



N Vittal, Former CVC, celebrating the release of 1 million printers with the WeP Team

WeP Peripherals Limited (new name for Wipro ePeripherals Limited) is a leading IT peripherals solutions and services company in India. WeP commenced operations in 1986 as the Peripherals Division of Wipro Infotech, one of the largest IT companies in India. WeP became an independent corporate entity in September 2000 in the first ever “employee leveraged buyout.” We have today more than 1,400 shareholders in the company and are India's largest employee owned company.

Our ROCE

- ž Our growth and profitability record has been consistent since inception
- ž Our Return on Capital Employed (ROCE) of 25% is comparable with the best of the listed companies in the country today

Market Share

- ž We achieved the 1 million mark for printers in 2002
- ž Largest printer manufacturing company in India
- ž 35% market share
- ž No. 4 in the world
- ž 5 % of global market share
- ž A 5 Sigma Company efficiency

Infrastructure & Process

- ž Well established manufacturing facilities in Mysore and in Hyderabad
 - combined capacity to manufacture 200,000 printers and 100,000 UPS per year
 - ISO 9002 certified
- ž Strong R&D team with resources over 15% of our total strength
 - ISO 9001 certified for R&D since January 1998

E-enablement

- ž Technology is the driver for critical business processes
- ž All key processes, internal and external are e-enabled

Reach

- ž 17 sales locations, 319 channel partners across 139 cities and over 7,000 WeP certified engineers
- ž 13,478 resellers nationwide
- ž Over 700,000 customers nationwide

People: Our Greatest Asset

- ž Highly talented and motivated employees
- ž Organisation applauds original thinking, creativity and innovation
- ž Employees are urged to try new ways of doing things, accept challenges and aim for higher levels of excellence