

Letter to Stakeholders

Dear Stakeholder,

I am pleased to present the Third Annual Report of your company. In the last Annual Report, I had talked about the Indian IT hardware industry, our transformation, realignment and our steps to meet the future. In this Annual Report, I will elaborate on how WeP has strived to maximise your wealth and financial returns.

Shareholder Value Industry:

“In a free economy, investment flows to those industries which meet basic investment criteria of profitability, returns and growth.” In the last Annual Report, we indicated that Indian IT hardware industry scores on these attributes compared to many other industry sectors. “It is possible for well managed IT hardware companies to provide better than average returns to their investors.”

Shareholder Value - Our Business Portfolio:

We enhanced shareholder value by sticking to the basics of business. These basics are about meeting the challenges of growth, profitability and continuous transformation, ideally, all simultaneously. (In an ideal environment, these three parameters should merge with each other, which in turn should increase shareholder value.)

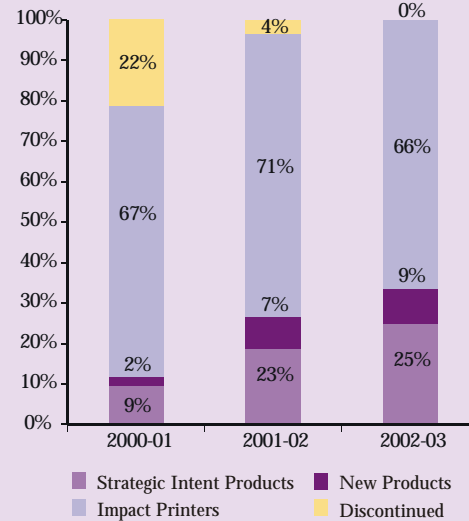
When it came to a crunch, we have been very selective in our approach towards growth, transformation and profitability. We decided to grow only where it adds to our immediate and long-term profits. Similarly, we decided to be aggressive in our transformational approach when we found unique and innovative business opportunities like Print & Save services.

We have promised the need for transformation in our first and second Annual Reports. We can proudly claim that during the 30 months of our existence, we have moved from an impact printer company to a highly diversified IT peripherals company and from a product company to a product and service company.

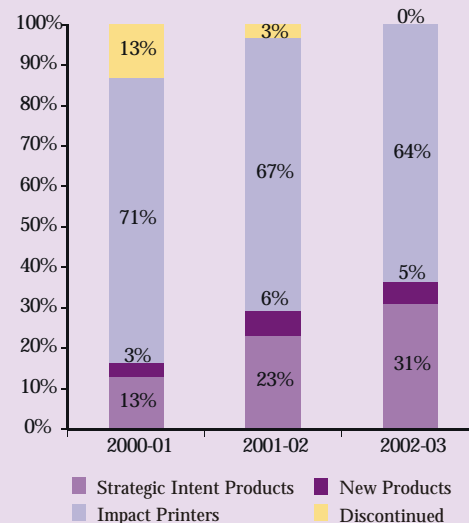
We have invested in the following initiatives for our transformation:

1. Exports
2. UPS Business
3. Storage and Communication Business
4. After Market Business
5. Print & Save Business

These transformational moves have ensured a continuously upgraded business portfolio as depicted below in terms of sales and value add.



Sales



Gross Margin