# 19th ANNUAL REPORT

2009-2010

MegriSoft
Your Escort to Net

# MEGRI SOFT LIMITED

## **Auditors**

K. K. BASSI & ASSOCIATES
Chartered Accountants
SCO 1130-31
Sector 22-B
Chandigarh - 160 022

## **Bankers**

Karnataka Bank Limited
ICICI Bank Limited
Citi Bank NA

## **Registered Office**

SCF 80, Sector 47-D Chandigarh - 160 047

#### **Notice**

NOTICE is hereby given that the 19th Annual General Meeting of the Members of MEGRI SOFT LIMITED will be held at SCF 80, Sector 47-D Chandigarh on Thursday, the 30<sup>th</sup> day of September 2010 at 11.00 A.M. to transact the following business: -

#### **Ordinary Business**

- To receive, consider and adopt the Audited Balance Sheet as at 31<sup>st</sup> March 2010 and the Profit and Loss Account for the year ended on that date together with the Reports of Directors and Auditors thereon.
- 2. To appoint a Director in place of Mr. Rajneesh Sharma, who retires by rotation and being eligible, offers himself for re-appointment.
- 3. To appoint auditors to hold office from the conclusion of this Annual General Meeting until the conclusion of the next Annual General Meeting and to fix their remuneration and to pass the following resolution thereof:

"Resolved that K.K.Bassi & Associates, Chartered Accountants, be and are hereby re-appointed as the Auditors of the Company to hold office from the conclusion of this Annual General Meeting to the conclusion of the next Annual General Meeting on such remuneration as may be determined by the Board of Directors in consultation with the Auditors."

#### **Special Business**

To consider and, if thought fit, to pass with or without modification(s) the following resolution as an Ordinary Resolution:

4. "RESOLVED that Ms. Aprajita Kohli, who was appointed as an Additional Director of the Company during the previous year and who holds office till the date of this Annual General Meeting and in whose favour the Company has received a notice under Section 257 of the Companies Act, 1956, be and is hereby appointed as Director liable to retire by rotation."

Chandigarh 02<sup>nd</sup> September 2010

Registered Office: SCF 80, Sector 47-D Chandigarh By Order of the Board For Megri Soft Limited

> --SD--(R.Sharma) Director

#### Notes

- 1. A MEMBER ENTITLED TO ATTEND AND VOTE AT THE ANNUAL GENERAL MEETING IS ENTITLED TO APPOINT A PROXY TO ATTEND AND VOTE IN THE MEETING AND THE PROXY NEED NOT BE A MEMBER OF THE COMPANY.
- 2. The instrument appointing the proxy must be deposited at the registered office of the Company not less than 48 hours before the commencement of the meeting.
- 3. Members / proxies should bring duly-filled Attendance Slips sent herewith to attend the meeting.
- 4. The Register of Members and Share Transfer Books will remain closed from September 28, 2010 to September 30, 2010 (both days inclusive).
- 5. Members are requested to address all correspondences, change of address including other matters, to the Registered office of the company.

Explanatory Statement pursuant to Section 173(2) of the Companies Act 1956, and Clause 23(a) of the Articles of Association of the Company.

#### Item No. 4

Ms Aprajita Kohli was co-opted as additional director of the Company during the year. Ms Aprajita Kohli holds office of director upto the date of ensuing Annual General Meeting. The Company has received a notice in writing from a member, proposing the candidature of Ms Aprajita Kohli for the office of Director under the provisions of Section 257 of the Companies Act, 1956.

With the joining of Ms Aprajita Kohli as Director, the Company would be benefited from his experience and expertise in the area of IT business.

None of the Directors except Mohnesh Kohli directory of the Company is in any way concerned or interested in this Resolution.

The Board of Directors of your Company is of the opinion that his appointment would be beneficial to the Company and hence recommend the Resolution at item no. 4 for your approval.

#### Additional Information to be provided as per clause 49 of the Listing Agreement

A brief profile of the Directors recommended for re-appointment at the Annual General Meeting is given below:

#### Rajneesh Sharma

Rajneesh Sharma has got an expert knowledge of Information technology industry and he has been working along with the company from long time. Mr. Rajneesh Sharma has around Ten years of IT and Management experience.

#### Aprajita Kohli

Ms Aprajita Kohli is good knowledge of dotcom and information technology business. Her experience will be helpful in handling various matters of the company.

