

# ANNUAL REPORT 2010-11

## **SANKHYA INFOTECH LIMITED**

**Regd. Office:** # 405 NSIC EMDBP Bldg,  
ECIL P.O., Hyderabad, AP, India 500 062.

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website: [www.sankhya.net](http://www.sankhya.net)

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Shareholders to bring their copy of Annual Report  
(Annual Reports are not circulated at the meeting)

## COMPANY INFORMATION

### BOARD OF DIRECTORS

Mr. N.Sridhar	: Chairman & Managing Director
Mr. N.Srinivas	: Vice Chairman
Ms. M.Kavita Prasad	: Independent Director
Mr. Mahesh Bhandari	: Independent Director
Mr. C.Anand	: Independent Director

### AUDIT COMMITTEE

Mr. C.Anand
Ms. M.Kavita Prasad
Mr. N.Srinivas

### INVESTORS GRIEVANCE COMMITTEE

Mr. C.Anand
Ms. M.Kavita Prasad
Mr. N.Sridhar
Ms. Apeksha Mehta - Compliance Officer

### REMUNERATION & COMPENSATION COMMITTEE

Mr. Mahesh Bhandari
Ms. M.Kavita Prasad
Mr. C.Anand

### OUR EXECUTIVE LEADERSHIP TEAM

Head of R&D and CTO	: Mr. BSS Srinivasa Rao
Head of Simulation & Virtual Training	: Brig.Vinay Sagar VSM
Head of Corporate & International Sales	: Mr. David Deepak
Software Solutions Delivery	: Mr. B.Anand
Client Relations & Support	: Mr. Jagadish Pai
Finance & Compliance Officer	: Ms. Apeksha Mehta

### REGISTERED OFFICE

#405, NSIC EMDBP Building, ECIL POST  
HYDERABAD - 500062 INDIA  
Tel : +91-40-3024-6300  
Fax : +91-40-3024-6336  
Email: investors@sankhya.net  
URL: http://www.sankhya.net

### REGISTRARS & TRANSFER AGENTS

CANBANK COMPUTER SERVICES LTD.,  
J P ROYALE, 1ST FLOOR, # 218, 2nd Main,  
Sampige Road, ( Near 14th Cross ),  
Malleswaram, Bengaluru- 560 003.  
Tel : 91-80-23469661 / 62, 23469664 / 65  
Fax : 91-80-23469667 / 668  
Email Id : canbank\_computer@dataone.in  
URL: www.canbankrta.com

### AUDITORS

M/s. P. Murali & Co  
Chartered Accountants  
6-3-655/2/3  
Somajiguda  
Hyderabad - 500082

### BANKERS

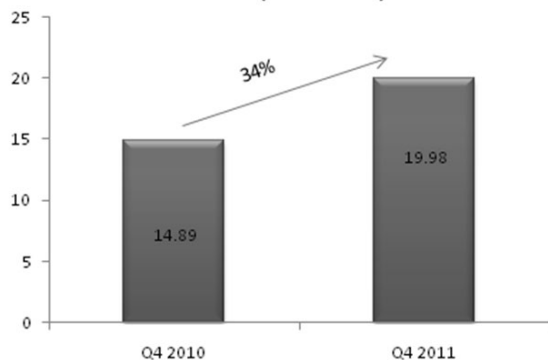
State Bank of India  
Commercial Branch  
Begumpet  
Secunderabad - 500003

### LISTING

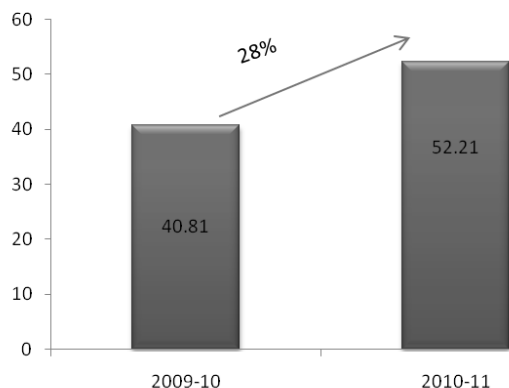
The Bombay Stock Exchange Ltd  
Scrip ID : SANKHYAIN  
Scrip Code : 532972  
Group : B  
Face value : 10.00

