21st Annual Report 2014-15

nqa. ISO 9001 Registered

UKAS QUALITY MANAGEMENT 015

CYBERMATE INFOTEK LIMITED

We win, when you win.

Sri P. C. Pantulu	Managing Director & CEO
Sri K. S. Shiva Kumar	Director - Operations & COO
Sri P. Chandra Sekhar	Director - Finance & CFO
Sri K. Koteswara Rao	Independent Director
Sri K. Shankar	Independent Director
Sri K. Pawan Kumar	Independent Director
Dr. D. Jayarami Reddy	Independent Director
Ms. C. Kamakshi Bharathi	Additional Director

Annual General Meeting 26th August 2015 at 10.00 am

Venue	**Moksh Banquets** 221, Tivoli Road Secunderabad. 500003 Telangana
Auditors Statutory Auditor	**P.Murali & Co** Chartered Accountants 6-3-655/2/3, Somajiguda Hyderabad. 500 082 Telangana
Secretarial Auditor	**Y. Koteswara Rao** 48-345, Ganesh Nagar Colony H.M.T. Road, Chintal Hyderabad
Bankers	**ICICI Bank Ltd**
CIN	L72200TG1994PLC017485
Registered Office	Plot No 19 & 20, Moti Valley Trimulgherry Secunderabad. 500015 Telangana.
e-mail Investors General	 **secretarial@cybermateinfotek.com** **info@cybermateinfotek.com**
website	**www.cybermateinfotek.com**
Listing	**BSE Ltd** Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai - 400 001
ISIN No	**INE215B01014**
Stock Code	**532271**
Registrar & Share Transfer Agent	**Aarthi Consultants (P) Ltd** Gagan Mahal, Street No 7 Aravindra Nagar, Domalguda Hyderabad - 500 029. Telangana

Inside This Report

01 Directors Profile

04 Product & Service Offering

08 Notice

16 Board's Report

32 Management Discussion & Analysis

36 Corporate Governance Report

45 Standalone Financial Statement

60 Consolidated Financial Statement

74 Proxy Form

76 Polling Form & Attendance Slip

Board of Directors

Mr. P.C. Pantulu (DIN 01583136)
Promoter, Managing Director and
Chief Executive Officer of CIL
Committee Membership
Chairman - Nomination and
Remuneration Committee.

Mr. K.S. Shiva Kumar (DIN 02103299)
Promoter, Director Operations and
Chief Operating Officer of CIL
Committee Membership
Member - Stakeholders
Relationship Committee.

Board of Directors

Mr. P. Chandra Sekhar
(DIN 01647212)
Promoter, Director - Finance and Chief Financial Officer of the Company.
Committee Membership: None

Mr. K. Koteswara Rao
(DIN : 06401491)
Promoter, Non executive director
Committee Membership
Member - Audit Committee

Mr. K. Shankar
(DIN : 02359561)
Independent Director
Committee Membership :
Chairman, Stake holders Relationship Committee
Member, Nomination and Remuneration Committee

Board of Directors

Mr. K. Pawan Kumar
(DIN 00125178)
Independent Director
Committee Membership:
Chairman, Audit Committee
Member, Nomination and
Remuneration Committee

Dr. D. Jayarami Reddy
(DIN 02079731)
Independent Director
Committee Membership:
Member, Audit Committee
Member, Stake holders
Relationship Committee

Ms. C. Kamakshi Bharathi
(DIN 07144611)
Independent Director
Committee Membership: None

IT Offerings

Heal soft (HMS)

An application for tracking the location, operation and movement of active and passive components of remote assets.

Purchase and Contract Management

A specialized application for vendor management which facilitates procurement specification thru tender processes and contract execution.

EHR

An Electronic Health Record is a digital version of a patient's medical records.

E-Billing

A highly technical product to facilitate enterprise billing for power generation units.