#### **DIRECTORS' REPORT**

To THE MEMBERS MEGRI SOFT LIMITED

The Directors have pleasure in presenting the 19<sup>th</sup> Annual Report and the Audited statement of Accounts for the year ended 31<sup>st</sup> March 2010.

#### FINANCIAL HIGHLIGHTS

|   | (Rs. In Lac)             | (Rs. In Lac)             |
|---|--------------------------|--------------------------|
| Particulars                                       | Year Ended<br>31.03.2009 | Year Ended<br>31.03.2010 |
| Total Income<br>Gross Operating                   | 137.08                   | 261.60                   |
| Profit/ Loss                                      | 62.81                    | 114.63                   |
| Depreciation                                      | 3.36                     | 2.31                     |
| Profit/Loss before Taxes                          | 59.45                    | 112.32                   |
| Provision for taxation                            | 1.47                     | 1.40                     |
| Net Profit/Loss after tax Net profit/loss carried | 57.98                    | 110.92                   |
| To balance sheet                                  | 57.98                    | 110.92                   |
|   |                          |                          |

#### **OPERATIONAL REVIEW AND PROSPECTS**

During the year under review, company has been carrying on dotcom and information technology business. The company during the year has been engaged in the business of Domain Registration, Web Hosting, Web Designing, Web Development, Web Scripting, Web Based Software Development, Web Promotion, Search Engine optimization, Link building and SEO services in addition to development of its own Indian and International Web Portals/Vortals on various subjects as well as provided software services to the clients also. This year the company registered income from operation around Rs.261.60 Lacs as compared to last year of Rs. 137.08 Lacs and also registered a net profit of Rs.110.92 Lakh (91.31%) which is higher than last year's profits of Rs. 57.98 after taxes which is a remarkable rate of growth for the company.

#### **SEGMENT REPORTING**

Your Company is organizing itself to become a leading player in the IT services and other IT related applications which will provide your Company the competitive edge over the others. The company has developed around 65 of its own web portals. Although they are still in their developing stage but they are attracting heavy traffic and have a large online presence. The web portals have attracted International traffic and successfully catered to quite a large viewer base.

The planned list of the company's web portals is very large, these are just few of them to name, which have made quite a significant presence on web. Also the web portals of the company are having top ranking at premium search engines. The company is in the process of developing a large online web clientage as well as a large offline customer base. Your Directors are putting in their best so as to extract the best potential of the Company and make it a leading Dotcom Company. The Directors have also planned to diversify and have already started to develop in other related fields like E-commerce, web applications and development, directory scripts, readymade website sellers, payment gateway and other internet and IT related activities which will result in increasing the present clientele of the company and thereby increasing its revenue. The Directors are hopeful of achieving better results in the next year barring unforeseen circumstances.

#### SHARE CAPITAL

There have been no changes in the Authorized Share Capital, issued subscribed and paid share capital during the year under review. The authorized share capital was Rs. 33,000,000.00 divided into 33,00,000 equity shares of Rs. 10/- and the issued, subscribed and paid up share capital remained Rs. 3,14,07,000 divided into 31,40,700 equity shares of Rs. 10/- each fully paid.

#### **CORPORATE GOVERNANCE**

As per schedule of implementation of Corporate Governance Cottle mentioned in the clause 49 of listing Agreement, the company has implemented the mandatory requirements of the Code.

Pursuant to the provisions of Clause 49 of the Listing Agreement and Section 292A of the Companies Act, 1956, a report on Corporate Governance figures as a part of the Annual Report. As required under Clause 49 of the Listing Agreement, the Auditors' Certificate regarding compliance of conditions of corporate governance is enclosed as Annexure

Your Company will continue to implement and adhere in letter and spirit to the policies of good corporate governance.

#### **DIRECTORS**

During the year 2008-09, Ms Aprajita Kohli was appointed as Additional Directors by the board at their meetings. The offices of Ms Aprajita Kohli as Additional Directors of the Company will expire at the ensuing Annual General Meeting. The Company has received notice from two members in accordance with the provisions of section 257 of the Companies Act, 1956, proposing their candidacy as Directors.

Mr. Rajneesh Sharma retires by rotation at the ensuing Annual General Meeting and being eligible, offer himself for re-appointment.