## FINANCIAL HIGHLIGHTS

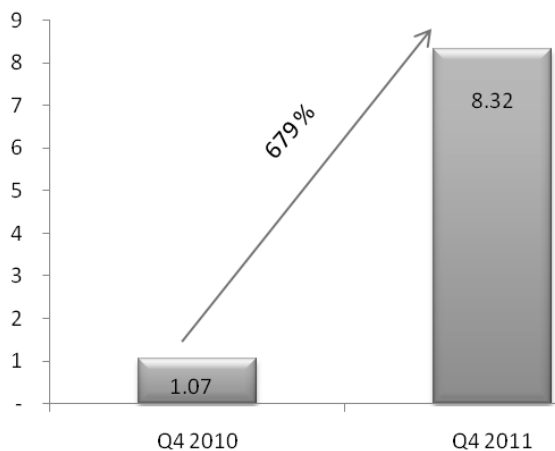
REVENUE (₹ Crores)



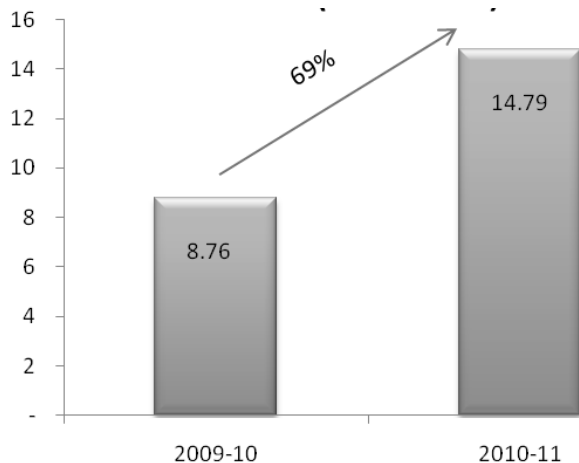
REVENUE (₹ Crores)



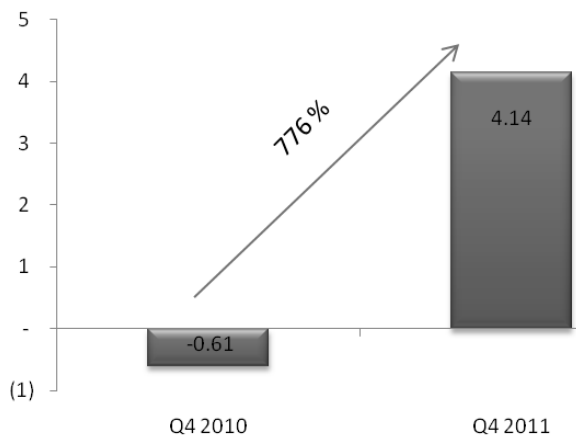
EBITDA (₹ Crores)



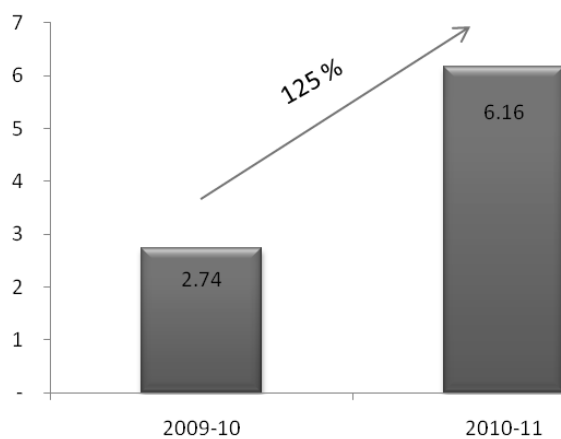
EBITDA (₹ Crores)



PAT (₹ Crores)



PAT (₹ Crores)



## CHAIRMAN MESSAGE

Dear Shareowners,

It is an honour and a moment of great pride for me to serve this fascinating organization as its third Chairman. My distinguished predecessors have made exemplary contributions to the growth and provided leadership during various turbulent times. While thanking you for the support that you have so generously extended to the previous Chairmen, I urge you to guide my team and me in our task to build a much stronger Sankhya now.

