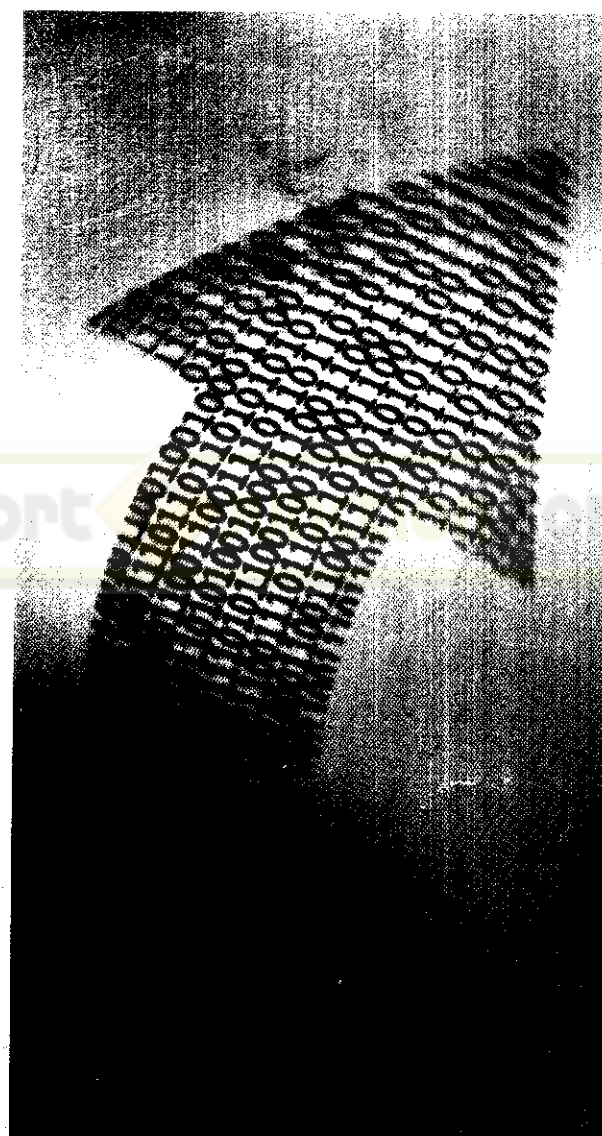




**CyberTech**

Systems and Software Limited



Report

TOUCHING NEW

5<sup>TH</sup> ANNUAL REPORT 1999 - 2000



## OUR VISION :

To be a global corporation, renowned for its excellence in clients' and employees' satisfaction, inspiring prospective clients and employees to share a mutually rewarding relationship

## OUR MISSION :

To provide innovative, internet-driven solutions that deliver superior results, quality and value to our customers



## OUR OBJECTIVE :

Become a customer centric organisation

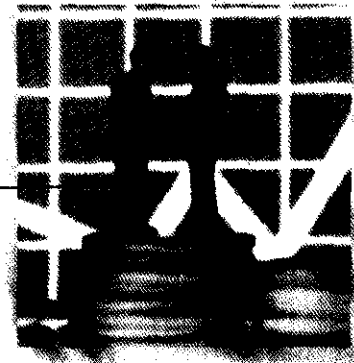
Be recognised as a premier provider of e-Business solutions

Create a highly motivated, competent and prosperous team of professionals

Create a strong corporation through profitable growth

## OUR VALUE PROPOSITION :

To create value for our customers through innovative, efficient and high quality internet-driven solutions