RCMS

A comprehensive retail & wholesale distribution management software package, uniquely designed to suite a single outlet or a multiple / chain of retail stores viz., Super markets and the likes

Corporate Information System (CIS)

An intranet application of project management for handling project documentation, teams and resources, interact with employees.

eTearsheet™

Digital distribution of proof of publication of advertisements & tearsheet management.

EZDMS™

Simplified low cost Document Management System

Content Management System (CMS)

The Application, comprehensive content management software solution for publishing an online Business News Portal, Breaking News, Budget, Business Interviews or other information resource.

PMS

A complete web based application for the automation of Payroll Process.

HRMS

An application to cater to the Human Resource record maintenance of multi Geography operations of Public Sector Units

Document Management System (DMS)

Work flow application for paperless operations for Note generation, Correspondence, Approval and Archival for Government Departments.

Asset Management Application (AMS)

An application for tracking the location, operation and movement of active and passive components of remote assets.

Cinfotek CARDS

A complete print order management solution for the print industry.

Top Access™

Comprehensive suite of solutions for Counter Top manufacturing & retail.

Fleetplus™

Realtime vehicle monitoring & fleet management in companies with large fleets.

Medrep

A product for Pharmaceutical companies to manage & communicate the effectiveness of the medical representatives in the field.

Industry Solutions

It is our constant endeavor to offer our clients in the tourism sector high quality portals. The scope of work encompasses the varied range of services including e-commerce, several downloadable applications, payment gateway and GIS services for effective Town mapping.

INSURANCE
Virtual Premium

Investor Communication: Configurable Solution to manage large volumes personalized investor account performance reporting

Credit Card Management: This web based system provides integrated solution for registration of bank customers namely, Cardholder, Merchants, Marketing Agents, Recovery Agents.

FINANCE
Investor Communication

Sales Commission Automation System (SCAS): Is a Web-based solution, to simplify the commission calculation procedure of sales representatives.

Sugar ERP: Provides a customizable ERP for the Sugar industries in India.

MANUFACTURING
Sales Commission Automation System

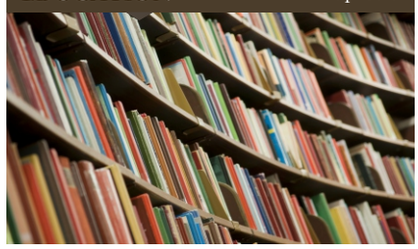
CIL provided a solution for a Client engaged in Travel and Tourism Domain. The solution comprised a Tourism Web Portal facilitating global tourists to plan and book their tours on-line which include, air tickets, hotel accommodation, local transport, travel guide, visa regulations and other allied services through payment gateways.

TOURISM

Pupilsoft: Geared towards the US public schools the "scholastic incident reporting system" provides early signals of violence & other anti-social events that may occur in the schools.

Online University Computer Shop: A configurable B2C solution for Universities sale of computers and accessories to students via a preferred reseller.