"Tough times don't last but tough men do" is an apt statement that describes the leadership team of your company. Despite the pain, the company had to go through three successive years because of the problems associated with the Income Tax and the uncertainty in the global economy; we successfully stood the severe test it had put on our ability to sustain. We made some mistakes but kept our discipline and charged ourselves to emerge out of those challenging times.

My parents have themselves seen several challenges in their lives, and have imbibed the values of integrity, honesty and commitment into me. I take pledge to serve your organization with strong adherence to these values. I ask you not to simply trust me, but trust your values, our values, and hold me responsible to living up to them.

Some opportunities and precious time may have been lost during these three years, but they could not shake our will, commitment and the ability to grow the company to greater heights.

I am delighted that the company has emerged triumphantly and has marched ahead with better performance this year. This performance is all the more remarkable because our talented team achieved it. Confidently I can say that the raise of the company has only begun now.

In our pursuit to create a globally reputed organization, I can say with humility that we are the pioneers in many areas. Your company is the first company in the world to have launched the web-based simulation for the Aviation Industry - and was appreciated by the US Federal Aviation Administration. Your company holds the unique distinction of being the first ever Indian IT company to be able to sell a "Software Product" to any American Defense Organization.

The biggest strength that I derived when I took over as a Chairman is the strong support of its investors. Several of them met me directly to express their support. As a company, we have been able to emerge stronger only because of this help from all of you.

This is my first opportunity to be able to reach you. I assure you we will create an appropriate infrastructure to be in constant touch with you.

One of the major developments of the previous year has been the strategic investment from HBL Power Systems Limited. We work in similar markets, sometimes same clients; however, the biggest advantage comes from the fact that we can provide collaborative services that enhances the value proposition to our clients.

Proven reliability of our products at several reputed clients makes us confident to pursue Business to Consumer (B2C) market even as we target to expand our footprint in the Business-to-Business (B2B) model.

Your company is expanding its market domains. Recently your company emerged highly successful in the Banking Finance Securities & Insurance (BFSI) market by winning the largest bank contract of India from State Bank Group and a follow on contract from Union Bank of India.

We crossed a major milestone in our pursuit to offer world class Simulation and Virtual Training products. Your company recently delivered an advanced simulation product to the Indian Defense forces.

As I said already, we have just begun a new journey now, experiences of our past mistakes, associations and failures have taught us lessons that we shall never forget. We will be vigilant and as famous American President Ronald Regan said, "To whatever history will recall about me, I hope you will recall, that I have appealed to your best hopes and not your worst fears, to your confidence rather than your doubts".

Sincere regards

N.Sridhar

Chairman & Managing Director

## NOTICE

Notice is hereby given that the 14th Annual General Meeting of the Members of SANKHYA INFOTECH LIMITED will be held on Friday, September 30th, 2011 at 10.00 am, at NSIC BUILDING ECIL POST HYDERABAD -500062 to transact the following business:

### Ordinary Business

1. To receive, consider and adopt the Balance Sheet and Profit & Loss Account as at 31st March 2011 together with Schedules there to and the Reports of Board of Directors' and Auditors' thereon.
2. To appoint a Director in place of Ms. Kavita Prasad, who retires by rotation, and being eligible offers herself for re-appointment.
3. To appoint M/s. P. Murali & Co. Chartered Accountants as Statutory Auditors of the Company to hold office from the Conclusion of this Annual General Meeting to the Conclusion of next Annual General Meeting at such remuneration as may be mutually agreed.

