



IKF

IKF TECHNOLOGIES LIMITED



ANNUAL REPORT **2015-16**

Board of Directors



N. V. Simhadri
Chairman

Mr. Simhadri, is an LL.B. and M.Com from Nagpur University. He is an expert in various fields like legal, financial and taxation.

Mr. Simhadri has held senior positions for over 27 years in the Companies like SAIL, Ballarpur, Karvy, TCS, Aditya Birla group. He is also associated with The Institute of Company Secretaries of India, The Institute of Cost and Work Accountants of India and The Institute of Bankers.



Sunil Kumar Goyal
WTD & CEO

Mr. Goyal is a Commerce Graduate. He possesses much knowledge and expertise in the field of finance. He has vast experience in E- Governance project and portfolio Management. His experience compasses areas of creation of strategic alliance, business development and strategic planning. His incalculable career achievements cannot be limited in few lines.



Umesh Govind Bhat
Independent Director

Mr. Bhat is a Commerce Graduate and holds Diploma in Business Management. He has 21 years working experience with reputed Companies of India and Abroad. Mr. Bhat, is also having excellent experience in Sales promotion activities, Launching of new products, Management and networking related with distribution etc. Mr. Bhat is a man of perfection and his vision is well defined towards the growth and success of the Company.



Nidhi Sharma
Independent Director

Ms. Sharma is M.C.A. and MBA, has vast exposure in Telecom, IT/Software Industry. She has expertise and huge knowledge in developing training and education programme. Ms. Sharma has worked with various National & International clients in India, UK, USA, Netherlands, Germany and Finland. She is also associated with 'BLOSSOM', a Corporate Social Responsibility wing, which works towards the objective of 'Championing Child Education and Healthcare'.

IKF TECHNOLOGIES LIMITED



From 2000 to 2016

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Looking Forward Statement

In this Annual Report, we have disclosed forward looking information to enable investors to comprehend our prospect and take informed investment decisions. This report and other statements – written and oral that we periodically make, contain forward looking statements that set out anticipated results based on the Management's plans and assumptions. We have tried where ever possible to identify such statements by using words such as 'anticipates, estimates, expects, projects, intends, plans, believes' and words of similar substance in connection with any discussion or future performance.

We cannot guarantee that these forward looking statements will be realized, although we believe that we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even in an inaccurate assumption. Should known or unknown risks or uncertainties materialise or should underline assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind.

We undertake no obligation to publicly update any forward looking statement, whether as a result of new information, future event or otherwise.

Chairman's Message

"I Can't change the direction of the wind, but I can adjust my sails to always reach my destination"

- Jimmy Dean



Dear Shareholders,

With great pleasure, I welcome you to the 17th Annual General Meeting of your Company. We have come along one more year of moving ahead in emerging opportunities in global and domestic markets. India continues to consolidate its position as the global hub for IT services enabling digital transforming for clients and domestic markets getting boost with different initiatives on "Digital India" and "Make in India". We believe by leveraging our domain experience in technology and significant presence in the rapidly growing Telecom, IT and IT enabled services will provide good opportunity to enhance our business spread.

We are living in times of great global transformation, and as the needs and requirements of corporations around the world change, we at IKF continue to adjust our sails to catch the right winds into the future.

Over the period, we have built competitive advantage by combining domain expertise, technology, analytics, and knowledge management. This has helped us to deliver complex services of consistently high quality. We have responded quickly and stayed agile to be ahead of larger and more established competitors. We have also focused on niche services to access new clients, capabilities and geographies.

This approach allows us to present our clients with year-on-year cost savings and increased value generation. In turn, this has led to industry-leading return ratios, operating margins, and enviable cash conversion records.

Looking ahead

We remain very positive about the long-term future of our business.

Companies embracing digital will have enhanced agility and efficiency, putting them ahead in the race. It is these companies that will be able to sustain themselves in the context of volatile market conditions and geopolitical issues. Today, it is not about making a choice, it is about how soon the choice is made.

IKF is geared to play the role of a strategic consultant, implementation partner and enabler. The team at IKF is ready with its vast experience, deep technology expertise and proven capabilities in enabling customers successfully navigate through the digital world of today and tomorrow.

On behalf of Company's Board of directors I would like to acknowledge and thank each and every one of our IKF family members for their dedication to work for your Company.

Against this backdrop, we thank you once again for your support and encouragement, and look forward to continuing our growth and performance.

