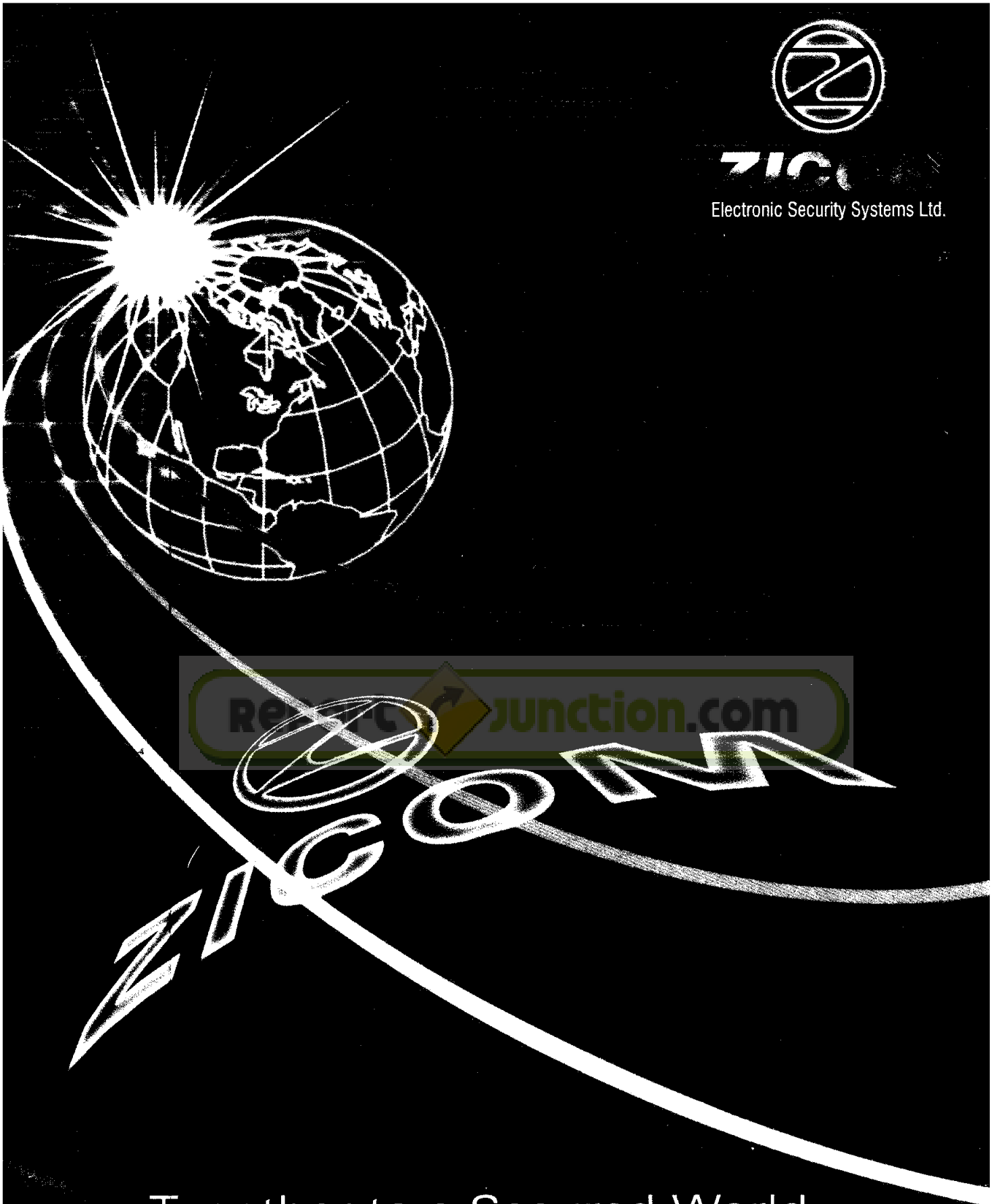




**ZICO**  
Electronic Security Systems Ltd.



Together to a Secured World

Annual Report 2000 - 2001

## ~ T R I B U T E ~



*We place on record with profound sorrow our tributes on the passing away of Shri M.V. Rao, the founder member and Executive Director of the Company on 22 April 2001.*

