| CONDENSED CONSOLIDATED BALANCE SHEET | Schedule | (Rs. in Million) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | As of December 31, |  | As of March 31, |
|  |  | 2007 | 2006 | 2007 |
| SOURCES OF FUNDS |  |  |  |  |
| SHAREHOLDERS' FUNDS |  |  |  |  |
| Share capital | 1 | 2,921 | 2,880 | 2,918 |
| Share application money pending allotment |  | 52 | 33 | 35 |
| Reserves and surplus | 2 | 114,097 | 89,042 | 93,042 |
|  |  | 117,070 | 91,955 | 95,995 |
| LOAN FUNDS |  |  |  |  |
| Secured loans | 3 | 2,273 | 1,053 | 1,489 |
| Unsecured loans | 4 | 24,712 | 2,170 | 2,338 |
|  |  | 26,985 | 3,223 | 3,827 |
| Minority Interest |  | 126 | 31 | 29 |
|  |  | 144,181 | 95,209 | 99,851 |
| APPLICATION OF FUNDS |  |  |  |  |
| FIXED ASSETS |  |  |  |  |
| Goodwill [refer note 19(8), (9), (14),\& (15)] |  | 41,315 | 9,485 | 9,477 |
| Gross block | 5 | 52,107 | 34,942 | 37,287 |
| Less: Accumulated depreciation |  | 26,486 | 18,227 | 18,993 |
| Net block |  | 25,621 | 16,715 | 18,294 |
| Capital work-in-progress and advances |  | 12,237 | 9,090 | 10,191 |
|  |  | 79,173 | 35,290 | 37,962 |
|  |  |  |  |  |
| INVESTMENTS | 6 | 18,825 | 38,294 | 33,249 |
| DEFERRED TAX ASSET (NET) |  | 575 | 726 | 590 |
| CURRENT ASSETS, LOANS AND ADVANCES |  |  |  |  |
| Inventories | 7 | 6,155 | 3,985 | 4,150 |
| Sundry debtors | 8 | 36,163 | 27,756 | 29,007 |
| Cash and bank balances | 9 | 16,508 | 4,929 | 19,822 |
| Loans and advances | 10 | 29,250 | 16,500 | 17,454 |
|  |  | 88,076 | 53,170 | 70,433 |
| Less: CURRENT LIABILITIES AND PROVISIONS |  |  |  |  |
| Liabilities | 11 | 36,209 | 26,394 | 34,350 |
| Provisions | 12 | 6,259 | 5,877 | 8,033 |
|  |  | 42,468 | 32,271 | 42,383 |
| NET CURRENT ASSETS |  | 45,608 | 20,899 | 28,050 |
|  |  | 144,181 | 95,209 | 99,851 |

## Notes to Accounts

The schedules referred to above form an integral part of the condensed consolidated balance sheet
As per our report attached
for and on behalf of the Board of Directors

| for BSR \& Co. Azim Premji | B C Prabhakar | Dr Jagdish N Sheth |
| :--- | :--- | :--- | :--- |

Chartered Accountants
Chairman
Director
Dr Jagdish N Sheth
Director

## Zubin Shekary

Partner
Membership No. 48814
Bangalore
January 18, 2008

Suresh C Senapaty
Executive Vice President \& Chief Financial Officer

V Ramachandran
Company Secretary

CONDENSED CONSOLIDATED FINANCIAL STATEMENTS OF WIPRO LIMITED AND SUBSIDIARIES


| As per our report attached | for and on behalf of the Board of Directors |  |  |
| :---: | :---: | :---: | :---: |
| for BSR \& Co. | Azim Premji | B C Prabhakar | Dr Jagdish N Sheth |
| Chartered Accountants | Chairman | Director | Director |
| Zubin Shekary | Suresh C Senapaty | V Ramachandran |  |
| Partner | Executive Vice President | Company Secretary |  |
| Membership No. 48814 | \& Chief Financial Officer |  |  |
| Bangalore |  |  |  |
| January 18, 2008 |  |  |  |


