

# **ASM Technologies Limited**

**(Formerly Advanced Synergic Microsystems Limited)**

**ANNUAL REPORT 2000-2001**

Report



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[www.asmltd.com](http://www.asmltd.com)

#### Registered Office

**India**  
80/2, Lusanne Court  
Richmond Road  
Bangalore – 560 025, India  
Phone +91 80 227 4121, +91 80 299 0557  
Fax +91 80 227 3606  
Email info@asm ltd.com

#### Board of Directors

|                        |                          |
|------------------------|--------------------------|
| Dr. S. Srikantan       | Chairman                 |
| Dr. R.P. Shenoy        | Director                 |
| Mrs. Kanthi Nagaraj    | Nominee Director of IDBI |
| Mr. M. Ravindra Vikram | Director                 |
| Mr. Rabindra Srikantan | Managing Director        |

#### Audit Committee

|                        |          |
|------------------------|----------|
| Mr. M. Ravindra Vikram | Director |
| Dr. R.P. Shenoy        | Director |
| Dr. S. Srikantan       | Chairman |

#### Compensation Committee

|                        |                   |
|------------------------|-------------------|
| Dr. R.P. Shenoy        | Director          |
| Mr. M. Ravindra Vikram | Director          |
| Mr. Rabindra Srikantan | Managing Director |

#### Company Secretary

Ms. P.N. Lakshmi

#### Auditors

**M/S Sudhakar Pai Associates**  
Chartered Accountants  
C-4, Unity Buildings  
J.C. Road  
Bangalore – 560 002, India

**M/S Malleesh B. Hullatti & Co.**  
# 68/155/4B, 'Shivasiri'  
Harinagar Cross, Kathanur, Anjanapura Post  
Bangalore – 560 062, India

#### Auditors of Subsidiaries

**M/S Haribhakti & Co.**  
Chartered Accountants  
42, Free Press House  
215, Nariman Point  
Mumbai – 400 021, India

**M/S N. Rajan Associates**  
10, Jalan Besar,  
# 10 – 12, Sim Lim Tower  
Singapore - 208787

#### Company Law Advisor

**Mr. M.R. Gopinath**  
# 93, 'Kavitha', Seeta Circle  
SBM Colony, BSK I Stage  
Bangalore – 560 050, India

#### Branch / Subsidiary Offices

|   |  |
|---|--|
| <b>USA</b><br>1919, Midwestroad,<br>#210, Oak Brook,<br>Illinois 60523, USA<br>Phone +1 630 629 4900<br>Fax +1 630 629 1573 | <b>Singapore</b><br>2, Finlayson Green,<br>#14-09, Asia Insurance Building,<br>Singapore- 049247<br>Phone +65 324 5343<br>Fax +65 324 5345 |
|---|--|

#### Legal Advisors

**Mr. Ramesh Jagirdhar**  
M/S J & J Associates  
#55, 2<sup>nd</sup> Floor, Railway Parallel Road  
Kumarapark West, Bangalore – 560 020, India

**M/S Michael A. Cotteleer & Associates**  
207, N. Washington  
Wheaton, Illinois 60187, USA

#### Bankers

**State Bank of India**  
Industrial Finance Branch  
Residency Road  
Bangalore – 560 025, India

**State Bank of India**  
#19, La Salle Street,  
Chicago, Illinois – 60603, USA

**Bank of India**  
Singapore Branch  
138, Robinson Road  
#01-01, Hong Leong Center,  
Singapore - 068906

#### Stock Exchanges

(Where the shares of the company are listed)  
**The Stock Exchange, Mumbai**  
Phiroze Jeejeebhoy Towers  
25<sup>th</sup> Floor, Dalal Street  
Mumbai – 400 001, India

**Bangalore Stock Exchange Limited**  
51, Stock Exchange Towers  
1<sup>st</sup> Cross, J.C. Road  
Bangalore – 560 027, India

#### Stock Code

BgSE – ADVSYNER  
BSE - 26433

#### D'mat ISIN No. in NSDL & CDSL for Equity Shares

INE867C01010

#### Investor Relation Cell

Secretarial Department  
80/2, Lusanne Court  
Richmond Road  
Bangalore – 560 025, India

#### Registrars & Share Transfer Agents

**Karvy Consultants Limited**  
51/2, TKN Complex, Vanivilas Road  
Opp. National College, Basavanagudi  
Bangalore – 560 004, India

