SYNERGIC

ASM Technologies Limited

Annual Report
2011-12

www.asmltd.com

Board of Directors

Mr. M.R. Vikram	Chairman
Mr. Rabindra Srikantan	Managing Director
Dr. R.P. Shenoy	Director
Prof. B.S. Sonde	Director
Mr. Shekar Viswanathan	Director

Audit Committee

Mr. M.R. Vikram	Chairman
Dr. R.P. Shenoy	Member
Prof. B.S. Sonde	Member
Mr. Shekar Viswanathan	Member

Share Transfer & Investor Grievance Committee

Prof. B.S. Sonde	Chairman
Mr. Rabindra Srikantan	Member

Remuneration Committee

Prof. B.S. Sonde	Chairman
Dr. R.P. Shenoy	Member
Mr. M.R. Vikram	Member
Mr. Shekar Viswanathan	Member

Company Secretary

Ms. P.N. Lakshmi

Auditors

M/s. Sudhakar Pai Associates
Chartered Accountants
Bangalore, India

M/s. Venu & Vinay
Chartered Accountants
Bangalore, India

M/s. N. Rajan Associates
Certified Public Accountant
Singapore

Mr. Paul Schweer
Certified Public Accountant
USA

Mayur R Patel
Certified Public Accountant
USA

Company Law Advisor

Mr. M.R. Gopinath
Practicing Company Secretary
Bangalore, India

Legal Advisors

INDUSLAW
Advocates
Bangalore, India

M/s. Michael A. Cotteleer & Associates
Solicitors
USA

R. Lamar Frederick LLC.
Solicitors
USA

Bankers

State Bank of India
Bangalore, India

SBI Global Factors Ltd.,
Bangalore, India

Bank of Baroda
Bangalore, India

Indian Bank
Singapore

State Bank of India
Chicago, USA

State Bank of India
San Jose, CA

Stock Exchanges

(Where the shares of the Company are listed)
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers
25th Floor, Dalal Street
Mumbai 400 001, India

Bangalore Stock Exchange Limited
51, Stock Exchange Towers
1st Cross, J.C. Road
Bangalore 560 027, India

Stock Code

BgSE - ADVSYNER
BSE - 526433

Demat ISIN Number

INE867C01010

Investor Relation Cell

Secretarial Department
80/2, Lusanne Court
Richmond Road
Bangalore 560 025, India
Tel : +91 80 6696 2309

Registrars & Share Transfer Aents

Karvy Computershare Private Limited
Plot No. 17 to 24, Near Image Hospital
Vittalrao Nagar, Madhapur, Hyderabad 500 081, India
Tel : 040-44655185

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Corporate Vision

"To be a global leader, committed to the customer
in providing technology solutions with
the highest degree of excellence, quality and value
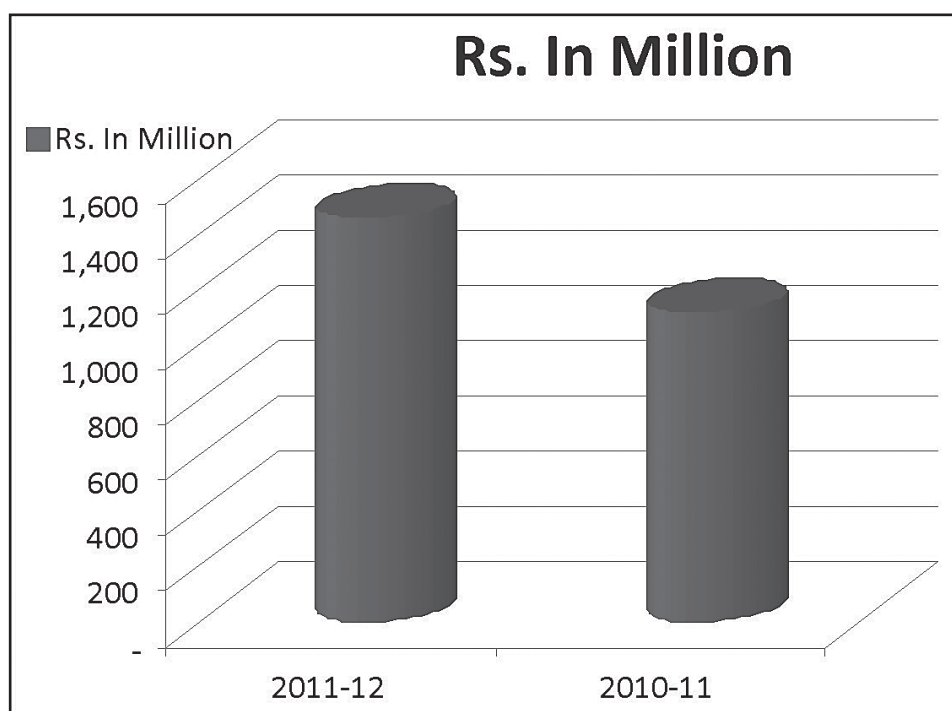by an agile team using efficient processes"