Sincerely,

N.V. Simhadri

Chairman

DIN: 00231683

Date: 2nd July, 2016

Place: Kolkata



Letter From CFO

***“Winning isn’t everything, but
wanting to win is”***

- Vince Lombardi

Dear Shareholders,

As we complete 17 years of the Company, I am extremely happy to re-connect with you at a very interesting phase in the life-cycle of your Company, a time when it has grown in size and matured in terms of delivery capabilities and faces a unique opportunity to enhance its role as a full-service, value-adding partner to the industry. Everyone here at IKF is feeling energized and confident of the goals set; to take IKF Services into the next orbit. Going forward our Strategy is to further strengthen the Quality centric approach; delivering seamless transition experience and continuous value to our customers. We will continue building trusted partnerships with all our stakeholders, consolidating our market leadership, adhering to Nucleus Values.

Highlights for FY 2015-16

During 2015-16 IKF made strong progress despite a challenging environment, delivering increase in both revenue and operating income. Our Strong Governance and ongoing commitment to operational improvement continued to show results. Just as importantly, we continued to execute on our long-term strategic plan, building a stronger organization well positioned to take advantage of growth opportunities in our BPO, ISP and other segments as well. In the face of these challenging and difficult global and domestic operating circumstances, we crossed 6206 Lakhs revenue

mark. Driving this remarkable performance were both the IT and ITeS services. The growth was driven largely by strong governance, high conversion ratio, and well planned strategies at all levels. We added a few new clients during the year.

Our priorities for FY 2016-17

We will keep focusing on growth through optimum utilization of available resources along with focus on returns for the clients we work with, coupled with our delivery excellence through automation and efficiency frameworks.

Finally, I am deeply grateful to all our investors for your goodwill and support. Your support motivates us to do our best every day. We assure you that we will do everything we can, to deliver sustainable results for all our stakeholders.

Sincerely,

Kamal Kishor Poddar
Chief Financial Officer

Date: 2nd July, 2016

Place: Kolkata

Letter from WTD & CEO

***“Strive not to be a success
but rather to be of value”***

Albert Einstein



Dear Shareholders,

It is my pleasure to make this inaugural note to all IKF shareholders. These are exciting times in the industry – made exciting by the prospect of the transformational impact of Digital movement.

Even as there is enhanced clarity on the growing digital role in corporate competitiveness, there is a deterring reality. A number of global organizations are finding it increasingly difficult to scale their digital investments due to the inability to forecast or estimate a clear return on their investments.

Of all the companies that invested in digital technologies to strengthen their competitiveness, only 40% could establish accountability measures (targets, incentives or ‘owners’ of digital programs). Only 4% of the companies that made digital investments could generate returns at all.

Which explains why a far-sighted technology transformation services provider like ourselves, IKF is doing something more than merely evangelizing digital services. It is taking these solutions to its clients against prospects of measurable business gains that translate into quicker payback.

It is indeed fulfilling and rewarding when strategies, plans and efforts come together to create results that are directional as well as progressive. At IKF, in 2015-16 we delivered a

robust, all-round performance making us one of the fastest growing IT/ ITeS Company. What makes this performance more pronounced is the fact that it was achieved amidst challenging global and domestic business environments.

Focus on returns for the clients we work with, coupled with our delivery excellence through automation and efficiency frameworks, further bolstered through transparent and performance driven people practices, built on the strong foundation of a solid strategy and sharpened go to market – has IKF poised for significant growth ahead.

Best Regards,

Sunil Kumar Goyal
WTD & CEO
DIN: 00550933

Date: 2nd July, 2016
Place: Kolkata

**Treat Employees like they make a
difference and they will prove the same.**



History

2000

Incorporated on 22nd February, 2000 as a Public Limited Company, under the provisions of the Companies Act, 1956.

2001

The Company went for an Initial Public Offer (IPO) of Rs.40,000,000 divided into 4,000,000 equity Shares of Rs.10 each and the issue was fully subscribed.

2005

- (i) The main objective of the Company was promoting Information Technology (IT), Information Technology Enabled Services (ITES), Internet Service Provider (ISP) Services, Education and Alternative Energy Resources across the Globe. It's a fastest growing IT Company has maintained its leadership status in catalyzing renaissance in Indian IT arena.
- (ii) The face value of the Equity Shares of the Company sub-divided from Rs. 10/- per share to Re. 1/- per share.

2006

The Company has entered into strategic alliance with Indian Oil Corporation for technical and marketing collaboration. The Company has signed an MOU with Gujarat Govt. for making an investment of over 110 crores to set up a 1,00,000 ton plant in Gujarat.

2007

- (i) The Company has over the years achieved Jatropha Plantations in the state of Meghalaya.
- (ii) The Company has won the "Excellence Award" and "Udyog and Ratan Award" by IES/ICSME in 2007 for its commendable efforts in the field of bio fuels.

2008

The Company has entered into Agreement with Tata Teleservices Limited (TTSL) for handling all the calls related to the Post-paid connections.