## **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”

Report  junction.com

## ASM TECHNOLOGIES LIMITED

(formerly Advanced Synergic Microsystems Limited)

80/2, Lusanne Court, Richmond Road, Bangalore – 560 025

[www.asmltd.com](http://www.asmltd.com)

Fellow Shareholders,

We are pleased to inform you that the approval of the Central Government under Section 21 of the Companies Act, 1956, for change of name of the Company from '**Advanced Synergic Microsystems Limited**' to '**ASM Technologies Limited**' has been obtained. A fresh Certificate of Incorporation consequent to change of name dated 09-04-2001 was issued by the Registrar of Companies, Karnataka, Bangalore. the change of name being effective as from that date.

In future, all correspondence may be please addressed to the Company in its new name '**ASM Technologies Limited**'.

Stickers with the name '**ASM Technologies Limited**' will be shortly sent by the Company to all the shareholders, holding shares of the Company in the physical form, to be affixed on their share certificates.

For **ASM Technologies Limited**

Dated : 16<sup>th</sup> August 2001

P.N. Lakshmi  
Company Secretary



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**ASM TECHNOLOGIES LIMITED**

(formerly Advanced Synergic Microsystems Limited)

80/2, Lusanne Court, Richmond Road, Bangalore -560 025

www.asmltd.com

Fellow Stakeholders,

For ASM the year 2000-2001 has been a period of learning, consolidation and technological changes to provide the base for accelerated growth.

There has been a two fold increase in the group revenue of ASM from Rs. 200.52 million in the previous year to Rs. 418.23 million for the year ended 31<sup>st</sup> March 2001. We expect to grow as per the industry standards for the current year.

In respect of ASM group the revenue was Rs. 63.56 million for the quarter ended 30<sup>th</sup> June 2001 compared to Rs. 56.59 million in the same quarter the previous year registering a growth of 12.32%

For ASM the revenue for the first quarter ended 30<sup>th</sup> June 01 was Rs. 33.76 million compared to Rs. 32.19 million of the previous year while Net profit for the quarter was Rs. 3.21 million, an increase by 139% to that of the same period last year.

| <b>ASM Technologies Limited</b><br><b>(Formerly Advanced Synergic Microsystems Limited)</b><br>80/2, Lusanne Court, Richmond Road, Bangalore - 560 025  |                              |                           |                           |
|---|------------------------------|---------------------------|---------------------------|
|   | (Rs. in million)             |                           |                           |
| Unaudited financial results (Provisional)<br>for the quarter ended 30th June 2001   | Quarter Ended                |                           | Year ended                |
| Particulars   | 30.06.2001<br>(Unaudited)    | 30.06.2000<br>(Unaudited) | 31.03.2001<br>(Unaudited) |
| Net sales / Income from operations  | 33.76                        | 32.19                     | 233.20                    |
| Other Income  | 0.20                         | 0.56                      | 4.23                      |
| <b>Total Revenue</b>  | <b>33.96</b>                 | <b>32.75</b>              | <b>237.43</b>             |
| <b>Total Expenditure</b>  | <b>24.31</b>                 | <b>25.48</b>              | <b>201.20</b>             |
| a. Staff Cost   | 19.85                        | 20.07                     | 178.95                    |
| b. Other Expenditure  | 4.46                         | 5.41                      | 22.24                     |
| <b>Profit (+) Loss (-) before interest, depreciation &amp; tax</b>  | <b>9.65</b>                  | <b>7.27</b>               | <b>36.23</b>              |
| Interest  | 3.32                         | 2.87                      | 12.92                     |
| <b>Profit (+) Loss (-) after interest, but before depreciation &amp; tax</b>  | <b>6.33</b>                  | <b>4.40</b>               | <b>23.31</b>              |
| Depreciation  | 3.13                         | 3.06                      | 11.87                     |
| <b>Profit (+) / Loss (-) before tax</b>   | <b>3.21</b>                  | <b>1.34</b>               | <b>11.44</b>              |
| Provision for tax   | 0.00                         | 0.00                      | 0.00                      |
| <b>Net Profit (+) Loss (-)</b>  | <b>3.21</b>                  | <b>1.34</b>               | <b>11.44</b>              |
| Extraordinary /non-recurring item   | 2.48                         | 0.00                      | 5.81                      |
| <b>Profit (+) Loss (-) for the year / period</b>  | <b>0.72</b>                  | <b>1.34</b>               | <b>5.63</b>               |
| Paid up equity capital (Rs. 10/- per share)   | 50.00                        | 50.00                     | 50.00                     |
| Reserves excluding revaluation reserves   | 0.00                         | 0.00                      | 0.00                      |
| EPS (not annualised)  | 0.01                         | 0.03                      | 0.11                      |
| 1. The above financial results were taken on record by the Board of Directors at their meeting held on 20th July 2001<br>2. At the last AGM of the Company held on 29th Sept, 2000 a resolution was passed for changing the name of the Company to ASM TECHNOLOGIES LIMITED. This was further approved by the Central Government and a fresh Certificate of Incorporation dated 9th April, 2001 was issued. |                              |                           |                           |
| Place : Bangalore   | For ASM Technologies Limited |                           |                           |
| Date : 20th July, 2001  | Managing Director            |                           |                           |