| CONDENSED CONSOLIDATED CASH FLOW STATEMENT | (Rs. in Million) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter Ended Decemebr 31, |  | Nine months ended Decemebr 31, |  | Year Ended |
|  | 2007 | 2006 | 2007 | 2006 | March 31, 2007 |
| A. Cash flows from operating activities: |  |  |  |  |  |
| Profit before tax | 9,611 | 8,592 | 26,958 | 23,732 | 32,988 |
| Adjustments: |  |  |  |  |  |
| Depreciation and amortization | 1,429 | 1,011 | 3,850 | 2,888 | 3,978 |
| Amortisation of stock compensation | 303 | 440 | 875 | 1,036 | 1,078 |
| Unrealised exchange differences - net | $(1,287)$ | (174) | $(2,395)$ | 183 | 457 |
| Interest on borrowings | 760 | 48 | 1,221 | 84 | 125 |
| Dividend / interest - net | (828) | (581) | $(2,265)$ | $(1,461)$ | $(2,118)$ |
| (Profit) / Loss on sale of investments | (46) | (180) | (596) | (355) | (588) |
| Gain on sale of fixed assets | (7) | (2) | (172) | (8) | (10) |
| Working capital changes : |  |  |  | - |  |
| Trade and other receivable | $(3,501)$ | $(1,633)$ | $(8,239)$ | $(5,949)$ | $(7,358)$ |
| Loans and advances | $(2,180)$ | 609 | $(4,003)$ | (347) | (283) |
| Inventories | (254) | (469) | $(1,109)$ | (830) | $(1,120)$ |
| Trade and other payables | 1,154 | 1,470 | 5,090 | 4,401 | 5,156 |
| Net cash generated from operations | 5,156 | 9,131 | 19,215 | 23,374 | 32,304 |
| Direct taxes paid | (160) | $(1,476)$ | $(2,834)$ | $(3,236)$ | $(4,252)$ |
| Net cash generated by operating activities | 4,996 | 7,656 | 16,381 | 20,138 | 28,052 |
| B. Cash flows from investing activities: |  |  |  |  |  |
| Acquisition of property, fixed assets plant and equipment (including advances) | $(3,062)$ | $(3,146)$ | $(9,377)$ | $(9,361)$ | $(13,005)$ |
| Proceeds from sale of fixed assets | 69 | (65) | 392 | 118 | 149 |
| Purchase of investments | $(80,976)$ | $(36,986)$ | $(180,821)$ | $(83,946)$ | $(123,579)$ |
| Proceeds on sale / from maturities on investments | 86,537 | 32,514 | 196,073 | 77,083 | 122,042 |
| Intercorporate deposit | - | - | 50 | - | (650) |
| Net payment for acquisition of businesses | $(5,939)$ | $(2,370)$ | $(32,327)$ | $(6,521)$ | $(6,608)$ |
| Dividend / interest income received | 495 | 581 | 1,787 | 1,461 | 2,118 |
| Net cash generated by / (used in) investing activities | $(2,876)$ | $(9,472)$ | $(24,223)$ | $(21,166)$ | $(19,533)$ |
| C. Cash flows from financing activities: |  |  |  |  |  |
| Proceeds from exercise of employee stock option | 337 | 1,257 | 393 | 3,905 | 9,458 |
| Share application money pending allotment | 16 | (29) | 52 | 32 | 35 |
| Interest paid on borrowings | (760) | (48) | $(1,221)$ | (84) | (125) |
| Dividends paid (including distribution tax) | $(3,417)$ | - | $(12,632)$ | $(8,125)$ | $(8,875)$ |
| Repayment of borrowings / loans | $(35,883)$ | $(2,775)$ | $(55,985)$ | $(6,285)$ | $(5,915)$ |
| Proceeds of borrowings / loans | 33,563 | 4,195 | 73,835 | 7,647 | 7,882 |
| Proceeds from issuance of shares by subsidiary | (0) | 35 | 55 | 35 | 35 |
| Net cash generated by / (used in) financing activities | $(6,145)$ | 2,635 | 4,497 | $(2,875)$ | 2,495 |
| Net (decrease) / increase in cash and cash equivalents during the period | $(4,025)$ | 818 | $(3,345)$ | $(3,903)$ | 11,014 |
| Cash and cash equivalents at the beginning of the period | 20,488 | 4,144 | 19,822 | 8,858 | 8,858 |
| Effect of translation of cash balance | 46 | (33) | 31 | (26) | (50) |
| Cash and cash equivalents at the end of the period | 16,508 | 4,929 | 16,508 | 4,929 | 19,822 |

*Balance as on December 31, 2007 includes Rs. 509 Million in a restricted designated bank account for payment of
deferred compensation to certain employees.
Balance as on March 31, 2007 includes Rs. 7,278 Million in a restricted designated bank account for payment of interim dividend for the period ended March 31, 2007.