*He was a self-made man. He had envisioned the Industry and gave benefit of his expertise and guidance in establishing Zicom. He started his career as an Electrical Engineer in the Indian Navy and obtained training in operation of Weapon Systems. He also obtained advance practical training in Naval weapons systems, in production of Anti-aircraft equipments, guided missiles and anti-submarine weapons in England. He had also undergone extensive training with leading International Security Companies.*

*He was a man of vision, foresight, courage and determination. During the early years of turmoil and trouble, he never lost courage and remained steadfast in his resolve to succeed. He had an abiding faith in togetherness, which built for him life long friendships and intimate associations in service and business. Ever cheerful, generous and kind, he projected the image of a father figure, always remembered with love and regard.*

*We convey our sincere condolence to his family. Shri. M.V. Rao will for ever remain in our minds and hearts. We today stand orphaned and share the loss as members of his family.*

*This humble tribute to Shri. M.V. Rao would not be complete without our firm resolve to keep his image ever live in our minds and hearts. We vow to do everything to protect and preserve the values Shri. M. V. Rao cherished during his life.*

*We pray to God for everlasting peace of his noble soul.*

*- Zicomites*



## statement

ZICOM is committed to retain a leadership position in its e-security products and services through utilization of the best and the most appropriate technologies, application of knowledge and most efficient marketing of high quality solutions and services to constantly enhance customer's confidence and fulfill responsibilities towards shareholders, employees and associates.



**ZICOM**

ELECTRONIC SECURITY SYSTEMS LIMITED

# We must

We must proactively manage change. It is the only constant.

We must delight our Customers; only they provide us job security.

We must develop ourselves as leaders for the future by practicing professional excellence in everything we do.

We must treat everyone with personal attention, openness, honesty and respect.

We must build a team-based organization by sharing knowledge, empowering employees and eliminating bureaucracy.

We must break down all departmental barriers as working together works.

We must focus on end-results, not activities.

We are accountable for our actions and their results.



**ZICOM**

ELECTRONIC SECURITY SYSTEMS LIMITED

**BOARD OF DIRECTORS**

Manohar Bidaye - Chairman

Pramod V. Rao - Managing Director

Sateesh Sunke - Whole Time Director

Harish Nayak - Director

Mukul Desai - Director

**AUDITORS**

**P. RAJ & CO.**

Chartered Accountants

**BANKERS**

Union Bank of India

**REGISTERED OFFICE**

45, Chimbai Road,

Behind St. Andrews Church,

Off Hill Road,

Bandra (West),

Mumbai - 400 050.

Tel. : (022) 645 2784/85, 645 4841, 651 5571/72

Fax : (022) 645 4842

E-mail : [investors@zicomsecure.com](mailto:investors@zicomsecure.com)

Website : [www.zicomsecure.com](http://www.zicomsecure.com)

**SHARE TRANSFER DEPT**

303, Dimple Arcade,

Asha Nagar,

Western Express Highway,

Kandivali (E),

Mumbai 400 101.

Tel Nos.: 8075718

Email: [sharedept@zicomsecure.com](mailto:sharedept@zicomsecure.com)



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**Financial Year 2000 – 2001 :**

(Rs. in Lacs)

Particulars	2000-2001	1999-2000	Change in %
Total Income	2020.56	1239.43	63.00
Gross Profit Before Interest & Depreciation	397.00	256.74	55.00
Cash Profit	380.70	193.29	97.00
Profit Before Tax	304.82	168.53	81.00
Net Profit After Tax	259.01	121.53	113.00
Paid-up Share Capital	818.71	780.91	5.00
Reserves & Surplus	2075.37	1660.16	25.00
Book Value Per Share (Rs.)	34.78	30.47	14.00
EPS - Not Annualised (Rs.)	3.16	1.56	103.00

