

# Innovation & Transformation

*The true sign of intelligence  
is not knowledge but  
imagination*

*- Albert Einstein*

# CORPORATE INFORMATION

## BOARD OF DIRECTORS

**Mr. Venkat Chary (IAS, Retd.)**

Chairman, Independent Non-Executive Director

**Justice R. J. Kochar (Retd.)**

Independent Non-Executive Director

**Justice Deepak Verma (Retd.)**

Independent Non-Executive Director

**Mr. A. Nagarajan (IAS, Retd.)**

Independent Non-Executive Director

**Mrs. Chitkala Zutshi (IAS, Retd.)**

Independent Non-Executive Director

**Mr. Suresh Salvi (IAS, Retd.)**

Non-Executive Director

**Mr. Sunil Shah**

Non-Executive Director

**Mr. Kanekal Chandrasekhar**

Non-Executive Director

**Mr. Devender Singh Rawat**

Non-Executive Director

**Mr. Satyananda Mishra (IAS, Retd.) \***

Govt. Nominee Director

**Dr. Malini Vijay Shankar (IAS, Retd.) \***

Govt. Nominee Director

**Mr. Parveen Kumar Gupta\***

Govt. Nominee Director

**Mr. S. Rajendran**

Managing Director & CEO

**Mr. Devendra Agrawal**

Whole-time Director & CFO

\*Nominee Directors appointed by Ministry of Corporate Affairs vide its order dated 16<sup>th</sup> March 2020, based on NCLAT order dated 12<sup>th</sup> March 2020.

## REGISTERED OFFICE

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F: +91 44 4395 0899

## CORPORATE OFFICE

**63 Moons Technologies Limited**

FT Tower, CTS No. 256 & 257, Suren Road, Chakala,  
Andheri (East), Mumbai - 400 093, Maharashtra, India.

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F: +91 22 6725 0257

info@63moons.com

www.63moons.com

## AUDITORS

**Sharp & Tannan Associates**

Chartered Accountants

## SHARE TRANSFER AGENTS

**KFin Technologies Private Limited**

Selenium Tower- B, Plot No. 31 & 32, Gachibowli,  
Financial District, Nanakramguda, Serilingampally,  
Hyderabad – 500 032, Telangana, India.

www.kfintech.com

## BANKERS

Axis Bank Limited

HDFC Bank Limited

Union Bank of India

Kotak Mahindra Bank Limited

ICICI Bank Limited

Deutsche Bank AG

Standard Chartered Bank

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# Innovation & Transformation for a Better Future

*Get lost in the beauty of your imagination*

*- Walt Disney*

Imagination is the door to possibilities while transformation, especially in a year of unprecedented disruption, is the evolution to a better state, to unlock the latent opportunities and generate value. Like innovation, effective transformations produce advancements, but we can also measure the journey as an outcome of a process.

Innovation and transformation have assumed centre stage in economic and business policy the world over. While many organizations, across industries, have already instituted development of innovative solutions, there is a pressing requirement to step up commitments for accelerating innovation and metamorphosing towards an outstanding future.

It is the spirit of innovation and transformation that your Company, 63 moons technologies, has always wholeheartedly embraced. Your Company has, since inception, exuded the energy and enthusiasm in exploring innovative opportunities in market development. It has always been ahead, by 10 years, in identifying trends and making them commercially viable. Improved efficiency and a flair for innovation have been primary growth drivers and an integral core embedded in the Company's philosophy. In the past, 63 moons has been able to establish strong credentials in being a catalyst for transforming client businesses based on innovative ideas and it continues to do so.

Your Company has weathered many a storm. It continues to innovate and transform. We continue our confident stride and make headway in the financial markets by virtue of these innovations. 63 moons has single handedly expanded the scope of Indian financial markets and created

depth in the markets with new market segments, product innovation and technology excellence. The world-class multi-asset exchanges born out of previous innovative solutions of the Company, stand testimony to the immense transformation that your Company has made to global financial markets landscape.

ODIN, our flagship product, has consolidated its position as it buttressed broking houses navigate the rough seas of Covid, making sure trading continues flawlessly and uninterrupted. In these turbulent times, your Company's commitment and faultless delivery assured the markets of continuity without a halt. The omnipotence and dependability of ODIN has made it the backbone of the financial markets in India. It has been integrating the country's financial markets and building the nation's financial wealth for 23 years now.

Transformations are evolutionary and occur over a period of time. In our relentless journey of innovation, our leadership has inspired us to remain competitive and shown us a clear sense of direction. This further prevails on the goals of our organization and the approach through which these goals can be attained.

Going ahead, your Company is in a position to make strategic choices and empower itself with a new genesis of business and growth. We believe our business acumen, technology expertise and the perseverance to succeed will serve as a foundation for our ventures to emerge into globally renowned, robust and successful systems. We are competent and capable of creating disruptive business models as technology innovation partners that we hope will enable 108 new digital disrupters in 12 verticals across various sectors.