None of the Directors of the Company are disqualified under the provisions of the Companies Act, 1956 or under the Listing Agreement entered with the Stock Exchanges.

Pursuant to the provisions of Clause 49 of the Listing Agreement, brief particulars of the retiring directors are provided as an annexure to the Notice convening the Annual General Meeting.

#### **AUDITORS**

M/s K.K.Bassi & Associates, Chartered Accountants, the statutory auditors of the company, retires at the forthcoming Annual General Meeting and being eligible and offered themselves for reappointment as Statutory Auditor. The said firm has furnished a certificate to the company to the effect that the proposed appointment, if made, will be in accordance with Section 224 (1B) of the Companies Act, 1956. As regards their observation in the Auditors Report, the respective notes to the accounts are self-explanatory and therefore do not call for any further comments.

#### **DIRECTOR'S RESPONSIBILITY STATEMENT**

Pursuant to sub section (2AA) of Section 217 of the Companies Act, your directors confirm that:

- (i) In the preparation of Balance Sheet and the Profit & Loss Account of the Company, the applicable accounting standards have been followed and there are no material departures.
- (ii) The Directors have selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the company at the end of the financial year and of the Profit or Loss of the company for that year.
- (iii) The Directors have taken proper and sufficient care to the best of their knowledge and ability for the maintenance of adequate accounting records in accordance with the provisions of Companies Act, 1956, for safeguarding the assets of the Company and preventing and detecting fraud and other irregularities.
- (iv) The annual accounts have been prepared on a going concern basis.

#### LISTING

The Shares of the company are listed at Ludhiana and Delhi Stock Exchange. All listing fees due of Stock Exchange paid up to 2010.

#### DIVIDEND

In order to strengthen the financial position of the company, your directors proposed to retain the profits for future growth & expansions therefore do not recommend any dividend for the year.

#### **Audit Committee**

The Committee met five times during the year. The Board of Directors has accepted all the recommendations of the Audit Committee.

#### **Public Deposits**

The Company is not accepting any deposits from the public with in the meaning of Section 58A of Companies Act, 1956.

#### **Human Resources**

Human resources play a key role in the performance of every organization. Your Company strongly believes that it is the employees who will make significant contribution to the success and growth of a business. The employee relations remained steady and harmonious through out the year under review resulting in high level of performance.

Employees are our vital and most valuable assets. We have created a favorable work environment that encourages innovation and meritocracy. We have also set up a scalable recruitment and human resources management process, which enables us to attract and retain high caliber employees.

#### PARTICULARS OF THE EMPLOYEES

The Company has no employee covered under Section 217(2A) of the Companies Act 1956; and thus the required information has not been furnished.

#### ENERGY, TECHNOLOGY, AND FOREIGN EXCHANGE

The company is neither engaged in the generation of energy thus the particulars as required under subclause (e) of sub-section (1) of section 217 of the Companies Act, 1956 are not given. The particulars regarding foreign exchange earning during the year of Rs.247.88 lacs only and expenditure in foreign currency is 9.29 Lacs.

Your Company continues to use state-of-the-art technology for improving the productivity and quality of its products and services. To create adequate infrastructure, your Company continues to invest in the latest hardware and software.

#### Disclosure of materially significant related party transactions

The Company has not entered into any transactions of material nature with the directors or management or their relatives etc. during the year, which may have potential conflicts with the interest of the Company. There is no pecuniary transaction with the independent/non-executive directors other than rent paid to Mr. M. Kohli and relatives.

#### **CASH FLOW STATEMENT**

As required under clause 32 of the Listing Agreement, a cash flow statement is appended.

#### **ENVIRONMENT AND SAFETY MEASURES**

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Adequate safety and environmental precautions have been implemented wherever deemed necessary.

#### Management Discussion And analysis Report

Pursuant to the provisions of Clause 49 of the Listing Agreement, a report on Management Discussion & Analysis is set out as Annexure to this Report.

### **CEO's DECLARATION**

Pursuant to the provisions of Clause 49(I)(D)(ii) of the Listing Agreement, a declaration by the Director of the Company stating that all the members of the Board and the Senior Management Personnel of the Company have affirmed compliance with the Code of Conduct of the Company, is set out as Annexure to this Report.

