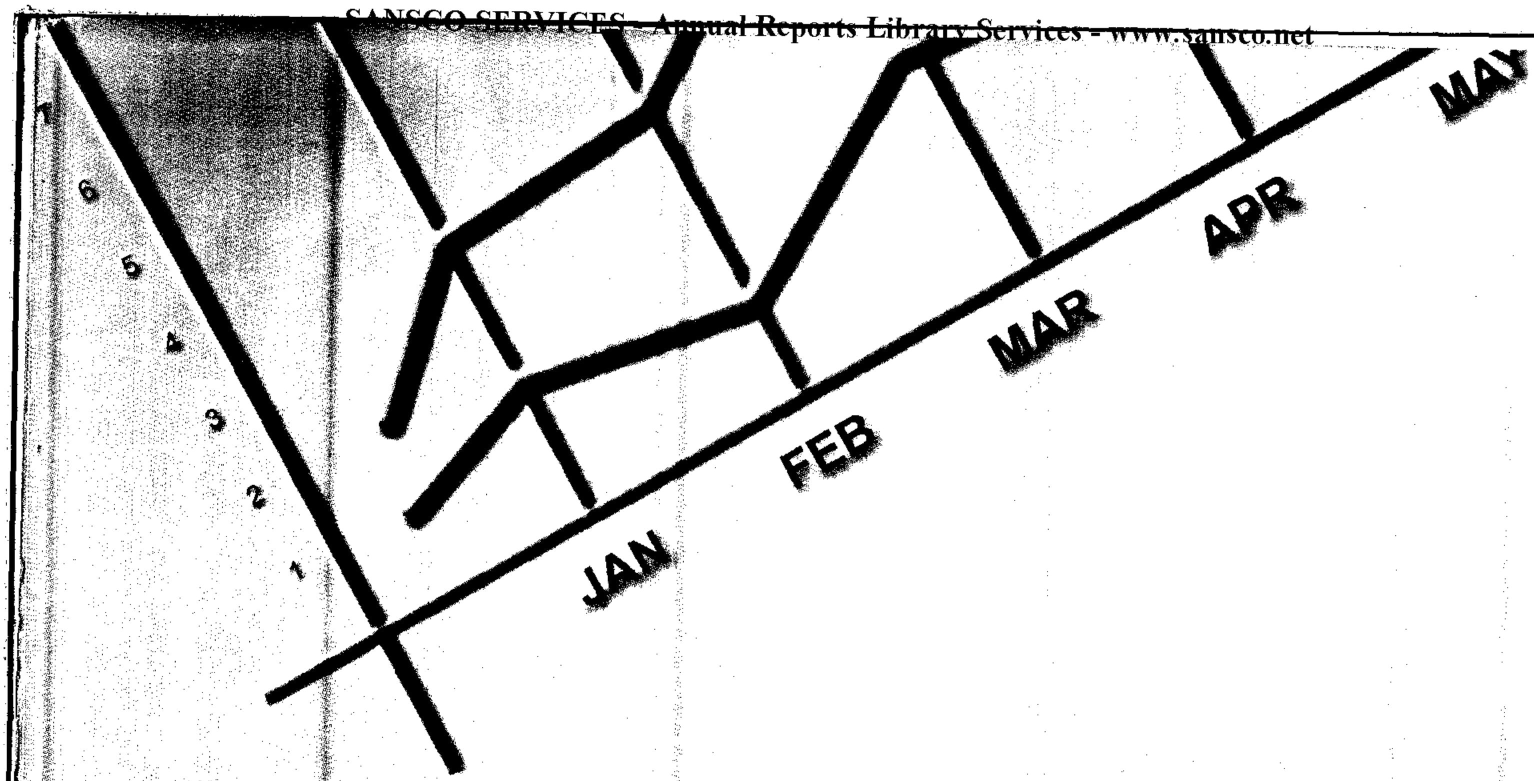





# MRO-TEK LTD.

ANNUAL REPORT
2000-2001

MRO Getting You Networked

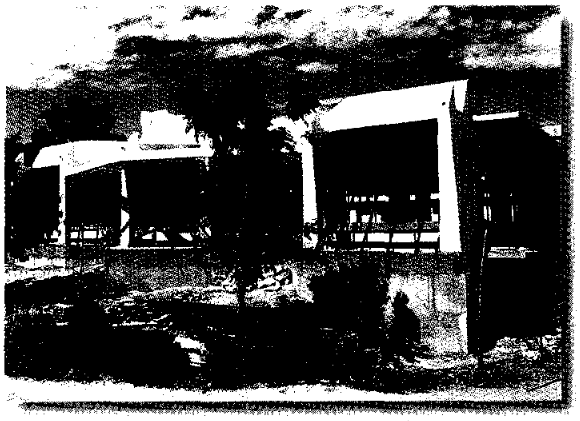
**www.mro-tek.com**

MRO Getting You Networked

**MRO-TEK LIMITED**
"MRO House"
14, 1st 'D' Main Ganganagar
Bangalore - 560 032 INDIA
Ph :+91-80-3332951 Fax : +91-80-3333415
Service/Support : +91-08-3338034
E-mail : mrotek@vsnl.com

*MRO House , Bangalore*


*Existing premises, MRO-TEK Factory, Electronics City, Bangalore*

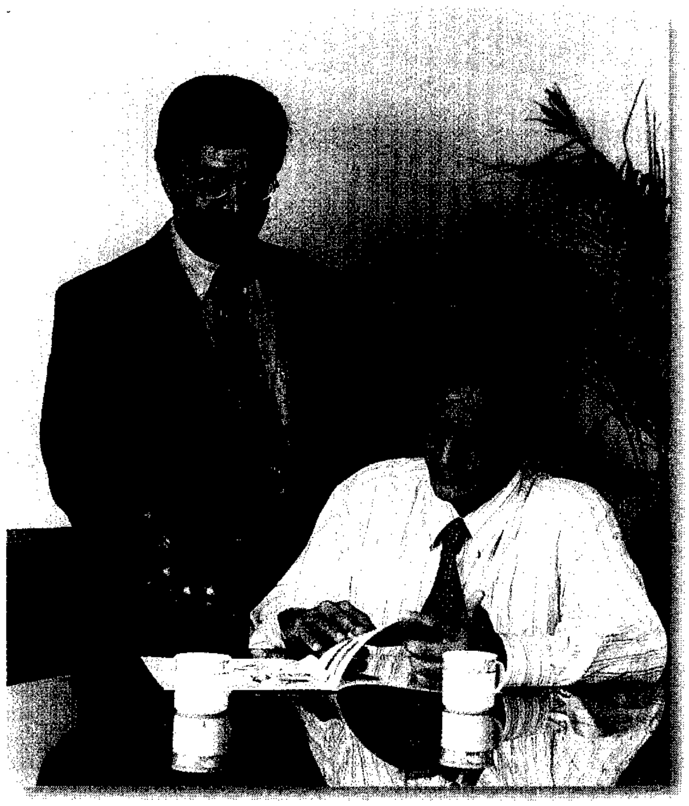


*New premises nearing completion, MRO-TEK Factory, Electronics City, Bangalore.*

*New facilities, MRO-TEK Factory*

**An ISO 9002 Company**

# Contents



*H. Nandi* *S. Narayanan*



"To make yourself and your products obsolete - no one should be more competent at that than you yourself."

- ***S. Narayanan***

"Excellence is not a singular act, but a habit. You are what you repeatedly do."

