

## 8<sup>th</sup> ANNUAL REPORT 2002-2003



### **BATHINA TECHNOLOGIES (INDIA) LIMITED**

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## DIRECTORS' REPORT

Dear Members,

We, the Board of Directors of your Company, have pleasure in presenting the 8<sup>th</sup> Annual Report of the Company together with the Audited Financial Accounts for the Financial Year ended 31<sup>st</sup> March, 2003.

### Financial Results:

Particulars	2002-03 Rs. in Lakhs	2001-02 Rs. in Lakhs
Operating Profit	262.70	888.47
Less: Depreciation	256.18	300.60
Less: Misc. Expenditure written off	---	---
Profit before Tax	6.52	587.87
Less: Provision for Taxation	---	26.90
Less: Book-profit Tax	0.27	0
Less: Deferred Tax Liability	53.86	4.50
Profit after Tax	-47.61	556.47
Surplus brought forward from Previous Year	1254.05	690.04
Add: Deferred Tax Asset	0	7.54
Balance available for Appropriations	1206.44	1254.05
Proposed Dividend	---	---
Dividend tax	---	---
General Reserve	---	---
Balance carried forward to Balance Sheet	1206.44	1254.05

**Performance Review:** Your Company has performed reasonably well even though the general trend of Software Industry was not encouraging and has earned total revenue of Rs. 370.47 lakhs and incurred a net loss of Rs. 47.61 lakhs, due to deferred tax adjustment of 53.86 lakhs.

**Product Development:** Your Company, in its continued efforts to bridge the awareness about its flagship product "BATHINA VOICEAUTO", has given demonstrations to major organizations related to different sectors like Banks, Financial Institutions, R&D Divisions of Multi-National Companies, Pharma and Biotechnology Sectors etc. Various Educational Institutions and Universities have also approached your Company to understand and test the technologies involved. On the Government front, various Departments of many State Governments as well as the Central Government including Revenue, Judiciary, Police and Irrigation Departments etc., have keenly expressed their desire in using your product for the purpose of Office Automation.

Your company's product, Bathina VoiceAuto, Version 2.0 is ready for release and in the final stage of incorporating the features required by the users of different sectors pertaining to their usage. By incorporating these features, your product would become not only versatile but also unique. Your product has been rated one among the top products on par with the international standards expected for the products of this nature. Many user testimonials in appreciation of your product will throw a very favourable light in the approach adopted in enhancing the value of your product. Incorporation of many features like multiple vocabularies, subject-wise

vocabularies etc. and advanced features like Desktop Navigation etc. have evolved your product to a new level. A new approach has also been adopted in the technology thereby the technology works efficiently in order to provide improved accuracy and robustness to the product. In addition, unlike previous version of the product, which is compatible with MS Office Suite, VoiceAuto Version 2.0 can adopt to various office automation tools.

International versions for UK, US and Canada are under process and various stages of development. In future, your product will be tested and developed for various sections for Asia-Pacific, Far East, West Asia and East European accents.

**R&D Policy and Expansion/Diversification:** Your Company focuses to be in the development of Technologies and related Platforms, Products, Applications, and Technology-Services. Your Company is planning to continue in the base Voice Automation Technology, Products, and Solutions and is also planning to expand Research and Development in the areas of integrated solutions as explained above.

**Exports:** Your Company has not exported any software or services during the financial year 2002-03. With the earlier exports made and not fully realized the revenues, the Company is facing a critical liquidity crunch because of increased outflow in the development of VoiceAuto product and platform. As explained in the earlier reports, your Company is doing Research and Development on Voice Automation, being the first of its kind anywhere in the world, the certification process by the end users is getting delayed, thereby delaying the realisation of the revenues. All the resources of the Company are deployed in the product leaving very little room for undertaking any other work.

**Dividend:** Since the Company is struggling with cash problem as explained above; the Directors do not recommend any dividend.

**Amalgamation with B-MIS:** The Scheme of Amalgamation of M/s Bathina Medical Information Services Limited with your Company which was approved by the Shareholders of your Company (Transferee Company) as well as the Shareholders of the Transferor Company in the Court directed Extra-Ordinary General Meeting held on 9<sup>th</sup> September, 2002. Subsequently, on 23<sup>rd</sup> September 2002, the Hon'ble High Court of Andhra Pradesh was moved on behalf of both the Companies for sanction of the above Scheme, which has been sanctioned on 24<sup>th</sup> September 2003 and B-MIS has merged with the Company.