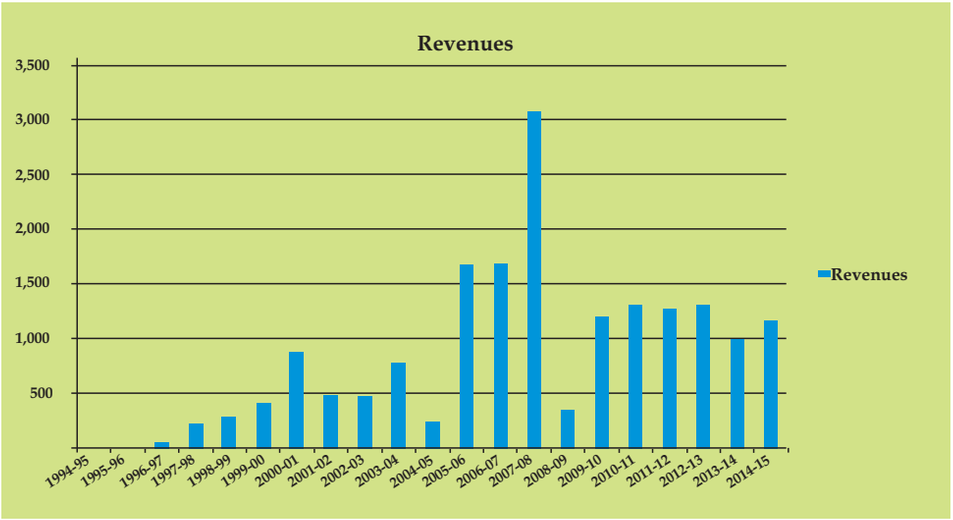
EDUCATION
Pupilsoft

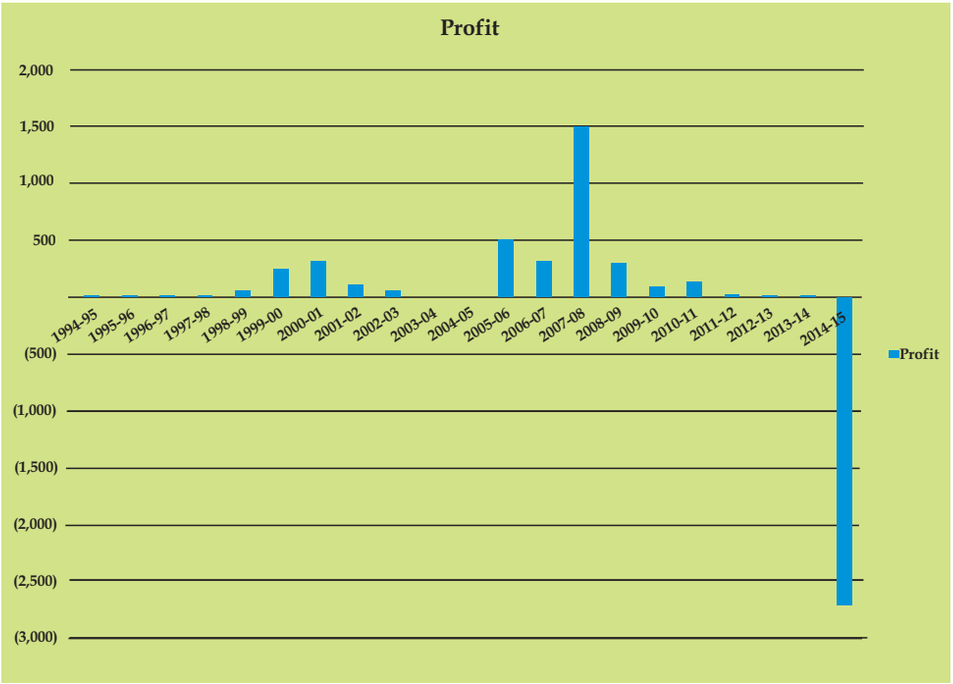


CIL has set up operational processes for sales, support, procurement, accounting and compliances for telecom and vendor management for cargo/logistics businesses.

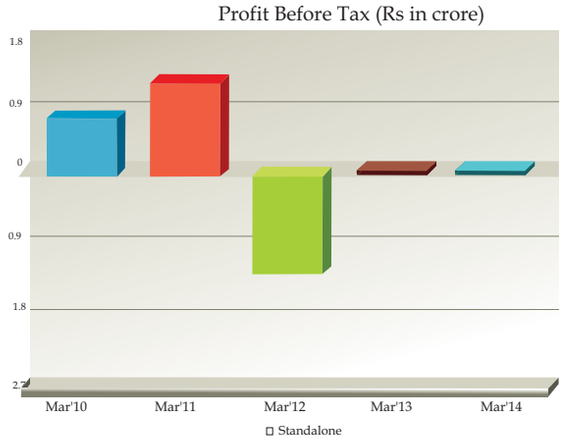
BUSINESS PROCESS OUTSOURCING (BPO)

CYBERMATE
INFOTEK LIMITED
We win, when you win!