ASM Board of Directors

From left Prof. B.S. Sonde, Director, Dr. R.P. Shenoy, Director, M.R. Vikram, Chairman,
Rabindra Srikantan, Managing Director, Shekar Viswanathan Director.

ASM GROUP INFORMATION

ASM GROUP REVENUE (NET OF INTER COMPANY SALES)

Geographical Distribution of Revenue
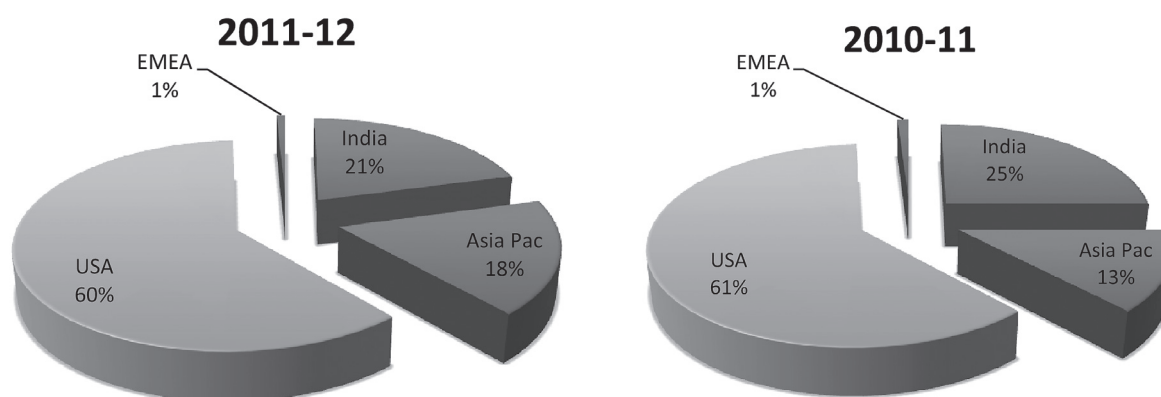
NOTE : Group consists of :

- ASM Technologies Ltd. (India)
- Advanced Synergic Pte. Ltd. (Singapore)
- Pinnacle Talent Inc. (USA)
- ESR Associates Inc. (USA)
- Abacus Business Solution Inc. (USA)

CEO's Letter to the Shareholder

Dear Fellow Shareholder,

Looking back at the year gone by evokes mixed sentiments. The year began with a positive note with the global economic expansion of 5%. Advanced economies like the US and Europe which bore the brunt of the economic crisis were showing signs of stabilization and recovery. However as the year drew close there was anxiety around. The macro economic environment became challenging, the global currency market became volatile and decision making by clients including those in advanced economies started to become slow. While global economic scenario remained uncertain the Indian IT industry exhibited resilience and adaptability in continually reinventing itself to retain its appeal to clients. Embracing emerging technologies, increased customer-eccentricity, deepening focus on newer markets, adopting new business models are some successful growth strategies followed by the industry. The road ahead for the Indian IT-ITes market particularly in 2012 is full of hope and expectation. The hope from emerging opportunities the Industry can leverage and the expectation from the ability of the industry to bride the developmental gaps across key sectors in the country. As per Nasscom global GDP, after growing by 2.7% in 2011, is expected to grow 2.5% in 2012, with developing economies growing thrice as fast as the developed economies. According to Gartner the enterprise software market is projected for continued growth in 2012, with revenue forecast to reach $288 billion while the revenue for Enterprise resource planning (ERP) the largest segment within the enterprise application software market is expected to reach $23.3 billion.

