

## c. Profitability:

The operational profitability indices for the year are as under

(Rs. in Millions)

Details	WeP Products Division	WeP Smart Division	WeP (non consolidated) Year ended 31st Mar 2003	WeP Consolidated Year ended 31st Mar 2003	Year ended 31st Mar 2002
Sales	1865.2	16.1	1881.3	1992.3	1861.1
Gross Margin	475.0	10.6	485.6	502.9	501.6
% on Sales	25.5%	65.8%	25.8%	25.2%	26.9%
Profit Before Depreciation, Interest and Tax	122.6	(14.7)	107.9	114.7	127.9
% on Sales	6.6%	-	5.7%	5.8%	6.9%
Profit Before Tax (before Non-recurring items)	79.1	(18.6)	60.5	66.3	86.5
% on Sales	4.2%	-	3.2%	3.3%	4.7%
Profit Before Tax (before Non-recurring items)	79.1	(18.6)	60.5	66.3	86.5
% on Sales	4.2%	-	3.2%	3.3%	4.7%
Profit Before Tax (after Non-recurring items)	78.7	(18.6)	60.1	65.9	78.2
% on Sales	4.2%	-	3.2%	3.3%	4.2%
Profit After Tax	57.2	(18.6)	38.6	41.7	47.4
% on Sales	3.1%	-	2.1%	2.1%	2.5%

## d. Revenue Segments:

The trend of revenue mix for the last three years are given below:

Segments	2002 - 2003	2001 - 2002	2000 - 2001
Business at the time of de-merger from Wipro Limited			
Impact Printer business	66.4%	71%	62%
Discontinued products	Nil	5%	26%
Sub-total	66.4%	76%	88%
New Introductions			
New Segments (UPS, Laser, Storage Products & communication)	14.9%	8%	3%
After Market	10.6%	9%	7%
Exports	7.4%	7%	2%
WeP Smart (Print & Save) (New division launched from July 2002)	0.7%		
Sub-total	33.6%	24%	12%
TOTAL	100%	100%	100%