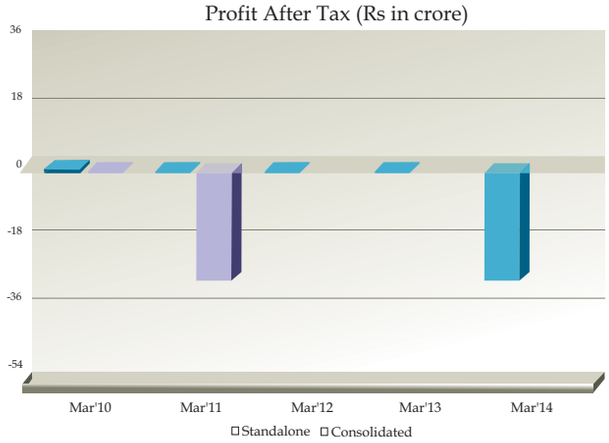




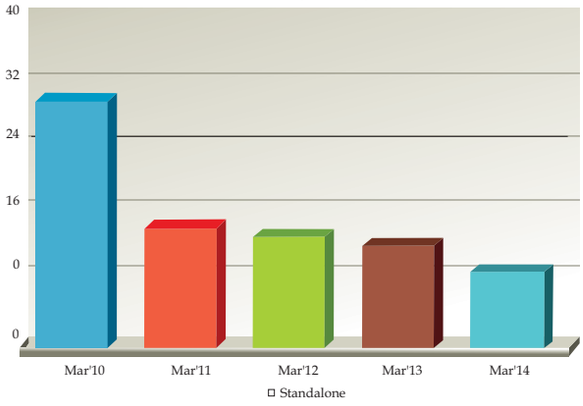
Profit Before Tax (Rs in crore)



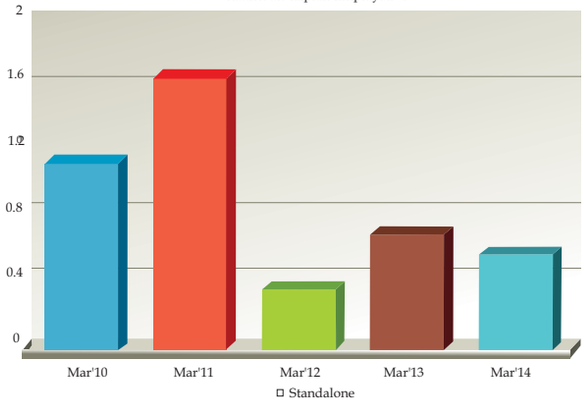
Profit After Tax (Rs in crore)



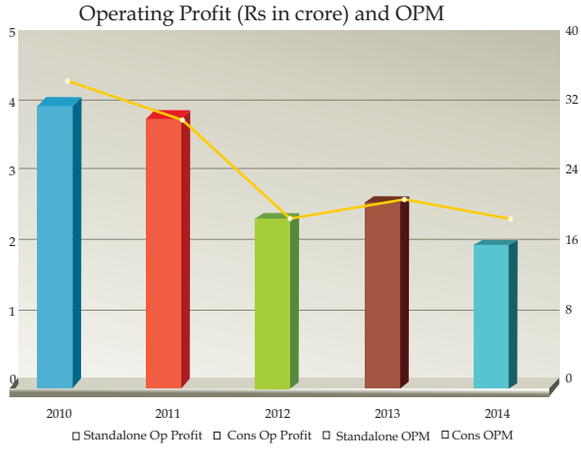
Gross Block (Rs in crore)