2009

Company's Internet Service Provider (ISP) Department has initiated the following products & service in India.

- (i) Wholesale VOIP minutes traffic termination for International Call Centre.
- (ii) Unlimited Retail VOIP plans for SMEs/Solo/Export House segments.
- (iii) PCO solution for VOIP call Points.
- (iv) Internet Lease Line Bandwidth for corporate clients.
- (v) Internet Broadband plans on Wi-Fi network.

2010

- (i) The Company has entered into Master Services Agreement with following Companies for providing the Call Centre Services (Inbound & Outbound) and selling their product and services.
 1. Bharti Airtel Limited,
 2. Integrated Subscriber Management Services Limited (Dish TV),
 3. Metlife India Insurance Company Limited,

- 4. Kotak Mahindra Old Mutual Life Insurance Limited &
- 5. Aircel Limited.

- (ii) The Company has entered into the Memorandum of Understanding with Telecommunication Consultants India Limited (TCIL) to collaborate for providing various avenues in E-Shiksha & E-Swasthya in order to make a combined effort with a social initiative.

2011

The Company has entered into Agreement with Integrated Subscriber Management Services Limited (Dish TV) to provide Outbound Call Centre Services to ISML from its operating centre at Kolkata.

2012

- (i) The Company has entered into Master Services Agreement with IDEA Cellular Limited for managing the Contact Centre Services for Tele-verification from Kolkata-WB based Call Centers.
- (ii) The Company has entered into Master Services Agreement with Sistema Shyam Teleservices Limited (MTS) to manage and handle the outbound calls for its centre at Kolkata.
- (iii) The Company has entered into the Memorandum of Understanding with Virtual Global Education Limited (VGEL) to provide the Onsite Training through technical staff so as to enhance the productivity and employment capability of the trained youth in the state of Rajasthan.

2013

- (i) The Company has entered into a Rate Contract, Tele Verification Agreement with Dishnet Wireless Limited to provide the Internet Services to DWL.
- (ii) TTSL extended the term of the Principal Agreement for a further period of 1 year retrospectively with effect from 01st October, 2012.
- (iii) The Company has won the prestigious Fourth Inc. India 500 Business Excellence Award as one of India's fastest growing Mid-Size Enterprises.
- (iv) The Company has entered into Agreement with BSNL for providing the Call Centre Services.

2014

- (i) LOI received from E-Mitra (Rajasthan).
- (ii) Telecom ISP has grown substantially in a short span of time with wider national presence.

2015

- (i) We had taken initiative to make Digital India.
- (ii) Our Company has done expansion in diversified sectors.
- (iii) Agreement executed with Software Technology Parks of India under the North East BPO Promotion Scheme.

2016

- (i) The Company has entered into the Memorandum of Understanding with Chattisgarh State Industrial Development Corporation Ltd.
- (ii) Our Company opened the first BPO unit in North-East Region at Guwahati.
- (iii) Telecom ISP has reached Gram Panchayat level for providing fast and cheap internet services to fulfill the dream of Hon'ble Prime Minister Narendra Modi.