As per our report attached for and on behalf of the Board of Directors

| for BSR \& Co. | AzimPremji | B C Prabhakar | Dr Jagdish N Sheth |
| :--- | :--- | :--- | :--- |
| Chartered Accountants | Chairman | Director | Director |

Zubin Shek ary
Partner
Membership No. 48814
Bangalore
January 18, 2008

| CONDENSED CONSOLIDATED BALANCE SHEET |  |  |  |
| :---: | :---: | :---: | :---: |
|  | (Rs. in Million except share data) |  |  |
|  | As of December 31, |  | As of March 31, |
| SCHEDULE 1 SHARE CAPITAL | 2007 | 2006 | 2007 |
| Authorised capital |  |  |  |
| 1,650,000,000 (2006 \& 2007: 1,650,000,000) equity shares of Rs. 2 each | 3,300 | 3,300 | 3,300 |
| $25,000,000$ (2006 \& 2007: $25,000,000$ ) $10.25 \%$ redeemable cumulative preference shares of Rs. 10 each | 250 | 250 | 250 |
|  | 3,550 | 3,550 | 3,550 |
| Issued, subscribed and paid-up capital |  |  |  |
| 1,460,529,013 (2006: 1,439,802,322, 2007: 1,458,999,650) equity shares of Rs. 2 each [refer note 19 (2)] | 2,921 | 2,880 | 2,918 |
|  | 2,921 | 2,880 | 2,918 |
| SCHEDULE 2 RESERVES AND SURPLUS | As of December 31, |  | As of March 31, |
|  | 2007 | 2006 | 2007 |
| Capital reserve |  |  |  |
| Balance brought forward from previous period | 47 | 47 | 47 |
|  | 47 | 47 | 47 |
| Securities premium account |  |  |  |
| Balance brought forward from previous period | 24,530 | 14,378 | 14,378 |
| Add: Exercise of stock options by employees | 562 | 4,460 | 10,152 |
|  | 25,092 | 18,838 | 24,530 |
| Translation reserve |  |  |  |
| Balance brought forward from previous period | (247) | (111) | (111) |
| Movement during the period | (620) | 16 | (136) |
|  | (867) | (95) | (247) |
| Restricted stock units reserve |  |  |  |
| Employee Stock Options Outstanding | 5,256 | 5,488 | 5,273 |
| Less: Deferred Employee Compensation Expense | 3,597 | 4,431 | 4,351 |
|  | 1,659 | 1,057 | 922 |
| General reserve |  |  |  |
| Balance brought forward from previous period | 67,790 | 48,357 | 48,357 |
| Additions [refer note 19 (3)] | 19,235 | 20,837 | 19,433 |
|  | 87,025 | 69,194 | 67,790 |
| Unrealised gains on cash flow hedges, net | 1,141 | - | - |
| Summary of reserves and surplus |  |  |  |
| Balance brought forward from previous period | 93,042 | 63,202 | 63,202 |
| Additions | 21,675 | 25,840 | 29,977 |
| Deletions | (620) | - | (137) |
|  | 114,097 | 89,042 | 93,042 |

CONDENSED CONSOLIDATED FINANCIAL STATEMENTS OF WIPRO LIMITED AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEET

|  | (Rs. in Million) |  |
| ---: | ---: | ---: |
| As of December 31, |  | As of March 31, |
| 2007 | 2006 | 2007 |

SCHEDULE 3 SECURED LOANS

| Term loans $^{1,2}$ | $\mathbf{6 8 8}$ | 740 | $\mathbf{6 7 4}$ |
| :--- | ---: | ---: | ---: |
| Cash credit facilities $^{1}$ | $\mathbf{5 1 0}$ | 285 | $\mathbf{7 9 1}$ |
| Finance lease obligation $^{2}$ | $\mathbf{1 , 0 7 5}$ | $\mathbf{2 8}$ |  |
|  | $\mathbf{2 , 2 7 3}$ | 1,053 | $\mathbf{1 , 4 8 9}$ |

${ }^{1}$ Term loans and cash credit facility are secured by hypothecation of stock-in-trade, book debts, immovable/movable properties and other assets
${ }^{2}$ Term loans and finance lease obligation as on December 31, 2007 include Rs. 971 Million of borrowings of entities acquired during the period.

## SCHEDULE 4 UNSECURED LOANS

| Borrowing from banks $^{3}$ | $\mathbf{2 4 , 6 1 1}$ | 2,121 | $\mathbf{2 , 2 4 0}$ |
| :--- | ---: | ---: | ---: |
| Loan from financial institutions | - | - | $\mathbf{5 2}$ |
| Interest free loan from State Governments | $\mathbf{4 4}$ | 48 | $\mathbf{4 6}$ |
| Others | $\mathbf{5 7}$ | 1 | $\mathbf{-}$ |
|  | $\mathbf{2 4 , 7 1 2}$ | 2,170 | $\mathbf{2 , 3 3 8}$ |

${ }^{3}$ Borrowing from banks as on December 31, 2007 include Rs. 4,380 Million of borrowings of entities acquired during the period.