Your Company has been at the zenith of excellence and it will continue its efforts to shine. As ideators, innovators and change agents, we are sure, promising prospects beckon us.

We believe, as long as there is life, there is struggle and there is hope. Along with you, together, we are looking forward, and are poised for a secure and blazing future.

# Letter From **CHAIRMAN'S DESK**

Innovation and transformation both call for a methodical and technical integration of approaches from diverse spheres. It requires initiative, ideas, commitment, and courage to challenge existing solutions and attempt new ideas to investigate future potential. It never is about growth and efficiency alone but a sum total of periodic transformations, complemented by continuous innovation.

A remodeling strategy aims to create capabilities by fully leveraging the possibilities and opportunities of new technologies and their impact. With the ever-increasing pace of change, reinventing existing principles could become a necessity.

The agility to deal with rapid change successfully in today's volatile and complex global business landscape has assumed more importance than ever before. Businesses exist because of opportunity and it is the only reason to invest in innovation.

Transformation describes those ongoing processes that happen in the market after innovation enters the scene. Once you start innovating a business model, it will undergo constant revision, optimization and reconfiguration to deliver more accurate and relevant results. Innovation provides businesses with the tools needed to reach the masses.

Going forward, it is necessary to believe that systemic challenges require systemic solutions and

capability building. With the global growth outlook remaining uncertain, there is a stronger need for companies to look for new ways to grow and add value. Sustainability-driven innovation and transformation will help in improving business operations and processes to become more efficient, with the goal of dramatically reducing costs and waste.

## **STAYING FOCUSED**

Your Company, 63 moons technologies limited, has a magnificent track record, over the last two decades, of creating IP IT-driven innovations and building world class organizations, not only in the country, but across geographies. The backbone and anchor of your Company continues to be its strong balance sheet, strong infrastructure, strong human capital and an even stronger resolve to create value for its shareholders.

While manoeuvring during the COVID-19 pandemic, your Company has been instrumental in making certain that the financial markets in India continue to operate without a break, faultlessly and without a single glitch. In line with our Prime Minister's vision and initiative of Digital India, Standup India, Skill India, Startup India and Make in India, 63 moons is not just a name, but a new ideology adopted by your Company.

The JS Innovation Lab (JSIL), a new lab incubated

## VENKAT CHARY

Chairman,  
Independent Non-Executive Director



by the Group, is set to be the hub for IP creation and centre for innovation. Given the right opportunity, it will be the endeavour of your Company to again sculpt the future with innovation and technology in the emerging Digital India space through JSIL and to create another million jobs. With JSIL having sketched the roadmap across 12 industry segments for creating 108 digital disruptive and patentable innovations, '63 moons' is poised to create a new digital ecology to full scale commercialization of innovation.

### REDESIGNING LIFE

As you may all know, some of the largest exchanges in this country have been built on our exchange technology. Then again, ODIN, our flagship product, has been a market leader for more than two decades and has remained the only trusted solution for broking houses by providing continuous technological support. Since the time of conceptualization, ODIN has been innovation-centric and focused on integrating the financial markets across asset classes across the country, thus symbolizing the ethos of India's - unity in diversity. ODIN, along with our exchange technology, has played a key role in ensuring that the financial markets of our country operate uninterruptedly.

In our efforts to deliver on our mission, we're

guided by strong and meaningful values, including an unwavering commitment to integrity. We reinforce and build on our ability to deliver on our mission with continuous innovation and periodic transformation of our business.

Your Company today is virtually a zero-debt Company unlike most other major corporates. It has been known for creating over 1 million jobs through its ventures directly and indirectly, without making use of any tax incentive, loan or favour from the government. Your Company has been way ahead of its times, having been one of the first few completely home grown, Made in India success stories in the technology and digital space. It personifies the spirit of AatmaNirbhar Bharat in its truest sense.

With our drive and commitment to hard work, desire for innovation, and an ambition to be the best, the future belongs to us.

**VENKAT CHARY**

Chairman, Independent Non-executive Director  
63 moons technologies limited

# Message From **MANAGING DIRECTOR & CEO**

## **DEAR SHAREHOLDERS,**

The common theme this year is for the world as a whole to have faced an extraordinarily unparalleled, atypical and unforeseeable year and India having endured a very very traumatic time. 63 moons technologies lost a few of our own people. That we have come out fighting and healing is yet another instance that underlines the resilience Indians have cultivated over centuries.

In the world full of uncertainty and ubiquity of despondence, the additional psychological and economic impact of a prolonged lockdown has been immense. Many businesses have been decimated, many are floundering, many are on ventilator. Your Company has once again shown its mettle and come out standing tall.

Your Company believes in moving ahead despite adversities thrown up by the Covid pandemic. The response by the Company has been exemplary and encapsulates resilience. It reflects the basic ethos of the Company. Given its strong credence in the values it has continued to

introduce transformation in the lives of many through innovations. Your Company's performance during the financial year 2020-21, was healthy despite several challenges of lockdown and restrictions on account of Covid-19 pandemic. Your Company has not only done exceptional business but also has also retained its leadership position in its niche area. The agility and adaptive capability made our team respond with zero loss in productivity, going on to optimise it.