Award & Recognition

New Center Opening

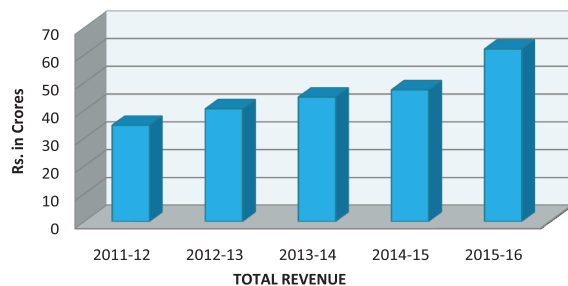
Moments of the

16th AGM held on 07th August, 2015

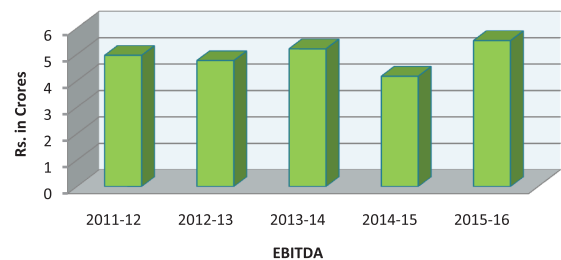


Financial Highlights

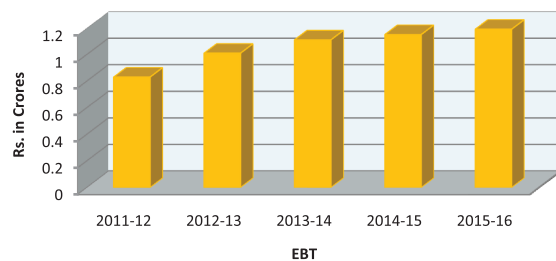
TOTAL REVENUE



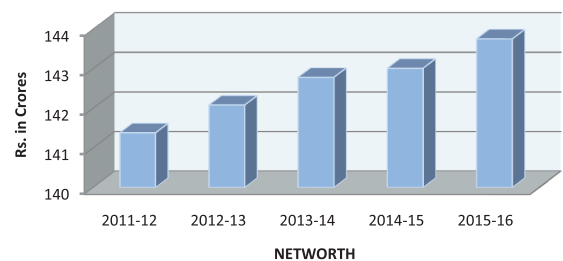
EBITDA



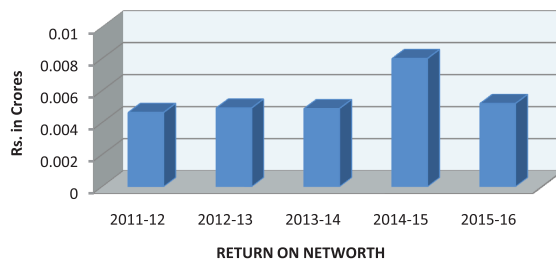
EBT



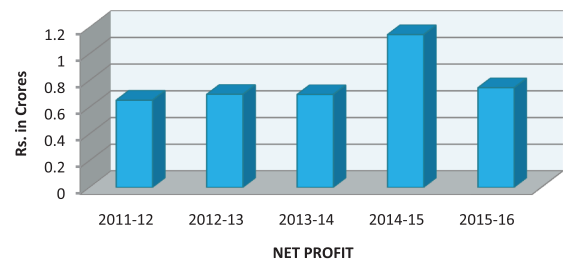
NETWORTH



RETURN ON NETWORTH



NET PROFIT



Corporate Information

Board of Directors as on 31st March, 2016

Chairman

Mr. Nandipati Venkata Simhadri

Executive Director

Mr. Sunil Kumar Goyal, WTD & CEO

Non-Executive Directors

Mr. Umesh Bhat

Ms. Nidhi Sharma

Company Secretary

CS. Amar Jyoti Lenka

Chief Financial Officer

CA. Kamal Kishor Poddar

Internal Auditor

CA. Lina Agarwal

Statutory Auditors

M/s. Mandawewala & Co.
Chartered Accountants
1, British Indian Street, 1st Floor,
Suite No. 110D, Kolkata-700 069

Bankers

UCO Bank
Axis Bank
State Bank of India

Registered Office

2nd Floor, Plot No. J-1/12, Block-EP & GP,
Sector-V, Salt Lake, Kolkata-700 091
Tel: +91 33 2357 2610/11
Fax: +91 33 2357 2612
E-mail: info@ikftech.in, cs@ikftech.in
Website: www.ikf-technologies.com

Registrar & Share Transfer Agent

Bigshare Services Pvt. Ltd.
E-2/3, Ansa Industrial Estate,
Sakivihar Road, Sakinaka, Andheri (East)
Mumbai-400 072
Tel : +91 22 2847 0652, 4043 0200
Fax : + 91 22 2847 5207
Email : info@bigshareonline.com

Listing

The Bombay Stock Exchange (BSE)
The Calcutta Stock Exchange (CSE)

Annual General Meeting

Date : 26th August, 2016
Time : 3:00 p.m.
Day : Friday
Venue : The Convergence Centre
DPSC, Plot No. X - 1, 2 & 3;
Block EP, Sector - V,
Salt lake, Kolkata – 700 091

Board Committees

Audit Committee

Mr. N.V. Simhadri	<i>Chairman</i>
Ms. Nidhi Sharma	<i>Member</i>
Mr. Umesh Bhat	<i>Member</i>

Stakeholders Relationship Committee

Mr. N.V. Simhadri	<i>Chairman</i>
Ms. Nidhi Sharma	<i>Member</i>
Mr. Sunil Kumar Goyal	<i>Member</i>

Nomination & Remuneration Committee

Mr. Umesh Bhat	<i>Chairman</i>
Ms. Nidhi Sharma	<i>Member</i>
Mr. N.V. Simhadri	<i>Member</i>

Management Committee

Mr. N.V. Simhadri	<i>Chairman</i>
Ms. Nidhi Sharma	<i>Member</i>
Mr. Sunil Kumar Goyal	<i>Member</i>

Risk Management Committee

Mr. N.V. Simhadri	<i>Chairman</i>
Ms. Nidhi Sharma	<i>Member</i>
Mr. Umesh Bhat	<i>Member</i>
Mr. Sunil Kumar Goyal	<i>Member</i>