SCHEDULE 5 FIXED ASSETS

| PARTICULARS | GROSS BLOCK |  |  |  | ACCUMULATED DEPRECIATION |  |  |  | NET BLOCK |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\left\|\begin{array}{c} \text { As of April } \\ 1,2007 \end{array}\right\|$ | Additions ${ }^{4}$ | Deductions/ adjustments | As of <br> December <br> 31, 2007 | $\begin{array}{\|c\|} \text { As of April } \\ 1,2007 \end{array}$ | Depreciation for the period | Deductions / adjustments ${ }^{4}$ | As of December 31, 2007 | As of <br> December <br> 31, 2007 | As of March <br> 31, 2007 |
| (a) Tangible fixed assets |  |  |  |  |  |  |  |  |  |  |
| Land (including leasehold) | 2,170 | 598 | 41 | 2,727 | 2 | 1 | 2 | 5 | 2,722 | 2,168 |
| Buildings | 6,198 | 2,842 | 36 | 9,004 | 669 | 120 | 375 | 1,164 | 7,840 | 5,529 |
| Plant \& machinery ${ }^{5}$ | 21,125 | 7,449 | 201 | 28,373 | 14,072 | 2,817 | 2,105 | 18,994 | 9,379 | 7,053 |
| Furniture, fixture and equipments | 4,180 | 2,380 | 61 | 6,499 | 2,806 | 514 | 848 | 4,168 | 2,331 | 1,374 |
| Vehicles | 1,830 | 831 | 184 | 2,477 | 989 | 328 | 18 | 1,335 | 1,142 | 841 |
| (b) Intangible fixed assets |  |  |  |  |  |  |  |  |  |  |
| Technical know-how | 330 | 420 | - | 750 | 329 | 2 | - | 331 | 419 | 1 |
| Patents, trade marks and rights | 1,454 | 863 | 40 | 2,277 | 126 | 68 | 295 | 489 | 1,788 | 1,328 |
|  | 37,287 | 15,383 | 563 | 52,107 | 18,993 | 3,850 | 3,643 | 26,486 | 25,621 | 18,294 |
| Previous year - 31 March <br> 2007 | 24,816 | 12,743 | 272 | 37,287 | 12,910 | 3,979 | 2,104 | 18,993 | 18,294 |  |

${ }^{4}$ - Additions include Gross Block of Rs. 8,031 Million and adjustments include Accumulated depreciation of Rs. 3,837 Million in respect of assets of entities acquired during the period
${ }^{5}$ - Plant and machinery includes computers and computer software.

## CONDENSED CONSOLIDATED BALANCE SHEET

## SCHEDULE 6 INVESTMENTS

|  | (Rs. in Million) |
| :---: | ---: |
| As of December 31, | As of March 31, |
| 2007 | 2006 |

Investments- Long Term - unquoted
Investment in Associates
Wipro GE Medical Systems Private Ltd ${ }^{6}$

| $\mathbf{1 , 2 4 3}$ | 995 | $\mathbf{1 , 0 4 3}$ |
| ---: | ---: | ---: |
| $\mathbf{1 , 2 4 3}$ | 995 | $\mathbf{1 , 0 4 3}$ |
| $\mathbf{3 6 5}$ | 364 | $\mathbf{3 6 4}$ |
|  |  |  |
| $\mathbf{1 7 , 2 1 7}$ | 36,935 | $\mathbf{3 1 , 8 4 2}$ |
| - | - | - |
| $\mathbf{1 7 , 2 1 7}$ | 36,935 | $\mathbf{3 1 , 8 4 2}$ |
|  |  |  |
| $\mathbf{1 8 , 8 2 5}$ | 38,294 | $\mathbf{3 3 , 2 4 9}$ |

${ }^{6}$ Equity investments in this company carry certain restrictions on transfer of shares that are normally provided for in shareholders' agreements

SCHEDULE 7 INVENTORIES

| Finished goods | $\mathbf{2 , 1 9 8}$ | 1,522 | $\mathbf{1 , 7 7 7}$ |
| :--- | ---: | ---: | ---: |
| Raw materials | $\mathbf{2 , 7 7 7}$ | 1,589 | $\mathbf{1 , 5 8 4}$ |
| Stock in process | $\mathbf{7 7 3}$ | 532 | $\mathbf{4 9 1}$ |
| Stores and spares | $\mathbf{4 0 7}$ | 342 | $\mathbf{2 9 8}$ |
|  | $\mathbf{4 , 1 5 5}$ | 3,985 | $\mathbf{4 , 1 5 0}$ |

## SCHEDULE 8 SUNDRY DEBTORS

(Unsecured)
Debts outstanding for a period exceeding six months
Considered good
Considered doubtful