### Special Business

4. **To consider, and if thought fit, to pass with or without modification(s), the following resolution as a Special Resolution.**

"RESOLVED THAT pursuant to the provisions of Sections 198, 269, 309 & 310 read with Schedule XIII and other applicable provisions, if any, of the Companies Act, 1956 consent of the members of the Company be and is hereby accorded for reappointment of Mr.N Sridhar as Chairman & Managing Director of the Company for period of 3 year w.e.f. 1st April, 2011 on the following terms and conditions:

Terms and Conditions of extension of Appointment of Mr.N. Sridhar, Chairman & Managing Director of the Company with effect from 1st April 2011 till 31st March 2014

- a. Salary : ₹ 3.00 Lakhs (Rupees Three Lakhs) per month inclusive of all Allowances and perquisites
- b. Perquisite: In addition to the salary, he shall also be entitled to perquisites like furnished accommodation, gas, electricity, water and furnishings, medical reimbursement for self and family, leave travel concession for self and family, club fees, personal accident insurance etc., in accordance with the rules of the Company, the monetary value of such perquisites being limited to the annual salary.  
For the purposes of such limit perquisites shall be valued as per Income Tax Rules, wherever applicable and in the absence of any such Rule, shall be valued at actual cost;
- c. Provision for use of Company's Car with Driver and Telephone at Residence (including payment for local calls and long distance official calls) will be considered as perquisites.
- d. He shall also be eligible to the following perquisites, which shall not be included in the computation of the ceiling specified above.
- e. Company's contribution to the Provident Fund, Superannuation Fund or Annuity Fund to the extent these either singly or put together are not taxable under the Income

Tax Act, 1961.

- f. Gratuity payable at a rate not exceeding half a month's salary for each completed year of service and Encashment of earned leave as per the rules of the Company. Encashment of leave at the end of the tenure will not be included in the computation of ceiling on perquisites.
- g. Commission: In addition to the salary & perquisites he is entitled for a commission @ 1.5% on the net profit of the Company subject to Section 198 & 309 of the Companies Act, 1956.  
His gross salary for the financial year 2010-11 was ₹ 36.09 Lacs.

**"RESOLVED FURTHER** that in pursuance of the provision of Section 198(4) and read with Schedule XIII to the Companies Act, 1956 the above may be paid as the minimum remuneration to Mr. N. Sridhar, Chairman & Managing Director in the absence or inadequacy of profits in any financial year."

**RESOLVED FURTHER THAT** the Board of Directors be and is hereby authorized to take such steps and do all such acts, deeds, matters and things as may be considered necessary, proper and expedient to give effect to this resolution."

5. **To consider, and if thought fit, to pass with or without modification(s), the following resolution as Special Resolution:**

"RESOLVED THAT pursuant to the provisions of Sections 198, 269, 309 & 310 read with Schedule XIII and other applicable provisions, if any, of the Companies Act, 1956 consent of the members of the Company be and is hereby accorded for reappointment of Mr.N Srinivas as Vice Chairman of the Company for period of 3 year w.e.f. 1st April, 2011 on the following terms and conditions:

Terms and conditions of extension of Appointment of Mr N. Srinivas as Vice Chairman of the Company with effect from 1st April 2011 till 31st March 2014

- a. Salary : ₹ 3.00 Lakhs (Rupees Three Lakhs) per month inclusive of all Allowances and perquisites
- b. Perquisite: In addition to the salary, he shall also be entitled to perquisites like furnished accommodation, gas, electricity, water and furnishings, medical reimbursement for self and family, leave travel concession for self and family, club fees, personal accident insurance etc., in accordance with the rules of the Company, the monetary value of such perquisites being limited to the annual salary.  
For the purposes of such limit perquisites shall be valued as per Income Tax Rules, wherever applicable and in the absence of any such Rule, shall be valued at actual cost;
- c. Provision for use of Company's Car with Driver and Telephone at Residence (including payment for local calls and long distance official calls) will be considered as perquisites.
- d. He shall also be eligible to the following perquisites, which

shall not be included in the computation of the ceiling specified above.

