



Melstar Information Technologies Ltd.

Report  Junction.com

13th Annual Report 1999 - 2000

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MELSTAR INFORMATION TECHNOLOGIES LIMITED

BOARD OF DIRECTORS

MR. SURESH BANSAL - CHAIRMAN
MR. S.M. ARORA - MANAGING DIRECTOR
MR. SATTAR SHAIKH - EXECUTIVE DIRECTOR
MR. BHARAT RAMANI - DIRECTOR
MR. PRASHANT JHAWAR - DIRECTOR
MR. BRIJESH KUMAR BIYANI
(ALTERNATE TO MR. PRASHANT JHAWAR)

MAIN BANKERS

PUNJAB NATIONAL BANK
THE VYSYA BANK LTD.

AUDITORS

DELOITTE HASKINS & SELLS
CHARTERED ACCOUNTANTS

GUPTA MAHESHWARI & JAIN
CHARTERED ACCOUNTANTS

CFO & COMPANY SECRETARY

MR. SATISH V. MENON

LEGAL ADVISOR

MR. M.R. LAL

REGISTRARS & SHARE TRANSFER AGENTS

MCS LTD., VENKATESH BHAVAN, MIDC,
ANDHERI (EAST), MUMBAI - 400 093.
TEL: 8215235 FAX: 8350456

REGISTERED OFFICE

G-4, MELSTAR HOUSE,
CROSS ROAD 'A', M.I.D.C.,
ANDHERI (EAST),
MUMBAI 400 093.
TEL: 831 0505
FAX: 831 0520

INFORMIX SOFTWARE DEVELOPMENT DIVISION


UNIT NO.35, SDF II
SEEPZ, ANDHERI (EAST)
MUMBAI 400 096.

IBM SOFTWARE DEVELOPMENT CENTRE

CONNECTION POINT, 1ST FLOOR,
AIRPORT EXIT ROAD,
INDIRANAGAR, BANGALORE - 560 017

E-COMMERCE DEV. CENTRES

1. G-4, MELSTAR HOUSE,
CROSS ROAD 'A', M.I.D.C.,
ANDHERI (EAST),
MUMBAI 400 093.
2. UNIT NO.174C/175C, SDF-VI
SEEPZ, ANDHERI (EAST)
MUMBAI 400 096.



MELSTAR – NEW LOGO

*O*ur new logo reflects the flexibility and responsiveness we have come to be known for, and underscores our strict adherence to ethical standards - these are depicted by the 'star' we use in our company name as well as in our logo.

To create an identity that's not just progressive and distinctive, but also aesthetically satisfying, we have selected a typeface with clean, graceful lines for our wordmark. This gives our new logo a futuristic feel, one that communicates our forward-thinking approach in everything we do.

These elements are encompassed by flowing lines rippling both outward and upward into the sky, which reflect the dynamic nature of our business and the team spirit we share. These smooth curves, strongly emphasised by the colour blue, mirror our corporate ambition of growth.

Together, these add up to a picture of our company as one that aims to reach for the heights in our high technology business, and to do so in a manner that's both humane and compassionate....

MELSTAR's CORPORATE VISION

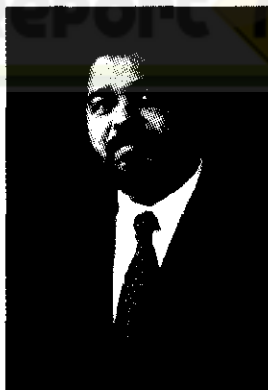
To create a world class IT organization in terms of technologies and people; providing outsourcing services in developing and supporting e-commerce solutions, software applications and business consulting.



Suresh Bansal
Chairman



S.M. Arora
Managing Director



Sattar Shaikh
Executive Director



Bharat Ramani
Director

MELSTAR's CORPORATE MISSION

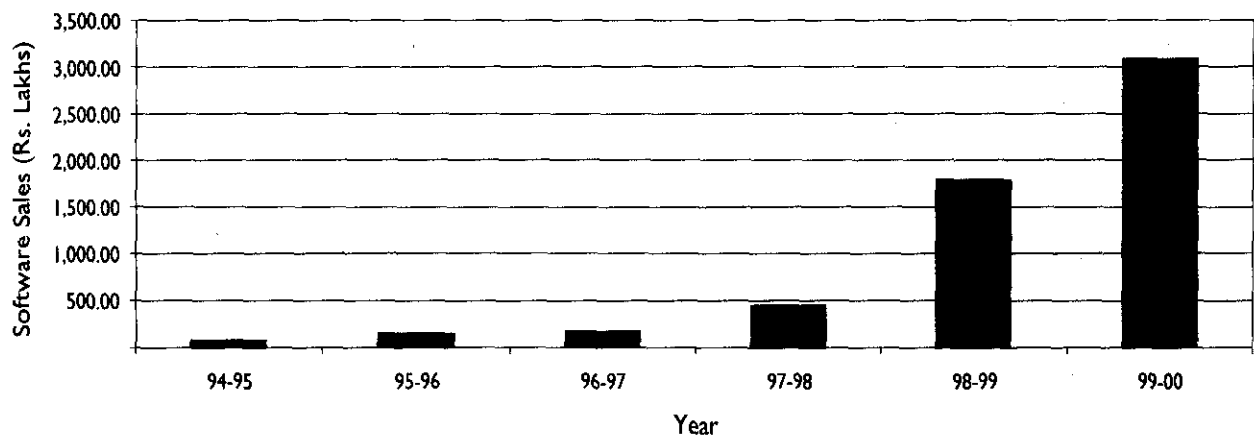
To be a result oriented, dynamic and caring organization, based on a spirit of shared values providing a unique combination of on-site, off-site and off-shore services offering a sustainable cost reduction model.