Other debts
Considered good
Considered doubtful

Less: Provision for doubtful debts

| $\mathbf{2 , 3 4 7}$ | 1,261 | $\mathbf{9 1 9}$ |
| ---: | ---: | ---: |
| $\mathbf{1 , 0 8 1}$ | 1,203 | $\mathbf{1 , 3 8 8}$ |
| $\mathbf{3 , 4 2 8}$ | 2,464 | $\mathbf{2 , 3 0 7}$ |
|  |  |  |
| $\mathbf{3 3 , 8 1 6}$ | 26,495 | $\mathbf{2 8 , 0 8 8}$ |
| - | - | - |
| $\mathbf{3 7 , 2 4 4}$ | 28,959 | $\mathbf{3 0 , 3 9 5}$ |
| $\mathbf{1 , 0 8 1}$ | 1,203 | $\mathbf{1 , 3 8 8}$ |
| $\mathbf{3 6 , 1 6 3}$ | 27,756 | $\mathbf{2 9 , 0 0 7}$ |

## CONDENSED CONSOLIDATED FINANCIAL STATEMENTS OF WIPRO LIMITED AND SUBSIDIARIES

## CONDENSED CONSOLIDATED BALANCE SHEET

SCHEDULE 9 CASH AND BANK BALANCES
Balances with bank:

|  | As of December 31, | As of March 31, |
| ---: | ---: | ---: | ---: |
| $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 6}$ | $\mathbf{2 0 0 7}$ |
| $\mathbf{5 , 1 6 8}$ | 4,807 | $\mathbf{1 6 , 7 8 4}$ |
| $\mathbf{1 0 , 3 9 1}$ | 9 | $\mathbf{2 , 3 5 5}$ |
| $\mathbf{9 4 9}$ | 113 | $\mathbf{6 8 3}$ |
| $\mathbf{1 6 , 5 0 8}$ | 4,929 | $\mathbf{1 9 , 8 2 2}$ |

${ }^{7}$ Balance as on December 31, 2007 includes Rs. 509 Million in a restricted designated bank account for payment of deferred compensation to certain employees
Balance as on March 31, 2007 includes Rs. 7,278 Million in a restricted designated bank account for payment of interim dividend for the period ended March 31, 2007.

## SCHEDULE 10 LOANS AND ADVANCES

(Unsecured, considered good unless otherwise stated)
Advances recoverable in cash or in kind or for value to be received
Considered good

- Prepaid expenses
- Advance to suppliers / expenses
- Employee travel \& other advances
- Others

Considered doubtful

Less: Provision for doubtful advances

| $\mathbf{4 , 4 6 8}$ | 1,918 | $\mathbf{2 , 0 4 9}$ |
| ---: | ---: | ---: |
| $\mathbf{1 , 2 3 5}$ | 603 | $\mathbf{7 5 3}$ |
| $\mathbf{1 , 5 3 1}$ | 782 | $\mathbf{8 8 5}$ |
| $\mathbf{4 , 5 5 9}$ | 2,178 | $\mathbf{1 , 4 7 1}$ |
| $\mathbf{1 1 , 7 9 3}$ | 5,481 | $\mathbf{5 , 1 5 8}$ |
| $\mathbf{1 6 8}$ | 195 | $\mathbf{1 9 4}$ |
| $\mathbf{1 1 , 9 6 1}$ | 5,676 | $\mathbf{5 , 3 5 2}$ |
| $\mathbf{1 6 8}$ | 195 | $\mathbf{1 9 4}$ |
| $\mathbf{1 1 , 7 9 3}$ | 5,481 | $\mathbf{5 , 1 5 8}$ |

Other deposits

| $\mathbf{1 , 8 0 6}$ | 1,592 | $\mathbf{1 , 6 1 3}$ |
| ---: | :---: | ---: |
| $\mathbf{5 , 4 6 3}$ | 4,185 | $\mathbf{4 , 7 3 0}$ |
| $\mathbf{6 0 0}$ | - | $\mathbf{6 5 0}$ |
| $\mathbf{6 0 1}$ | 125 | $\mathbf{2 0 7}$ |
| $\mathbf{8 , 9 8 7}$ | 5,117 | $\mathbf{5 , 0 9 6}$ |