## **BUSINESS REVIEW**

In the past year, the winds of change were blowing. The financial year 2020-21 was demanding for businesses caught up in the Covid outburst. Despite the pandemic, on the back of the innovative technology that is your Company's inner strength, 63 moons technologies limited has steadily been moving ahead. Your Company has been the pioneer and market leader as well as the most stable and



## S. RAJENDRAN

Managing Director & CEO



credible technology service provider for all segments of the markets.

Since inception 63 moons has been a trendsetter and the colossal contribution of your Company leveraging its core strength has left a strong footprint to make it emerge as a successful tech Company.

The technology architecture vertical has dual functionality, with an exchange technology arm powering exchanges and another servicing brokers with end-to-end solutions for high-density transactions.

Recently, your Company's advanced next-gen brokerage trading solution, **ODIN**, a flagship product has successfully completed 23 years and it continues to hold the leadership baton across markets, across asset classes. Globally, ODIN is ranked no.1 in the IP-powered firmament and rules as a robust product since its inception in July 1998. With its network spread over 2 million trading terminals ranging from two-way simultaneous (TWS), to web, to mobile, ODIN

garners 75 percent market share in the retail broking space. It is being used by most across the length and breadth of our country, in almost every district of India thus integrating the country's financial markets. The product has accomplished and enhanced financial inclusion by empowering India with creation of over 25 lakhs jobs and positively impacting lives of over 1 crore livelihoods and has expanded horizons for investors. It has personified the spirit of 'AatmaNirbhar Bharat' and is a true manifestation of a number of initiatives such as Make In India, Digital India, Start Up India and Skill India. ODIN's omnipresent hold on the financial markets, its faultless delivery outreach ensured that the Indian financial markets continued its onward journey without a halt.

Everybody in your Company stayed remotely connected this past year to collaborate to develop new tech tools. ODIN, especially, has invested in extending richer experiences to its customers and harnessing the potential of new fintech tools. ODIN's mobile trading platform has remained a reliable and strong transaction-based

revenue stream. With continuous technological advancements across the segment, it was an imperative for us to venture into next generation technology that involved exploring cloud-based mobile trading platform, which your Company plans to introduce. This new platform is expected to strengthen your Company's transaction-based earnings. Assessing the competition in the marketplace, your Company will continue to innovate and transform the core engines in order to maintain the leadership position. Your Company expects these technological transformations to be significant revenue drivers in the coming year.

Given the robust nature of ODIN and the other product offerings - 63 moons technologies aspires to transform lives in the coming year, too!

During FY 20-21, some concerns on STP gate services, a marginal revenue contributor, offered by your Company arose. The matter is now sub judice. Your Company has always had utmost faith in the judiciary of the country and are hopeful of justice being delivered soon.

**Exchange Technology** - another business vertical of your Company, has been providing mission critical technology to multi-asset exchanges. The division is a technology partner to some prominent national exchanges.

Businesses evolve and new avenues are constantly explored to remain ahead of the curve. The exchange technology framework product suite is highly versatile, scalable and robust. This division is also spreading its wings and exploring new possibilities. The long partnerships that we have maintained with our business associates have perhaps reached maturity and need to be custom fit to present conditions. This segment is going to do just that – explore new avenues, new capabilities.

**Risk Solutions**, another parallel business vertical of your Company, catering to the needs of the financial sector more specifically - banking and insurance, has managed to successfully overcome the exigencies that arose

due to the Covid-19 pandemic and stayed ahead of the game.

In spite of constrained environment that arose in these Covid times, Risk Solutions division secured a contract from a financial sector regulator of India for implementation of automatic data flow from the regulated entities to the regulator. It is noteworthy that the contract was awarded through a rigorous RFP process. Reposing faith in the services of this division, an existing client has given an in-principle approval to upgrade their current DataCollector (DC) version to new and significantly improved version. The new version uses the advanced cloud platform. In order to augment the abilities, an existing client has agreed to procure the division's new version of VaR engine. To outbeat competition, your Company's Risk Solutions Division plans a technology upgrade of its range of product to enhance its USP, significantly.

With the need to enhance the abilities of a range of its solutions, the Risk Solutions division of your Company is also engaging in the international tendering process for its Operational Risk Product in association with a system integrator having its presence in the emerging market economies.

## **BUSINESS OUTLOOK: THE YEAR AHEAD**

Your Company takes pride in being at the forefront of building the nation's financial wealth and believes it will continue to lead in the coming times.

With innovative next-generation technology as its predisposition, your Company looks forward to emerge as the driving energy that will transform not only the financial markets but also the lives of the stake holders.

As always the pursuit of innovation will launch the transformation in our approach to do business in the future. The future of business will be governed by the Fourth Industrial Revolution. Scope exists to play a productive