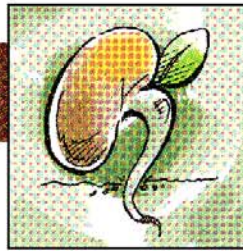


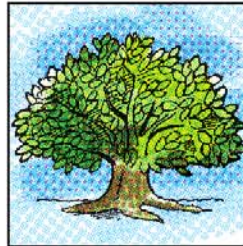
TRANSFORMATION

New launches



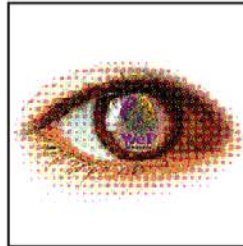
WeP TX 40 Receipt Printer, DSI Printer, LX 800 DX Printer, 2PC UPS, 17" Special UPS, Digital leased line modem, Structured cabling, Range of Storage and Security Solutions and three print centres were launched.

People



Team WeP, incorporating our values of Integrity, Human Values and Social results, our vision to be India's most valuable IT essentials enterprise, has grown from 220 members in September 2000 to 450+ in March 2004.

Customer touch



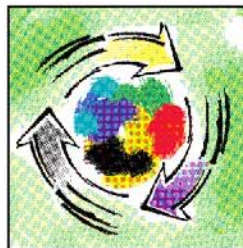
WeP touches customers through 8 modes: 284 channel partners, 5756 resellers, 18 stockists, 7300 retailers, IT majors and 118 SI partners, Customer executives, and 189 authorized support partners. Our building blocks that enhance customer touch are Biztrack, Channel Lyccum, Gyan Milan and Business School.

Services



Print & Save, an innovative Business Printing outsourcing service, provides on-site emergency printing and off-site remote, mobile and variety printing and document management facilities. Customers free their mind from printing hassles to better manage their core businesses.

Customer sensitive processes



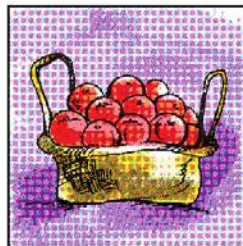
Biztrack, a sales force automation and customer management tool, mobile office and web enabled retail coverage provides us customer feedback on our products and services.

Widened network



Customer support forms the backbone of our business and is omnipresent across the country. WeP's network of 189 support partners and over 6000+ trained engineers stretches 106 locations covering 98% of the IT population in India.

Profitability



WeP has been a profitable company since inception. In 2003-04 our profits grew an impressive 167% as compared to 2002-03. Our operating margin improved to 8.4%.