## SCHEDULE 11 LIABILITIES

Acquisition related liabilities
Accrued expenses and statutory liabilities

| $\mathbf{2 2 3}$ | - | - |
| ---: | ---: | ---: |
| $\mathbf{1 8 , 0 5 1}$ | 14,544 | $\mathbf{1 3 , 7 7 6}$ |
| $\mathbf{1 2 , 2 5 9}$ | 8,734 | $\mathbf{1 0 , 2 0 2}$ |
| $\mathbf{3 , 9 9 7}$ | 1,735 | $\mathbf{1 , 7 6 1}$ |
| $\mathbf{1 , 6 7 5}$ | 1,377 | $\mathbf{1 , 3 6 9}$ |
| $\mathbf{4}$ | 4 | $\mathbf{4}$ |
| - | - | $\mathbf{7 , 2 3 8}$ |
| $\mathbf{3 6 , 2 0 9}$ | 26,394 | $\mathbf{3 4 , 3 5 0}$ |

SCHEDULE 12 PROVISIONS

| Employee retirement benefits | $\mathbf{2 , 4 9 5}$ | 2,002 | $\mathbf{2 , 1 1 8}$ |
| :--- | ---: | ---: | ---: |
| Warranty provision | $\mathbf{8 0 3}$ | 909 | $\mathbf{8 3 1}$ |
| Provision for tax | $\mathbf{2 , 9 6 1}$ | 2,966 | $\mathbf{3 , 1 0 6}$ |
| Proposed dividend | - | - | $\mathbf{1 , 4 5 9}$ |
| Tax on dividend | - | - | $\mathbf{5 1 9}$ |
|  | $\mathbf{6 , 2 5 9}$ | 5,877 | $\mathbf{8 , 0 3 3}$ |

## CONDENSED CONSOLIDATED PROFIT AND LOSS ACCOUNT

|  |  | (Rs. in Million) |  |  |
| ---: | ---: | ---: | ---: | ---: |
| Quarter ended December 31, Nine months ended December 31, | Year ended |  |  |  |
| 2007 | 2006 | 2007 | 2006 | March 31, 2007 |

## SCHEDULE 13 OTHER INCOME

| Dividend on mutual fund units | $\mathbf{4 0 6}$ | 412 | $\mathbf{1 , 1 9 7}$ | 1,107 | $\mathbf{1 , 6 8 6}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Profit on sale of investments | $\mathbf{4 6}$ | 180 | $\mathbf{5 9 6}$ | 355 | $\mathbf{5 8 8}$ |
| Interest on debt instruments and others | $\mathbf{4 8 4}$ | 169 | $\mathbf{1 , 1 3 0}$ | 354 | $\mathbf{4 3 2}$ |
| Exchange differences - net | $\mathbf{3 1 9}$ | $(4)$ | $(\mathbf{6 7 )}$ | $(198)$ | $(\mathbf{2 3 1 )}$ |
| Miscellaneous income | $\mathbf{3 7 1}$ | 68 | $\mathbf{7 0 5}$ | 378 | $\mathbf{2 5 7}$ |
|  | $\mathbf{1 , 6 2 6}$ | 825 | $\mathbf{3 , 5 6 1}$ | 1,996 | $\mathbf{2 , 7 3 2}$ |

## SCHEDULE 14 COST OF SALES AND SERVICES

| Employee compensation costs | $\mathbf{1 8 , 6 5 7}$ | 14,485 | $\mathbf{5 1 , 0 8 8}$ | 39,472 | $\mathbf{5 4 , 2 3 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Raw materials, finished and process stocks (refer Schedule 18) | $\mathbf{9 , 5 9 0}$ | 6,759 | $\mathbf{2 5 , 7 9 3}$ | 15,430 | $\mathbf{2 3 , 1 8 2}$ |
| Sub contracting / technical fees | $\mathbf{2 , 5 1 7}$ | 1,626 | $\mathbf{7 , 0 2 0}$ | 4,814 | $\mathbf{6 , 6 7 7}$ |
| Travel | $\mathbf{1 , 3 1 1}$ | 1,162 | $\mathbf{3 , 6 1 6}$ | 3,480 | $\mathbf{5 , 0 8 4}$ |
| Depreciation | $\mathbf{1 , 3 2 5}$ | 941 | $\mathbf{3 , 5 6 1}$ | 2,695 | $\mathbf{3 , 6 9 6}$ |
| Communication | $\mathbf{5 6 5}$ | 431 | $\mathbf{1 , 4 3 0}$ | 1,177 | $\mathbf{1 , 6 2 0}$ |
| Repairs | $\mathbf{1 , 2 9 6}$ | 827 | $\mathbf{2 , 4 7 7}$ | 1,884 | $\mathbf{2 , 6 4 5}$ |
| Power and fuel | $\mathbf{4 1 2}$ | 281 | $\mathbf{1 , 1 0 8}$ | 810 | $\mathbf{1 , 0 6 2}$ |
| Outsourced technical services | $\mathbf{2 5 8}$ | 217 | $\mathbf{7 7 8}$ | 615 | $\mathbf{8 4 2}$ |
| Rent | $\mathbf{3 6 9}$ | 241 | $\mathbf{9 1 7}$ | 741 | $\mathbf{1 , 0 0 9}$ |
| Stores and spares | $\mathbf{2 5 2}$ | 175 | $\mathbf{6 9 9}$ | 459 | $\mathbf{6 7 6}$ |
| Insurance | $\mathbf{6 4}$ | 45 | $\mathbf{1 5 9}$ | 147 | $\mathbf{1 8 6}$ |
| Rates and taxes | $\mathbf{5 3}$ | $(35)$ | $\mathbf{9 1}$ | 142 | $\mathbf{1 9 8}$ |
| Miscellaneous | $\mathbf{6 4 6}$ | 342 | $\mathbf{1 , 6 9 7}$ | 1,019 | $\mathbf{1 , 3 0 4}$ |
|  | $\mathbf{3 7 , 3 1 5}$ | 27,497 | $\mathbf{1 0 0 , 4 3 4}$ | 72,885 | $\mathbf{1 0 2 , 4 2 0}$ |