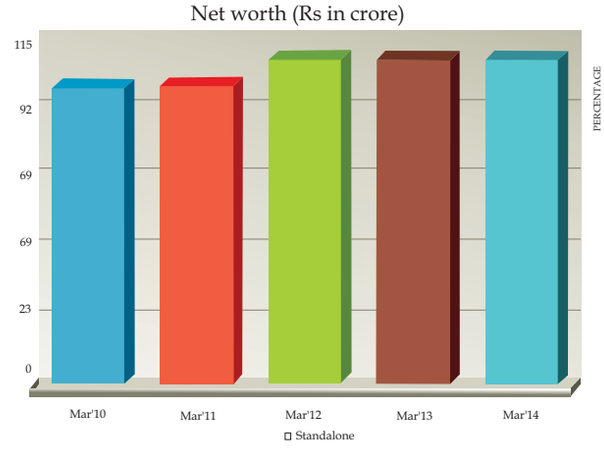
Return on Capital Employed %



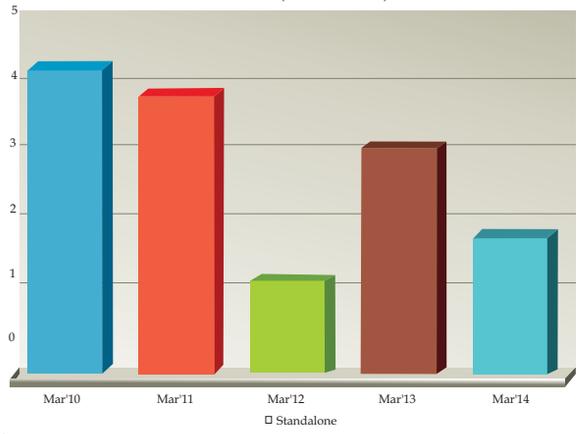
Operating Profit (Rs in crore) and OPM



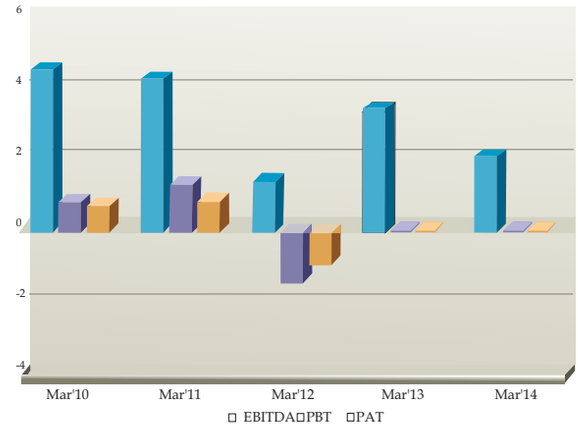
Net worth (Rs in crore)



EBITDA (Rs in crore)



EBITDA, PBT and PAT (Rs in crore)



NOTICE

Notice to Shareholders

NOTICE is hereby given that the 21st Annual General Meeting of the shareholders of the company will be held on Wednesday the 26th August 2015 at 10.00.a.m at Moksh Banquets, 221, Tivoli Road, Secunderabad – 500 003, Telangana. India to transact the following business:

Ordinary Business:

1. To receive, consider and adopt the Audited Balance Sheet as at 31st March, 2015, the Profit and Loss Account for the year ended 31st March, 2015 together with Schedules and Notes attached thereto, along with the Reports of the Auditors and Directors thereon.

2. To appoint M/s. P. Murali & Co., Chartered Accountants, Hyderabad as Statutory Auditors of the Company and to fix their remuneration.

"RESOLVED THAT pursuant to the provisions of section 139 and other applicable provisions, if any, of the Companies Act, 2013 and the Rules framed there under, as amended from time to time, M/s. P. Murali & Co., Chartered Accountants be and is hereby re-appointed as Auditors of the Company to hold office from the conclusion of this Annual General Meeting (AGM) till the conclusion of the next Annual General Meeting of the company at such remuneration as may be mutually agreed between the Board of Directors of the Company and the Auditors."