- ***H. Nandi***

# Board of Directors

| | |
|---|---|
| S. NARAYANAN | *Chairman & Managing Director* |
| H. NANDI | *Managing Director* |
| RAJ B. VATTIKUTI | *Director* |
| DONALD M. PECK | *Director* |
| R. RAJAGOPALAN | *Director* |
| GOPAKUMAR MENON | *Director* |
| K. SUBRAHMANIAM | *Alternate Director to Raj B. Vattikuti* |
| R. RAMASWAMY | *Company Secretary* |

**REGISTERED OFFICE**
"MRO House"
14, 1st 'D' Main Road
Ganganagar
Bangalore - 560032

**MANUFACTURING UNIT**
29-B, Electronics City
Hosur Road
Bangalore - 561229

**MARKETING OFFICES**
Lovlesh Court
Off Turner Road
CTS, No.F/1412
Bandra, Mumbai - 400 050

Flat #711A
International Trade Tower
Nehruplace, New Delhi - 110 009

**BANKERS**
State Bank of India
Canara Bank, Canbank Factors Ltd.

**STATUTORY AUDITORS**
Narayanan, Patil & Ramesh
Chartered Accountants
103, 1st Floor, Brigade Links
54/1, I Main Road
Seshadripuram
Bangalore - 560020

