



IKF TECHNOLOGIES LIMITED



ANNUAL REPORT 2017-18



**Sunil Kumar Goyal**  
WTD & CEO

---

Mr. Sunil Kumar Goyal is a Commerce Graduate. He possesses much knowledge and expertise in field of finance.

Mr. Sunil 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 20 years working experience with reputed Companies of India and Abroad.

Mr.Bhat, today is 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.



**Manoj Rungta**  
Independent Director

---

Mr. Rungta is a commerce graduate from Calcutta University. He started his career as an Entrepreneur in Media and Distribution industry. He has been associated with IT & ITES, ISP and BPO industries for more than 15 years.



**Nidhi Sharma,** (Resigned W.e.f. 23 May, 2018)  
Independent Director

---

Ms. Nidhi Sharma is M.C.A., has vast exposure in Telecom, IT/Software Industry. Ms. Nidhi has expertise and huge knowledge in developing training and education programme.

Ms. Nidhi has worked with various National & International clients like 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'.



From 2000 to 2018

# CONTENT

## CORPORATE OVERVIEW

Chairman's Message.....	2
Letter from CFO .....	3
Major Milestones .....	4
United We Stand .....	6
Key Trends .....	8
Corporate Information .....	9

## STATUTORY REPORTS

Directors' Report .....	11
Corporate Governance Report.....	28
Code of Business Conduct & Ethics .....	41
Auditors' Certificate on Corporate Governance.....	42
Management Discussion & Analysis Report .....	43
CEO/CFO Certification .....	49

## FINANCIAL STATEMENTS

### Standalone

Auditors' Report .....	51
Balance Sheet .....	57
Statement of Profit & Loss Account .....	58
Cash Flow Statement.....	60
Notes on Accounts & Financial Statement.....	62

### CONSOLIDATED

Auditors' Report on Consolidated Financial Statement.....	92
Consolidated Balance Sheet.....	96
Consolidated Statement of Profit & Loss Account.....	97
Consolidated Cash Flow Statement.....	99
Notes on Consolidated Accounts & Financial Statement .....	101

### OTHERS

Notes .....	138
Notice .....	139
Route Map.....	145
Proxy Form .....	146
Attendance Slip.....	148

# Chairman's Message



“  
WHEN  
THE WILL  
IS READY  
THE  
FEETS ARE  
LIGHT”

**Dear Shareholders,**

With a huge population, growing middle class and deeper Smartphone penetration, India is possibly one of the biggest markets for world businesses running on technology and with the advent of the Digital India programme, with an aim of transforming the country into a digitally empowered society and knowledge economy. The Digital India would ensure that Government services are available to citizens electronically. Your Company has been at the forefront of this Digital revolution by making strategic investments across multiple dimensions ahead of time to ensure that we are well equipped to capture this big opportunity.

Led by a sharp rise in software spending, technology spending in India will grow by 12 per cent in 2018, Forrester's latest India tech market outlook said. While demonetization and the fast-tracked implementation of GST slowed growth in 2017, the government is now in a better position to drive reforms and the Indian economy is expected to recover its lost momentum and do progressively better in 2018 and 2019. Rapid digitization of the economy and rising numbers of digital consumers will continue to fuel spending on mobility.

At IKF, our focus has always been on delivering superior returns and maximizing value for our shareholders. We are excited about what lies ahead and we will continue to tap some of the emerging opportunities to deliver industry-best growth. On this note, let me take this opportunity to thank our management team, our dedicated employees, suppliers, customers, partners and shareholders for their unabated support and faith in the company. Your support, through thick and thin, has been a great source of strength for us. We look forward to your continued support in the coming years.

Date: 28th July, 2018  
Place: Kolkata

Sincerely  


**Sunil Kumar Goyal**  
Chairman  
Din: 00550933

# CFO's Message



**“ WE  
CANNOT  
DIRECT  
THE WIND  
BUT  
WE CAN  
ADJUST  
THE  
SAILS ”**

**Dear Shareholders,**

This report presents the key performance highlights of the year 2017-18 and incorporates Integrated Reporting aspects pertaining to the Company's business.