Special Business

3. To consider and, if thought fit to pass with or without modification(s), the following resolution as a Special Resolution:

"RESOLVED THAT pursuant to the provisions of Section 196, 197, 203 and any other applicable provisions of the Companies Act, 2013 and the rules made there under (including any statutory modification(s) or re-enactment thereof for the time being in force), read with Schedule V to the Companies Act, 2013 and Articles of Association of the Company and subject to the approval of Central Government or other Government authority/agency/board, if any, the consent of the shareholders of the Company be and is hereby accorded to re-appointment of Mr. P. C. Pantulu (DIN 1583136) as Managing Director of the Company for a period of three years with effect from April 01, 2015.

FURTHER RESOLVED THAT pursuant to the provisions of Section 196, 197, 203 and any other applicable provisions of the Companies Act, 2013 and the rules made there under (including any statutory modification(s) or re-enactment thereof for the time being in force), read with Schedule V to the Companies Act, 2013 and Articles of Association of the Company and subject to the approval of Central Government or other Government authority/agency/board, if any, approval of the Company be and is hereby accorded to pay a remuneration of Rs. 30,00,000/- (Rupees Thirty Lakhs Only) per annum to Mr. P. C. Pantulu (DIN NO 1583136), Managing Director of the Company, the details of which are given in the Explanatory Statement annexed hereto.

FURTHER RESOLVED THAT the consent of the shareholders of the Company be and is hereby also accorded that where in any financial year the Company has no profits or inadequate profits then remuneration as decided above be paid with the prior approval of the Central Government.

FURTHER RESOLVED THAT the Board of Directors of the Company or any committee thereof be and is hereby authorized to do all such acts, deeds and things as in its absolute discretion it may think necessary, expedient or desirable; to settle any question or doubt that may arise in relation thereto in order to give effect to the foregoing resolution and to seek such approval/ consent from the government departments, as may be required in this regard.

FURTHER RESOLVED THAT the Board of Directors of the Company or any committee thereof be and is hereby also authorized to amend, alter, modify or otherwise vary the terms and conditions of appointment of Mr. P.C.Pantulu (DIN NO 1583136), Managing Director, including the components of the above mentioned remuneration payable to him subject to the overall cap of 30,00,000/- (Rupees Thirty Lakhs Only) per annum."

4. To consider and if thought fit, to pass, with or without modification(s), the following resolution as a Special Resolution:

"RESOLVED THAT Ms. Callepalli Kamakshi Bharathi (DIN: 07144611), who was appointed as an Additional Director of the Company by the Board of Directors with effect from 27.03.2015, in terms of section 161(1) of the Companies Act, 2013 and the Articles of Association of the Company and whose term of office expires at this Annual General Meeting and who has submitted a declaration that she meets the criteria of independence under Section 149(6) of the Companies Act, 2013 and who is eligible for appointment and in respect of whom the Company has received a notice in writing from a member proposing her candidature for the office of Director, be and is hereby appointed as an Independent of the Company for a tenure of Three (3) years, pursuant to the provisions of sections 149(4), 149(6) and 152 of the Companies Act, 2013.

5. To consider and if thought fit, to pass, with or without modification, the following resolution as an ordinary Resolution:

"RESOLVED THAT pursuant to the provisions of Section 152 and any other applicable provisions of the Companies Act, 2013 and any rules made there under read with Schedule IV to the Act, Mr. Koteswara Rao Kanamarlapudi (DIN 06401491), who was appointed as an Director of the Company w.e.f. September 30th, 1996 and who has submitted a declaration that he meets the criteria of independence under Section 149(6) of the Companies Act, 2013 and who is eligible for appointmentin respect of whom the Company has received a notice in writing from a member proposing the candidature of Mr. Koteswara Rao Kanamarlapudi (DIN 06401491), for the office of the Director of the Company, be and is hereby elected and appointed as an Independent Director, for a period of Three (3) Years".

6. To consider and if thought fit, to pass, with or without modification, the following resolution as an ordinary Resolution:

"RESOLVED THAT pursuant to the provisions of Section 152 and