**NOTES :**

1. During the year, the Company's centers at Delhi, Hyderabad, Kolkata, Chennai, Pune, Jaipur and Kota have started operations.
2. During the year 74 employees have been inducted in the Organisation.
3. The Company under its agreement with Computer Associates (CA) has developed Software Access Control Management Agent (ACMA) for integration with its flagship software Unicenter TNG, which is under test.
4. The e-SmartNET Division launched in February 2000 for development of software for smart card application has been discontinued in March 2001. As a result, expenses amounting to Rs.53.03 Lacs of the said division has been debited to Profit and Loss Account for the year ended March 31, 2001.

**First Quarter of Financial Year 2001- 2002 :**

(Rs. in Lacs)

Particulars	Quarter ended June 30, 2001 (Unaudited)	Quarter ended June 30, 2000 (Unaudited)	Change in %
Total Income	438.16	363.83	20.00
Gross Profit Before Interest & Depreciation	85.80	64.16	34.00
Profit Before Tax	56.85	54.92	4.00
Net Profit*	56.85	54.92	4.00
* Provision for tax not considered			



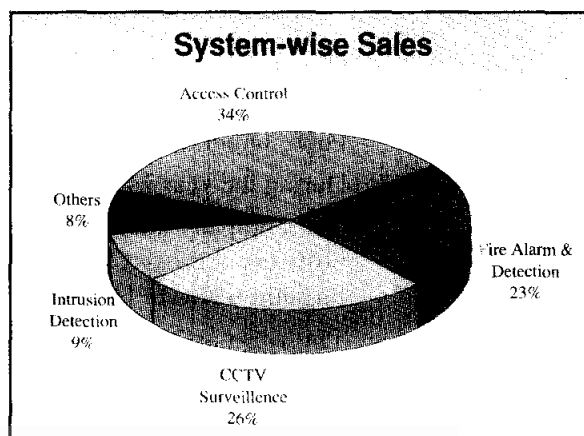
Security no longer means a lock on the front door or a security guard at the gate. Today, security means state-of-the-art Access Control, Intelligent Building Management, Infra-red Sensing, Perimeter Protection, CCTV Surveillance, Electronic Article Surveillance .....

As threat perceptions have changed, security as a concept has metamorphosed and evolved. In 1995 when Zicom was born, the electronic security systems industry was in its infancy. Since then, Zicom has been responsible for bringing these hi-tech systems to the doorsteps of its valued customers. It has innovated, improvised, spent time and developed expertise in studying client requirements, research and development, upgrading and improving its product range and services. It has made these systems accessible to all those in need of security. That's almost everyone.

In 1995, it pioneered the concept of the Central Monitoring Station that keeps a watchful eye on its security installations.

Zicom is not selling standard products, but offers customized solutions to meet security needs of the customers in the following application areas :

1. Intrusion and Burglar Alarm
2. Access Control
3. Fire Detection
4. CCTV Surveillance
5. Electronic Article Surveillance
6. Remote Video Surveillance
7. Integrated Building Management
8. Car Park Management
9. Smart Card Solutions



The above systems are designed to meet the security needs of residential, retail, commercial and industrial customers. The strength of Zicom's knowledge and technical expertise lies in guiding customer to determine his security needs and to integrate various systems with suitable hardware and software to satisfy those security needs.

The customer is also secured by unique add-on services such as Comprehensive Warranty, Annual Maintenance Contract, Trouble Shooting Services, Holiday Break Down Services and 24 Hours Customer Help Desks. Also, Intrusion and Fire Installations are supported by online monitoring through Central Monitoring Stations, which operates 24 x 7 days. Today, Zicom has got all India network spreading over 8 major cities.