**The  
Difference  
is Depth**

**TOTAL REVENUE**  
**Rs.36.25 CRORE**

**PROFIT AFTER TAX (PAT)**  
**Rs. 17.03 CRORE**

**TOTAL NETWORTH**  
**Rs. 92.80 CRORE**

**PAT TO REVENUE**  
**46.99 %**

**COMPOUNDED ANNUAL REVENUE**  
**GROWTH IN 4 YEARS 128.83 %**

**DIVIDEND**  
**55 %**

**EARNING**  
**PER SHARE**  
**Rs.16.53**

**BOOK VALUE PER**  
**SHARE**  
**Rs. 90.03**

**TOTAL REVENUE**  
**Rs.36.25 CRORE**

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## CONTENTS

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Board of Directors	3
Chairman's Statement	4
Financial Highlights	8
From the desk of the Executive Director	10
People Power	13
Corporate Governance	16
CyberTech's Global Presence	21
Key Technology Partners	22
Infrastructure of the Company	24
Scaling greater heights: The milestones achieved by CyberTech Strategic Business Units	26
Human Resources	41
Directors' Report	42
Auditors' Report	48
Balance Sheet	52
Profit and Loss Account	53
Schedules and Notes	54
Balance Sheet Abstract & Company's General business profile	67
CashFlow Statement	68
Statement pursuant to section 212 of the Companies Act, 1956	
Relating to subsidiary company	70
Management's discussion on selected financial data	71
CyberTech Information and Systems (India) Limited	79
(Wholly owned subsidiary of CyberTech Systems and Software Limited)	
Financial Statements	
Financial Information prepared in accordance with United States	87
Generally Accepted Accounting Principles (US GAAP)	
Information for Shareholders	91
Frequently Asked Questions	94

## BOARD OF DIRECTORS

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V. Prasad Rao  
Chairman of CSSL & Chief  
Executive Officer of CSI

Vishwanath Tadimety  
Vice-Chairman

V .K. Garg  
Executive Director

A. V. Rajwade  
Director

Atul Agrawal  
Director

A. R. Datar  
Director

M. P. Bharucha  
Director

P.M. Rao  
Director

V. K. Pradhan  
Director

### COMPANY SECRETARY

Hariraj S. Chouhan

### AUDITORS

M/s. Lovelock & Lewes  
Chartered Accountants

### BANKER

State Bank of India

### REGISTERED OFFICE

'CyberTech House', Plot No B - 63/64/65  
Road No.21/34, J. B. Sawant Road, MIDC  
Wagle Estate, Thane (West) - 400 604

### SOLICITORS AND ADVOCATES

M/s. Amarchand & Mangaldas & Suresh A. Shroff & Co.

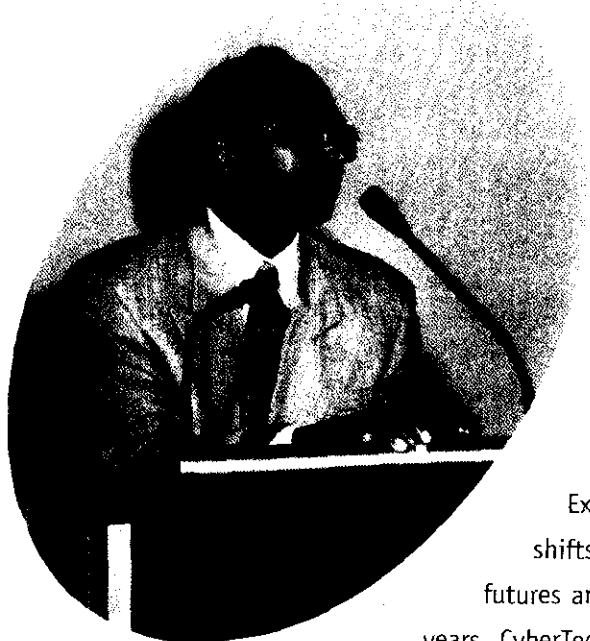
### REGISTRAR & SHARE TRANSFER AGENT

Intime Spectrum Registry Pvt. Ltd.  
260-A, Shanti Industrial Estate, Sarojini Naidu Road  
Mulund (West), Mumbai - 400 080