- e. Company's contribution to the Provident Fund, Superannuation Fund or Annuity Fund to the extent these either singly or put together are not taxable under the Income Tax Act, 1961.
- f. Gratuity payable at a rate not exceeding half a month's salary for each completed year of service and Encashment of earned leave as per the rules of the Company. Encashment of leave at the end of the tenure will not be included in the computation of ceiling on perquisites.
- g. Commission: In addition to the salary & perquisites he is entitled for a commission @ 0.5% on the net profit of the Company subject to Section 198 & 309 of the Companies Act, 1956.  
His gross salary for the financial year 2010-11 was ₹ 36.09 Lacs.

**RESOLVED FURTHER THAT** the Board of Directors be and is hereby authorized to take such steps and do all such acts, deeds, matters and things as may be considered necessary, proper and expedient to give effect to this resolution."

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

"RESOLVED THAT Mr. Mahesh Bhandari who was appointed by the Board as an Additional Director of the Company with effect from 1st October 2010 and who holds office upto the date of this Annual General Meeting pursuant to Section 260 of the Companies Act, 1956 ("the Act") and in respect of whom the Company has received a notice in writing from a member under Section 257 of the Act proposing his candidature for the office of Director, be and is hereby appointed as a Director of the Company and whose office is subject to liable to retire by rotation."

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

"RESOLVED THAT Mr. C. Anand who was appointed by the Board as an Additional Director of the Company with effect from 1st October, 2010 and who holds office upto the date of this Annual General Meeting pursuant to Section 260 of the Companies Act, 1956 ("the Act") and in respect of whom the Company has received a notice in writing from a member under Section 257 of the Act proposing his candidature for the office of Director, be and is hereby appointed as a Director of the Company and whose office is subject to liable to retire by rotation."

Place: Hyderabad  
Date: 5-August-2011

By Order of the Board of Directors  
N Sridhar  
Chairman & Managing Director

**NOTES:**

1. A MEMBER ENTITLED TO ATTEND AND VOTE AT THE ANNUAL GENERAL MEETING IS ENTITLED TO APPOINT A PROXY OR PROXIES, TO ATTEND AND VOTE ON POLL, INSTEAD OF HIMSELF AND THE PROXY NEED NOT BE A MEMBER OF THE COMPANY.

The instrument appointing proxy should, however, be deposited at the registered office of the Company not later than 48 hours before the scheduled commencement of the meeting.

2. Corporate members are requested to send a duly certified copy of the Board Resolution authorizing their representative to attend and vote at the Annual General Meeting.
3. Explanatory Statement stating all the material facts relating to the aforesaid Special Business contained in item # 5 pursuant to Section 173(2) of the Companies Act, 1956 is annexed hereto.
4. The Register of Members and Share Transfer Books of the Company will be closed from 24th September 2011 to 30th September 2011 (both days inclusive).

Members are requested to intimate immediately any change in their address to the Share Transfer Agents Address: M/s. Canbank Computer Services Ltd., (A Subsidiary of Canara Bank), JP Royale, 1st Floor, # 218, 2nd Main Sampige Road, (Near 14th Cross), Malleswaram, BENGULURU - 560003. Tel: +91 80-23469661 / 62, 2349664/65 Fax: +91 80-23469667 / 68 and in case their shares are held in dematerialized form, this information should be passed on to their respective Depository Participants without any delay.