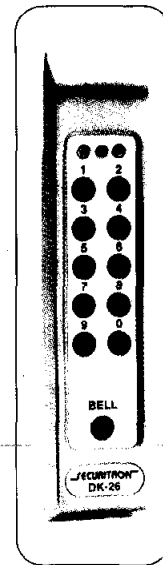
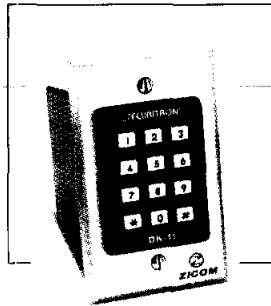
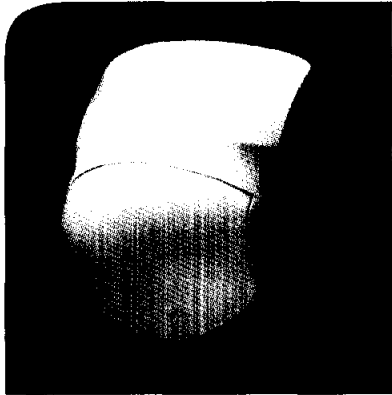
Zicom is the only brand today which is totally dedicated for Electronic Security Solutions in the country. Its state-of-the-art solutions and wide range of technology innovations is installing confidence in customers nation-wide. The sign of **ZICOM** is the sign of confidence, reliability and security. Zicom is committed to build trust through values.

Zicom is committed to deliver latest and state-of-the-art technology to the user through constant innovation.



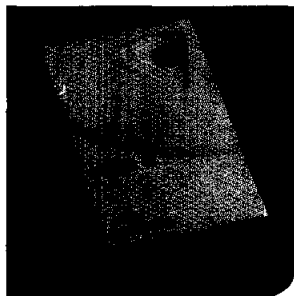


## Intrusion and Burglar Alarm System



### Best suited for:

All fronts including residential, retail, commercial and industrial premises.



Proven to be a very effective safeguard against common threats to life and property like fire, burglary and vandalism. They work 24 hours a day checking for open doors and windows, monitoring smoke detectors, activating lights and performing dozens of other services to keep your commercial, industrial or residential premise secure.

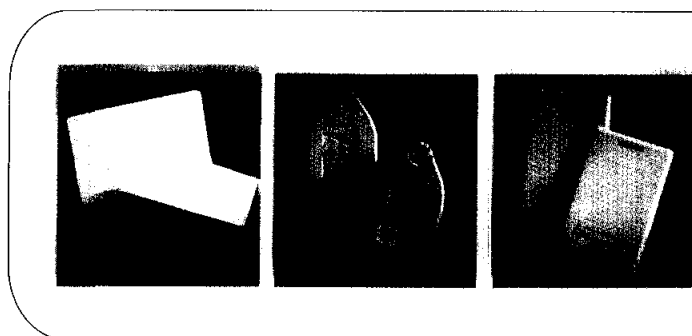
### Application :

Protection against undetected intrusion into premises, buildings or specific areas. These systems detect an intrusion attempt and activate an alarm through a specific device - a sounding device, a lighting device or any other informing an intrusion attempt.

Usually consisting of an electronic control panel with power backup, control keypad, annunciating device(s) and various sensors for specific detection purposes, these systems can be custom designed to suit the layout of any building / area / premise. Advanced systems also offer programmability to the end user.


**ZICOM**  
 ELECTRONIC SECURITY SYSTEMS LIMITED

## Access Control Systems



A matter of who stays in and who stays out. Access is accomplished through individualised codes, identification cards (swipe cards or proximity cards) or biometrics identification and readers, which are supervised.

### Application:

- ♦ Control of personnel traffic within an organization and protection against unauthorised entry of personnel through entry / exit points (usually doors and gates) of a particular premise / building / house.
- ♦ To monitor individual entry and activity within restricted areas.

For time attendance of personnel by keeping track of entry / exit time to / from a particular building / premise / area

These systems control the entry / exit points authorizing or disallowing access for personnel into or between various sections inside a building or premise

Larger systems include control of multiple doors on multiple levels of the building through an administration system monitored on-line by a central computer.

### Best suited for:

Commercial and industrial applications.