The Chief financial officer position is accountable for the administrative, financial, and risk management operations of the company, to include the development of a financial and operational strategy, metrics tied to that strategy, and the ongoing development and monitoring of control systems designed to preserve company assets and report accurate financial results. Hence, it is my duty towards the Company to take proper care of the section I am accountable for and be prepared to respond to the dynamic economic environment and achieve the goals that we have set for ourselves.

With many structural changes happening in legislation, economy and business environment. With the onset of GST, India will move towards a unified tax structure, greater compliance and more digitization. GST and other steps being taken to bring unorganized sector into the formal economy, will benefit the organized sector as it will be able to navigate the transition better and re-invent itself more quickly in the new environment.

Sincerely

**Arun Kumar Agarwal**

Chief Financial Officer

Date: 28th July, 2018

Place: Kolkata

# History &

## 2000

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

## 2001

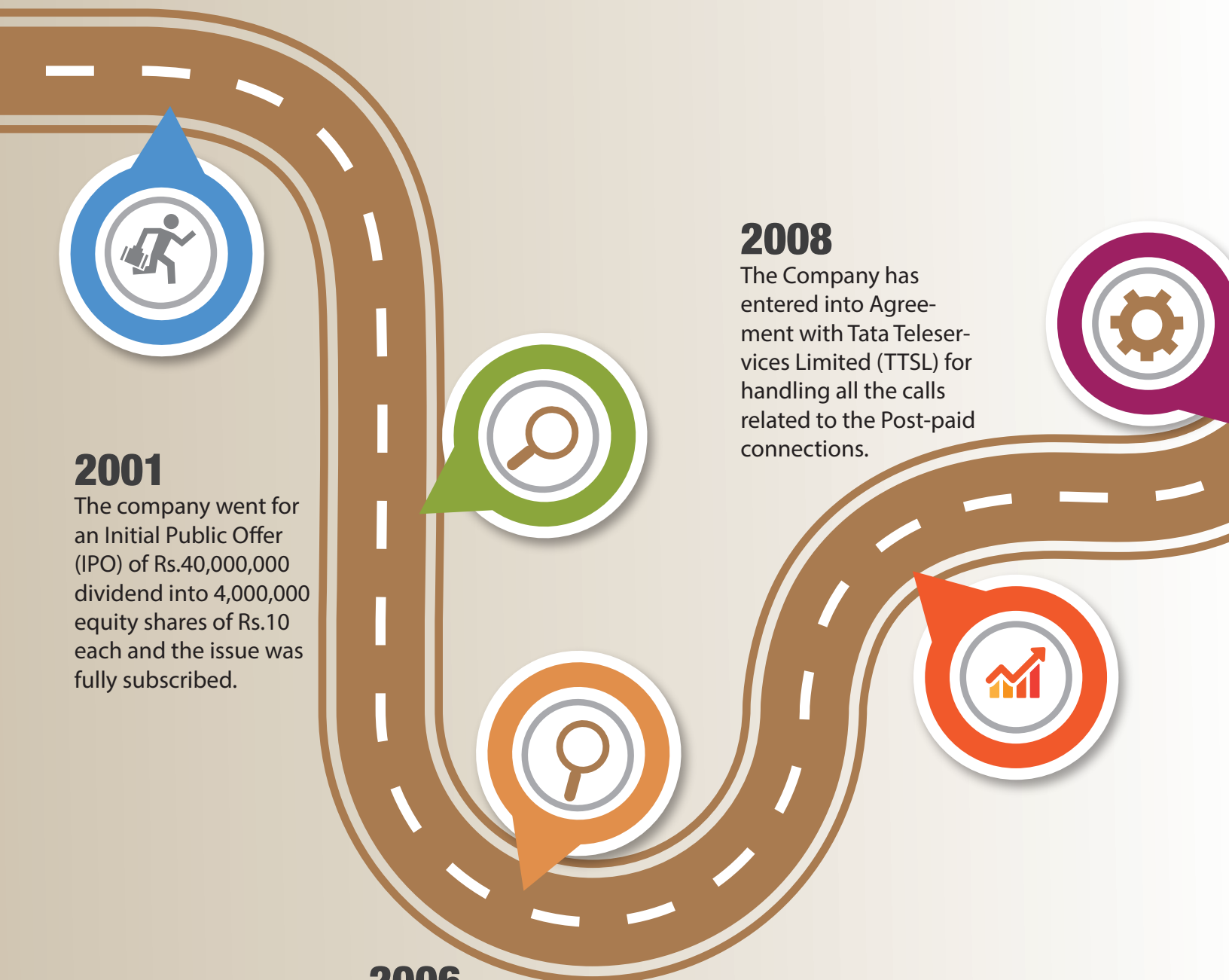
The company went for an Initial Public Offer (IPO) of Rs.40,000,000 dividend into 4,000,000 equity shares of Rs.10 each and the issue was fully subscribed.