**INTERNAL AUDITORS**
Tambakad and Goil
Chartered Accountants
# 3, Classique Mansion
6th Cross, HAL 2nd Stage
Off Airport Road
Bangalore - 560008

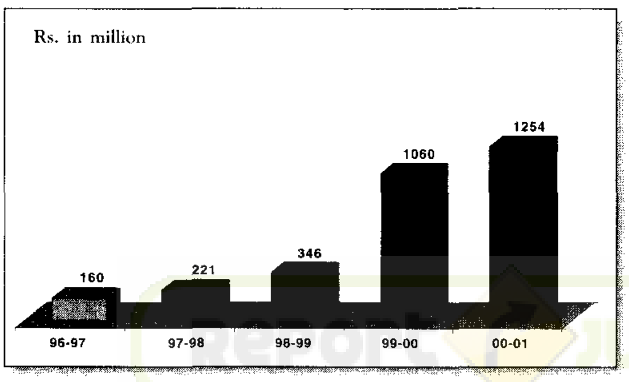
**REGISTRARS & SHARE TRANSFER AGENTS**
Karvy Consultants Limited
TKN Complex, No.51/2
Vanivilas Road
Opp : National College
Basavanagudi
Bangalore – 560 004

# Five year scan

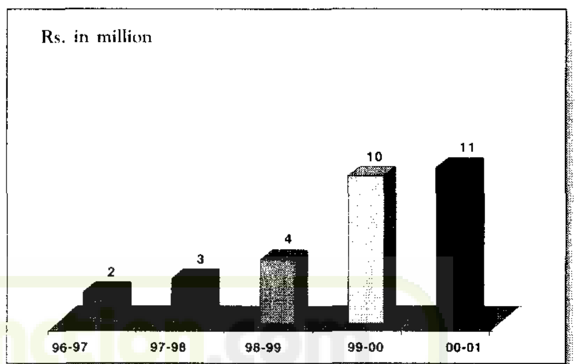
## Highlights 2000-2001

- Total Income up from Rs.1059 million to Rs.1254 million - an increase of 18%
- PBT increases from Rs.220 million to Rs.288 million - an increase of 31%
- Incidence of Income Tax increases from Rs.61 million to Rs.106 million - an increase of 73%
- PAT increases from Rs.160 million to Rs.182 million - an increase of 14% - lesser than proportionate increase due to higher incidence of tax
- Earnings per share, increases from Rs.8.89 to Rs.8.93 (on expanded capital)
- Net worth increases by Rs.366 million, from Rs.267 million to Rs.633 million
- Dividend per share increases from 15 to 20 percent
- Capital Employed up from Rs.406 million to Rs.840 million
- Book Value per share increases from Rs.15 to Rs.31 (face value of Rs.5)