**FINANCIAL HIGHLIGHTS FOR THE YEAR
ENDED 31st MARCH, 1999 & 31st MARCH, 2000**

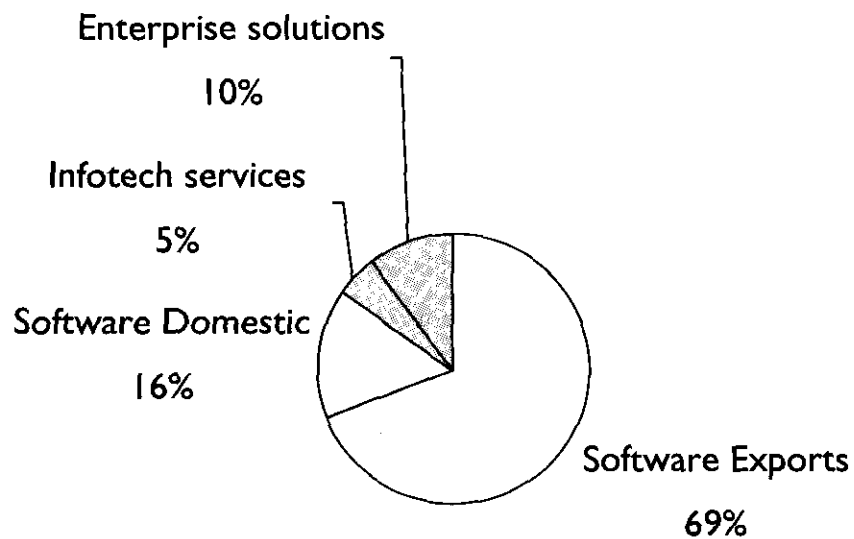
RS. LAKHS

	1999-2000	1998-99
REVENUES FROM OPERATIONS		
SOFTWARE SALES	3094	1799
OTHER SALES	555	1714
TOTAL	3649	3513
OTHER INCOME	652	7
TOTAL REVENUES		
(a) Increase / decrease in stock in trade	82	249
(b) Consumption of raw materials	0	80
(c) Staff cost	596	361
(d) Software development expenses	760	275
(e) Purchase of products	809	1671
(e) Others	610	619
TOTAL EXPENDITURE	2857	3255
OPERATING INCOME	1444	265
INTEREST CHARGES	0	105
DEPRECIATION	132	90
PBT : OPERATIONAL	660	63
NON OPERATIONAL	652	7
TAX	298	18
PROFIT AFTER TAX - (a)	1014	52
PRIOR YEAR / EXTRAORDINARY ITEMS	-7	-556
PROFITS AFTER TAXATION	1007	-505
PAID UP EQUITY SHARE CAPITAL	1215	856
RESERVES	2413	72
BASIC & DILUTED EPS: TOTAL	8.3	1

Growth in Software Sales



Contribution to Revenue (1999-2000)



THE MELSTAR ADVANTAGE

The transition is now complete... Barely three years ago, we set out to build software development facilities in India that would offer the most demanding companies with services comparable to the finest the west does offer. And we like to believe that we are well and truly on our way...

In this brief time, we have established eight development centers spread across two Indian cities and one in the US. Three more centers (two in India and one in UK) are planned for this year. The company has set up dedicated development centers for IBM and Informix, and has earned the highest recognition that IBM and Microsoft offer.

We do onsite, offsite and offshore development work for Fortune 500 companies like Citibank,



Informix and IBM. We have effective partnerships with organizations like Microsoft, Oracle, Informix, IBM etc. All our projects comply with SEI-CMM level III standards and we're on the road to level V within the next two years.

The key advantage Melstar offers is an assurance of quality.

MELSTAR – DIFFERENTIATING FACTORS

- 1. Outsourcing Model**
- 2. End-to-end e-commerce capabilities**
- 3. Access to Domestic Market**
- 4. Local Brand Image**
- 5. Strong Infrastructure**
- 6. Excellent customer base and reference**
- 7. A Decade of I.T. Experience**
- 8. Quality employees and auditors**
- 9. Experienced Management Team**
- 10. 8 Software Development Centres**

PARTNERING IN PROGRESS

Melstar's approach to assignments is simple — build on the skill sets available in India, and tie up — in each region with companies that know both, the market and the terrain. By doing this, we offer the end-customer a one-stop solution for key development and support services, and this eliminates the need for the customer to hunt down and evaluate potential vendors.

In both, the development work we do in-house, and in our partnerships, our goal is to deliver a quality of service that is second to none.

We have entered into partnerships, therefore, with itc Consulting of Switzerland and The Summit Group of the USA for banking services, Linkhand Images Ltd. of the UK for document management systems, and Antelope & Partners of the UK for object technology development.

In addition, we have technology tie-ups with computer majors like IBM, Sun, Lotus, and Oracle, to make sure the people at our development centres in the US, UK and in India have complete access to the tools these companies produce.



From L to R – Mr. Bharat Ramani, Director, Melstar Info Tech Ltd., Mr. Tony Gale – Chairman, Linkhand Images Ltd., Mr. Gordon Watkins – Chairman, itc Consulting, GmbH