#### Acknowledgment

We thank our customers, vendors, investors and bankers for their continued support during the year. We place on record our appreciation of the contribution made by our employees at all levels. Our consistent growth was made possible by their hard work, solidarity, cooperation and support.

We also thank the Government of India, particularly the Ministry of Communication and Information Technology, the Customs and Excise: Departments, the Income Tax Department, the Ministry of Commerce, the Ministry of Finance, the Reserve Bank of India, the state governments, the Software Technology Parks (STPs) –Chandigarh and other government agencies for their support, and look forward to their continued support in the future.

For and on behalf of the Board

Chandigarh 02<sup>nd</sup> September 2010

--SD--(R.Sharma) Director

#### MANAGEMENT DISCUSSION AND ANALYSIS REPORT

Management Discussion and Analysis Report under the Listing Agreement with the Stock Exchange forms part of this Annual Report.

#### Overview

The financial statements have been prepared in compliance with the requirements of the Companies Act, 1956, guidelines issued by Securities and Exchange Board of India (SEBI) and Generally Accepted Accounting Principles (GAAP) in India. Our Management accepts responsibility for the integrity and objectivity of these financial statements, as well as for various estimates and judgments used therein. The estimates and judgments relating to the financial statements have been made on a prudent and reasonable basis, so that the financial statements reflect in a true and fair manner the form and substance of transactions, and reasonably present our state of affairs, profits and cash flows for the year.

#### **Industry Overview and Development**

The software industry in fact has spawned an emerging dotcom sector, and is responsible in large part for its current high powered growth. The strong software sector is now playing parent to the nascent dot com brigade, providing newbie with an edge over competitors. The dotcom companies have added repertoire of skills by including e-business and e-commerce solutions and expertise which is currently the hottest and most in-demand both in the overseas and in the domestic markets.

The dot com wave has also received a vital shot in the arm through the staunch backing of the strong NRI (Non-Resident Indian) community which has been spending power of the order of \$100 billion.

The Government too is playing indulgent patron. The Government of India's decision to increase Internet bandwidth will enable Internet penetration to rise which will help in expanding the dotcom business and increase the overall efficiency of the internet export business industry.

#### **Opportunities and Threats**

The company has a lot of scope of increasing its business in the coming times and have increased growth in sales because of the following edge which it has in comparison with other competitor firms as well as in the international business sector.

The company has a vast pool of English speaking and skilled manpower, which rates high on qualification, capabilities, and quality of work and work ethics which will help the company in its growth and expansion in the coming times.

The company's unique geographical location enables 24x7 service offering and reduction in turn around time due to time zone difference, thereby giving the best to its clients who will ultimately increase the company business and its performance. Our motto of manpower is providing services with not only proficiency but also efficiency.

With the increase in the dotcom business more and more firms are opting in this field which will increase the competition in the market with regards to cost and pricing. But the company has competed with the number of foreign firms as well as domestic competition in the past and is very confident of facing the future competition as well as emerging as a winner.

Because of the opening up of the software business sector and increasing work pressure of project deadlines there is a lot of pressure on people and salaries. The company has had a good track record of employee retention; therefore, it would be able to maintain the quality of the employees in the future as well.

#### Internal Control System and their Adequacy

Megri Soft Limited has adequate internal control system and monitored by the Internal Audit Committee. The Audit Company is meeting periodically for reviewing the performance of the company and formulating policies/issuing guidance to the management as well for the internal audit of the company.

#### **Financial Overview**

The company is adequately funded to take care of its current growth plans through the funds generated by its operations.

#### Material Development in Human Resources and Environment

The company's track record in terms of people retention is very good. To effectively meet the future challenges of the company, plans have been drawn up and they are being executed to equip the human resources accordingly. Therefore, the company is adequately prepared for any risk in this business. The business of the company is non-polluting.

#### **Statutory Compliance**

The compliance officer ensures statutory compliance.

#### Cautionary Statement

Statement in the management discussion and analysis describing the company objectives, projections, estimates, expectations may be "forward looking statements" within the meaning of applicable securities law and regulation. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the companies operations include economic conditions affecting demand/supply and price conditions in domestic as well as overseas markets in which the company operates changes in the government regulation, tax law and other statutes and other incidental factors.

For and on behalf of the Board

--SD--(R.Sharma) Director

Chandigarh 02<sup>nd</sup> September 2010