**Corporate Governance:** Through out the Financial Year 2001-02 except for three days at the fag-end of the year, the Paid-up Share Capital of your Company is less than Rs. 10,00,00,000 i.e., Rs. 6,59,65,000 only. The Corporate Governance Regulations under the Listing Agreement are, therefore implemented from the Financial Year 2002-03. The report on Corporate Governance

as required is attached hereto and forms part of this report.

**Directors:** Shri V. Rao Bathina, Chairman & Managing Director is not liable to retire by rotation. Shri P. Satyanarayana Murthy and Shri R. Laxmi Kantham retire by rotation and being eligible offer themselves for re-appointment. Dr. B. Kama Raju resigned as Director as well as Executive Director during the current year and accepted by the Board. The appreciation for the services rendered by him as Executive Director is placed on the record. Shri B. Siva Rama Krishna, the Director retired by rotation w.e.f 30.12.2002 and was not re-appointed.

**Audit Committee:** Keeping in view the vacancy resulted in the Audit Committee consequent upon the resignation of Dr. B. Kama Raju as Director as well as Executive Director, who was also a Member in the Audit Committee earlier; the Audit Committee has been re-structured consisting of the following Directors:

1. Shri P. Satyanarayana Murthy, Committee Chairman
2. Smt. B. Sasi Bimba, Member of the Committee
3. Smt. R. Laxmi Kantham, Member of the Committee

**Investors' Grievances Committee:** During this year (2002-03), the Investors' Grievances Committee is also formed consisting of the following Directors:

1. Shri P. Satyanarayana Murthy, Committee Chairman
2. Smt. B. Sasi Bimba, Member of the Committee
3. Smt. R. Laxmi Kantham, Member of the Committee

**Auditors:** M/s JBRK & Co., Chartered Accountants, Auditors of the Company retire at the conclusion of the ensuing Annual General Meeting. They have signified their willingness to accept re-appointment and have also confirmed their eligibility under Section 224 (1B) of the Companies Act, 1956.

**Directors' Responsibility Statement as required under Section 217 (2AA) of the Companies Act, 1956:** In pursuance of the provisions of Section 217 (2AA) of the Companies Act, 1956, it is hereby confirmed---

- (i) that in preparing the Annual Accounts, all applicable Accounting Standards have been followed;
- (ii) that the Accounting Policies adopted are consistently followed and the judgments and estimates made are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company at the end of the financial year and the Profit & Loss Account of the Company for the financial year under review;
- (iii) that the Directors have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 1956 for safeguarding the assets

of the Company and for preventing/detecting fraud and other irregularities and

- (iv) that the Annual Accounts have been prepared on a 'going concern' basis.

**Future Outlook:** Your Company confidently expects good revenues from product sales as well as services in the coming years. Your Company has been able to penetrate into difficult market of the Voice Automation and made a mark for itself as a Number One Company in the World for providing Voice Automation Solutions. The Govt. of Andhra Pradesh has initiated a pilot project for testing the product in one of its Department and trials have proved successful after certain customisation. The Company expects good orders from the Government of AP and other State Governments also.

The Company has been focusing on the product that has left it cash starved and in view of the same; it has become increasingly difficult to sustain the operations. However, with the promised Government support, the Company could come out with quantum leap in sales and profits.

**Employees' Relations:** The Directors place on record, their appreciation of the contributions made by the employees at all levels for their dedication, support and hard work. The Employer-Employee relations are strained to some extent as the company was not in a position to pay their salaries on regular basis.

**Fixed Deposits:** The Company did not accept any deposits pursuant to Section 58A of the Companies Act, 1956.

**Particulars of Employees:** There are no employees covered under Section 217 (2A) of the Companies Act, 1956 read with the Companies (Particulars of Employees) Rules, 1975 and forming part of the Directors' Report for the financial year ended 31<sup>st</sup> March, 2003.

**Conservation of Energy, Research and Development, Technology Absorption & Foreign Exchange Earnings and Outgo:** The particulars as prescribed under Section 217 (1) (e) of the Companies Act, 1956 read with the Companies (Disclosure of Particulars in the Report of Board of Directors) Rules, 1988 are set out in the annexure included in this Report.

**Observations by the Auditors:** All the qualification remarks made by the auditors have been addressed in Schedule 9 - "Notes forming part of accounts," attached to the balance sheet.

**Acknowledgements:** Your Directors place on record their appreciation of the continued assistance and co-operation extended to the Company by the Bankers, Government & Semi-Government Departments, and Shareholders

for and on behalf of the Board of Directors

V. RAO BATHINA  
Chairman and Managing Director

Place: Hyderabad  
Date: 4<sup>th</sup> August 2004