5. Members / Proxies are requested to bring the Attendance slip duly filled in
6. Members holding shares in electronic form are hereby informed that bank particulars registered against their respective depository accounts will be used by the Company for payment of dividend. The Company or its Registrars cannot act on any request received directly from the Members holding shares in electronic form for any change of bank particulars or bank mandates. Such changes are to be advised only to the Depository Participant of the Members.
7. We wish to inform you that our Company shares have already been admitted in both M/s National Securities Depository Ltd (NSDL) and Central Depository Services India Ltd (CDSL) for the purpose of holding and trading of the shares in electronic mode. The ISIN allotted to M/s Sankhya Infotech Limited is INE877A01013. Members who are holding shares in physical form are advised in their own interest to immediately apply for Dematerialization of their shares to hold the same in an electronic form, In order to dematerialize your shares and convert them into the electronic form, you are requested to open a Beneficiary Account with a Depository Participant (DP) and submit a dematerialization request along with the original share certificate(s) to a DP with whom you open a Beneficiary Account. The DP in turn will send your share certificate(s) to M/s. Canbank Computer Services Ltd., (A Subsidiary of Canara Bank), JP Royale, 1st Floor, # 218, 2nd Main Sampige Road, (Near 14th Cross), Malleswaram, BENGULURU - 560003. Tel: +91 80-23469661 / 62, 2349664/65 Fax: +91 80-23469667 / 68 for dematerialization of shares.

Thereafter, you will receive a confirmation from the DP that the shares have been dematerialized and held in the electronic form, subject to meeting the entire statutory requirement for conversion from physical mode to the electronic mode.

Further, as a part of green initiative in the Corporate Governance, the Ministry of Corporate Affairs, vide its Circular No.17/2011 dated 21st April 2011 permitted service of notices and documents in electronic mode. Hence, members are requested to register their e-mail ID's with the Company's Registrar and Transfer Agent as per the details given hereunder.

For further clarification, if any, please feel free to write to our Registrar & Share Transfer Agent at the following address:

CANBANK COMPUTER SERVICES LTD.,  
Unit: M/s. Sankhya Infotech Ltd  
J P ROYALE, 1ST FLOOR, # 218, 2nd Main,  
Sampige Road, ( Near 14th Cross ),  
Malleswaram, Bengaluru - 560 003.  
Tel: 91-80-23469661 / 62, 23469664 / 65  
Fax: 91-80-23469667 / 668  
Email Id: canbank\_computer@dataone.in  
URL: www.canbankrta.com

#### EXPLANATORY STATEMENT

Pursuant to Section 173(2) of the Companies Act, 1956

##### Item # 4

Mr. N Sridhar, Chairman & Managing Director is a promoter Director of the Company and has been associated with the Company since inception in several capacities. The Board recommends the adoption of the Resolution set out at Item 4.

Except Mr. N Sridhar and Mr. N Srinivas no other Director may be deemed to be concerned or interested in the Resolution.

##### Item # 5

Mr. N Srinivas, Vice Chairman is a promoter Director of the Company and has been associated with the Company since inception in several capacities. The Board recommends the adoption of the Resolution set out at Item 5.

Except Mr. N Srinivas and Mr. N Sridhar no other Director may be deemed to be concerned or interested in the Resolution.

##### Item # 6 & 7

The members are informed to observe the prudent Corporate Governance Practice, the Board has appointed Mr. Mahesh Bhandari and Mr. C Anand as Additional Directors of the Company whose proficiency and knowledge will significantly benefit the Company.

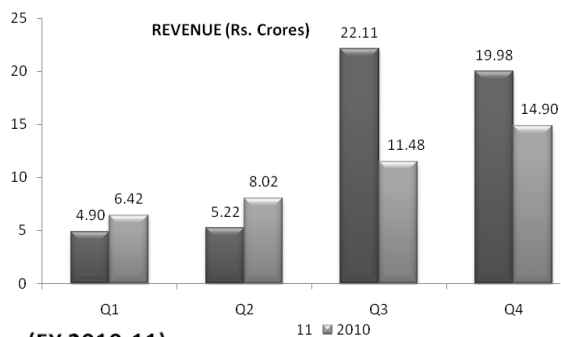
As per Section 260 of the Companies Act, 1956 they hold office only upto this Annual General Meeting. The Company has received a notice under Section 257 of the Companies Act 1956 along with the necessary deposit proposing the candidature of aforesaid Directors. The Board recommend the above Resolution set out at Item 6 & 7 for acceptance .

None of the Directors except Mr. Mahesh Bhandari and Mr. C Anand may be deemed to be concerned or interested in the Resolution.