## 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.

## 2008

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



# Milestones

**2014**

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



**2018**

IKF is putting up extra yard in creation of its Optic Fiber Network. IKF has successfully managed a OFC network of around 250+ KMs in all parts of Kolkata and suburbs. We aim to take this forward to 5000KM by next financial year.

**2016**

The Company has entered into the MOU with Chhattisgarh State Industrial Development Corporation Ltd. Our company opened the first BPO unit in North-East Region at Guwahati. 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.

**2010**

The company has entered into master services agreement with following companies for providing the Call Center Services and selling their product and services- Bharti Airtel Limited, Dish TV, Aircel, Metlife, Kotak Mahindra Life Insurance. The Company has entered into the MOU with TCIL to collaborate for providing various avenues.





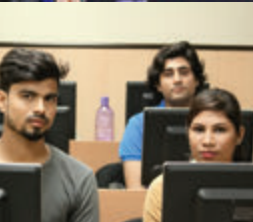


UNITED



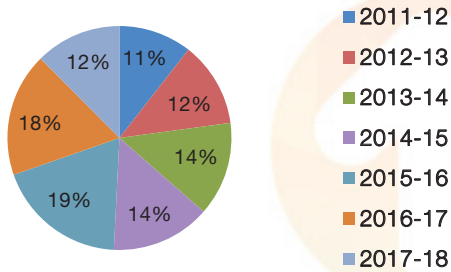


WE STAND

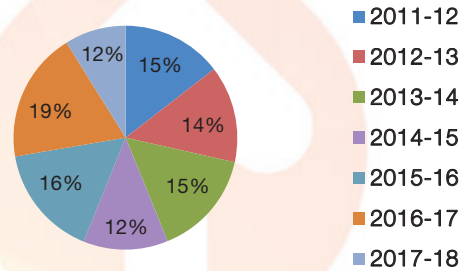


# Financial Highlights

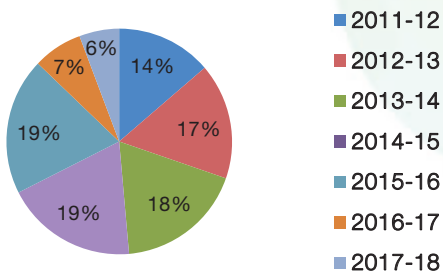
**Total Income from Operations  
(Rs. in Crores)**



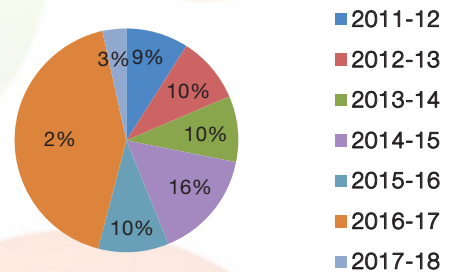
**EBITDA  
(Rs. in Crores)**



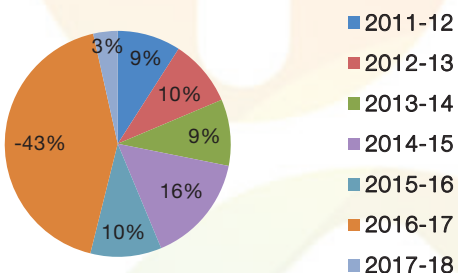
**EBT  
(Rs. in Crores)**



**Net Profit  
(Rs. in Crores)**



**Return on Networth  
(Rs. in Crores)**



**Networth  
(Rs. in Crores)**