We thank you for the unstinted support and trust reposed in us.

With Best Regards,

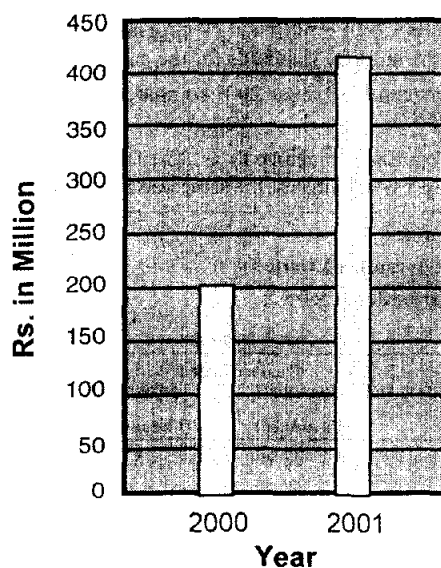
Place: Bangalore

Date: 16.8.01

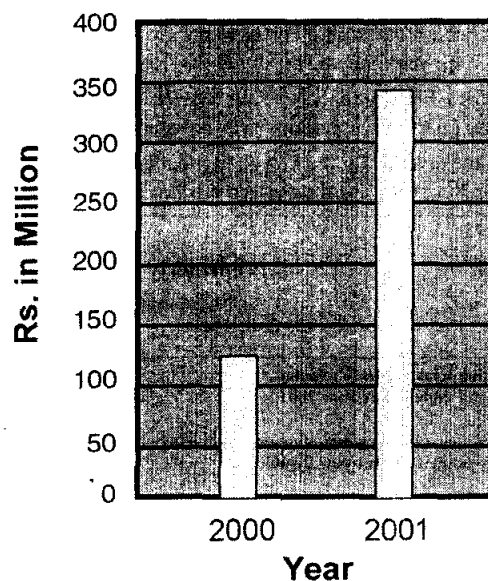
Rabindra Srikantan,  
Managing Director

### ASM GROUP INFORMATION

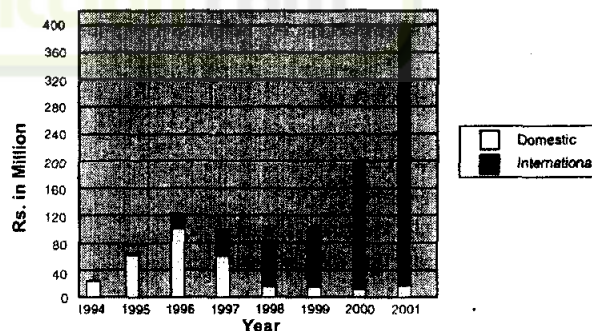
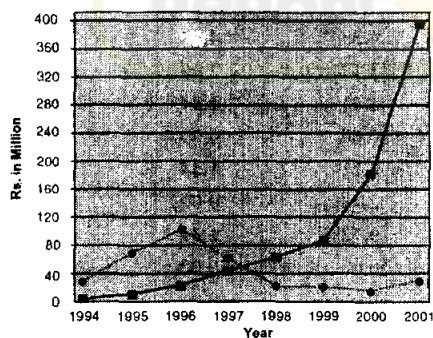
ASM Group Revenue