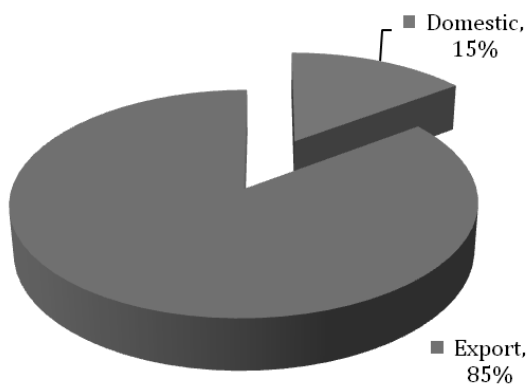
Place: Hyderabad  
Date: 5-August-2011

By Order of the Board of Directors  
N Sridhar  
Chairman & Managing Director

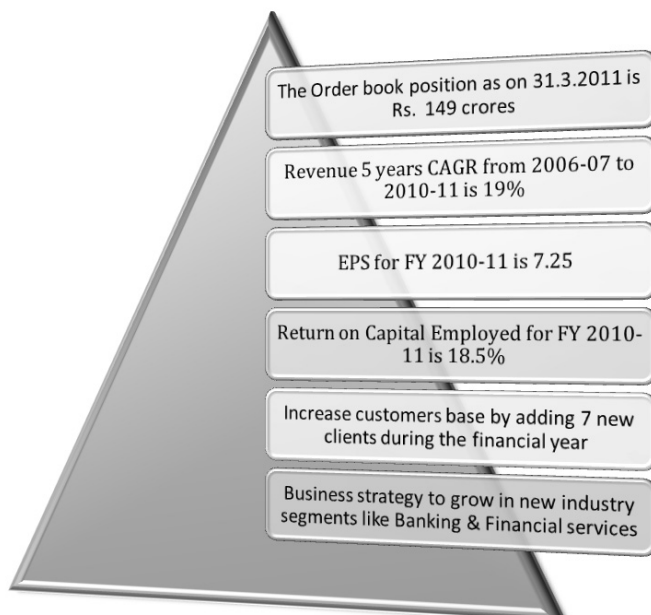
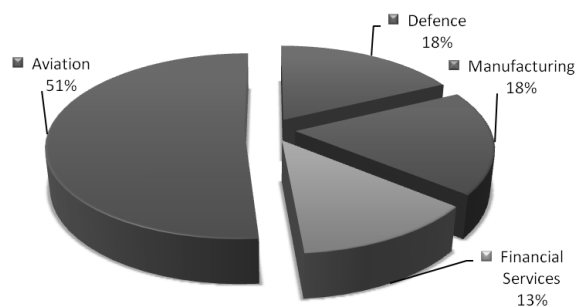
## OPERATIONAL HIGHLIGHTS



Domestic - Export Revenue (FY 2010-11)



Sectorwise Revenue Break-up (FYE 2011)



**DIRECTORS' REPORT**

To the members,

We are pleased to present the results of business and operations for the financial year ending March 31 2011. This year has been a year of recovery from the challenges that your company had to witness during the preceeding two years. The company has regained its growth and has achieved a modest 28% growth in sales at ₹ 52.11 crores as against the previous year's sales that was at ₹ 40.77.

Management of your company have taken measures to improve profitability and there has been a growth of 69% growth in Y-O-Y of EBITDA and 125% growth in Y-O-Y PAT.

During the Financial Year 2010-11, the Company recorded a Total Income of ₹ 5,211.56 lakhs (out of which Export Income accounted for ₹ 4443.45 compared to ₹ 3,386.01 lakhs for the previous Financial Year). The Profit before Interest, Depreciation and Tax is ₹ 1478.69 Lakhs compared to ₹ 876.43 Lakhs and the Earning per Equity Share to ₹ 7.25 from ₹ 3.22 in the previous year.