The financial results of the company both on consolidated and standalone basis have been encouraging despite headwinds faced in terms of weaker than economic recovery in the companies primary markets of US and fluctuating currency trends.

On a standalone front, the company`s revenue grew by 14.14% on a year over year basis to Rs.7114.17 lakhs and profit after tax grew by 11.59% to Rs 727.53 lakhs. The focus during the year has been to continuously invest in improving our delivery practices, enhance our relationship with our existing customers, improvement of margins and source new customers.

The consolidated financials showed a revenue growth of 30% on a year over year basis to Rs.14557.00 lakhs with corresponding growth in profit after tax by 83.90% to 1154.65 lakhs.

Your Directors, pleased with the performance of the company, have recommended for approval of the members, a dividend of 25%,Rs.2.50/-on the par value of Rs. 10/- per share for the financial year 2011-12,subject to the approval of the shareholders at the forthcoming Annual General Meeting.

Future Outlook

The Global Economic Trend is up against strong headwinds this year and may slow down the growth, decision and spending process. While this would not lead to a recessionary outlook, it will be a challenge to meet the client & market expectations without much increase in the budgets. One of the ways to address this is to provide value based solutions to the customers and thereby provide a platform to innovate in better processes and products. With such an approach, the IT industry, which will be the driver for value based solutions, can consolidate its relationships with the customer on a sustained basis.

ASM will leverage this phase in consolidating and growing the organization by offering more services to the existing clients across other geographies and new client acquisitions. This phase will also set a platform to have more long term strategic partnerships with the customers moving up the value chain from project mode and center of excellence.

In view of meeting the global customer's current and future requirements ASM has embarked on a set of initiatives to meet the changing demands. One of the key initiatives is the creation of ARISE (ASM Research and Innovation Step for Excellence) with a mission to creation of New Products, Processes for long term growth and sustenance.

The existing clients will be offered cross solutions across various technologies thus moving from a Technology Competency to Industry Vertical Specialization relationship thus aligning more deeply with the Client's business. This model will be extended to the New Clients as the relationship progresses.

New client acquisitions will be through addition of specialized sales and delivery professionals across geographies, through new company acquisitions and specializations in more Industry Verticals which offer high growth.

Geographical Areas of Operation

The company has increased its presence in US to 4 offices, set up new office in Canada apart from India, Singapore and UK.

Expansion Areas

More Industry Specific Applications

ASM has embarked on deploying multi-solutions for the Industry Specific needs to address the Enterprise Solutions, Engineering and Technology Solutions. The focused sectors being Hi – Tech, Consumer Products, Process Industry, Clean Power Industry and Services Industry.

Paradigm Change in the way the Global Markets communicate

- Enterprise Mobility Solution: Enterprises are looking at various ways to meet their customer's needs and excel in operations leading to higher productivity. With growing deep penetration and adaptation of the mobile devices, ASM is working with customers in various Mobile Applications for the Enterprise, in a secure environment, which will empower them and their customers on near real time basis in achieving their objectives.

- Cloud Computing : ASM is working on cloud computing, which will be an inclusive solution program and change the way the Industries / Business communicate with their internal and external stakeholders across multiple geographies. This solution will further be refined for Specialized Industry Verticals.

Additional offerings to Enterprise Applications

- Development of Next Generation Products: ASM is a partner of choice for Co- Development of Products for the Fortune 500 Companies. The products under development are in the Integrated Enterprise Applications and Social Network Solutions for the Enterprise.

- Development of Adaptors for Enterprise Solutions: With diverse applications used by various clients based on their business needs, ASM has embarked on Development of Adaptors in partnership with ERP ISVs (Independent Software Vendors) which will seamlessly integrate multiple Enterprise Applications.