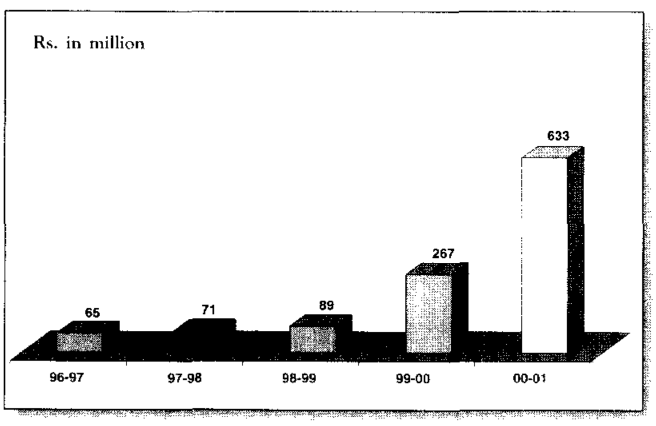
**TOTAL INCOME**



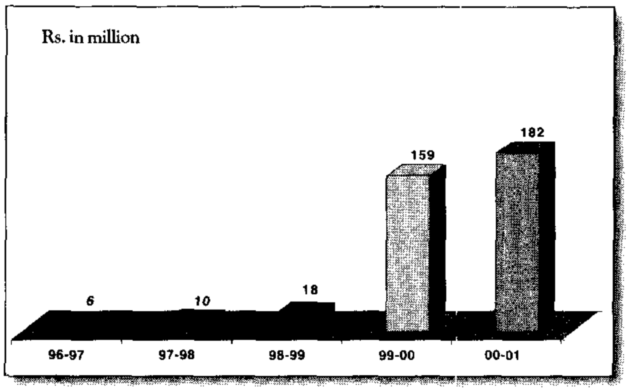

**REVENUE PER EMPLOYEE**



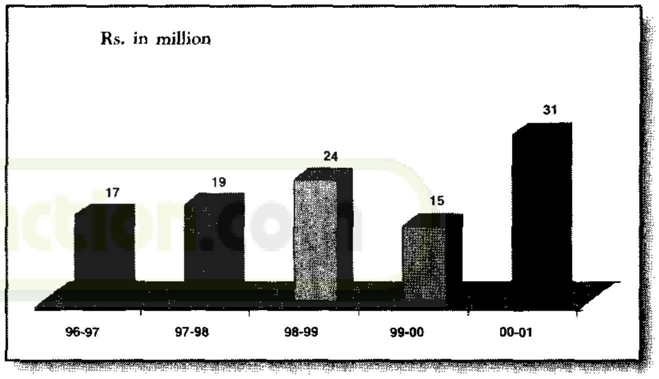

**NET WORTH**



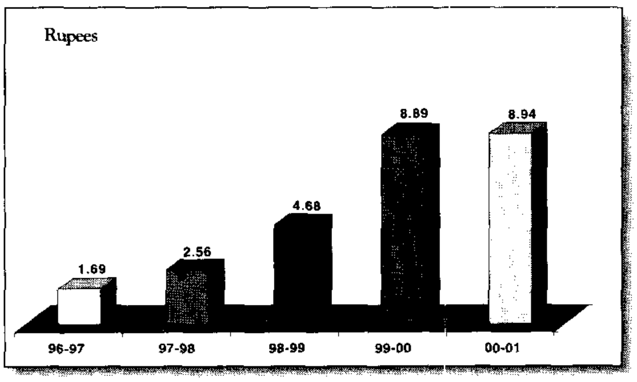
## PAT




## BOOK VALUE




## EPS




1. EPS of 1996-97 & 1999-2000 are after Bonus issue 1:1.
2. EPS for all years calculated on equity with face value of Rs.5, for the purpose of comparison.

# A few words from our esteemed customers

Sundaram Finance Limited

Mr S. Narayanan
Chairman & Managing Director
M/s. MRO-TEK Ltd
Post Box No.3203
14, 1st 'D' Main Road
Ganganagar
Bangalore 560 032

Dear Sir,

We place on record our sincere appreciation for Mr. Ashok Kumar, Product Manager from your office for having an excellent training session on 3/8/99 regarding Modems and Routers at our office premises.

Thanking you,

CONSILNET

February 21, 2001

Mr. Krishna Kumar
(General Manager)
MRO-Tek Ltd.
P.B.No. 3203, 14,Ist 'D' Main Road,
Ganganagar
Bangalore-560032

Dear Krishna,

Please convey my appreciation to Ravi and Karthikeyan ... their sincerity and honest working, while appreciating the ... installation at Crowne Plaza Surya, New Delhi.

Regards,

Anil Pande
(Director)

Atc Pvt. Ltd.

MICROLAND

Dear Mr. Krishna Kumar:

This is to express, in writing, our gratitude to you, Mani and his team and all the others who assisted us in the crisis where the IT Space 256 Kbps link went down.

The link was down for a good week or ten days and when Mani came on to the scene we found very logical examination of the problem, causes and then the solution.

I have personally thanked Mani when he called yesterday evening to inform me about the link being brought up and again personally I would like to meet the team along with you some time when it is convenient one evening.