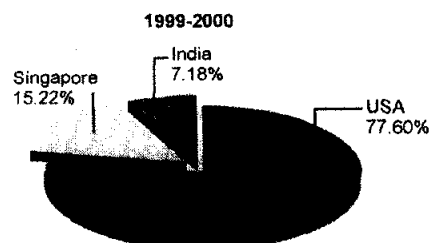
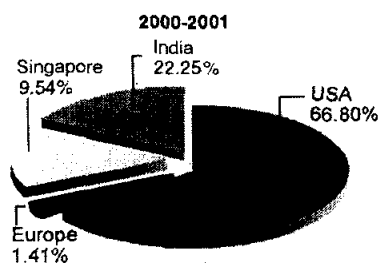
ASM Group Revenue (Net of Intercompany Sales)



Domestic and International Revenue Trends



Geographical Distribution of Revenue



## **From the Desk of the Chairman**

Fellow Shareholders,

It gives me great pleasure to welcome you to the Ninth Annual General Meeting of your Company. We have successfully completed a decade of satisfying services to the IT Industry and valued clients, in the process, we have achieved our Corporate objectives.

The financial year 2000-2001 has been a period of achievements for the ASM Group. The group revenue grew from Rs.200.53 million to Rs. 418.26 million registering a growth of 109% over the previous year while the Operating profit increased to Rs 25.62 million from a loss registered during the previous year.

For ASM, the financial year 2000-2001 has been a period of growth and achievements. Domestic sales increased from Rs. 14.32 million to Rs. 25.52 million while export sales of your company increased from Rs. 86.23 million to Rs. 182.32 million, a growth of 111% over that of the previous year. In spite of difficult conditions in the US and European market your company has been able to tide over the previous year's loss of Rs. 28.58 million (before one time write off of bad debts amounting to Rs. 9.36 million) and register a profit of Rs. 12.56 million (before one time write off of bad debts amounting to Rs. 11.62 million) for the financial year ended 31<sup>st</sup> March 2001.

During the year under review there has been considerable reduction in Interest costs, from Rs. 19.33 million in the previous year to Rs. 8.94 million in the current year, a decrease by 54% compared to that of the previous year. This has been due to settlement of a high cost debt during the year, made possible by prudent management of funds.

During the year your company successfully completed a number of projects in the US, Germany & Asia. These projects gave us confidence in delivering end-to-end solution and also enhanced our skill sets. On ISO-9000 Certification front the procedures have been finalised and being implemented. However the final Certification is expected during 2001-2002.

There is a clear market with opportunity on the convergence of the software through medium of hardware and this is harnessed by the rich experience and domain knowledge on the convergent technology by the technical members. Further, this will become the foundation and infrastructure for the growth of both the old and new economy organizations. Your Company is well poised and can leverage this advantage for the existing line of business in providing solutions in the areas of enterprise applications, internet technologies, telecom software and system software.

With the expansion of broadband infrastructure in India and other countries, a separate group has been setup to provide Telecom Network Engineering Services.

As part of the expansion plans, ASM has strengthened its presence in the US and Singapore market by deploying additional Senior Business Managers to aggressively develop the market and handle the growing customer base in these regions. Similar initiatives have been taken in the European market by opening a branch office in United Kingdom.

Our primary objective is to enhance shareholder value and to focus on our core competencies. We believe in providing higher standards of disclosure, increasing transparency, adhering to the highest standards of corporate governance and continuing communication with our shareholders. Although applicability of the code of Corporate Governance to ASM is effective from the FY 2002-2003 onwards as required by the Listing Agreement, initiatives to conform to the requirements have already begun and is in the process of inducting new eminent Directors on the Board.

As you are aware your company is in the compulsory list for Demat of shares and accordingly has established connectivity with both NSDL and CDSL for the benefit of shareholders. In the matter of on-going communication while the quarterly earning releases are mandatory the company's website [asm1td.com](http://asm1td.com) contains relevant information about the operations and financial performance.

Our employees are our backbone on which rest our aims and aspirations. We recognise the value of "human capital" and its contribution to our growth. While all other forms of capital employed in the business have measurable costs and expected returns, the "human capital" needs to be assessed, nurtured and rewarded. The Employees Stock Option Scheme proposed by the Board should be in place in the current year and I am sure this will fuel the commitment of our people towards greater achievements.

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, staff of the company, advisors and consultants for their support
- Industrial Development Bank of India (IDBI), Karnataka State Financial Corporation (KSFC) for their continued support
- State Bank of India (Industrial Finance Branch – Software Division) for their support and guidance
- Central and State Governments, Software Technology Parks of India (STPI) and NASSCOM

**Dr. S. Srikantan**

Chairman

## **Our Core Businesses**

ASM Technologies Limited is a provider of end-to-end solutions. ASM synergises its business consulting skills with its core competency of technology to provide software solutions for an Enterprise in the New Economy. Our clients are based world-wide and work in diversified fields of business.