We attribute our success to an experienced management team and to a customer- oriented organization that is dedicated to excellence. Propelled by the talent of our people and vesting faith in the resilience of our business model we look forward to overcoming challenges that lie ahead of us.

On behalf of the management of the company and on my behalf, I take this opportunity to thank

-Our esteemed customers, shareholders, vendors, business partners, advisors and consultants for their support

-Valuable employees of the company for their valuable contribution, efforts and spirit of dedication

- State Bank of India, Overseas Branch, Bangalore, SBI Global Factors Ltd, Bangalore, Bank of Baroda, Bangalore, Indian Bank, Singapore ,State Bank of India, Chicago and San Jose for their support and guidance.

 -Central and State Government, Customs, Reserve Bank of India, Software Technology Parks (STPI) and NASSCOM.

Place: Bangalore   Rabindra Srikantan
Date: 11th May, 2012   Managing Director

Our Board of Directors

Mr. M.R.Vikram
Chairman

M.R. Vikram, Chartered Accountant and Financial Services Consultant, is a partner in a firm of Chartered Accountants, M. Anandam & Co, in Secunderabad. He is the Secretary of M. Venkatarangaiya foundation (MVF), a voluntary organization doing pioneering work in the field of child literacy. MVF, has mobilized 400000 illiterate children into schools in the past 15 years. M.R.Vikram has conducted Special and Investigation audits to report to the Reserve Bank of India, IDBI, IFCI and ICICI and other premier Financial Institutions in the country and also conducted compliance studies for the RBI's Forex Reserves. He serves as an Advisor, Auditor and Director of many companies which include Glochem Industries Ltd., GTN Industries Ltd., Wings Infonet Ltd. etc.

Mr. Rabindra Srikantan
Managing Director

Mr. Rabindra Srikantan holds a MS degree in Computer Engineering and Computer Science from the University of Louisiana, USA. As the Managing Director and one of the founders of ASM Technologies Ltd, Mr. Rabindra Srikantan is a seasoned, team-oriented business entrepreneur with a highly successful track record of building businesses based on sound strategic analysis. He has professional experience in a wide range of software systems in the areas of engineering, manufacturing, enterprise applications and Internet technologies. Mr. Rabindra Srikantan is an effective leader who is heading the team of ASM in providing medium and long-term business plans on leading edge technologies. He has implemented operational strategies to improve Quality and customer satisfaction ratings and has provided consulting services to more than 50 clients including multinational Companies. His philosophy of driving continuous business reformation by leveraging on state-of-the-art technologies, backed by a strong customer driven service perspective, has enabled ASM to emerge as one of the leading IT consulting and software services Company.

Mr. Rabindra Srikantan is also the President of Pinnacle Talent Inc.,USA, Director of Advanced Synergic Pte Ltd, Singapore, President of ESR Associates Inc.,USA & Abacus Business Solutions Inc,USA.

Dr. R.P. Shenoy
Director

Dr. R.P. Shenoy who holds a Ph.D. in Electrical Engineering from University of Winconsin, USA. served the Defence R&D Organization of the Government of India till he retired in 1989 as Distinguished Scientist. He is a recipient of Padma Shree Award (Presidential award) for his contributions to the field of military electronics in India, During his service with the government of India, he was closely associated with the Indian Institute of Science, Bangalore, which invited him to be a Visiting Professor for a period of two years after his retirement. Dr. R.P. Shenoy is a fellow of Indian National Academy of Engineers and a Distinguished Fellow of the Institution of Electronics and Telecommunication Engineers. In the year 2000 he was the recipient of the prestigious Aryabhata award and the Distinguished Alumnus Award for the Indian Institute of Science, Bangalore. In particular, he is known for his contributions to the development and growth of radar technology in India for which he received the Life Time Achievement Award from the Defence R&D Organization, Government of India in 2001.

Prof. B.S. Sonde
Director

Prof. B.S. Sonde holds a Ph.D. from the Indian Institute of Science (IISc), Bangalore. His field of academic and research interest encompass Microelectronics, Instrumentation, Digital Technology and its applications in Electronics and Communication Engineering. Prof. B.S. Sonde has been associated with IISc, Bangalore for more than three decades, holding various senior positions. He has held the post of Dean, Faculty of Engineering, and was Vice Chancellor of Goa University between February 1997 and February 2002, and has served on the Advisory / Review committees of several universities and also served as Visiting Professor at Stanford University, California, USA and other foreign universities. He is also a distinguished fellow of the Institution of Electronics and Telecommunication Engineers.