## CHAIRMAN'S STATEMENT

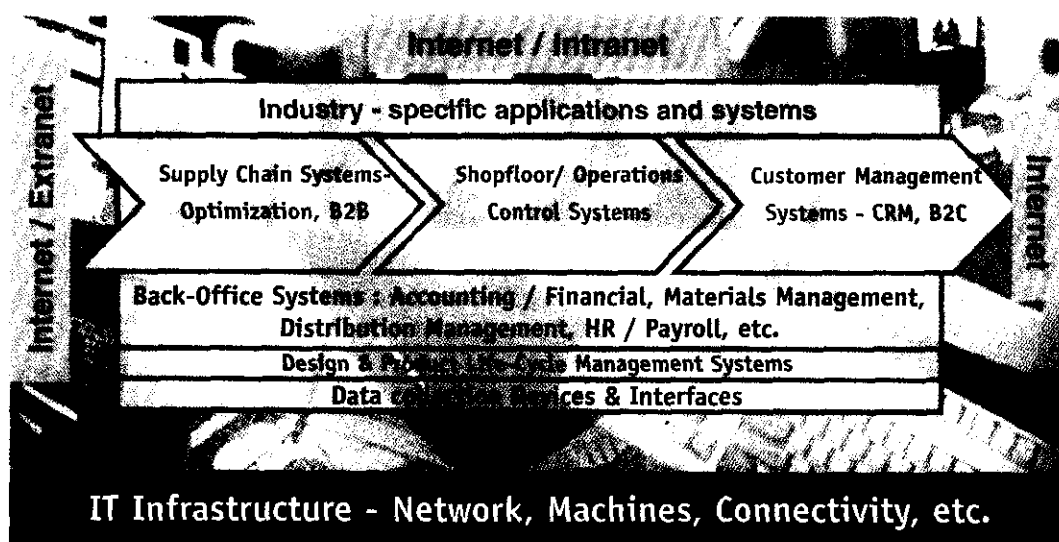
Dear Shareholders,



I am pleased to share with you our vision as we continue to emerge to be a leading worldwide IT consulting group. It will be of interest to you to know how we perceive the Information Technology marketplace and our plan to scale our capabilities to take advantage of opportunities in the internet age. CSSL is a key component to the success of CyberTech's overall global strategy. Hence, it is of very high importance that the group aligns business, technology and people plans of CSSL with the global direction.

Explosion of opportunities occur when fundamental market shifts happen. These crossroads of technological shift are when futures are redefined – firms are made and unmade. Over the past 5 years, CyberTech has done well to keep up with the leading technology trends. We launched ourselves as a global enterprise by riding over the SAP-ERP wave. As we grew, we expanded into emerging internet infrastructure and application services areas. In the meantime, we have also expanded our domain expertise into Automotive, Financial and Public Sector.

At a time when ERP growth slowed down in 1999 due to a Y2K squeeze, our internet infrastructure and application services businesses more than doubled to provide us with the much desired balanced portfolio.



As we run through this discussion, I will help you to understand the leading trends in the industry and how we plan to leverage our presence to maximize gains. CSSL will be a key component to our strategy as you will witness.

As organizations move rapidly towards inter-enterprise computing, coverage of enterprise applications with the web has become a key need. Although many firms have launched customer facing web initiatives, they are just beginning to realize the importance of a robust tightly linked application set consisting of ERP, SCM, CRM and Customer-Supplier portals. These integrated systems enable collection and warehousing of vast amount customer-supplier information to be analyzed and used throughout the value chain.

A large number of small- to mid-sized companies did not implement ERP in response to Y2K but may actually get a boost in doing so with the emergence of new value-based delivery models such as the enterprise ASPs (Application Service Providers).

The technology is evolving rapidly. New technical standards like XML and CORBA are developing, which enable better integration of enterprise applications. The use of interchangeable components within application frameworks will allow greater flexibility and reuse when business processes change. e-Business involves sharing information in real-time and delivering right product to the right customer at the right time. Successful businesses focus on core competencies and build virtual networks of suppliers and business partners. The creation of these inter-enterprise virtual collaborative communities is dependent upon the technologies mentioned above.

The Information Technology marketplace continues to grow at an impressive rate. This growth, coupled with rapid changes in technology and new business processes are throwing new challenges for the consulting firms. With the proliferation of technologies and increased emphasis on ROI, firms that can provide end-to-end full-cycle capabilities (strategy, design, implementation and support) and in-depth technical acumen that will enable cross-platform integration and externalization of legacy information will emerge as winners. One or more firms may complement their capabilities to deliver a complete solution that maximizes value to client.

