operating Income for quarter ended September 30, 2005)

Our Consumer Care & Lighting business segment recorded Revenue of Rs. 1.36 billion (\$30.9 million) for the quarter ended September 30, 2005, representing a 22.5% increase over Revenue of Rs. 1.1 billion for the quarter ended September 30, 2004. EBIT was Rs. 190 million (\$4.3 million) for the quarter ended September 30, 2005, representing a 14% increase over EBIT of Rs.167 million for the quarter ended September 30, 2004. ROCE for the quarter was 86% compared to 83% for the quarter ended September 30, 2004.

Our results for the quarter ended September 30, 2005, 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 September 30, 2005, for cable transfers in Indian rupees, as certified by the Federal Reserve Bank of New York which is \$1=Rs.43.94. However, the realized exchange rate in our Global IT Services & Products segment for the quarter ended September 30, 2005 is \$1=Rs. 43.93

### Quarterly Conference call

Wipro will hold conference calls today at 11:45 AM Indian Standard Time (2:15 AM US Eastern Time) & at 6:45 PM Indian Standard Time (9:15 AM US Eastern Time) to discuss the company's performance for the quarter and answer questions sent to email ID: sridhar.ramasubbu@wipro.com An audio recording of the management discussions and the question & 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 PCMM 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. In the Asia Pacific and Middle East markets, we provide IT solutions and services for global corporations. 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 <a href="https://www.wipro.com">www.wipro.com</a> and <a href="https://www.wipro.com">www.wipro.com</a> and

#### 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 <a href="https://www.sec.gov">www.sec.gov</a>. 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 September 30 Six more

	(in millions, except per share data) Three months ended September 30 Six months ended September 30							
	2004	2005	2005	2004	2005	2005		
			Convenience				venie\nce	
			translation into US				ion into US\$	
D.	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Una	audited)	
Revenues:								
Global IT Services and Products				_		_		
IT Services	,	Rs. 17,052	\$ 388	Rs. 25,395	Rs. 32,654	\$	743	
BPO Services	. 1,674	1,824	42	3,058	3,652		83	
India and AsiaPac IT Services and Products								
Services	,	1,423	32	2,077	2,845		65	
Products	1,959	2,479	56	3,576	4,469		102	
Consumer Care and Lighting	1,110	1,359	31	2,136	2,681		61	
Others	674	829	19	1,251	1,531		35	
Total	19,797	24,966	568	37,493	47,832		1,089	
Cost of Revenues:								
Global IT Services and Products								
IT Services	8,213	11,066	252	15,615	20,909		476	
BPO Services	. 1,131	1,390	32	2,064	2,863		65	
India and AsiaPac IT Services and Products			-					
Services	639	830	19	1,187	1,680		38	
Products	1,774	2,220	51	3,249	3,986		91	
Consumer Care and Lighting	709	878	20	1,349	1,704		39	
Others	463	614	14	853	1,139		26	
Total		16,998	387	24,317	32,281		735	
Gross profit	·	7,968	181	13,176	15,551		354	
Operating expenses :	0,000	7,300	101	13,170	10,001		334	
Selling and marketing expenses	(1,316)	(1,599)	(36)	(2,617)	(3,239)		(74)	
General and administrative expenses		(1,262)	(29)	(1,793)	(2,433)		(55)	
Research and development expenses	, ,	(46)	(1)	(131)	(89)		(2)	
·		, ,		, ,	, ,			
Amortization of intangible assets	, ,	(11)	-	(99)	(25)		(1)	
Foreign exchange gains / (losses), net		55	1	(440)	(93)		(2)	
Others, net		14		31	32		1	
Operating Income		5,119	116	8,127	9,704		221	
Loss on direct issue of stock by subsidiary	(196)	-	-	(196)	-			
Other income, net	153	293	7	415	507		12	
Equity in Earnings / (losses) of affiliates		83	2	62	139		3	
Income before income taxes and minority interest	4,535	5,495	125	8,408	10,350		236	
Income taxes	. (679)	(791)	(18)	(1,277)	(1,377)		(31)	
Minority interest	(21)	-	-	(42)	(1)		-	
Net income	Rs. 3,835	Rs. 4,704	\$ 107	Rs. 7,089	Rs. 8,972	\$	204	
Earnings per equity share:								
Basic	2.76	3.35	0.08	5.10	6.40		0.15	
Diluted	2.74	3.32	0.08	5.07	6.33		0.14	
Additional Information								
Operating Income								
IT Services	_ ·· Rs. 3,700	Rs. 4,279	\$ 97	Rs. 6,741	Rs. 8,214	\$	187	
BPO Services	,	RS. 4,279 221	φ <i>91</i> 5	604	RS. 0,214 355	Ψ	8	
Global IT Services & Products	020		102	7,345			195	
India & AsiaPac IT Services & Products	1,020	4,500	7	330	8,569 570		13	
Consumer Care & Lighting	220	321	4		579 276		9	
Others		190		319	376			
Reconciling Items		135	3	258	233		5	
_	( /	(27)	(1)	(125)	(53)		(1)	
Total	Rs. 4,545	Rs. 5,119	\$ 116	Rs. 8,127	Rs. 9,704	\$	221	