**FINANCIAL HIGHLIGHTS 2010-11** (₹ in Lakhs)

FINANCIAL HIGHLIGHTS	2010-11	2009-10
Income from Operations	5,211.56	4,077.95
Other income	9.03	2.90
Total Income	5,220.59	4,080.86
Total Expenses	3,741.90	3,204.43
Earning before Depreciation Interest and Tax	1,478.69	876.43
Depreciation	303.68	248.15
Interest	391.48	208.40
Profit Before Tax	783.53	419.89
Provision for Tax ( Incl FBT)	156.16	71.36
other provision	0.00	62.88
Prior Period Excess income written back	11.28	12.00
Profit after Tax	616.09	273.66
Earning Per Share	7.25	3.22

**BUSINESS OPERATIONS**

Your company has registered a significant win of the State Bank eLearning project. The order is to be executed in two parts the first part was successfully completed in time during this financial year.

This is the first foray of your company into the highly competitive BFSI segment. Your company successfully faced stiff competition from most of the major Indian and International IT solutions providers who bid for this prestigious contract. Over 300,000 employees of State Bank group spread across the globe are covered with the solution provided by Sankhya. According to one report, this is the largest eLearning application ever implemented in the globe in the BFSI sector.

Your company has signed a memorandum of understanding with defence public sector company Bharat Electronics Limited to collaborate in the field of Simulation and Virtual Training.

We have reported in our last year Annual report about securing a defence contract for supply of Simulation and Virtual Training suite. We are

delighted to announce that your company has successfully implemented the project in the current financial year and received payment for the project.

During the year, your company has won new clients in the Middle East. Gulf Air and Gulf Aviation Academy have become the new clients for your company from Bahrain.

During this year, the company has recorded a successful execution of its SILICON™ suite of products for the Indian Army.

Your company has been maintaining cordial relationship with all the existing clients. New work orders and extension of the existing work orders have been executed during this year. Your company has been able to successfully renew long term contracts with some of the existing clients.

The order book of the company stood at ₹ 149.17 crores to be executed in a maximum period of five years. The order pipeline is extremely good with an expectation of some large contracts that are expected within the FYE12.

**RESEARCH AND DEVELOPMENT FUNCTIONS:**

The company has a clear objective for Research and Development and is captured in its R&D vision statement as to "Create a breakthrough technology that will improve performance, is extremely affordable environmentally progressive and has enduring sustainability".

As reported in the Annual Report of last year your company has completed all the requisite paper work and presentations to the Ministry of Science and Technology for obtaining the recognition for its R&D center.

Your company was particularly focused in upgrading and improving the product portfolio through close interactions with prospective and existing clients, and has added several new functionality for existing products, and enhanced them to cater to a wider market audience.

As per a well-planned strategy, your company has built several configurable software modules that can be used in the main activity of Simulation and Virtual Training.

These configurable modules would be used in future projects for clients.

**FINANCIAL CRISIS MANAGEMENT**

During the financial year, the company faced a continuation of the financial challenges that affected the company in the previous years. Business growth, new contracts and execution of existing contracts was normal and the company was able to show modest growth. However, as the Institute of Chartered Accountants of India has invoked the bank guarantee of ₹ 60 lakhs issued to them. State Bank of India has debited our account and paid to ICAI despite an injunction from the Hon'able High Court of Andhra Pradesh against the invocation of the bank guarantee.

Consequently, the company has taken up the matter with SBI and lodged a formal claim, along with its claim for refund of excess interest that was wrongly debited to our account of over Rupees one crore.

Even while the company was regularizing the account SBI has classified the company's accounts as Stressed Managed Account without resolving the pending claim for refund of excess interest and resolving the dispute over payment of bank guarantee against the orders of the High Court.

The company was able to close all the loan accounts with State Bank of India with the help of an unsecured loan.

The company also faced further crisis due to the default in payment from the client Kingfisher Airlines. An amount of Rupees five crores was raised as per the contract. However, Kingfisher could not make the payment in time and consequently the company was forced to withdraw software license provided to Kingfisher. Consequently, Kingfisher proposed a phased payment plan with an initial Rupees sixty lakhs