## **Our Offerings**

### **SOFTWARE ENGINEERING DIVISION**

#### **ENTERPRISE APPLICATIONS**

- Configuration
- Development and Customization
- Implementation
- Remote Support
- End-User Support Services
- SCM & CRM

#### **INTERNET TECHNOLOGIES**

- Digital Marketplaces and Digital Exchange
- e-Commerce Solutions
- Enterprise Knowledge Portals
- Web Integration

### **SYSTEM SOFTWARE**

#### **Manage, deploy and protect Storage devices**

- Expertise in Developing :
  - o Enterprise Storage Management Tools
  - o Desktop Storage Management Tools
  - o Custom Storage Management Tools

#### **UNIX and NT internals**

- Kernel mode programming and extensions
- Device drivers
- STREAMS
- DLPI implementation and programming
- LAN drivers
- Character device drivers
- OS Utilities

#### **Real-time operating systems**

- Developed and ported real-time kernels.
- Conceptualized, designed and developed new-generation RTOS.
- Ported RTOS's to high-end DSP and RISC processors (Carmel, ARM7TDMI, DSP56000).
- Developed device drivers and board support packages (BSP's) for various devices on several popular RTOS's.



### **Networking**

- Networking protocol stacks
- TCP/IP protocol suite
- ISDN, X.25
- FDDI, Fiber channel, ATM
- Multi-protocol router
- Networking applications
- Network management (SNMP, CMISE...)

### **Communication**

- ISDN exchange
- Digital telephones
- High-speed Modems
- Mobile radio communication
- Hand-held and mobile radios
- Base-stations and remote-stations Network configuration and management

### **Embedded Control Systems**

### **TELECOM NETWORK ENGINEERING DIVISION**

- Access
- Technologies
- Network Engineering
- Operations & Maintenance



## **Our Pride – Our Board of Directors**

### **Dr. S. Srikantan**

Dr. S. Srikantan holds a Ph.D. in Electrical Engineering from Moore School, University of Pennsylvania, USA. He is a recipient of 'Vikram Sarabhai Research Award' for his outstanding work in the field of Electronics and telecommunications. Dr. Srikantan is one of the founders of Computer Industry in India. As Managing Director of Karnataka State Electronics Development Corporation (KEONICS), he was instrumental in initiating the Software / IT / Telecom industries in the state and also in the successful development of Software Tech Park / Industrial Park for electronic industries (Electronic City) near the city of Bangalore.

### **Dr. R.P. Shenoy**

Dr. R.P. Shenoy, a 'Distinguished Scientist' and a recipient of 'Padma Sri Award' (Presidential Award) from the Government of India, holds a Ph.D. in Electrical Engineering from University of Wisconsin, Madison, USA. Dr. R.P. Shenoy is a fellow of National Academy of Engineers and a Distinguished Fellow of the Institution of Electronics & Telecommunication Engineers. He is known for his contributions to the development and growth of radar technology in India. Dr. Shenoy has also been associated with the Indian Institute of Science, Bangalore as a distinguished scientist.

### **Mr. M.R. Vikram**

Mr. M.R. Vikram is a leading Chartered Accountant and Financial Services consultant, partner in M. Anandam & Co., in Secunderabad. M. Anandam & Co. is one of the auditors of Reserve Bank of India and many private and public sector companies. He is on the Board of Directors of Shakhthi Roofings Ltd., Andhra Pradesh Chemicals & Minerals Ltd., Glochem Industries Ltd., and also holds Directorships in other private companies.

### **Mrs. Kanthi Nagaraj**

Mrs. Kanthi Nagaraj is the Nominee Director of the Board of the company representing the Industrial Development Bank of India.

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### **Mr. Rabindra Srikantan**

Mr. Rabindra Srikantan holds M.S degrees in Computer Engineering and Computer Science from the University of Louisiana, USA. He has professional experience in a wide range of software systems in the areas of Engineering, manufacturing, Enterprise Applications and Internet Technologies.

## **Our Assets- Our Employees**

At ASM Technologies, we are proud of every one of our employees. Their dedication and commitment has helped us to achieve our goals of being the chosen provider of end-to-end solutions. ASM invests in its employees, supports them with training facilities and enables them to work independently, so that they can grow as individuals and build their careers.