### WIPRO LIMITED & SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS

(in millions, except share data and unless stated otherwise)

As of September 30,

- -	2004	2005	2225		
		2003	2005	2005	
ASSETS	(Unaudited)	(Unaudited)	Convenience translation into US\$ (Unaudited)		
Current assets:					
Cash and cash equivalents	Rs. 2,446	Rs. 4,214	\$	96	
Accounts receivable, net of allowances	12,126	16,890	•	384	
Costs and earnings in excess of billings on contracts in progress	3.650	4,540		103	
Inventories	1,294	1,737		40	
Investments in liquid and short-term mutual funds	17,919	27,716		631	
Deferred income taxes	226	112		3	
Other current assets	2,597	4,157		95	
Total current assets	40,258	59,366	1.	,351	
Property, plant and equipment, net	11,167	15,212		346	
Investments in affiliates	674	908		21	
Deferred income taxes	220	227		5	
Intangible assets, net	404	353		8	
Goodwill	5,487	5,925		135	
Other assets	718	1,244		28	
Total assets	Rs. 58,928	Rs. 83,235	\$ 1,	,894	
LIABILITIES AND STOCKHOLDERS' EQUITY					
Current liabilities:					
Borrowings from banks	Rs. 666	Rs. 1,175	\$	27	
Accounts Payable	2,704	3,588		82	
Accrued expenses	3,482	5,526		126	
Accrued employee cost	3,062	3,750		85	
Advances from customers	1,087	1,718		39	
Other current liabilities	3,181	3,019		69	
Total current liabilities	14,182	18,776		427	
Other liabilities	417	328		7	
Total liabilities	14,599	19,104		435	
Minority interest	822	-		-	
Stockholders' equity Equity shares at Rs. 2 par value: 1,650,000,000 shares authorized; issued and outstanding: 1,397,903,346 and					
1,414,957,082 shares as of September 30, 2004 and 2005	1,398	2,830		64	
Additional paid-in capital	7,511	13,791		314	
Deferred stock compensation	(43)	(2,674)		(61)	
				7	
Accumulated other comprehensive income / (loss)	(1,754)	322	4	· <del>-</del>	
Retained earnings Equity shares held by a controlled Trust: 7,891,560 and 7,869,060 shares as of September 30, 2004 and 2005	36,395 *	49,862 *	۱, *	,135	
Total stockholders' equity	43,507	64,131	1,	460	
Total liabilities and stockholders' equity	Rs. 58,928	Rs. 83,235		,894	
		Rs. (75,000)	\$ (1	1,707)	