## CONDENSED CONSOLIDATED FINANCIAL STATEMENTS OF WIPRO LIMITED AND SUBSIDIARIES

CONDENSED CONSOLIDATED PROFIT AND LOSS ACCOUNT

|  |  | (Rs. in Million) |  |
| ---: | ---: | ---: | ---: |
| Quarter ended December 31, | Nine months ended December 31, | Year ended |  |
| 2007 | 2006 | 2007 | 2006 | March 31, 2007 |  |
| ---: | :--- | ---: | :--- |

SCHEDULE 15 SELLING AND MARKETING EXPENSES

| Employee compensation costs | $\mathbf{1 , 8 3 2}$ | 1,168 | $\mathbf{4 , 8 9 7}$ | 3,364 | $\mathbf{4 , 7 2 8}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Advertisement and sales promotion | $\mathbf{7 0 3}$ | 312 | $\mathbf{1 , 6 8 3}$ | 1,005 | $\mathbf{1 , 4 0 0}$ |
| Travel | $\mathbf{2 2 7}$ | 147 | $\mathbf{7 3 0}$ | 550 | $\mathbf{7 9 0}$ |
| Carriage and freight | $\mathbf{2 9 4}$ | 234 | $\mathbf{8 5 5}$ | 554 | $\mathbf{8 8 5}$ |
| Commission on sales | $\mathbf{1 5 0}$ | 65 | $\mathbf{3 9 1}$ | 205 | $\mathbf{2 7 5}$ |
| Rent | $\mathbf{1 4 7}$ | 90 | $\mathbf{3 5 9}$ | 236 | $\mathbf{3 2 6}$ |
| Communication | $\mathbf{1 0 1}$ | 74 | $\mathbf{2 5 6}$ | 199 | $\mathbf{2 9 4}$ |
| Conveyance | $\mathbf{3 7}$ | 29 | $\mathbf{1 0 3}$ | 80 | $\mathbf{1 1 1}$ |
| Depreciation | $\mathbf{8 5}$ | 44 | $\mathbf{2 0 6}$ | 126 | $\mathbf{1 9 0}$ |
| Repairs to buildings | $\mathbf{2 3}$ | 21 | $\mathbf{5 5}$ | 49 | $\mathbf{6 0}$ |
| Insurance | $\mathbf{5}$ | 5 | $\mathbf{2 6}$ | 18 | $\mathbf{2 5}$ |
| Rates and taxes | $\mathbf{9}$ | 10 | $\mathbf{2 5}$ | 22 | $\mathbf{2 6}$ |
| Miscellaneous expenses | $\mathbf{2 0 1}$ | 137 | $\mathbf{4 8 3}$ | 302 | $\mathbf{4 3 7}$ |
|  | $\mathbf{3 , 8 1 4}$ | 2,336 | $\mathbf{1 0 , 0 6 9}$ | 6,710 | $\mathbf{9 , 5 4 7}$ |