The advent of distributed computing has made network infrastructure a critical component to success in today's competitive global business environment. The explosive growth of e-Business is driving the rapid growth of broadband network technologies. The lack of internal capabilities, the need for quick time to market, and demand for higher quality services are driving enterprises and service providers to seek external help to design, implement, monitor, maintain and secure complex network solutions. As a result, a significant business opportunity exists for a solutions provider that can offer high-end consulting and technical expertise in design, implementation and management of complex network infrastructure.





We are poised to win...

As we move into an era of explosive opportunity, success will depend on our intrinsic strength as an organization to capture and deliver upon the opportunities. Our experience suggests that there is no substitute to focus, top-caliber management and in-depth technical capability to both survive and deliver distinctive results in this fiercely competitive market space.

In keeping with our commitment to create focus and attract top talent, we have created an internetworking pure-play in US, Corliant Inc. Corliant attracts some of the best known names in the internetworking industry providing us with the vital advantage of building a high-value consulting business. Corliant will continue to source internetworking expertise from CSSL.

CyberTech Systems Inc. will focus on e-Business application consulting with a renewed value proposition to provide high-value web-centric application services. We have enhanced the management bandwidth of CSI by bringing in reputed high-level management talent. Together with partners, they will offer complete solutions that are rapidly deployable, scalable and capable of global rollouts.

We plan to leverage our renewed focus and execute upon the following strategic priorities:

**ATCs :** ATCs have been the cornerstones of our success - our key differentiators. A model greatly appreciated by our partners and customers alike. We plan to move our worldwide network of ATCs to the next level - 'value factories'. We plan to proactively invest in our ATCs infrastructure and ensure that they continue to be the powerhouses of complex technology solutions and client support. The proven training and development capability of the ATCs will continue to provide us with the flexibility and scalability unparalleled in the industry.

**Offshore ATCs :** Our Offshore ATCs provide us with an unique competitive-edge economies that enable us to deliver high value solutions. We have significantly grown our offshore business with dot.com, product and enterprise clients. Our marketing programs will help us further expand this portfolio into large client-bases by specialised offerings in the areas of dot.com engineering & support, product engineering & support and custom development for enterprises.

**Focus on Leading Technologies :** We will continue to follow the industry leaders for each of the technology areas. This is in keeping with our success with SAP, CISCO and Microsoft technologies. Going forward, we will build strong relationships with i2 for SCM, Siebel for ERM, and ATG for e-Commerce.

**Solution Offerings :** We will proactively develop rapid deployable solutions in the emerging technology areas such as ERM, SCM, Security, VoIP and more. These solutions with well-defined deliverables and attractive value proposition will help us gain early entry into the market.



Top Level Talent : We will bring in high-level talent in select areas of technology expertise, Sales & Marketing. This will help us reach the next level of solution delivery capability and enhance our image as a leading e-Business solutions provider.

Geographic expansion : Besides US, we have nurtured steady growth in other major geographies such as Europe. We will extend our solutions portfolio across the geographies in the spirit of a truly global enterprise.

Executing upon the above strategies supported by the ATCs we are poised to win in the new emerging marketplace.

CSSL as a centerpiece to CyberTech growth worldwide : CSSL provides the ideal environment and infrastructure support for CyberTech's worldwide expansion by creating world-class consulting talent, providing world-class(ISO certified) offshore development facilities and the financial muscle. The quick successes of CSI's internetworking and e-Solutions practices are an apt testimony to CSSL's unparalleled strength to scale and deliver upon the most challenging technological talent needs. With the growing technological focus around the Asia-Pacific region, CSSL is well positioned to lead our growth in this region supported by the worldwide CyberTech group.

Shareholder Value and Commitment to Growth : Shareholders of CSSL have been a strong motivating force behind the worldwide expansion of CyberTech. It will be our constant endeavour to create better capital appreciation for you and continue to grow. With your support we are well positioned to achieve new heights, as we progress towards our goal of being a leading worldwide IT consulting group.



V. Prasad Rao

Chairman