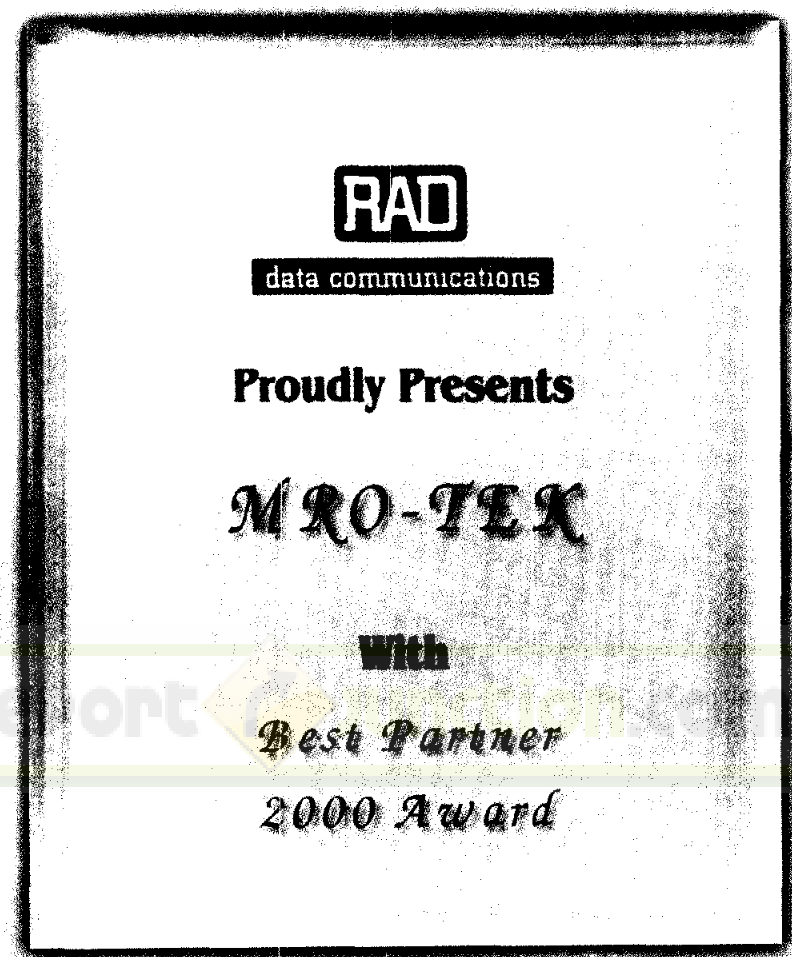
Please also let me know the lessons learnt during this exercise and let me know if we need to be aware of anything, be it at our end or be it at the BT end.

Thanx once again and convey the same with regards to Mani and all others working on this.

With warm regards

**Ajay Bhatkal**
Group Microland, India

## A 'pat on the back' from our partner


RAD
data communications
Proudly Presents
MRO-TEK
With
Best Partner
2000 Award

# Net access : the new paradigm in computing

Net access and Networking are among the fastest growing areas of business worldwide. With the integration of voice, data and video, there is an explosion of new technologies, capabilities and applications that are significantly changing our lives. The growth of the Internet is driving the Networking and Net access business as never before, resulting in demand escalation for more bandwidth and telephone lines for improved access.

Changing market dynamics have also resulted in network vendor consolidation. Customers today expect to source most of their products and solutions from a single company. This is leading to networking companies acquiring, merging or forming strategic alliances at an incredible rate. More important, the proliferation of new technologies is occurring faster than existing large vendors can handle and time-to-market is becoming critical.

It is estimated that the amount of traffic carried over the Internet is estimated to double every 100 days, and the total volume of data carried over the world's telecom infrastructure is likely to exceed that of voice in the next two years.

As a result, telecom providers would be required to transform their infrastructure, fundamentally from a circuit-switched network designed to carry analog voice traffic and modified to carry data, to a packet-switched network, designed and optimized for data that carries voice as just another data type.

Also, intensive competition and the high cost of laying fiber-optic and copper cables is forcing telecom companies in countries such as India to migrate to new technologies and enhance the capabilities of existing copper networks.

With deregulation taking effect the world over, service providers are achieving global-scale and entering new markets through mergers and acquisitions. Smaller, local operators such as cable, electric and wireless firms are expected to emerge as providers of niche services and even emerge as competitors to super-carriers through strategic partnerships.

These developments have presented tremendous opportunities for us in MRO-TEK, because of our consistent focus on the technology segment, alliances with the global leaders and nimbleness in responding to market needs.