## SCHEDULE 16 GENERAL AND ADMINISTRATIVE EXPENSES

| Employee compensation costs | $\mathbf{1 , 4 2 6}$ | 987 | $\mathbf{3 , 5 4 3}$ | 2,355 | $\mathbf{3 , 4 3 0}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Travel | $\mathbf{3 0 9}$ | 232 | $\mathbf{8 3 5}$ | 657 | $\mathbf{9 0 9}$ |
| Repairs and mantainance | $\mathbf{1 3 1}$ | 82 | $\mathbf{3 9 5}$ | 218 | $\mathbf{3 2 1}$ |
| Provision for bad debts | - | 61 | $\mathbf{2 2 6}$ | 205 | $\mathbf{2 9 4}$ |
| Manpower outside services | $\mathbf{6 4}$ | 35 | $\mathbf{1 6 4}$ | 98 | $\mathbf{1 4 2}$ |
| Depreciation | $\mathbf{1 8}$ | 25 | $\mathbf{8 3}$ | 66 | $\mathbf{9 3}$ |
| Rates and taxes | $\mathbf{6}$ | 13 | $\mathbf{4 4}$ | 56 | $\mathbf{6 3}$ |
| Insurance | $\mathbf{2 1}$ | 17 | $\mathbf{5 5}$ | 38 | $\mathbf{5 7}$ |
| Rent | $\mathbf{1 9}$ | 19 | $\mathbf{6 6}$ | 40 | $\mathbf{7 7}$ |
| Auditors' remuneration |  |  | $\mathbf{1 0}$ | 10 | $\mathbf{1 3}$ |
| $\quad$ Audit fees | $\mathbf{3}$ | 3 | $\mathbf{1}$ | 1 | $\mathbf{1}$ |
| For certification including tax audit | - | - | $\mathbf{1}$ | 1 | $\mathbf{1}$ |
| $\quad$ Out of pocket expenses | $\mathbf{-}$ | - | $\mathbf{2 , 0 9 6}$ | 1,599 | $\mathbf{2 , 2 3 4}$ |
| Miscellaneous expenses | $\mathbf{8 3 5}$ | 604 | $\mathbf{7 , 5 1 9}$ | 5,344 | $\mathbf{7 , 6 3 5}$ |
|  | $\mathbf{2 , 8 3 2}$ | 2,078 |  |  |  |

CONDENSED CONSOLIDATED FINANCIAL STATEMENTS OF WIPRO LIMITED AND SUBSIDIARIES
CONDENSED CONSOLIDATED PROFIT AND LOSS ACCOUNT

|  |  | (Rs. in Million) |  |
| :---: | ---: | :---: | ---: |
| Quarter ended December 31, | Nine months ended December 31 | Year ended |  |
| 2007 | 2006 | 2007 | 2006 |

SCHEDULE 17 INTEREST
Cash credit and others ${ }^{8}$
760
48
1,221
84
124
${ }^{8}$ Includes Rs. 88 Million and Rs. 286 Million for the quarter ended and nine month ended December 31, 2007 (2006 \& 2007: Nil) of interest borne by Wipro Equity Reward Trust in respect of loans availed by employees from third party financial institution/bank in March 2007 for the exercise of vested employee stock options.

SCHEDULE 18
RAW MATERIALS, FINISHED AND PROCESSED STOCKS
Consumption of raw materials and
bought out components :
Opening stocks
Add: Stock taken over on acquisition
Add: Purchases
Less: Closing stocks

| $\mathbf{2 , 8 6 8}$ | 667 | $\mathbf{1 , 5 8 4}$ | 692 | $\mathbf{6 9 2}$ |
| ---: | ---: | ---: | ---: | ---: |
| - | 651 | $\mathbf{3 7 4}$ | 651 | $\mathbf{6 5 1}$ |
| $\mathbf{3 , 8 4 7}$ | 4,210 | $\mathbf{1 3 , 1 2 5}$ | 7,534 | $\mathbf{1 1 , 7 0 1}$ |
| $\mathbf{2 , 7 7 7}$ | 1,589 | $\mathbf{2 , 7 7 7}$ | 1,589 | $\mathbf{1 , 5 8 4}$ |
| $\mathbf{3 , 9 3 8}$ | 3,939 | $\mathbf{1 2 , 3 0 6}$ | 7,288 | $\mathbf{1 1 , 4 6 0}$ |
|  |  |  |  |  |
| $\mathbf{5 , 8 9 0}$ | 3,000 | $\mathbf{1 3 , 6 2 2}$ | 8,678 | $\mathbf{1 2 , 4 7 1}$ |

(Increase) / Decrease in
finished and process stocks :

| Opening stock | : In process | 646 | 373 | 491 | 289 | 289 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | : Finished products | 2,084 | 1,156 | 1,777 | 886 | 886 |
| Stock taken over on acquisition : In process |  | - | 194 | 8 | 194 | 194 |
|  | : Finished products | 3 | 150 | 560 | 150 | 150 |
| Less: Closing stock | : In process | 773 | 532 | 773 | 532 | 491 |
|  | : Finished products | 2,198 | 1,521 | 2,198 | 1,521 | 1,777 |
|  |  | (238) | (180) | (135) | (536) | (749) |
|  |  | 9,590 | 6,759 | 25,793 | 15,430 | 23,182 |