Mr. Shekar Viswanathan
Director

Shekar Viswanathan , a Chartered Accountant, is the Deputy Managing Director , (Commercial) of Toyota Kirloskar Motor Pvt Ltd since January, 2009. Prior to this he was a member of the Board of Directors of Toyota Kirloskar Auto Parts Pvt Ltd responsible for the finance, human resources and legal functions and also on the Board of TG Kirloskar Automative Pvt Ltd. His experience spans the financial services and project finance sector in a career of 29 years

Mr. Shekar Viswanathan is a member of many leading Industrial Associations in India. and has held positions as President of the Bangalore Chamber of Commerce & Industry 2010-2011,Chairman –SIAM MUV Committee 2010 and elected member of CII Southern Regional Council 2009-2011. He is a Director on the Board of Kirloskar Systems Ltd.

Our Core Business

About Us

ASM Technologies Limited is an IT Services organization established in 1992, is a pioneer in providing World Class Consulting Services in Business Systems, Engineering Services, IT Infrastructure Services and Technology Solutions.

Highlights

- Publicly Listed Company in India
- Global Presence Offices
  - o Bangalore ,Hyderabad - INDIA
  - o Chicago, Santa Clara, Los Altos and Toledo –USA
  - o Singapore
  - o London – UK
- Certified in ISO-9001:2000, ISO 27001- 2005 (ISMS) & Appraised at CMMI ML3.
- Successful Offshore Development & Support Centers in India and Overseas
- Industry Vertical – Hi-Tech, Manufacturing, Semiconductor, Oil & Gas, Consumer Electronics, Aerospace, Automotive, Solar, Growth Industries, Telecom, Public Utilities & Retail.

Business Snapshot

84% of customers FORTUNE 500
96% of business is "Repeat Business"

Mission

"To commit us to the highest degree of excellence and customer support with a view to providing superior value to clients."

Highlights

Business Systems

- ERP Package Services (SAP, Oracle, PeopleSoft & Microsoft Dynamics)
- Implementation, Rollout, Upgrade, Training, Documentation, Support & Maintenance
- 200+ ERP Projects
- ERP Product Development Services
- Expertise in SharePoint
- Enterprise Mobility

Engineering Services

- Expertise in the of Process, Manufacturing, Systems and Design & Development activities in the areas of Mechanical, Electrical & Electronics
- Product ideation, industrial design and concepts generation
- Systems engineering and soft validation (3D CAD models, simulations and analysis)
- Detailed engineering
- Value Engineering
- Reliability Engineering
- Modeling and Analysis
- Reverse engineering
- Sustenance Engineering
- Tooling & Test Fixtures

IT Infrastructure Services

- Mobility Infrastructure
- Network Security
- Network Support
- Identity Management
- Data Center
- Linux / Unix /Solaris Storage Support
- Cad Blade Support
- Citrix VDI Support

Technology Solutions

- Product Development
- Product Testing
- Embedded Technologies
- Real Time Applications

Service Offerings

Engineering Services
•Product Design
•Value Engineering
•Reverse Engineering
•Re-Engineering & Manufacturing of Electrical, Mechanical & Sub Assemblies.
•Sustenance Engineering
•Prototyping, Testing & Manufacturing
•PCB Design & Manufacturing

Business Systems
▪SAP
▪Oracle
▪People Soft
▪Siebel
▪JD Edwards
▪Microsoft Dynamics
▪Microsoft Applications
•Internet Applications
•Share Point

IT Infrastructure Services
Mobility Infrastructure
Network Security
Network Support
Identity Management
Data Center
Linux / Unix /Solaris Storage Support
Cad Blade Support
Citrix VDI Support

Technology Solutions
▪Product Development
▪Product Testing
▪System Software
▪Embedded Technologies
▪Real Time Applications